





# drivosity

DELIVERING GREAT DRIVERS



*Increased  
Productivity*



*Inspire Safer  
Driving Behavior*



*Improved  
Engagement*



*Designed for  
the Industry*



# WHAT IS DRIVOSITY?

*Drivosity provides solutions that empower businesses with GPS tracking and real-time data on their delivery force. We measure drivers' behaviors to support data-driven improvements that help businesses better manage risks, inspire safer driving and increase productivity.*



DATA

DRIVESCORE®  
LIVE TRAFFIC

ACCESSORIES

**HARDWARE**

Branded Car Topper



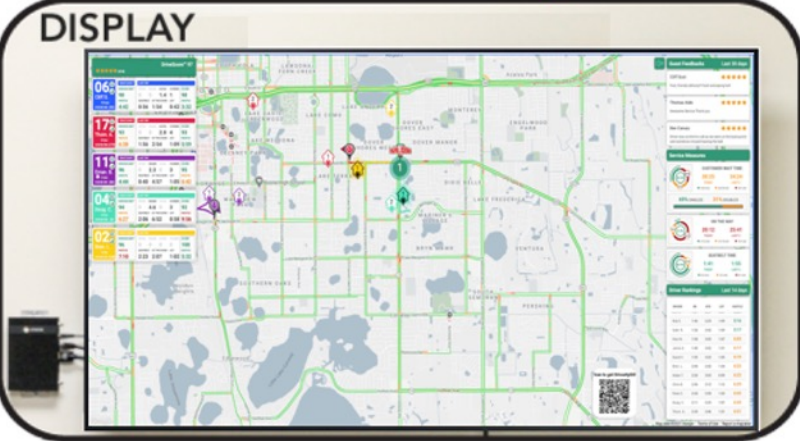
Stand Alone Unit



Hardwire Into Vehicle



**DISPLAY**



# HOW DOES IT WORK?

## ➤ Rising Costs of Incidents

- HNOA
- Worker's Comp

## ➤ Social Inflation and Litigation

## ➤ Reduced Carrier Competition



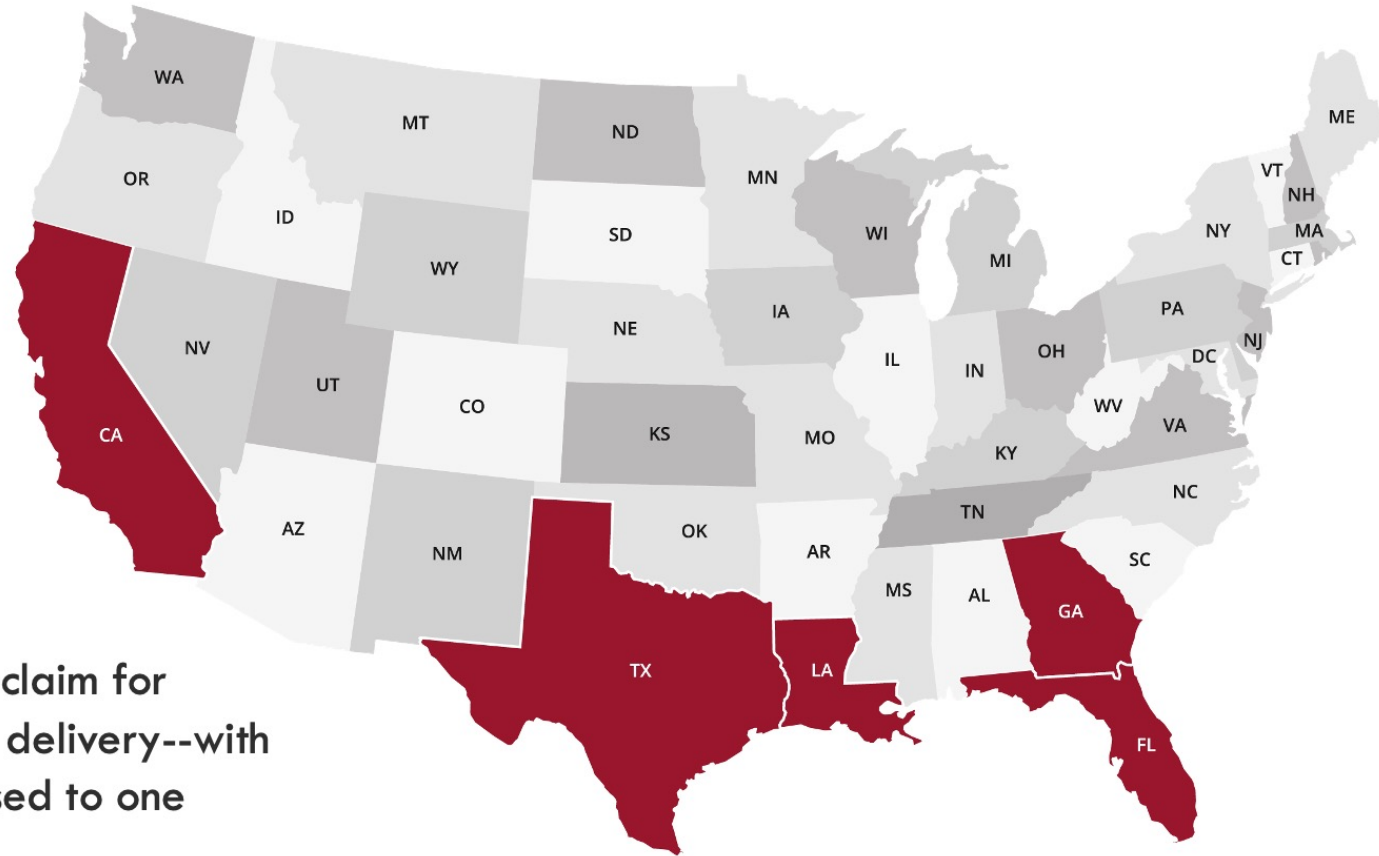
Safety is no longer cost prohibitive in food delivery



Drivosity customers have already saved millions in premium reductions

# INSURANCE BENEFITS

States where some carriers/agents are requiring Drivosity to quote HNOA



On Average, there is one claim for every 127K miles in food delivery--with Drivosity that has decreased to one claim per 500K miles.

# TELEMATICS – A GROWING TREND

Case Study:

100+ Unit Franchisee Implementation - 6 months results

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY
AUTO INCIDENTS	-35%	20%	-14%	-65%	-48%	-56%	-68%
WORKER'S COMP	-100%	-50%	-39%	-70%	-100%	-100%	-62%

DRIVING HOURS	DRIVING MILES	TRIPS	YTD AVG SCORE
278,606	5,141,404	755,270	95



Saved 900K+ in recent HNOA and WC renewal  
\*Incidents and claims as reported by insurance provider

