



# GOOD DRIVER

## MUTUALITY

G D M

A futuristic city street at night, featuring a wide, multi-lane road with glowing blue and orange light trails. The street is flanked by tall, illuminated buildings and streetlights. The sky is dark with some clouds. The overall scene is a high-tech, urban environment.

# Good Driver Mutuality: A New Way to Save on Collision & Comprehensive Repair Plans

- Not Insurance - Help good drivers save on repairs.

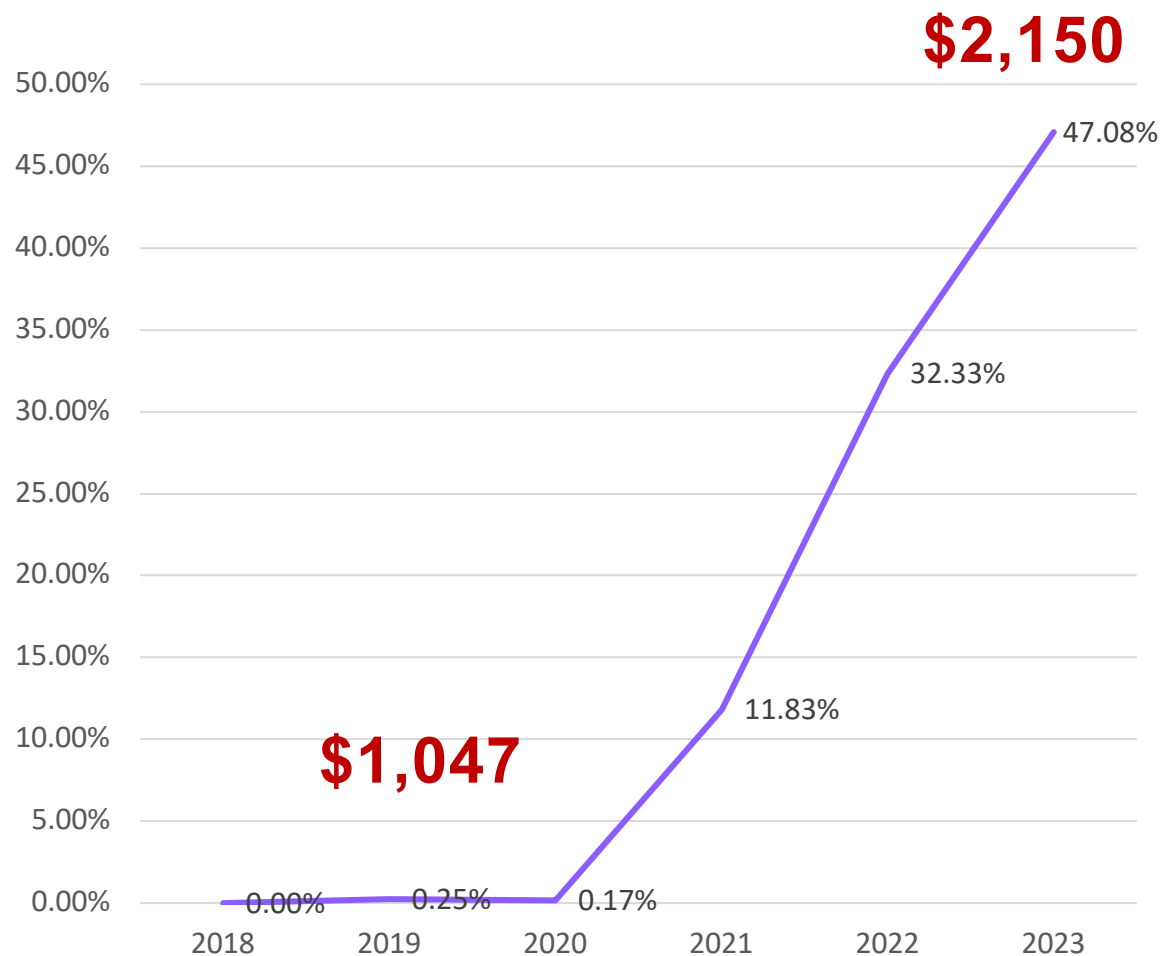


# Auto Insurance Costs Are Skyrocketing—It's Draining Your Wallet!

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.**

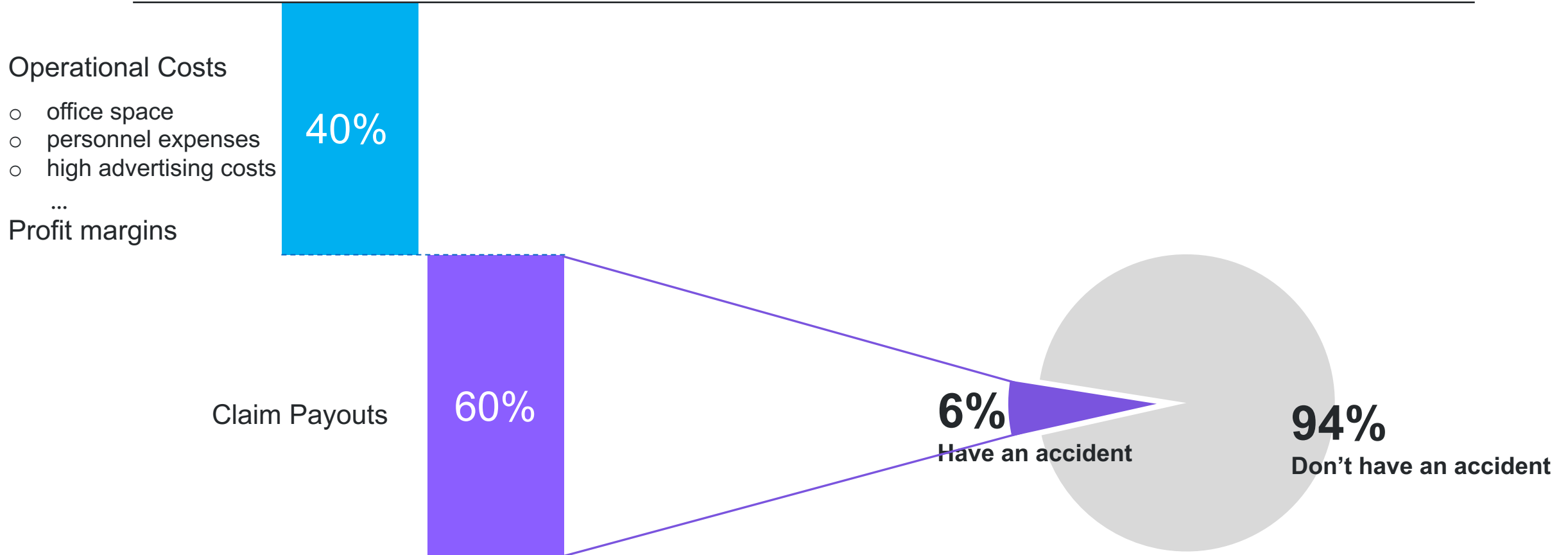
\*<https://californiaglobe.com/fr/new-report-finds-that-ca-auto-insurance-policy-rates-rise-by-54-compared-to-last-year/>

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?



\*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  
From 2021 to 2022, the overall claim rate ranged between 4.9% and 8.2%, averaging 6.5%. Since fewer people purchase comprehensive coverage compared to collision coverage, we round the average claim rate down to 6%.



# Auto insurance + Good Driver Mutuality Plan = Save Money

Coverage Type	When It Applies	What's Included	Requirement	
