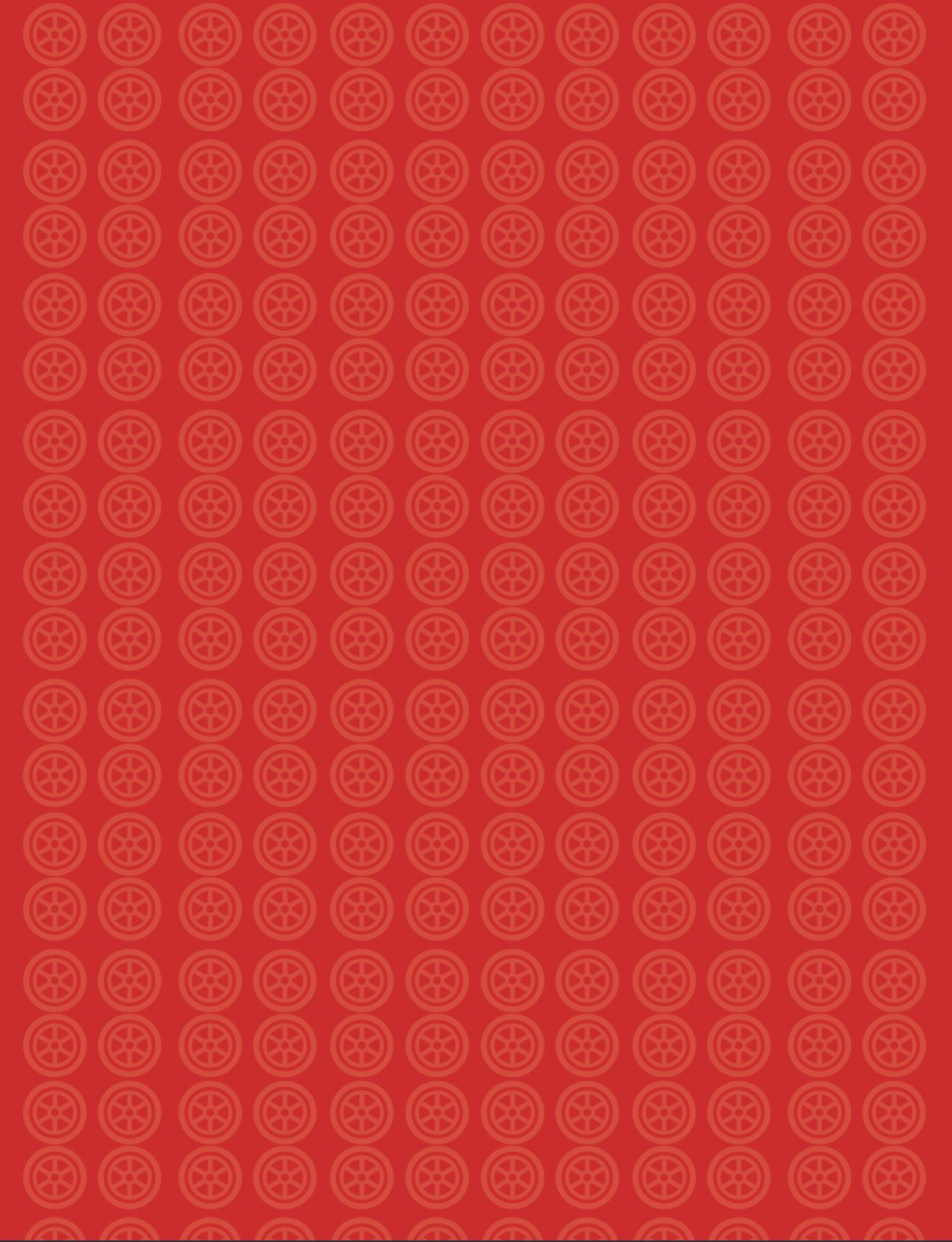


Droom's Automobile Trend Report

H2 CY2019

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India's Most Trusted Motorplace



