

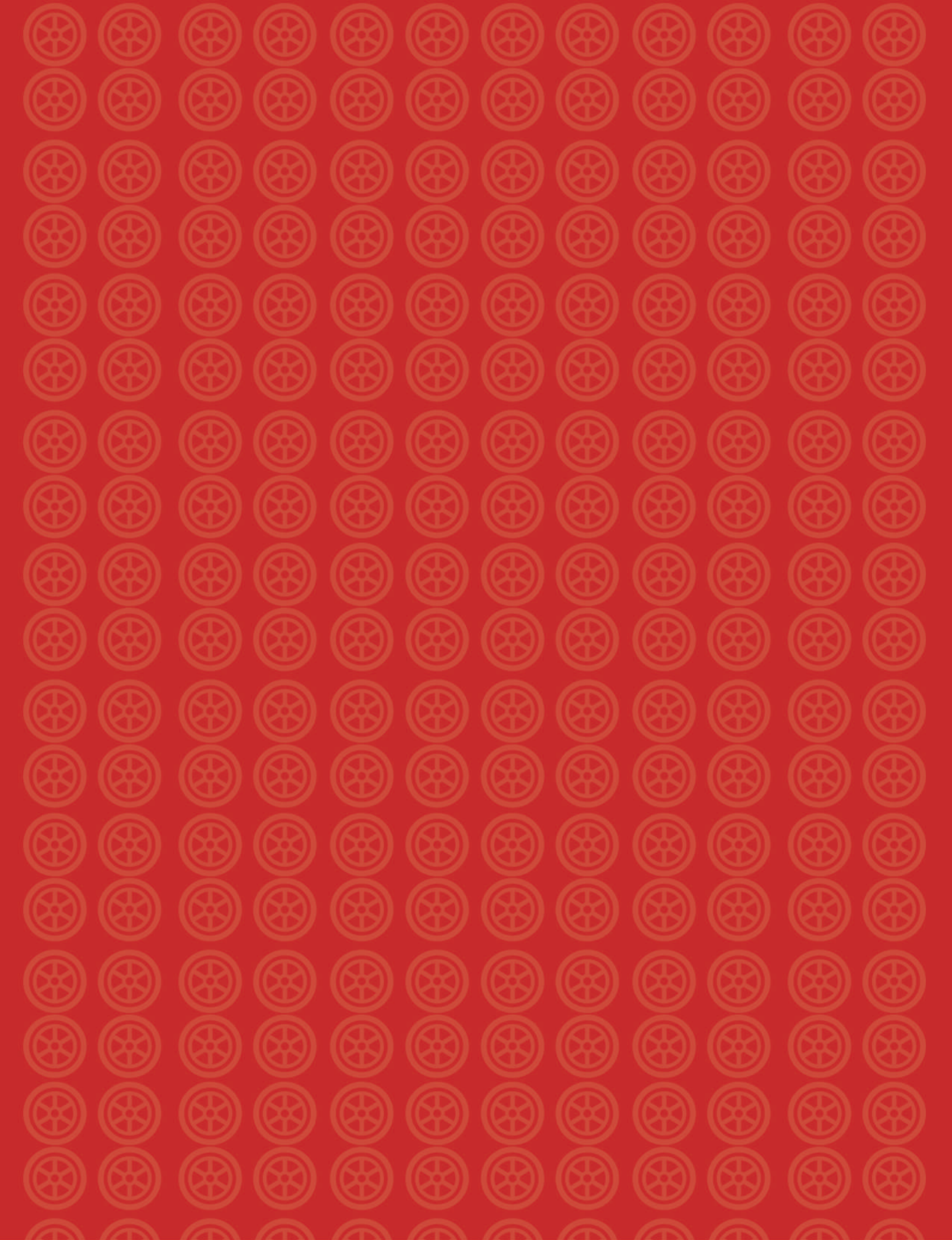


Droom's Automobile Report

CY2021



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Droom's Automobile Report

Top Trends

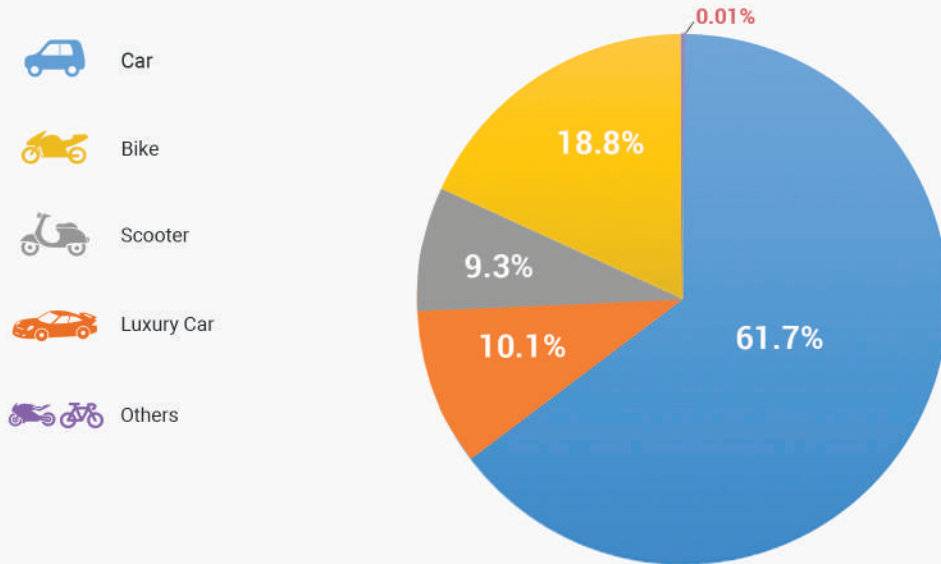
1	Most Popular Car: Hyundai Creta
2	Most Popular Bike: Bajaj Pulsar
3	Most Popular Scooter: Honda Activa-3G
4	Most Popular Superbike: Harley-Davidson Street Rod
5	Most Popular Luxury Car: Mercedes E-Class
6	Most Popular Vehicle: Bajaj Pulsar
7	Best Selling Royal Enfield: Royal Enfield Classic, Thunderbird, Bullet Electra
8	Top 3 Transacting Cities: Delhi, Jaipur, Mumbai
