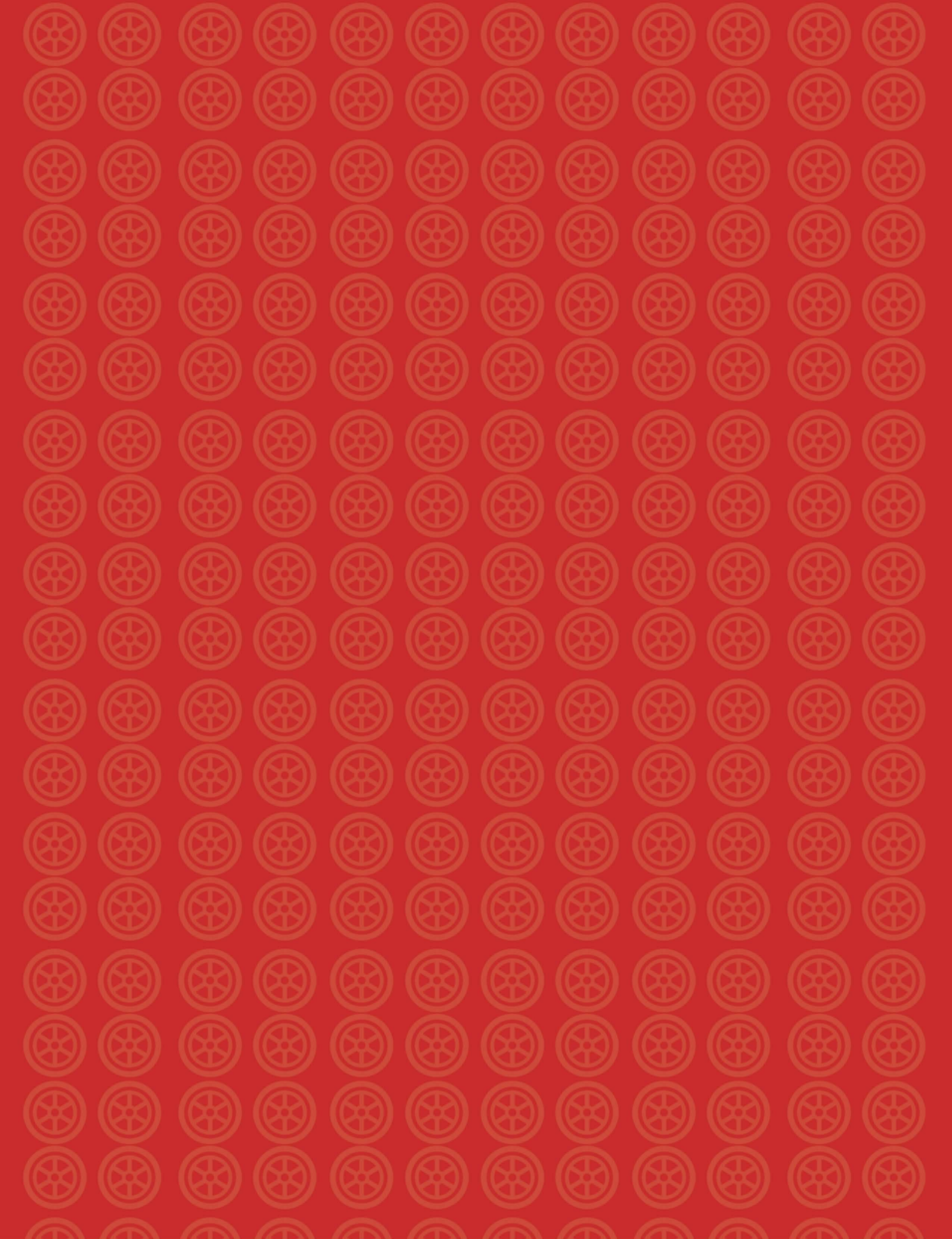




Droom's Automobile Report

Q1 -CY 2019





Droom's Automobile Online Quarterly

Top Trends

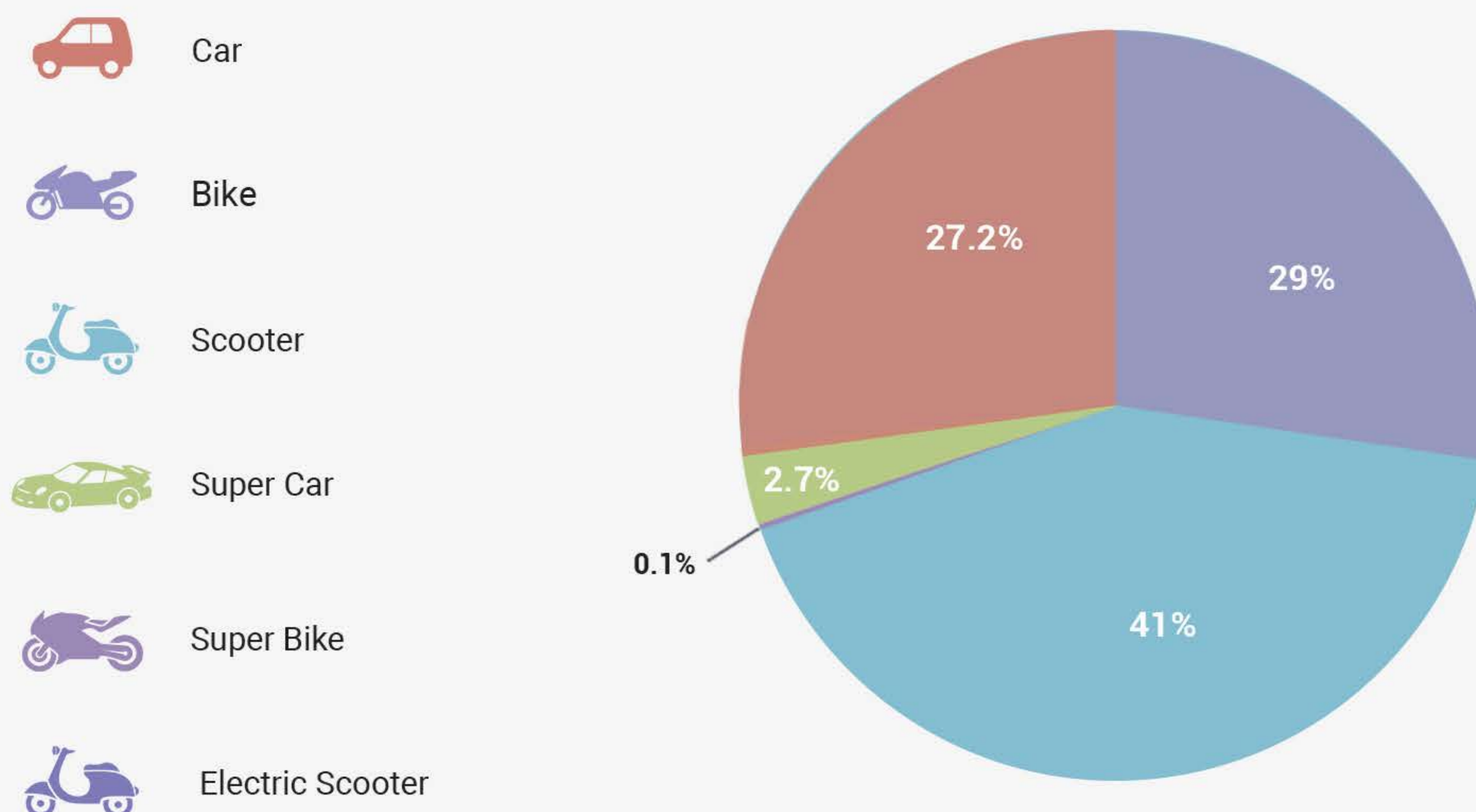
1	Most Famous Car: Toyota Fortuner
2	Most Famous Bike: Hero Splendor Plus
3	Most Famous Scooter: Honda Activa 5G
4	Most Famous Superbike: Harley Davidson Street 750
5	Most Famous Luxury Car: Mercedes-Benz E-Class
6	Most Famous: Honda Activa 5g
7	Most Famous Electric Scooter: Ampere V
8	Royal Enfield: Royal Enfield Classic, Thunderbird, Bullet Electra
9	Delhi, Ludhiana, Ahmedabad: Top 3 cities
10	Super Bikes: Very Noticable Pick up Demand for Superbikes Online
11	Asking for Auto Inspection: Customer Awareness going up, more Customers demanding Auto Inspection Reports
12	Most Costliest Car Listed On Droom: Rolls Royce Ghost Series 2 6.6 2017 - INR 6 Cr
13	Most Costliest Bike Listed On Droom: Indian Springfield 1810cc 2016 - INR 28,96,439 Lacs

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






Droom's Automobile Online Quarterly

Category Mix

(% breakdown based on online sales)