Droom's Automobile Trend Report

Top Trends

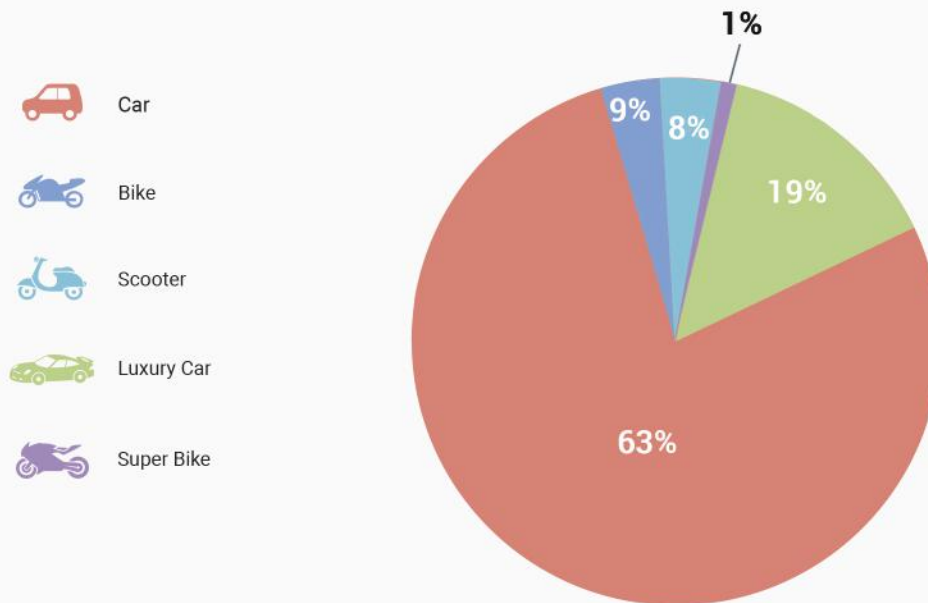
1	Most Famous Car: Toyota Fortuner
2	Most Famous Bike: Bajaj Pulsar
3	Most Famous Scooter: Honda Activa
4	Most Famous Superbike: Harley Davidson Iron 883
5	Most Famous Luxury Car: Mercedes Benz e-class
6	Most Famous Vehicle: Toyota Fortuner
7	Best Selling Royal Enfield: Classic
8	Delhi , Hissar, Bangalore: Top 3 Cities
9	Super Bikes: Harley Davidson Street 750, Harley Davidson iron 883 ,Kawasaki Ninja
10	Asking for Auto Inspection: Manyfold increase in Auto Inspection Orders due to increased awareness
11	Most Costliest Car Listed On Droom: Land Rover Range Rover 2018 - INR 2,36,00,000 Crores
12	Most Costliest Bike Listed On Droom: Harley Davidson Forty Eight - INR 5,25,000 Lacs
13	Most Famous Electric Scooter: Yobykes Yo Spark

* 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)

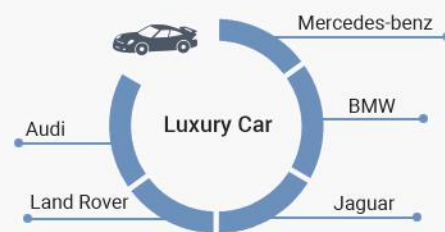
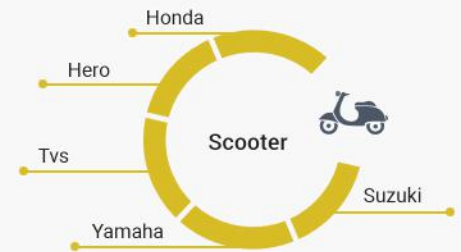
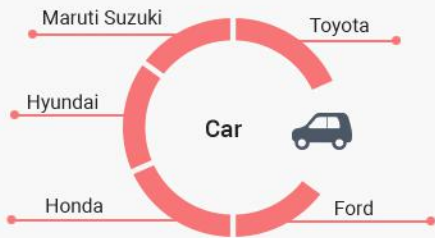


