



GOOD DRIVER

MUTUALITY

G D M M



GDM:
A New Way to
Save on Auto Body
Repair Plans

- GDM is Not an Insurance Provider -

Auto Insurance Costs Skyrocketing—It's Draining Your Wallet!

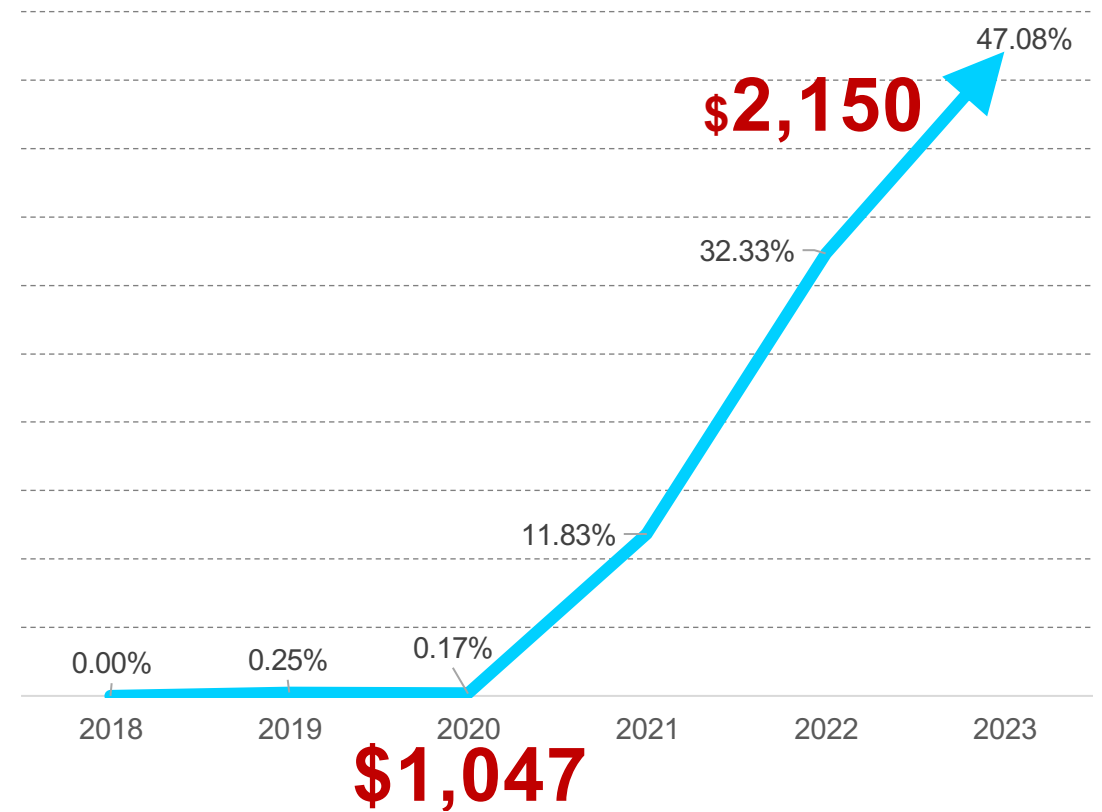
National Average Auto Insurance Rates Rise **24%** Annually. California Auto Insurance Expected to Increase **54%** in 2025. Average Vehicle Age in the U.S. Hits **12.6 Years.**

*<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?

40%

Operational Costs & Profits

60%

Claim Payouts



*4.9% collision claim & 3.3% comprehensive claim
<https://www.iii.org/fact-statistic/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

The overall claim rate ranges between 4.9% and 8.2%, with an average of 6.5%. Since the proportion of those purchasing comprehensive coverage is lower than those purchasing collision coverage, we round it to 6%.

GDM is cost-sharing platform that helps good drivers save on auto body car plans

Internet
Technology

Sharing
Economy

AI

With GDM,
help is always
there when you
need it!