9	Most Popular Super Bike: Harley-Davidson
10	Costliest Car Listed On Droom: Lamborghini Gallardo LP 550 2 Limited Edition 2014
11	Costliest Bike Listed On Droom: BMW K 1600 GTL 2018

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

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Category Mix

(% breakdown based on online sales)

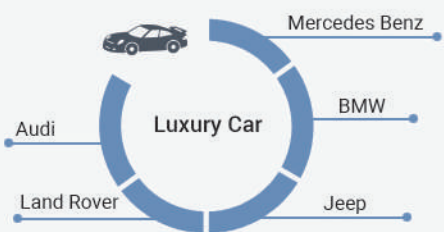
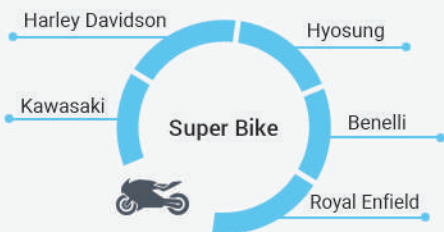
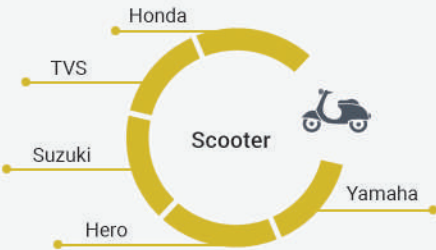
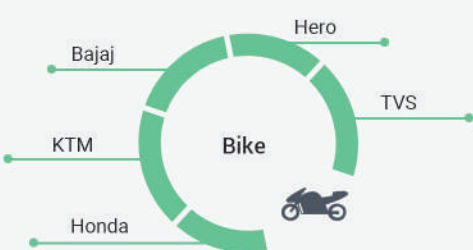
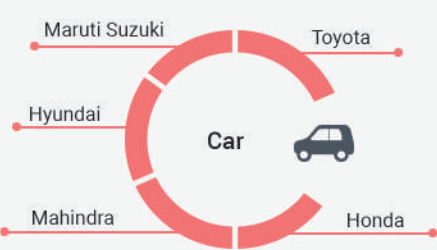