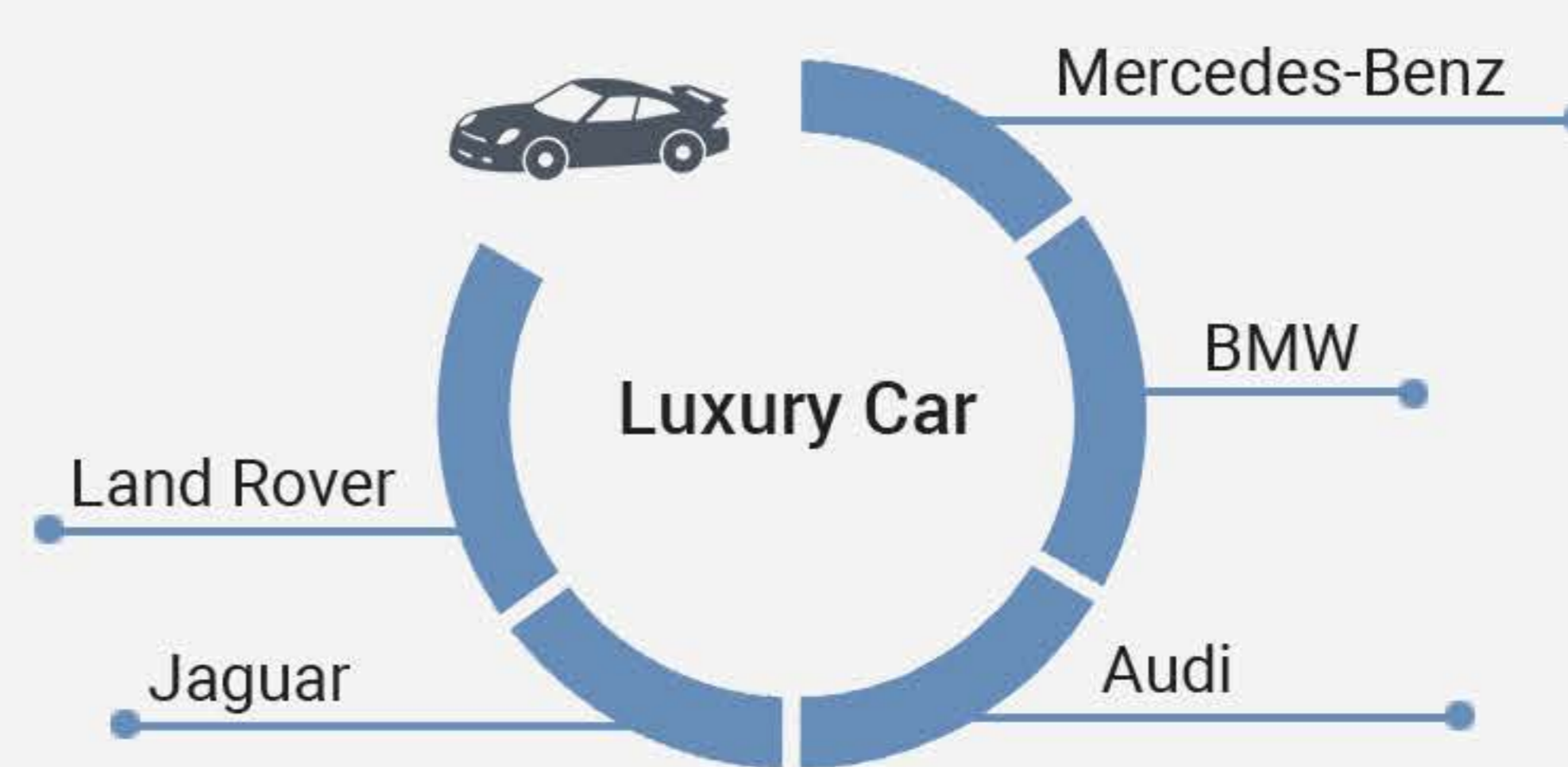
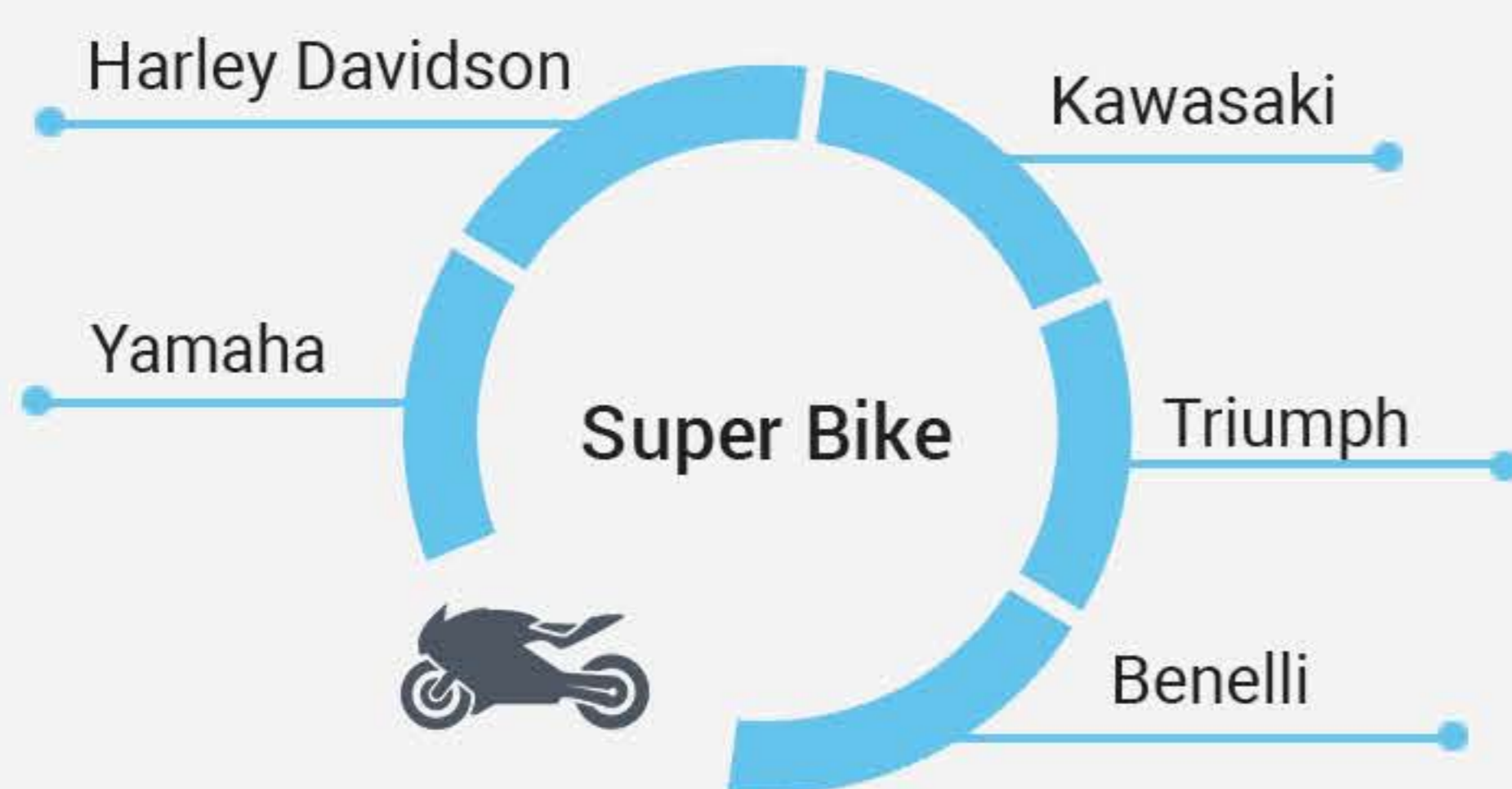
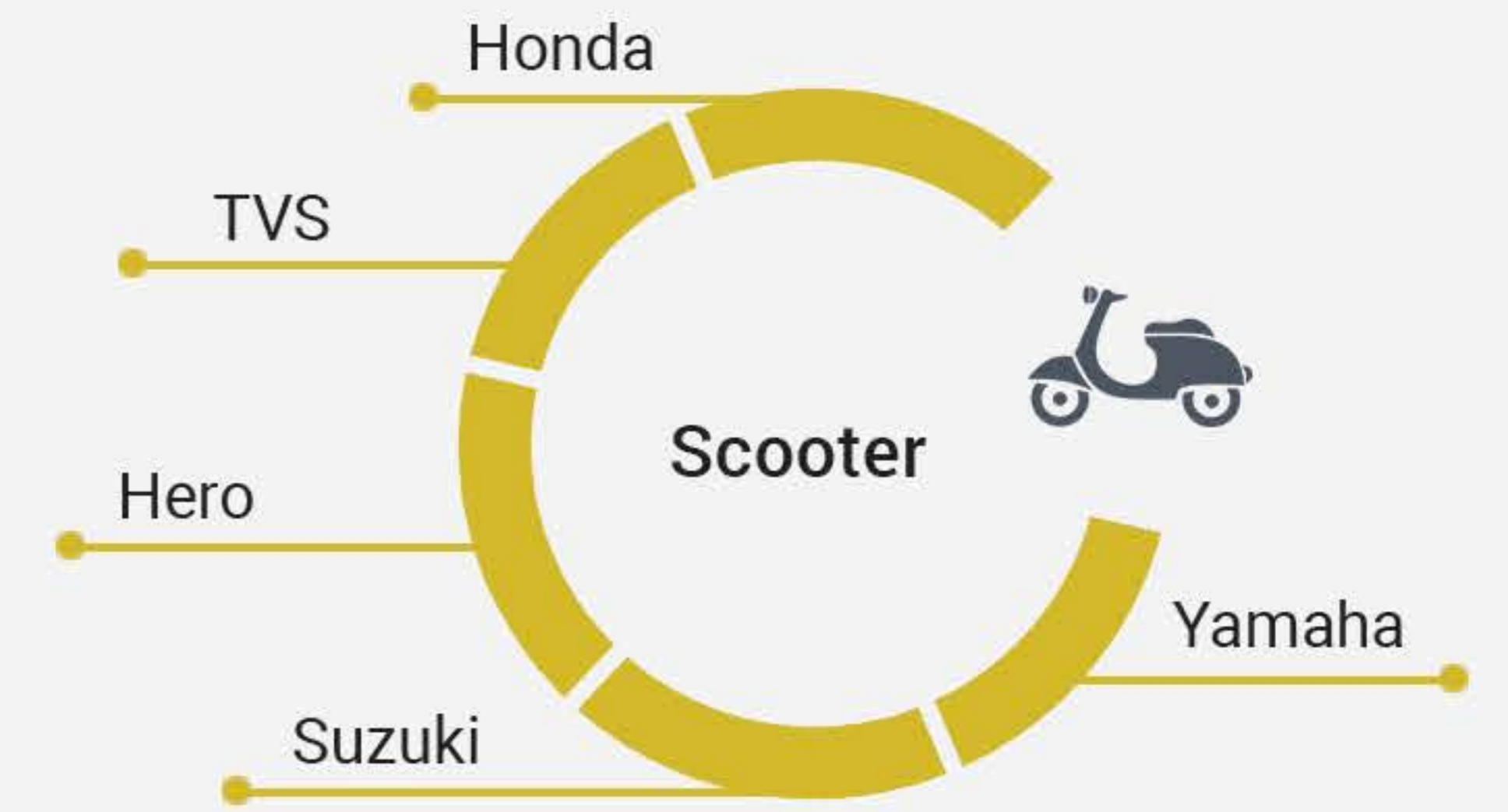
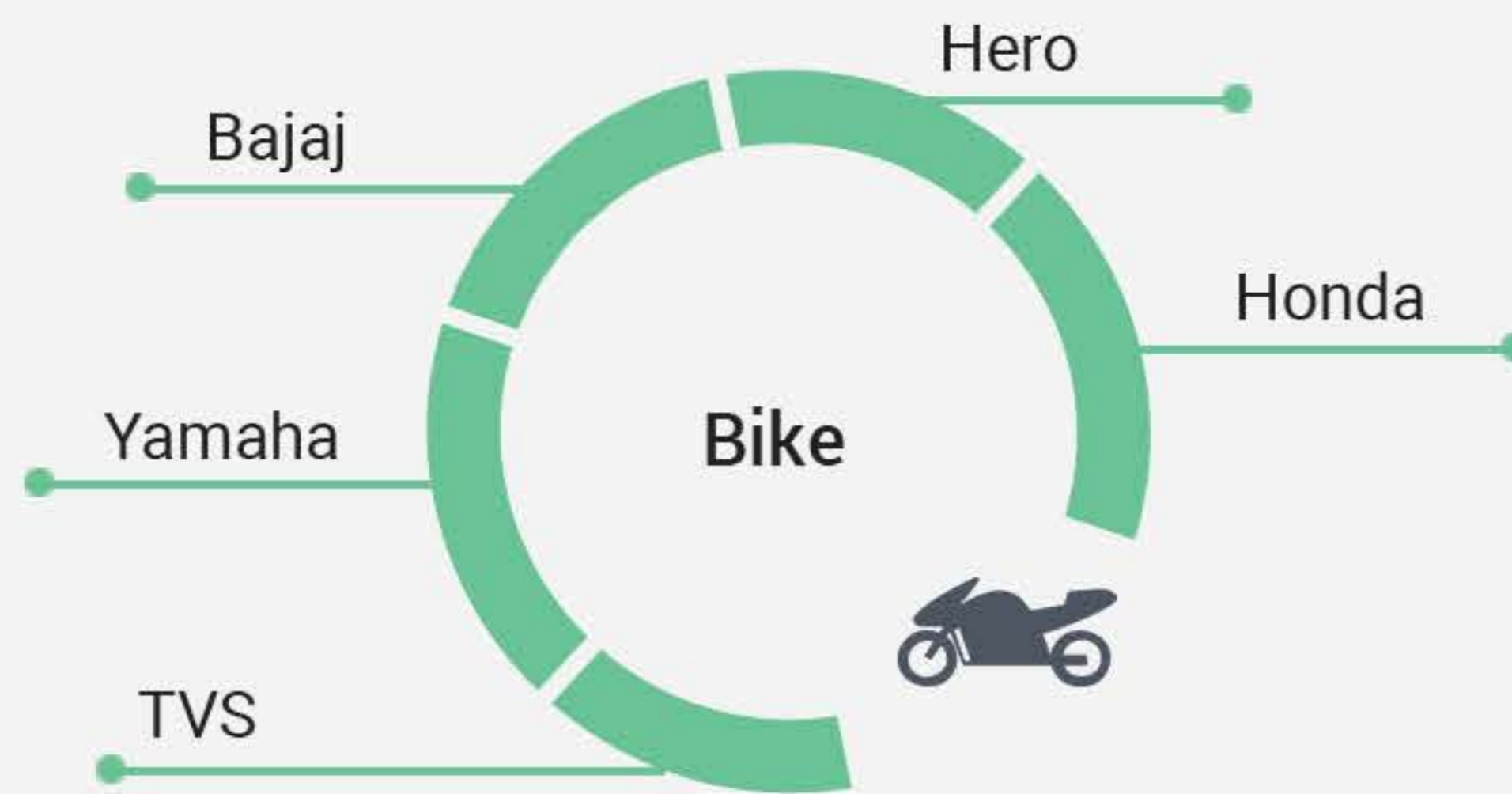
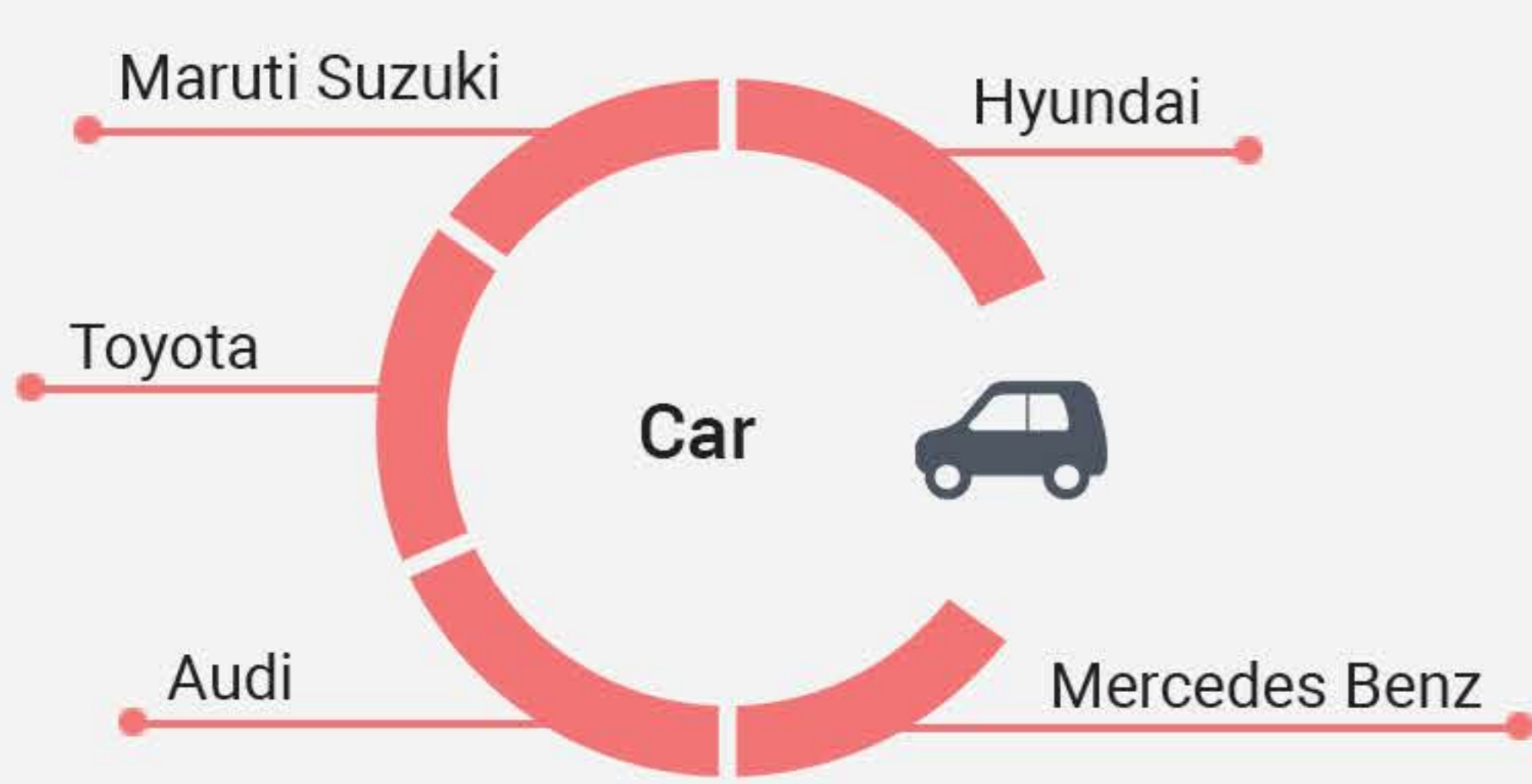