A Community
for
Good Drivers

5000+ Partnered
Repair Shops

Stripe
Payment

Uber

airbnb

Auto insurance + Mutuality Plan = Save Money

Liability Insurance	An accident caused by you	Protection for other party's property and injuries	Bodily Injury Property Damage	Mandatory	Purchase from Insurance Company
Uninsured/Underinsured Motorist Coverage (UM/UIM)	Caused by other party	Protection for your injuries and vehicle	Bodily Injury Property Damage	Mandatory in some states	
Personal Injury Protection (PIP) Medical Payments Coverage (MedPay)	No-fault	Injuries to you and your passengers	Bodily Injury	Mandatory in some states	
Roadside Assistance Coverage		Roadside towing	Dead battery, tire change, lockout, etc.	Optional	
Rental Reimbursement		Transportation expenses during the vehicle repair	\$40 per day, up to 30 days	Optional	
Collision		Damage to your vehicle	Damage from impact with another object	Optional	Good Driver Mutuality A New Option
Comprehensive			Damage from non-collision events (theft, fire, flood, animal impact, vandalism, etc.)	Optional	

**Mutuality Plan – Not Insurance
A More Cost-Effective Alternative**

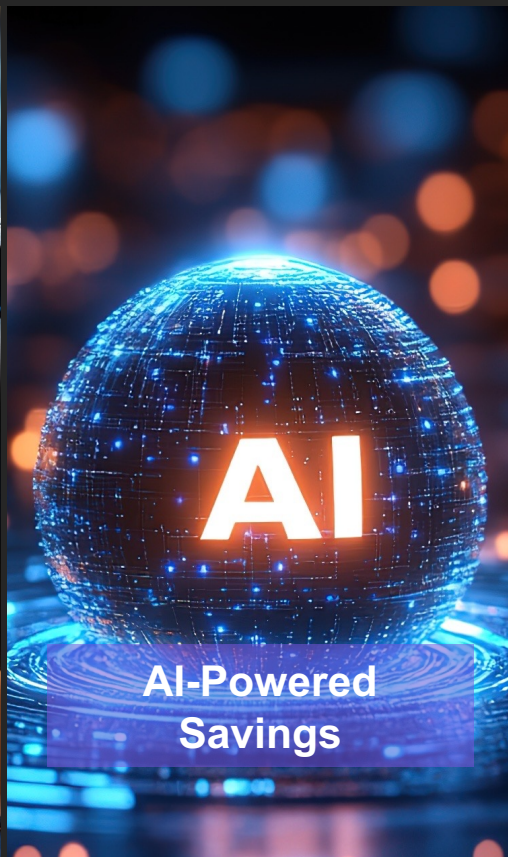
**May Save up to 40%
off the Quoted Amount per plan period with no accidents!**

Maximize Your Savings:

5 Key Advantages with GDM



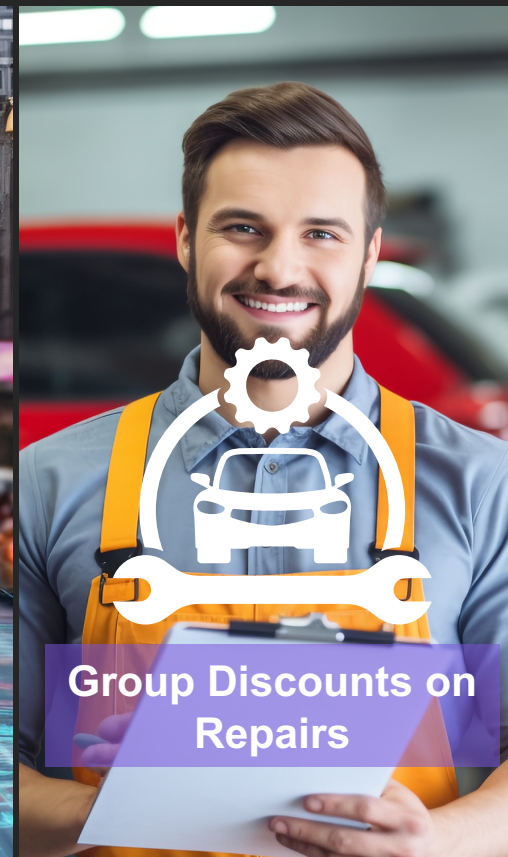
Encouraging
Safe Drivers



AI-Powered
Savings



Luxury Cars
Ineligible for
Enrollment



Group Discounts on
Repairs



Share and Earn
Great Rewards

1. How the Mutuality Plan Works: Costs & Savings

Example of a mutuality plan quote
\$1,000

An authorized, small, capped contribution to help cover others' repair costs.