Top 10 Best Selling by Category

 Cars	 Bikes	 Scooters	 Super Bikes	 Luxury Cars
Toyota Fortuner	Bajaj Pulsar	Honda Activa	Harley-Davidson Iron 883	Mercedes-Benz E-Class
Maruti Suzuki Swift Dzire	Hero Splendor Plus	Tvs Jupiter	Harley-Davidson Street 750	Bmw 5 Series
Toyota Innova Crysta	Hero Passion Pro	Honda Activa 3G	Kawasaki Ninja	Mercedes-Benz C-Class
Maruti Suzuki Swift	Tvs Apache Rtr	Suzuki Access	Benelli Tnt 600I	Audi A4
Toyota Innova	Bajaj Avenger	Honda Activa 4G	Kawasaki Z250	Bmw 3 Series
Maruti Suzuki Wagon R	Honda Cb Shine	Honda Aviator	Harley-Davidson Forty Eight	Audi Q3
Hyundai I10	Royal Enfield Classic	Honda Activa125	Triumph Street Triple Abs	Toyota Land Cruiser
Maruti Suzuki Alto	Bajaj Discover	Honda Activa 5G	Hyosung Gt250R	Bmw X1
Honda City	Yamaha Fzs	Hero Maestro	Benelli Tnt 25	Audi A6
Hyundai I20	Bajaj Platina	Honda Dio	Triumph Bonneville T120	Audi Q7

Droom's Automobile Trend Report

Top 5 Makes by Category



Average Selling Price of Used Automobiles

(In INR)



