

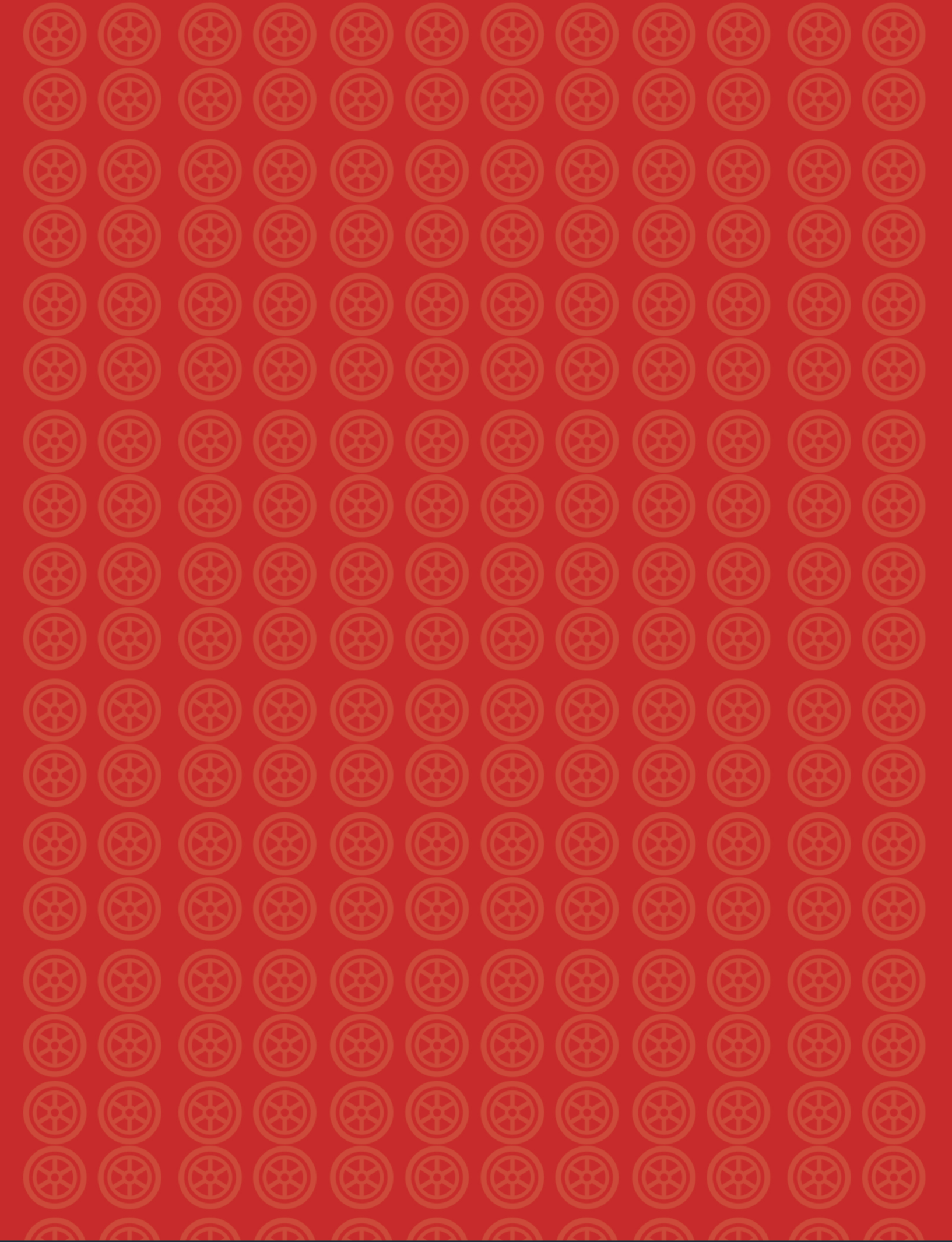


Droom's Automobile Trend Report

Q1 -CY 2020



India's Most Trusted Motorplace



Droom's Automobile Online Quarterly

Top Trends

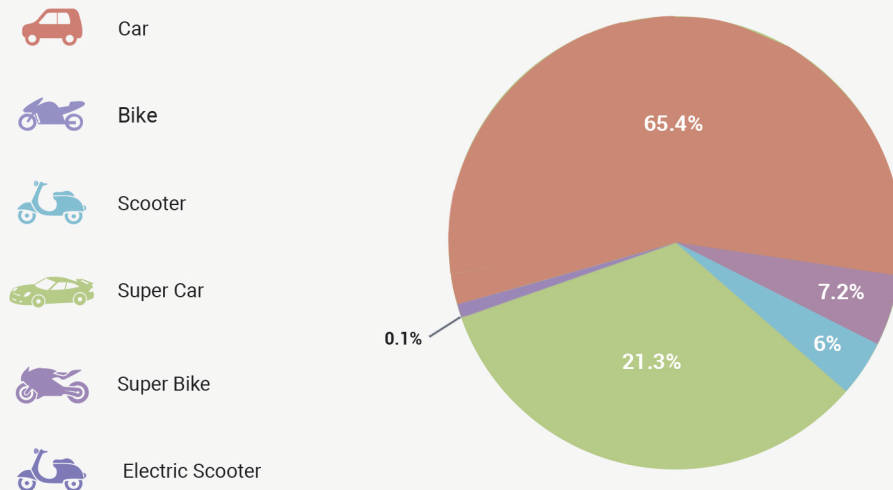
| | |
|----|---|
| 1 | Most Popular Car: Toyota Fortuner |
| 2 | Most Popular Bike: Bajaj Pulsar |
| 3 | Most Popular Scooter: Honda Activa |
| 4 | Most Popular Superbike: Hyosung Aquila Pro gv650 |
| 5 | Most Popular Luxury Car: Mercedes-Benz E-Class |
| 6 | Most Popular: Toyota Fortuner |
| 7 | Most Popular Electric Scooter: Ampere V |
| 8 | Royal Enfield: Royal Enfield Classic, Thunderbird, Continental GT, Bullet |
| 9 | Delhi, Hisaar Jaipur: Top 3 cities |