Top 10 Best Selling by Category

 Cars	 Bikes	 Scooters	 Super Bikes	 Luxury Cars
Toyota Fortuner	Hero Splendor Plus	Honda Activa 5g	Harley-Davidson Street 750	Mercedes-Benz E-Class
Maruti Suzuki Swift Dzire	Honda Cb Shine	Honda Activa125	Benelli Tnt 300	Mercedes-Benz C-Class
Toyota Innova	Hero Hf Deluxe	Honda Activa	Harley-Davidson Sportster 883	Bmw 5 Series
Maruti Suzuki Wagon R	Hero Passion Pro	Tvs Jupiter	Harley-Davidson Iron 883	Audi A4
Maruti Suzuki Swift	Honda Cd 110 Dream	Hero Maestro Edge	Benelli Tnt 25	Bmw 3 Series
Toyota Innova Crysta	Honda Livo	Suzuki Access	Harley-Davidson Fat Bob	Audi A6
Hyundai I10	Honda Cb Shine Sp	Honda Activa 3g	Hyosung St7	Audi Q7
Hyundai Santro Xing	Honda Cb Unicorn	Honda Aviator	Kawasaki Er-6n	Bmw X1
Bmw 5 Series	Hero Hf Deluxe I3s	Hero Destini 125	Kawasaki Ninja	Audi Q3
Mercedes-Benz E-Class	Hero Passion Pro I3s	Hero Duet	Triumph Speed Triple	Audi Q5