Liability Insurance	If you cause an accident	Bodily Injury Property Damage	Mandatory in 49 states (except New Hampshire)	Purchase from Insurance Company
Uninsured/ Underinsured Motorist Coverage (UM/UIM)	If hit by a driver with no/ insufficient insurance	Bodily Injury Property Damage	Required in some states	
Personal Injury Protection Coverage (PIP)	No-fault accidents (you/passengers injured)	Medical bills, lost wages, essential services	Required in no-fault states	
Medical Payments Coverage (MedPay)	Any accident (regardless of fault)	Limited medical expenses for you/passengers after any accident (narrower than PIP)	Optional	
Roadside Assistance	Non-accident emergencies	Towing, jump-starts, lockout service, flat tires	Optional	A New Option: Good Driver Mutuality Plan
Rental Reimbursement	Vehicle repair downtime	Transportation Assistance up to \$40 per day, max 30 days	Optional	
Collision Coverage	Damage from impact with another object	Repairs or replacement of your vehicle from collision	Optional	
Comprehensive Coverage	Damage from non-collision events (theft, fire, flood, animal impact, vandalism, etc.)	Repairs or replacement of your vehicle from non-collision events	Optional	

**Not Insurance**  
**A More Cost-Effective Alternative to Collision & Comprehensive**  
**May Save up to 40%**  
**off the quote 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



