

To: Interested Parties **From:** Andrew Claster

Re: Electric Vehicle Survey

Date: August 24, 2018

Summary

- Drivers and vehicle owners have heard a 'great deal' about electric vehicles (68%), especially in Delhi (81%).
- Drivers and vehicle owners are 'very likely' to consider purchasing an electric vehicle (66%), especially in Delhi (77%).
- By a wide margin, drivers and vehicle owners say that 'reducing air pollution' (87%) is the best reason to purchase an electric vehicle, not because they will 'never pay for petrol or diesel again' (12%).
- Drivers and vehicle owners say that the cost of purchasing an electric vehicle is higher (58%) than the cost of purchasing a traditional petrol or diesel vehicle (32%). This is especially true in Delhi where 73% say the cost of purchasing an electric vehicle is higher and least true in Kolkata where 51% say the cost of purchasing an electric vehicle is higher.
- Drivers and vehicle owners say that the cost per kilometer to drive an electric vehicle is less than the cost of a petrol or diesel vehicle (53%).
- Drivers and vehicle owners don't know whether the annual maintenance and service costs for electric vehicles are higher (44%) or lower (46%) than a petrol or diesel vehicle.
- Drivers and vehicle owners say that electric vehicles have a longer usable life (68%) than petrol or diesel vehicles (24%).
- Drivers and vehicle owners say they are 'much more likely' to consider purchasing an electric vehicle after learning that 'electric vehicles reduce air pollution through zero on-road emissions' (72%) and after learning that 'recharging and driving an electric vehicle costs less per kilometer than fueling and driving a petrol or diesel vehicle' (71%).
- Drivers and vehicle owners are 'very concerned' (74%) about the cost of petrol or diesel fuel. The proportion who are 'very concerned' is highest in Delhi (79%) and lowest in Hyderabad (69%) and among 18-24 year-olds (67%). The proportion who are 'very concerned' is roughly equal among 4-wheel drivers (77%) and 2-wheel drivers (75%).
- Drivers and vehicle owners are even more concerned about air quality than they are about the cost of petrol or diesel fuel. 81% are 'very concerned' about the air they breathe compared with 74% who are 'very concerned' about the cost of petrol or diesel fuel. Drivers and vehicle owners in every category (urban, rural, young, middle-aged, 2-wheel, 4-wheel) are more concerned about the air they breathe than they are about the cost of petrol or diesel fuel.
- Most drivers and vehicle owners are personally affected by poor air quality. 76% say 'my neighbors, nearby family, friends and I suffer from poor air quality every day' (39%) or 'I am slowly starting to feel the effects of poor air quality (37%). In Delhi, 91% say 'my neighbors, nearby family, friends and I suffer from poor air quality every day' (60%) or 'I am slowly starting to feel the effects of poor air quality (31%).
- The most common symptoms are 'shortness of breath, trouble breathing' (55%), headaches (51%) and coughing (51%). These symptoms are more common in Delhi and urban areas and less common among 18-24 year-olds and in rural areas.
- 75% of drivers and vehicle owners say that the government should set a target that at least 50% of all 2, 3 and 4 wheel vehicles should be electric by 2030.

- Drivers and owners of 2 wheel vehicles and 4 wheel vehicles agree that the government should prioritize 4 wheel electric vehicles first and 2 wheel electric vehicles second. 83% of all drivers and vehicle owners say that the government should prioritize 4 wheel electric vehicles, 60% say the government should prioritize 2 wheel electric vehicles and 32% say the government should prioritize 3 wheel electric vehicles.
- The biggest objections to electric vehicles are:
 - Electric vehicles do not have enough charging stations or other infrastructure near where I need it (59%)
 - Electric vehicles do not have enough driving range (46%)
 - o Electric vehicles are too new and they haven't worked out all the problems yet (32%)
 - Electric vehicles take too long to recharge (31%)
 - Electric vehicles aren't available with all the same features and styles as traditional petrol or diesel vehicles (26%)
 - Electric vehicles are too expensive, especially considering their limited driving range (25%)
 - o I don't know enough about electric vehicles, including cost, performance, safety and maintenance (24%)
 - Electric vehicles cost too much to recharge (17%)
- 49% of drivers and vehicle owners say they would pay more for an electric vehicle than a petrol or diesel vehicle IF the total cost over the life of the electric vehicle were the same or lower than a petrol or diesel vehicle. 35% say they would pay a premium for an electric vehicle because it's better for the environment and the air we breathe while 15% are not interested in owning or purchasing an electric vehicle.
- 59% of drivers and vehicle owners would pay at least 11% more for an electric vehicle than a petrol or diesel vehicle.

