PTOLEMUS Consulting Group

FLEET INSURANCE TELEMATICS

Global Study

FREE ABSTRACT

The complete reference report on commercial line insurance telematics

Fleets have embraced telematics, will insurers seize the opportunity?

The first strategy consulting & research firm entirely focused on augmented mobility & automation

Strategy consulting services

- Strategy definition
- Investment assistance
- Procurement strategy
- Innovation management
- Business development
- Project management

Market research services

- Off-the-shelf reports
- Subscription services
- Custom market research

Fields of expertise

Mobility services	Car pooling Car sharing MAAS	Micro-mobility Ride hailing Shared mobility	Smart parking Tax refund
Vehicle services	bCall eCall FMS SVT / SVR	Tracking VRM In-car Wi-Fi Parking	Navigation Speed cameras Traffic information
New energies	BEV EV charging Fuel cards	Fuel cells Hydrogen	PHEV Vehicle-to-grid
Usage-based charging	Car As A Service Electronic Toll Collection	Mobility-as-a-Service Road charging	UBI / PAYD Vehicle rental Vehicle leasing
Vehicle data & analytics	AI CAN-bus Crowd-sourcing Data protection	Driving behaviour OBD Predictive analytics	Remote diagnostics xFCD
Vehicle automation	ADAS Autonomous cars	Autonomous trucks	Robo-taxis Shuttles
Enabling technologies	Positioning (GNSS / WiFi / cellular) M2M / connectivity	Smartphones Sensors	Telematics devices V2X

Our clients come from across the mobility ecosystem

Analytics, maps & applications providers

AAA, arity, BeMobile, BMJ, CarPay Diem, CCC Information Services Inc, Cognizant, Coyote, Dynamic Map Platform, Google, here, ESRI, Increment P, RMS, LexisNexis, PASCO, sas, sentiance, tdf, TomTom, Towers Watson, TrueMotion, Verisk Analytics, wejo, Zenrin

Automotive manufacturers & suppliers

AGC, Audi, Bosch, Bridgestone, Continental, Cox Automotive, Daimler, Delphi, Directed, Ford, GM, Harman, Hino, Honda, intel, Isuzu, Mazda, Michelin, nauvo, Mitsubishi Motors, Nissan, Pioneer, Qualcomm, Qoros, Renault, Scania, Sierra Wireless, Suzuki, Telit, Toyota

Telematics solution providers

Air, Airbiquity, Arkan, arvento, Danlaw, DigiCore, Cambridge Mobile Telematics, drivefactor, drust, Eliocity, FleetComplete, Fleetmatics, GSGroup, LoJack, Mobile Devices, Octo, Himex, IMS, Meta System, SafeFleet, s:mobil, Sistema, Orion, Quartix, Queclink, Scope Technologies, Tantalum, Viasat, Watchstone

Insurers, aggregators & assistance providers

AAA Insurance, Admiral, Agero, Aioi Nissay Dowa Insurance, MS&AD Insurance Group, Allianz, Allstate, American Family Insurance, Aviva, AXA, Baloise, carrot, Covéa, Crédit Agricole Assurances, Desjardins, Europ Assistance, Farmers Insurance, FIA, Generali, The Hartford, IAG, ICICI Lombard, intact, Inter Mutuelles Assistance, Ингосстрах Ingosstrakh, HUK, Liberty Mutual, MACIF, Matmut, Menora, Mondial Assistance, Munich RE, Sompo Japan, Nationwide, OUT Surance, Promutuel Assurance, RAC, RSA, smile direct, Société Générale, State Farm, Swiss Re, telesure, Tokio Marine, youi, Zurich

Mobile telecom players

AT&T, Ericsson, Proximus, SFR, SK telecom, Sprint, Telekom Austria Group, Telefónica, verizon, vodafone

Fleet & fuel, ITS & regulators

abertis, ALD Automotive, Aral, Arval, autostrade, Avis, Axxès, bp, Brisa, CGI, DKV, Edenred, Efkon, egis, eni, Euromaster, European Commission, ew, Fleetcor, kapsch, mouchel, OMV, ND Nomad Digital, Norbit, Q-Free, Routex, Shell, SICK, Skedgo, Sofico, Telepass, Thales, Toll Collect, Total, Transurban, T-Systems, Vitronic, wex, zipcar

