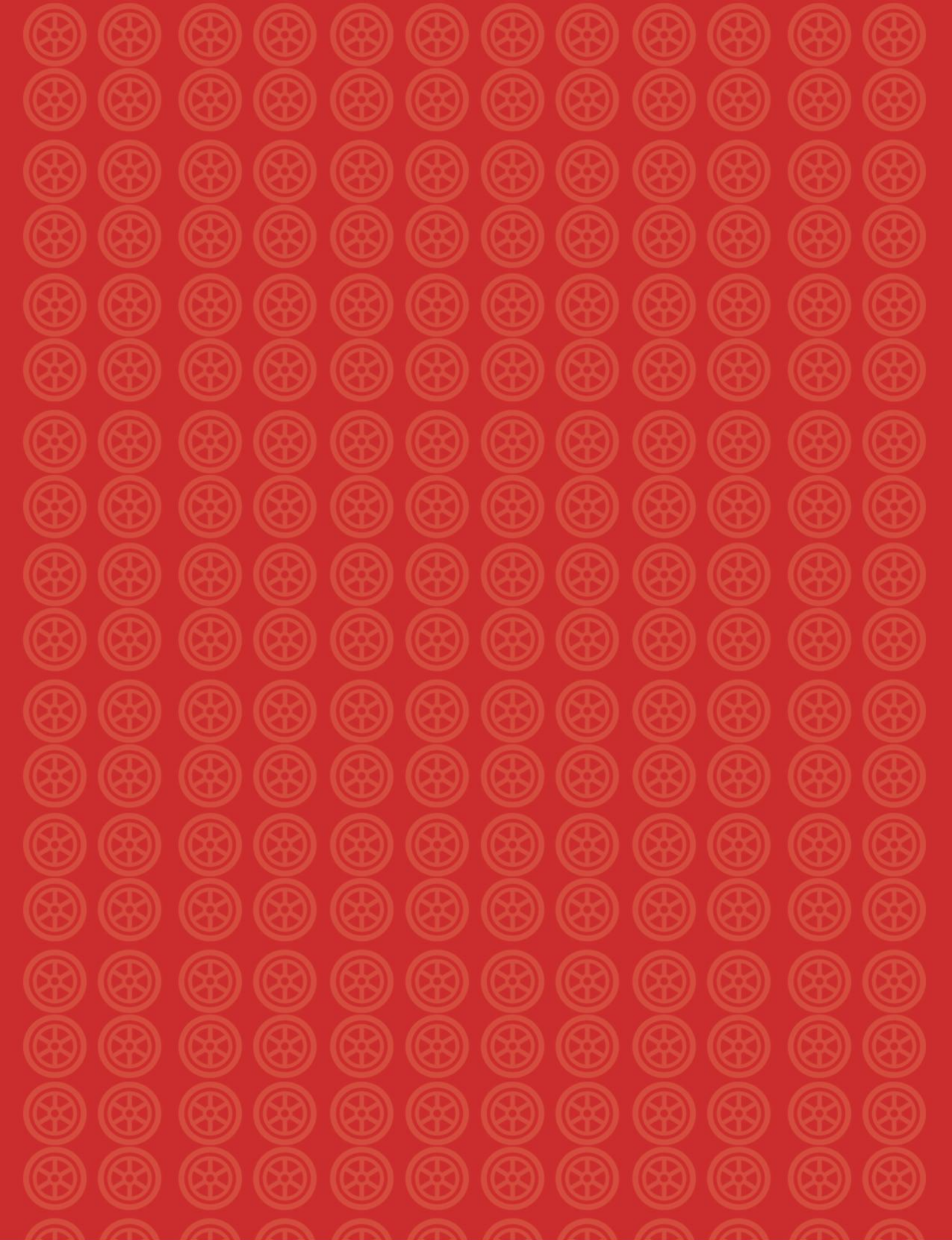




Droom's Automobile Trend Report

Q4 CY2019



Droom's Automobile Online Quarterly

Top Trends

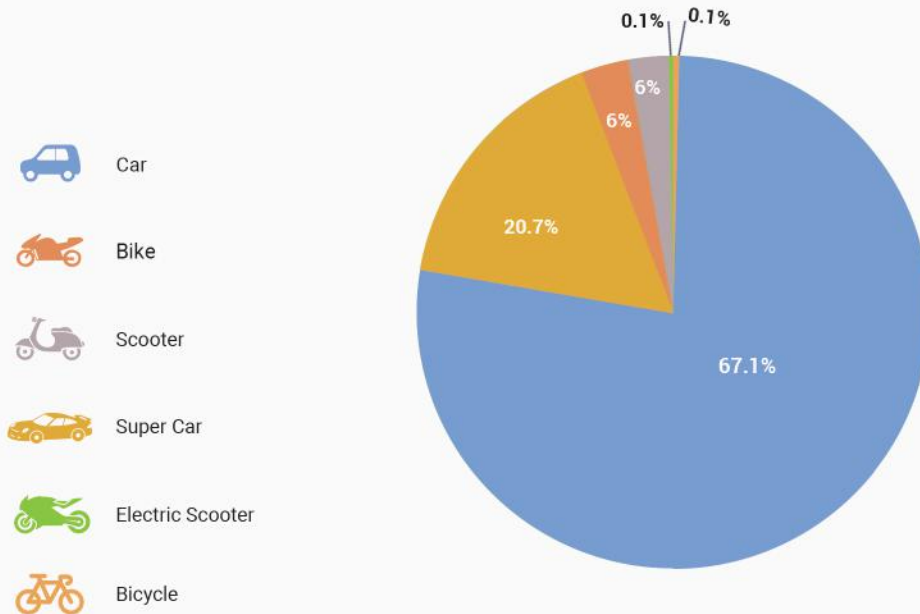
1	Most Famous Car: Toyota Fortuner
2	Most Famous Bike: Hero Splendor Plus
3	Most Famous Scooter: Honda Activa
4	Most Famous Superbike: Harley Davidson Street 750 & Benelli TNT 600i
5	Most Famous Luxury Car: Toyota Land Cruiser
6	Most Famous: Toyota Fortuner
7	Most Famous Electric Scooter: Yo Spark
8	Royal Enfield: Royal Enfield Classic, Thunderbird, Classic Gunmetal Grey
9	Delhi, Hisar, Jaipur: 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: Bentley Bentayga 2019 - INR 4,42,33,380

* 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)

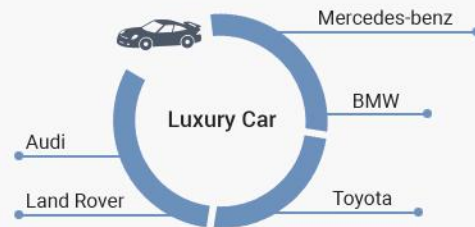
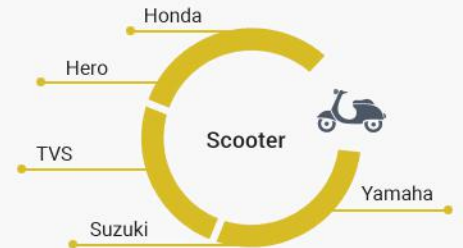


