



# 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

H  
A  
R  
D  
W  
A  
R  
E

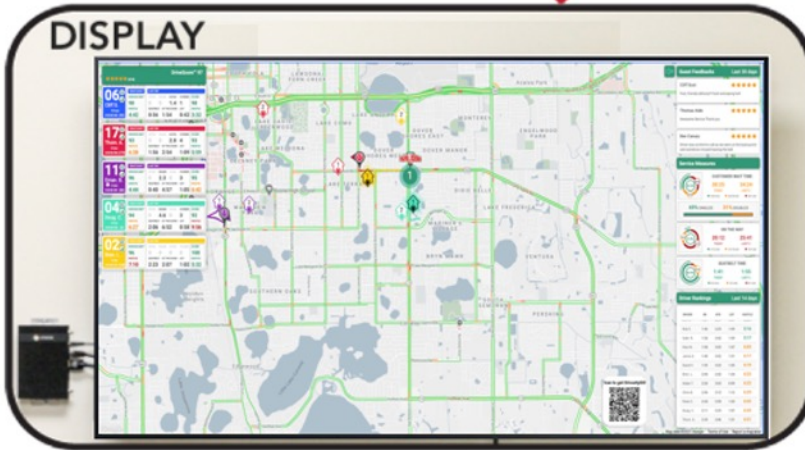
Branded Car Topper



Stand Alone Unit



Hardwire Into Vehicle



# HOW DOES IT WORK?

## ➤ Rising Costs of Incidents

- HNOA
- Worker's Comp

## ➤ Social Inflation and Litigation

## ➤ Reduced Carrier Competition



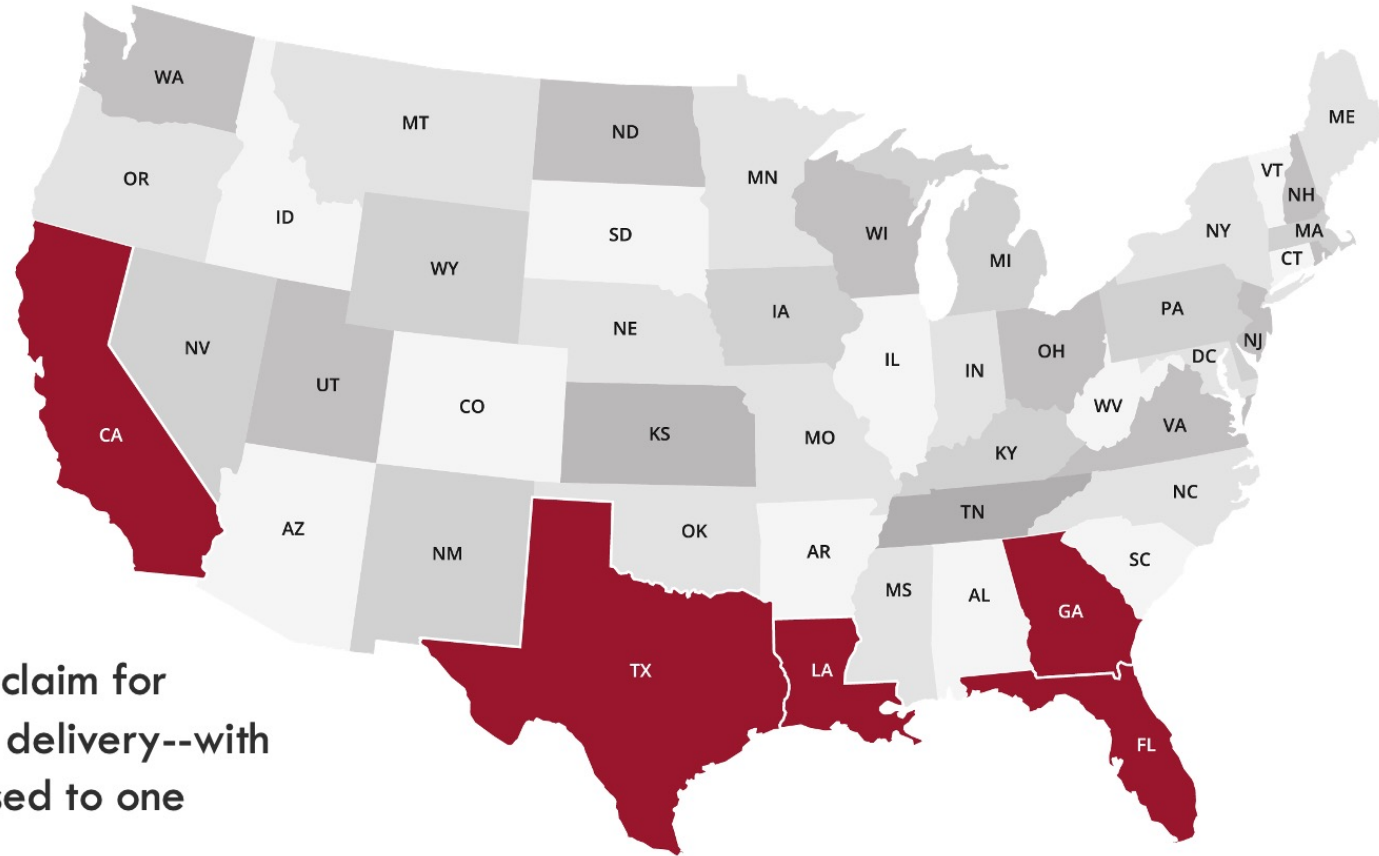
Safety is no longer cost prohibitive in food delivery