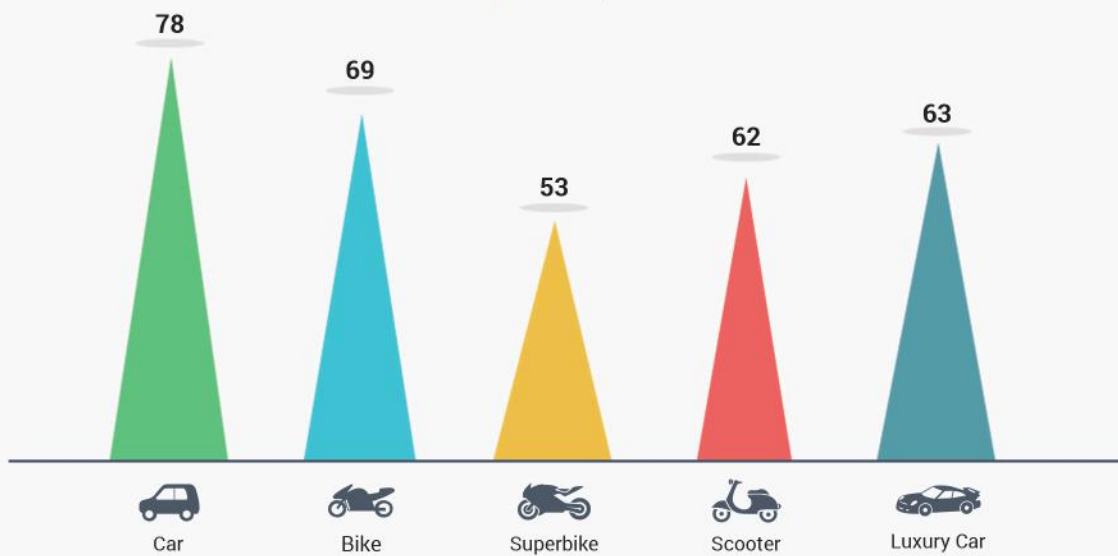
Droom's Automobile Trend Report

Most Popular Years by Category



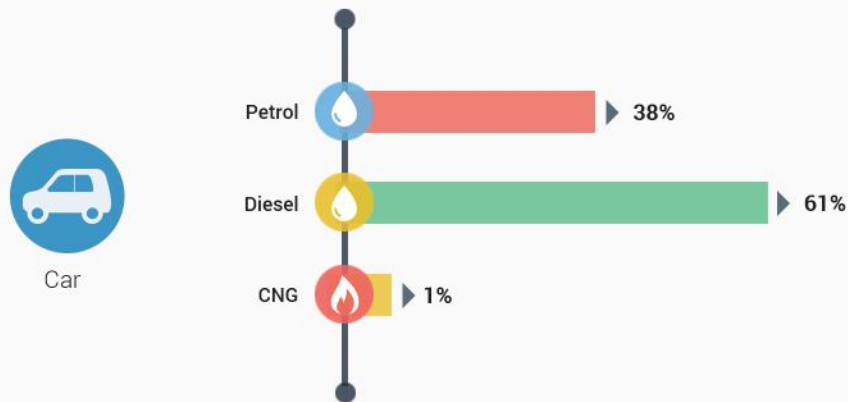
Average Duration of Ownership by Category

(In Months)