| 10 | Super Bikes: Very Noticable Pick up Demand for Superbikes Online |
| 11 | Increased Auto Inspection Orders: Customer Awareness going up, more Customers demanding Auto Inspection Reports |
| 12 | Most Costly Car Listed On Droom: Rolls Royce Ghost Series Extended Wheelbase 2018 - INR 5,24,45,590 Cr |
| 13 | Most Costly Bike Listed On Droom: Ducati Scrambler 1100 Special 2020 - INR 11,12,000 Lac |

* 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)

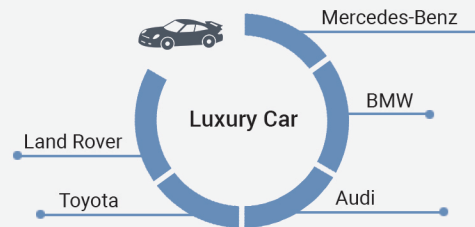
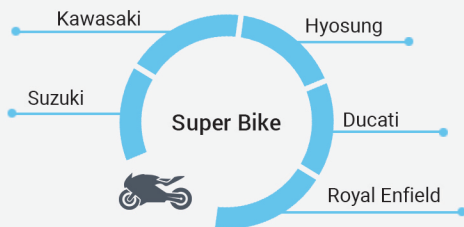
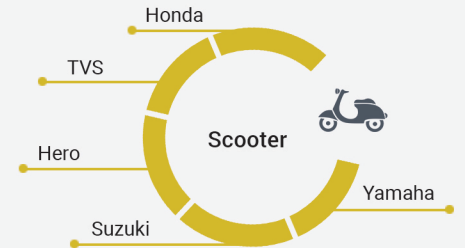
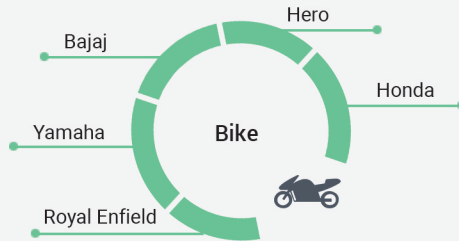
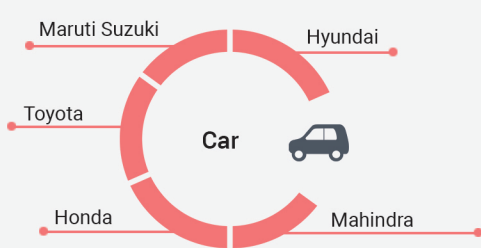


