



# ■ GOOD DRIVER MUTUALITY

Internet  
Technology

Sharing  
Economy

AI



**GOOD DRIVER**

MUTUALITY

A Community  
for  
Good Drivers

A cost-sharing platform that  
helps good drivers save on  
car repairs

5000+  
Partnered  
Repair Shops

Stripe  
Payment

Uber

airbnb





**Mission:**

**Promoting safe driving to  
create a better world**

# Client Pain Points!

National Average Auto Insurance Rates Rise

**24%** Annually.

California Auto Insurance Expected to

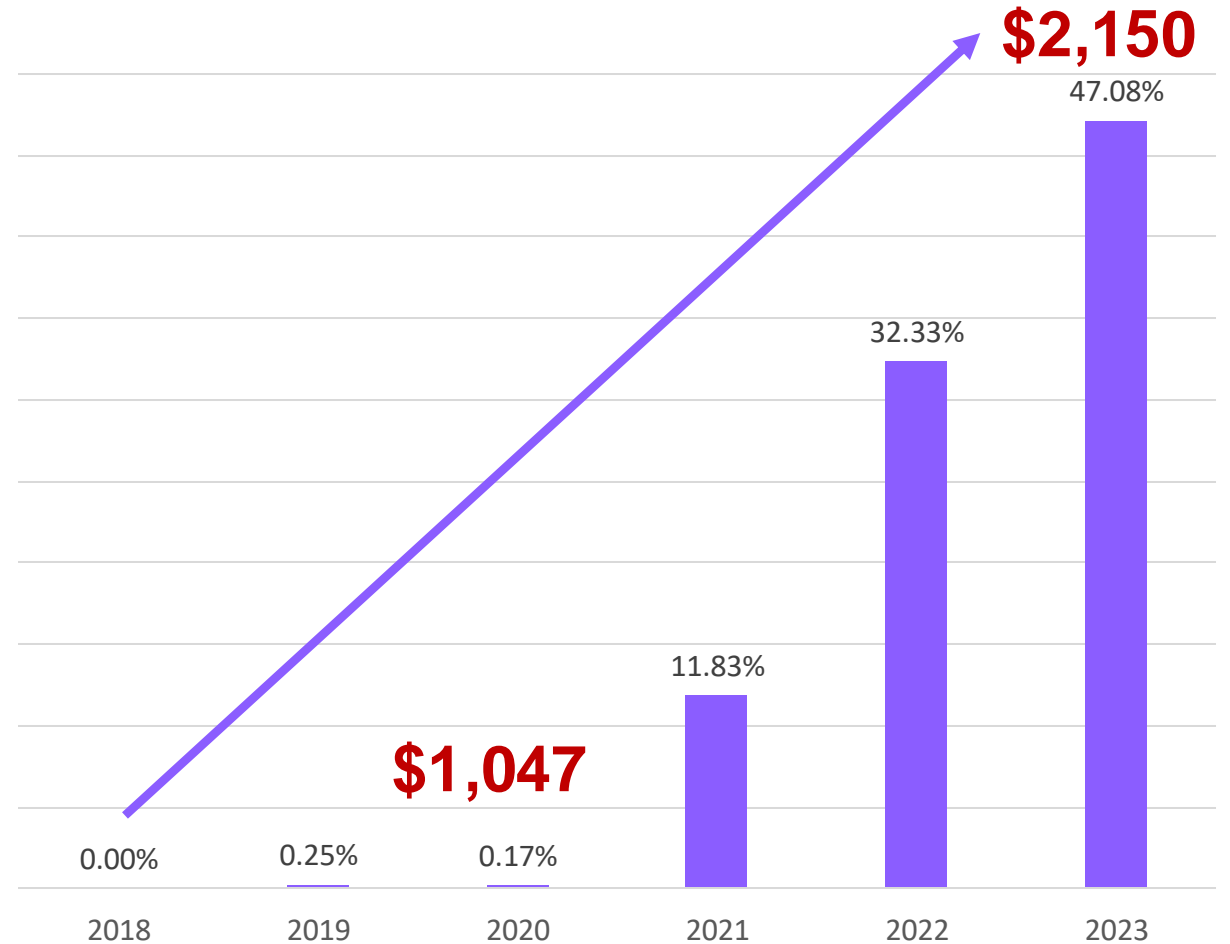
Increase **54%** in 2025.