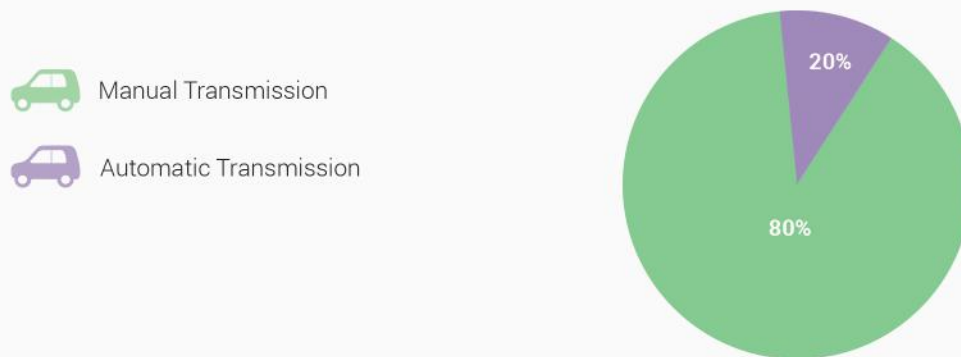


Droom's Automobile Trend Report

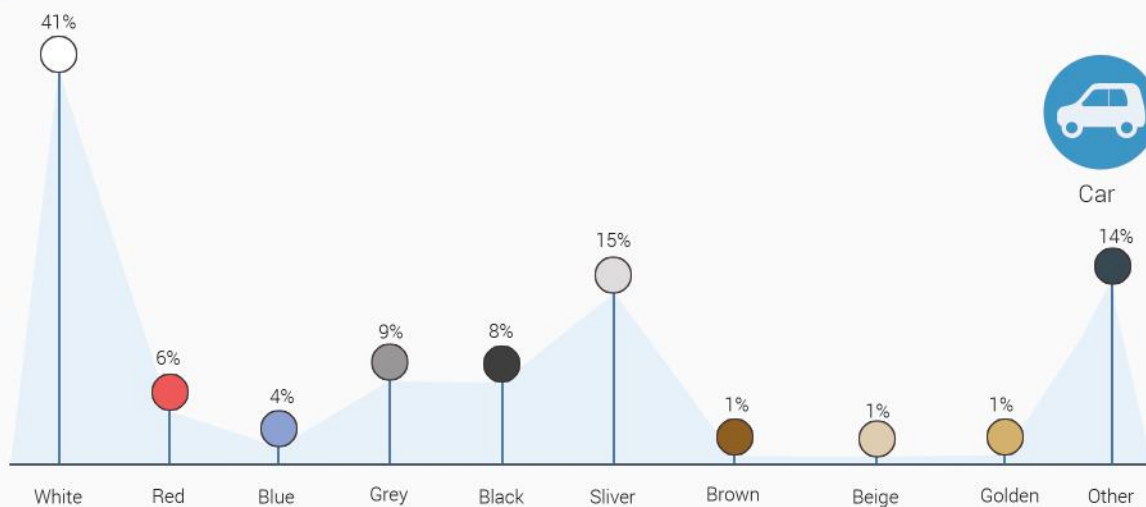
Cars by Fuel Type



Cars by Transmission Type



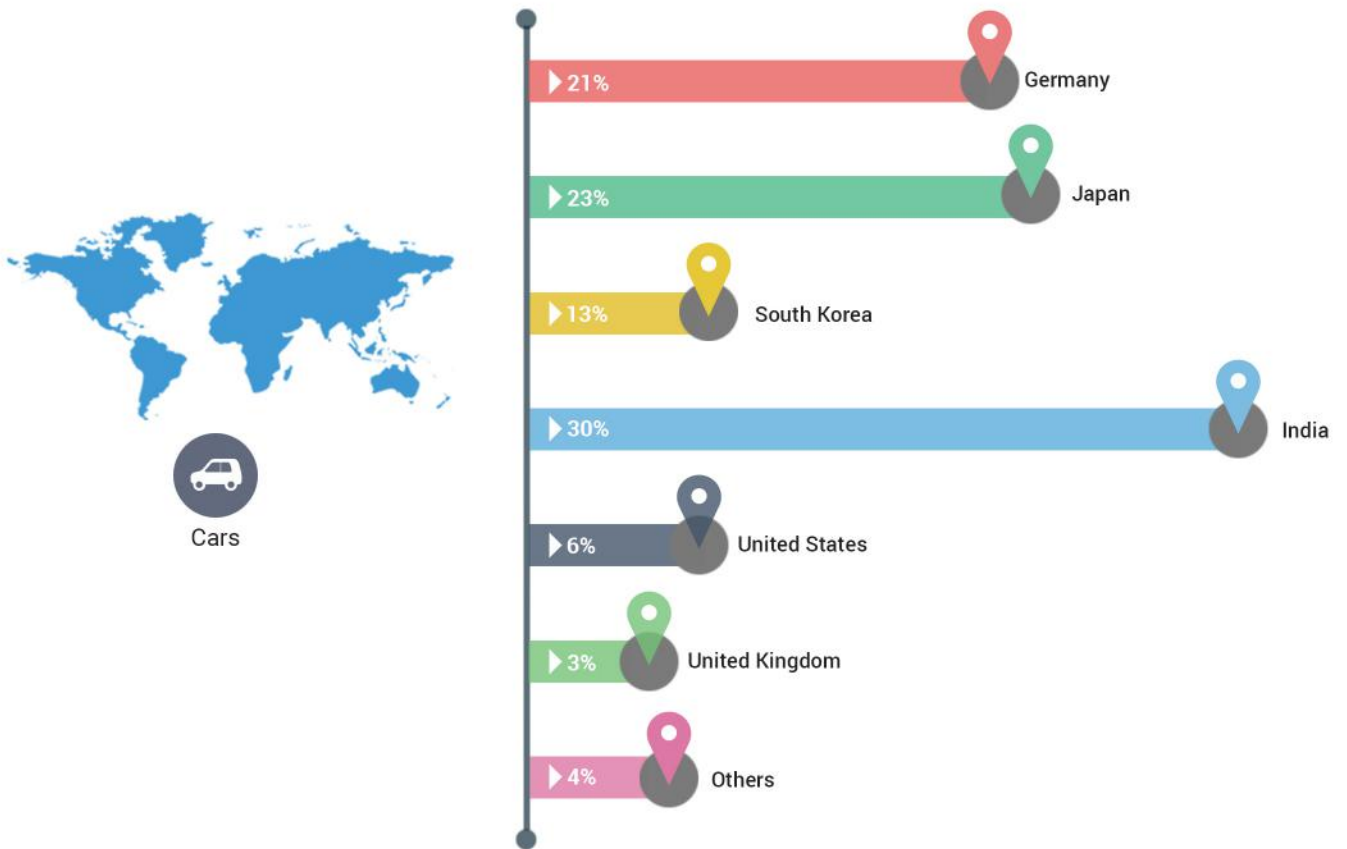
Cars by Color



* Data on this page includes both cars & luxury cars