Top 10 Best Selling by Category

| Cars | Bikes | Scooters | Super Bikes | Luxury Cars |
|---------------------------|-----------------------|-----------------|-----------------------------|-----------------------|
| Toyota fortuner | Bajaj Pulsar | Honda activa | Hyosung aquila pro gv650 | Mercedes-Benz e-class |
| Maruti Suzuki Swift Dzire | Hero Splendor Plus | TVS jupiter | Suzuki Hayabusa | Bmw 5 series |
| Maruti Suzuki swift | Hero passion pro | Honda activa 3g | Harley-davidson forty eight | Mercedes-Benz c-class |
| Toyota innova | TVS apache rtr | Honda activa 4g | Indian scout bobber | Toyota Land Cruiser |
| Toyota innova crysta | Bajaj discover | Suzuki access | Bmw s 1000 rr | Mercedes-Benz glc |
| Honda City | Bajaj avenger | Honda activa 5g | Ducati scrambler | Audi q7 |
| Maruti Suzuki wagon r | Honda cb shine | Honda aviator | Hyosung gt250r | Audi a4 |
| Hyundai i20 | Royal Enfield classic | Honda activa125 | Kawasaki z650 | Audi a6 |
| Hyundai i10 | Bajaj platina | Hero pleasure | Kawasaki z900 | Bmw 3 series |
| Ford Endeavour | Hero splendor pro | Yamaha fascino | Kawasaki Ninja | Mercedes-Benz gle |

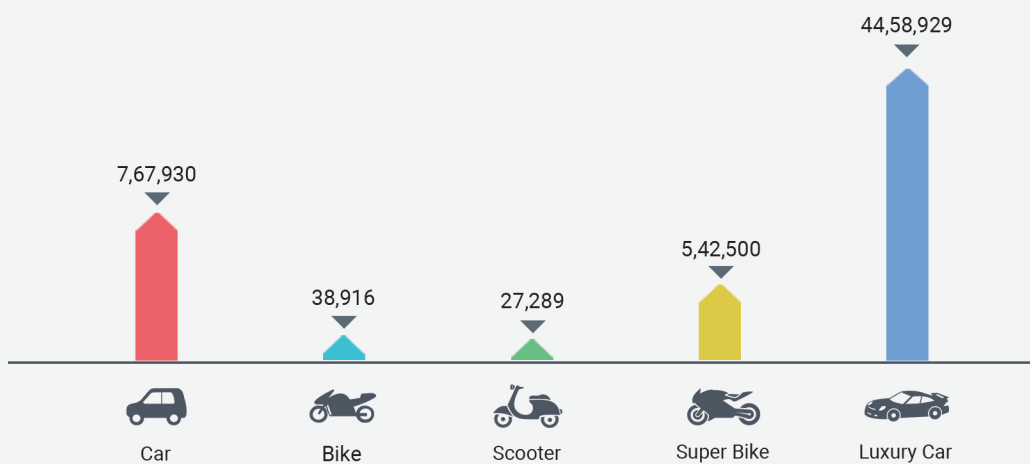
Droom's Automobile Online Quarterly

Top 5 Makes by Category



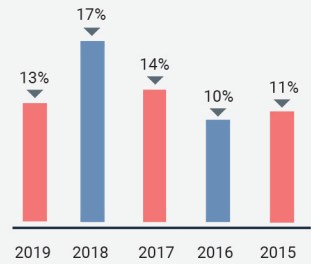
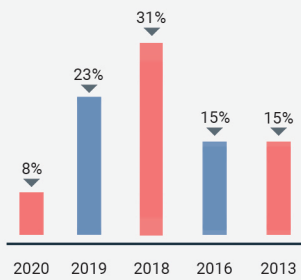
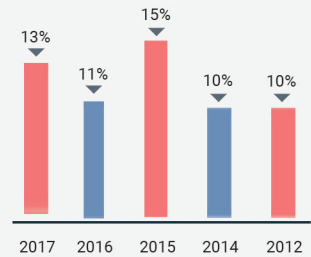
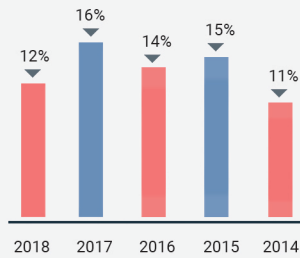
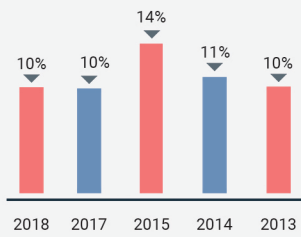
Average Selling Price of Used Automobiles

(In INR)



