



# Product Market Fit Analysis

Explore The Analysis

Powered By **ATAFUL** 

Researched and Built By Hitesh Gupta



AQI x Diseases Regional Analysis Vehicle Analysis Respiratory Impact Competitor Analysis Marketing View 1 Marketing View 2

111.13

Average AQI

## PM10

Top Pollutant

## 291

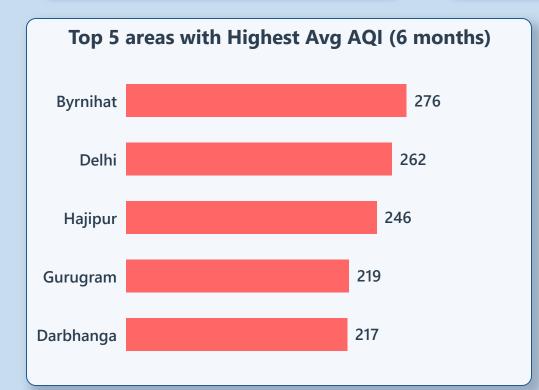
Areas Monitored

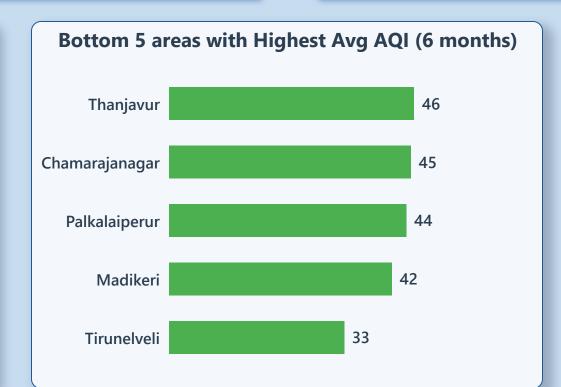
# Delhi

Most Polluted Location

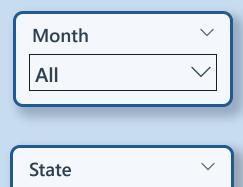
**Top 2 and Bottom 2 Pollutants State Wise** 



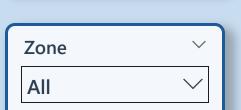




State ▲	Top 2	Bottom 2
Andaman and Nicobar Islands	PM10, CO	PM2.5, O3, NO2
<b>Andhra Pradesh</b>	PM10, PM2.5	SO2, NO2
<b>Arunachal Pradesh</b>	PM2.5, PM10	CO, SO2
Assam	PM10, PM2.5	SO3, NO2
Bihar	PM10, PM2.5	SO2, NO2
Chandigarh	PM10, PM2.5	NO2, CO
Chhattisgarh	PM10, PM2.5	SO2, O3
Delhi	PM2.5, PM10	NO2, CO
Gujarat	PM2.5, PM10	SO2, O3
Haryana	PM2.5, PM10	NH3, SO2
Himachal Pradesh	PM10, O3	NO2, CO
Jammu and Kashmir	PM10, PM2.5	CO, NO2
Jharkhand	PM10, CO	O3, SO2
Karnataka	PM10, CO	SO3, NH3
Kerala	PM10, PM2.5	SO2, NH3
Madhya Pradesh	PM10, PM2.5	SO3, SO2
Maharashtra	PM10, PM2.5	NH3, SO3
Manipur	SO2, PM2.5	PM10, O3
Meghalaya	PM2.5, PM10	CO, NO2
Mizoram	PM10, SO2	PM2.5, CO
Namaland	DN42 F CO2	CO D8410