Top 10 Best Selling by Category

 Cars	 Bikes	 Scooters	 Super Bikes	 Luxury Cars
Toyota fortuner	Hero Splendor Plus	Honda Activa	Benelli TNT 600i	Toyota Land Cruiser
Maruti Suzuki Swift Dzire	Bajaj Pulsar	TVS Jupiter	Harley-Davidson Street 750	Mercedes-Benz e-class
Toyota innova crysta	Hero Passion Pro	Honda Activa 3g	Suzuki Gsx-r	Bmw 5 series
Maruti Suzuki swift	TVS Apache RTR	Suzuki Access	Hyosung GT250r	Mercedes-Benz c-class
Maruti Suzuki wagon r	Honda CB Shine	Honda Activa 4g	Triumph Bonneville t120	Audi a4
Hyundai i10	Yamaha FZS	Honda Activa 5g	Bmw s 1000 rr	Bmw 3 series
Toyota innova	Bajaj avenger	Honda Activa125	Harley-Davidson Street rod	Bmw x1
Honda City	Bajaj Platina	Honda Aviator	Hyosung GT650r	Audi q3
Hyundai i20	Bajaj Discover	Hero Maestro	Harley Davidson superlow	Audi a6
Maruti Suzuki Alto	Royal Enfield Classic	Hero Pleasure	Suzuki Hayabusa	Mercedes-Benz gle

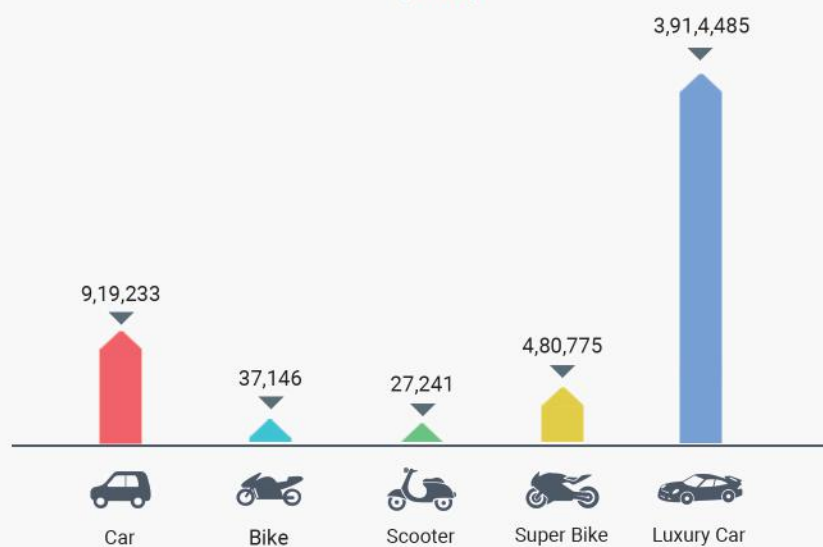
Droom's Automobile Trend Report

Top 5 Makes by Category



Average Selling Price of Used Automobiles

(In INR)