Average Vehicle Age in the U.S. Hits

**12.6 Years.**

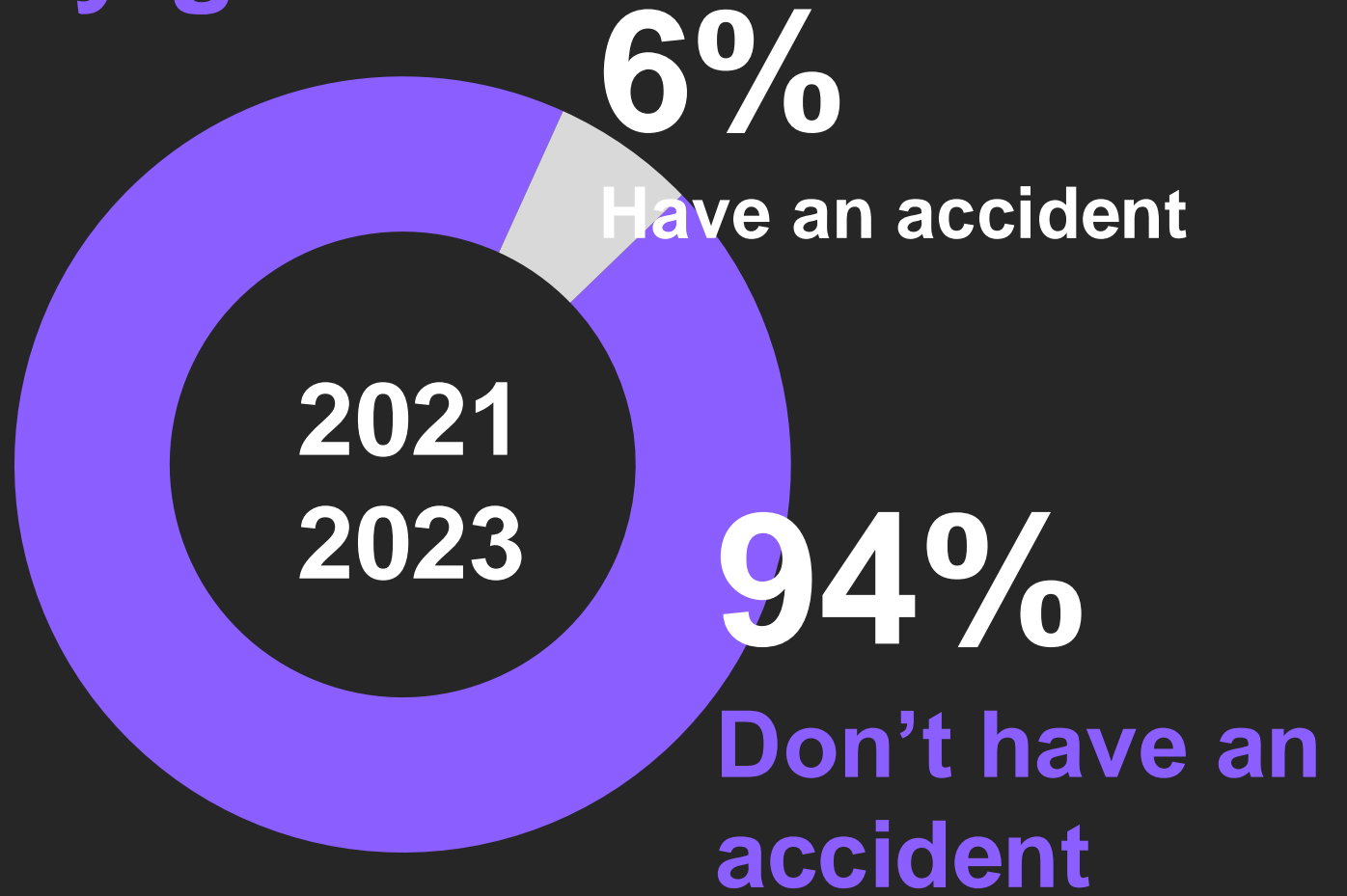
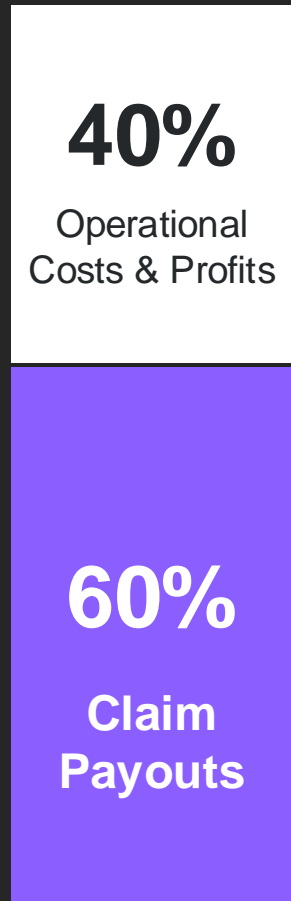
\*<https://californiaglobe.com/fr/new-report-finds-that-ca-auto-insurance-policies-will-rise-by-54-compared-to-last-year/>