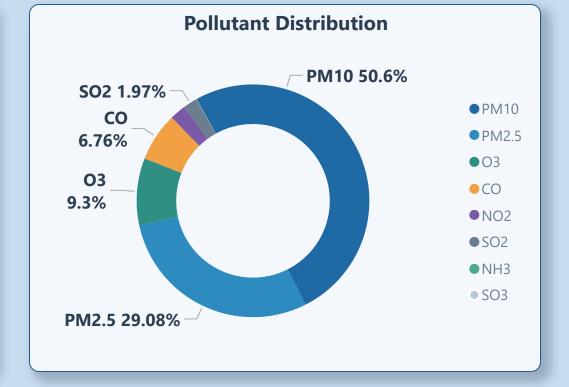


All





Week	Weekday VS Weekend AQI							
Area	Weekday	Weekend						
Agartala	111.80	105.29						
Agra	81.97	77.34						
Ahmedabad	114.72	116.79						
Ahmednagar	120.97	120.93						
Aizawl	47.48	48.86						
Ajmer	90.43	94.09						
Akola	85.36	82.64						
Alwar	85.05	82.31						
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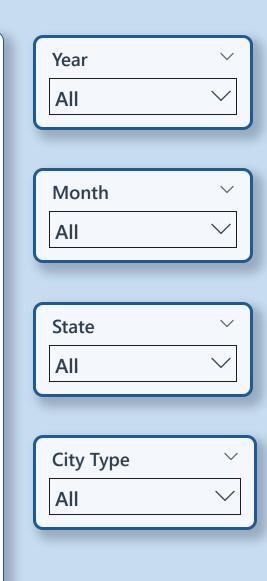
AQI x Diseases Regional Analysis Vehicle Analysis Respiratory Impact

Competitor Analysis Marketing View 1 Marketing View 2



Monthly Avg AQI of Top 10 states												
State	January	February	March	April	May	June	July	August	September	October	November	December
Andhra Pradesh	114.74	94.38	78.55	70.89	68.96	63.19	49.71	55.24	52.96	77.19	95.25	99.07
Bihar	245.57	188.38	147.44	161.41	132.23	123.32	79.25	80.33	79.33	120.33	229.58	251.81
Haryana	182.05	139.75	112.13	149.71	156.46	133.03	74.87	74.85	83.64	152.96	239.46	185.77
Karnataka	76.64	76.64	72.73	66.46	60.23	50.31	44.99	46.61	44.73	60.51	74.96	71.61
Madhya Pradesh	141.35	117.45	105.42	119.29	115.48	86.67	56.91	62.59	66.30	114.67	164.54	144.83
Maharashtra	141.34	128.36	122.87	104.36	99.17	70.24	51.38	53.91	59.01	108.85	158.83	138.71
Odisha	193.61	144.89	137.73	129.21	98.81	92.40	57.66	65.73	61.35	91.33	153.51	167.74
Rajasthan	165.44	131.83	118.79	132.31	137.71	110.34	82.08	79.34	79.58	120.97	193.22	176.34
Tamil Nadu	90.18	81.79	69.80	61.69	61.29	55.13	56.13	55.86	50.65	59.19	71.84	77.94
Uttar Pradesh	160.45	122.91	108.84	138.23	135.87	122.77	63.50	70.23	77.51	144.28	200.61	166.22

Top 2 Diseases by State & Average AQI						
State	Top 2 Diseases	Average AQI				
Andaman and Nicobar Islands	Acute Diarrheal Disease (117), Fever with Rash (8)	61.43				
Andhra Pradesh	Acute Diarrheal Disease (3301), Cholera (1081)	77.88				
Arunachal Pradesh	Acute Diarrheal Disease (327), Chickenpox (166)	54.57				
Assam	Acute Diarrheal Disease (2803), Food Poisoning (2018)	114.90				
Bihar	Acute Diarrheal Disease (1388), Dengue (840)	156.81				
Chandigarh	Cholera (16)	141.40				
Chhattisgarh	Acute Diarrheal Disease (9011), Cholera (745)	78.67				
Dadra and Nagar Haveli and Daman and Diu	Acute Diarrheal Disease (112), Fever of Unknown andigin (PUO) (101)					
Delhi	Dengue (40), Measles (2)	205.42				
Goa	Cholera (226), Food Poisoning (63)					
Gujarat	Acute Diarrheal Disease (5209), Food Poisoning (3805)	110.64				

