

Credit Cards in India

July 2025

Table of Contents

Charge Cards in India - Category analysis

Charge Cards in India - Company Profile

KEY DATA FINDINGS

2024 DEVELOPMENTS

Stronger eligibility criteria continue to limit charge card demand

Merchant acceptance is relatively low, with average spend remaining high compared to other financial cards

American Express is the only charge cards issuer in India

PROSPECTS AND OPPORTUNITIES

Growth to remain subdued on the back of higher eligibility and lower consumer awareness Credit cards seen as more viable credit instrument due to growing consumer financial literacy Commercial charge cards offer opportunities through more tailored benefits

CATEGORY DATA

- Table 1 Charge Cards: Number of Cards in Circulation 2019-2024
- Table 2 Charge Cards Transactions 2019-2024
- Table 3 Charge Cards in Circulation: % Growth 2019-2024
- Table 4 Charge Cards Transactions: % Growth 2019-2024
- Table 5 Personal Charge Cards: Number of Cards in Circulation 2019-2024
- Table 6 Personal Charge Cards Transactions 2019-2024
- Table 7 Personal Charge Cards in Circulation: % Growth 2019-2024
- Table 8 Personal Charge Cards Transactions: % Growth 2019-2024
- Table 9 Charge Cards: Number of Cards by Issuer 2019-2023
- Table 10 Charge Cards: Number of Cards by Operator 2019-2023
- Table 11 Charge Cards Payment Transaction Value by Issuer 2019-2023
- Table 12 Charge Cards Payment Transaction Value by Operator 2019-2023
- Table 13 Personal Charge Cards: Number of Cards by Issuer 2019-2023
- Table 14 Personal Charge Cards: Number of Cards by Operator 2019-2023
- Table 15 Personal Charge Cards Transaction Value by Issuer 2019-2023
- Table 16 Personal Charge Cards Transaction Value by Operator 2019-2023
- Table 17 Forecast Charge Cards: Number of Cards in Circulation 2024-2029
- Table 18 Forecast Charge Cards Transactions 2024-2029
- Table 19 Forecast Charge Cards in Circulation: % Growth 2024-2029
- Table 20 Forecast Charge Cards Transactions: % Growth 2024-2029
- Table 21 Forecast Personal Charge Cards: Number of Cards in Circulation 2024-2029
- Table 22 Forecast Personal Charge Cards Transactions 2024-2029
- Table 23 Forecast Personal Charge Cards in Circulation: % Growth 2024-2029
- Table 24 Forecast Personal Charge Cards Transactions: % Growth 2024-2029

Credit Cards in India - Category analysis

Credit Cards in India - Company Profile

KEY DATA FINDINGS

2024 DEVELOPMENTS

Sustained economic growth and lower credit card penetration level leads to significant growth Income inequality and attractive demographic segment fuels credit card adoption

Online spending dominates credit card usage with market consolidated via major four banks

PROSPECTS AND OPPORTUNITIES

RBI's card portability regulation set to intensify competition within credit card operators

RBI and financial institutions focus on better long-tern allocation of credit through tighter regulations

Shift in channel preference, with issuance to those with low credit history to remain a challenge