Results

How much have you seen or heard about electric vehicles? Electric vehicles include cars, buses, auto-rickshaws, taxis, motorcycles or scooters that are plugged in to an electrical charger for energy and run on battery packs.

		Urban,	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Great deal	68%	68%	65%	69%	81%	69%	64%	60%	65%	61%	60%	75%	71%	57%	75%	66%
Fair amount	25%	25%	21%	25%	15%	24%	32%	33%	26%	28%	27%	20%	23%	36%	21%	26%
Not very much	5%	5%	9%	5%	2%	5%	3%	4%	5%	9%	9%	4%	4%	4%	3%	6%
Never seen or heard anything	2%	2%	5%	2%	1%	1%	0%	3%	5%	3%	5%	1%	2%	3%	1%	2%

If you were looking to purchase a 2-wheel, 3-wheel or 4-wheel motorized vehicle, how likely would you be to consider purchasing an electric vehicle instead of a traditional petrol or diesel vehicle?

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Very likely	66%	66%	66%	68%	77%	67%	67%	62%	65%	60%	56%	71%	72%	58%	72%	65%
Somewhat likely	28%	29%	24%	27%	20%	28%	30%	30%	31%	30%	34%	23%	24%	35%	24%	29%
Not very likely	4%	4%	7%	4%	2%	3%	2%	6%	2%	8%	6%	4%	3%	5%	3%	4%
Not at all likely	2%	2%	3%	2%	1%	2%	0%	2%	2%	3%	4%	2%	1%	1%	0%	2%

What do you think is the best reason to purchase an electric vehicle instead of a traditional petrol or diesel vehicle?

		Urban	/Rural	26 Most			C	ities				Ą	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Reduce air pollution	87%	88%	80%	87%	92%	90%	84%	86%	78%	87%	83%	88%	88%	89%	89%	86%
Never pay for petrol or diesel again	12%	11%	18%	12%	8%	10%	15%	13%	21%	13%	16%	11%	11%	10%	11%	13%

Do you think purchasing an electric vehicle is more or less expensive than purchasing a traditional petrol or diesel vehicle?

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Purchasing an electric vehicle is more expensive	58%	58%	62%	60%	73%	61%	58%	51%	56%	59%	52%	63%	60%	56%	64%	54%
Purchasing an electric vehicle is less expensive	32%	33%	28%	32%	24%	29%	36%	37%	37%	31%	33%	32%	33%	32%	31%	37%
Don't know	10%	9%	10%	8%	3%	9%	6%	12%	7%	9%	15%	5%	7%	11%	6%	9%

Do you think the cost per kilometer to drive an electric vehicle is higher or lower than a traditional petrol or diesel vehicle?

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Electric vehicle cost per kilometer is higher	38%	36%	49%	40%	55%	36%	33%	27%	36%	43%	29%	45%	43%	25%	42%	29%
Electric vehicle cost per kilometer is lower	53%	56%	40%	53%	41%	53%	62%	61%	53%	48%	54%	50%	50%	66%	53%	62%
Don't know	9%	8%	11%	8%	4%	11%	5%	12%	11%	8%	17%	5%	7%	9%	5%	9%

Do you think that annual maintenance and service costs are higher or lower for an electric vehicle than a traditional petrol or diesel vehicle?

		Urban,	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Electric vehicle annual maintenance and service costs are higher	44%	43%	49%	46%	58%	45%	43%	33%	49%	42%	35%	50%	49%	33%	49%	36%
Electric vehicle annual maintenance and service costs are lower	46%	47%	38%	45%	38%	44%	48%	54%	40%	48%	48%	42%	44%	54%	44%	53%
Don't know	10%	10%	13%	9%	4%	11%	8%	12%	11%	10%	17%	8%	7%	14%	7%	11%

Which do you think will have a longer usable life?

