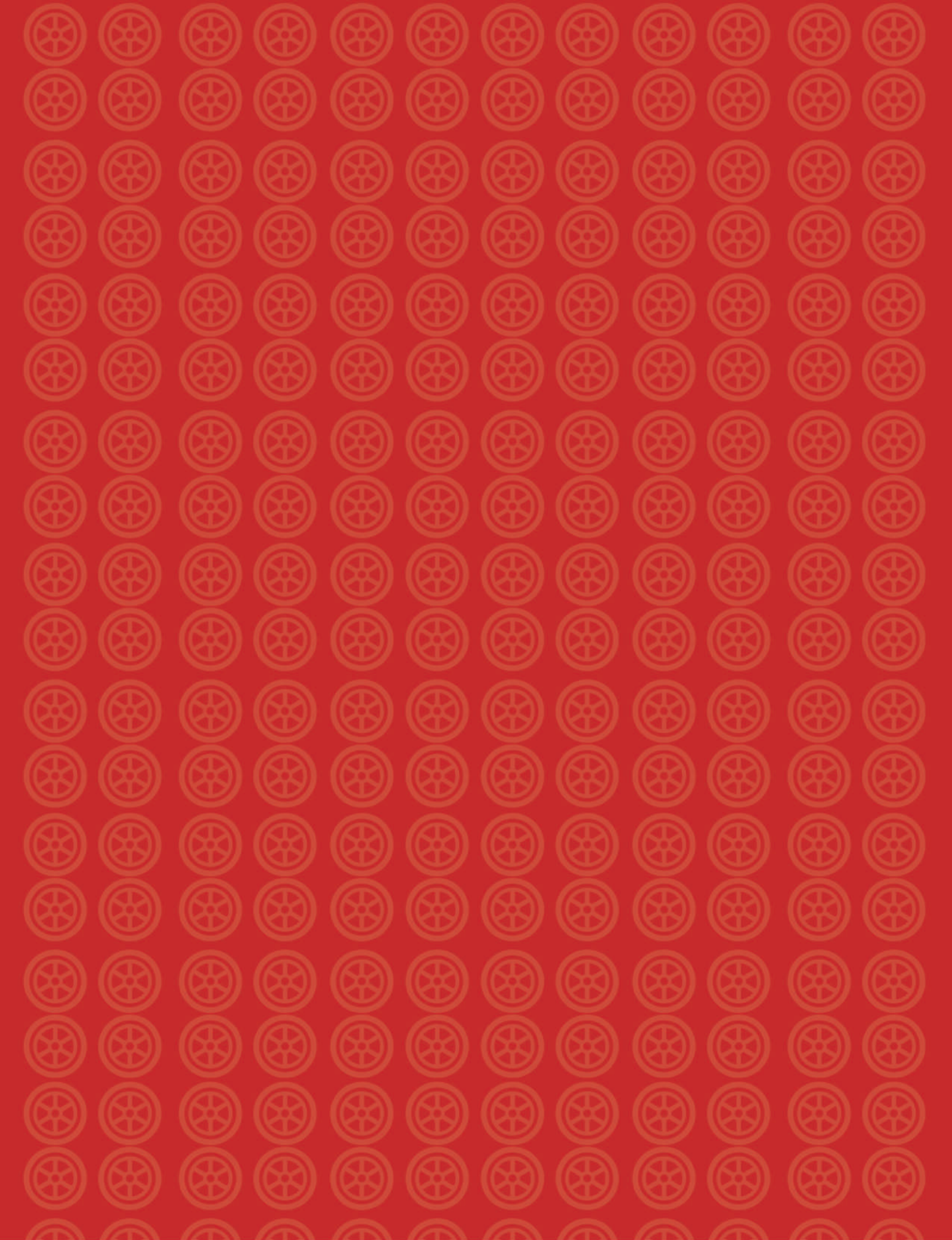


Droom's Automobile Report
CY 2015 to CY 2020





Droom's Automobile Trend Report

Top Trends

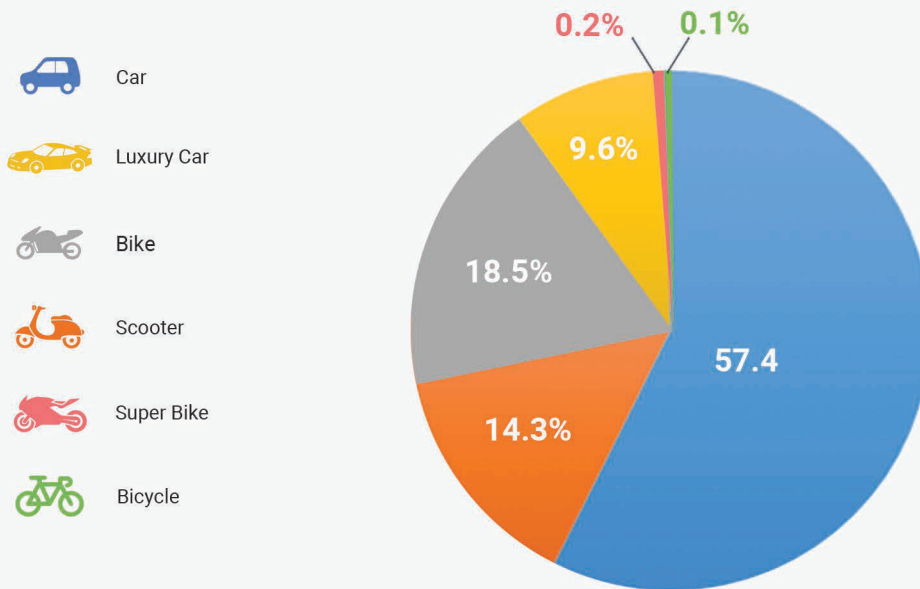
1	Most Famous Car: Maruti Suzuki Swift Dzire
2	Most Famous Bike: Hero-Splender Plus
3	Most Famous Scooter: Honda-Activa-5g
4	Most Famous Superbike: Harley-Davidson Street-750
5	Most Famous Luxury Car: Mercedes Benz-E-Class
6	Most Famous Vehicle: Honda Activa
7	Most Famous Electric Scooter: Okinawa Praise
8	Royal Enfield: Royal Enfield Classic, Thunderbird,Bullet-Electra
9	Top 3 Cities: Delhi, Gurgaon, Ahemdabad
10	Super Bikes: Harley-Davidson
11	Asking for Auto Inspection: There were significant orders placed for auto inspection i.e approx 1.35 lacs
12	Most Costliest Bike Listed On Droom: Rolls-Royce Ghost Extended Wheelbase 2019
13	Most Costliest Car Listed On Droom: Kawasaki Ninja ZX-6R 2019

* Note: The Above Data for 2 Wheelers Includes Bikes, Super Bikes and Scooters

Droom's Automobile Trend Report

Category Mix

(% breakdown based on online sales)

