



# GOOD DRIVER

## MUTUALITY

G D M



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

Not An Auto Insurance Product

We Help Good Drivers Save on Repairs



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

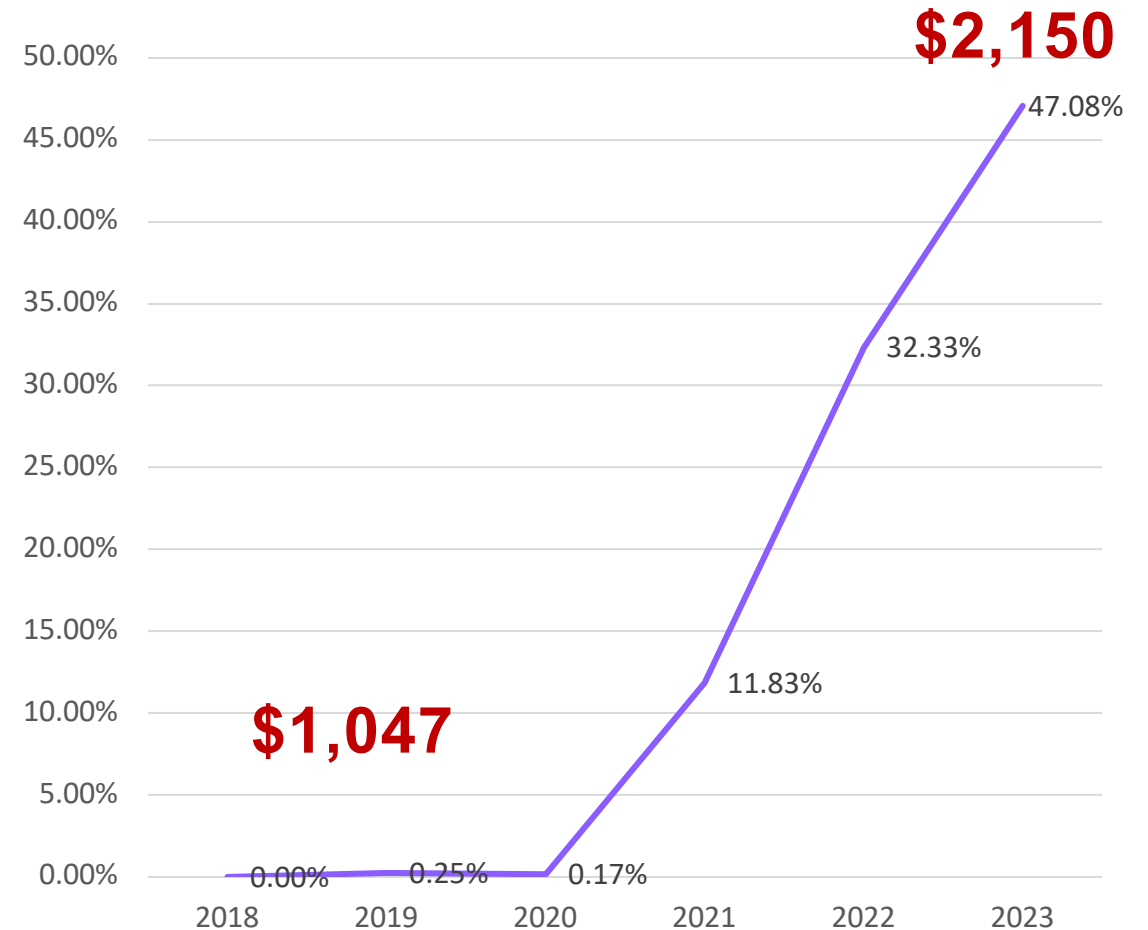
National Average Auto Insurance Rates Rise **24%** Annually.

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-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?

## Operational Costs

- office space
- personnel expenses
- high advertising costs

...