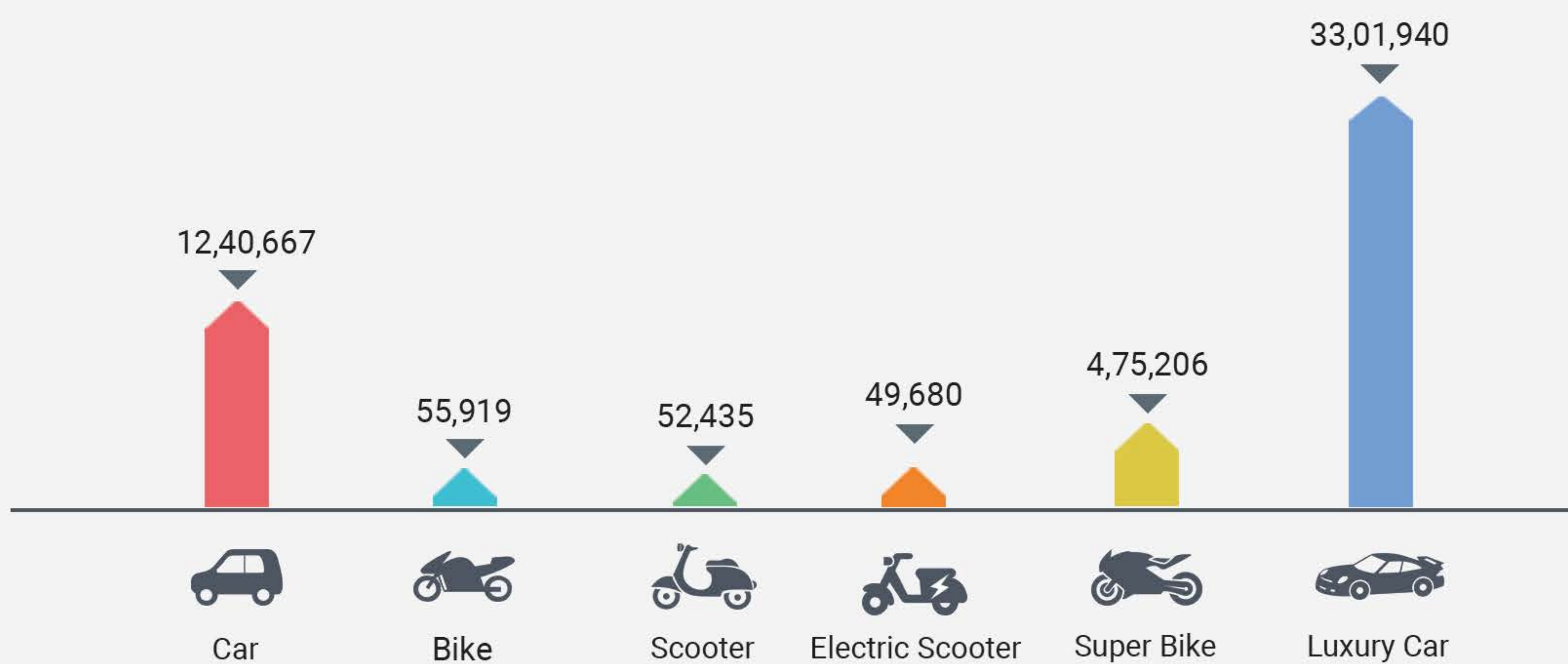
Droom's Automobile Online Quarterly

Top 5 Makes by Category



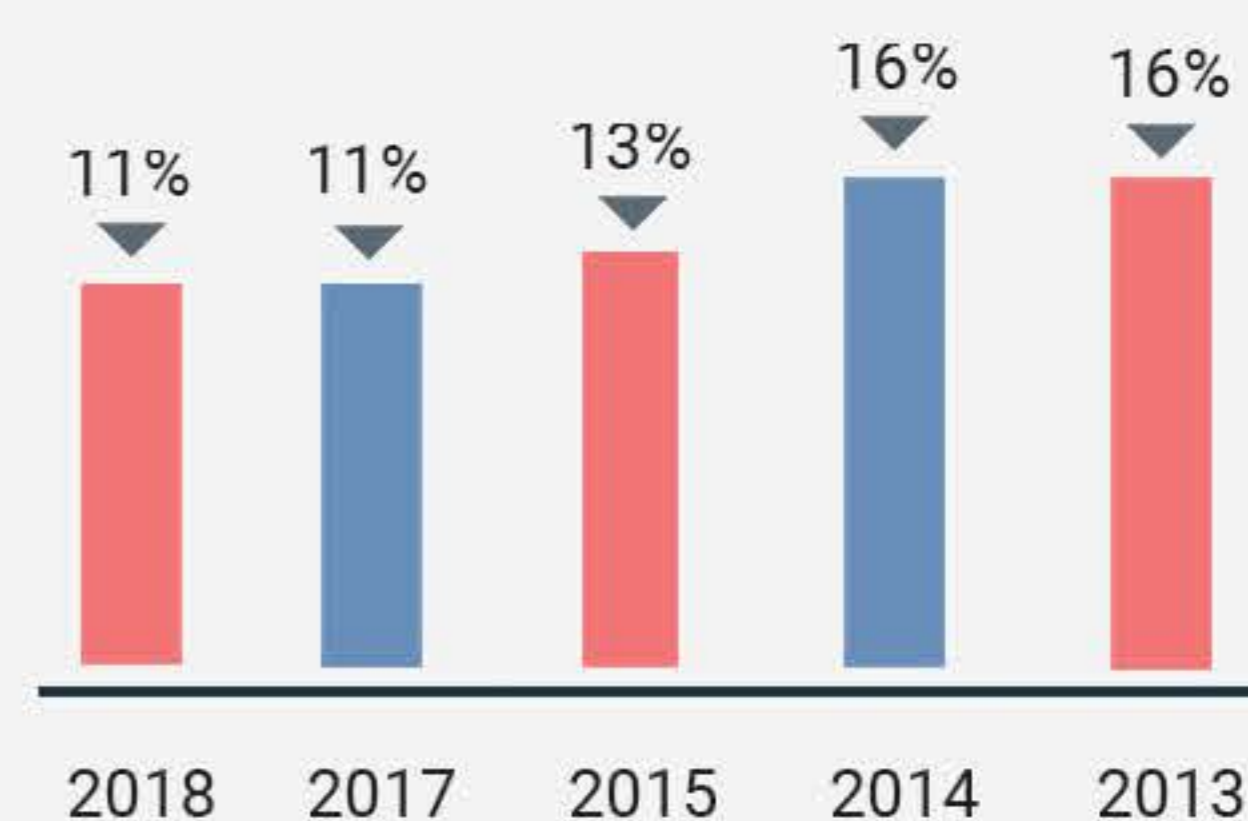
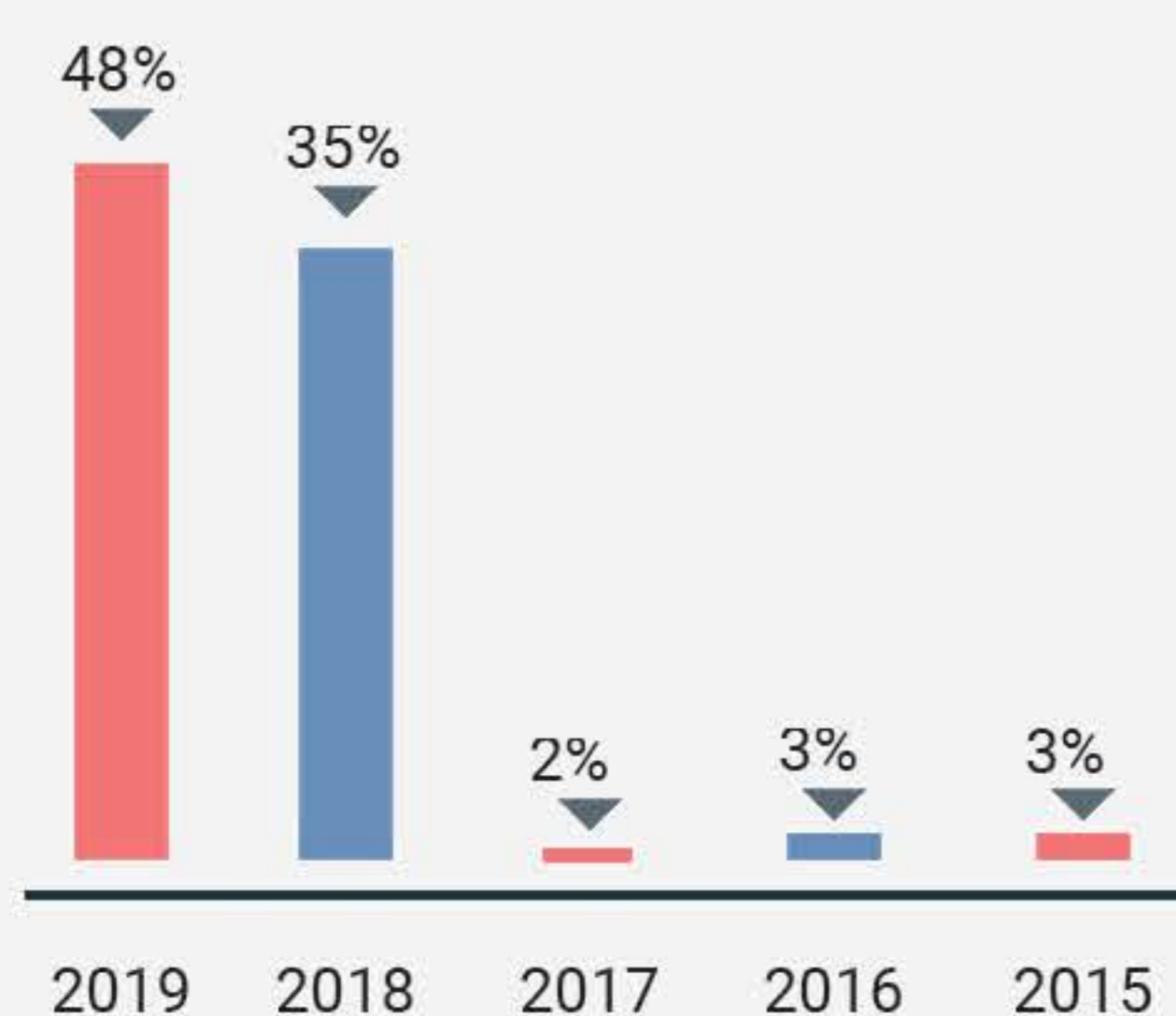