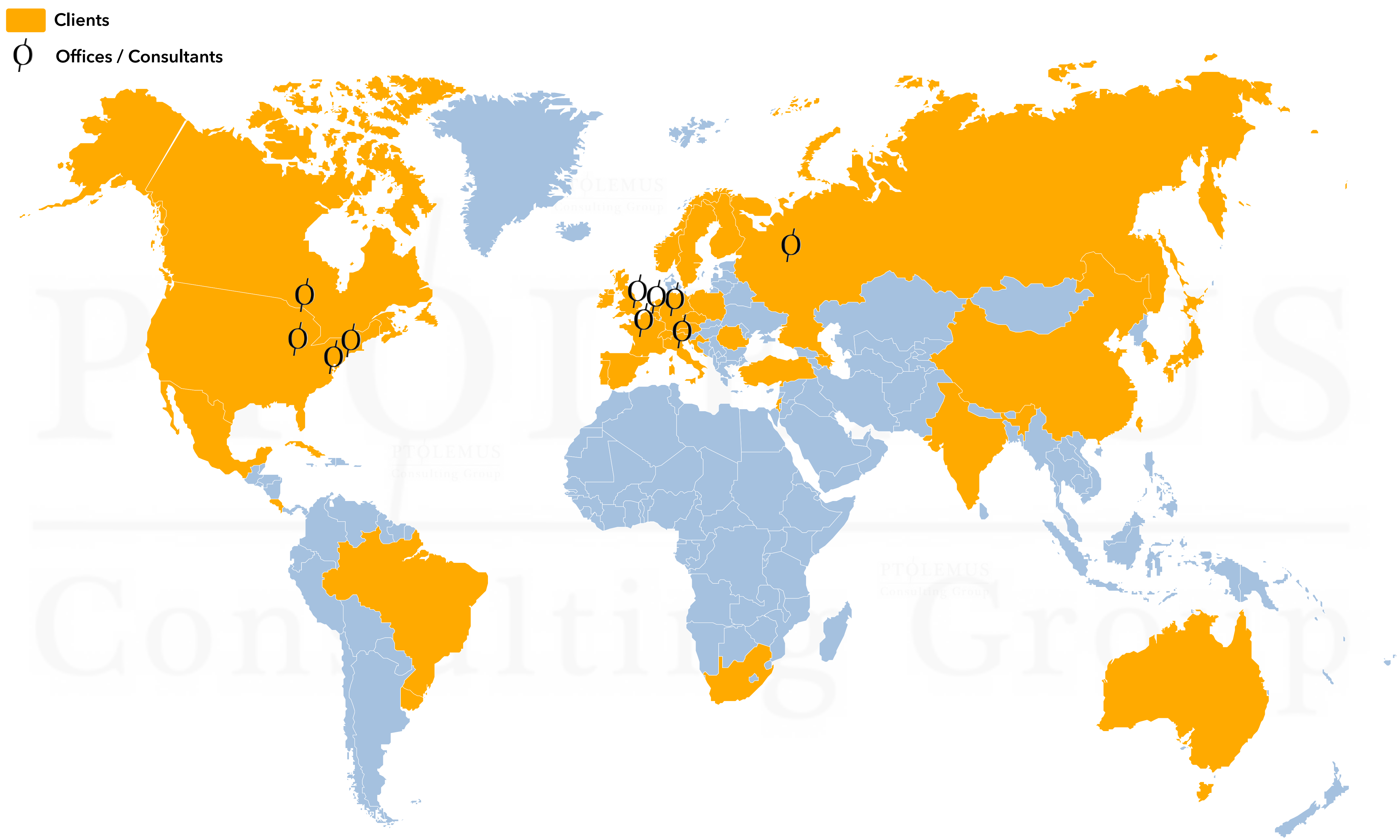
Device & location suppliers

Andrew, cnes, Location Smart, Navizon, Nokia Connecting People, gmv, Huawei, Samsung, ThalesAlenia Space, Telespazio, Deveryware, Sysnav, TruePosition