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

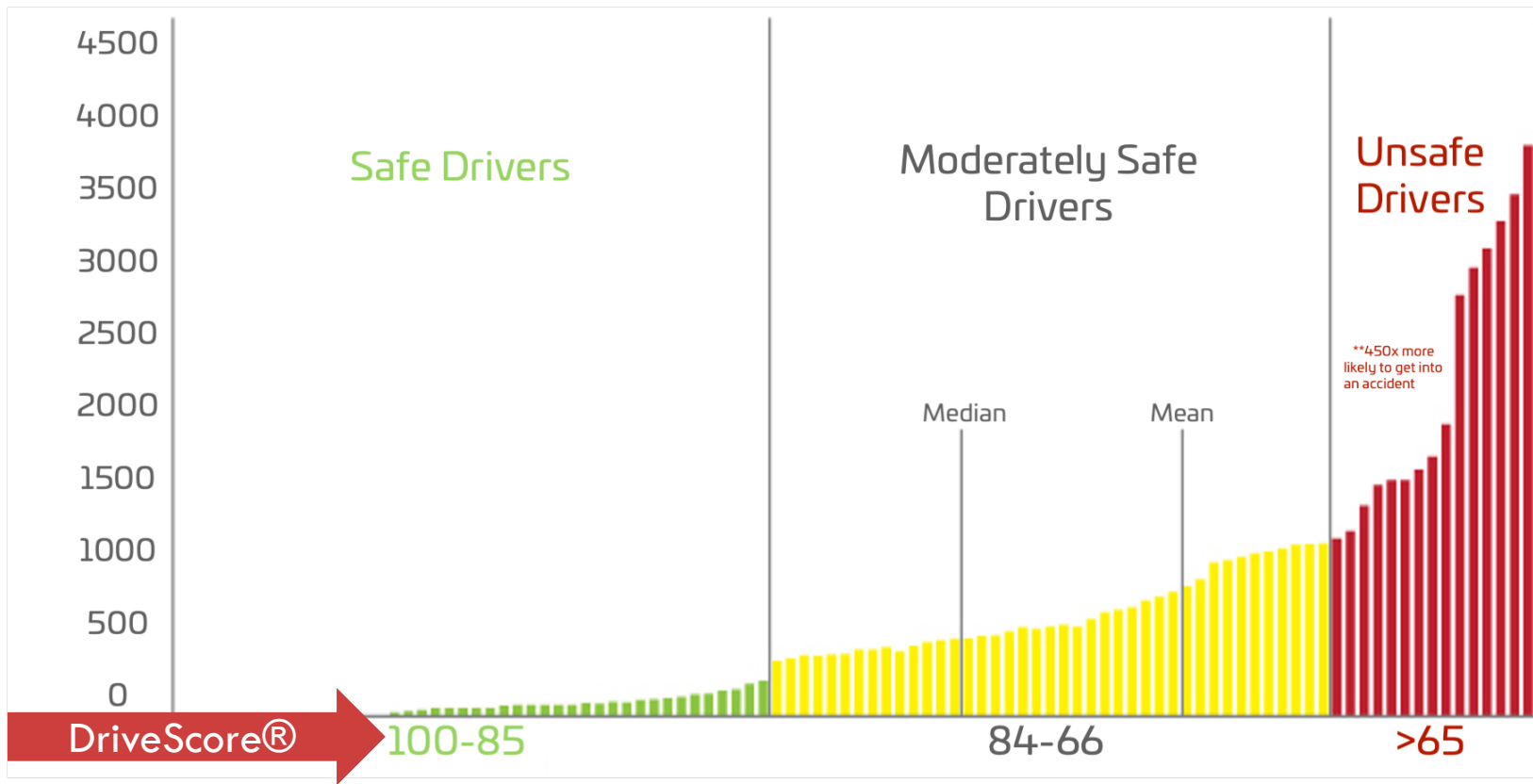


Sample Data:

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>                       |





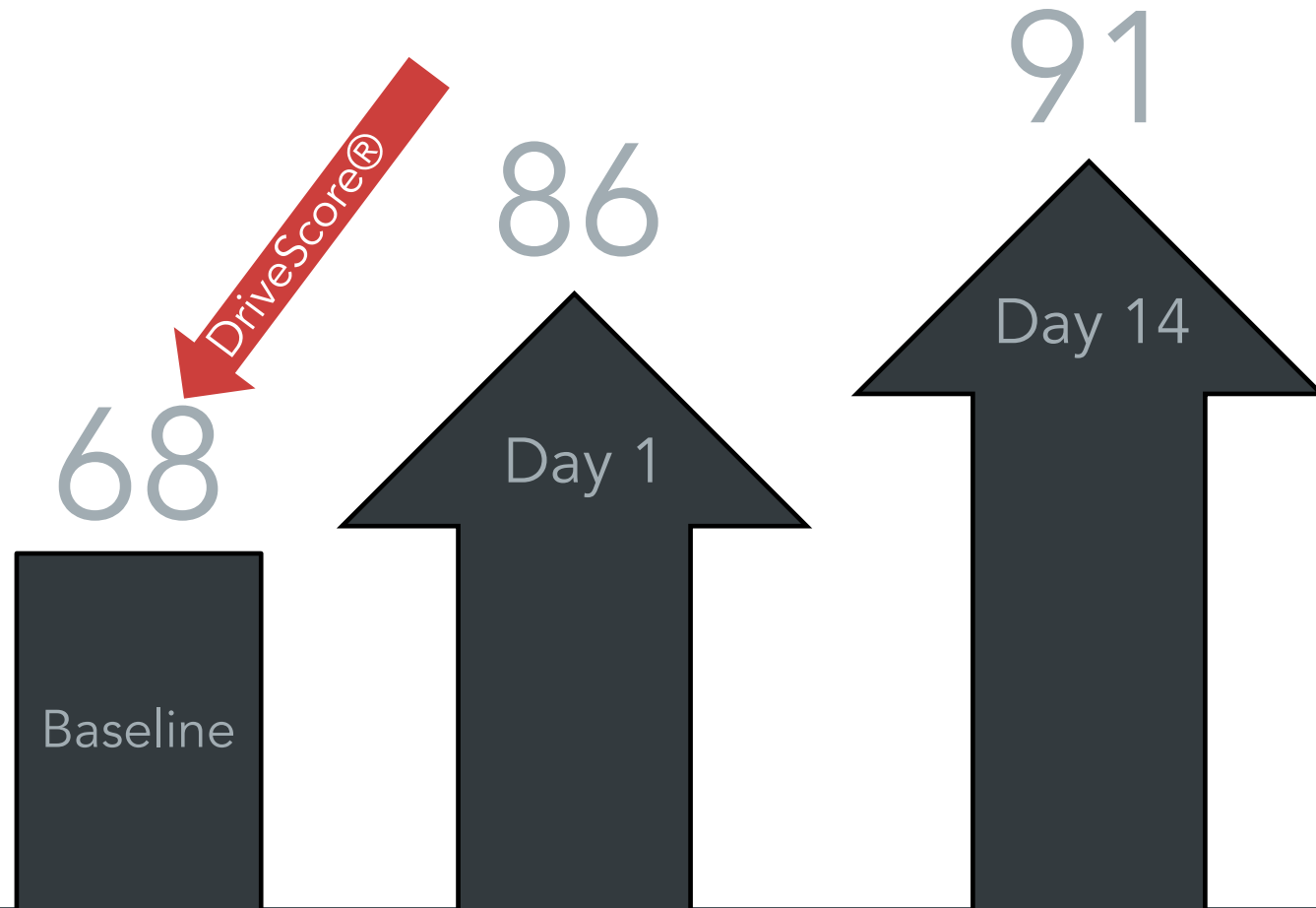
- DriveScore® is based on NHSTA study on what quantifies unsafe driving
- Broken down into categories of Safe, Moderately Safe, and Unsafe, Drivosity created the DriveScore® algorithm to reflect the driving behaviors that are deemed unsafe
  - *Speeding*
  - *Hard Braking*
  - *Hard Cornering*
  - *Hard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

