

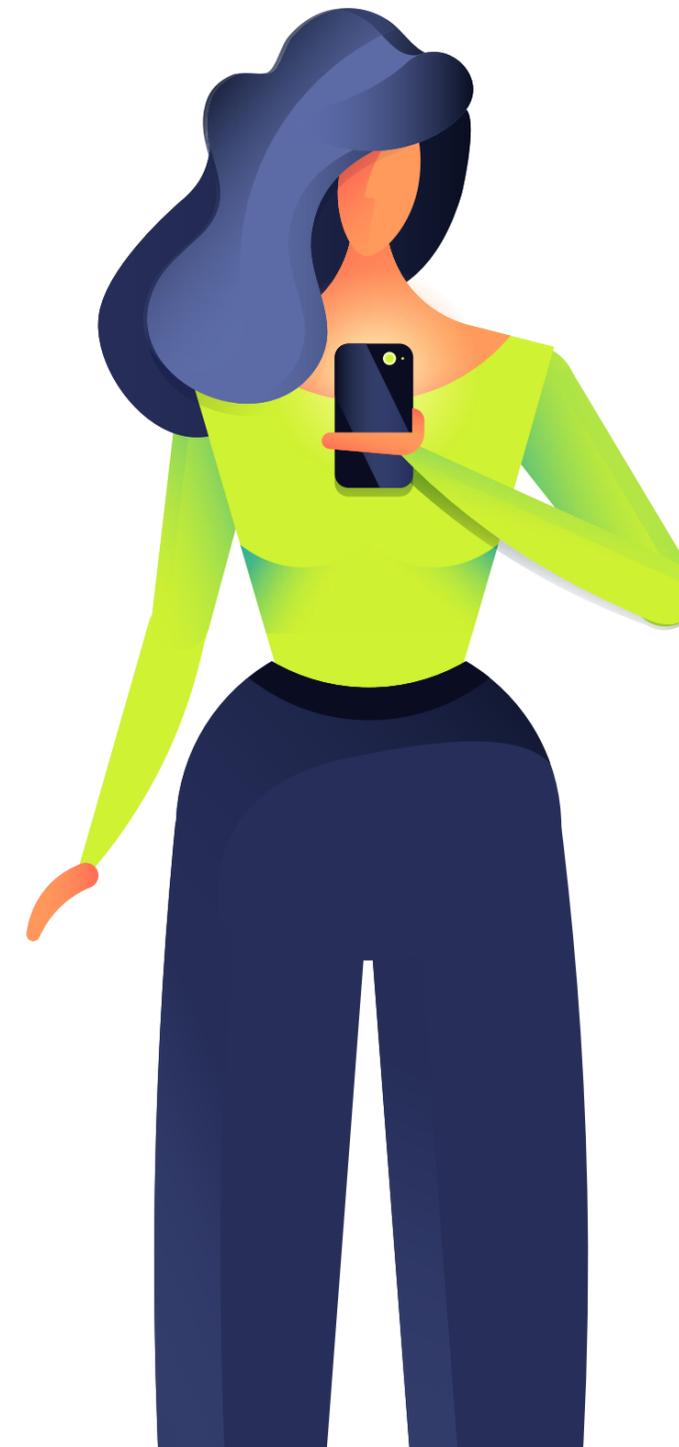
Press Kit



drivy

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Who we are

The most convenient access to a car in your city

Founded in 2010, Drivy is the leading car-sharing service in Europe, with over 2 million users and 50,000 cars in 6 countries. Car-free urbanites use our platform and app to find a car around the corner, unlock it with their phone, and drive to where they need to go for a few hours or a few days.

Our network of shared cars is made up of vehicles from private owners who want to offset their costs, as well as professional fleet owners and entrepreneurs who are investing in the future of mobility.

Our mission is to improve mobility in big cities: bringing fresh air to city-dwellers by providing simple and convenient access to a car, where and when they need one.



The Drivy story

It began with 1 car, shared by 3 families...

Paulin Dementhon founded Drivy in early 2010. On his street in Marseille, three families were sharing one car and its expenses using an Excel spreadsheet. In a big city, the idea of sharing cars among neighbours suddenly seemed obvious: owning a car is expensive and yet the sidewalks are filled with unused parked cars. Why not share them?

