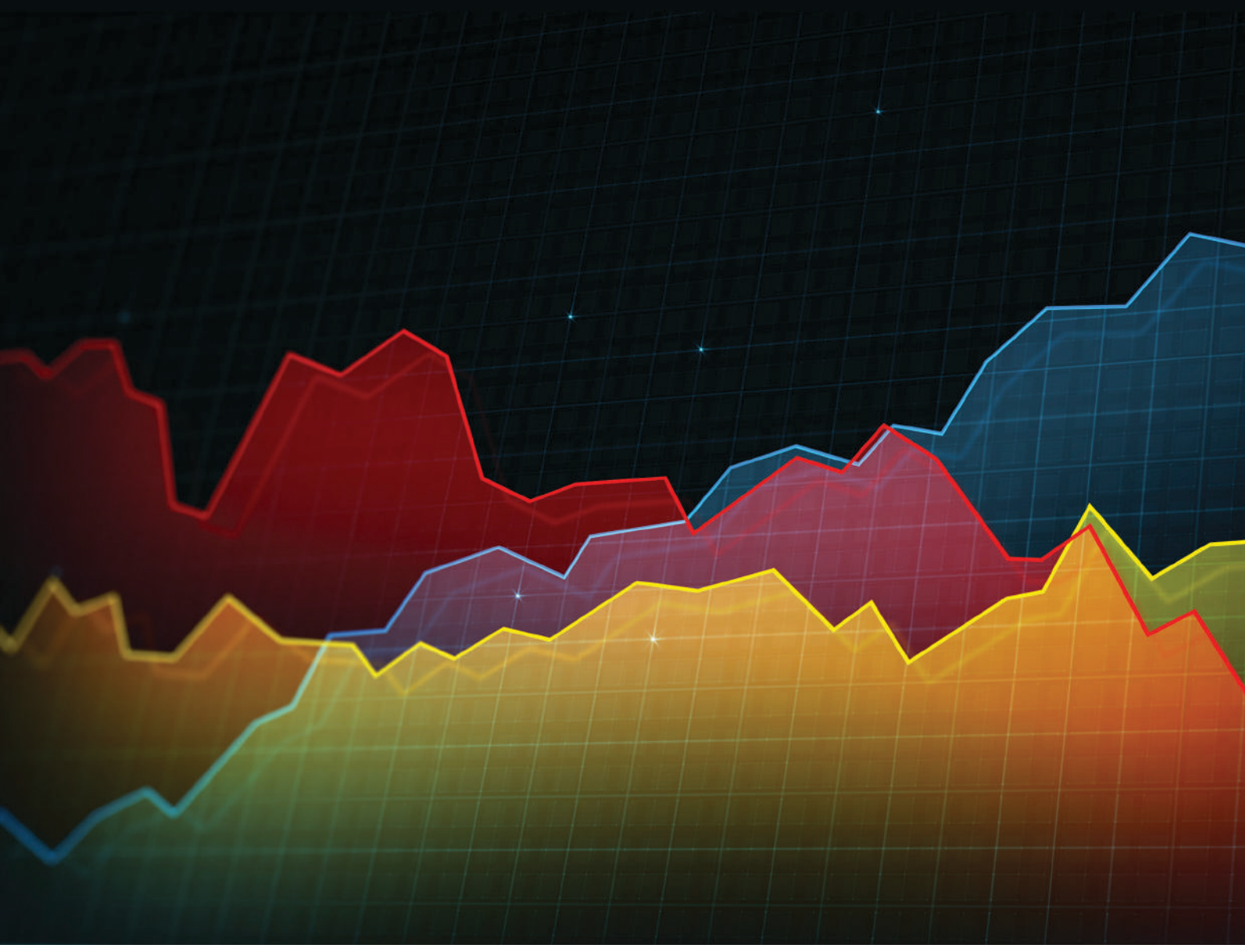


India Automobile E-Commerce Report

Annual Report
CY 2022





India Automobile E-Commerce Report

Top Trends

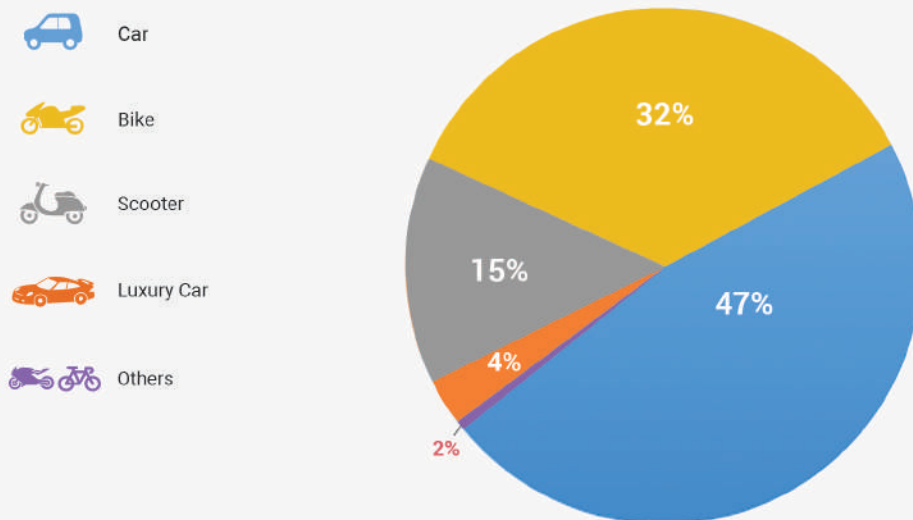
1	Most Popular Car: Hyundai Creta
2	Most Popular Bike: Bajaj Pulsar
3	Most Popular Scooter: Honda Activa-5G
4	Most Popular Superbike: Royal Enfield Interceptor
5	Most Popular Luxury Car: Mercedes-Benz E-Class
6	Most Popular Vehicle: Bajaj Pulsar
7	Best Selling Royal Enfield: Royal Enfield Classic, Thunderbird, Bullet Electra
8	Most Popular Exterior Color in Car: White