# BREAKDOWN OF THE DRIVESCORE®



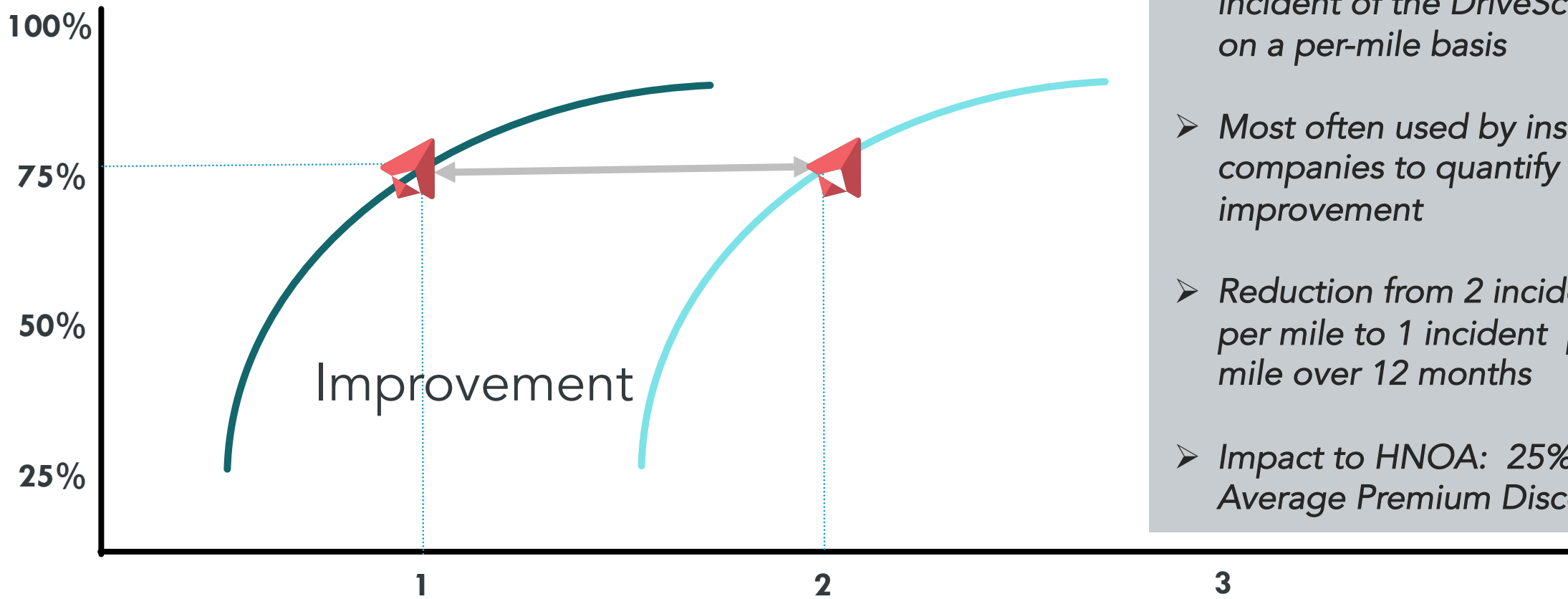


- Pilot study where drivers knew they were GPS monitored, but had not been trained on Drivosity performance metrics
- Baseline performance put DriveScore® at 68
- Day 1 included 30-minute training & monitor display
- 14-day checkback showed increasingly positive results



# 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

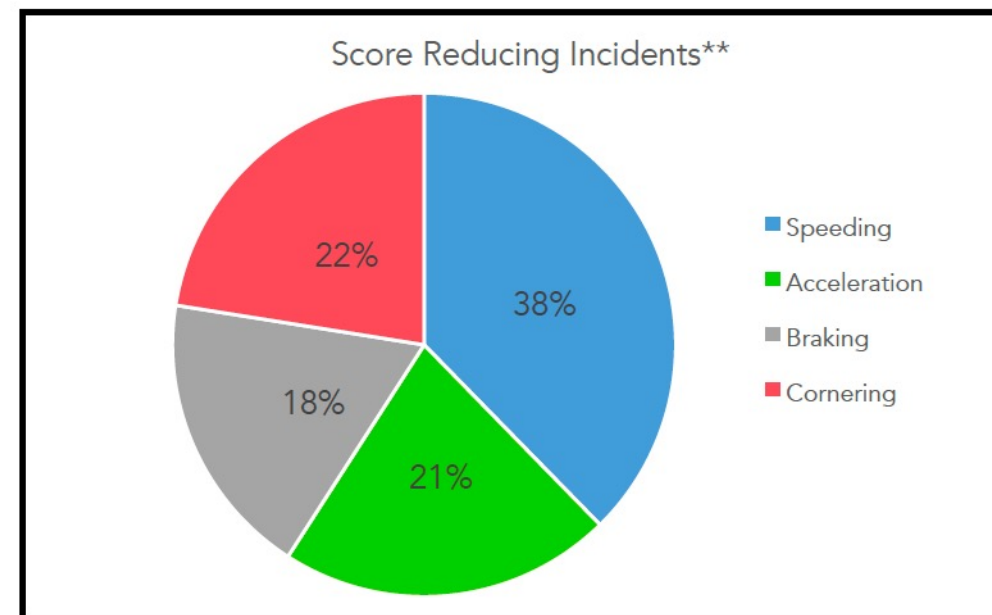
## Sample Drivosity Data Sheet

### 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 |
|---|------|



\*\*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