# MEASURING SUCCESS



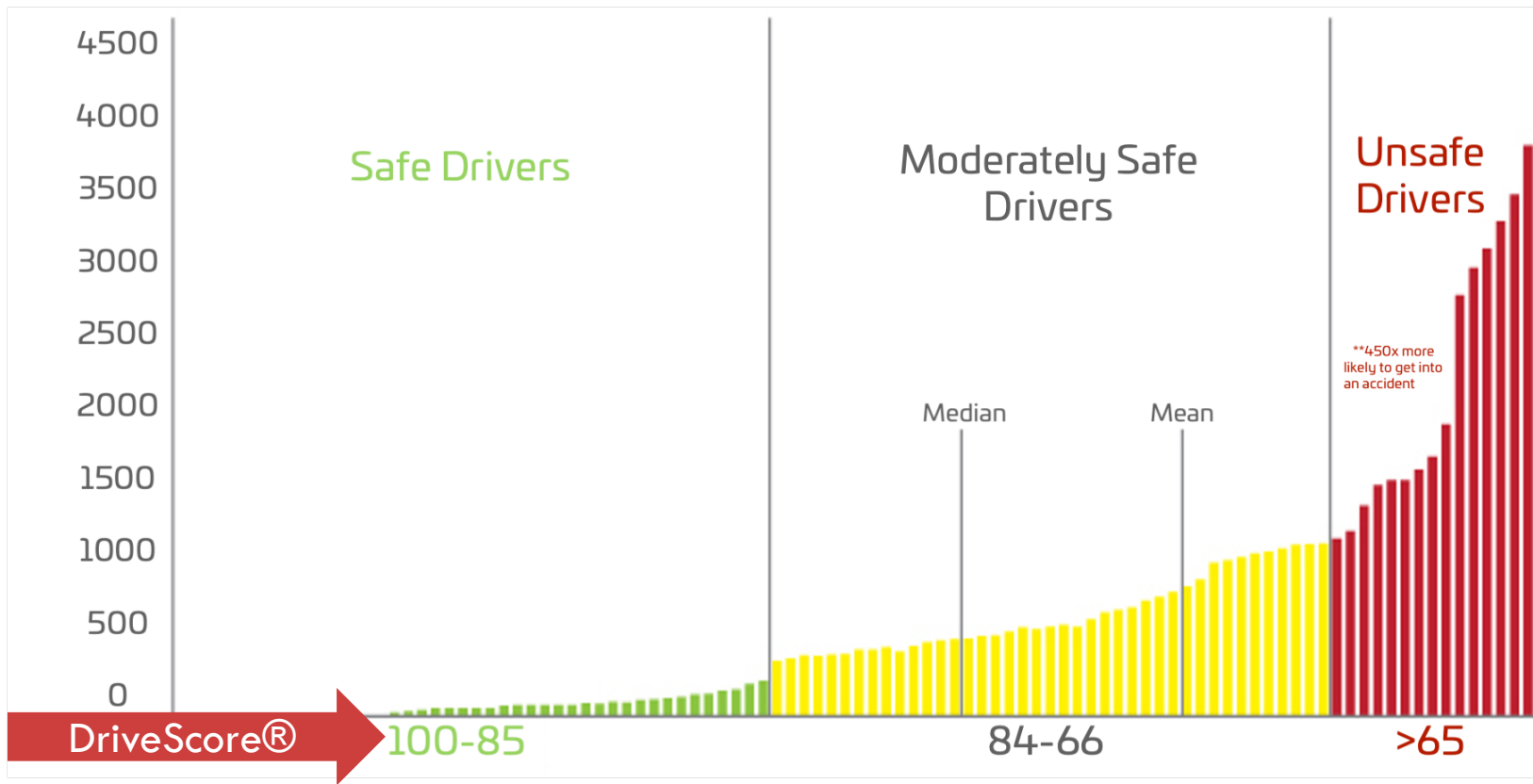
Sample Data:

Customer Loss Run History vs Estimates Savings with Current Providers Leveraging Drivosity

<i>Customer</i>	<i>Loss Runs History/Risk</i>	<i>Estimated Annual Premium Savings</i>	<i>Est. Annual Savings per Store</i>
1 Store Franchisee in TN	Neutral	\$11,600	\$11,600
1 Store Franchisee in SC	Excellent	\$2,600	\$1,300
9 Store Franchisee in FL	No claims for 3 years	\$0	\$0
10 Store Franchisee in FL	Challenging	\$100,000	\$10,000
10 Store Franchisee in MT	Excellent	\$12,000	\$1,200
14 Store Franchisee in WA	Neutral	\$91,000	\$6,500
50+ Store Franchisee in FL	Challenging	\$330,000	\$6,226
80+ Store Franchisee in TX	Somewhat Challenging	\$700,000	\$8,235
100+ Store Franchisee in GA	Somewhat Challenging	\$1,125,000	\$9,783
50+ Store Franchisee in the Carolinas	Neutral	\$100,000	\$1,754
<b>356 stores</b>		<b>\$2,472,200</b>	<b>\$6,944</b>