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Electric vehicle	68%	68%	68%	69%	74%	71%	70%	66%	62%	67%	57%	73%	74%	63%	72%	66%
Traditional petrol or diesel vehicle	24%	24%	24%	24%	21%	23%	25%	22%	30%	26%	34%	21%	19%	25%	22%	26%
Don't know	8%	8%	8%	8%	4%	6%	6%	12%	9%	7%	9%	6%	7%	13%	6%	8%

Compared to petrol and diesel vehicles, electric vehicles reduce air pollution through zero on-road emissions. If you were looking to purchase a motorized vehicle, how would this information affect your decision about purchasing an electric vehicle?

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Much more likely to consider purchasing electric vehicle	72%	72%	69%	73%	80%	75%	70%	73%	72%	69%	62%	75%	78%	66%	77%	71%
Somewhat more likely to consider purchasing electric vehicle	23%	23%	23%	22%	18%	20%	27%	21%	23%	23%	28%	21%	19%	30%	20%	24%
Somewhat less likely to consider purchasing electric vehicle	3%	3%	4%	3%	2%	3%	2%	3%	1%	6%	4%	3%	2%	3%	2%	3%

Much less																
likely to																
consider	2%	2%	4%	2%	1%	1%	1%	2%	4%	3%	5%	1%	1%	0%	0%	2%
purchasing	2/0	2/0	470	2/0	1/0	170	170	270	470	3/6	370	1/0	1/0	076	070	2/0
electric																
vehicle																

Recharging and driving an electric vehicle costs less per kilometer than fueling and driving a petrol or diesel vehicle. If you were looking to purchase a motorized vehicle, how would this information affect your decision about purchasing an electric vehicle?

	Urban/Rural All Urban Rural		/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Much more likely to consider purchasing electric vehicle	71%	71%	68%	72%	76%	73%	73%	75%	66%	70%	65%	73%	74%	68%	75%	70%
Somewhat more likely to consider purchasing electric vehicle	24%	24%	23%	23%	21%	24%	25%	19%	26%	21%	26%	23%	21%	27%	22%	24%
Somewhat less likely to consider purchasing electric vehicle	4%	3%	7%	3%	2%	2%	1%	4%	6%	7%	5%	3%	4%	4%	3%	4%
Much less likely to consider purchasing electric vehicle	2%	2%	2%	1%	1%	2%	1%	2%	2%	2%	4%	0%	1%	1%	0%	1%

How concerned are you about the cost of petrol or diesel fuel?

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Very concerned	74%	75%	67%	74%	79%	73%	71%	76%	71%	69%	67%	77%	76%	75%	77%	75%
Somewhat concerned	21%	20%	24%	21%	19%	24%	25%	20%	20%	23%	24%	19%	19%	22%	20%	21%
Not very concerned	3%	3%	5%	3%	2%	2%	2%	3%	5%	6%	5%	3%	3%	2%	2%	3%
Not at all concerned	2%	2%	4%	2%	1%	1%	1%	1%	4%	2%	4%	1%	2%	1%	1%	1%

How concerned are you about the quality of the air you breathe where you live?

		Urban,	/Rural	26 Most			C	ities				Αį	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Very concerned	81%	82%	74%	81%	83%	83%	81%	80%	76%	74%	77%	81%	83%	80%	83%	82%
Somewhat concerned	15%	15%	19%	16%	15%	14%	18%	18%	16%	19%	17%	16%	13%	16%	14%	14%
Not very concerned	3%	3%	4%	3%	1%	3%	1%	1%	6%	6%	4%	2%	3%	4%	2%	3%
Not at all concerned	1%	1%	2%	1%	0%	1%	0%	1%	2%	2%	3%	0%	1%	0%	0%	1%

Which of the following best describes the air quality where you live?

		Urban/	'Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
My neighbors, nearby friends, family and I suffer from poor air quality every day	39%	38%	48%	41%	60%	33%	33%	32%	33%	39%	27%	44%	48%	30%	44%	34%
I am slowly starting to feel the effects of poor air quality	37%	38%	32%	38%	31%	41%	38%	38%	42%	39%	40%	36%	35%	39%	35%	41%
I know people are suffering but I am not affected by poor air quality	15%	16%	11%	14%	6%	18%	16%	20%	18%	16%	20%	12%	12%	20%	13%	16%
Air quality is not a problem where I live	9%	9%	10%	8%	3%	8%	13%	10%	6%	6%	14%	7%	5%	11%	8%	9%

If you suffer due to air pollution, what symptoms, if any, do you face? Please select all that apply.