Average Premium Increase **105%**  
(2020-2023)



Average cost of full coverage: <https://www.iii.org/fact-statistic/facts-statistics-auto-insurance>  
<https://www.bankrate.com/insurance/car/average-cost-of-car-insurance>

# Do you wonder why your auto insurance premium is so high and where the money goes?



collision事故率4.9%, comprehensive是3.3%, 整體賠率4.9-8.2%之間, 取平均值6.6%, 買comprehensive的比例比買collision的比例低些, 所以四捨五入即6%

\*4.9% collision claim & 3.3% comprehensive claim  
<https://www.ii.org/fact-statistics/facts-statistics-auto-insurance>  
\*Operations and Profit(O&P) : R&D, adjustments, Operational cost and profits

40%: To State Farm® Mutual Policyholders. (n.d.). <https://www.statefarm.com/content/dam/sf-library/en-us/secure/legacy/pdf/V-2021-annual-report.pdf>, team analysis

# Auto insurance + Mutuality Plan = Save Money

Mutuality Plan isn't insurance—pair it with auto insurance to save!

Liability Insurance	An accident caused by you	Protection for other party's property and injuries	Bodily Injury	<b>Mandatory</b>	Purchase from Insurance Company	<b>Pay 100% on the first day</b>
			Property Damage			
Uninsured/Underinsured Motorist Coverage	Caused by other party	Protection for your injuries and vehicle	Bodily Injury	Optional		
			Property Damage			
Personal Injury Protection (PIP) Medical Payments Coverage (MedPay)	Caused by you	Protection for your injuries	Bodily Injury	Optional		
Collision Coverage	Caused by you	Protection for your vehicle	Damage from impact with another object)	Optional	<b>A New Choice for Good Drivers</b>	<ul style="list-style-type: none"> <li>➤ <b>20% Service Fee</b> on the First Day of Joining GDM</li> <li>➤ Potentially Save up to <b>40%</b> off the Quoted Amount Per Plan Period if No Accidents Occur</li> </ul>
Comprehensive Coverage	Other		Comprehensive damage (Natural disasters, theft, vandalism, fire, etc.)	Optional		
Additional Service			Roadside towing, transportation expenses	Optional		

## A mutuality plan quote: \$1036.3

- 20% Service Fee: \$207.26
- 80% Pledge Amount for Sharing: \$829.04

	Every Monday
<b>6 months (25 weeks)</b>	<b>Shared amount</b>
<b>Shared amount required (13 weeks)</b>	\$6.43
	\$10.02
	\$1.57
	\$31.08
	\$14.44
	\$31.08
	\$2.25
	\$6.09
	\$20.49
	\$3.21
	\$2.46
	\$1.75
	\$31.08
<b>No sharing required (12 weeks)</b>	\$0.00
<b>Total saved (after \$4.45 transaction fee)</b>	\$161.95

**No accident Savings: \$662.64**

**Saving Ratio: 63.94%**

## When an accident occurs

- The Member's Pledge amount (80% of the quoted amount) and Out of Pocket (OOP) amount will be used first to cover the repair costs.
- The remainder of the repair cost is shared by the community.

Example:

Repair costs	<b>\$1,000</b>
Out-of-pocket	\$1,000 / \$500 / \$250 / Other
Pledge Amount	<b>\$700</b>
The remainder of the repair cost is shared by the community.	<b>\$8,300</b>

- Maximum weekly individual shared amount: 7.5% of the Pledge amount.
- GDM provides \$2M contribution, protecting every sharing.