Banks & private equity investors

Amadeus Capital, Amundi, Bain Capital, Bank of America Merrill Lynch, Barclays, The Baupost Group, Cinven, citigroup, CVC, Disruptive, Hellman & Friedman, J.P.Morgan, Goldman Sachs, Intek Group, Investcorp, Hutton Collins, Leonardo & Co., Montezemolo & Partners, New Amsterdam Growth Capital LLC, Nomura, Renova Group, Pamplona Capital Management, Silver Lake, Time for Growth, Thoma Bravo

We are a team of 25 consultants, experts & researchers with 15 nationalities serve our clients worldwide



130 consulting assignments to help our clients define their connected insurance and fleet strategies…

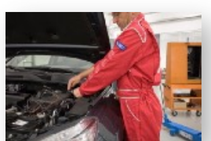
	Defined strategic positioning in insurance telematics value chain	MICHELIN
	Defined the strategy & business plan of its telematics programme	Aioi Nissay Dowa Insurance MS&AD INSURANCE GROUP
	Defined the scoring & pricing of its PHYD programme	European insurer
	Appraised future telematics technology & market trends and their impacts	ADMIRAL
	Helped the fuel card business understand key mega-trends in fleet services	Oil company
	Helped the company define its strategy towards OEMs	Major insurance data provider

	Evaluated UBI market opportunities in Europe, Asia and Latin America	Global insurance group
	Helped the company's Board understand the impact of telematics	Insurance group
	Helped the company its EU market entry strategy	Fleet telematics service provider
	Define its 5-year US fleet services strategy & go-to-market plan	Global fuel card company
	Defined our client's strategic plan in the field of connected fleet services	Major motorway operator
	Helped define the insurance and fleet management specifications of its eCall on-board unit	Global automotive OEM

… perform market sizing, due diligence & business planning projects…

Conducted the commercial due diligence of Octo Telematics — Amadeus Capital Partners Limited; MONTEZEMOLO & PARTNERS

Helped the client define the strategy & business case of its new telematics business — Automotive tier-1 supplier



Performed the vendor due diligence of Cobra Automotive prior to its acquisition by Vodafone — INTEK GROUP

Evaluated the analytics solution of a global insurance TSP — Private equity fund

Evaluated the EU market for smartphone-based fleet management — wejo

Led commercial due diligence of ITmobile, a Belgian fleet TSP — FleetComplete

Led the technology due diligence of Arvento, the leading Turkish fleet management service provider — INVESTCORP

Defined market entry strategy & business case of a new fleet TSP towards the light vehicle market — Vehicle data aggregator

Led technology due diligence of Lytx, a US video-based fleet Telematics Service Provider — BainCapital

Evaluated the impact of telematics on claims losses — French insurance company

Built insurance telematics business plan in 5 EU countries — TOYOTA INSURANCE MANAGEMENT

Conducted a global review and forecast of the Usage-Based Insurance market — Cinven

… and help them deliver their strategy

Defined & implemented its partnership strategy in the connected vehicle ecosystem — egis

Helped the company build its driver behaviour scoring solution — Telematics Service Provider

Evaluated the technical & safety characteristics of a telematics solution using an OBD dongle — Mid-sized insurance group

For its fleet, evaluated the benefits of telematics and scheduling solutions — EUROMASTER

Evaluated the technical solution of a CAN-bus telematics solution provider — Tyre maker

Assisted in sourcing an OBD dongle for mass deployment in China — Major connected platform provider

Assisted in sourcing a driving behaviour database across Europe — Global tier-1 automotive supplier

Helped the technical team identify valuable OBD data for its future telematics diagnostics offering — Roadside assistance operator

Evaluated the solution of an Irish fleet Telematics Service Provider — Strategic investor

Helped identify & select potential acquisition targets in US fleet services — Fuel card operator

Defined the telematics platform specifications on analytics & driver coaching — Consumer electronics player

Evaluated the security of the solution of a green driving service provider — Major financial group