Top 10 Most Popular Make Model by Category

 Cars	 Bikes	 Scooters	 Super Bikes	 Luxury Cars
Hyundai Creta	Bajaj Pulsar	Honda Activa 3G	Harley Davidson Street Rod	Mercedes Benz E-Class
Maruti Suzuki Vitara Brezza	TVS Apache RTR	TVS Jupiter	Kawasaki Ninja	BMW 5 Series
Toyota Fortuner	Bajaj Pulsar NS	Suzuki Access	Royal Enfield Interceptor	Mercedes Benz C Class
Toyota Innova Crysta	Bajaj Avenger	Honda Activa	Hyosung GT 250R	BMW X1
Mahindra XUV 500	Hero Splendor Plus	Honda Dio	Benelli TNT 300	Jeep Compass
Maruti Suzuki Baleno	KTM Duke	Honda Activa 5G	Harley Davidson Street 750	Audi A4
Maruti Suzuki Swift	Bajaj Pulsar RS	Yamaha Fascino	Benelli TNT 600GT	BMW 3 Series
Kia Seltos	Hero Passion Pro	TVS Heavy Duty Super XL	Harley Davidson Fatboy	Mercedes Benz GLE
Maruti Suzuki Ertiga	Honda CB Shine	Honda Activa 125	Triumph Speed Triple	Audi A6
Mahindra Scorpio	Bajaj Discover	Hero Duet	Benelli 302R	Mercedes Benz GLC

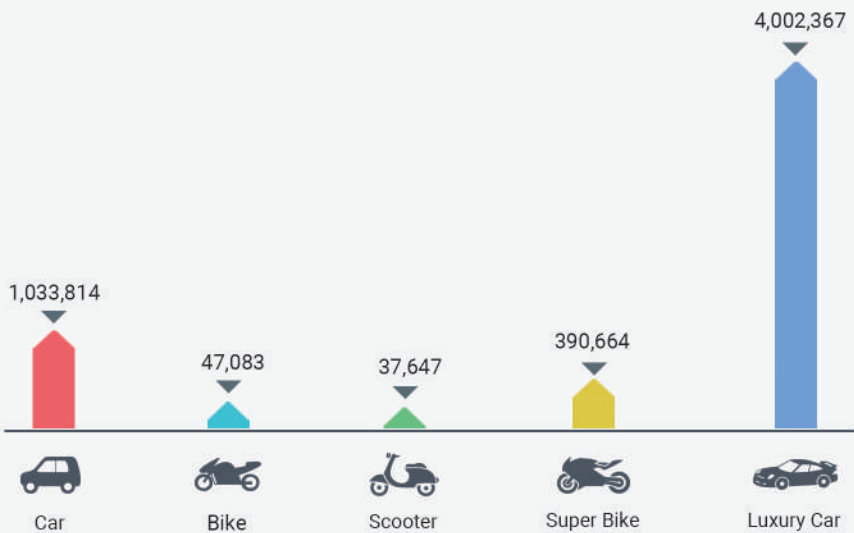
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Top 5 Makes by Category



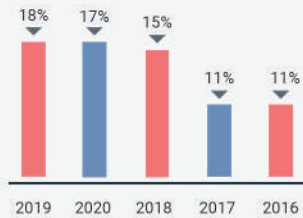
Average Selling Price by Used Vehicle Category

(In INR)

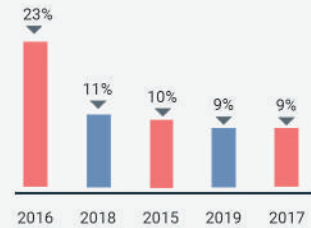


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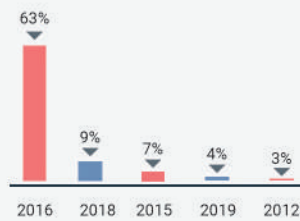
Most Popular Manufacturing Years by Category