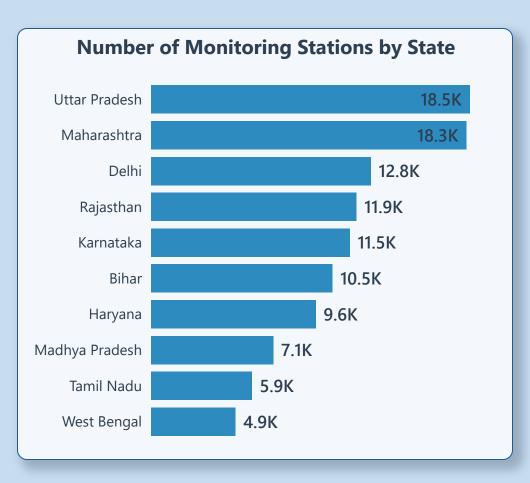


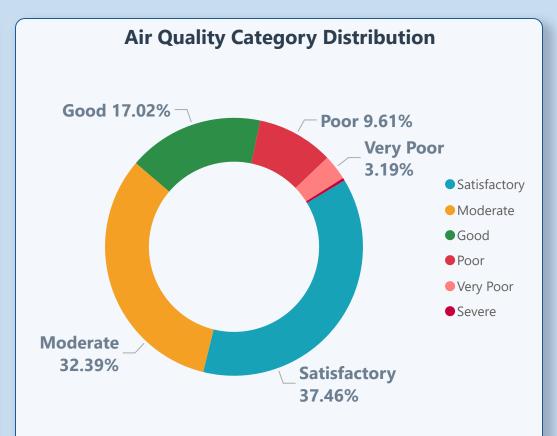


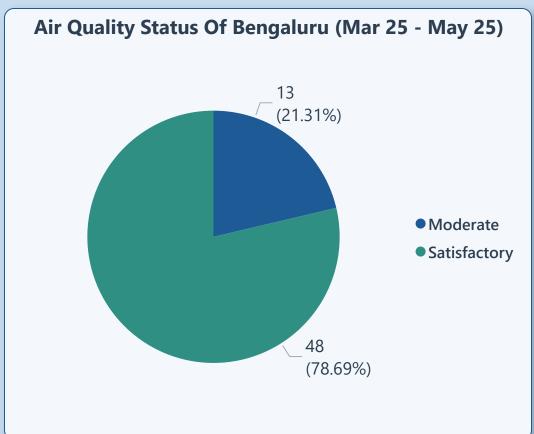


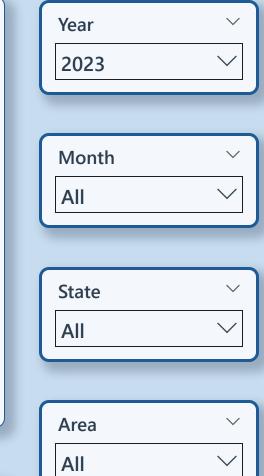
AQI x Diseases Regional Analysis Vehicle Analysis Respiratory Impact Competitor Analysis Marketing View 1