Droom's Automobile Trend Report

Cars by Country of Origin



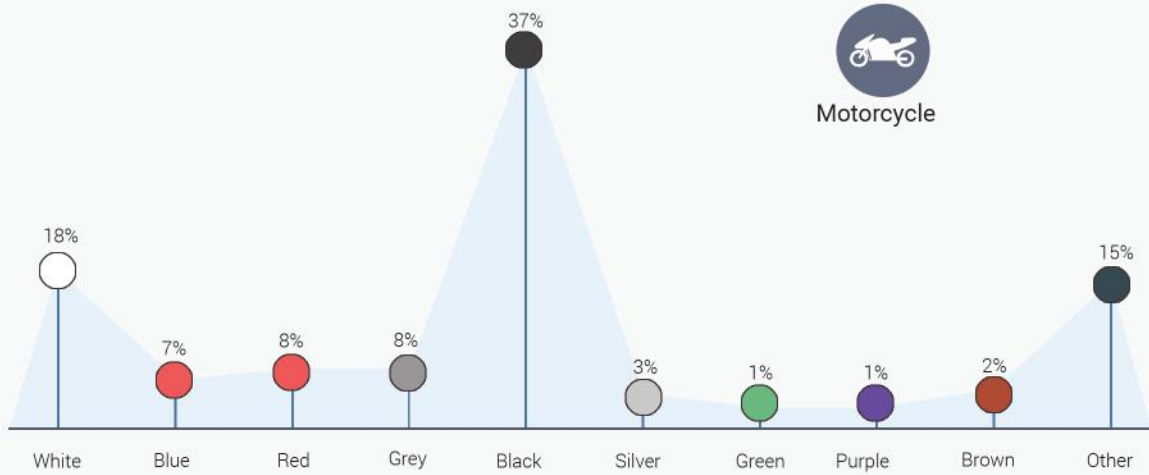
Cars by Year of Manufacture



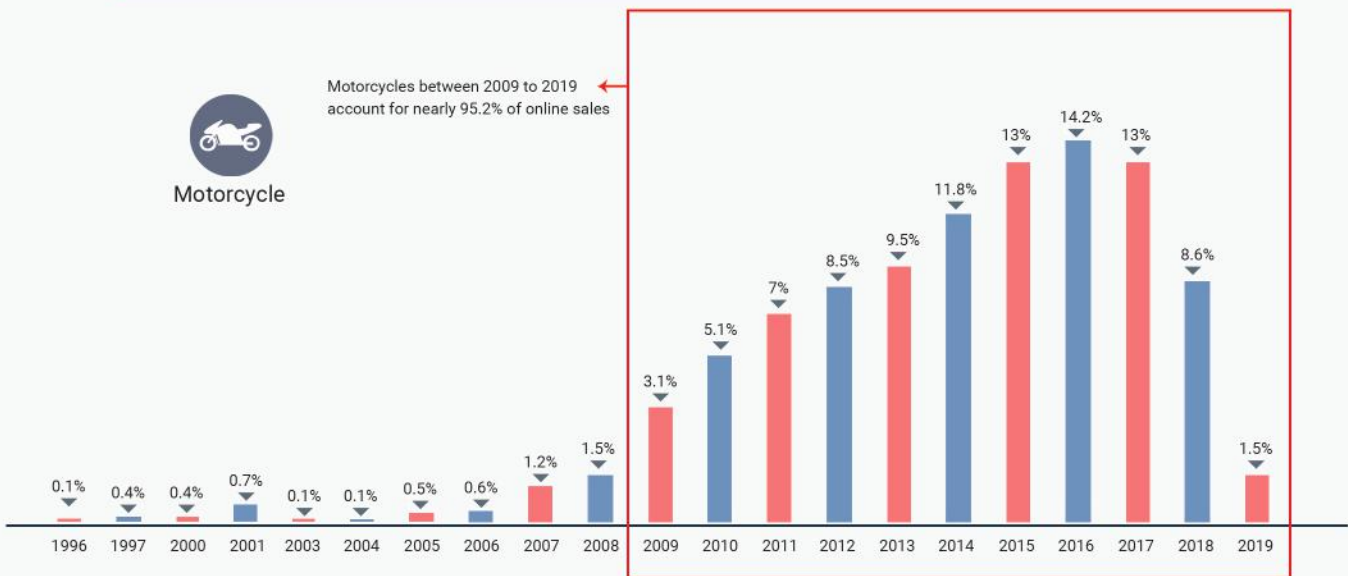
* Data on this page includes both cars & luxury cars