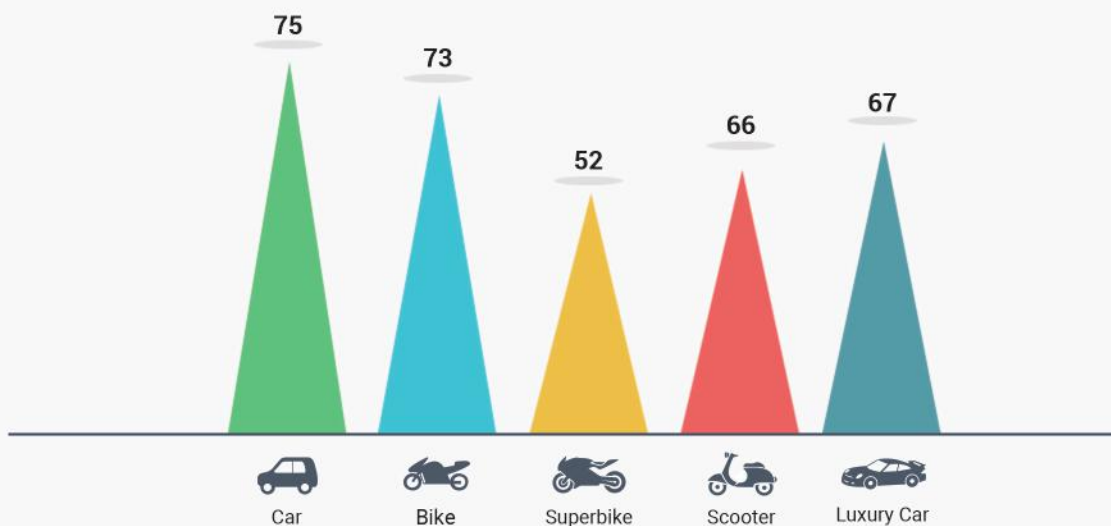
Droom's Automobile Trend Report

Most Popular Years by Category



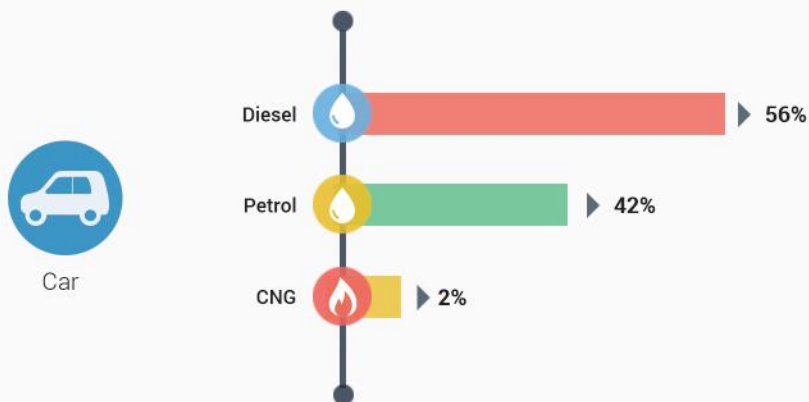
Average Duration of Ownership by Category

(In Months)

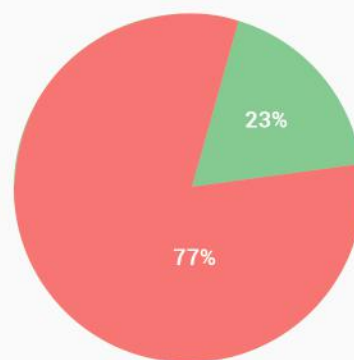
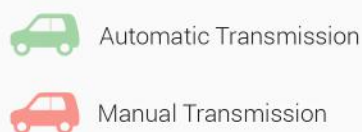