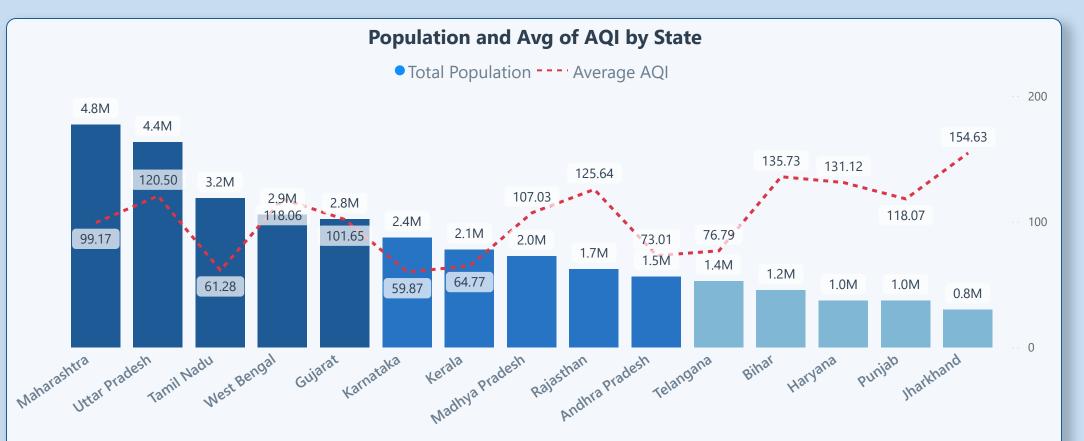
Marketing View 2

















AQI x Diseases Regional Analysis Vehicle Analysis Respiratory Impact

Competitor Analysis Marketing View 1

Marketing View 2

**75M** 

Total Registered vehicles

72

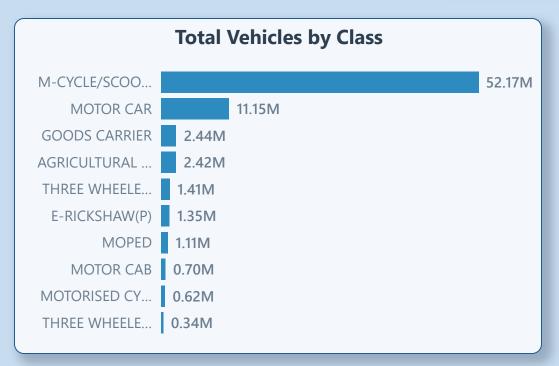
Types of Vehicle Classes

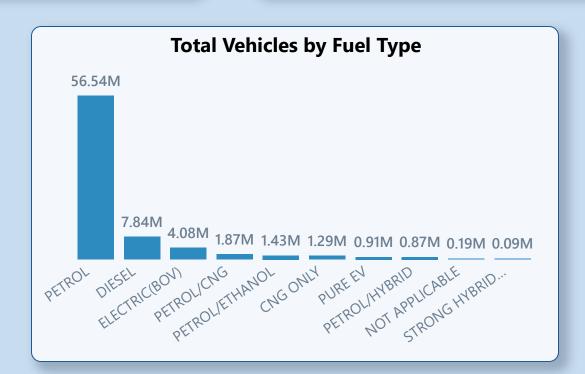
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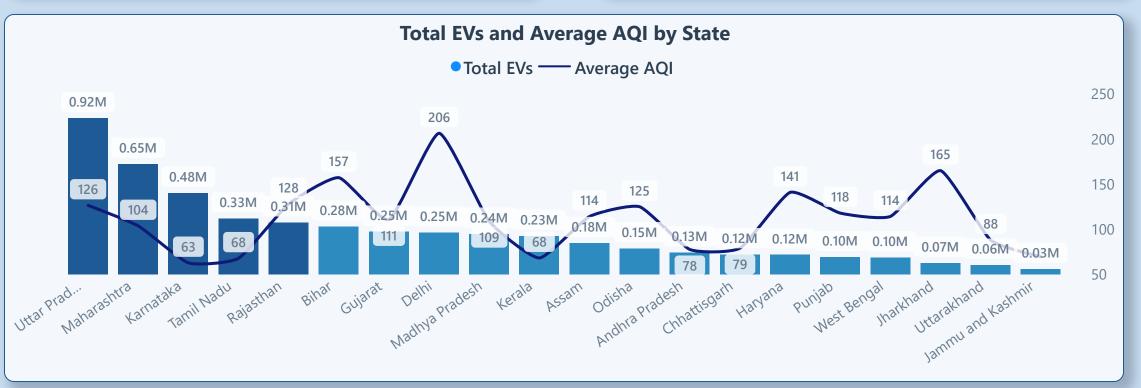
Number of Fuel Types