# Being selective helps keep everyone's costs lower

✓ Private passenger vehicles with no more than 9 seats

✓ Original retail value not exceeding \$100,000

✓ European and American vehicles up to 15 years old; other brands up to 20 years old

✓ Annual mileage no more than 30,000 miles

✗ Uber or commercial vehicle

✗ Antique cars, motorcycles, high-performance models

✗ Cars without liability insurance

✗ GDM is not available to residents of New York, Alaska, Hawaii, Massachusetts, Rhode Island

(Additional enrollment criteria reviewed via the APP at the time of quote request.)

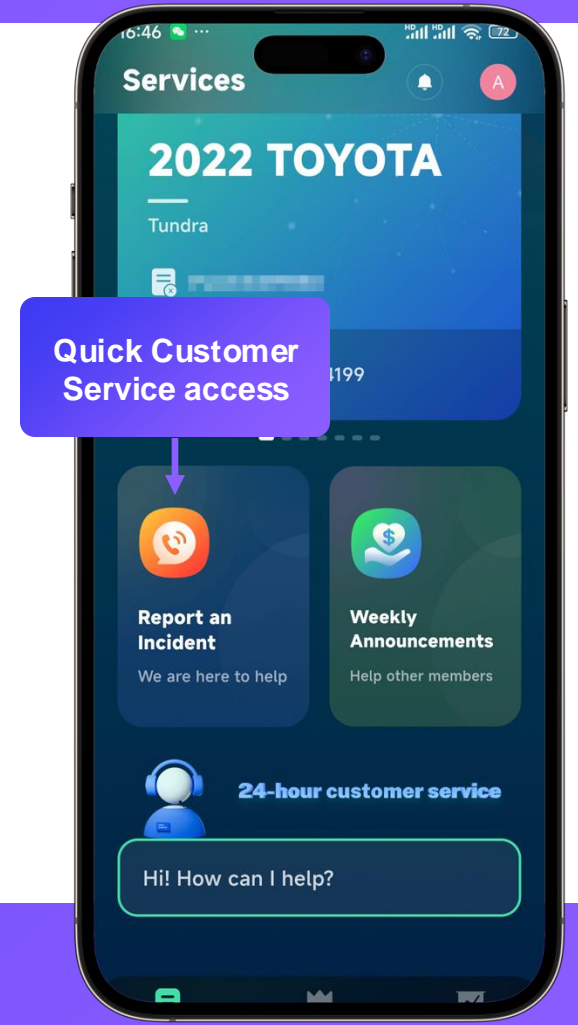
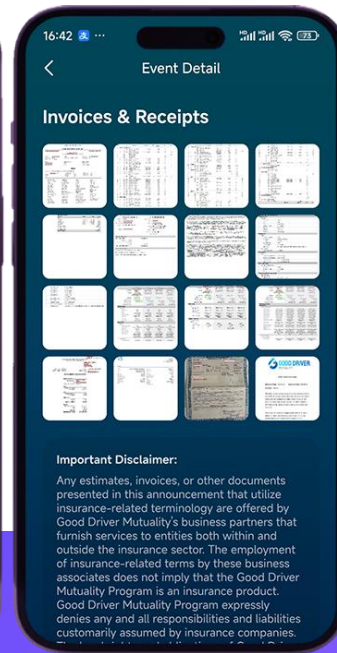
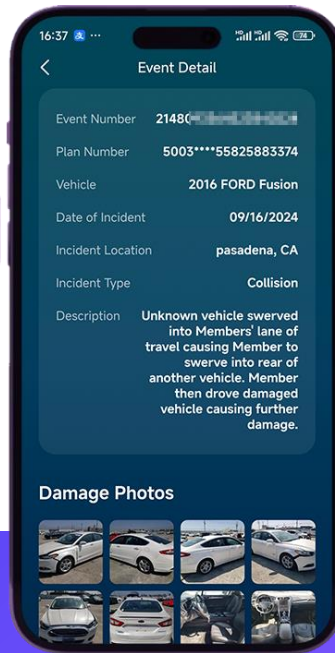
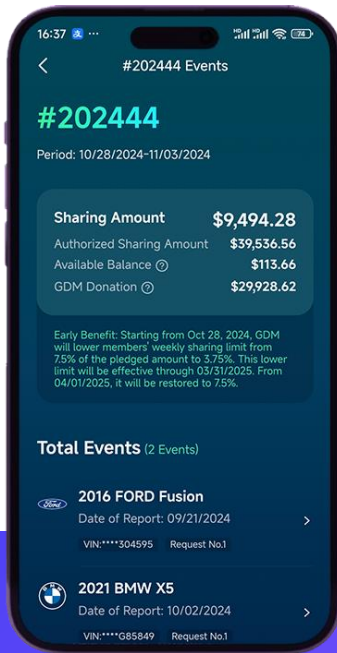
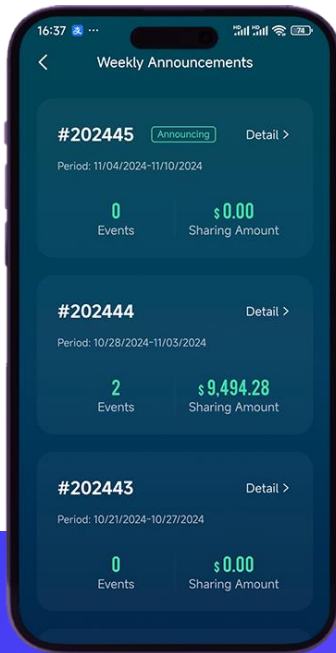
Note: Good Driver Mutuality plans do not replace the requirement for financed or leased vehicles to have full insurance coverage.