Fair and  
transparent pricing  
for repairs



Share and Earn  
Great Rewards

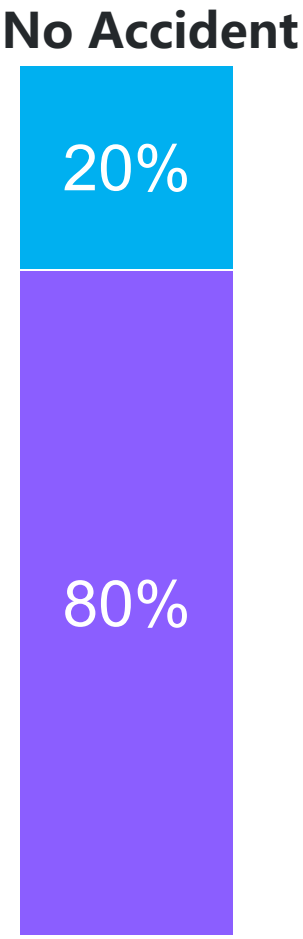
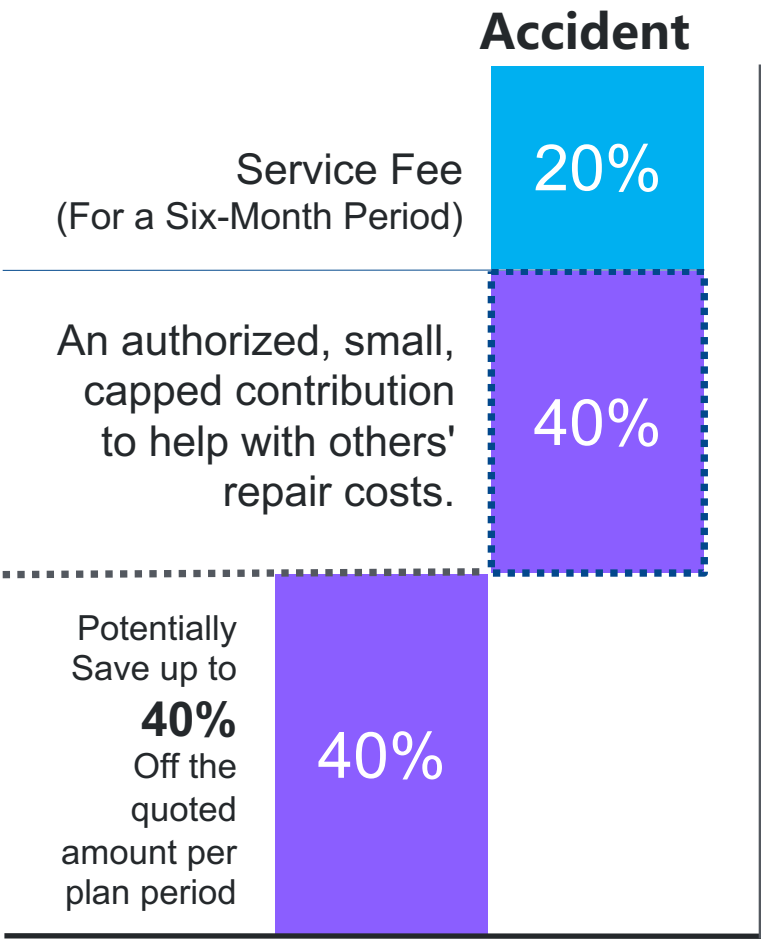