## Profit margins

40%

Claim  
Payouts

60%

6%  
Have an  
accident

94%  
Don't have an  
accident

\*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 + 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)
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

**Purchase  
from  
Insurance  
Company**

Transportation Assistance	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

**Choose  
Good Driver  
Mutuality  
( GDM )**

**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:**

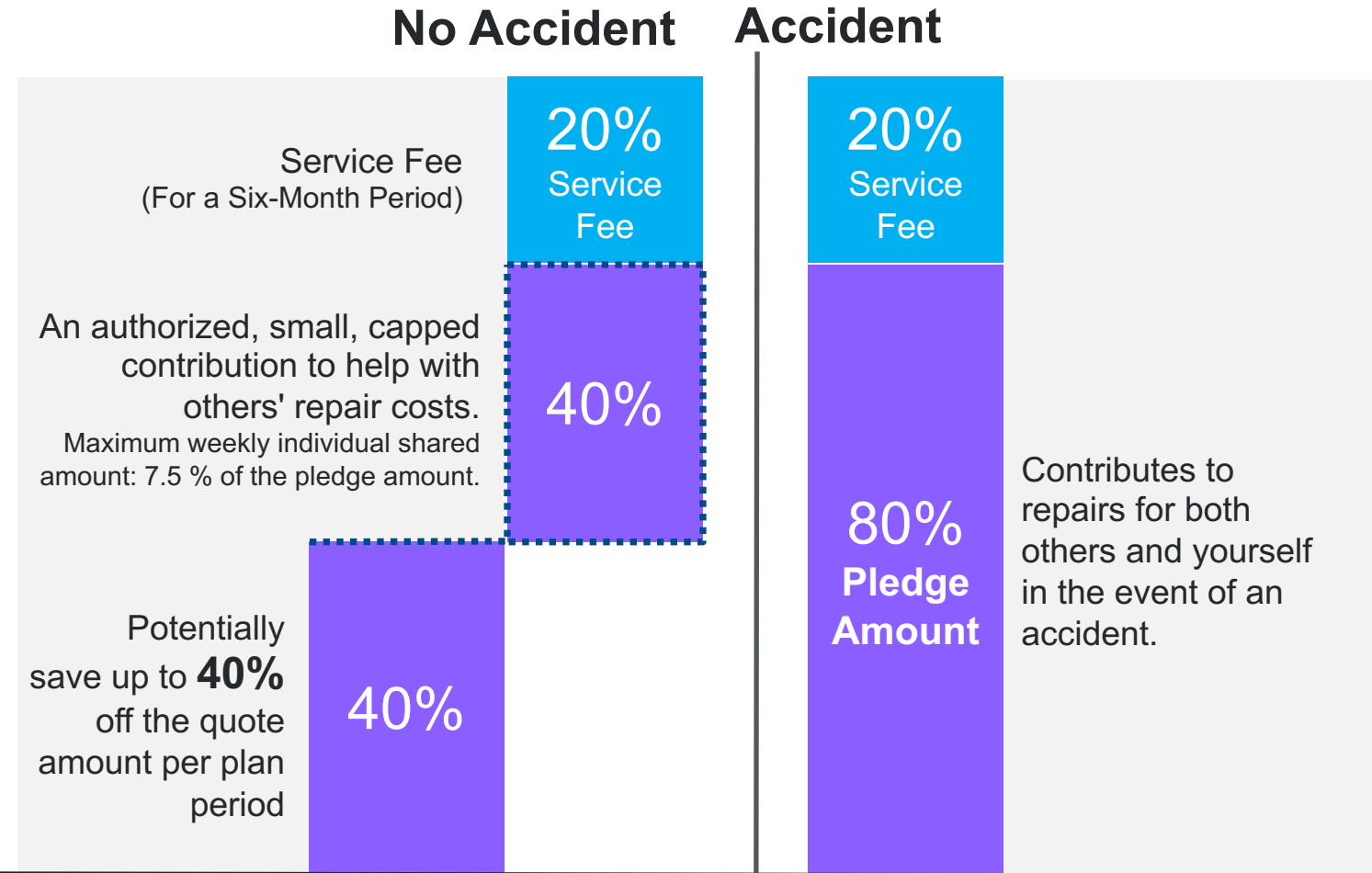
**5** Key Advantages with GDM



# 1. Mutuality Plan Saves You Money

## Why GDM is the Smarter Choice for You

- ✓ No Upfront Full Payments
- ✓ Start with Just a 20% Service Fee
- ✓ Save Up to 40% for Staying Accident-Free
- ✓ Never Pay More Than Your Full Pledge Amount for Repairs
- ✓ Remaining Costs (after out-of-pocket and Pledge Amount) Shared Within the GDM Community
- ✓ Overall Costs Are Lower Than Traditional Plans