# APP + AI + Live Customer Service = Operational costs reduced by 20%

GDM delivers cost-effective products, enhancing customer experience through efficient outreach, billing, and high-quality service.

AI can boost programming efficiency by up to 100x, improve performance by 70%, and reduce labor costs by 83%.



# Get repairs at GDM partner shops with professional quality, transparent pricing, and worry-free warranty.

## 5,000+ partner repair shops



### Director of Mutuality Operation: David Clark

- 30 years of experience in the auto physical damage industry
- Former executive at several leading U.S. auto insurance companies
  - Chair of the APD Sub-Committee at the American Property & Casualty Insurance Association (APCIA)
  - Member of the Electric Vehicle Sub-Committee at APCIA
  - Expert in optimizing workflows using AI and ML to enhance vendor services.

\* 3-5 GDM partner repair shops are within a 15-25 mile radius.



Its repair network covers 85% of the U.S. population within a 20-mile radius. All repair shops in the network must meet I-CAR certification, EPA, and OSHA standards, and offer a lifetime warranty on all repairs to ensure quality.



Offers premium concierge pick-up and delivery services, verifying repair shop qualifications for high standards and quick turnaround. Their one-stop solutions boast a 4.8/5 customer satisfaction rating.



Provides top-tier collision repair across industries, partnering with trusted shops to plan repairs. Google ratings for each shop help customers book with confidence.



Car accident auction



Alternative parts



Windshield repair/replacement



Hail damage repair



Damage assessment,  
Physical inspection if needed



Mobile or remote vehicle diagnostic,  
calibration and programming services



# About GDM

## 2022 US company Founded

Regulatory and Legal Framework Established

## 2023 Service Infrastructure Development

App Development and Service System Setup

Established Network of Over 5,000 Partner Repair Shops

## 2024 App Store Launch

Launched on iOS and Android (June 2024)

## 2025 Demonstrated Product Success

Positive Member Feedback: Significant Cost Savings, High Renewal Rates, and Excellent Repair Service Ratings

Founder/CEO:

### **William Xu**

- Stanford MBA
- Former President of Stanford Stanford GSB Alumni Association
- Former Strategic Planning Consultant, McKinsey & Company (Serving Fortune 500 Clients)
- Former Professional, Trident Capital (Silicon Valley)
- Winner, Inaugural ITEC Global Entrepreneurship Competition
- Has been deeply involved in the mutuality field for 10 years.