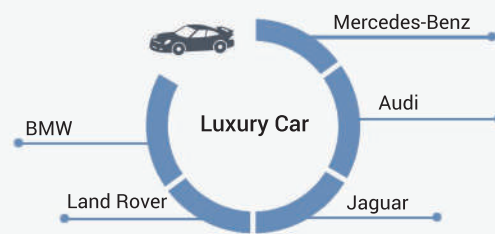
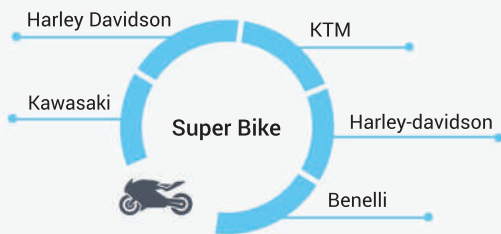
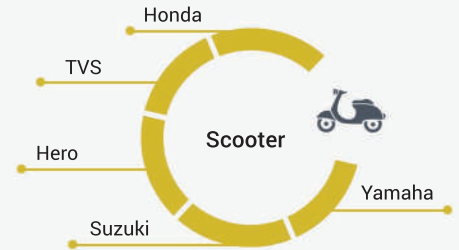
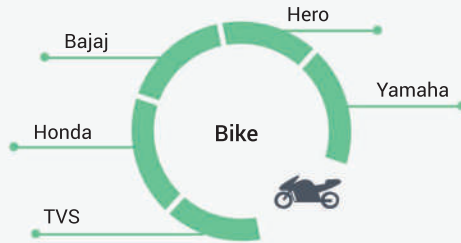
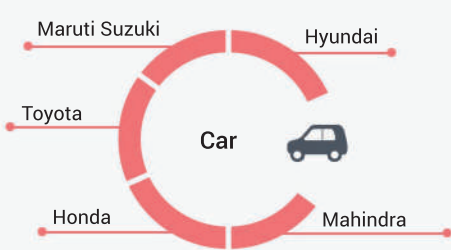


Top 10 Best Selling by Category

Cars	Bikes	Scooters	Super Bikes	Luxury Cars
Maruti Suzuki-Swift DZire	Hero-Splendor Plus	Honda-activa 5g	Harley Davidson-street 750	Mercedes-Benz-e-class
Maruti Suzuki-Swift	Bajaj-Pulsar	Honda-Activa	KTM-Duke	BMW-5 Series
Toyota-fortuner	Honda-CB Shine	Honda-Activa125	Harley Davidson-Iron 883	Mercedes-Benz-c-class
Toyota-Innova	Hero-Passion Pro	TVS-Jupiter	KTM-RC	Audi-a4
Honda-City	Bajaj-Discover	Suzuki-Access	Suzuki-Hayabusa	BMW-3 series
Hyundai-i10	TVS-Apache RTR	Honda-Activa 3G	Kawasaki-Ninja	Audi-A6
Hyundai-I20	Hero-hf deluxe	Honda-Aviator	Benelli-tnt 600i	Audi-Q3
Maruti Suzuki-Wagon R	Hero-Splendor Pro	Hero-Maestro	Hyosung-GT250R	BMW-x1
Hyundai-Verna	Hero-Passion Xpro	Hero-Maestro Edge	Harley Davidson-superlow	Audi-q7
Mahindra-xuv500	Honda-cd 110 dream	Hero-Pleasure	Benelli-tnt 300	Audi-q5