*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.*

Actual Savings Case  
from An Accident-Free GDM Member

Member ID: 510424 \*\*\*\*\* 9787    Enrolled: September 11, 2024, 07:00 AM (UTC)  
Renewed: March 11, 2025, 06:59 AM (UTC)

Mutuality Plan Quote VS. Actual Costs & Savings	
Mutuality plan quote	\$1,036
Service fee	\$207
Pledge amount	\$829
Shared amount required (for 13 weeks)	\$166
No sharing required ( for 12 weeks)	0
Total Paid	\$373
No accident Savings	\$663
Saving Percentage	63%

6-month period (25 weekly announcements)	Weekly Sharing Amount
1	\$6.43
2	\$10.02
3	\$1.57
4	\$31.08
5	\$14.44
6	\$31.08
7	\$2.25
8	\$6.09
9	\$20.49
10	\$3.21
11	\$2.46
12	\$1.75
13	\$31.08
14~25	\$0.00
Total Shared Amount Required (Including Transaction Fee \$4)	\$166

Total Shared Amount = (Weekly Shared Amount + Total Pledge Amount of All GDM Members) x Pledge Amount Balance of Each Member

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

**Disclaimer:** 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.**

GDM Accident Repair Case

Event #202508 :



Repair Costs: \$17,187.87

- \$965.18 (Remaining Pledge Amount)  
- \$1,000.00 (Out-of-Pocket Expenses )  
= \$15,222.69 (GDM Community Shared Amount)

Monday Announcements

#202510

Period: 03/10/2025 - 03/16/2025

1 Events

\$633.59 Sharing Amount

#202509

Period: 03/03/2025 - 03/09/2025

1 Events

\$0.00 Sharing Amount

#202508

Period: 02/24/2025 - 03/02/2025

2 Events

\$8,953.82 Sharing Amount

#202507

Period: 02/17/2025 - 02/23/2025

1 Events

\$484.76 Sharing Amount

Event Details

2021 BMW 330i

VIN: \*\*\*\*890392    Request No.1

Sharing Amount \$15,222.69

Loss Amount \$17,187.87

Self-paid Amount -\$965.18

Out-of-Pocket -\$1,000.00

Incident Information

Event Number 215023121747400097

Plan Number 5031\*\*\*\*69655262548

Vehicle 2021 BMW 330i

Date of Incident 11/18/2024

Incident Location Harvard, MA, USA

Incident Type Collision

Description On November 18, 2024, while driving on Harvard Avenue in Irvine, CA, member attempted a left turn at a green light. During the turn, member did not notice an oncoming car traveling straight in the opposite direction, which resulted in a two-vehicle collision.

Damage Photos

Damage Photos

Other Supporting Document

Invoices & Receipts

Invoices & Receipts

Important Disclaimer: Any estimates, invoices, or other documents presented in this announcement that utilize insurance-related terminology are offered by Good Driver Mutuality's business partners that furnish services to entities both within and outside the insurance sector. The employment of insurance-related terms by these business associates does not imply that the Good Driver Mutuality Program is an insurance product. Good Driver Mutuality Program expressly denies any and all responsibilities and liabilities customarily assumed by insurance companies. The legal rights and obligations of Good Driver Mutuality Inc. and those pertaining to its Members are solely delineated within the Terms and Conditions of the Good Driver Mutuality Program.

supplements

The GDM app provides seamless transparency and efficiency throughout the process.