		Urban	/Rural	26 Most			C	ities				Αį	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Shortness of breath, trouble breathing	55%	56%	49%	56%	63%	56%	47%	49%	62%	55%	44%	59%	61%	49%	59%	55%
Headaches	51%	53%	43%	53%	57%	52%	54%	53%	48%	55%	42%	53%	57%	50%	55%	54%
Coughing	51%	52%	44%	53%	53%	58%	55%	47%	57%	55%	45%	49%	53%	59%	54%	54%
Respiratory infections	34%	36%	27%	35%	36%	32%	38%	30%	43%	42%	27%	33%	38%	44%	38%	37%
Nausea	21%	21%	20%	22%	23%	24%	21%	24%	23%	21%	14%	22%	25%	22%	24%	22%
None of the above	11%	11%	12%	10%	6%	13%	12%	13%	6%	7%	16%	10%	8%	11%	9%	10%

If the government were to set a target to increase the number of 2, 3 and 4 wheel electric vehicles in India by 2030, what do you think that target should be? Please choose the number closest to the number you feel is ideal.

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
0% - no electric vehicle target	5%	1%	6%	2%	1%	1%	1%	2%	1%	3%	5%	2%	1%	1%	1%	1%
10%	5%	5%	9%	5%	3%	5%	4%	5%	4%	6%	5%	7%	4%	4%	5%	4%
25%	18%	18%	16%	17%	15%	15%	20%	23%	16%	12%	18%	18%	17%	19%	18%	18%
50%	27%	27%	22%	27%	30%	24%	32%	21%	29%	23%	24%	24%	28%	32%	27%	28%
75%	22%	22%	19%	22%	22%	24%	21%	17%	20%	30%	22%	23%	21%	22%	22%	22%
90%	11%	11%	12%	11%	16%	12%	8%	10%	13%	6%	9%	13%	13%	8%	12%	10%
100% - all 2, 3 and 4 wheel vehicles should be electric by 2030	15%	15%	16%	15%	10%	17%	14%	21%	17%	21%	17%	13%	16%	14%	14%	16%

If the government were to support electric vehicles, which of the following do you think the government should focus on most? Please select all that apply.

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
4 wheel vehicles	83%	84%	74%	83%	86%	83%	88%	87%	79%	77%	77%	84%	85%	83%	88%	83%
2 wheel vehicles	60%	62%	51%	60%	47%	63%	68%	61%	73%	73%	59%	60%	60%	60%	59%	71%
3 wheel vehicles	32%	33%	29%	32%	30%	38%	30%	36%	29%	31%	27%	32%	33%	39%	34%	34%
None of the above	1%	1%	4%	1%	2%	1%	0%	1%	1%	3%	3%	1%	1%	0%	1%	1%

Did you know that 85% of all motorized vehicle sales in India are from 2 and 3 wheel vehicles?

		Urban	/Rural	26 Most			C	ities				Ą	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Yes	78%	77%	84%	79%	85%	74%	74%	71%	86%	86%	71%	80%	82%	76%	81%	77%
No	22%	23%	16%	21%	15%	26%	26%	29%	14%	14%	29%	20%	18%	24%	19%	23%

Which of the following do you feel are the best or most important reasons NOT to purchase an electric vehicle? Please select all that apply.

		Urban/	'Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
Electric vehicles do not have enough charging stations or other infrastructure near where I need it	59%	60%	53%	59%	58%	63%	57%	57%	60%	59%	56%	59%	57%	65%	60%	62%
Electric vehicles do not have enough driving range	46%	46%	49%	46%	57%	40%	40%	46%	42%	43%	43%	49%	45%	47%	47%	46%
Electric vehicles are too new and they haven't worked out all the problems yet	32%	33%	27%	33%	29%	35%	36%	37%	33%	28%	27%	32%	34%	37%	34%	34%
Electric vehicles take too long to recharge	31%	31%	26%	31%	28%	32%	29%	36%	42%	32%	29%	32%	29%	33%	33%	33%
Electric vehicles aren't available with all the same features and styles as traditional petrol or diesel vehicles	26%	28%	18%	27%	22%	28%	32%	29%	30%	25%	26%	24%	26%	31%	27%	30%