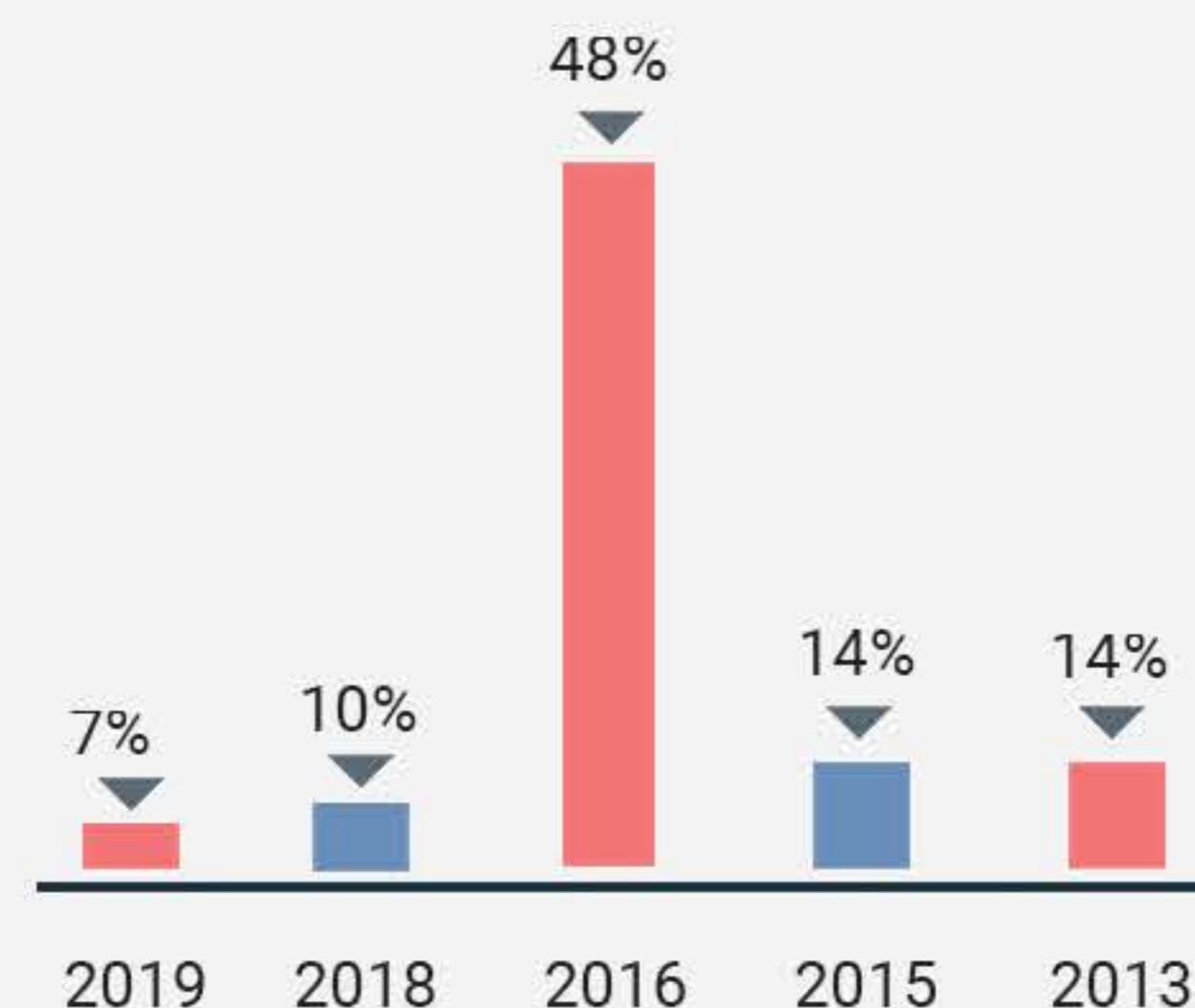
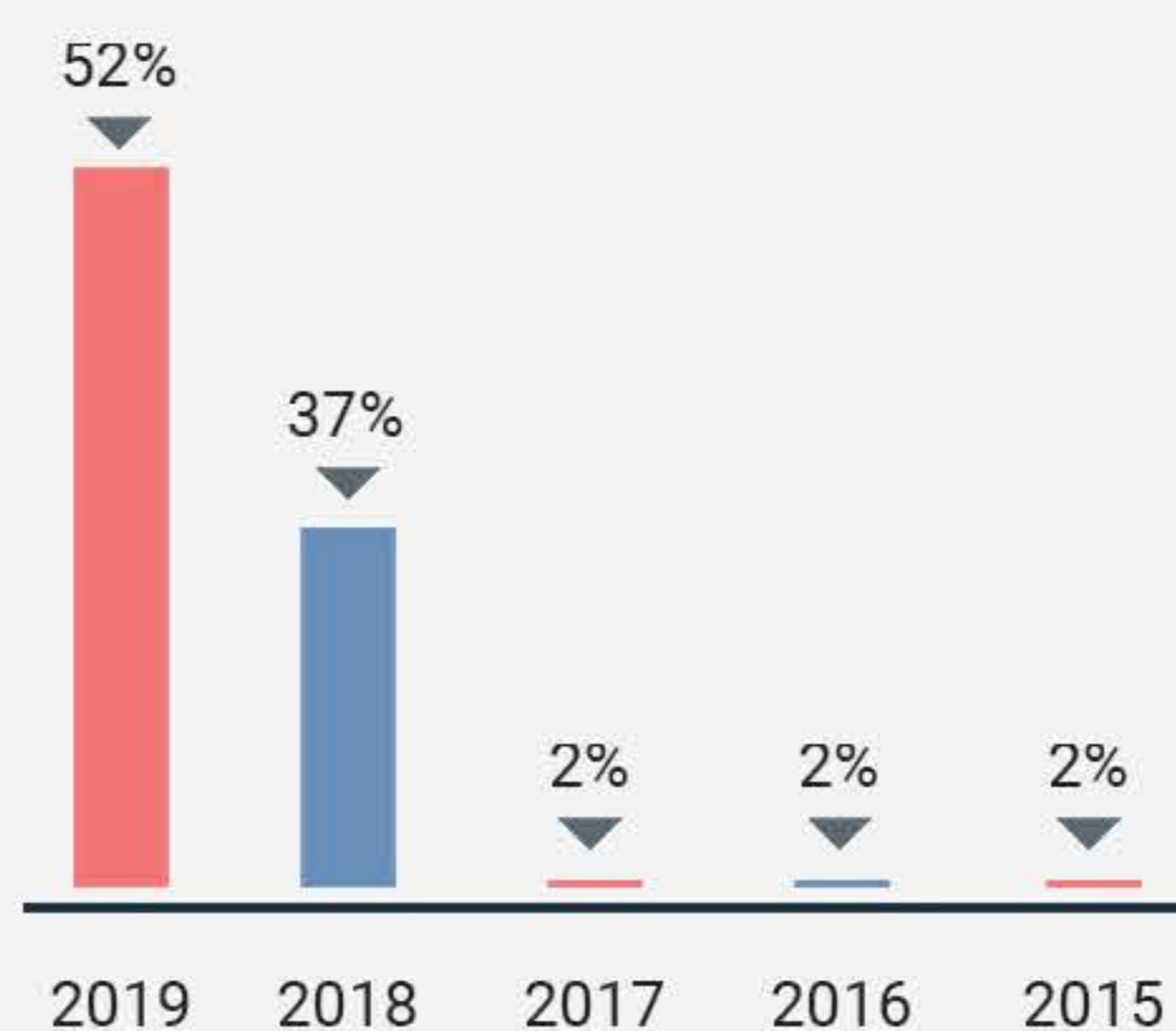
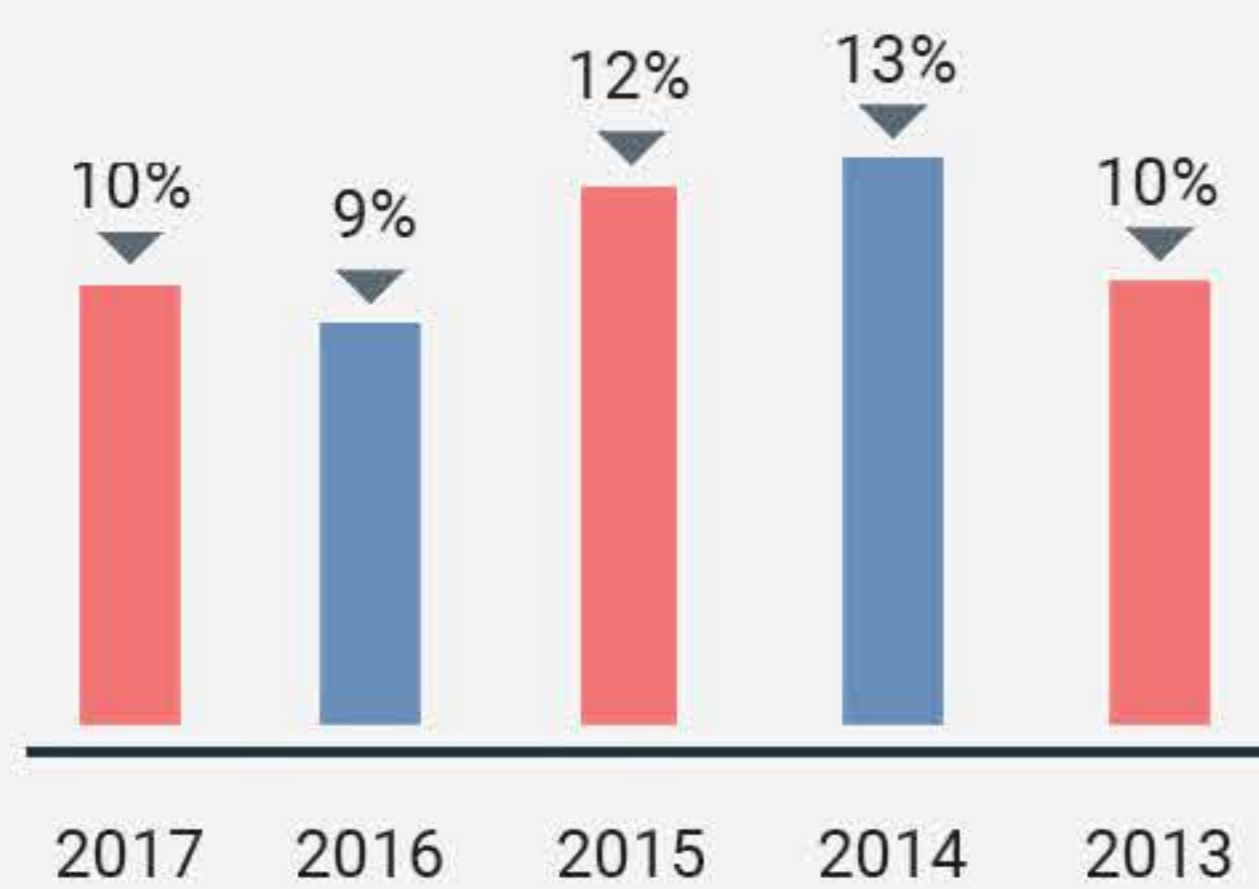
Average Selling Price of Used Automobiles