20%

Service Fee
 (Six-Month Period)

Accident

- The Remaining Pledge amount will be used first.
- The remainder of the repair cost is shared by the community.

80%

• Pledge Amount for Sharing
Still in your wallet



No Accident

Potentially

Save up to **40%**

Off the quoted amount per plan period

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

Real Savings Case: A GDM Accident-Free Driver

Enrolled: September 11, 2024, 07:00 AM (UTC)

Renewed: March 11, 2025, 06:59 AM (UTC)

Mutuality plan quote	\$1,036
Service fee	\$207
Pledge amount	\$829
Shared amount required (13 weeks)	\$162
No sharing required (12 weeks)	0
No accident Savings	\$663
Saving Ratio	64%

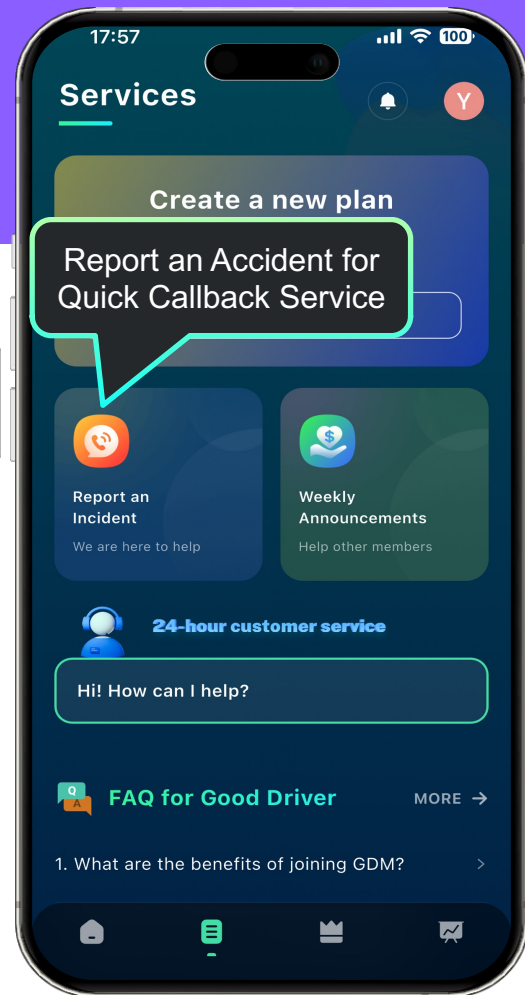
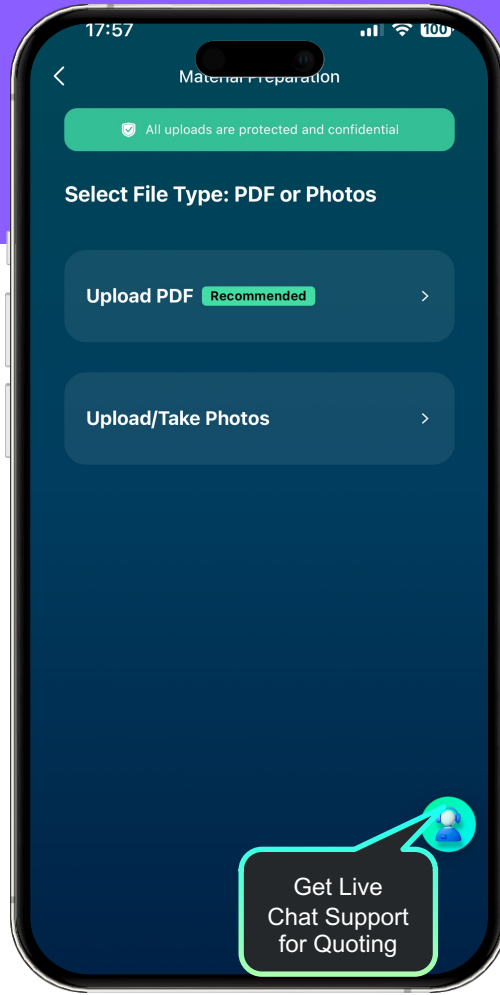