Paulin started the project alone – then called *Voiturelib* – in Marseille. A year later, he moved to Paris to work from an office provided to him by the founders of [BlaBlaCar](#). With Drivy still a one-man operation, Paulin handled the customer service hotline himself, receiving calls on his mobile phone around the clock and personally solving every problem – be it from the office, his home, or in the middle of a hike.

In mid-2011, Drivy began to grow when Nicolas Mondollot joined the company as Chief Technology Officer. The startup took off quickly, with growth at Drivy soon outstripping 20 European competitors. The team expanded rapidly in order to maintain a constant level of innovation and meet the expectations of its growing customer base.

Today, Drivy is the largest car-sharing platform in Europe, present in 6 countries with more than 50,000 cars, 2 million users, and 500 million kilometres driven.



Milestones



2010

- I Jan**
Paulin Dementhon has the first idea
- II Dec**
Launch of the platform
(then called *Voiturelib*)

2011

- I Jun**
Nicolas Mondollot (today CPO)
joins as CTO
- II Jul**
2,000 cars on the platform
& 10,000 users
- III Sep**
Fundraising of €250K from
angel investors

2012

- I Feb**
Launch of mobile apps for iPhone and
Android

- II Jul**
5,000 cars & 50,000 users
8 people in the team
- III Sep**
Fundraising of €2M from investment
funds Alven Capital and Index Ventures

2013

- I Jan**
Voiturelib becomes Drivy
- II Jun**
10,000 cars & 115,000 users
16 people in the team

2014

- I Jan**
Allianz becomes Drivy's insurance
partner
- II May**
Fundraising of €6M from investment
funds Alven Capital and Index Ventures
to expand internationally

- III Jul**
20,000 cars & 300,000 users
30 people in the team

- IV Nov**
Patrick Foster (today CDO) joins as CFO
Drivy launches in Germany and opens
Berlin office

2015

- I Apr**
Acquisition of competitor Buzzcar
Fundraising of €8M from Mobivia, BPI,
Alven Capital, and Index Ventures
- II May**
Acquisition of competitors Livop and
Autonetzer
- III Jul**
Drivy launches in Spain and opens
Barcelona office
- IV Dec**
Launch of Drivy Open

2016

- I Jan**
Professional car owners are allowed on
the platform
- II Mar**
Drivy Open launches in Berlin
- III Apr**
Fundraising of €31M from Cathay
Innovation and Nokia Growth Partners,
and participation of early investors BPI
France's Ecotechnologie Fund, Via-ID
(Mobivia group) and Index Ventures
- IV Jun**
Drivy launches in Austria and Belgium
38,000 cars & 1 million users
- V Aug**
Marc G. Gauthier (today VP of
Engineering) becomes Director of
Engineering
- VI Sep**
Diane Larramendy (today CMO & CRO)
joins as CMO

2017

- I Jun**
1.5 million users
- II Oct**
Simon Baldeyrou joins as COO
- III Nov**
Drivy launches in the UK and opens
London office

2018

- I Jul**
50,000 cars & 2 million users

Drivy at a glance

6 countries

- France
- Germany
- Spain
- Austria
- Belgium
- United Kingdom

67 cities with Drivy Open

2 million+ users

50,000+ cars

Insurance partner



Drivy in the UK



Katy Medlock
Head of UK

“ Let's use cars more effectively, make it easier to move around, and improve the environment! ”

Katy has over 10 years' experience in the transport and leisure industry, having held senior roles for Tourism New Zealand and JUCY, the car and campervan rental company. As the only female at the head of a UK car-sharing company, she is spearheading Drivy's growth while positioning car sharing as the future of the motoring industry.

Facts & figures

- Drivy UK launched November 2017
- 1,000+ cars in London (with steady expansion across the rest of the UK)
- 20,000+ users in the UK



Key benefits

- **Cost-effective:** Prices from £37 per day, or £28 for 4 hours
- **Supports local economy:** Car and fleet owners hire out cars to other locals on Drivy
- **Reduces car congestion:** 1 shared Drivy car takes 10 private cars off the road
- **Green impact:** When a car is necessary, car sharing is a more environmentally friendly option than owning a car

drivyOpen

“ Since the beginning of Drivy, I always had this obsession: to facilitate remote rentals by finding a secure way to open a car using our mobile app. Now, with Drivy Open, renting a car has become more convenient than owning one. ”

— Paulin Dementhon, Founder and CEO of Drivy

In December 2015, Drivy launched Drivy Open, a secure technology that allows users to unlock cars with their smartphones. This gives both drivers and owners greater flexibility by enabling self-service rentals: the driver and owner no longer need to meet to exchange the keys.