# 1. How the Mutuality Plan Works: Costs & Savings

## Actual Savings from An Accident-Free GDM Member

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%



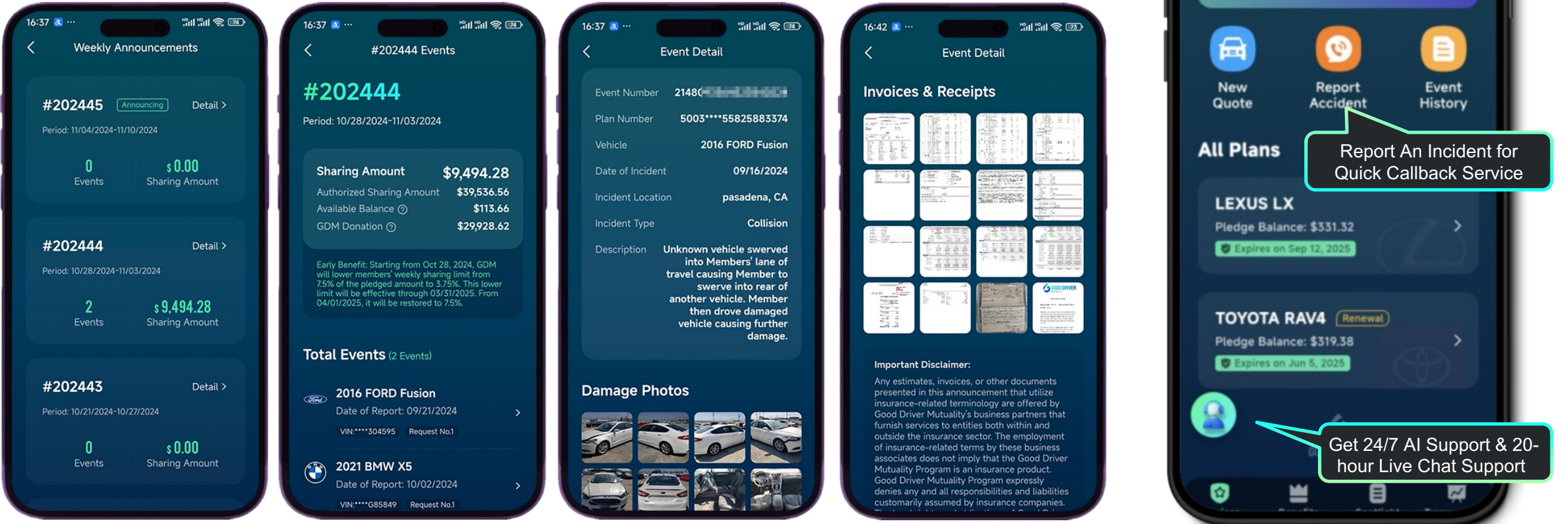
When an accident occurs

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

Disclaimer: Estimated 40% savings are based on internal data. Actual savings may vary depending on factors such as driving behavior, location, number of members, vehicle type, claim history, and other individual circumstances. Savings are not guaranteed.

# 2. AI-Driven Efficiency Translates to 20% Savings for GDM Members

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 vehicles, motorcycles, high-performance models

✗ Vehicles 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. Convenient & Trusted Repairs with GDM's Nationwide Network

- Over **5,000** GDM partner repair shops across the U.S.
- Multiple trusted repair options within a **15-mile radius**
- Fair and transparent repair 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

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 the referee's  
quote.

- Pass the Affiliate exam.
- Pay the \$9.90 enrollment fee.
- Become an L1 Affiliate, registered in the Affiliate Lark app.

**\$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 Mutuality App*.



# About GDM

- **2022: US company Founded**  
Established regulatory and legal framework
- **2023: Service Infrastructure Development**  
Developed the *Good Driver Mutuality* app and service systems.  
Built a network of 5,000+ partner repair shops.
- **2024: Mobile App Launch**  
Launched the *Good Driver Mutuality* app on iOS App Store and Google Play Store (June 2024).
- **2025: Demonstrated Product Success**  
Positive member feedback: Significant cost savings, high renewal rates, and top-rated repair services.

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

**Financed by:**

**Ribbit Capital**

 **HEDOSOPHIA**

<https://www.gooddriver.ai>



510 Waverley St, Palo Alto, CA 94301



804 Moorefield Park Drive, Suite 100, Richmond, VA 23236



Set Your Security PIN

Remember your PIN, it's non-recoverable

### Create a 6-Digit PIN

For your security, set a 6-digit PIN to access personal information. This PIN will be used for secure operations and stored only on your device.

