



drivy

Press kit  
June 2017

# The New Age of the Automobile

Drivy was born from the idea that there is nothing more absurd than a car that is not driven. Except a license holder without a car, of course...

One could simply deplore it, deduce that the car itself has become unnecessary, that the carless license holder can take a train or bus, but that's not the choice we've made.

Here's the deal: As continuous developments within the industry indicate, the car is and remains to be the most exceptional mobility tool ever invented. The trouble today is just that there is an overabundance of cars and these cars are barely used. Especially not by the plethora of people who have a driver's license but no car.

Hence, the concept of a simple, secure and transparent platform to rent people's cars was conceived: An impartial intermediary between car owners - aware of the absurdity of spending one to three months of salary per year to maintain a "perpetually parked car" - and renters looking for proximity and flexibility.

Our endeavour to shape the emerging sharing economy required a unique plan of action: An original approach to car ownership paired with powerful technology and user-friendly conditions allowed us to aggregate thousands of vehicles and more than 1 million users on the European market in just 7 years!

But this is only the beginning. Drivy, with all the other actors in the mobility field, will continue to contribute to optimising and rationalising the use of private cars. The new age of the automobile starts now.

**Paulin Dementhon**

Founder and CEO of Drivy





History

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# The Beginnings of Drivy

Drivy is the leading peer-to-peer car rental marketplace in Europe. The service makes it quick and easy for drivers to rent a car when they need one, from nearby car owners.

Paulin Dementhon envisioned the creation of Drivy in 2010. In his street in Marseille, three families were sharing one car and its expenses using an Excel spreadsheet. In a city where sidewalks are crowded with cars, sharing cars among neighbours suddenly appeared obvious to him: Owning a car is more and more expensive and yet the streets are filled with unused cars. Why not share them?

Without any expert knowledge of the Internet, Paulin started the project alone in Marseille. One year later, he moved to Paris to work from an office put at his disposal by the founders of BlaBlaCar.

Drivy was starting to grow when Nicolas Mondollot joined the company to become the CTO. At this time, Paulin himself was handling the customer service hotline. He was receiving customer calls on his mobile phone around the clock and was personally solving their problems - be it from the office, his home or in the middle of a hike.

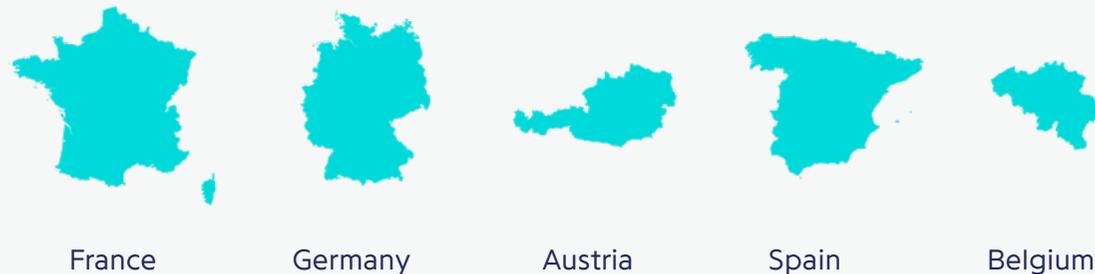
The startup took off quickly and went on to experience the fastest growth among twenty competitors in Europe. The team grew rapidly in order to maintain a constant level of innovation and meet the expectations of its customers most efficiently.

## Activity

Drivy is the leading car rental marketplace in Europe. The service allows its users to rent people's cars everywhere within walking distance of home whenever they need one: whether it is to go away for a weekend, attend a business meeting or organise a move. The service includes a comprehensive insurance coverage to ensure safe rentals.

Drivy provides a full mobile experience, from booking a car to check-in and check-out, and has recently launched Drivy Open, a technology which enables people to open cars with their smartphones and carry out self-service rentals.

## International presence



## Creation

Drivy was created in December 2010 in Paris, France.

## Number of employees

Drivy employs a total of 90 people in France, Germany and Spain.

## HQ

Drivy's international headquarters are located in Paris. Berlin and Barcelona serve as Germany's and Spain's headquarters respectively.

## Insurance partner

Allianz covers all the rentals on Drivy.

# Timeline



## 2010

**January 2010**  
First idea.

**December 2010**

Launch of the service (then called "Voiturelib") after one year of working on landing a contract with an insurance partner.



## 2011

**June 2011**  
Nicolas Mondollot, today CTO of Drivy, joins the adventure.

**July 2011**

Drivy offers 2000 cars for rent and has 10 000 users.

**September 2011**

First fundraising of 250K€ from business angels.



## 2012

**February 2012**  
Launch of the mobile apps for iPhone and Android.

**July 2012**

5000 cars for rent and 50 000 users. 8 people in the team.

**September 2012**

New fundraising of 2M€ from investment funds Alven Capital and Index Ventures.

## 2013

### January 2013

Voiturelib becomes Drivy to assert its international ambitions.

### June 2013

Drivy reaches 10 000 cars for rent and has 115 000 users. 16 people in the team.

## 2014

### January 2014

Allianz becomes Drivy's insurance partner.

### May 2014

New fundraising of 6M € from investment funds Alven Capital and Index Ventures to expand internationally.

### July 2014

Drivy offers 20 000 cars for rent and has 300 000 users. 30 people in the team.