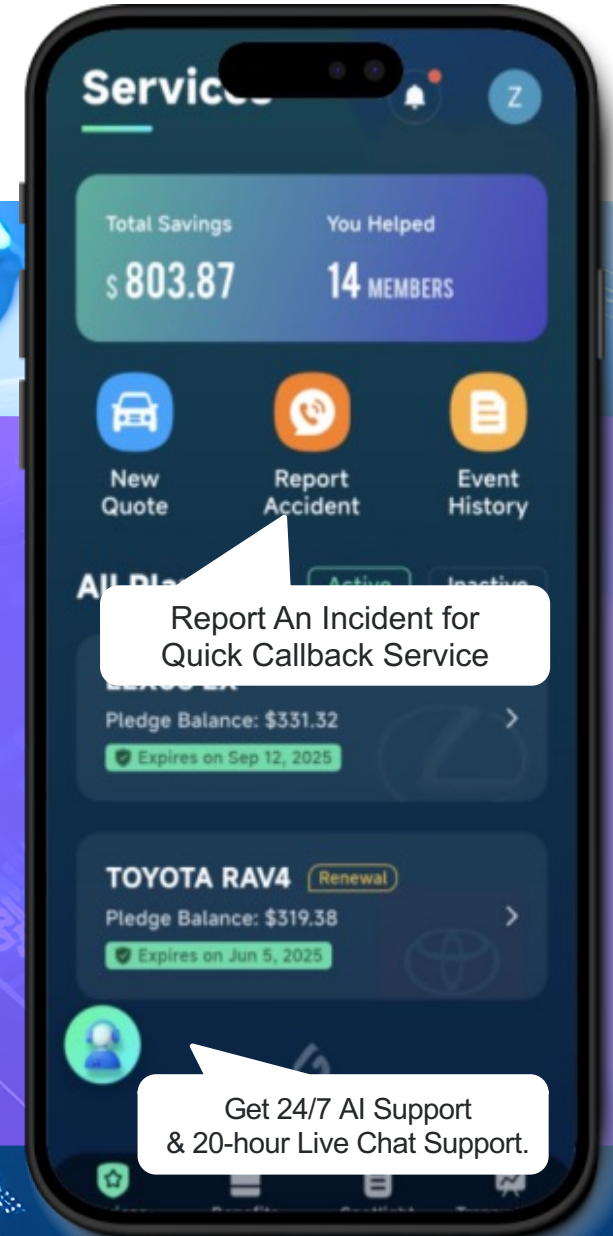
## 2. AI-Driven Efficiency Translates to Savings for GDM Members

# AI

AI is the 4th industrial revolution, the most certain global trend reshaping productivity and industries.

- One AI-empowered employee = the output of an entire team.
- Beyond efficiency—it's driving new business models, markets, and value chains.
- Future competition isn't about size—it's about how fast and effectively you deploy AI.

**The opportunity is massive. Timing is everything.**





### 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, Tesla Model S & X

✗ 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. Access GDM's Trusted Repair Partners with Fair, Transparent Pricing

- Over **5,000** GDM partner repair shops across the U.S.
- Multiple trusted repair options within a **15-mile radius** (up to 25 miles in remote areas)
- 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: June 8, 2025–September 30, 2025
- Limited to the first 200 L1 advancements

Within 20 days of joining GDM

Direct Referral  $\geq 5$  vehicles



Completion of the Achievers Training

Your commission increases from

10% to **20%** based on the referee's mutuality plan quote.

- Pass the Affiliate exam.
- Pay the \$9.90 enrollment fee.
- Become an L1 Affiliate.
- Join the Affiliate group on the Affiliate Lark app.

**\$300**

**Reward Rules:** Both tasks can be completed at the same time, but the reward for Task 2 will only be issued after Task 1 is successfully completed.

**Reward Payment:** A 10% commission will be paid daily for every batch of 5 or more directly referred vehicles, with an additional 10% commission reprocessed on Day 20 and all payments finalized within 7 days. Ongoing "Leadership Rewards" are paid immediately.

**Retention Requirement:** If a mutuality plan is canceled within 90 days, any points awarded will be deducted, and previously issued rewards will be subtracted from future rewards. Please stay updated on the retention 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: *Good Driver Mutuality* App Launch  
June marked the arrival of our first batch of members on the *Good Driver Mutuality* app.
- 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



<https://www.gooddriver.ai>



510 Waverley St, Palo Alto, CA 94301



812 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



Provide a PDF or clear photos of your current declarations page and a photo of your Driver License



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  
Natasence: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 Damage/Collision Deductible Waiver	\$3,500 each Accident	\$7.00
Total Premium for 2023		\$691.00

2022 BMW 330I, VIN: 11

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 Damage/Collision Deductible Waiver	Collision Deductible Waiver Applies	\$4.00
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