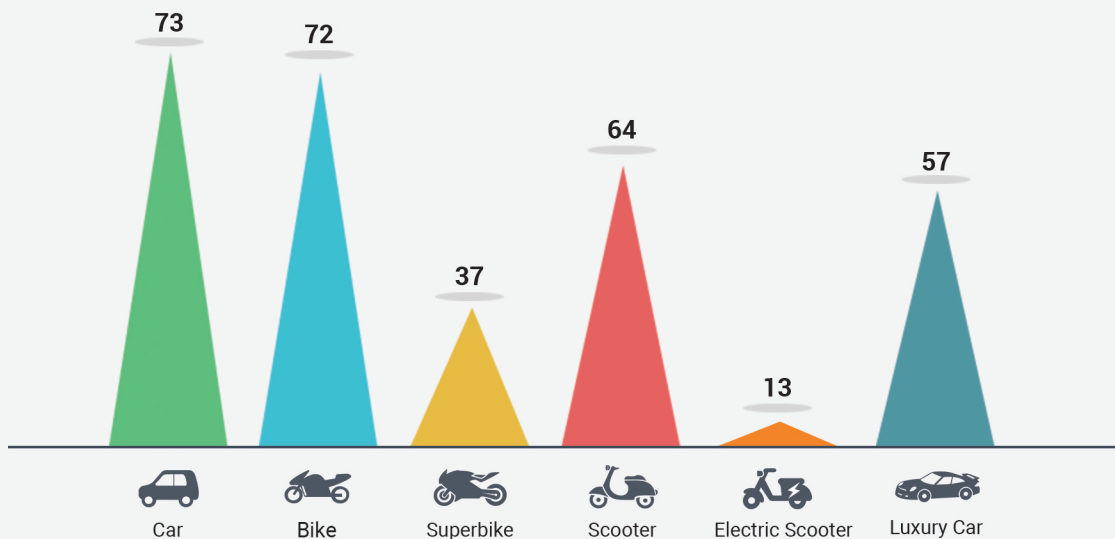
Droom's Automobile Online Quarterly

Most Popular Years by Category



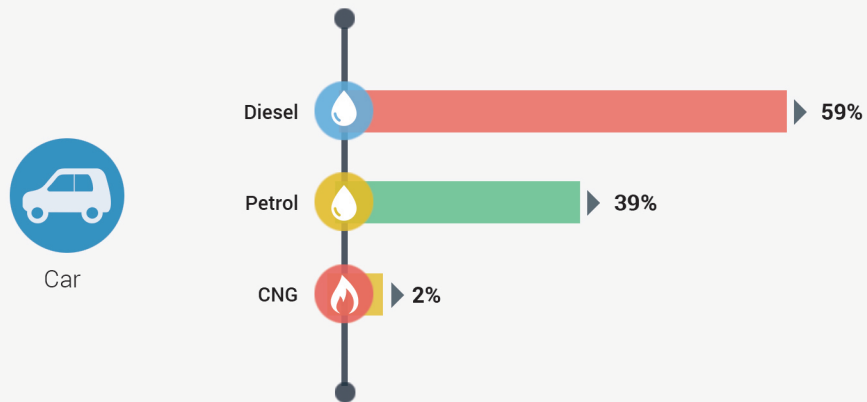
Average Duration of Ownership by Category

(In Months)