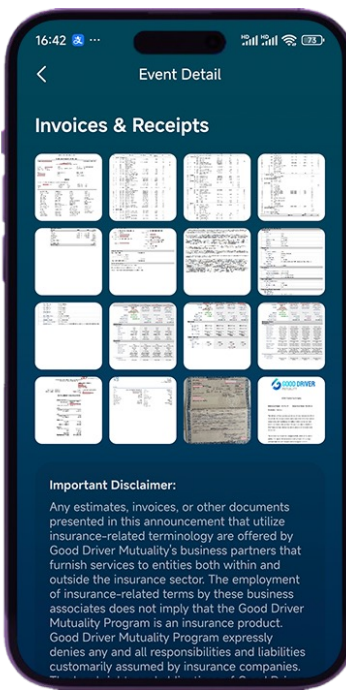
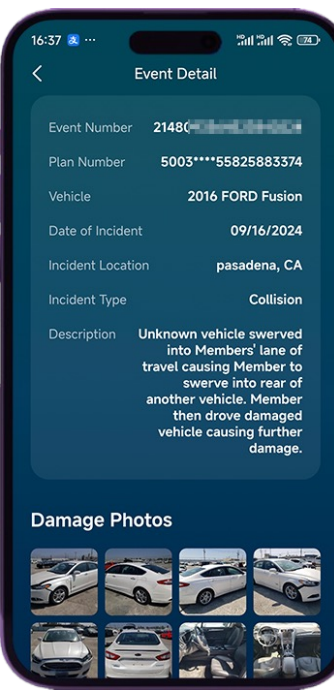
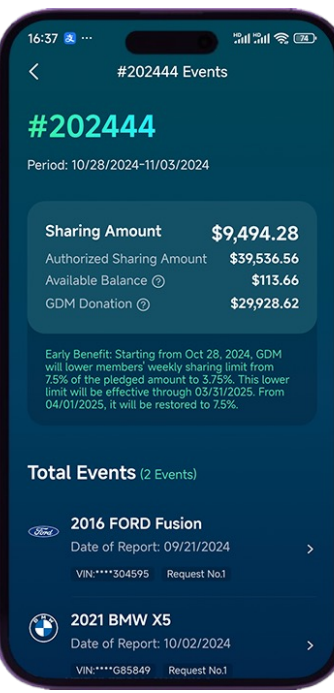
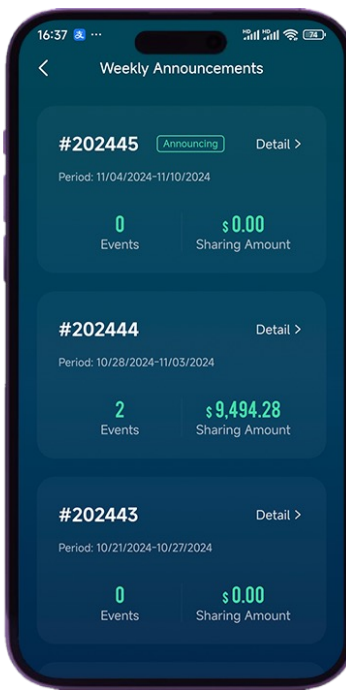
When an accident occurs

Repair costs	\$10,000
Out-of-pocket	\$1,000 /\$500/\$250
Pledge Amount	\$700
The remainder of the repair cost is shared by the community.	\$8,300

Disclaimer: The estimated 40% savings are based on internal data calculations. The actual savings may vary depending on user data, and the final amount will be determined by actual circumstances.

2. AI Reduces Costs by 20%, Putting Savings Back in Every GDM Member's Pocket

The Good Driver Mutuality App is designed to ensure transparency and efficiency, delivering an exceptional user experience.