CATEGORY DATA

- Table 25 Credit Cards: Number of Cards in Circulation 2019-2024
- Table 26 Credit Cards Transactions 2019-2024
- Table 27 Credit Cards in Circulation: % Growth 2019-2024
- Table 28 Credit Cards Transactions: % Growth 2019-2024
- Table 29 Commercial Credit Cards: Number of Cards in Circulation 2019-2024
- Table 30 Commercial Credit Cards Transactions 2019-2024
- Table 31 Commercial Credit Cards in Circulation: % Growth 2019-2024
- Table 32 Commercial Credit Cards Transactions: % Growth 2019-2024
- Table 33 Personal Credit Cards: Number of Cards in Circulation 2019-2024
- Table 34 Personal Credit Cards Transactions 2019-2024
- Table 35 Personal Credit Cards in Circulation: % Growth 2019-2024
- Table 36 Personal Credit Cards Transactions: % Growth 2019-2024
- Table 37 Credit Cards: Number of Cards by Issuer 2019-2023
- Table 38 Credit Cards: Number of Cards by Operator 2019-2023
- Table 39 Credit Cards Payment Transaction Value by Issuer 2019-2023
- Table 40 Credit Cards Payment Transaction Value by Operator 2019-2023
- Table 41 Commercial Credit Cards: Number of Cards by Issuer 2019-2023
- Table 42 Commercial Credit Cards: Number of Cards by Operator 2019-2023
- Table 43 Commercial Credit Cards Payment Transaction Value by Issuer 2019-2023
- Table 44 Commercial Credit Cards Payment Transaction Value by Operator 2019-2023
- Table 45 Personal Credit Cards: Number of Cards by Issuer 2019-2023
- Table 46 Personal Credit Cards: Number of Cards by Operator 2019-2023
- Table 47 Personal Credit Cards Payment Transaction Value by Issuer 2019-2023
- Table 48 Personal Credit Cards Payment Transaction Value by Operator 2019-2023
- Table 49 Forecast Credit Cards: Number of Cards in Circulation 2024-2029
- Table 50 Forecast Credit Cards Transactions 2024-2029
- Table 51 Forecast Credit Cards in Circulation: % Growth 2024-2029
- Table 52 Forecast Credit Cards Transactions: % Growth 2024-2029
- Table 53 Forecast Commercial Credit Cards: Number of Cards in Circulation 2024-2029
- Table 54 Forecast Commercial Credit Cards Transactions 2024-2029
- Table 55 Forecast Commercial Credit Cards in Circulation: % Growth 2024-2029
- Table 56 Forecast Commercial Credit Cards Transactions: % Growth 2024-2029
- Table 57 Forecast Personal Credit Cards: Number of Cards in Circulation 2024-2029
- Table 58 Forecast Personal Credit Cards Transactions 2024-2029
- Table 59 Forecast Personal Credit Cards in Circulation: % Growth 2024-2029
- Table 60 Forecast Personal Credit Cards Transactions: % Growth 2024-2029

Debit Cards in India - Category analysis

Debit Cards in India - Company Profile

KEY DATA FINDINGS

2024 DEVELOPMENTS

High penetration levels and growing competition from digital payments restrict growth

Evolving purchasing patterns impact instances of debit card usage

State Bank of India (SBI) leads through its extensive, with RuPay leading in operator space

PROSPECTS AND OPPORTUNITIES

Limited reward structure and value proposition set to impact value growth in forecast period

Issuers increasingly focusing on commercial segment to limit slowdown in transactions

Unbanked population to drive card issuance volume, whilst increasing consumer confidence in digital payments and shift towards online shopping to have an impact

CATEGORY DATA

Table 61 - Debit Cards: Number of Cards in Circulation 2019-2024

Table 62 - Debit Cards Transactions 2019-2024

Table 63 - Debit Cards in Circulation: % Growth 2019-2024

Table 64 - Debit Cards Transactions: % Growth 2019-2024

Table 65 - Debit Cards: Number of Cards by Issuer 2019-2023

Table 66 - Debit Cards: Number of Cards by Operator 2019-2023

Table 67 - Debit Cards Payment Transaction Value by Issuer 2019-2023

Table 68 - Debit Cards Payment Transaction Value by Operator 2019-2023

Table 69 - Forecast Debit Cards: Number of Cards in Circulation 2024-2029

Table 70 - Forecast Debit Cards Transactions 2024-2029

Table 71 - Forecast Debit Cards in Circulation: % Growth 2024-2029

Table 72 - Forecast Debit Cards Transactions: % Growth 2024-2029

Pre-Paid Cards in India - Category analysis

Pre-Paid Cards in India - Company Profile

KEY DATA FINDINGS

2024 DEVELOPMENTS

Closed loop pre-paid cards benefit from growing demand for transportation cards

Enhanced security and fraud protection features provide boost, while low merchant acceptance level impacts open loop pre-paid cards Demand for travel cards, driven by cost efficiency, benefits open loop pre-paid cards

PROSPECTS AND OPPORTUNITIES

Open loop pre-paid cards offer attractive opportunities

Slowdown in demand for gift cards and greater adoption of digital payment methods to create a challenge for pre-paid cards

Closed loop pre-paid cards growth to remain dependent on demand for public transportation