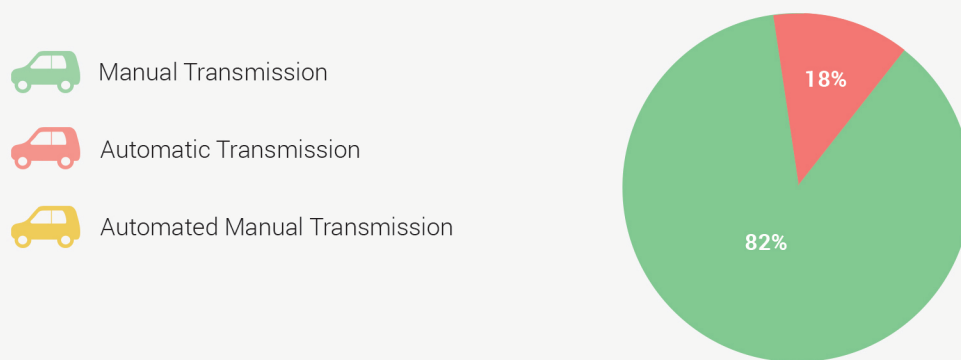


Droom's Automobile Online Quarterly

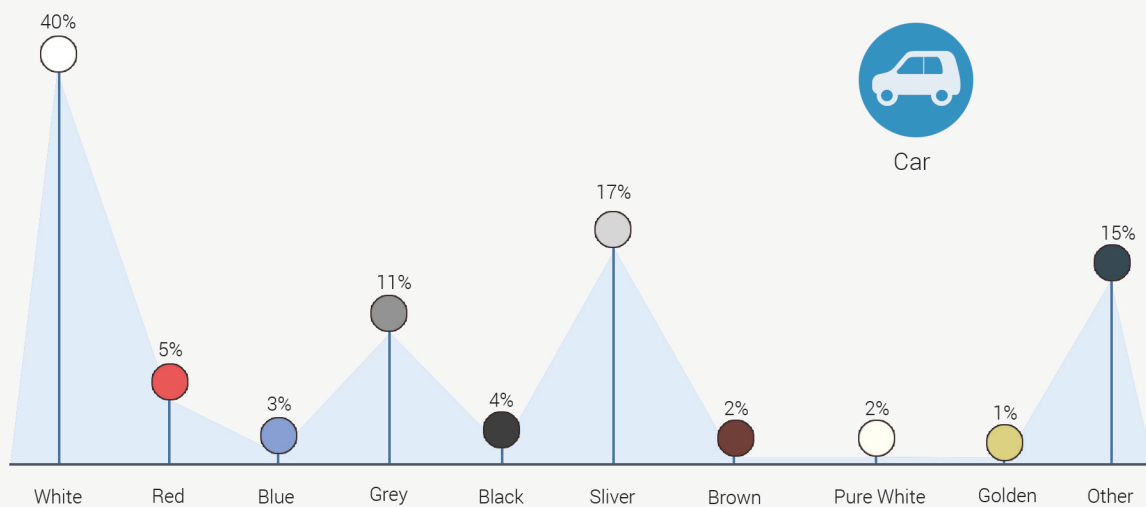
Cars by Fuel Type



Cars by Transmission Type