9	% of Cars with Auto Transmission: 33%
10	Most Popular Year in 2022 in Buying/Selling: 2021
11	Average Duration of Car Ownership: 60 Months

* Note: The data used is a combination of the actual transactions and demand generated.

India Automobile E-Commerce Report

Category Mix

(% breakdown based on online sales)



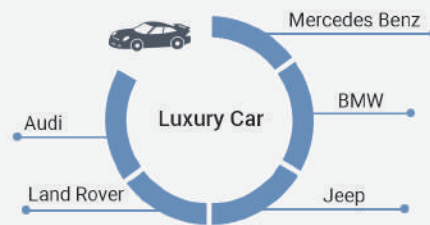
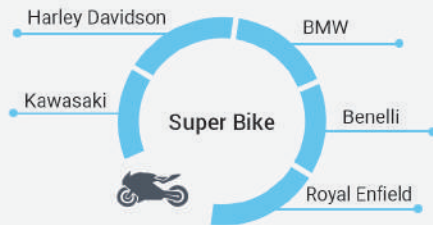
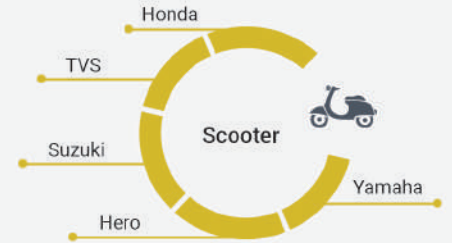
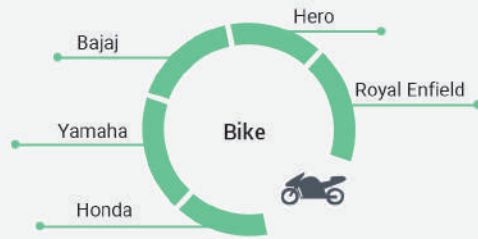
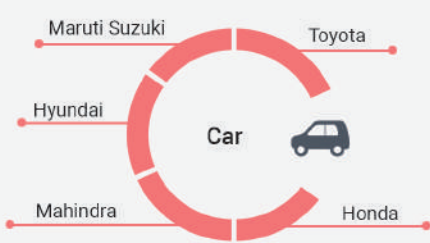
Top 5 Most Popular Make Model by Category