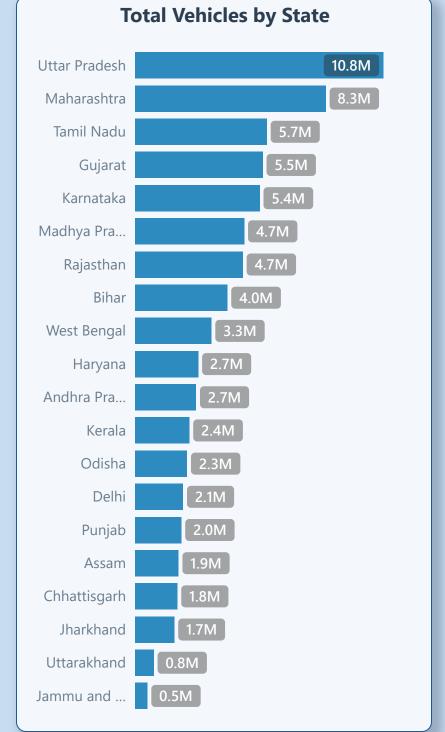
#### November

Month with Most Registrations

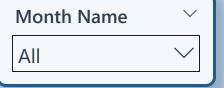


















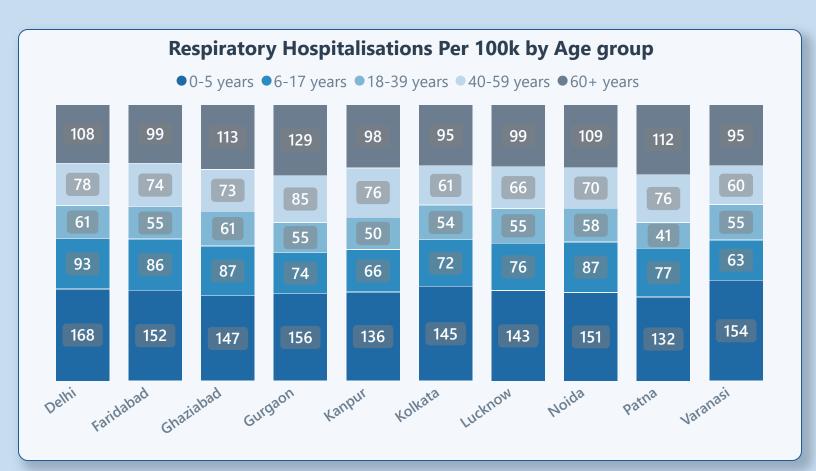
AQI x Diseases Regional

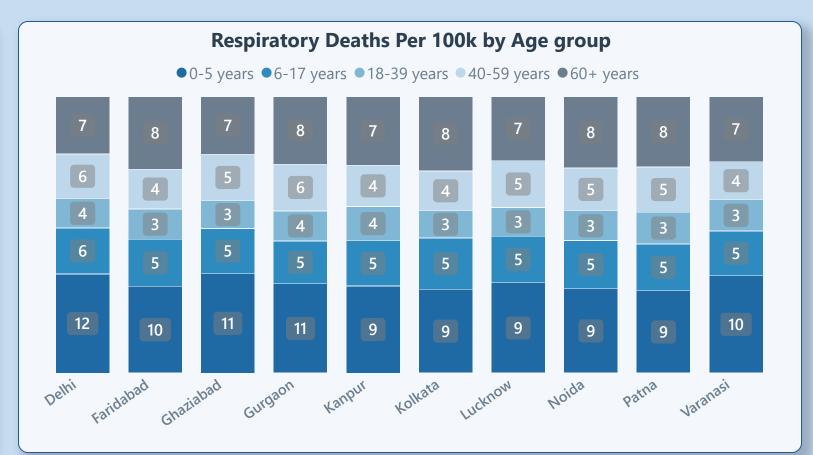
Analysis

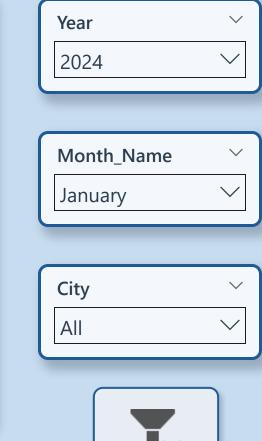
Vehicle Analysis Respiratory Impact Competitor Analysis

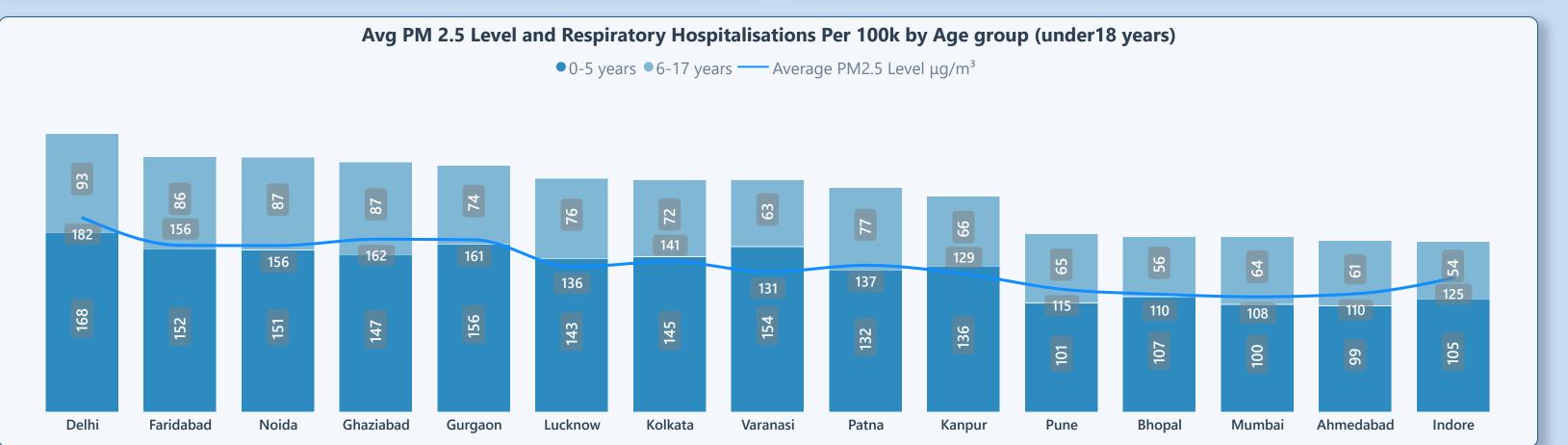
Marketing View 1

Marketing View 2









# **Health Data Sources:**

The Lancet Planetary Health, WHO India Health Database, CPCB, IQAir Global Air Quality Reports, ICMR