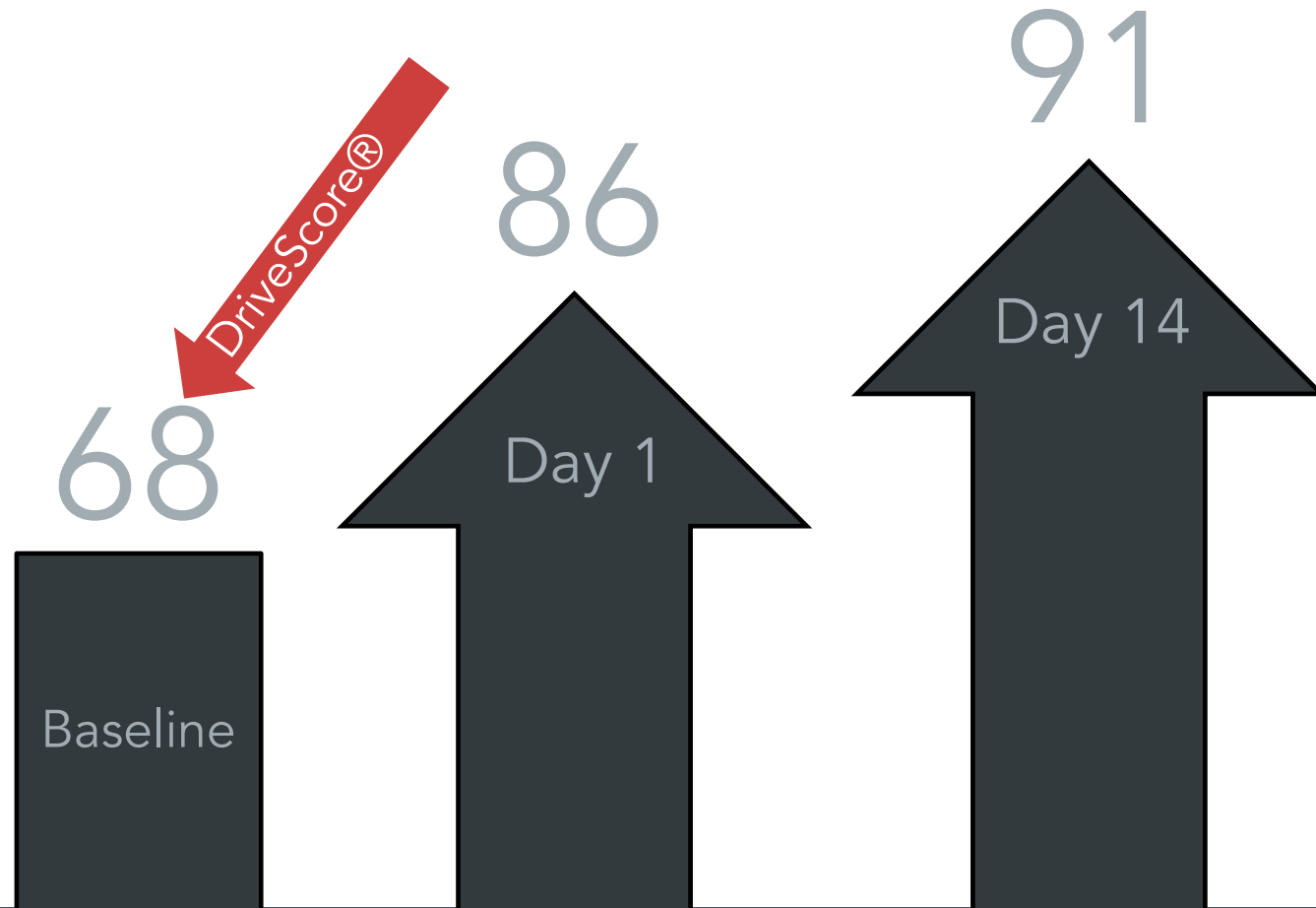


- DriveScore® is based on NHSTA study on what quantifies unsafe driving
- Broken down into categories of Safe, Moderately Safe, and Unsafe, Drivosity created the DriveScore® algorithm to reflect the driving behaviors that are deemed unsafe
  - *Speeding*
  - *Hard Braking*
  - *Hard Cornering*
  - *Hard Acceleration*