Cars	Bikes	Scooters	Super Bikes	Luxury Cars
Hyundai Creta	Bajaj Pulsar	Honda Activa 5G	Royal Enfield Interceptor	Mercedes-Benz E-Class
Kia Seltos	Hero Splendor Plus	Suzuki Access	Harley-davidson Street 750	Jeep Compass
MS Vitarra Brezza	Bajaj Pulsar NS	TVS Jupiter	Kawasaki Ninja ZX-10R	Mercedes-Benz C-Class
Toyota Innova Crysta	TVS Apache RTR	Honda Activa 5G	Kawasaki Ninja	BMW 5 Series
Toyota Fortuner	Honda CB Shine	Honda Dio	Benelli TNT 300	BMW X1

* Note: The data used is a combination of the actual transactions and demand generated.

India Automobile E-Commerce Report

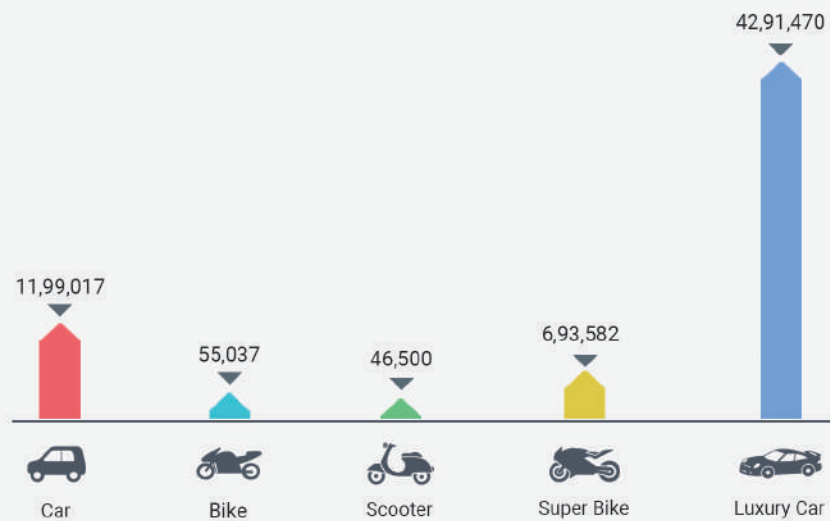
Top 5 Makes by Category



* Note: The data used is a combination of the actual transactions and demand generated.