AQI x Diseases Regional Analysis

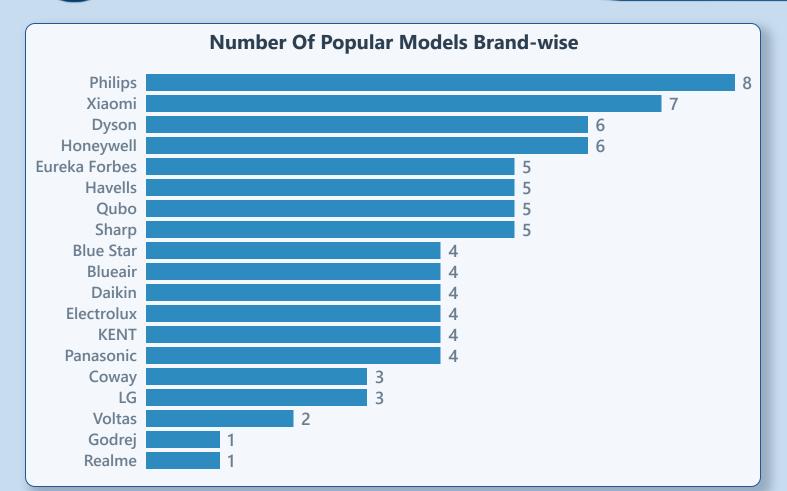
Vehicle Respiratory Analysis

Impact

Competitor Analysis

Marketing View 1

Marketing View 2



Brand Model Comparison										
Brand	Model	CADR m³/h	Coverage Area sqft	Approx. Price INR						
Blue Star	BS-AP250RAP	230	250	8500						
Blue Star	BS-AP300DAI	250	300	7690						
Blue Star	BS-AP450SANW	350	450	13500						
Blue Star	BS-AP490LAN	444	490	15000						
Blueair	Blue Pure 411	185	183	9499						
Blueair	Joy S	190	172	11721						
Blueair	Blue Pure 121	300	540	21499						
Blueair	Blue Pure 211	350	540	34996						
Coway	AirMega 150 (AP-1019C)	303	355	12900						
Coway	AirMega 200M	340	431	18500						
Coway	AirMega Aim	350	409	21900						
Daikin	MC30UVM6	180	250	12500						





	Top Brands Key Differentiators									
Brand	Filtration Technology	Top Pollutants Targeted	Smart Features Offered							
Blue Star	Pre-filter, Activated Carbon, HEPA H13, UVC, Ionizer	Allergens, Viruses, PM2.5, Bacteria, Odors, VOCs	6-stage filtration, Multi-color LED AQI, Timer, 5-stage filtration, Digital AQI, Timer up to 12hr							
Blueair	HEPASilent, Activated Carbon, Carbon filter, Washable pre-filter, Washable fabric pre-filter	Dust, Smoke, Allergens, VOCs, Pet dander	360° air intake, One-button control, Compact design, One-button operation, 6 fabric pre-filter colors, Washable fabric pre-filter, Washable pre-filter in multiple colors							
Coway	Green Anti-Flu True HEPA, Patented Urethane Carbon, Washable pre-filter, Max2 filter (Pre+Carbon+HEPA), 3-stage filtration (Pre-filter, Carbon, HEPA)	Allergens, Odors, PM2.5, 99.97% particles ≥0.3µm, VOCs, Large particles, Airborne bacteria	Auto mode, Real-time air quality indicator, Real-time AQI, 8500 hours filter life, 4-stage speed control, 360° purification, 80° auto-oscillation, Real-time AQI with color indicator, 4-stage filtration							
Daikin	Pre-filter, Deodorising filter, HEPA, Streamer unit	Allergens, PM2.5, Bacteria, Viruses, Odors	Streamer discharge technology, Silent operation, Streamer discharge, PM2.5 sensor, Advanced streamer technology, Auto speed adjustment, High performance streamer, Real-time pollution indicator							
Dyson	Activated Carbon, HEPA H13, HEPA, 360° Glass	VOCs, Allergens, PM2.5, 99.95% particles ≥0.1µm,	Night mode, Oscillation, Whole-room purification, Desk air purifier, 10							