3. 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

4. Get repairs at GDM partner shops

Over 5,000 GDM Partner Locations Across the U.S.
Find a Partner Shop Within 25 Miles of Your Home
Fair Pricing
Lifetime Guarantee on Workmanship & Repair Quality



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.



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

5. No advertising budget—Rewards for members who refer GDM

Limited-time Bonus

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

Available from:
February 21,
2025

Limited to the
first 200 L1
advancements

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.

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

Financed by:

Ribbit Capital

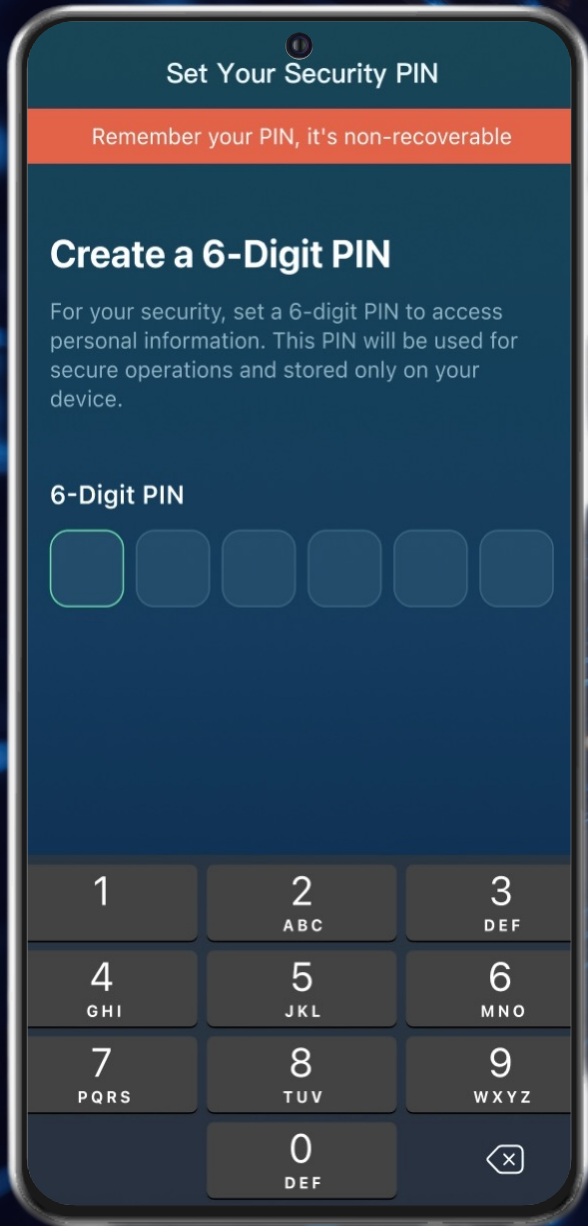
 **HEDOSOPHIA**

Founder/CEO :

William Tu

- 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.





Join GDM with Confidence in Information Security



stripe

Payment Data Encryption

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

aws

Personal Data Encryption

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

How to Get a Quote ?

1. Prepare a PDF or images of your current policy declarations page.

2. Prepare a photo of your driver License

3. Download Good Driver APP



Good Driver Mutuality
Good Driver Mutuality Inc.

4. Register a GDM account with your email or mobile phone number

5. Enter the referral code you received.
Or skip to get a quote first and upload your declarations page.
You can enter the referral code before payment.