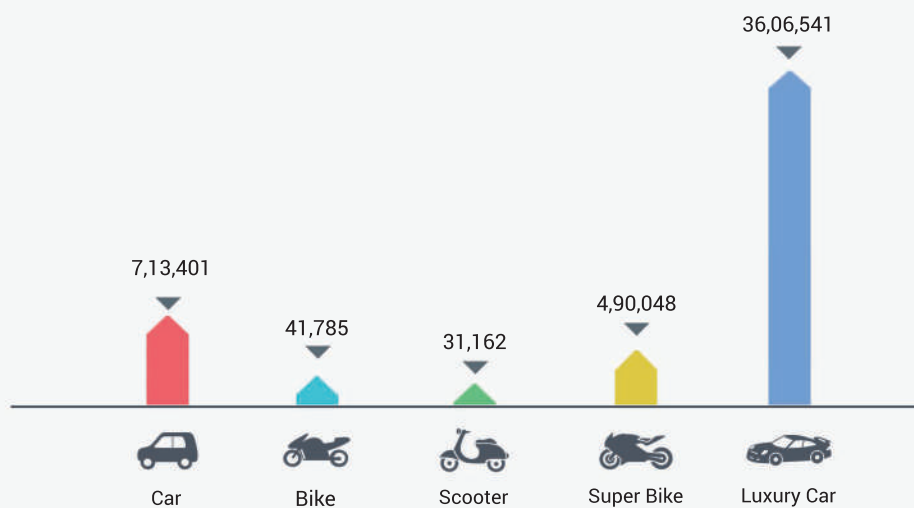
Droom's Automobile Trend Report

Top 5 Makes by Category



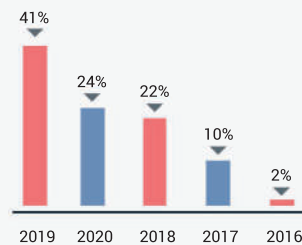
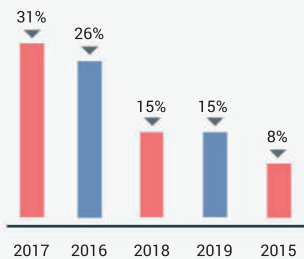
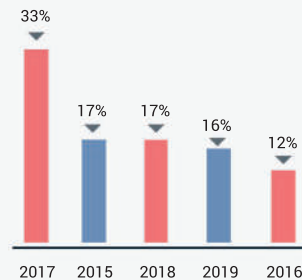
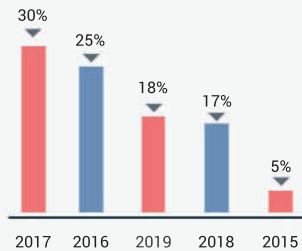
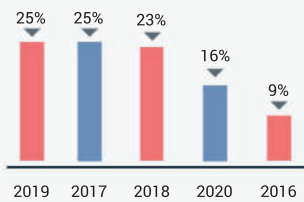
Average Selling Price of Used Automobiles

(In INR)



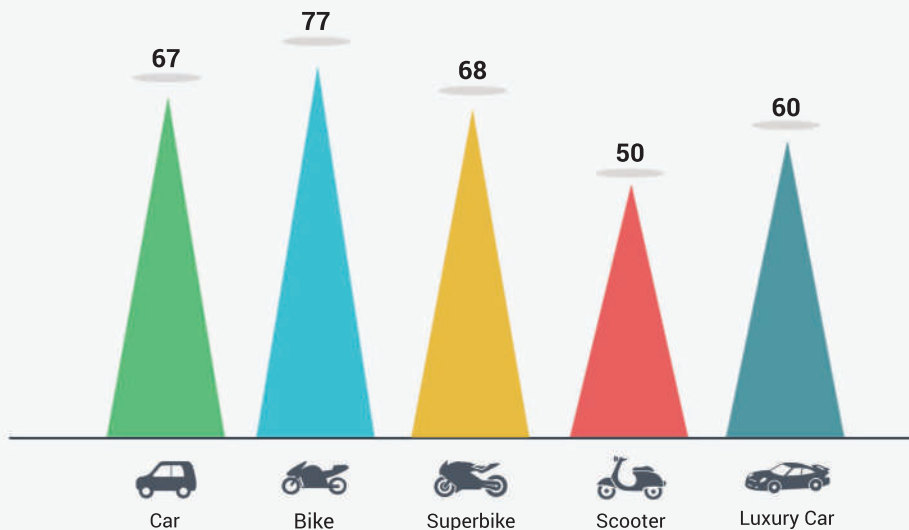
Droom's Automobile Trend Report

Most Popular Years by Category



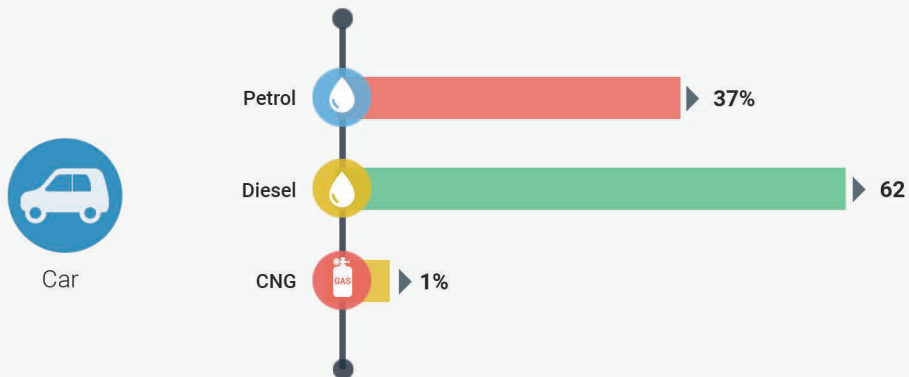
Average Duration of Ownership by Category