#### **Sources:**

**Various Ecommerce** Sites (Amazon, Flipkart, Croma, etc.). Company Specific Sites.

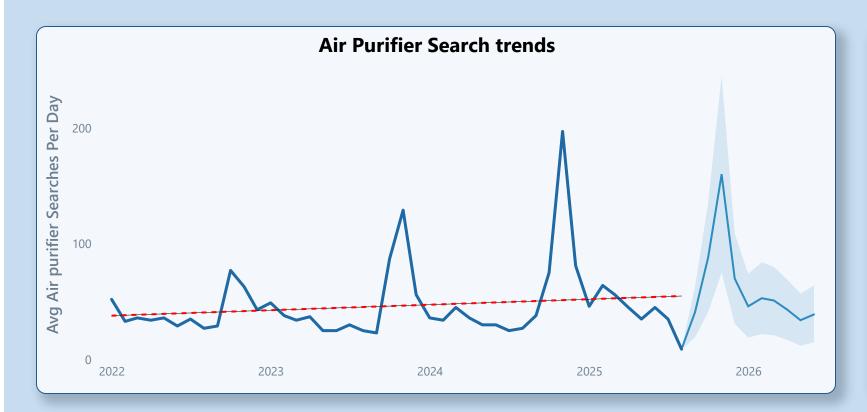
AQI x Diseases Regional Analysis

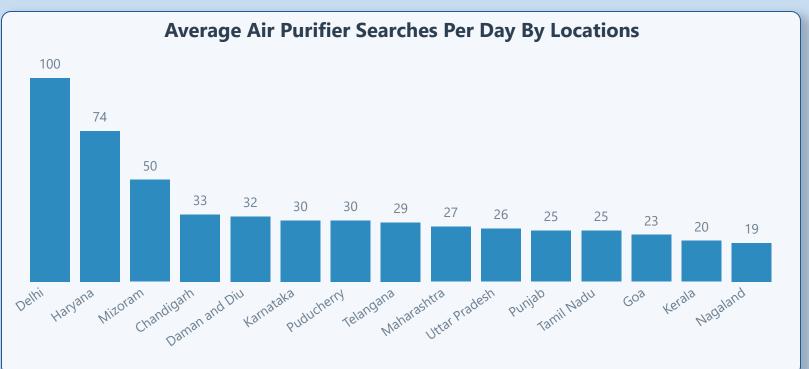
Vehicle Analysis Respiratory Impact

Competitor Analysis

Marketing View 1

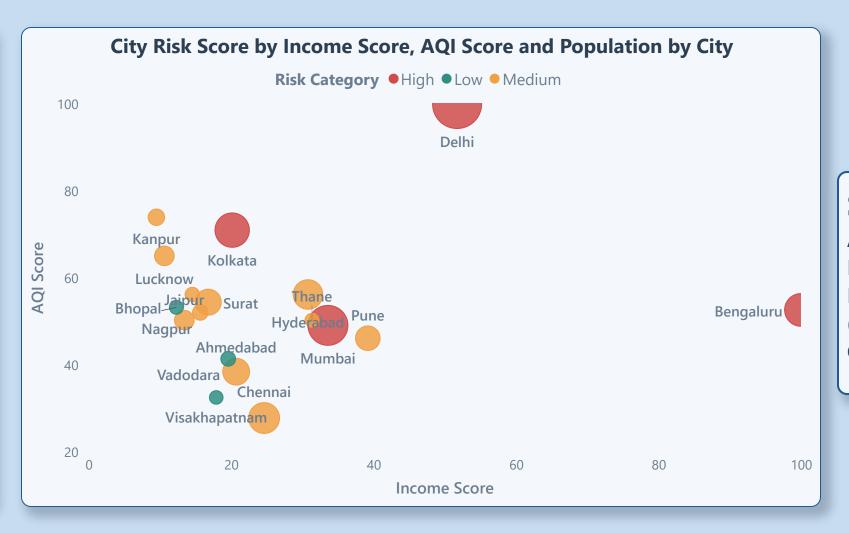
Marketing View 2





**Sources:** Google Trends

	Market Analysis of Tier 1 & Tier 2 Cities										
City	Population in Millions	Per Capita Income INR	Annual AQI Avg. 2025	Air Purifier Market Potential INR	Market Penetration Estimate %						
Ahmedabad	8.90	185K	65	28M	0.002						
Bengaluru	14.00	893K	89	165M	0.001						
Bhopal	1.80	110K	90	6M	0.003						
Chennai	12.30	220K	47	28M	0.001						
Delhi	33.80	462K	169	1248M	0.008						
Hyderabad	11.10	275K	95	101M	0.003						
Indore	2.00	130K	95	9M	0.003						
Jaipur	4.30	120K	85	14M	0.003						
Kanpur	2.80	85K	125	13M	0.005						
Kolkata	15.60	180K	120	140M	0.005						
Lucknow	4.30	95K	110	17M	0.004						
Mumbai	21.70	300K	83	170M	0.003						



#### **Sources:**

AIIMS Delhi Annual Reports, National Health Accounts (MoSPI), CPCB, Census of India. 91bn