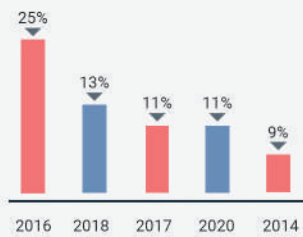
Car



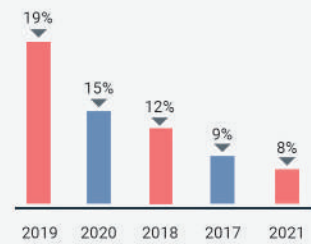
Bike



Scooter



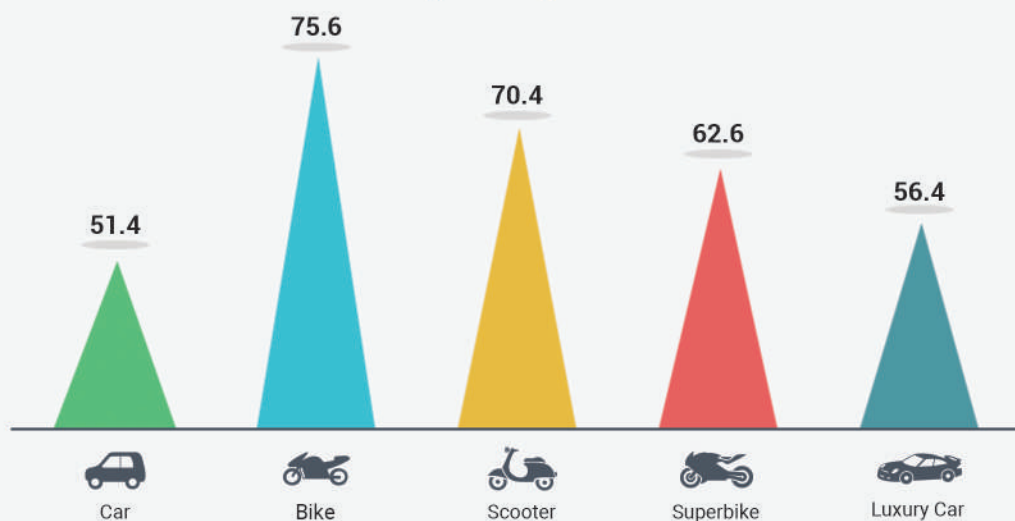
Superbike



Luxury Car

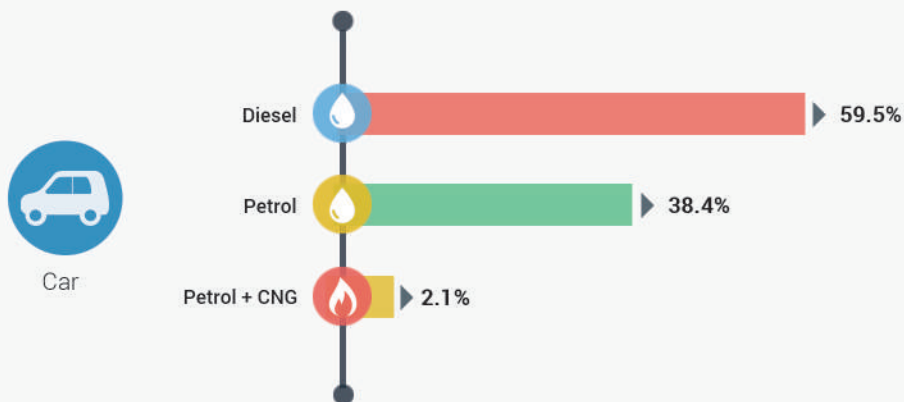