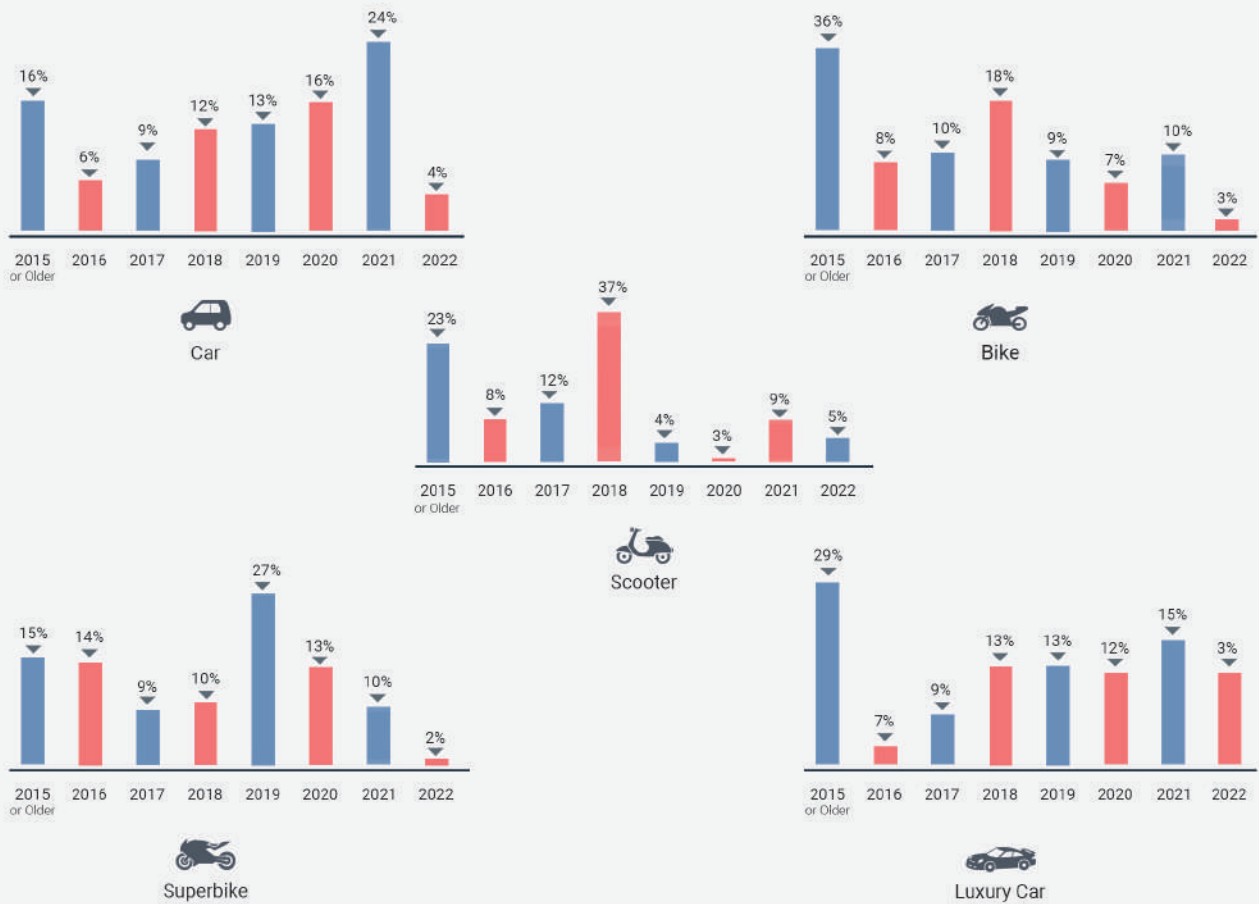
Average Selling Price by Used Vehicle Category

(In INR)