CATEGORY DATA

Table 73 - Pre-paid Cards: Number of Cards in Circulation 2019-2024

Table 74 - Pre-paid Cards Transactions 2019-2024

Table 75 - Pre-paid Cards in Circulation: % Growth 2019-2024

Table 76 - Pre-paid Cards Transactions: % Growth 2019-2024

Table 77 - Closed Loop Pre-paid Cards Transactions 2019-2024

Table 78 - Closed Loop Pre-paid Cards Transactions: % Growth 2019-2024

Table 79 - Open Loop Pre-paid Cards Transactions 2019-2024

Table 80 - Open Loop Pre-paid Cards Transactions: % Growth 2019-2024

Table 81 - Pre-paid Cards: Number of Cards by Issuer 2019-2023

Table 82 - Pre-paid Cards: Number of Cards by Operator 2019-2023

Table 83 - Pre-paid Cards Transaction Value by Issuer 2019-2023

Table 84 - Pre-paid Cards Transaction Value by Operator 2019-2023

Table 85 - Closed Loop Pre-paid Cards: Number of Cards by Issuer 2019-2023

Table 86 - Closed Loop Pre-paid Cards: Number of Cards by Operator 2019-2023

Table 87 - Closed Loop Pre-paid Cards Transaction Value by Issuer 2019-2023

Table 88 - Closed Loop Pre-paid Cards Transaction Value by Operator 2019-2023

Table 89 - Open Loop Pre-paid Cards: Number of Cards by Issuer 2019-2023

Table 90 - Open Loop Pre-paid Cards: Number of Cards by Operator 2019-2023

- Table 91 Open Loop Pre-paid Cards Transaction Value by Issuer 2019-2023
- Table 92 Open Loop Pre-paid Cards Transaction Value by Operator 2019-2023
- Table 93 Forecast Pre-paid Cards: Number of Cards in Circulation 2024-2029
- Table 94 Forecast Pre-paid Cards Transactions 2024-2029
- Table 95 Forecast Pre-paid Cards in Circulation: % Growth 2024-2029
- Table 96 Forecast Pre-paid Cards Transactions: % Growth 2024-2029
- Table 97 Forecast Closed Loop Pre-paid Cards Transactions 2024-2029
- Table 98 Forecast Closed Loop Pre-paid Cards Transactions: % Growth 2024-2029
- Table 99 Forecast Open Loop Pre-paid Cards Transactions 2024-2029
- Table 100 Forecast Open Loop Pre-paid Cards Transactions: % Growth 2024-2029

Financial Cards and Payments in India - Industry Overview

EXECUTIVE SUMMARY

Financial cards and payments in 2024: The big picture

2024 key trends

Co-branded cards remain a focus to provide more tailored benefits

Competitive landscape

What next for financial cards and payments?

MARKET INDICATORS

- Table 101 Number of POS Terminals: Units 2019-2024
- Table 102 Number of ATMs: Units 2019-2024
- Table 103 Value Lost to Fraud 2019-2024
- Table 104 Card Expenditure by Location 2024
- Table 105 Financial Cards in Circulation by Type: % Number of Cards 2019-2024
- Table 106 Domestic versus Foreign Spend 2024

MARKET DATA

- Table 107 Financial Cards by Category: Number of Cards in Circulation 2019-2024
- Table 108 Financial Cards by Category: Number of Accounts 2019-2024
- Table 109 Financial Cards Transactions by Category: Value 2019-2024
- Table 110 Financial Cards by Category: Number of Transactions 2019-2024
- Table 111 Consumer Payments by Category: Value 2019-2024
- Table 112 Consumer Payments by Category: Number of Transactions 2019-2024
- Table 113 M-Commerce by Category: Value 2019-2024
- Table 114 M-Commerce by Category: % Value Growth 2019-2024
- Table 115 Financial Cards: Number of Cards by Issuer 2019-2023
- Table 116 Financial Cards: Number of Cards by Operator 2019-2023
- Table 117 Financial Cards: Card Payment Transactions Value by Operator 2019-2023
- Table 118 Financial Cards: Card Payment Transactions Value by Issuer 2019-2023
- Table 119 Forecast Financial Cards by Category: Number of Cards in Circulation 2024-2029
- Table 120 Forecast Financial Cards by Category: Number of Accounts 2024-2029
- Table 121 Forecast Financial Cards Transactions by Category: Value 2024-2029
- Table 122 Forecast Financial Cards by Category: Number of Transactions 2024-2029
- Table 123 Forecast Consumer Payments by Category: Value 2024-2029
- Table 124 Forecast Consumer Payments by Category: Number of Transactions 2024-2029
- Table 125 Forecast M-Commerce by Category: Value 2024-2029
- Table 126 Forecast M-Commerce by Category: % Value Growth 2024-2029

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SOURCES

Summary 1 - Research Sources

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