(In INR)



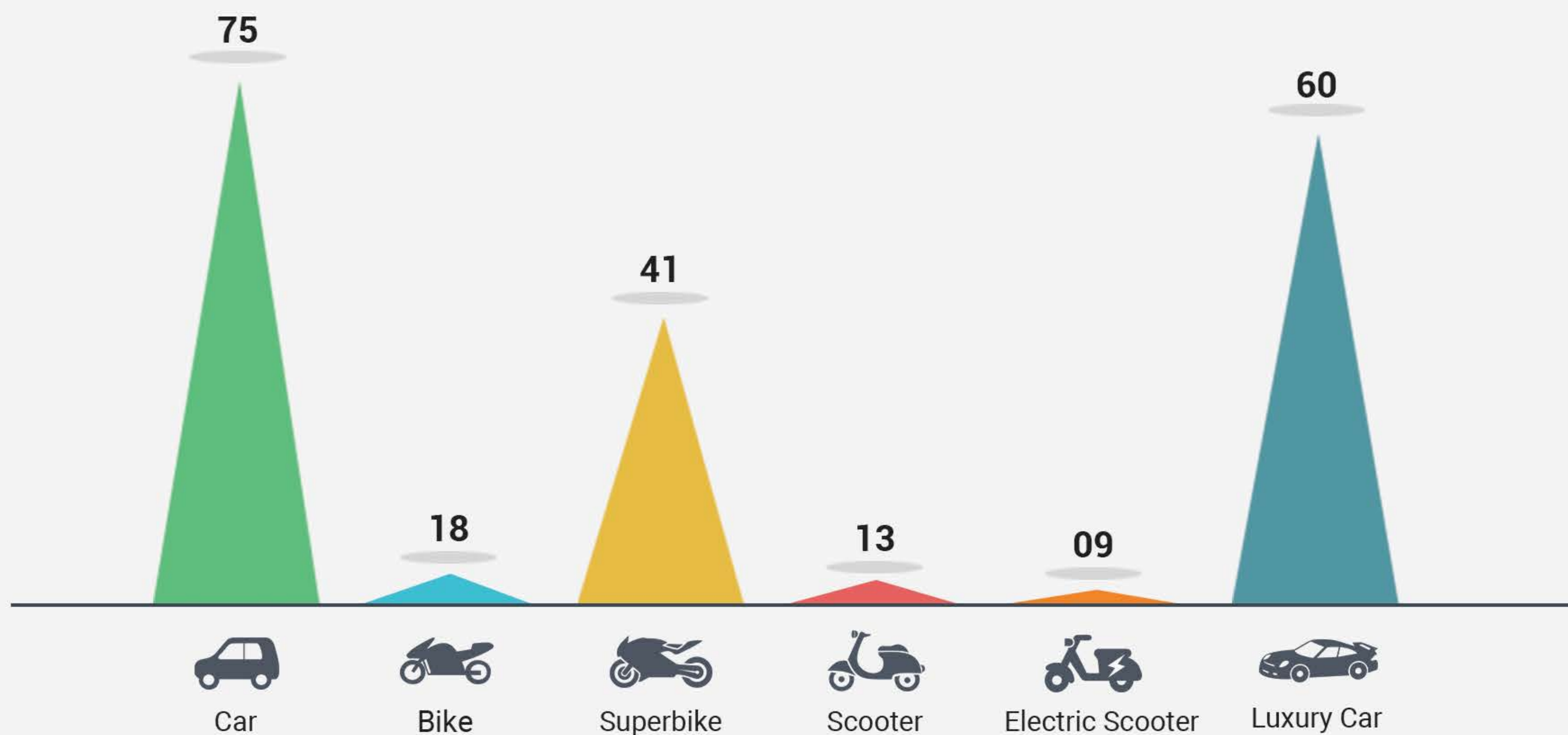
Droom's Automobile Online Quarterly

Most Popular Years by Category



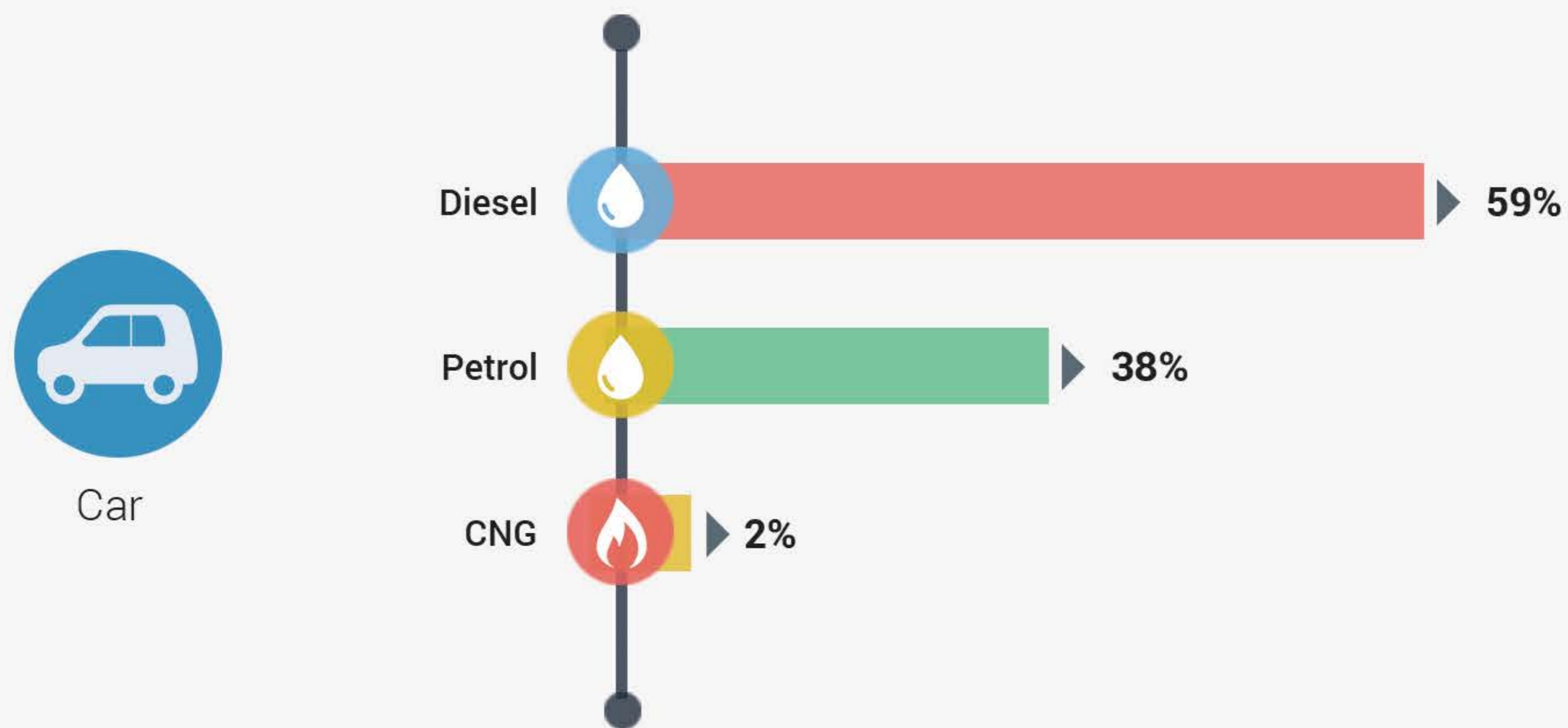
Average Duration of Ownership by Category

(In Months)