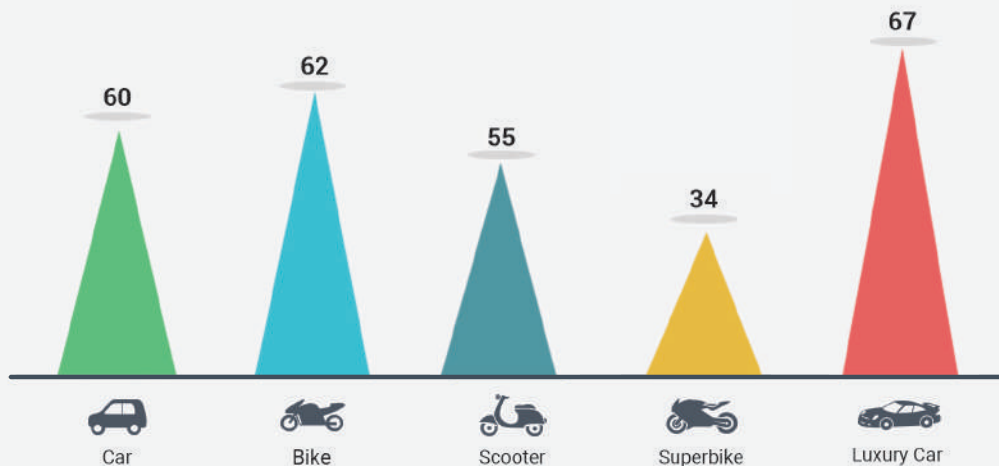
India Automobile E-Commerce Report

Year of Manufacturing by Category



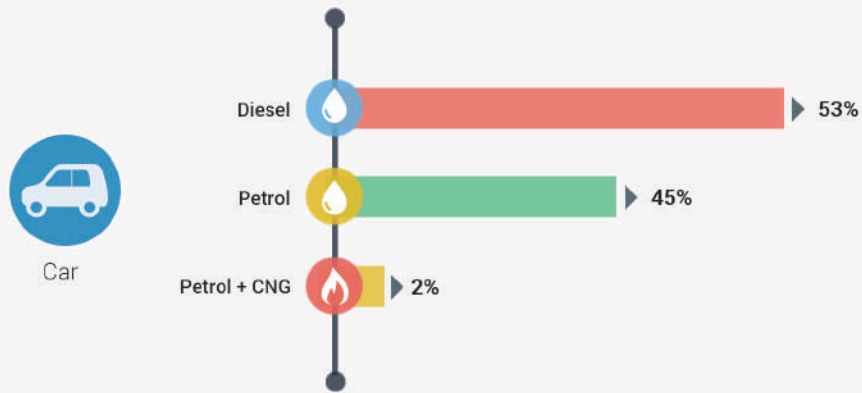
Average Duration of Ownership by Category

(In Months)

