



MICHELIN AND HDI INNOVATE TO IMPROVE COMPANY FLEET ROAD SAFETY

Clermont-Ferrand, 17 January 2020 – Michelin and HDI Global SE entered into a partnership to offer company vehicle fleets an innovative approach focusing on the prevention and reduction of road risk.

Complementary expertise for safer mobility

This collaboration brings together two mobility players to improve road safety. HDI Global SE designs tailor-made insurance solutions for industrial and commercial customers across the world. The century-old Group benefits from a global network and expertise in corporate risks. DDI (Driving Data to Intelligence) is a Michelin business created in 2015 whose expertise lies in capturing, processing and analysing driving data. DDI also manages the Better Driving Community - a community of drivers committed to improving road safety.

With this partnership, the two companies are pooling their combined skills in order to prevent fleet road risks.

The vehicles are equipped with a connected box that collects driving data*. This data is then processed and fed back to the driver via the Ideal Driver Pro application and to the fleet manager via an indicator report. The information provided in the form of a driving score for each vehicle allows action to be taken in several areas:

- Better understand the impact of driving behaviour on the claims rate
- Identify risky driving behaviours and provide professionals with the necessary means to raise awareness and train drivers with a coaching module.

HDI Global SE will promote this innovative approach among its company fleet clients. A first step in the introduction of a collaborative ecosystem between Michelin and HDI: feedback will enable HDI and Michelin to develop new solutions as early as 2022.

A system rolled out in early 2020

Euromaster France will benefit from this collaboration from the first quarter 2020 with the installation of the initial boxes in its fleet vehicles.

"Through our DDI and HDI solutions, Michelin is enhancing its offering of connected solutions for fleets, which will encourage increasingly safe, efficient and sustainable mobility. This partnership with HDI will enable us to work together to build tomorrow's connected insurance," said **Sonia Artinian-Fredou**, Michelin Group Executive Committee member.

"Michelin and HDI Global share many common values and objectives. I am delighted about this new area of collaboration, which innovatively combines big data and risk management for the benefit of our corporate customers," said **Florence Louppe**, Managing Director of HDI Global SE France.



**Michelin and HDI are committed to respecting the privacy of drivers and to deploying the solutions in compliance with the requirements of the GDPR in close collaboration with the staff representation bodies of the fleets concerned.*

Press contact Corinne MEUTEY
Michelin 01 78 76 45 27
06 08 00 13 85
Corinne.meutey@michelin.com

Press contact Martin SCHRADER
HDI +49 511 3747 2749
Martin.schrader@hdi.global

About Michelin

Michelin is dedicated to sustainably enhancing its clients' mobility. A leader in the mobility sector, Michelin designs, manufactures and distributes tyres best suited to its clients' needs and uses, as well as services and solutions to improve mobility efficiency. Michelin also offers its clients the opportunity for unique experiences during their trips and travels. In addition, Michelin develops high-tech materials for use in a number of sectors. Based in Clermont-Ferrand, Michelin is present in 170 countries, employs more than 125,000 people and operates 67 tyre plants, which together produced approximately 190 million tyres in 2018 (www.michelin.com).

About HDI Global SE (HDI)

As an industrial lines insurer, HDI Global SE (HDI) meets the needs of SMEs, industrial companies and corporate customers with insurance solutions that are specifically tailored to their requirements. In addition to HDI's prominent position in the German and broader European market, the company also has operations in more than 150 countries through foreign branch offices, subsidiary and peer companies, and network partners. The company is thus able to offer its customers local policies for their global operations, which ensure that the established service and insurance protection is extended for all covered risks worldwide.

HDI Global SE is a company in the Talanx Group and manages the Industrial Lines Division within the Group. More than three thousand employees in this division generated gross written premiums of approx. EUR 4.7 billion in the year 2018. The rating agency Standard & Poor's has given the Talanx Primary Group a financial strength rating of A+/stable (strong). Talanx AG is listed on the Frankfurt Stock Exchange in the SDAX as well as on the stock exchanges in Hannover and Warsaw (ISIN: DE000TLX1005, German Securities Code: TLX100, Polish Securities Code: TNX).

For further information, go to www.hdi.global and www.talanx.com.