Droom's Automobile Trend Report

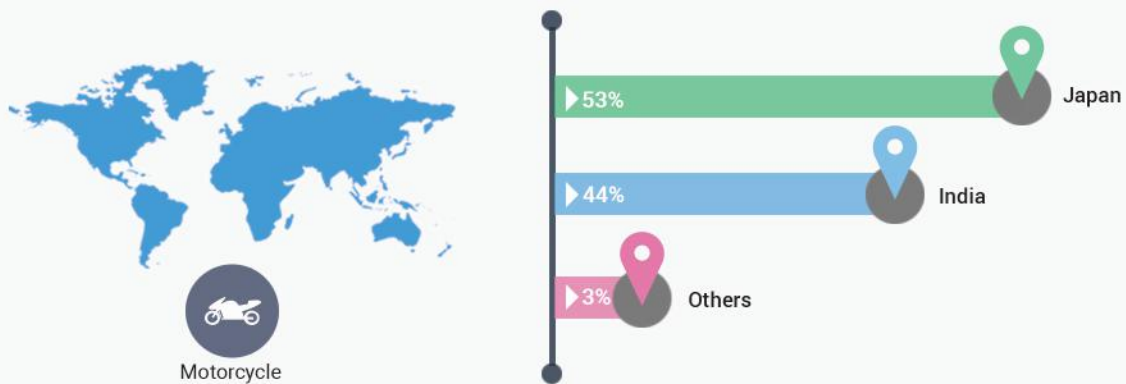
Motorcycles by Color



Motorcycles by Year of Manufacture



Motorcycles 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	Hissar
3	Bangalore
4	Jaipur
5	Mumbai
6	Ludhiana
7	Hyderabad
8	Faridabad
9	Ahmedabad
10	Pune