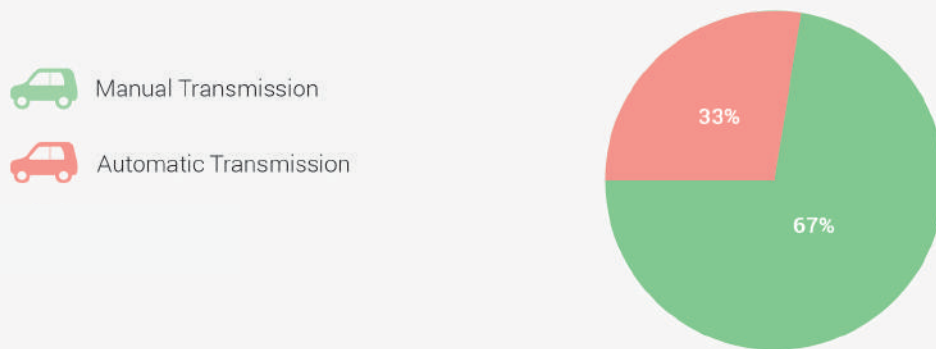


Droom's Automobile Report

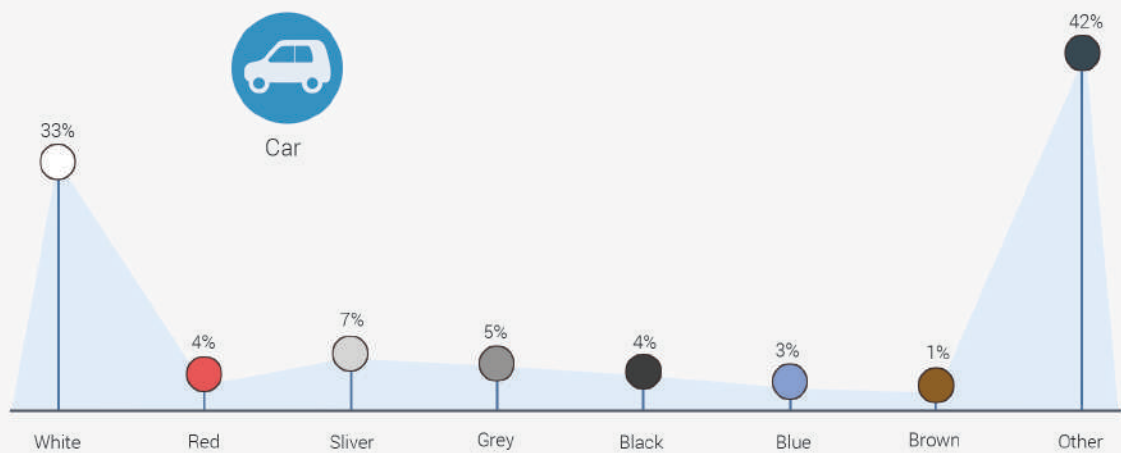
Cars by Fuel Type



Cars by Transmission Type



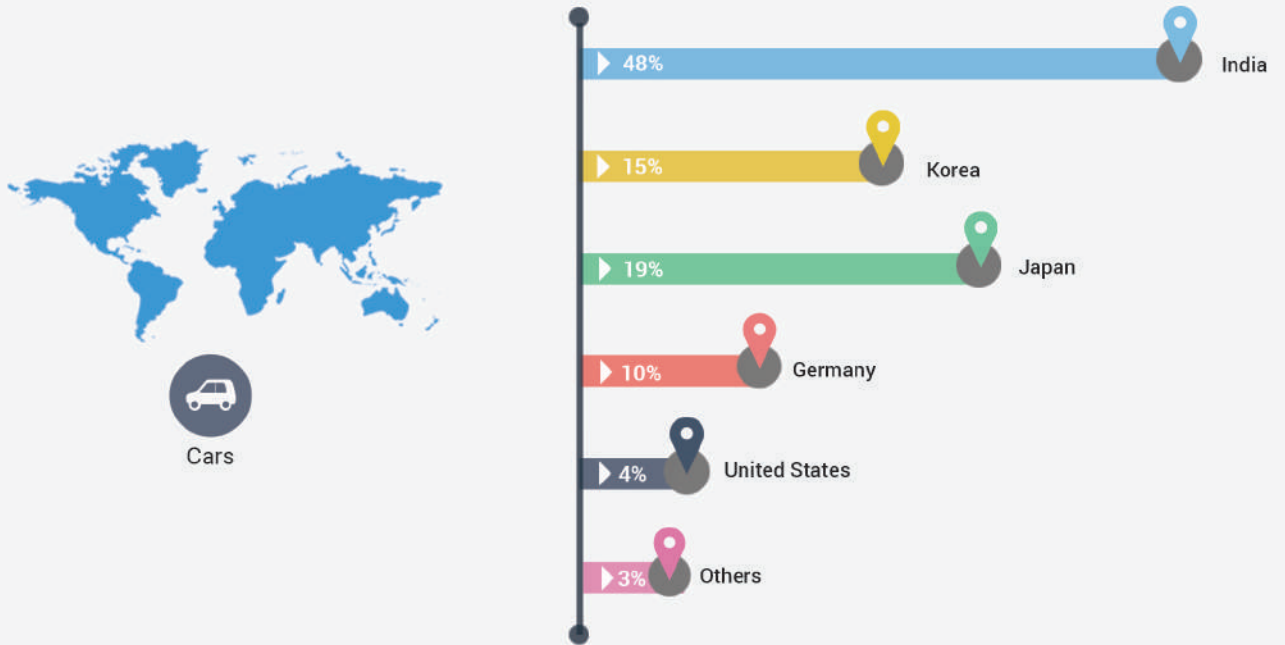
Cars by Color



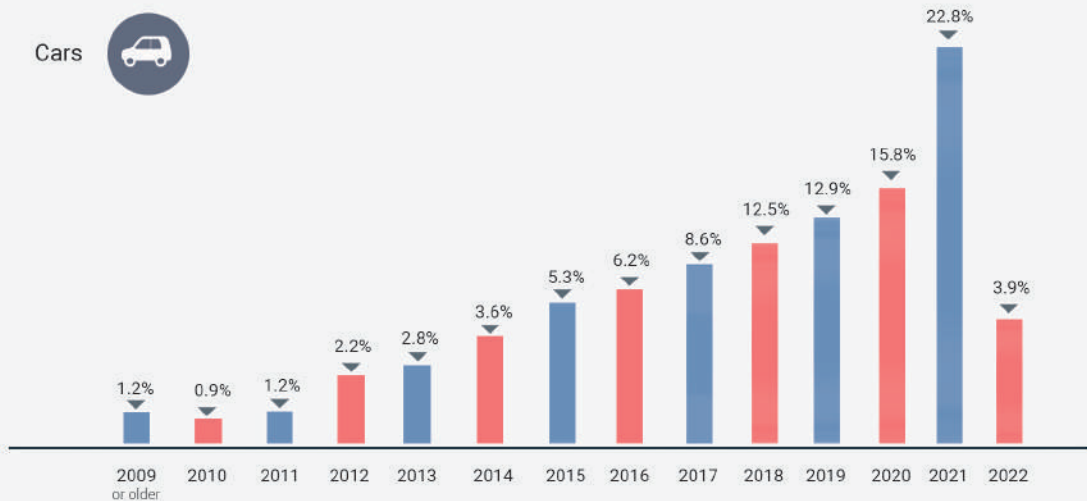