After booking a Drivy Open car on the app or website, the driver is able to locate the car and unlock the door using their smartphone within the scheduled time frame. They will be guided through the check-in process step-by-step in the app, carrying out the walkaround inspection and receiving all necessary information for their trip within minutes. Once inside the car, the driver has access to the car key.

The Drivy Open technology was developed over two years of R&D and first launched in Paris in 2015, followed by Berlin, Barcelona, Vienna, Brussels, and London. Today, it's available in over 60 cities in Europe.



How it works for drivers



Before the trip

- The driver enters their dates and address to search for available cars nearby.
- They can find their ideal vehicle by setting filters (e.g. type of car, number of seats, additional features or equipment).
- The driver submits their licence and identification documents for Drivy's AI-powered vetting software to verify their profile.
- Payment is made directly on the website or in the app.

For rentals without Drivy Open

The driver sends rental requests to owners, who will need to approve the rental. Cars with Instant Booking are confirmed automatically.



During the trip

- The driver geo-locates the car, performs a walkaround inspection, and unlocks the car in one tap with the app. The driver now has access to the keys inside the car.
- 100mi per day are included.
- The driver can manage their entire trip (including extending the rental) via the app.
- The trip is fully insured by **Allianz**  and covered by 24/7 roadside assistance from **AA**.

For rentals without Drivy Open

The driver and owner meet at the start of the trip to do the walkaround inspection and key exchange. The owner also verifies the driver's licence, ID, and credit card used to pay for the rental.



After the trip

- The driver returns the car to its original location and does a final walkaround inspection before ending their trip.
- They leave the keys inside the car, and lock the car with the app.
- The rental price will be automatically adjusted if they drove further than expected, or returned the car with a different level of fuel than at the start of the rental.

For rentals without Drivy Open

The driver meets the owner to return the car and adjust the rental price, if necessary.

How it works for owners

Hiring out their car

- The owner lists their car by adding photos and a description. Owners also set their own prices and availability calendar.
- All trips are fully insured by **Allianz**  and covered by 24/7 roadside assistance from **AA**.
- Once the trip is over, the owner gets paid within 5 working days.

For rentals without Drivy Open

When a driver requests to rent out the owner's car, the owner can accept or deny the trip. Once accepted, the owner meets the driver at pick-up and return to exchange the keys. The owner also verifies the driver's licence, ID, and credit card used to pay for the rental.



Leadership



Paulin Dementhon
Founder and CEO

Graduated from HEC in 2002, Paulin Dementhon started his career in the container shipping sector. He held regional director positions in Marseille, Hong Kong and São Paulo. Upon his return to France in 2009, he decided to fulfil his ambition of founding his own company. As founder and CEO of Drivy, Paulin has spearheaded the startup's evolution into Europe's largest car-sharing service.



Nicolas Mondolot
Co-founder and Chief Product Officer

Nicolas joined Paulin in 2011, accelerating the company's growth and technological capabilities as the Chief Technology Officer. After filling the CTO position for five years, Nicolas transferred his focus to product and is now the CPO. He manages the product team to build and refine features that improve the user experience.



Simon Baldeyrou
Chief Operations Officer

Simon joined Drivy as COO after spending seven years at Deezer, where he was the COO and France General Director. Previously, he was a banker at Toulouse and Associés, and Finance Director of the Organizing Committee for the 2007 Rugby World Cup.

Leadership



Diane Larramendy
Chief Marketing & Revenue Officer

A graduate of ESSEC and INSEAD, Diane is Drivy's CMO and CRO. Previously, she was Chief Executive Officer of LeLynx.fr, France's leading insurance comparison site, which she launched in 2010. Prior to that, she was Group Head of Marketing for Henkel France between 2004 and 2008.



Patrick Foster
Chief Development Officer

Patrick joined Drivy in 2014 after starting his career as a consultant at Ernst & Young, where he led the business development and international partnerships for startups. He relocated from Paris to London in September 2017 to lead Drivy's international operations and business expansions.



Marc G Gauthier
VP of Engineering

Marc is an accomplished software engineer who began working at Drivy as a developer before eventually leading the team. As VP of Engineering, he manages Drivy's engineering department of over 20 people. Marc is also an industry leader and mentor in the local French tech community.