### November 2014

Launch of Drivy in Germany with HQ in Berlin

## 2015

### April 2015

Acquisition of Buzzcar (a French competitor) and new fundraising of 8M€ from Mobivia, the BPI (French Public Bank of Investment), and Drivy's 2 historically established investors, Alven Capital and Index Ventures.

### May 2015

Acquisition of Livop, a French competitor, and Autonetzer, a German competitor.

### May 2015

Launch of the rental contract on mobile.

### July 2015

Launch of Drivy in Spain with HQ in Barcelona.

### December 2015

Launch in Paris of Drivy Open, the technology that allows people to open the doors of the cars with a smartphone.



## 2016

### January 2016

Professional drivers and car owners are allowed on the marketplace.

### March 2016

Launch of Drivy Open in Berlin.

### April 2016

New fundraising of 31M € from Cathay Innovation and Nokia Growth Partners (NGP), and the participation of early investors Bpifrance's Ecotechnologie Fund, Via-ID (Mobivia group) and Index Ventures.

### June 2016

Drivy reaches 1 million users and launches its service in Austria and Belgium.



## 2017

### March 2017

Drivy launches a new offer dedicated to entrepreneurs who can start a car rental activity on the platform.



# Key numbers



**1.5 million**  
members in Europe



**+ 45 000**  
cars in Europe



32 000



5 000



4 000



1 000



600



**+2 millions**  
days of rentals since the beginning  
of Drivy in 2010

# Allianz partnership

Drivy subscribed to an insurance package specifically designed for peer-to-peer car rentals by the Allianz Insurance Group.

During each rental booked on Drivy, this insurance contract replaces the usual insurance of the car owner. In case of theft or damage, Drivy's insurance steps in, allowing the car owner to be fully covered without risking penalties from his private insurance.

The insurance is integrated into the prices displayed on the site. By booking a car through Drivy, the renter automatically subscribes to the insurance coverage during the period of the rental - there are no formalities to be surmounted, neither by the owner, nor by the renter.

If complications occur during a rental, the customer support team attends to all the necessary insurance formalities and accompanies the clients every step of the way, until all matters are resolved.



# Users' testimonials



**Ruchir**

Great ! She brought the car right to the airport and was very flexible! Will definitely be contacting Annick again the next time we're in France!



**Rosamaria**

Very good treatment from Leo and very quick! We contacted him at 1 and by 5 we were already heading out of Paris! I highly recommend it!



**Julia**

I moved to Paris by renting a van on Drivy, it was great!



**Thibaud**

Just booked a nice Mazda on Drivy! Super easy process and price.



**Florent**

Trying out carsharing in France with Drivy - thanks for lending me your car, Elodie! 😎



**Yoann**

Arcachon, 11pm. No more taxis at the train station. It took us 5min to rent a car on Drivy, what a great service!



## Let's go!

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The owner and the driver meet to do a walk-around inspection of the car and sign the rental agreement on mobile.

or with **drivyOpen**

For the cars equipped with the Drivy Open technology, the driver simply opens the car with his smartphone.



All set, the rental can start !

If the driver goes over the anticipated mileage or does not reach it, an adjustment will be made at the end of the rental.



The owner and the driver evaluate the rental reciprocally to maintain trust within the community.

The Drivy Open technology allows users to open cars with their smartphones, enabling self-service rentals.



*"Since the beginning of Drivy five years ago, I've always had this obsession: be able to open a car thanks to our mobile app. After two years of R&D, it has become possible. Renting a car will become more convenient than owning one"*

- Paulin Dementhon, Founder and CEO of Drivy.

Drivy has developed a secure technology which locates the vehicle and enables it to communicate with smartphones. After booking a car on the website or the application, the renter is able to unlock the door of the car with his smartphone during the scheduled timeframe.

He will then be guided through the check-in process step-by-step on his smartphone: carrying out the walkaround inspection and receiving all necessary information for his rental.

Once inside the vehicle, he has access to the car key and can use it as he normally would. The car owner can offer remote rentals without having to be on-site.

Drivy Open offers more flexibility to the drivers: it is no longer necessary to schedule an appointment with the owner at a fixed time and the rental procedures are done in five minutes with a smartphone. Car owners earn more money by renting out their vehicles when they are not available for a handover.

The technology was launched in 2015 in Paris, then in Berlin and Barcelona. It is available today in 64 cities in Europe.

# The team

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# Paulin Dementhon

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## Founder and CEO of Drivy

Graduated from HEC in 2002, Paulin Dementhon started his career in the sector of container shipping. He held regional director positions in Marseille, Hong Kong and Sao Paulo. Back in France in 2009, he decided to fulfil his ambition: found his own company.

Paulin started creating a carpooling service without any knowledge of the web. After one year of learning, he finally decided to devote himself to the rental of cars between individuals and launched Drivy in 2010. The startup took off quickly and has since experienced the most rapid growth among twenty competitors in Europe.

# Drivy team

Drivy has 90 employees in Paris, Berlin and Barcelona.

The team consists mainly of a Customer Service Department to take care of Drivy users, engineers working on improving the website and applications, as well as Marketing, Communications and Finance teams.



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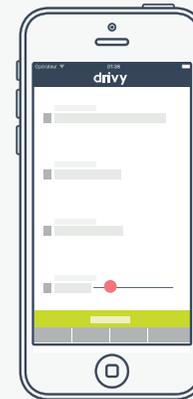
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## Mobile apps



## Social media