Emerging Cities

1	Kolkata
2	Gurgaon
3	Nagpur
4	Lucknow
5	Surat
6	Mohali
7	Gautam Buddha Nagar
8	Ghaziabad
9	Chennai
10	Bankura

ABOUT DROOM

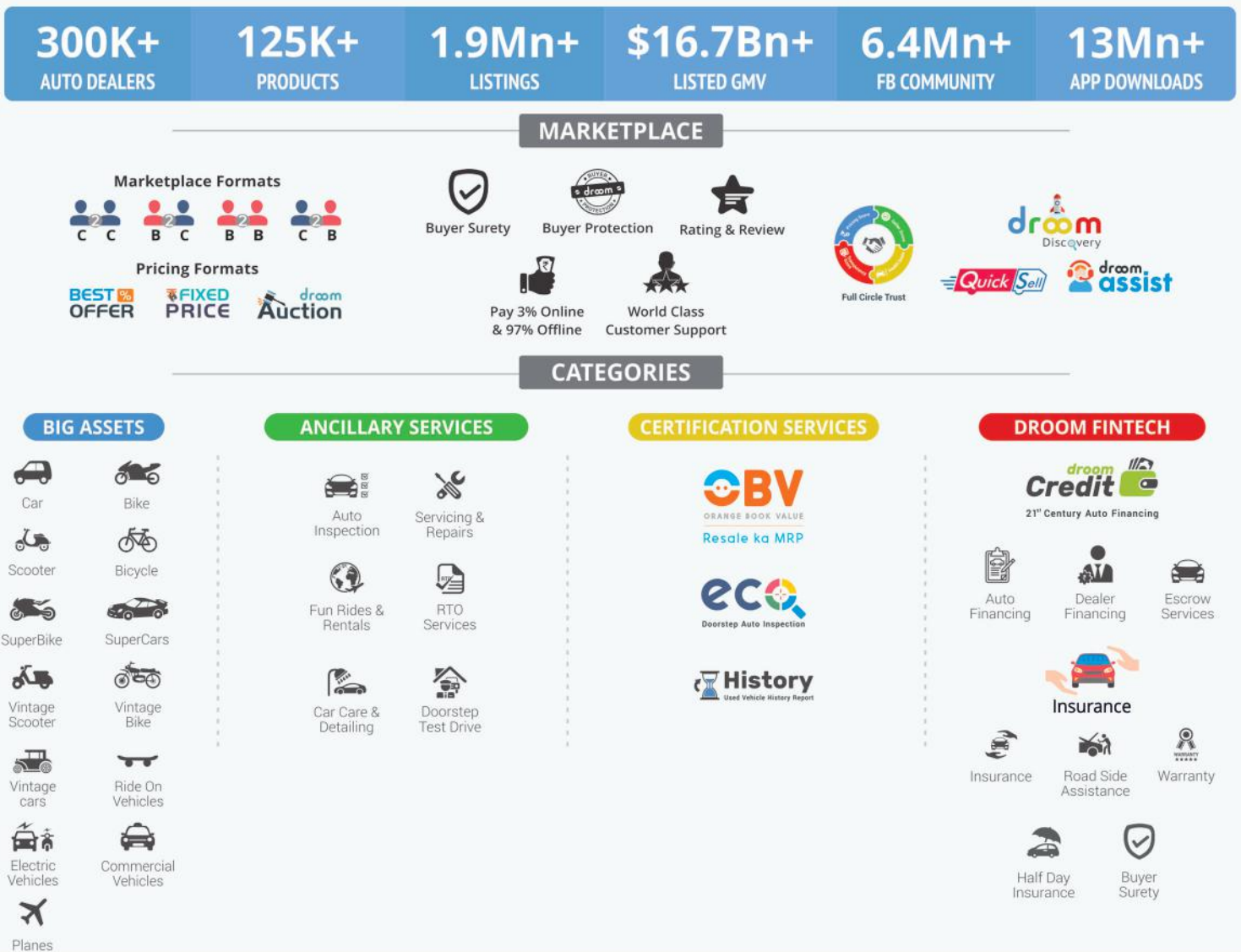
Droom is an AI and data science-driven online transactional platform, which offers 21st century experience in buying and selling of used and new automobiles in India and other emerging markets. Droom has built an entire eco-system around used automobiles for the digital economy, including Orange Book Value (used vehicle pricing engine), Eco (1,000+ points vehicle inspection), History (history records for used vehicles), Discovery (dozens of pre-buying research tools) and Droom Credit (India's first and only marketplace for used auto loan and dealer financing). Droom caters to individual buyers and sellers, dealers and large enterprise for not only buying and selling but also manages the entire life cycle and all automobile ancillary services.

Droom has four marketplace formats i.e. B2C, C2C, C2B and B2B, and three pricing formats - Fixed Price, Best Offer and Auction. The platform offers a wide range of categories from bicycle to plane and all automobile services such as Warranty, RSA, Insurance and Auto Loan.

With 80% market share of the automobile transactions online. Droom is India's largest automobile platform online and 4th largest E-Commerce company. Besides, India Droom is available in Singapore, Thailand and Malaysia. While, OBV is available in 38 countries globally, making OBV world's number one benchmark pricing engine.

The company is currently generating \$1.2 Billion in annualized GMV and growing at a rate of 100% Y/Y. Droom has presence in 1,042+ cities across India (India's largest hyper-local marketplace), 300K+ auto dealers (largest auto dealer platform in World), 14.6 Million+ monthly visitors, nearly 13 Million+ app downloads and 6.4 Million+ Facebook followers.

Droom's India headquarter is in Gurugram with a team size of 430+. Droom is a Singapore Holding Company with subsidiaries in India and the United States. The company has so far raised close to \$125 Million dollars over six rounds of funding. Some of the prominent investors are **Lightbox, Beenext, Beenos, Digital Garage, Toyota Tsusho Corporation, and Integrated Assets Management.**





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