Droom's Automobile Trend Report

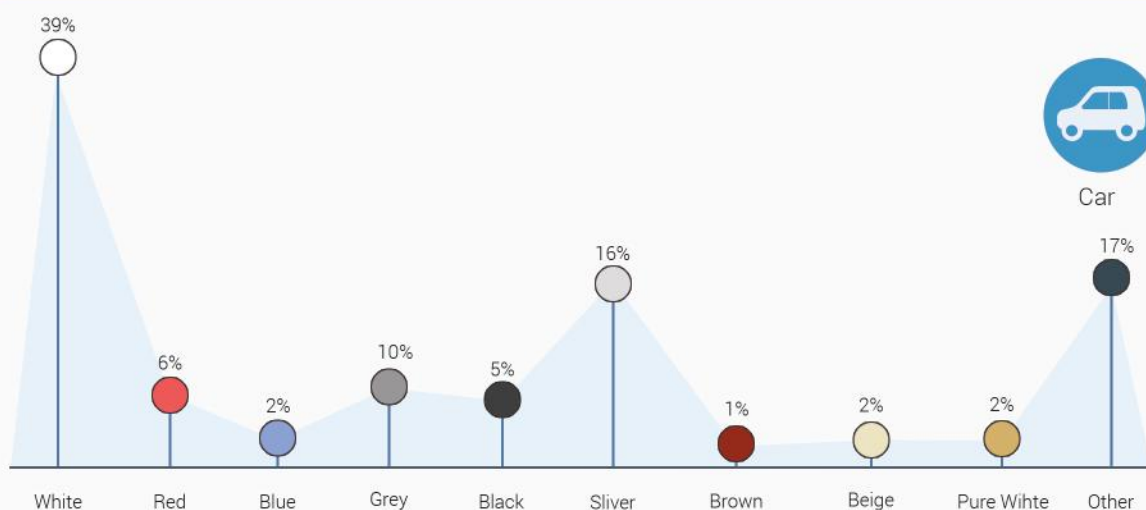
Cars by Fuel Type



Cars by Transmission Type