Average Duration of Ownership by Category

(In Months)

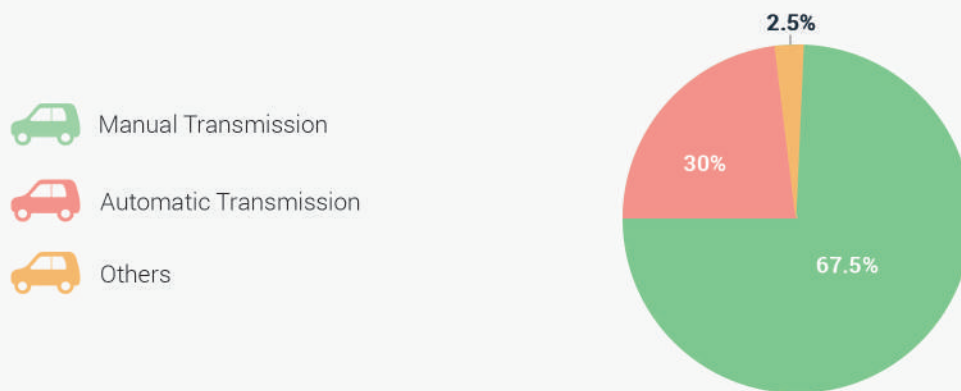


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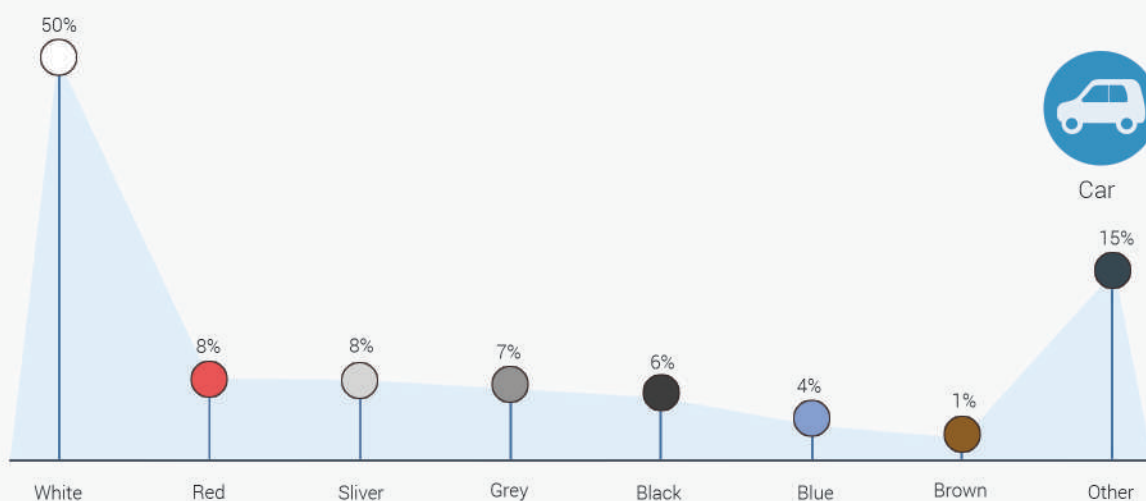
Cars by Fuel Type