Financed by: **Ribbit** Capital  **HEDOSOPHIA**



# Join GDM with Confidence in Information Security

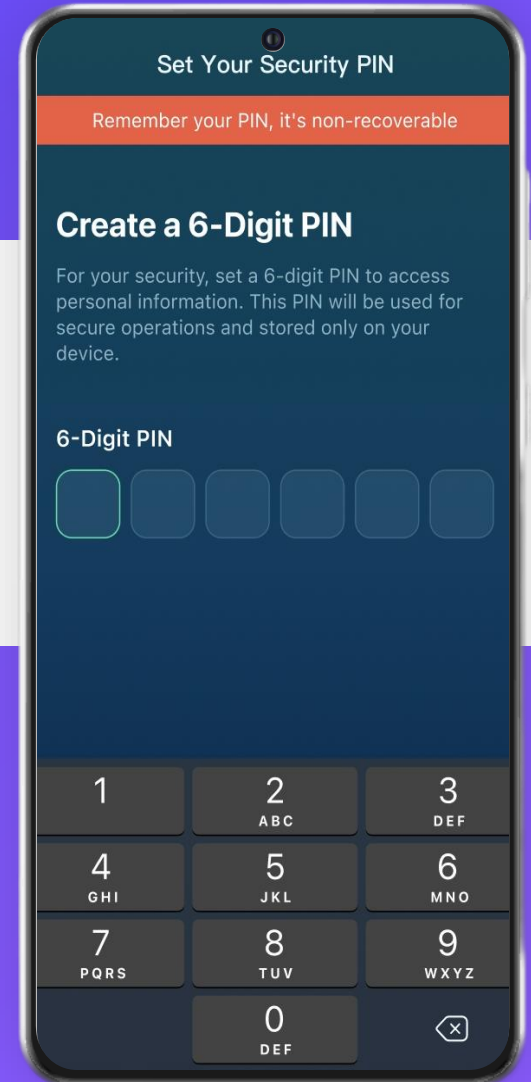


## Payment Data Encryption

A global leader in payments, trusted by top companies like Uber, Lyft, and Shopify.

## Personal Data Encryption

The largest U.S. cloud service provider, used by nearly all leading tech companies.





# How to Get a Quote



## Declarations Page PDF

Prepare a PDF version or pictures of your current auto insurance declarations page.

### 1. Registration

#### Download Good Driver APP

Register with your email or mobile phone number + Referral code

### 2. Get a quote

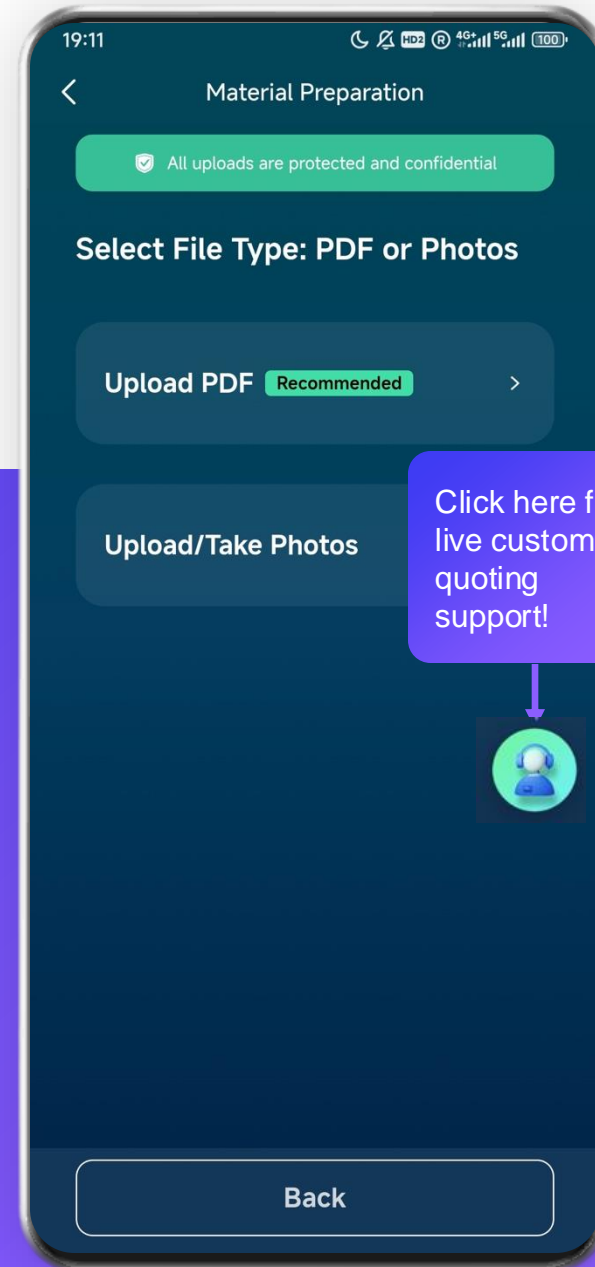
#### Upload the Declarations Page and wait 1–2 minutes

Select vehicles, enter the planholder's Driver License number, choose the out-of-pocket expense, and set the effective date.