How PTOLEMUS can help you beyond this study

- **Strategy definition**
  - Market entry assistance
  - Data strategy and analysis
  - Mobile insurance strategy development
  - End-to-end UBI programme definition
  - Data monetisation strategy
- **Investment assistance**
  - Strategic review
  - Commercial due diligence
  - Market forecasting
- **Innovation management**
  - Insurance policy definition
  - Integration with fleet telematics
  - Telematics pricing strategy
  - Reward strategy
  - Value added services (VAS) strategy
  - Loss reduction plan
- **Procurement**
  - Identification of relevant suppliers
  - Selection of telematics technology & suppliers
- **Business development**
  - Partnership strategy definition
  - Partnership strategy implementation
- **Deployment**
  - Data privacy strategy
  - Analytics, scoring and pricing strategy
  - Specifications of telematics-enabled products
  - Design & deployment of telematics platform

The report was written by a diverse team of telematics experts

Frederic Bruneteau
Managing Director, Brussels

Frederic Bruneteau is the **founder** of PTOLEMUS Consulting Group. He has accumulated **23 years of experience in the mobility/ transport domains** and 15 years of strategic and financial advisory.

He has performed over 130 strategy consulting assignments for global leaders including **Abertis**, **Admiral**, AGC, Aioi Nissay Dowa, **Allianz**, **Astrata, Axa**, **Baloise**, BP, Bridgestone, Danlaw, **DKV**, ENI, the European Commission, **Fleet Complete, Generali**, HERE, Kapsch, **Liberty Mutual, Nationwide**, **Michelin**, Octo Telematics, **OMV**, Pioneer, **Scania**, **Société Générale Insurance**, Telit, **TomTom**, **Toyota**, Vodafone and **WEX**.

Frederic performed a complete review of this report.

Annie Reddaway
Research Analyst, London

Annie Reddaway has **5 years of experience in the connected vehicle industry**, specifically in the areas of connected car, cybersecurity and mobility services.

She has helped companies such as **Aioi Nissay Dowa, BMW, Octo Telematics, Ford, Scania, TomTom and WirelessCar.**

In 2018, Annie was awarded "Best New Mobility Leader, Analyst or Spokesperson" in the Tech Cars Awards from Auto Connected Car News.

Annie led the research, writing and publishing of this report.

Chirag Ramesh Kalose
Senior Business Analyst, Paris

Chirag has gained 3 years of experience in automotive and mobility and one year in digital insurance for companies such as **Faurecia, Octo Telematics**, **Toyota, Sansera Engineering and Sentiance.**

He has participated in multiple assignments to help clients understand the business and strategic implications of new technologies and identify key strategic initiatives.

Chirag manages our **quarterly global UBI market dashboard.** He monitors all key telematics insurance markets globally.

For this report, he performed a global analysis of connected insurance in fleet and led the forecasting across its different segments.

Hallgrimur Oddsson
Senior Business Analyst, Brussels

Halli Oddsson has 6 years experience in market research, consulting and business journalism in Europe.

He has gained experience in the connected vehicle industry through projects for assistance providers, fleet telematics service providers and device manufacturers assessing the markets for connected services and go-to-market viability. He has helped clients such as **Allianz, AXA, DKV Euro Service, Laird and OMV.**

For this report, Halli analysed a number of UBI programmes and supported research on data analytics for fleet insurance telematics.

It is time for fleet insurers to seize the telematics opportunity

Dear reader,

The commercial motor insurance segment has long been a headache for most insurers globally.

Losses have not only lasted but increased with the growth in vehicle usage.

Thus far, most attempts to reduce these losses by using telematics have struggled.

Half of telematics-enabled fleet insurance programmes launched since 2010 have been stopped! This is partly due to insurers' lack of commitment and long term vision.

However, there is a renewed sense of optimism in the industry, and we predict that there will be **over 20 million fleet UBI policies by 2030!**

Higher interest in fleet telematics, a desire to reduce losses, and more **sophisticated, affordable technology solutions entering the market** are just 3 key drivers.