Cars by Transmission Type



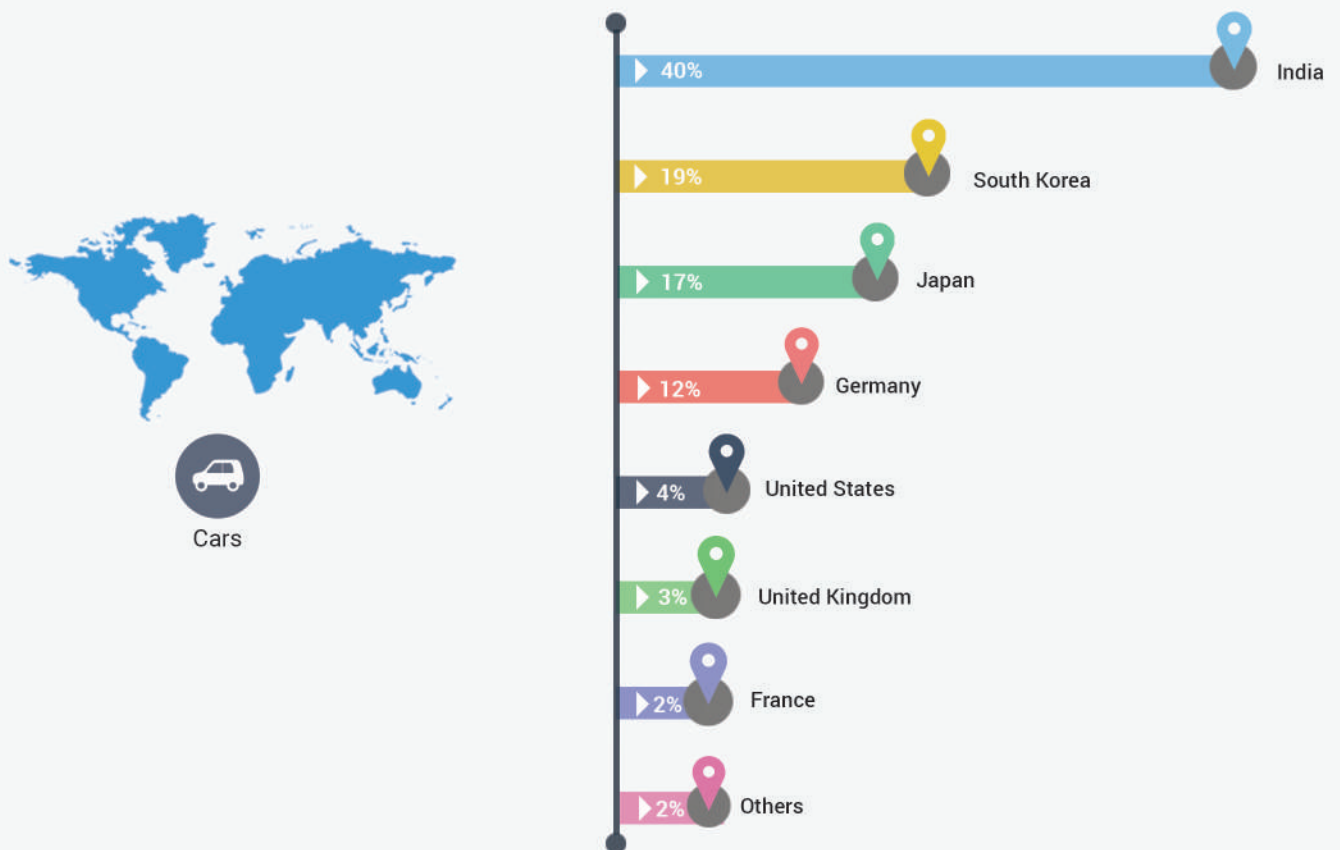
Cars by Color



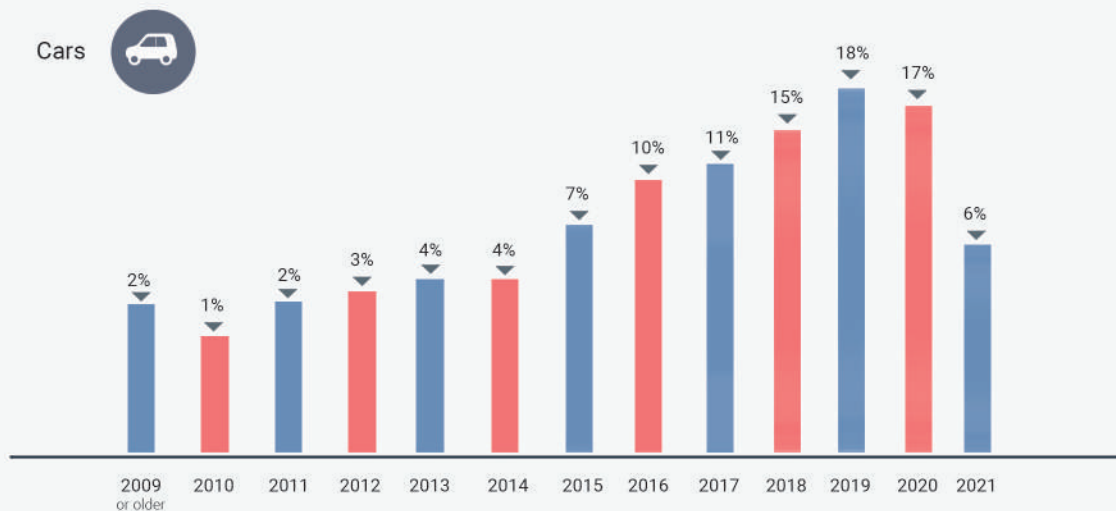
* Data on this page includes both cars & luxury cars

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Cars by Country of Origin of OEM



