



Dunzo Adds a New Round of \$40M

Google, Lightbox, Evolvence, Hana Financial Investment, LGT Lightstone Aspada, and Alteria among others, participate in a Series E Round

Bangalore, January 2021 - To execute on its 2021 strategy, Dunzo has attracted a fresh round of \$40M in capital from new and existing investors. This capital stems from a year of robust growth amidst the pandemic. In the coming year, the local commerce platform will focus on deploying its playbook for sustainable growth across its fastest-growing cities such as Mumbai, Chennai, and Pune. With a GMV growth of 2X over the past year, Dunzo is now a ~\$100M annualized GMV business. The growth in 2020 comes on the back of strong, organic user demand while maintaining Gross Margin Profitability for the overall business.

"Dunzo's mission resonated stronger than ever in 2020. We have been amazed by everything Merchants and Users have started to depend on the platform for. We truly believe we are writing a playbook for how hyperlocal businesses can be built with sustainable unit economics and capital responsibility. As a team, we are more focused than ever to enable local Merchants to get closer to their Users and build one of the most loved consumer brands in the country." - **Kabeer Biswas, CEO & Co-Founder, Dunzo Digital Pvt. Ltd.**

In the last six months, Dunzo supported over 300 neighborhoods across 8 cities, delivering essential goods to Users within 29 minutes on average. Its relentless push for mobilizing Indian cities and empowering the merchant ecosystem has made it the 'go-to' local commerce product in the country. As cities reopen, it continues to see strong growth across user segments.

"As merchants go digital, Dunzo is helping small businesses in their digital transformation journey in support of business recovery," said **Caesar Sengupta, VP, Google**. "Through our India Digitization Fund, we're committed to partnering with India's innovative startups to build a truly inclusive digital economy that will benefit everyone."

"We are very excited to have been part of Dunzo's journey from the start and believe they are building a beloved consumer services brand that redefines hyperlocal supply chains and empowers small merchants, partners and consumers alike." - **Vaidhehi Ravindran, Principal, LGT Lightstone Aspada**

"Dunzo has been a pioneer in the hyperlocal delivery and e-commerce space. With the market potential and size of the urban convenience seekers increasing across tier 1 and tier 2 cities, Dunzo's strong value proposition makes it a bold venture ripe for success. Its playbook on profitability has further instilled confidence in its ability to grow sustainably and we look forward to being a part of its story." - **Evolvence**

About Dunzo

Dunzo is a local commerce platform that is transforming the Indian retail landscape. Deploying its technology to make supply chains more efficient, Dunzo empowers MSMEs with the digital tools they need to succeed in an evolving marketplace. For Users, Dunzo offers a full-stack of services across commerce (consumables, pet supplies, health, and wellness), courier (pick up and drop), and commute (bike taxi). As Dunzo scales, it wants to be the logistical layer of Indian cities. Dunzo is backed by Google, Lightbox, Blume Ventures, LGT Lightstone Aspada, STIC, 3L, Moving Capital, Evolvence, Hana Financial Investment, and others, with debt from Alteria Capital.