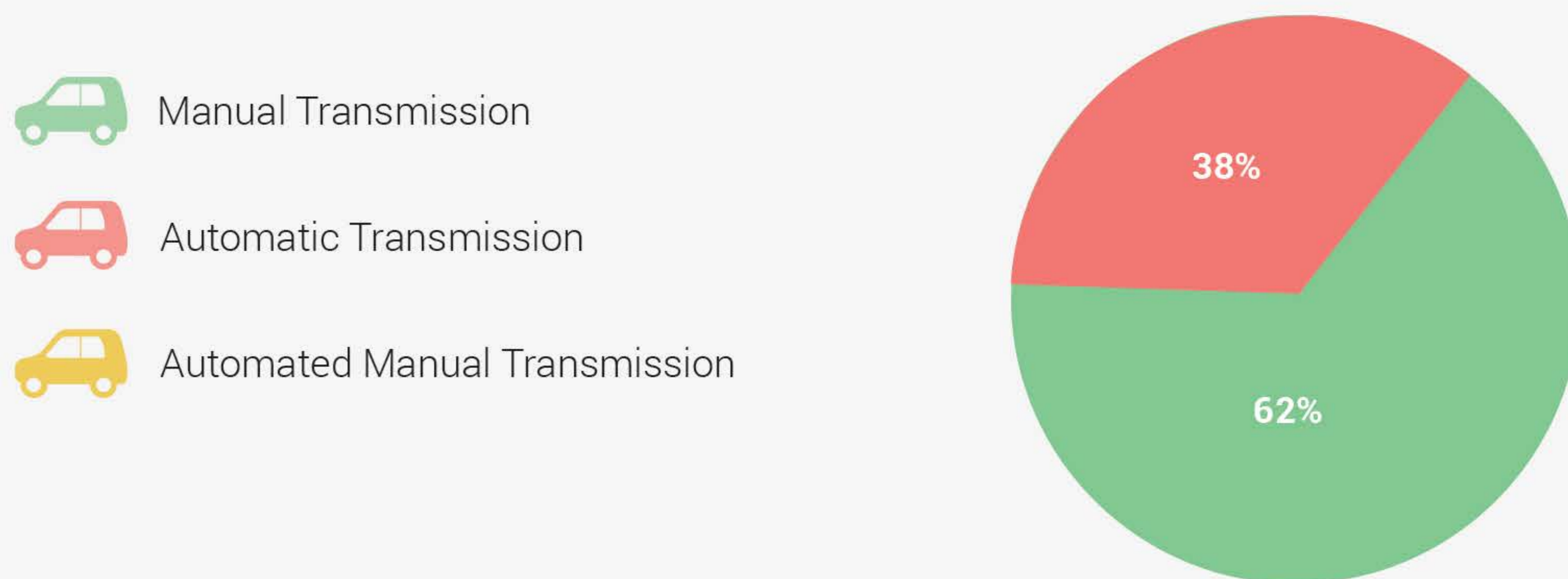


Droom's Automobile Online Quarterly

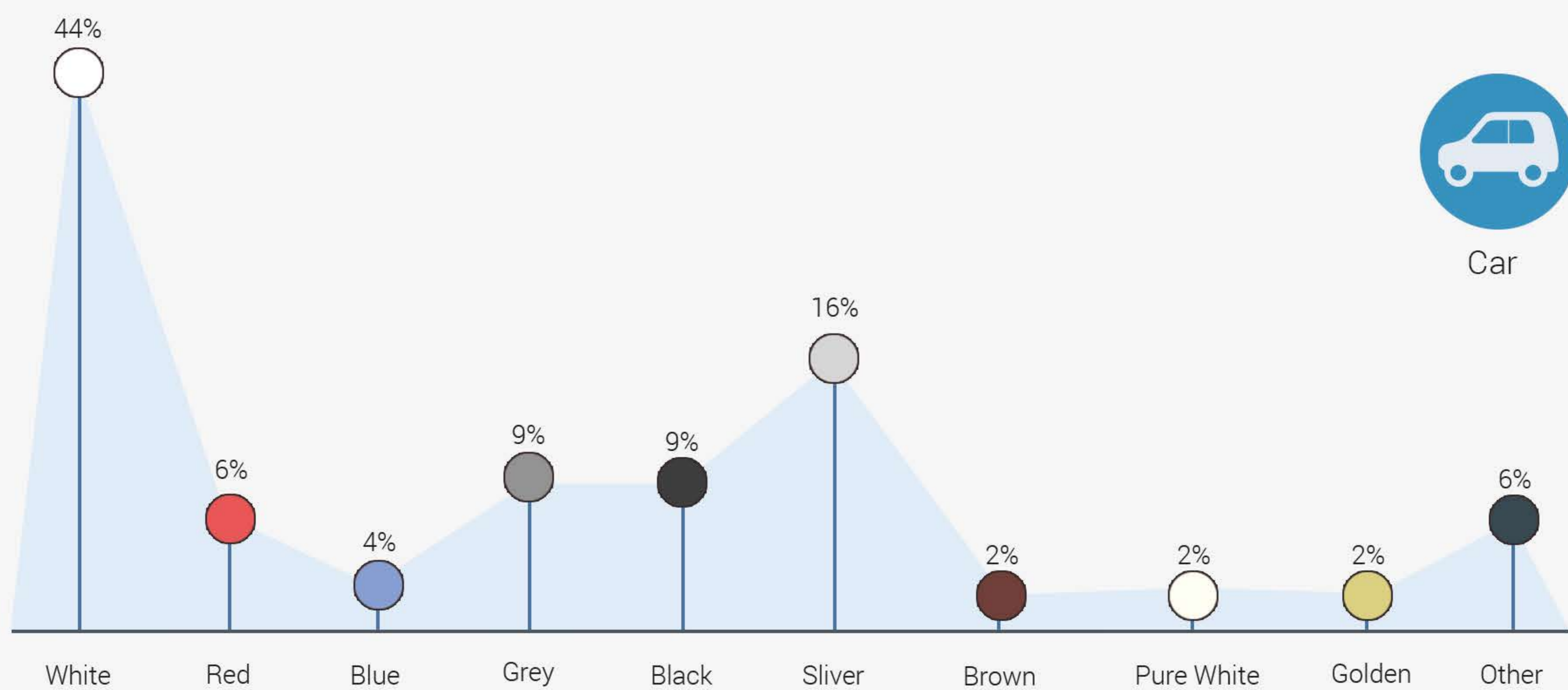
Cars by Fuel Type



Cars by Transmission Type



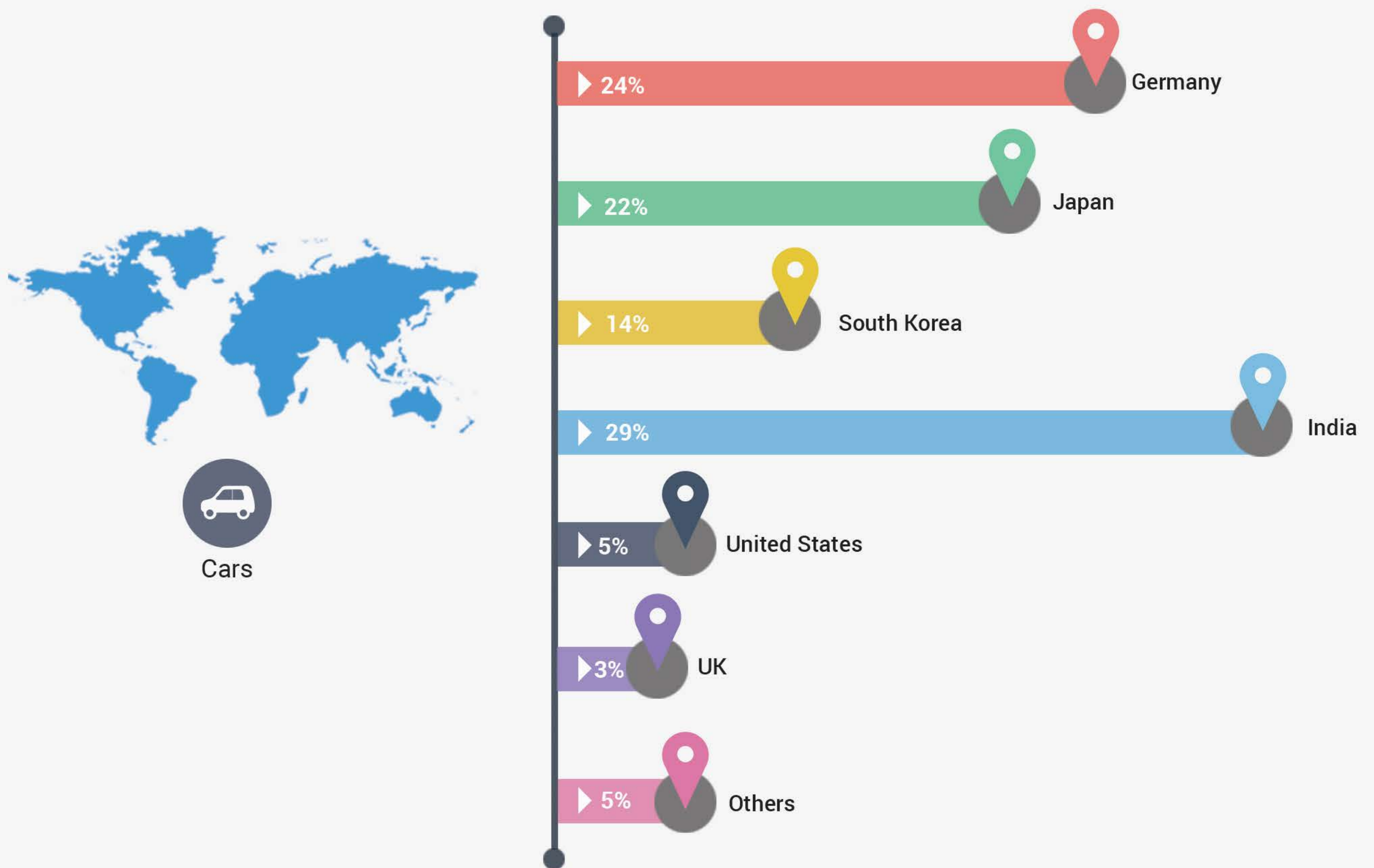
Cars by Color



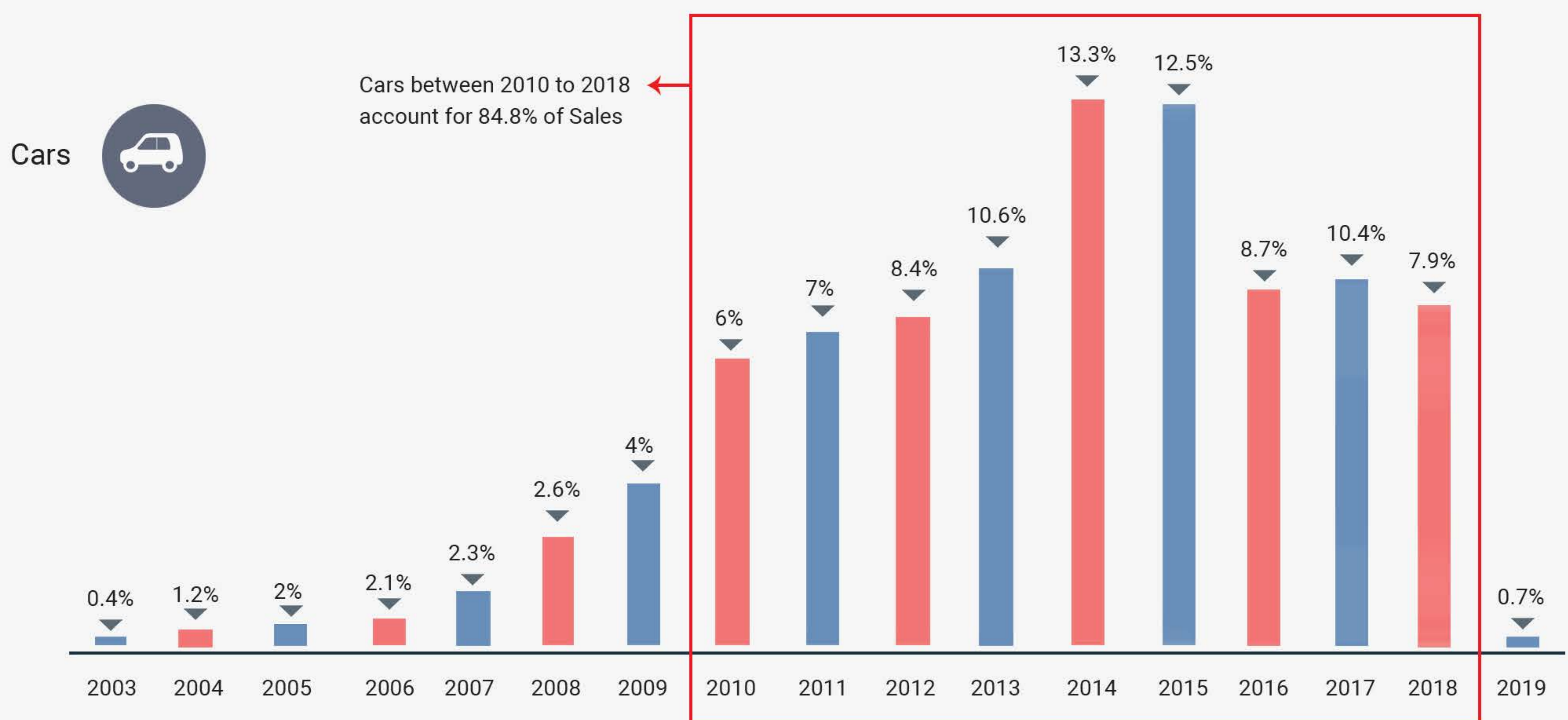
* Data on this page includes both cars & luxury cars