* Data on this page includes both cars & luxury cars

India Automobile E-Commerce Report

Cars by Country of Origin of OEM



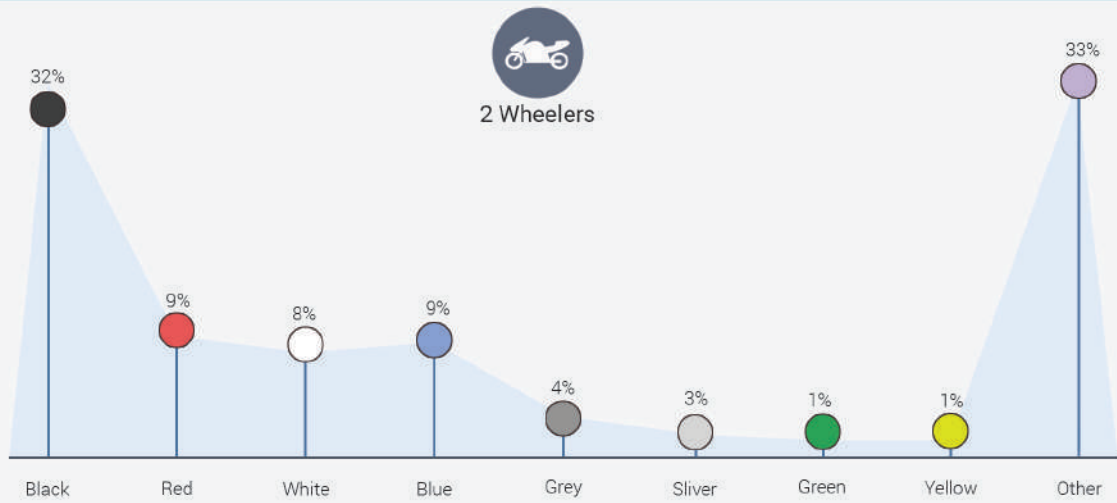
Cars sold by Year of Manufacture



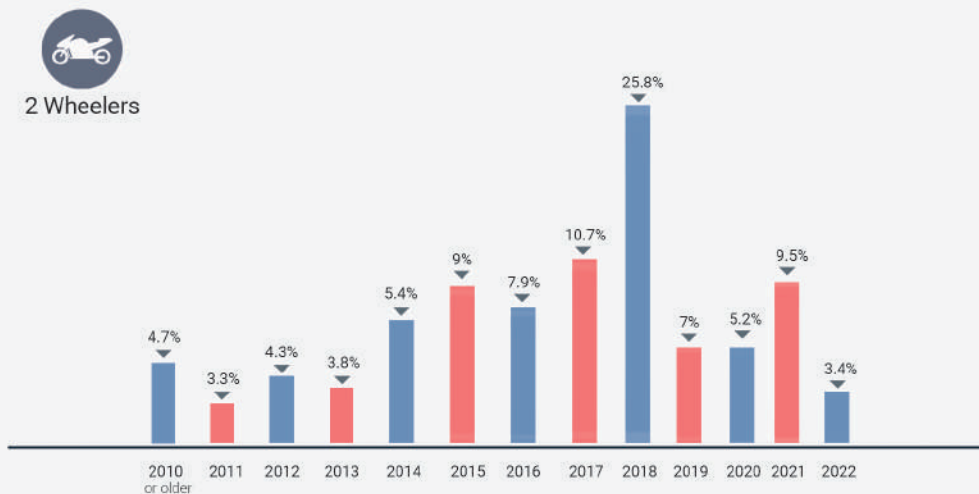
* Data on this page includes both cars & luxury cars