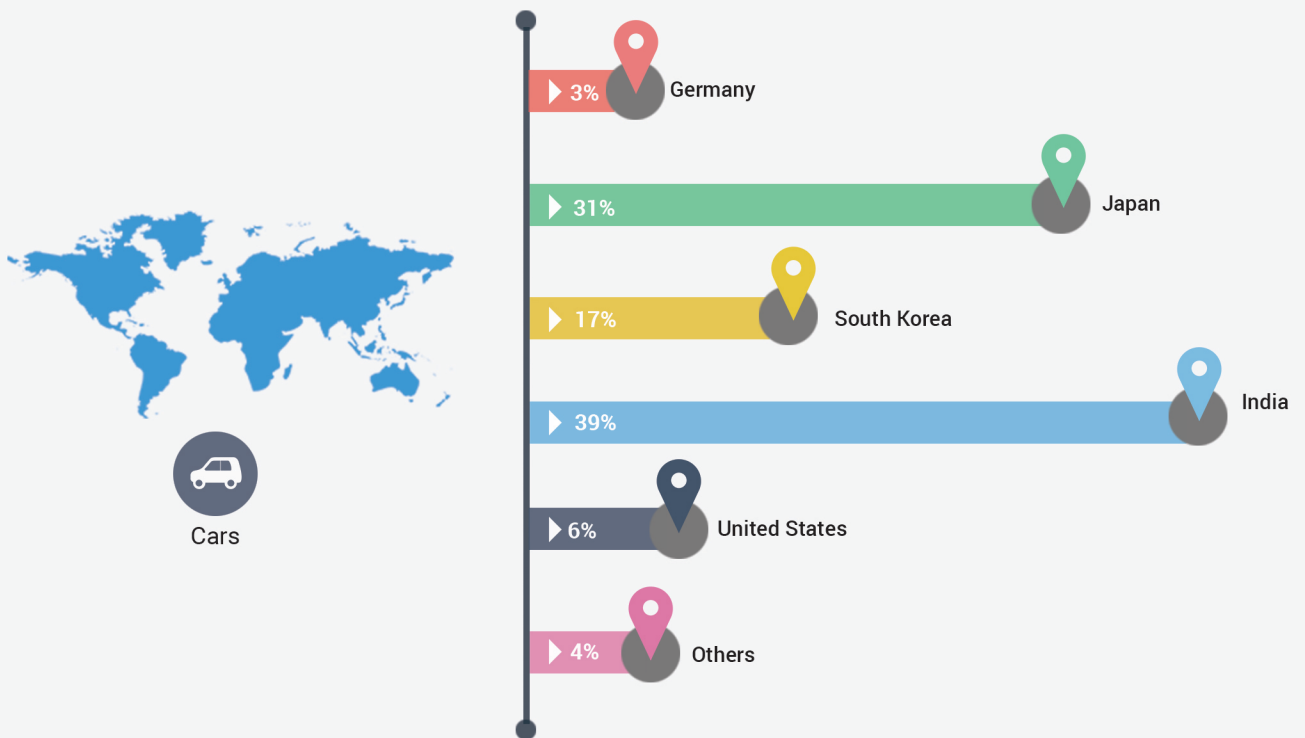
Cars by Color



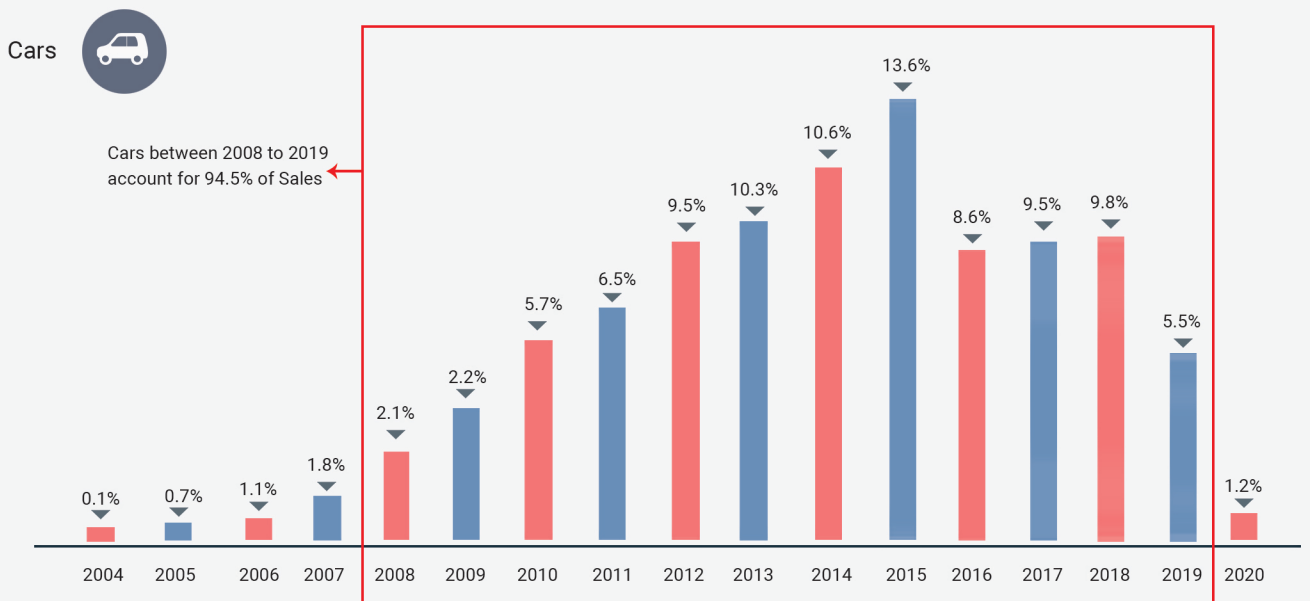
* Data on this page includes both cars & luxury cars