### 3. Make a payment

#### Enter the referral code, upload pictures of the Driver License

Proceed to payment





# Declarations Page PDF

## The Information We Need

### Renewal Auto Policy Declarations

To report a claim please call (800) 503-3724

INSURANCE

#### Policy Period

From: 01/01/2025 12:01 AM  
To: 01/07/2025 12:01 AM  
Standard time at the address of the Named Insured

#### Policy Number

#### Agent

#### Company

#### Named Insured

Steve

Brooklyn, NY 11201  
USA

#### Important Information

Date Sent: 01/12/2024

The enclosed Auto Insurance Renewal Bill and the U-251 IMPORTANT NOTICE are part of this policy. These specify the amount of your premium, your payment options, any applicable fees, and the due date. Your automobile insurance expires and coverage ceases at 12:01 AM on 01/07/2025. Coverage under this policy will become effective provided you pay the premium and any applicable fees as indicated on the Auto Insurance Renewal Bill. If you have any questions, please contact your agent at the phone number provided above.

All endorsements and pending changes applicable to your Mercury Insurance Company policy will be carried over to this new Mercury Insurance Company policy.

This Declaration provides only a summary of coverage. All coverage is subject to the terms, conditions, and exclusions of the policy contract.

#### Discounts

2023 TOYOTA COROLLA - Exceptional Driver, Good Driver, Group Discount, Multi-car  
2022 BMW 330I - Good Driver, Group Discount, Multi-car

#### Listed Drivers

Steve 30  
Natas ence:15  
Tony  
Bruce Summer Years driving experience: 17

#### Excluded Drivers

Pete  
Sam

The Designated Excluded Drivers – Coverage Exclusion is applicable to all coverages, including but not limited to, liability and uninsured motorists, provided now or later. It is agreed that the insurance afforded by this policy shall not apply nor accrue to the benefit of any insured or any third-party claimant when any motor vehicle is being used or operated by an

## No Sensitive Information

Excluded Driver designated above, regardless of where the person resides or whether the person is licensed to drive. Please refer to the terms of your auto policy.

#### Additional Household Members

None

#### Vehicles and Coverage Limits

##### 2023 TOYOTA COROLLA, VIN: A

Garaging Address: 123 Hero Lane Brooklyn, NY  
Primary Use of the Vehicle: Pleasure  
Current Term Annual Mileage: 6,000  
Renewal Term Annual Mileage: 7,000  
Current Term Mileage Program: Estimated  
Renewal Term Mileage Program: Estimated

Coverages	Limits	Premium
Bodily Injury Liability	\$100,000 each Person/\$300,000 each Accident	\$610.00
Property Damage Liability	\$100,000 each Accident	
Uninsured/Underinsured Motorist Bodily Injury	\$30,000 each Person/\$60,000 each Accident	\$74.00
Uninsured Motorist Property	\$3,500 each Accident	\$7.00
Damage/Collision Deductible Waiver		
<b>Total Premium for 2023</b>		<b>\$691.00</b>

##### 2022 BMW 330I, VIN: 1I

Garaging Address: 123 Hero Lane Brooklyn, NY  
Primary Use of the Vehicle: Pleasure  
Current Term Annual Mileage: 8,000  
Renewal Term Annual Mileage: 9,000  
Current Term Mileage Program: Estimated  
Renewal Term Mileage Program: Estimated