The Drivy team

130 employees in Paris, Berlin, Barcelona, and London

The team includes a Customer Service and Claims department to take care of users, a Tech department constantly improving the website and apps, as well as Marketing, Business Development, and Finance departments.

22 nationalities

24 languages spoken



Press contact



Sabrina Johnson
PR and Communication

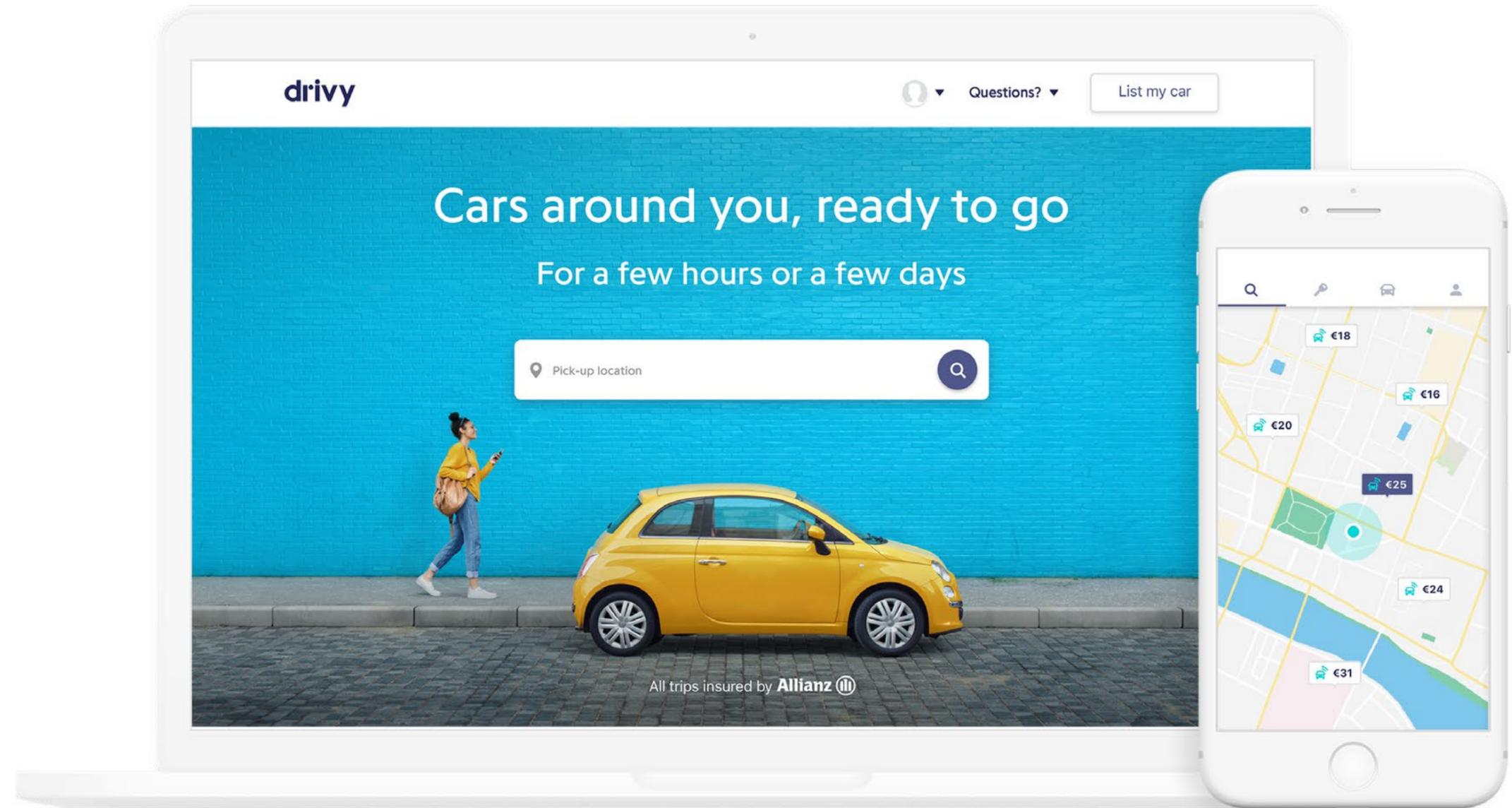
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