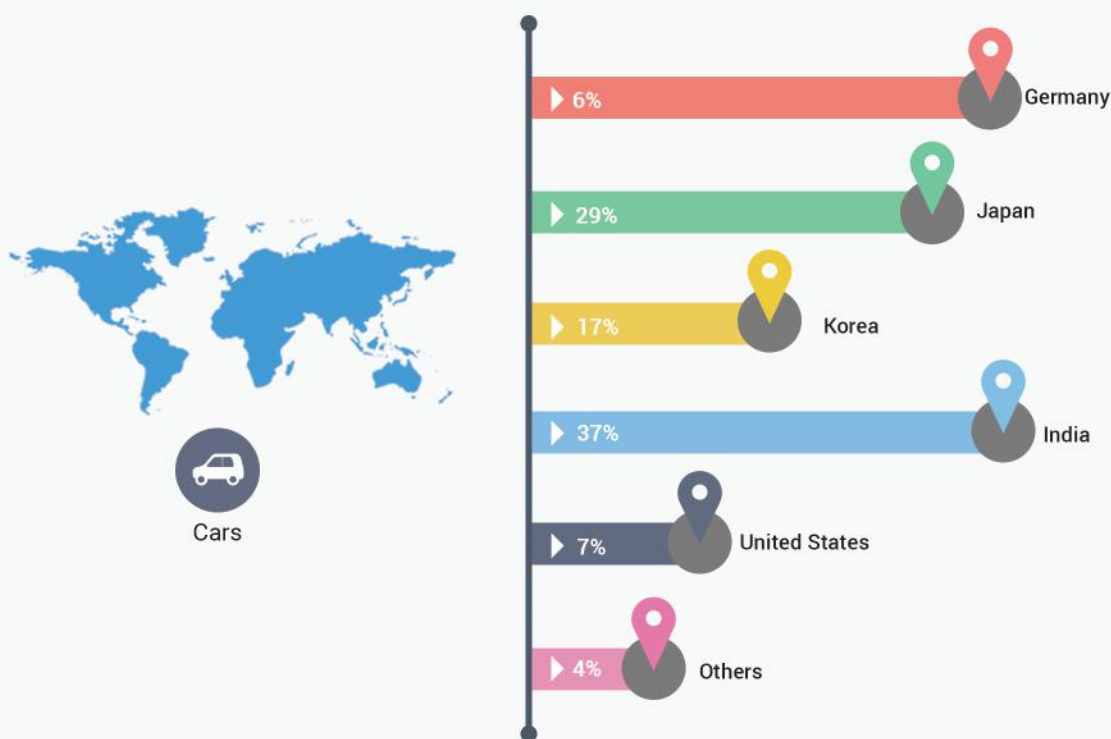
Cars by Color



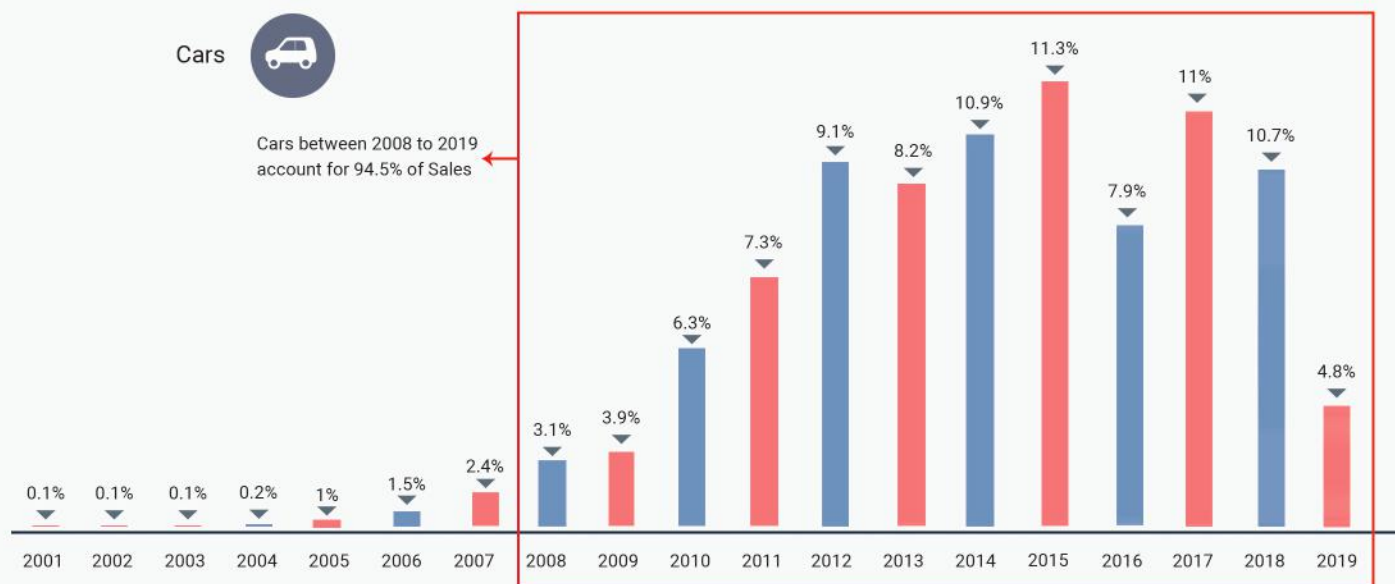
* Data on this page includes both cars & luxury cars