Droom's Automobile Online Quarterly

Cars by Country of Origin of OEM



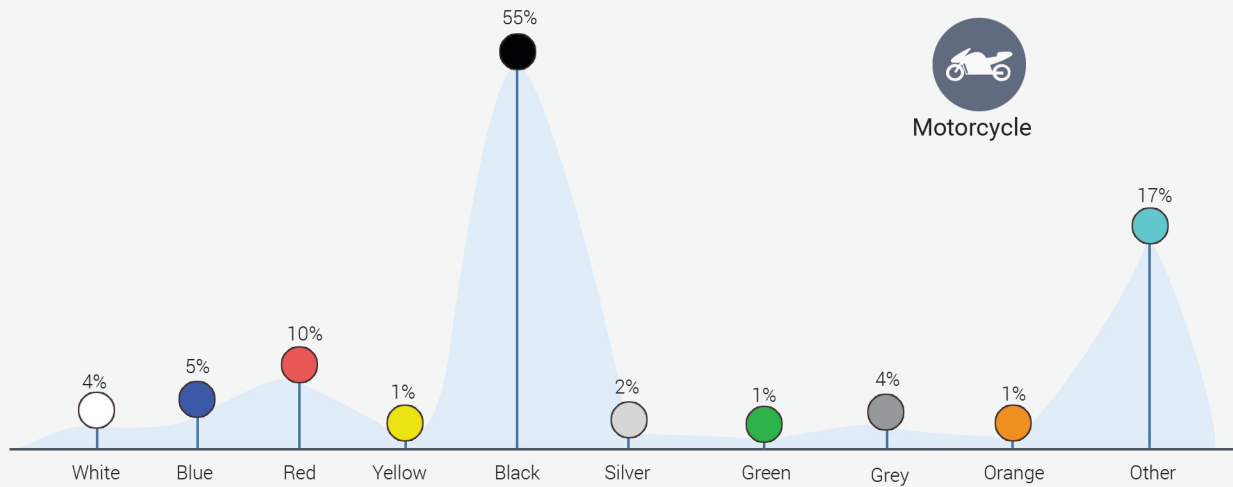
Cars by Year of Manufacture



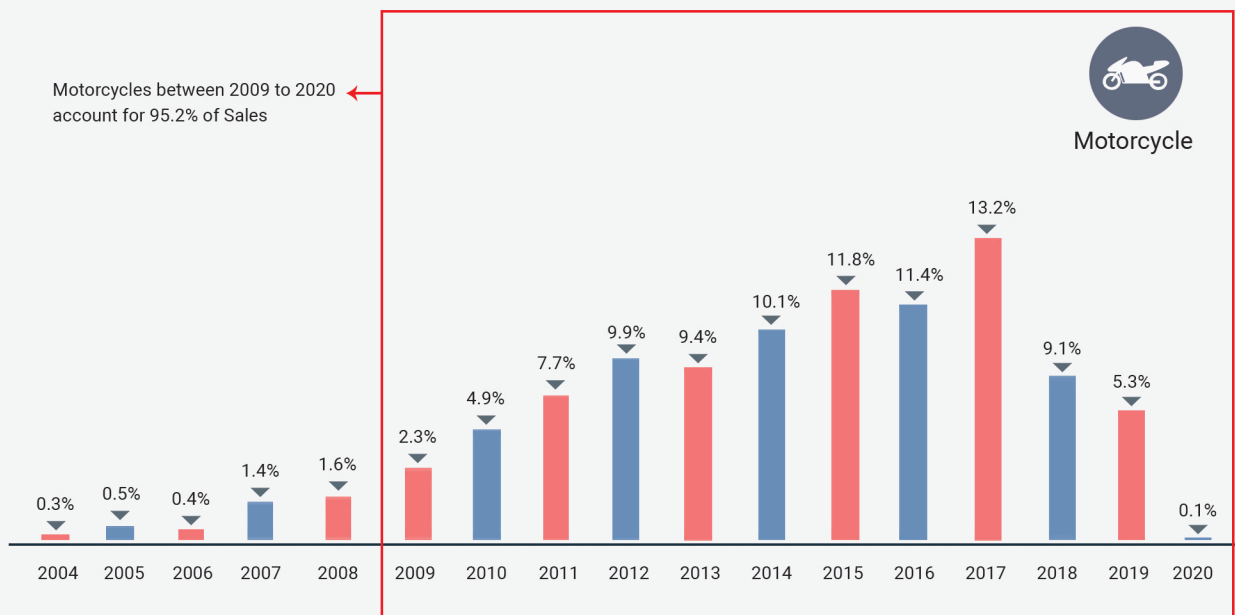
* Data on this page includes both cars & luxury cars