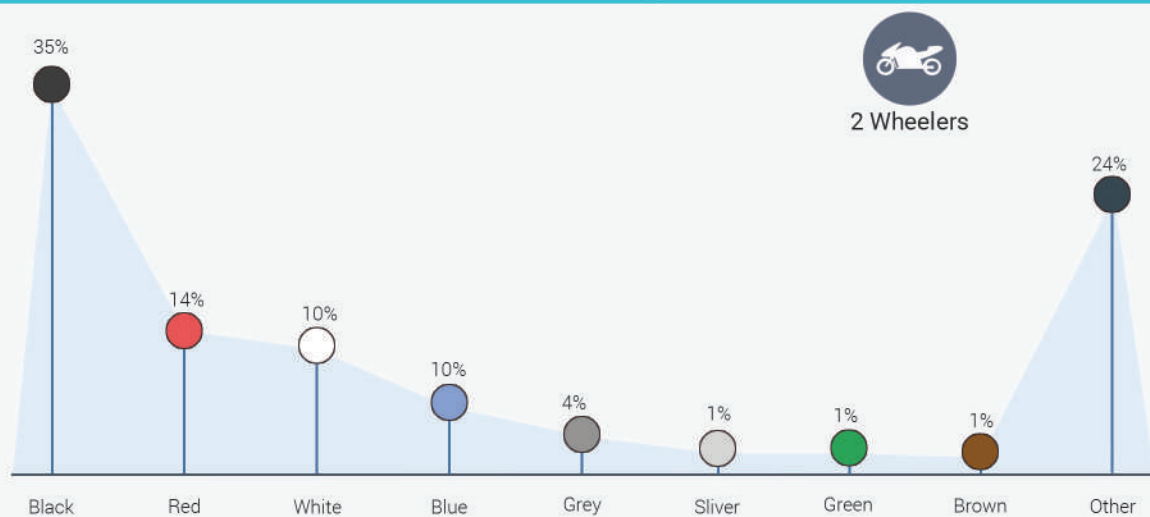
Cars sold by Year of Manufacture



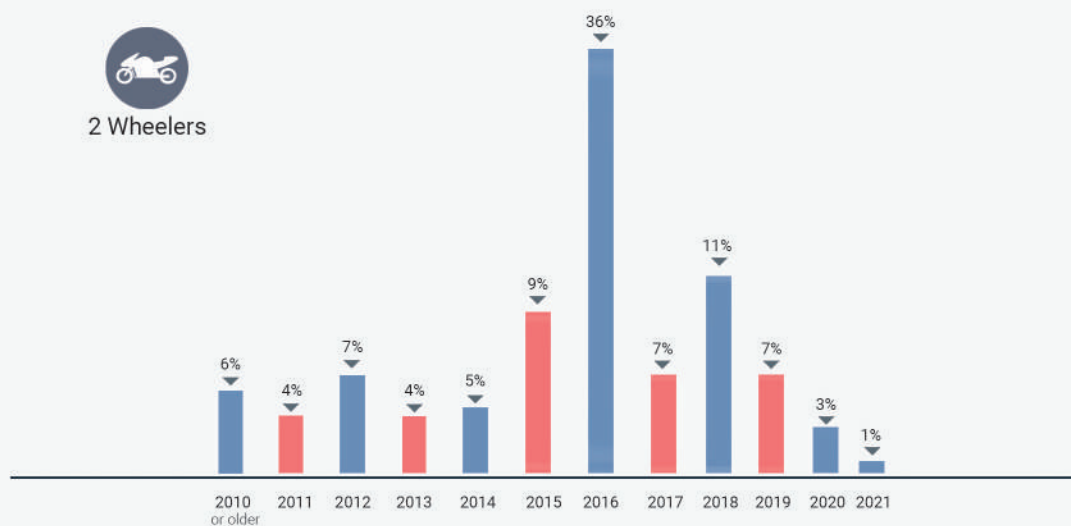
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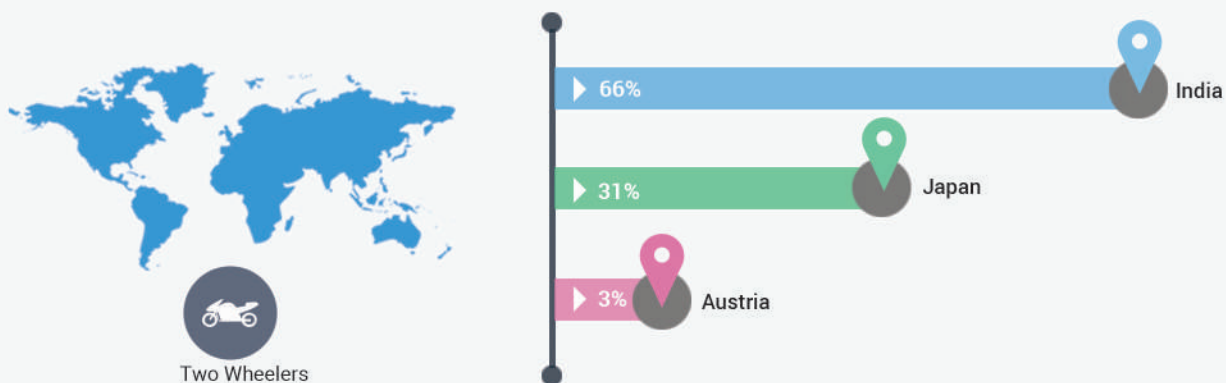
Two Wheelers by Color