Electric vehicles are too expensive, especially considering their limited driving range	25%	26%	18%	25%	24%	22%	29%	26%	31%	25%	20%	25%	26%	27%	27%	27%
I don't know enough about electric vehicles, including cost, performance, safety and maintenance	24%	23%	29%	24%	24%	23%	24%	22%	26%	26%	24%	23%	24%	24%	23%	23%
Electric vehicles cost too much to recharge	17%	17%	16%	18%	18%	15%	20%	18%	26%	16%	14%	17%	20%	15%	19%	18%
None of the above	4%	4%	4%	4%	3%	8%	4%	5%	3%	4%	5%	3%	4%	5%	4%	5%

Which of the following best describes your willingness to pay more for an electric vehicle than a traditional petrol or diesel vehicle?

		Urban	/Rural	26 Most			C	ities				A	ge		Own o	r Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
I would pay more for an electric vehicle if the total cost over the life of the vehicle were the same or lower than a traditional petrol or diesel-fueled vehicle	49%	49%	50%	49%	43%	48%	52%	53%	53%	46%	48%	48%	50%	52%	49%	51%
I would pay a premium for an electric vehicle above and beyond the amount I would save on petrol or diesel because it's better for the environment and the air we breathe	35%	37%	24%	35%	34%	41%	38%	35%	33%	37%	31%	33%	38%	37%	36%	36%
I am not interested in owning or purchasing an electric vehicle	15%	14%	25%	15%	22%	11%	9%	11%	14%	16%	20%	18%	12%	10%	15%	12%

How much more would you be willing to pay for an electric vehicle? Please select the number that is closest to the amount you would be willing to pay.

		Urban/	/Rural	26 Most			C	ities				Αį	ge		Own o	or Drive
	All	Urban	Rural	Polluted Cities	Delhi	Mumbai	Bangalore	Kolkata	Chennai	Hyderabad	18- 24	25- 29	30- 39	40+	4 Wheel	2 Wheel
0% - I would not pay more for an electric vehicle than I would pay for a petrol or diesel vehicle	12%	10%	21%	11%	12%	10%	7%	7%	6%	12%	14%	14%	9%	10%	10%	9%
I would pay 1-10% more for an electric vehicle than I would pay for a petrol or diesel vehicle	30%	30%	30%	29%	29%	28%	32%	30%	23%	29%	28%	29%	30%	31%	28%	31%
I would pay 11-20% more for an electric vehicle than I would pay for a petrol or diesel vehicle	26%	28%	16%	26%	26%	22%	33%	30%	30%	21%	25%	26%	26%	27%	27%	27%
I would pay 21-30% more for an electric vehicle than I would pay for a petrol or diesel vehicle	21%	21%	20%	22%	21%	28%	18%	23%	22%	25%	20%	20%	23%	22%	23%	22%

I would pay more than 30% more for an electric vehicle than I would pay for a petrol/diesel vehicle	12%	12%	13%	12%	12%	12%	10%	10%	19%	14%	13%	11%	13%	10%	12%	12%	
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Methodology

Sample size	n=2,178
Margin of error	+/- 2.1 percentage points
Survey dates	Aug 21-24, 2018
Urban/rural	City, urban or semi-urban 85% / rural 15%
Sex	Men 69% / Women 31%
Age	18-24 23% / 25-29 28% / 30-39 34% / 40+ 14%
State	Delhi 23% / Maharashtra 17% / Karnataka 11% / West Bengal 8% / Tamil Nadu 7% / Telangana 4% / Gujarat 4% / Andhra Pradesh 3% / Kerala 2% / Haryana 2% / Chandigarh 2% / Rajasthan 2% / Bihar 1% / Madhya Pradesh 1% / Punjab 1% / Odisha 1% / Assam 1% / Jharkhand 1% / Jammu & Kashmir 1% / Himachal Pradesh 1% / Chhattisgarh 1% / Other 4%
Annual income	Under 6 lakhs 36% / 6-9 lakhs 28% / 10-19 lakhs 25% / 20+ lakhs 11%