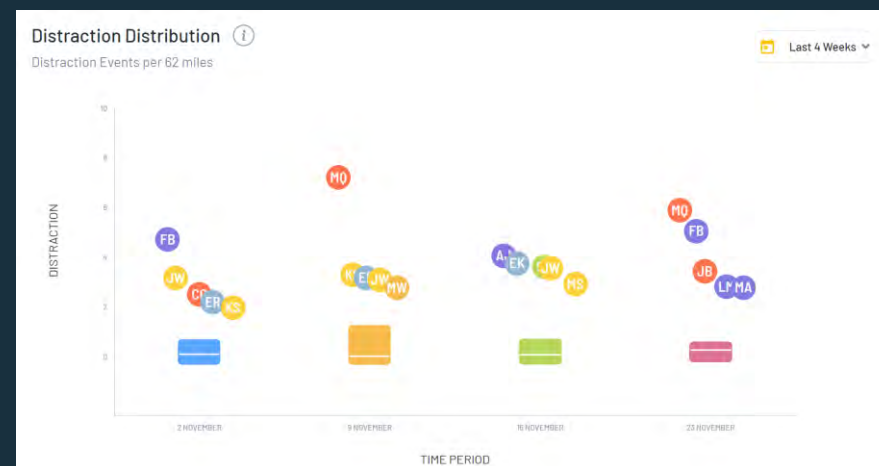


Case Study 1: ~33% collision frequency reduction with AXA client of 300 LCVs

- In early October 2019, Brightmile was rolled out to an AXA policy holder fleet of ~300 engineers driving LCVs
- Brightmile's intuitive Manager Portal combined with our in-house Customer Success team worked directly with the Group HR Director to ensure minimal effort in deployment
- Brightmile data shows an overall well-performing fleet with positive impact from the outset, **as evidenced by the improved claims performance observed since implementation (2020 data obscured by COVID-19)**
- The Manager Portal has enabled targeted intervention discussions with outlier drivers to improve specific driving behaviours (e.g. drivers with persistent Speeding or Distraction issues)



Q3-Q4 2019 claims improvements:
Reduction in frequency: ~33%
Reduction in severity: ~26%
Reduction in claims costs: ~51%



October 2019-June 2020:
Reduction in At Fault collisions for Brightmile drivers: 71%



"It's amazing how little effort has been required to roll out Brightmile to my drivers. The Manager Portal is extremely well-designed & simple to use"
- HR Director, AXA client

Case study 2: Quick, easy roll-out & improved risk at an AXA client of 100 Cars

- Brightmile rolled out to an AXA fleet of 100 Cars in September 2020
- Full adoption within a month of implementation (96 Drivers Live; 3 Drivers on furlough/vacation so Inactive, 1x new hire being onboarded)



- Risk already improved (e.g. Risk Events & Distraction trending down towards Zero)



Case study 3: ~10% fuel reduction recorded in company car fleet pilot

- Brightmile is working with the company car fleet of a large logistics provider
- Client has Microlise fleet management in their Commercial Vehicles but no telematics in their cars
- Before proceeding to roll-out, client wanted to conduct a pilot to measure potential fuel savings & quantify the business case
- Significant fuel reductions were observed across all pilot drivers & we are now poised for full deployment



8-15%
Reduction in fuel consumption across 10x Pilot Drivers

£180-300
Potential fuel savings per company car driver per year

Case study 4: 25% collision reduction in multinational car fleet now moving forwards to global roll-out

- Working with SGS, a multinational auditing & inspection company with ~14k work-related drivers globally, as a design partner and early customer since mid-2018
- Traditional telematics not considered a good fit for company car fleet, but Health & Safety team looking to more proactively manage driver safety
- **25%** reduction in collision frequency recorded in 12 month pilot
- Positive feedback from drivers in regular engagement surveys
- Client can onboard and manage thousands of drivers across 20+ countries all via company email address on the Brightmile Manager Portal



“The Brightmile app is the right mix of Safety, Fleet, Sustainability and HR tools to manage the fleet and engage drivers”

- Nikolay Popov

Global Health & Safety Manager



“ The Brightmile app has made me **think a lot and I watch more how I drive** ”



“ I like how the app **rewards safe driving and helps me with my mileage claims** at the end of the month ”