# BREAKDOWN OF THE DRIVESCORE®

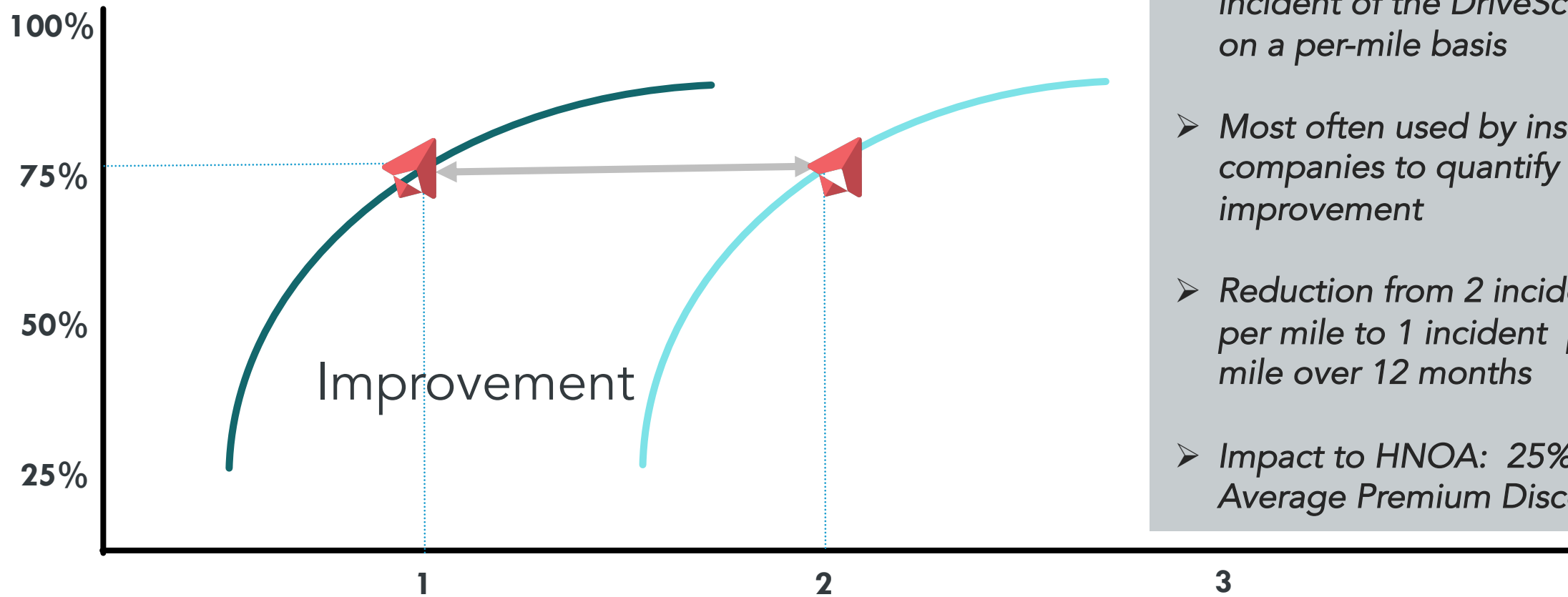


- Pilot study where drivers knew they were GPS monitored, but had not been trained on Drivosity performance metrics
- Baseline performance put DriveScore® at 68
- Day 1 included 30-minute training & monitor display
- 14-day checkback showed increasingly positive results



# IMPACT ON SAFETY





- *Incidents Per Mile = each incident of the DriveScore® on a per-mile basis*
- *Most often used by insurance companies to quantify driving improvement*
- *Reduction from 2 incidents per mile to 1 incident per mile over 12 months*
- *Impact to HNOA: 25% Average Premium Discount*

# QUANTIFIABLE DRIVING IMPROVEMENT



# FULL ACCESS TO DATA

Trip data feed to be delivered via API per agreement with client. All raw, unidentifiable data (i.e. no driver names) is provided, which gives access to:

- Incidents per mile
- Full individualized trip data
- Components of the DriveScore®
  - *Speeding*
  - *Hard Braking*
  - *Hard Cornering*
  - *Hard Acceleration*



Sample analytics report generated by insurance provider aggregated from Drivosity Data Stream

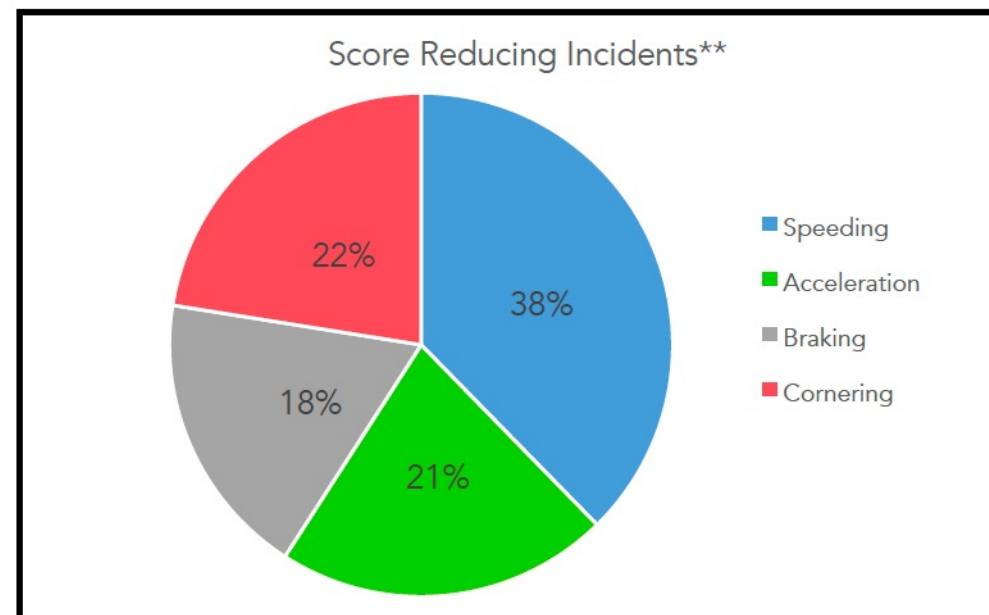
## Sample Drivosity Data Sheet

### 10 Stores With Highest Incidents per Mile

Results are based on data from the last 4 weeks.

Store Number	Store Name	Trip Count	Total Distance	Total Events Count	Incidents Per Mile
		1		20	3.26
		223	1,288	2,919	2.27
		677	3,497	7,735	2.21
		45	320	663	2.07
		253	1,307	2,487	1.90
		1,377	5,870	10,433	1.78
		469	3,153	5,556	1.76
		869	5,537	9,528	1.72
		2,988	13,097	22,422	
		1,193	7,507	12,700	1.69
Subtotal		8,095	41,582	74,463	1.79
All Other Stores		16,968	100,359	93,836	0.94
Grand Total		25,063	141,941	168,299	1.19
Total Store Count		38			

<b>All Drivosity Stores Incidents per Mile:</b>	0.67
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\*\*Percentages are based on 10 listed stores



### Sample Company-Overall Drivosity Impact



#### What is this chart telling me?

The above chart includes all stores' data that is currently collected for the past 12 weeks. The data is aggregated on a weekly basis, with the x-axis showing how many week from today each data point represents. For example, 0 weeks from today would represent data from the past 7 days. 1 week from today would represent data between 7 and 14 days ago. The y-axis is showing the incidents per mile on the left side and the trip count on the right. The incidents per mile are broken down to show which events contributed to the total incidents per mile.



# BY THE NUMBERS



+50,000  
DRIVERS



+2,250  
STORES



+25 MILLION  
DRIVING HOURS



+75 MILLION TRIPS



+500 MILLION  
MILES



+5 MILLION  
WEEKLY MILES