Two Wheelers sold by Year of Manufacture



Two Wheelers by Country of Origin of OEM



* Data on this page includes bikes, superbikes & scooters

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Top 10 Cities

Top Cities

1	DELHI
2	JAIPUR
3	MUMBAI
4	HYDERABAD
5	LUDHIANA
6	BANGALORE
7	AHMEDABAD
8	BHIWANI
9	KOLKATA
10	SIRSA

Emerging Cities

1	GHAZIABAD
2	KARIM NAGAR
3	FARIDABAD
4	PUNE
5	HISSAR
6	JALANDHAR
7	NAGPUR
8	FATEHABAD
9	NAGPUR
10	AMBALA

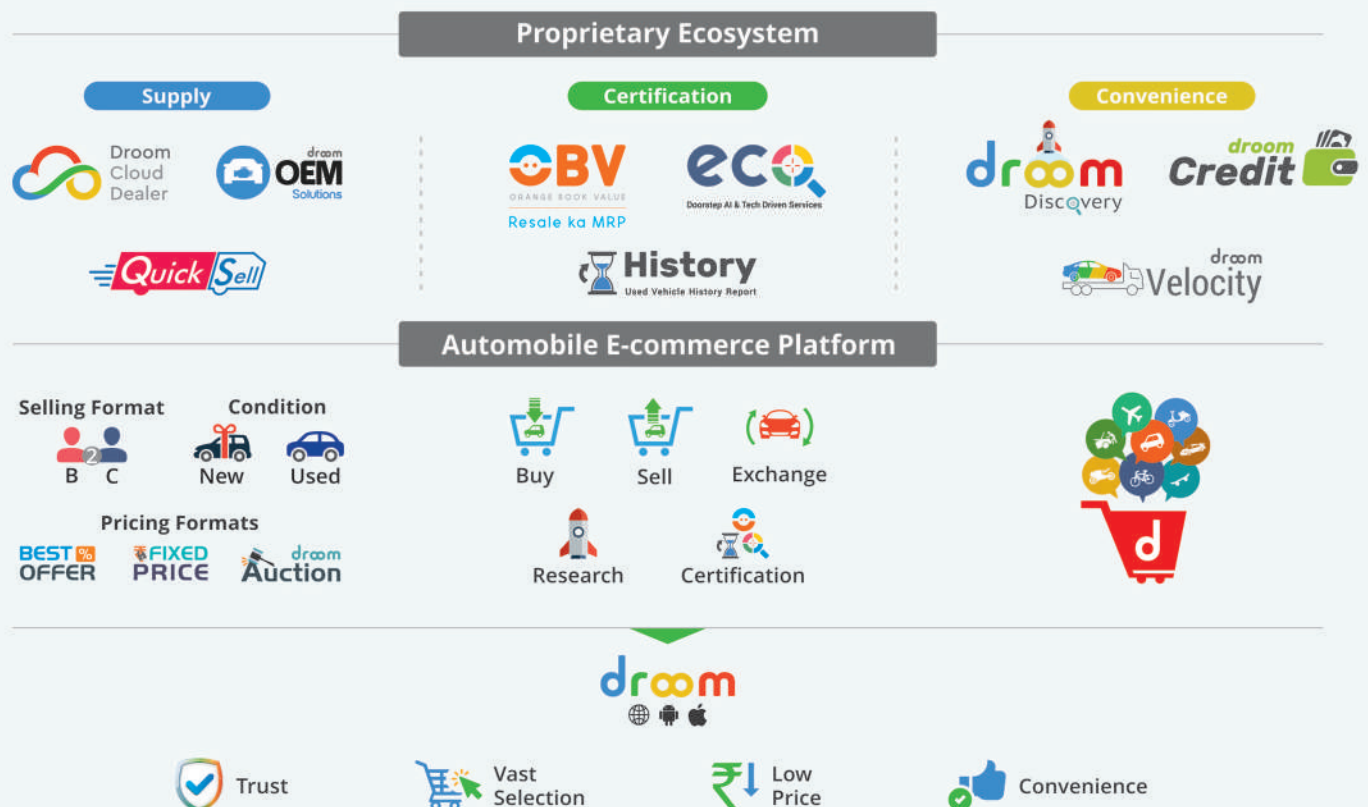
About Droom

Droom is a technology and data science company that facilitates automobile buying and selling online through a combination of our asset-light automobile e-commerce platform along with a technology-driven vertically integrated proprietary ecosystem of products and services for the automobile industry. We offer a 21st-century e-commerce experience for automobiles and is one of the leading e-commerce platforms for used cars sales in India. We are the only major Indian player with a completely online transactional model and offer one of the largest selection of automobiles amongst the major online players in India with over 278K+ used car listed that includes both used and new cars and two-wheelers, and other vehicles, as of September 30, 2021. We have expanded our platform to include over 11 vehicle categories, sold by auto dealers and individual sellers in 1,151 cities in India. Our automobile e-commerce platform, which includes our website and mobile apps, offers users convenience and a curated experience to buy and sell new and used vehicles and encompasses every element of automobile buying from searching for a vehicle, creating buying requirements, price discovery, booking, certification to purchase and financing and doorstep delivery.

As a pure-play automobile e-commerce company, we provide a platform for buyers and sellers to transact vehicles and related services. To address structural constraints of the automobile market and buyers' and sellers' pain points, we have built a platform that aims to deliver wide selection, low prices, inspected and verified vehicles, loan and insurance, and seamless delivery for buyers as one unified Droom experience. For used vehicle dealers and individual sellers, besides being able to reach out to a potential buyer online, we offer an end-to-end e-commerce solution including technology platform, digital catalogue, online payment, vehicle inspection and certification service, and vehicle delivery service.

We are led by our founder, Promoter, Chairman, Whole-time Director & Chief Executive Officer, Sandeep Aggarwal who has over 20 years of experience in the technology and e-commerce space. He is supported by our leadership team that has strong academic credentials and extensive experience across various industries ranging from global technology companies to consumer brands and professional services firms.

We are backed by several marquee institutional shareholders, such as Lightbox Ventures II, Lightbox Expansion Fund, Beenos, Beenext, Toyota Tsusho, DG Ventures and 57Stars among others.



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