Droom's Automobile Trend Report

Cars by Country of Origin



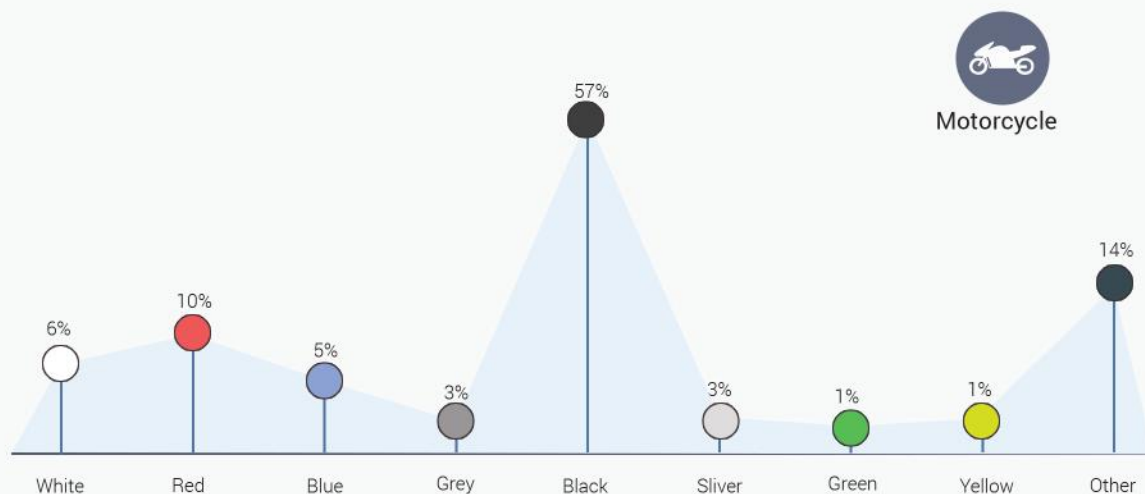
Cars by Year of Manufacture



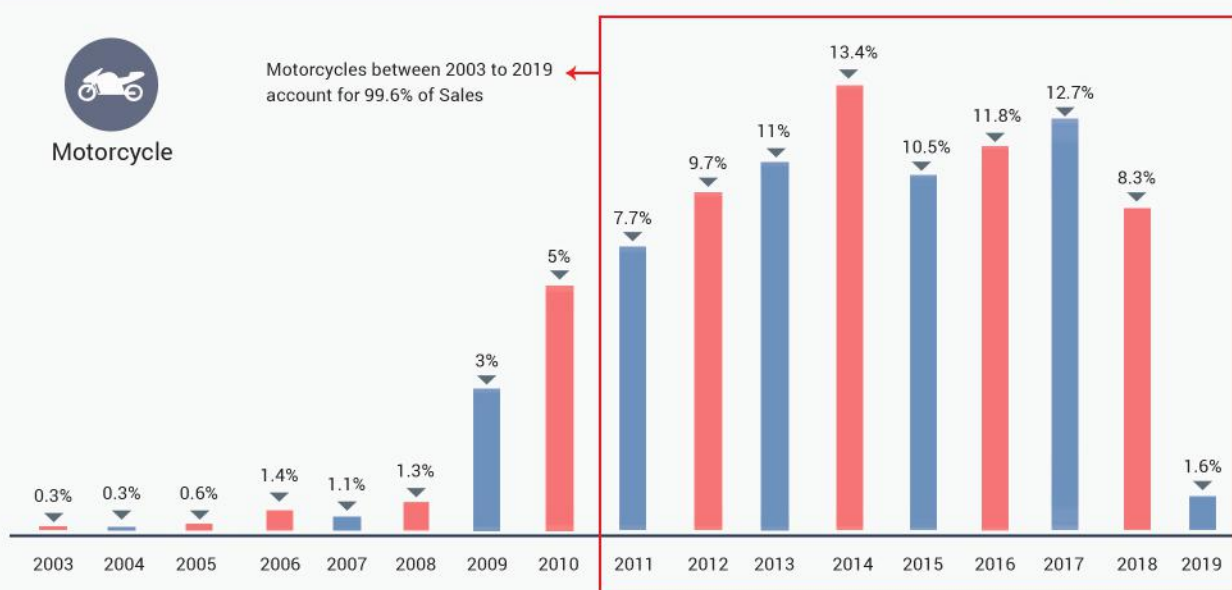
* Data on this page includes both cars & luxury cars