(In Months)



Droom's Automobile Trend Report

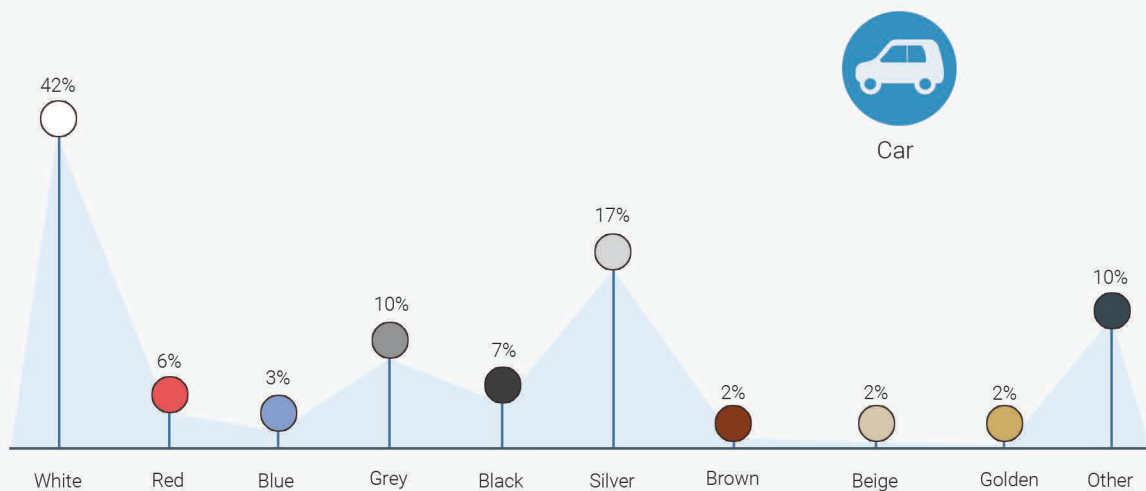
Cars by Fuel Type



Cars by Transmission Type



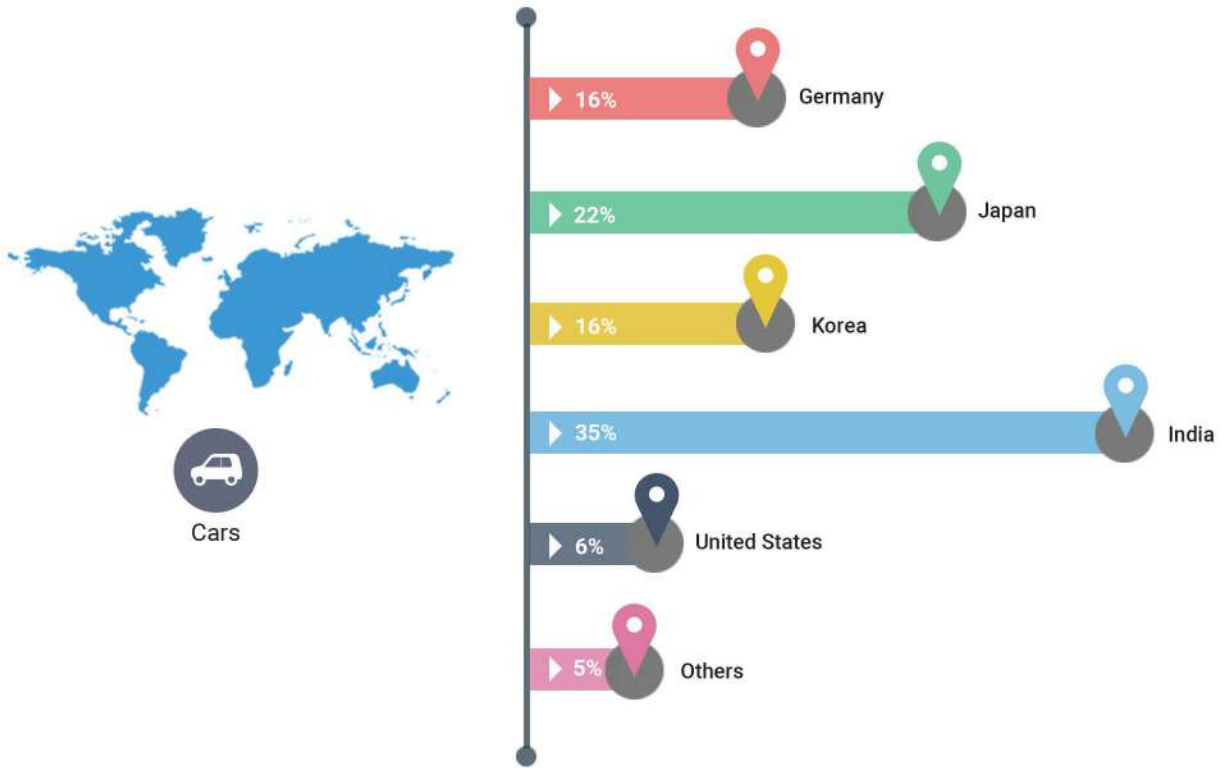