Coverages	Limits	Premium
Bodily Injury Liability	\$100,000 each Person/\$300,000 each Accident	\$786.00
Property Damage Liability	\$100,000 each Accident	
Uninsured/Underinsured Motorist Bodily Injury	\$30,000 each Person/\$60,000 each Accident	\$75.00
Uninsured Motorist Property	Collision Deductible Waiver Applies	\$4.00
Damage/Collision Deductible Waiver		
Comprehensive	Actual Cash Value Less \$1,000 Deductible	\$31.00
Collision	Actual Cash Value Less \$1,000 Deductible	\$518.00
Rental	\$40 each Day/Maximum 30 Days	\$29.00
Roadside Assistance	\$75 Towing and \$75 for Non-Towing Services per Occurrence/Maximum 3 Occurrences	\$4.00
Non-Factory Equipment	\$1,000	Included
<b>Total Premium for 2022 BMW 330I</b>		<b>\$1,447.00</b>

If you have

Subtotal Policy Premium (All Vehicles)	\$3,315.00
Fraud Fee	\$2.64
<b>Total 6 Month Policy Premium (All Vehicles)</b>	<b>\$3,317.64</b>

#### Policy Contract and Endorsements

Your insurance policy and any endorsement(s) contain a full explanation of your coverage. The policy contract is form U-10 MIC California Auto Policy (03/2023). The contract is modified by endorsement(s):

# New Star Bonuses are bigger than ever!

## Limited-time Bonus

Available from:  
February 21,  
2025  
Limited to the  
first 200 L1  
advancements

Within 30  
days  
of joining  
GDM

Direct Referral  $\geq$  5 vehicles



Completion of the Achiever Training

Your Bonus Increases  
from 10%

to **20%**  
based on your quote.

**\$300**

**Bonus Rules:** Both tasks can be completed simultaneously, but Bonus 2 is only available after Bonus 1 is achieved.

**Bonus Payment:** Ongoing bonuses, such as the "Leadership Bonus," are paid immediately. The additional 20% bonus based on the quote will be paid on Day 30, if achieved.

**Renewal Requirement:** If a mutuality plan is canceled within 90 days, any points awarded will be deducted, and bonuses previously given will be subtracted from future bonuses.

Please stay updated on the renewal rate via the Good Driver App.



# Q&A

## 1. Can I opt out after joining the mutuality plan?

Yes, you can opt out. Before the mutuality plan becomes active, there is a maximum 3-month waiting period. If you choose to opt out during this period, you will receive a full refund of the service fee. However, once the plan is active, you will not be refunded the service fee or any shared amounts. Additionally, since your pledge balance remains unused, there will be no refunds for the remaining pledge amount.

**Note:** If you have both Collision and Comprehensive insurance, GDM is a secondary plan and you must first file a claim with your insurance company in the event of an accident. Only the portion of the claim not covered by your insurance, and that falls within the scope of the mutuality plan, is eligible for sharing. To avoid unnecessary costs, please choose between Collision/Comprehensive insurance and the mutuality plan before activation.

## 2. What happens if members fail to pay for the shared amount?

If a sharing payment fails after your mutuality plan becomes active, GDM will notify you by email and grant a 14-day grace period. If payment is not completed within this timeframe, your plan will be terminated, and you will lose access to GDM services.

**Reminder:** Sharing announcements occur each Monday. If there is an eligible event, sharing for that event will take place the following week. If no events are announced, no sharing is required. Please ensure your payment method is valid and has adequate funds to avoid any disruptions. You will receive email reminders about sharing.

## 3. Can financed or leased cars join the mutuality plan?

Yes, but financed or leased cars have certain limitations compared to fully paid cars when enrolling in a mutuality plan.

- Financed or leased cars must still meet the full insurance requirements outlined in their contracts. As a result, owners of financed and leased vehicles cannot cancel their Collision or Comprehensive insurance, even if they join the mutuality plan.
- Some members with financed cars choose a higher deductible on their insurance policy to lower their premiums. At the same time, they set a lower GDM out-of-pocket amount (e.g., \$250) under the mutuality plan. If they have an accident, they can request sharing for the portion of the deductible that exceeds the balance of their pledge amount and their out-of-pocket amount.

## 4. How Does GDM Make a Profit?

GDM primarily generates revenue through a 20% service fee. Our focus is on building a strong, trustworthy reputation, which in turn encourages users to renew their memberships. And we are committed to helping safe drivers save on costs while ensuring those who experience accidents receive high-quality repair services. To protect the community's Pledge Balance and keep costs low for everyone, we carefully review all sharing requests and approve only those that meet the eligibility criteria.