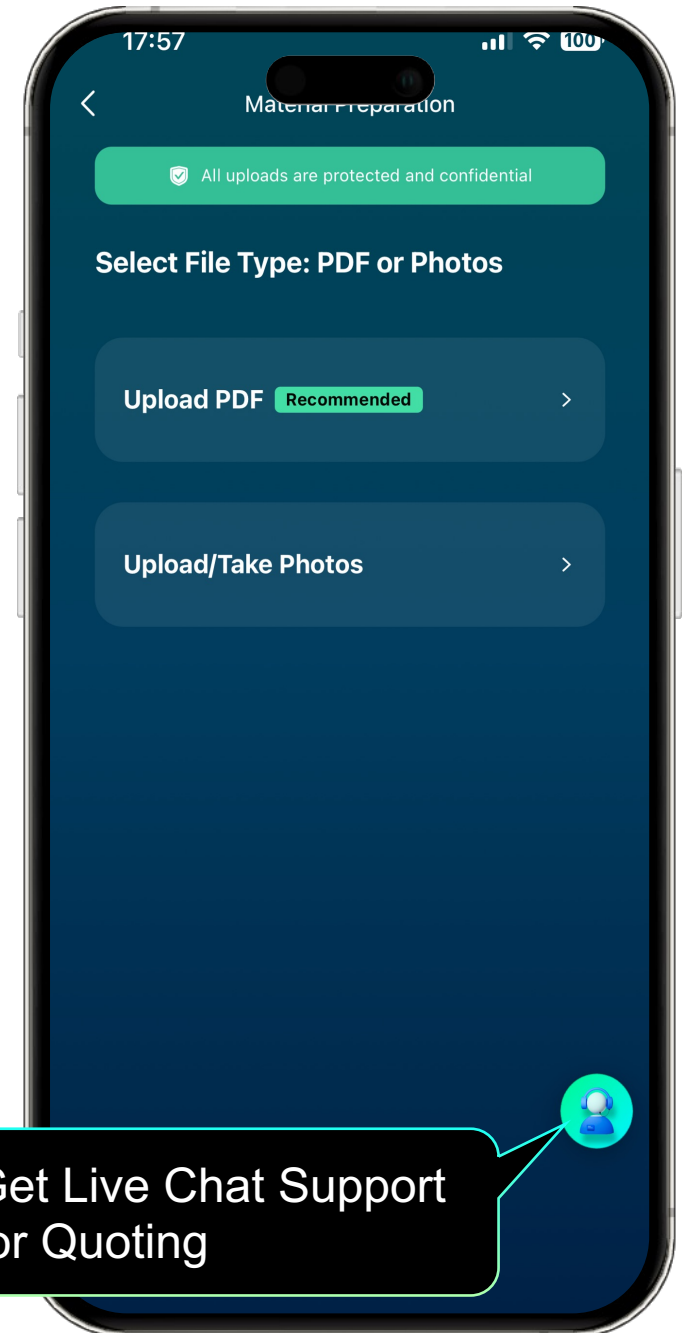


Declarations Page **PDF**

Ensure the information is complete and clear. No obstructions or alterations.

Required details:

- Valid policy period
- Policy number
- Insured address
- Names of all drivers (payer must be one of them)
- VINs of all covered vehicles
- Coverage types and prices



Get Live Chat Support
for Quoting



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 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		
Total Premium for 2023		\$691.00

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
Total Premium for 2022 BMW 330I		\$1,447.00

Subtotal Policy Premium (All Vehicles)

\$3,315.00

Fraud Fee

\$2.64

Total 6 Month Policy Premium (All Vehicles)

\$3,317.64

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):

If you have

Important Information Before Enrollment

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?

Sharing payments are processed every Monday (if there are eligible events). An email reminder will be sent each time a payment is due, so please check your payment records for any issues.

If the payment fails, the platform will immediately notify you by email and grant a 14-day grace period. If the payment is not successfully completed within this period, it will be considered as the user voluntarily exiting the plan, and you will lose access to GDM services.

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

Yes, financed and leased vehicles can join GDM. However, GDM is not insurance and does not replace the comprehensive and collision coverage required by their loan or lease agreement. The member must maintain this coverage through their insurance carrier.

In case of an accident, the member must file a claim with their insurance company first. GDM is secondary, and only the portion not paid by insurance may be eligible for sharing, such as a deductible. The member must pay the out-of-pocket and remaining pledge balance before sharing can occur.

For leased or financed vehicles that do not have comprehensive and collision coverage and are enrolled in GDM, a sharing request can be filed in the event of an accident. If the vehicle is declared a total loss, the member can request sharing. However, the estimated salvage value will be deducted from the actual cash value. The member will be responsible for paying off their loan. If the member prefers to have GDM dispose of the salvage vehicle, then the member must pay off their loan and submit the signed title to GDM before the estimated salvage value can be disbursed.