Cars by Color



* Data on this page includes both cars & luxury cars

Droom's Automobile Trend Report

Cars by Country of Origin



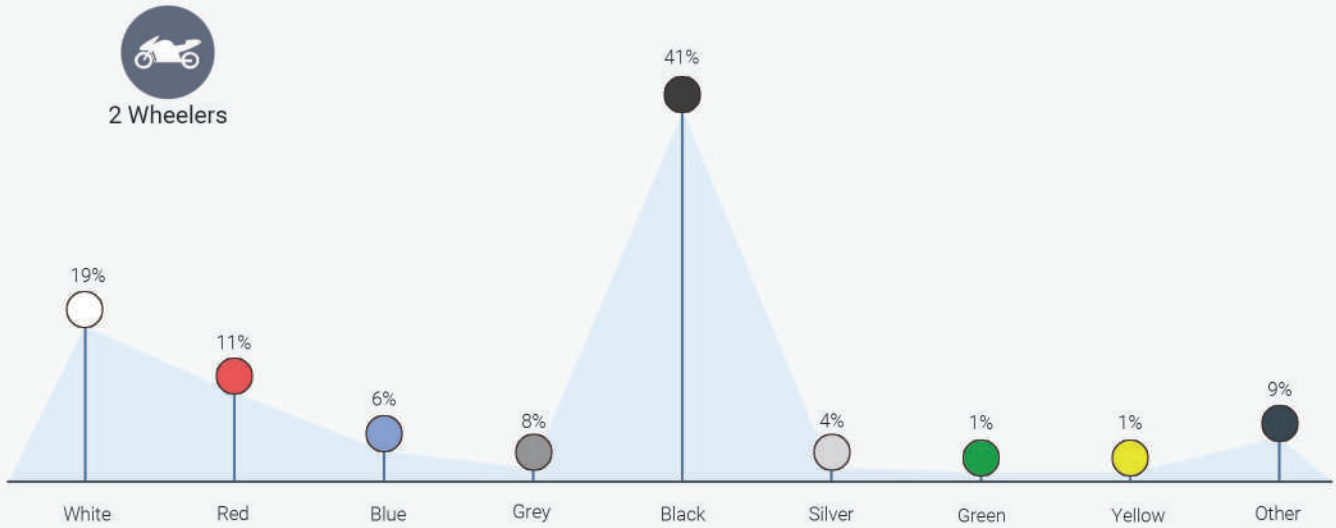
Cars by Year of Manufacture



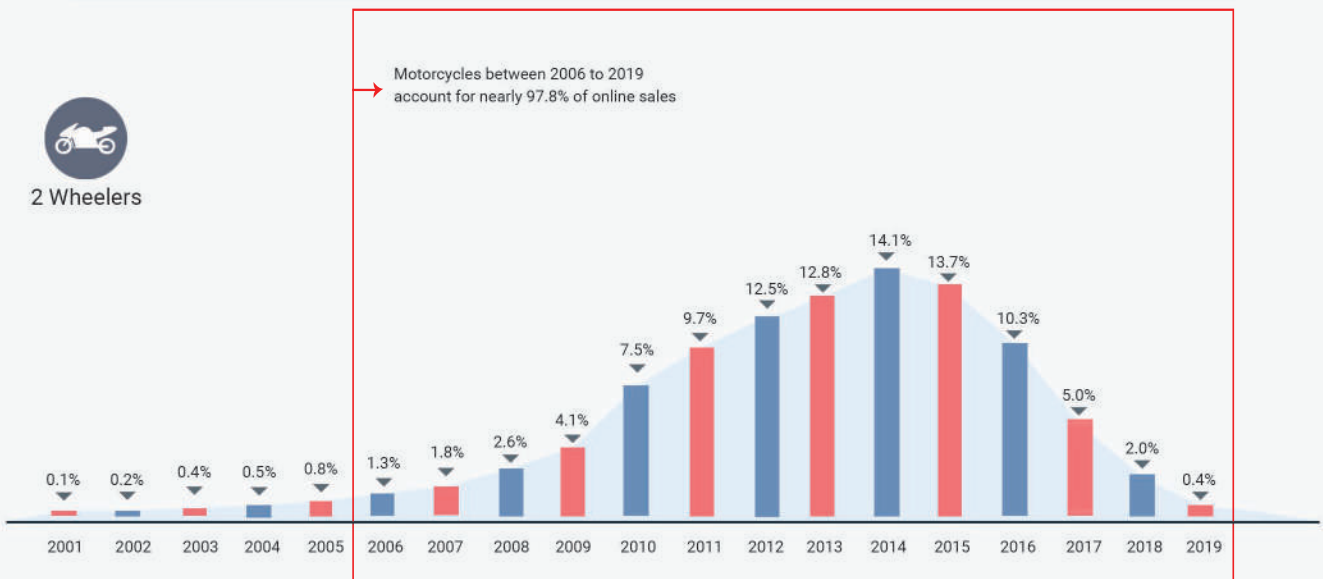
* Data on this page includes both cars & luxury cars