India Automobile E-Commerce Report

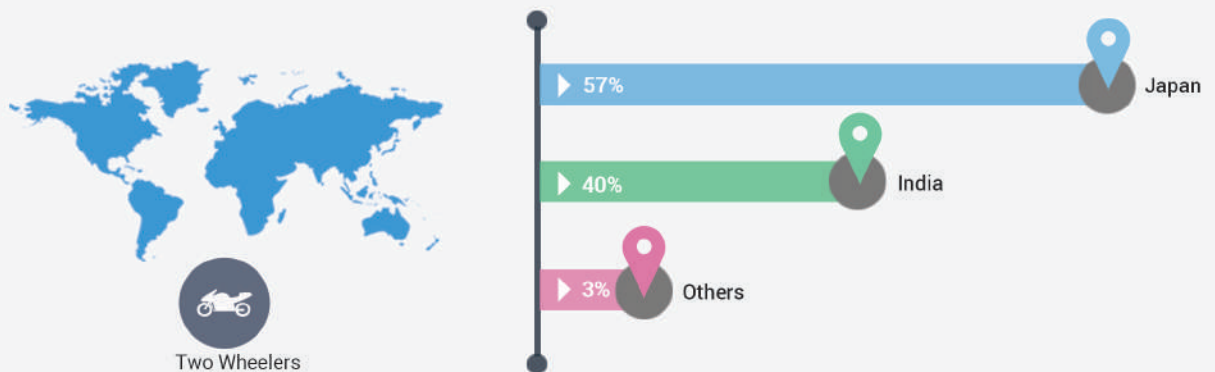
Two Wheelers by Color



Two Wheelers sold by Year of Manufacture



Two Wheelers by Country of Origin of OEM



* Data on this page includes bikes, superbikes & scooters

India Automobile E-Commerce Report

Top Cities

Top Cities

1	DELHI
2	BANGALORE
3	JAIPUR
4	HYDERABAD
5	LUDHIANA
6	AHMEDABAD
7	PUNE
8	MUMBAI

Emerging Cities

1	BHIWANI
2	SANGLI
3	AJMER
4	GURGAON
5	FARIDABAD
6	SIRSA
7	GHAZIABAD
8	SURAT

About Droom

Droom is a technology and data science company that facilitates automobile buying and selling online through a combination of our automobile e-commerce platform and a vertically integrated proprietary products and services for the automobile industry.

We offer a 21st century e-commerce experience and we are one of the leading e-commerce platforms for used cars in India. We are the only major Indian player with a completely online transactional model and offer one of the largest selection of automobiles, with over 1.4Mn+ vehicles listed, as of December 31, 2022.

We have expanded our platform to include over 11 vehicle categories, sold by auto dealers and individual sellers in 1,174 cities in India. Our platform offers users convenience and a curated experience with automobile buying and selling, creating requirements, price discovery, booking, certifications, financing and doorstep delivery.

Leading automobile e-commerce platform providing curated experiences to buy & sell

200Mn+

Yearly Traffic

\$6.8Bn+

LTD GMV

22.9K+

Cloud Dealers

1,174+

Cities

566K+

LTD Automobiles Sold

\$15.04Bn+

Used Vehicle Listed GMV

6.3Mn+

FB Community

15.6Mn+

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