Droom's Automobile Trend Report

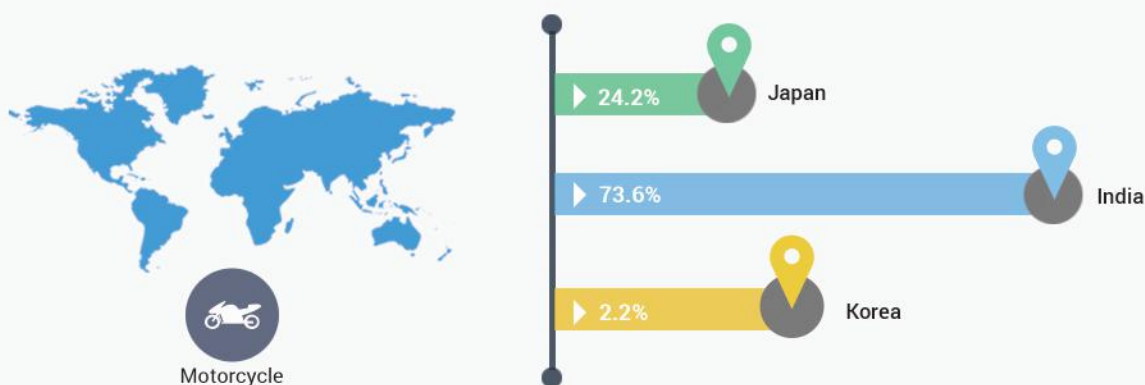
Motorcycles by Color



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

Emerging Cities

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

ABOUT DROOM

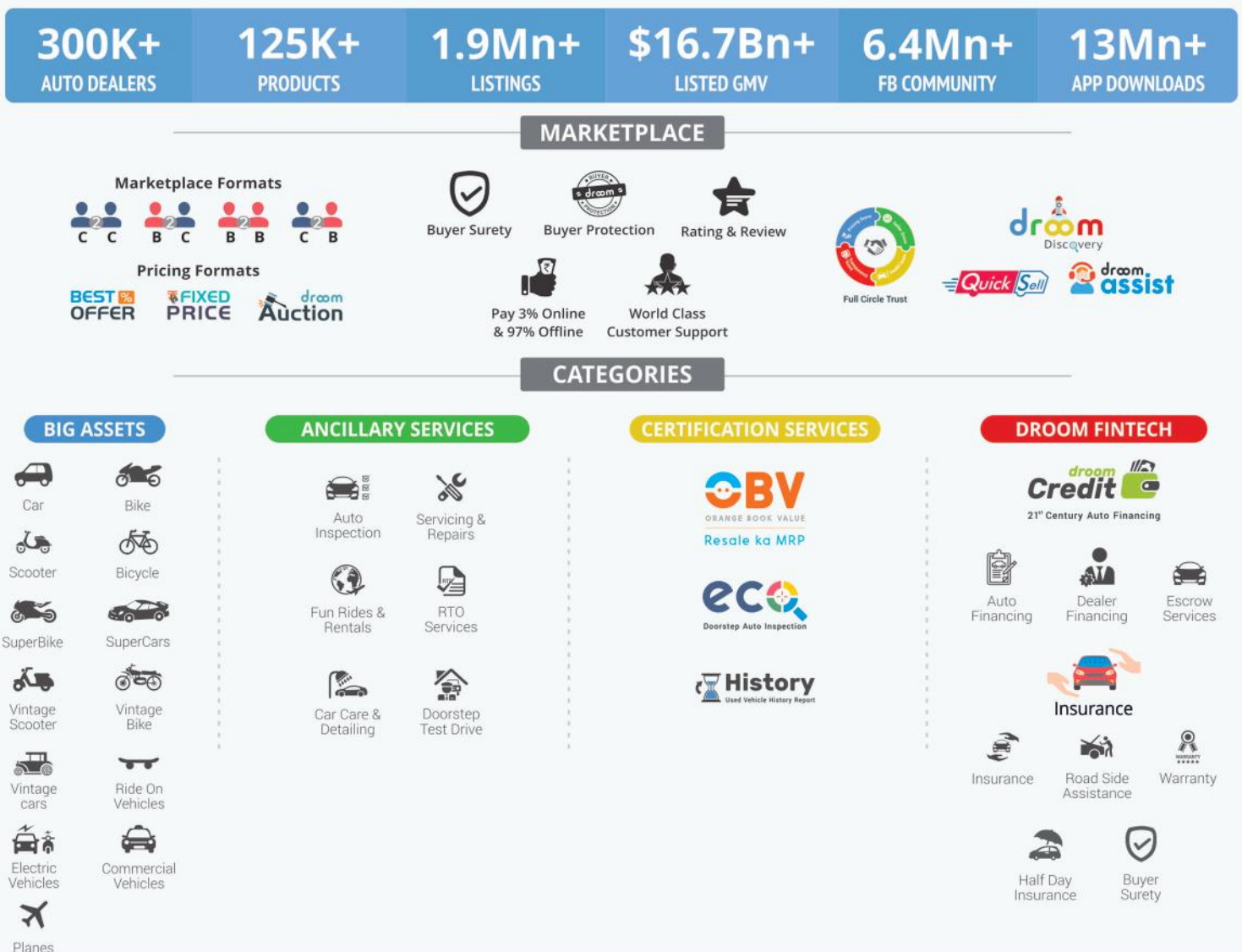
Droom is an AI and data science-driven online transactional platform, which offers 21st century experience in buying and selling of used and new automobiles in India and other emerging markets. Droom has built an entire eco-system around used automobiles for the digital economy, including Orange Book 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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PRICES



VERIFIED
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INSPECTED
VEHICLE



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