Droom's Automobile Online Quarterly

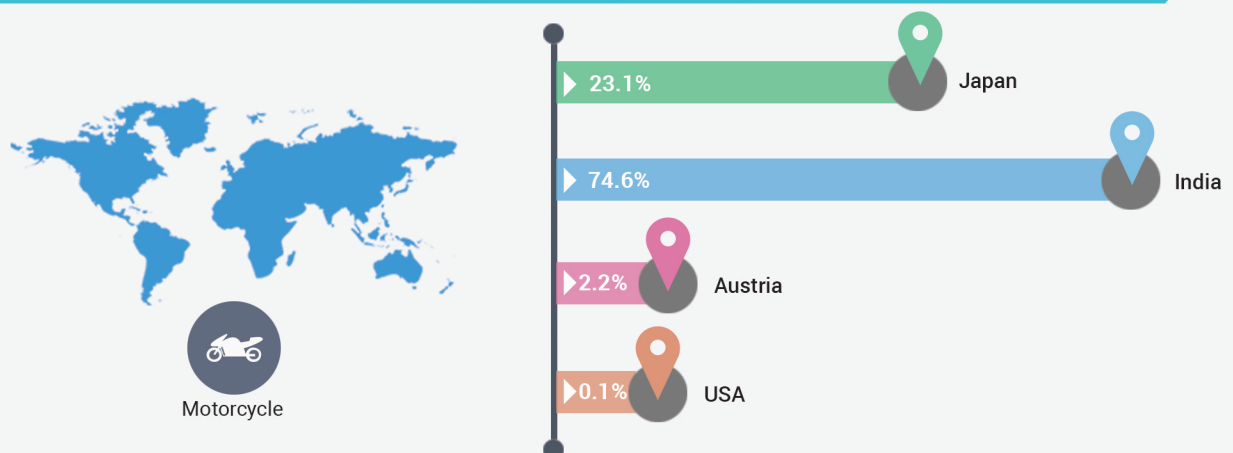
Motorcycles by Color



Motorcycles by Year of Manufacture



Motorcycles by Country of Origin of OEM



* Data on this page includes bikes, superbikes & scooters

Droom's Automobile Online Report

Top 10 Cities

Top 10 Cities

| | |
|----|-----------|
| 1 | Delhi |
| 2 | Hissar |
| 3 | Jaipur |
| 4 | Bangalore |
| 5 | Mumbai |
| 6 | Ludhiana |
| 7 | Hyderabad |
| 8 | Faridabad |
| 9 | Ahmedabad |
| 10 | Gurgaon |

Top 10 Emerging Cities

| | |
|----|---------------------|
| 1 | Pune |
| 2 | Muktsar |
| 3 | Kolkata |
| 4 | Nagpur |
| 5 | Lucknow |
| 6 | Mohali |
| 7 | Jalandhar |
| 8 | Gautam Buddha Nagar |
| 9 | Bankura |
| 10 | Chennai |

ABOUT DROOM

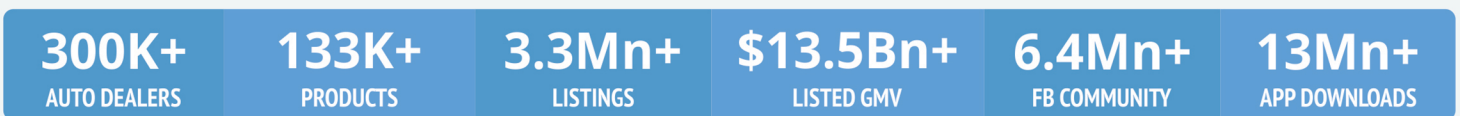
Droom is an AI and data science-driven online transactional platform, which offers 21st century experience in buying and selling of used and new automobiles in India and other emerging markets. Droom has built an entire eco-system around used automobiles for the digital economy, including Orange Book 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 \$1.3 Billion in annualized GMV and growing at a rate of 100% Y/Y. Droom has presence in 1,049+ cities across India (India's largest hyper-local marketplace), 300K+ auto dealers (largest auto dealer platform in World), 11 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 421+. 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

Marketplace Formats



Pricing Formats



Buyer Surety



Buyer Protection



Rating & Review



Pay 3% Online & 97% Offline



World Class Customer Support



Full Circle Trust



CATEGORIES

BIG ASSETS

- Car
- Bike
- Scooter
- Bicycle
- SuperBike
- SuperCars
- Vintage Scooter
- Vintage Bike
- Vintage cars
- Ride On Vehicles
- Electric Vehicles
- Commercial Vehicles
- Planes

ANCILLARY SERVICES

- Auto Inspection
- Service & Repairs
- Fun Rides & Rentals
- RTO Services
- Car Care & Detailing
- Doorstep Test Drive

CERTIFICATION SERVICES

- OBV (ORANGE BOOK VALUE) Resale ka MRP
- eco (Doorstep Auto Inspection)
- History (Used Vehicle History Report)

DROOM FINTECH

- droom Credit (21st Century Auto Financing)
- Auto Financing
- Dealer Financing
- Escrow Services
- Insurance
- Road Side Assistance
- Warranty
- Half Day Insurance
- Buyer Surety



WIDE
SELECTION



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PRICES



VERIFIED
SELLER



INSPECTED
VEHICLE



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USA: Droom Labs Inc. 2201 Walnut Avenue, Suite 190, Fremont, CA 94538



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