6-Digit PIN

1	2 ABC	3 DEF
4 GHI	5 JKL	6 MNO
7 PQRS	8 TUV	9 WXYZ
	0 DEF	⌫

# 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 Mutuality APP*



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

5. Enter your referral code, or skip to get your quote and add the code later before payment.

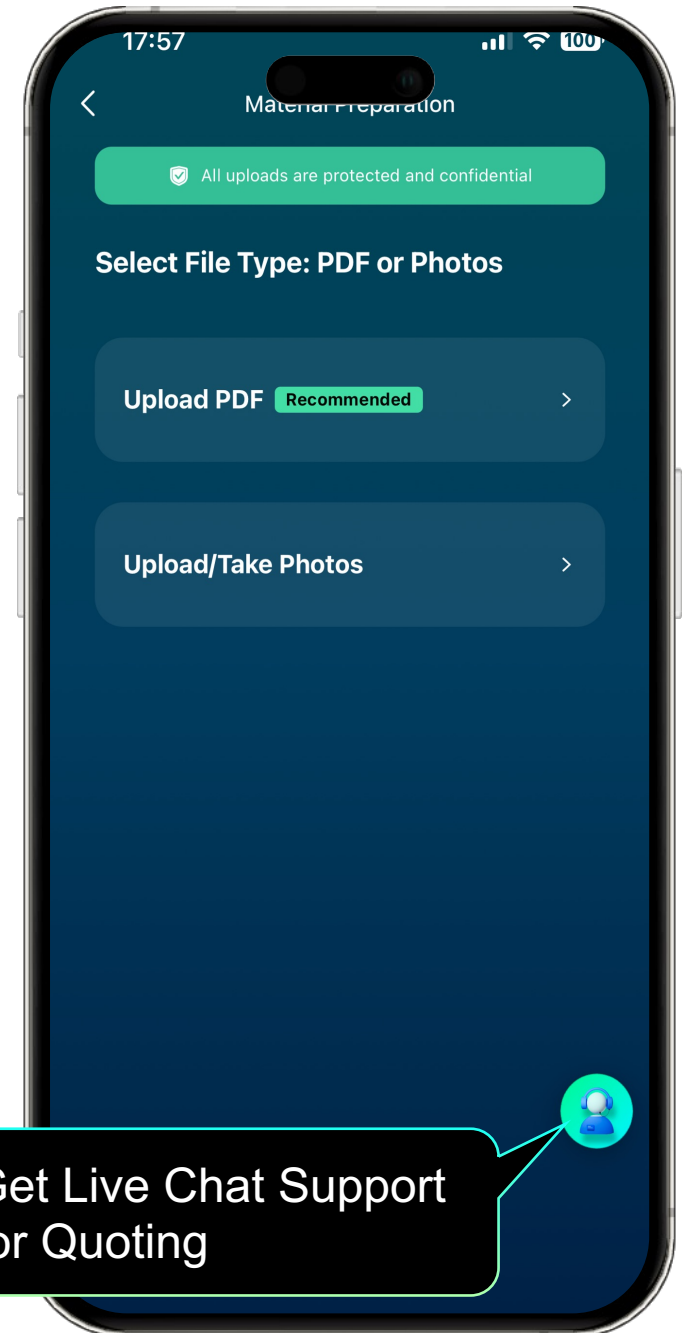


Declarations Page **PDF**

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

Current Declarations Page showing:

- Policy effective/expiration dates
- Policy number
- Named insured's mailing address
- List of all authorized drivers (policyholder must be listed)
- VIN for each covered vehicle
- Coverage limits & deductibles
- Current premium amounts







# 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

U-176 CA 03/2024

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## 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

Bodily Injury Liability

Property Damage Liability

Uninsured/Underinsured Motorist Bodily Injury

Uninsured Motorist Property

Damage/Collision Deductible Waiver

Total Premium for 202

Limits

\$100,000 each Person/\$300,000 each Accident

\$100,000 each Accident

\$30,000 each Person/\$60,000 each Accident

\$3,500 each Accident

\$691.00

Premium

\$610.00

\$74.00

\$7.00

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

Bodily Injury Liability

Property Damage Liability

Uninsured/Underinsured Motorist Bodily Injury

Uninsured Motorist Property

Damage/Collision Deductible Waiver

Comprehensive

Collision

Rental

Roadside Assistance

Non-Factory Equipment

Total Premium for 2022 BMW 330I

Limits

\$100,000 each Person/\$300,000 each Accident

\$100,000 each Accident

\$30,000 each Person/\$60,000 each Accident

Collision Deductible Waiver Applies

Actual Cash Value Less \$1,000 Deductible

Actual Cash Value Less \$1,000 Deductible

\$40 each Day/Maximum 30 Days

\$75 Towing and \$75 for Non-Towing Services per Occurrence/Maximum 3 Occurrences

\$1,000

\$1,447.00

Premium

\$786.00

\$75.00

\$4.00

\$31.00

\$518.00

\$29.00

\$4.00

Included

Subtotal Policy Premium (All Vehicles)

Fraud Fee

Total 6 Month Policy Premium (All Vehicles)

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):

\$3,315.00

\$2.64

\$3,317.64

If you have

U-176 CA 03/2023

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# 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 vehicles 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.