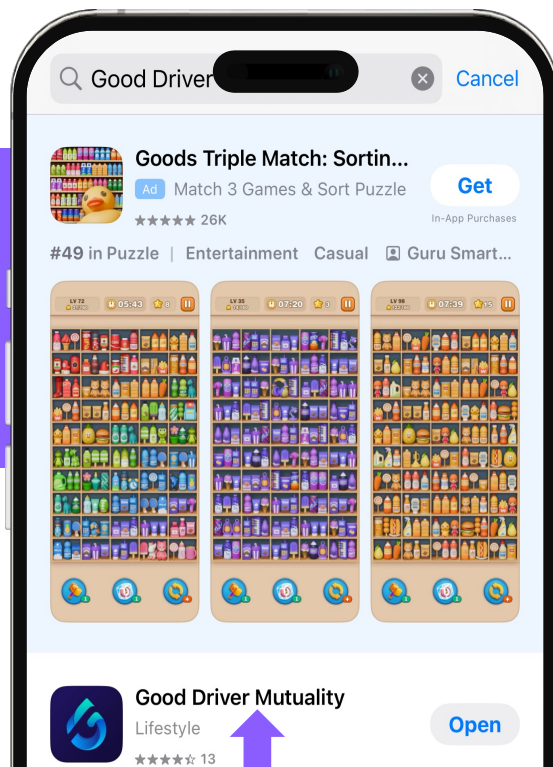
Subtotal Policy Premium (All Vehicles)	\$3,315.00
Fraud Fee	\$2.64
Total 6 Month Policy Premium (All Vehicles)	\$3,317.64

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):