Droom's Automobile Online Quarterly

Cars by Country of Origin



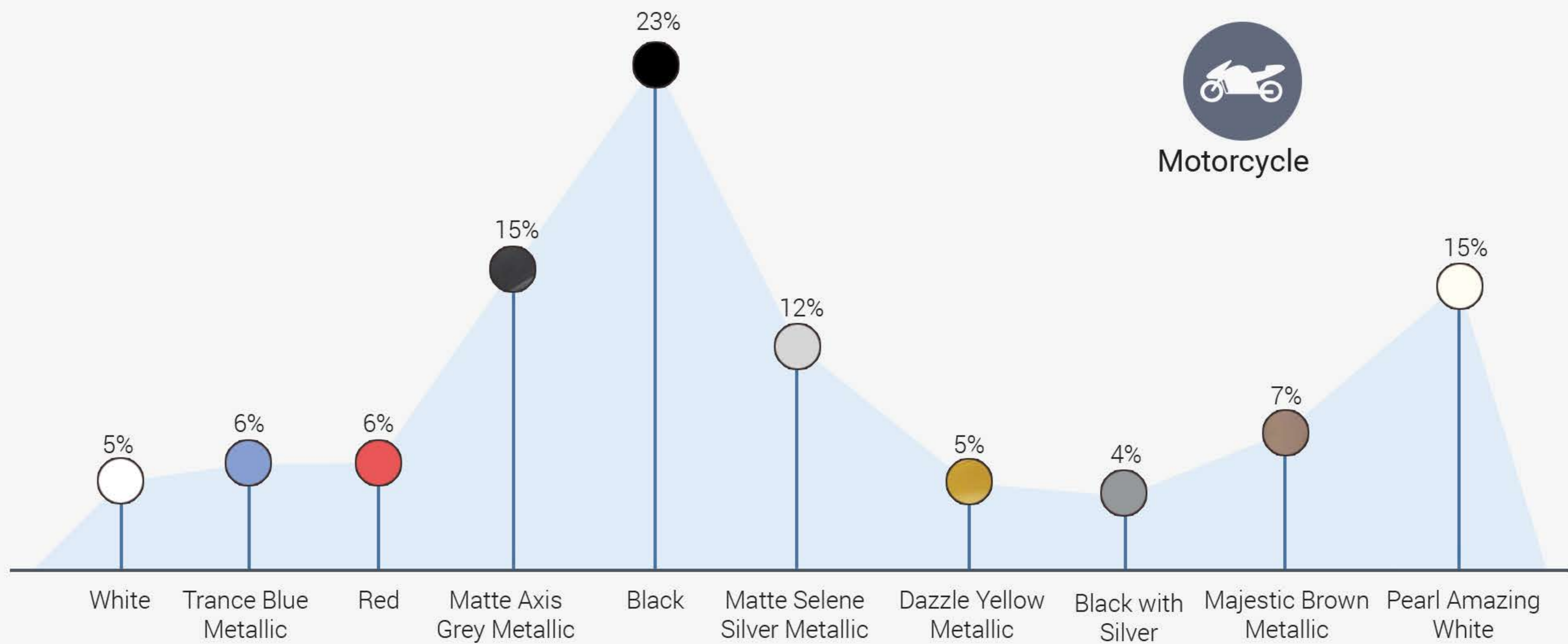
Cars by Year of Manufacture



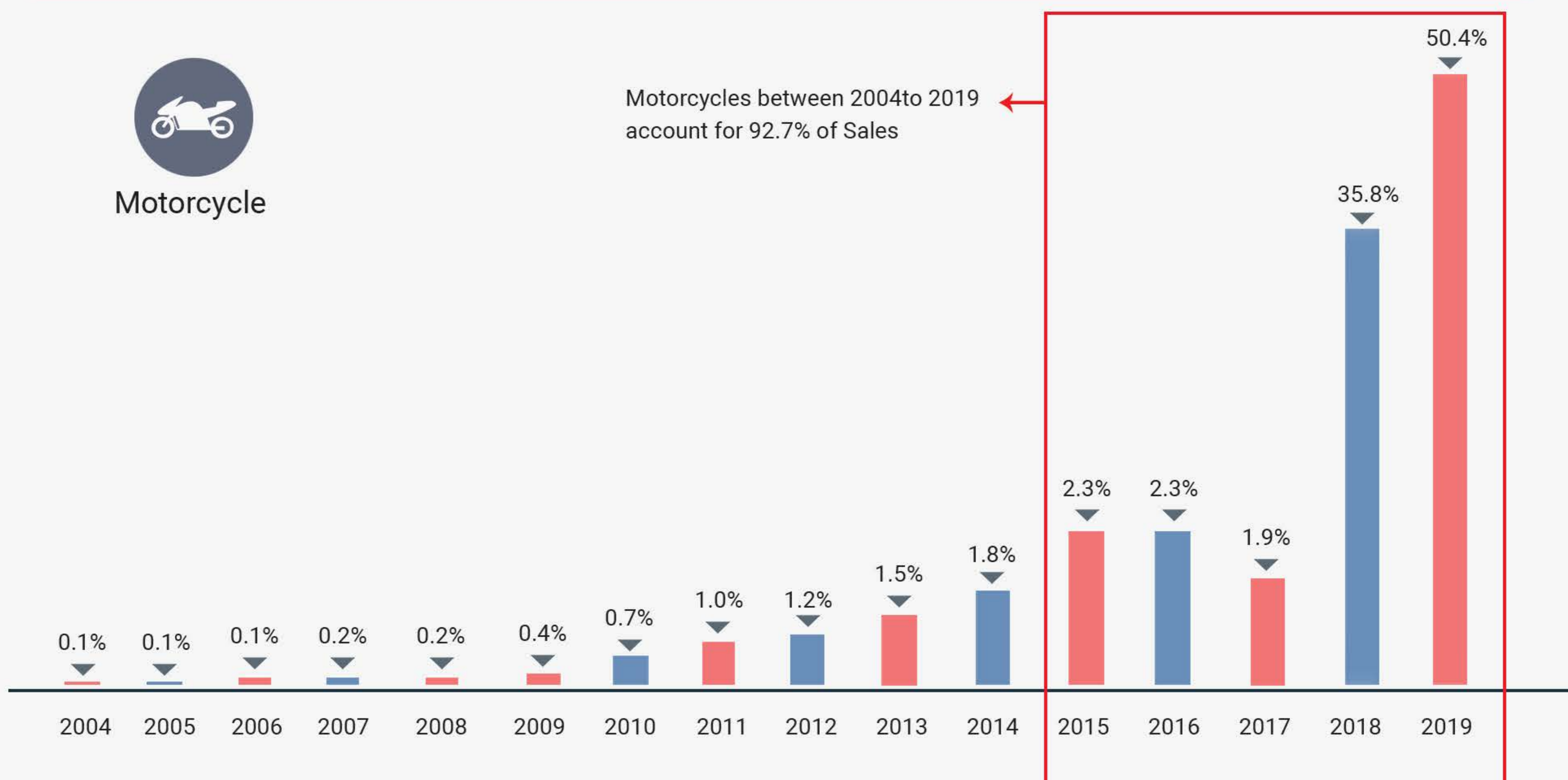
* Data on this page includes both cars & luxury cars

Droom's Automobile Online Quarterly

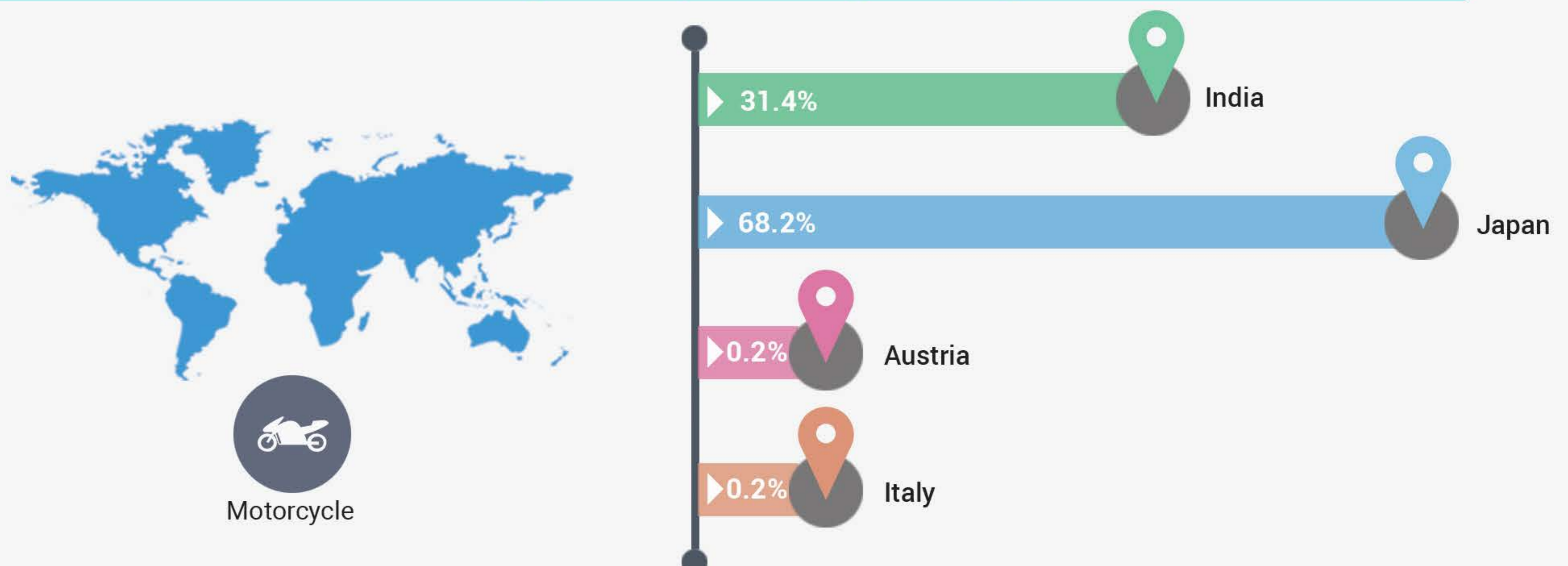
Motorcycles by Color



Motorcycles by Year of Manufacture



Motorcycles by Country of Origin



* Data on this page includes bikes, superbikes & scooters

Droom's Automobile Report

Top 10 Cities

Top Cities

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

Emerging Cities

1	Bilaspur
2	Mumbai
3	Hissar
4	Faridabad
5	Chittorgarh
6	Rajsamand
7	Chandrapur
8	Kolkata
9	Dharamkot
10	Gurgaon

About Droom

Droom is the 3rd largest E-commerce company in India in terms of GMV and the largest online auto marketplace for buying and selling new and used automobiles with over 70% market share of the automobile transactions online.

Droom is headquartered in Gurugram, India, with a team size of 450+. 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.

Droom has in-built tech and data science tools to create the entire eco-system around used automobiles, including OBV (pricing engine), Eco (121 points vehicle inspection), History (200 million vehicle history records), Discovery (dozens of pre-buying tools) and Credit (India's first and only marketplace for used vehicles' loans). The company is currently generating \$1.1Bn+ in annualized GMV and growing at a rate of 150% Y/Y. Droom has presence in 830+ cities across India (India's largest hyper local marketplace), 270K+ auto dealers (largest auto dealer platform in India), 48 Million+ monthly visitors, nearly 8 Million+ app downloads and 6 Million+ Facebook followers.

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



MARKETPLACE



CATEGORIES



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VEHICLE



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