Hyderabad

Chennai

Bengaluru

48bn

43bn

109bn 137bn Executive Overview

AQI x Diseases Vehicle Analysis

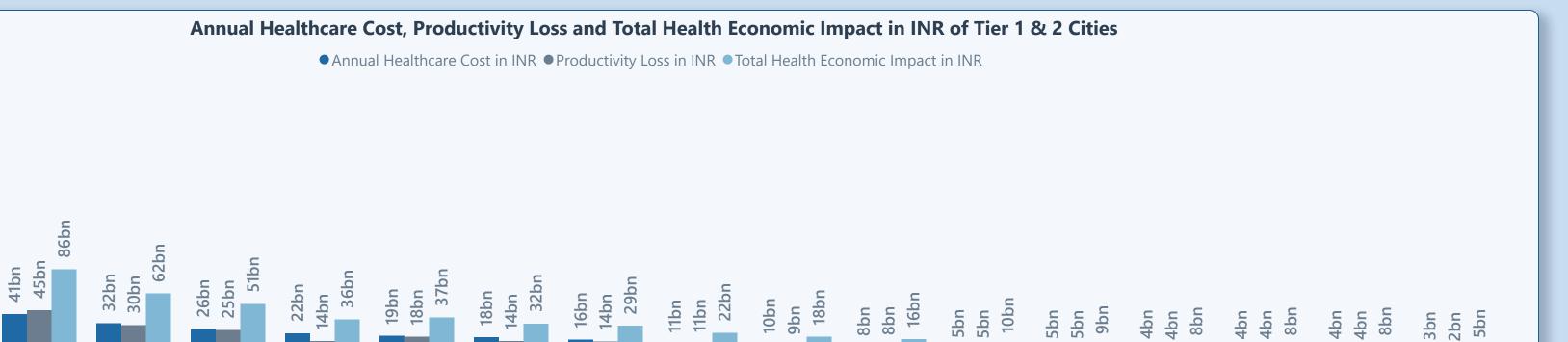
Regional

Analysis

Respiratory Impact Competitor Analysis

Marketing View 1

Marketing View 2



	Competitor Feature Gap Matrix									
Brand	Smart AQI Sync	Compact Design	Energy Efficiency	India Specific Filters	VOC Free Materials	<b>Predictive Maintenance</b>	Price Range INR	Market Share Percent	Overall Gap Score	Gap Opportunity
Blueair	No	Medium	Good	No	Good	No	9499-34996	3	2.10	High Gap
Coway	No	Good	Excellent	No	Good	No	12900-21900	4	2.90	High Gap
Daikin	No	Medium	Good	No	Medium	No	12500-28500	4	2.20	High Gap
Dyson	No	Poor	Medium	No	Good	Basic	25900-55900	8	1.80	High Gap
Honeywell	No	Medium	Good	No	Medium	No	8889-15390	15	2.40	High Gap
KENT	No	Good	Medium	Partial	Poor	No	6349-19999	8	2.40	High Gap
LG	Partial	Poor	Good	No	Good	Basic	28999-45890	6	2.30	High Gap
Philips	Partial	Medium	Good	No	Medium	Basic	7995-28995	22	2.40	High Gap
Sharp	No	Medium	Good	Partial	Medium	No	8990-29990	12	2.60	High Gap
Xiaomi	No	Good	Good	No	Poor	No	8999-21999	18	2.10	High Gap