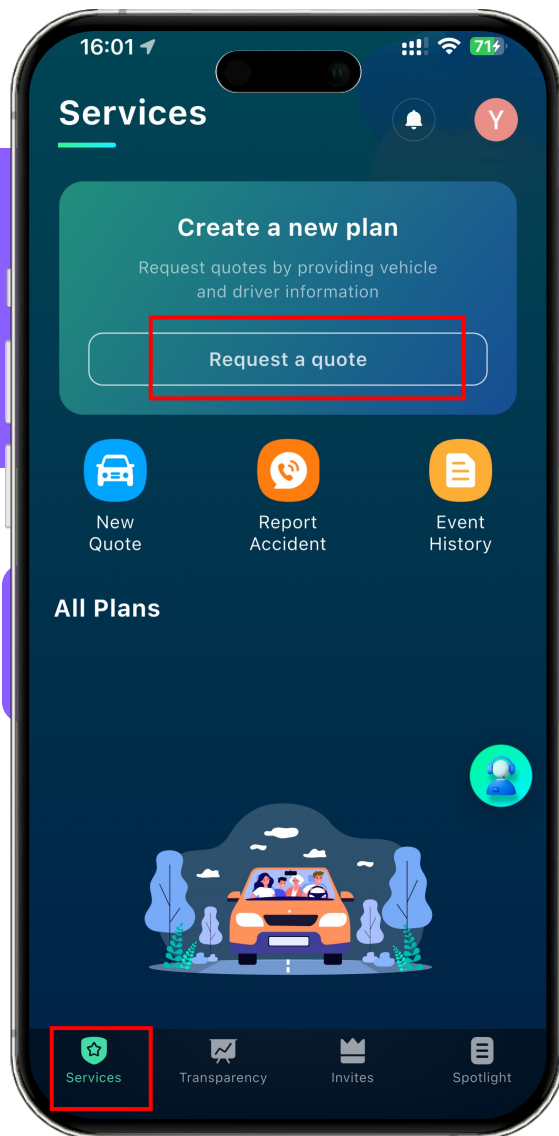


## Download GDM APP



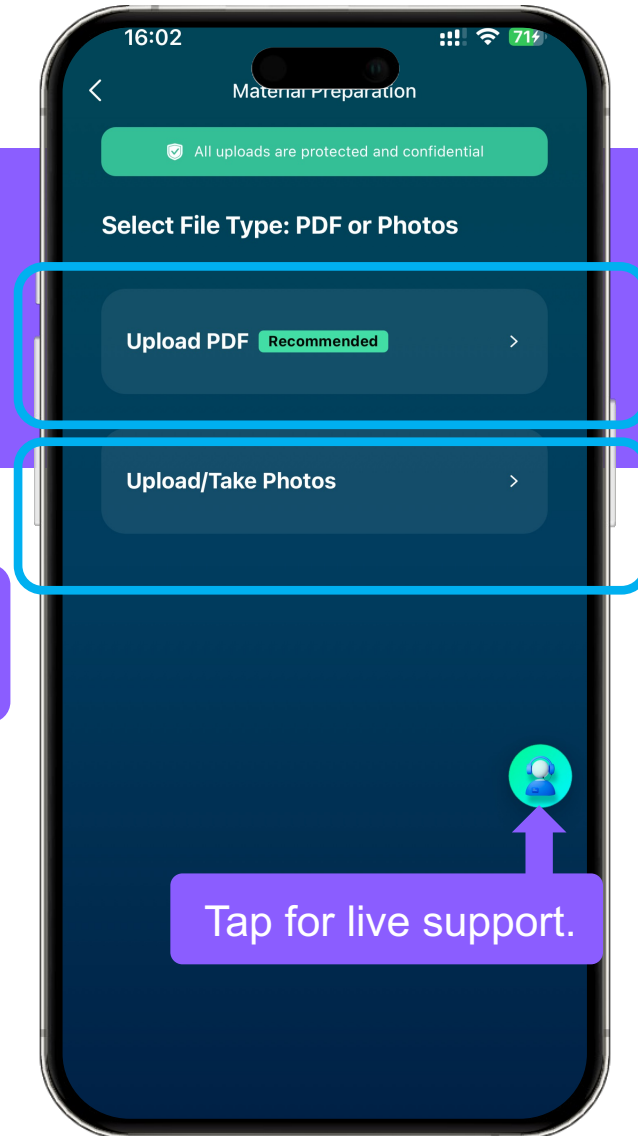
- Search for "Good Driver" in the app store.
- Download the Good Driver Mutuality app.
- Register using your phone number or email.
- Enter the referral code.

## Request a quote

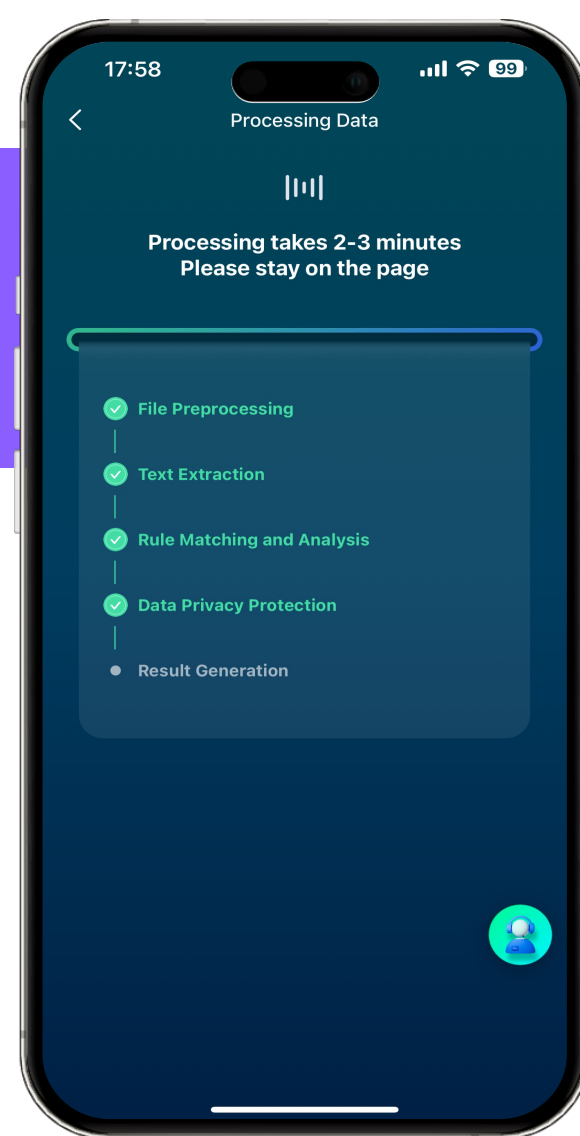


## Declarations Page PDF

## Upload Declarations Page (PDF/photos)



## Processing (2-3 minutes)



# 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.