Droom's Automobile Trend Report

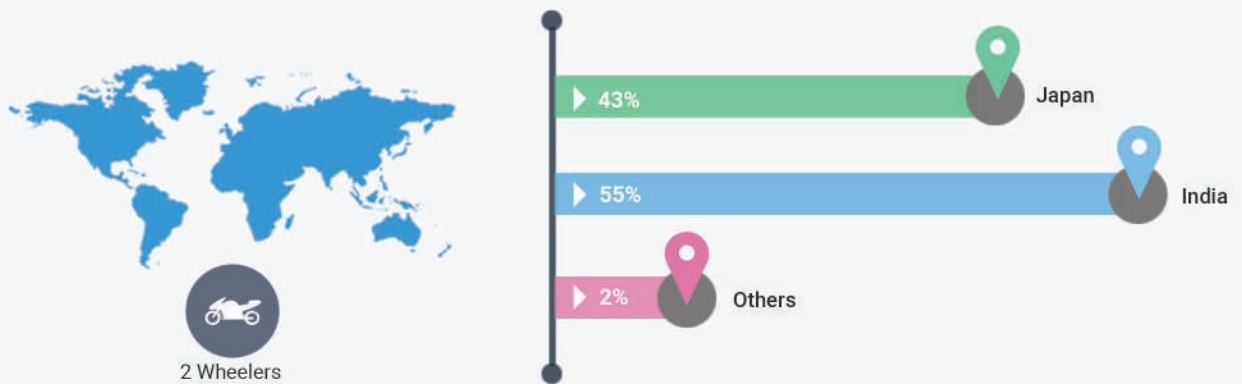
2 Wheelers by Color



2 Wheelers by Year of Manufacture



2 Wheelers by Country of Origin



* Data on this page includes bikes, superbikes & scooters

Droom's Automobile Trend Report

Top 10 Cities

Top Cities

1	Delhi
2	Gurgaon
3	Ahmedabad
4	Jaipur
5	Bangalore
6	Mumbai
7	Hyderabad
8	Ludhiana
9	Pune
10	Surat

Emerging Cities

1	Faridabad
2	Hisaar
3	Kolkata
4	Ghaziabad
5	Vadodara
6	Jodhpur
7	Chennai
8	Gautam Buddha Nagar
9	Gandhinagar
10	lucknow

ABOUT DROOM

Droom is a tech and data-science-driven online automobile marketplace, which offers 21st-century experience in buying and selling automobiles in India. As a marketplace, Droom offers Great Selection, Low Prices, Trust, Transparency, and Convenience second to none. Droom has 600K+ automobiles to choose from with a listed inventory of \$14Bn+ from over 20K+ Auto Dealers and presence in 1,091 cities. Droom has 6.5 Mn+ Facebook followers, making it the largest auto-focused community in India.

Droom has built an entire eco-system around used automobiles for the digital economy, including Orange Book Value (used vehicle pricing engine | 460 Mn+ Queries), ECO (1,000+ points vehicle inspection | 152K+ inspections), History (history records for used vehicles | Database of 250 Mn+ vehicles), Discovery (dozens of pre-buying research tools), and Financial Services (Loan & Insurance).

With an 80% market share of the automobile transactions online, Droom is India's largest automobile platform online and among the largest E-Commerce companies. Droom is among the most trusted consumer internet brands in India often recognized for its innovative approach and technology and is backed by marquee global investors.



MARKETPLACE

<p>Marketplace Formats</p>	<p>Great Selection</p>	<p>Low Price</p>	<p>Standardization</p>	<p>Trust</p>	<p>Buy</p>	<p>Sell</p>
<p>Pricing Formats</p>	<p>Transparency</p>	<p>Matching AI Engine</p>	<p>Pure-play Online and Self-service</p>	<p>Exchange</p>	<p>Rent</p>	

CATEGORIES

ECOSYSTEM SERVICES	BIG ASSETS	DROOM FINTECH	DROOM FULFILLMENT
<p>ORANGE BOOK VALUE Resale ka MRP</p> <p>Doorstep Auto Inspection</p> <p>Used Vehicle History Report</p>	<p>Car</p>	<p>droom Credit 21st Century Auto Financing</p> <p>Auto Financing</p>	<p>Test Drive</p>
	<p>Bike</p>	<p>Dealer Financing</p>	<p>Delivery</p>
	<p>Plane</p>	<p>Escrow Services</p>	<p>Documents</p>
	<p>Vintage Car</p>	<p>Insurance</p>	<p>Staging</p>
	<p>Vintage Bike</p>	<p>Auto Insurance</p>	<p>Escrow</p>
	<p>Vintage Scooter</p>	<p>Accidental Insurance</p>	<p>RTO</p>
	<p>Commercial Vehicle</p>	<p>Other Insurance</p>	
	<p>Electric Car</p>		
	<p>Electric Bike</p>		
	<p>Electric Scooter</p>		
	<p>Construction Vehicle</p>		
	<p>SuperCar</p>		
	<p>SuperBike</p>		
	<p>Ride On Vehicle</p>		
	<p>Agriculture Vehicle</p>		



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