What's more, connected vehicle systems such as **ELDs*, eCall and smart tachographs** are now mandated in markets such as Europe, North America and China, normalising telematics.

In December 2016, under regulatory pressure, **European car and truck OEMs joined forces to open vehicle data access to third parties.**

We also see a **wave of new aftermarket telematics programmes worldwide**, e.g.:

- **AmeriTrust**, **Erie Insurance** and **Aioi Nissay Dowa** launched **smartphone-based** fleet and insurance solutions
- In August 2018, **Progressive** launched its *SmartHaul* programme leveraging the **US ELD mandate** to access truck driving data
- In December 2018, **Nationwide** partnered with Lytx to improve driving safety through a video telematics solution
- In January, **Qualitas** announced a programme with Octo Telematics in Mexico

Of course, **challenges still abound, both in technology and in stakeholder alignment**. No fleet data standards exist and economic models are still being defined, but key players are coming together to try to make it work.

With more data sources being opened up and technology costs being driven down, we believe **it is the time to reconsider the case for fleet insurance telematics.**

To write this report, PTOLEMUS has leveraged its 9 years of experience tracking the insurance telematics market, **70 consulting assignments in insurance telematics and almost 50 in fleet management**.

In this research, you will find:

- An evaluation of the connected fleet insurance **value chain and key stakeholders**
- An analysis of 38 programmes on the market, including **8 in-depth case studies**
- Profiles of **10 key TSP suppliers**
- A bottom-up **forecast** to 2030

We hope this study will clarify a very complex landscape and lend a hand to those looking to make telematics work in commercial insurance.

As consultants, we also look forward to helping you shape and successfully execute your connected fleet insurance strategy!

Sincerely,

Frederic Bruneteau
Managing Director

Source: PTOLEMUS * Electronic Logging Devices in the US and Canada

This report will answer 12 key strategic questions in fleet insurance telematics:

Is fleet insurance telematics worth it?

What is the business case for fleet insurance telematics?

Should I take a hands-on risk management approach?

Should I develop a full fleet management and insurance telematics offering?

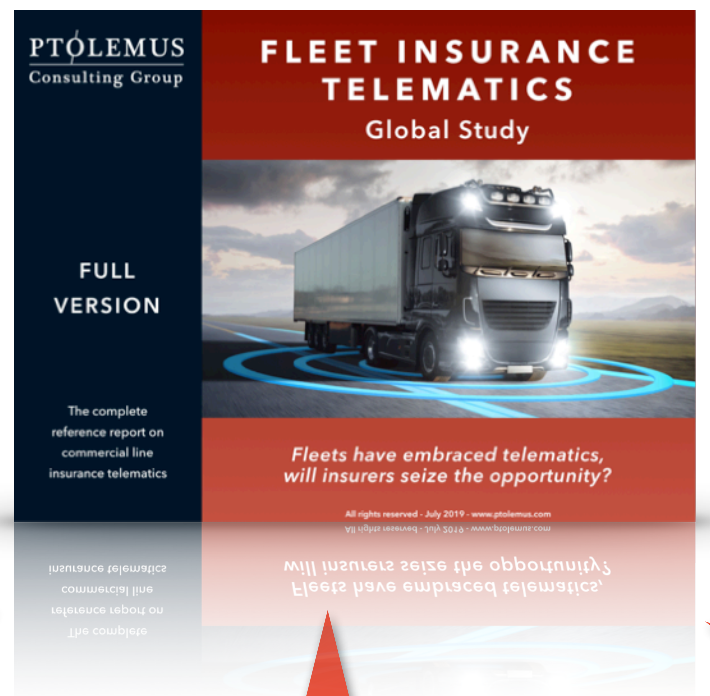
Which companies should I partner with to develop my solution?

Which data collection device should I invest in?

How big will the market become?

Who in the value chain will own the end customer?

Will OEMs take over data and service provision?



How much can telematics reduce claims?

Which fleet segment should I target?

What services do fleet managers need alongside insurance?

The one-stop guide to making insurance telematics a success in fleets

More than just market research.

A strategic analysis on how to launch a connected fleet insurance programme.

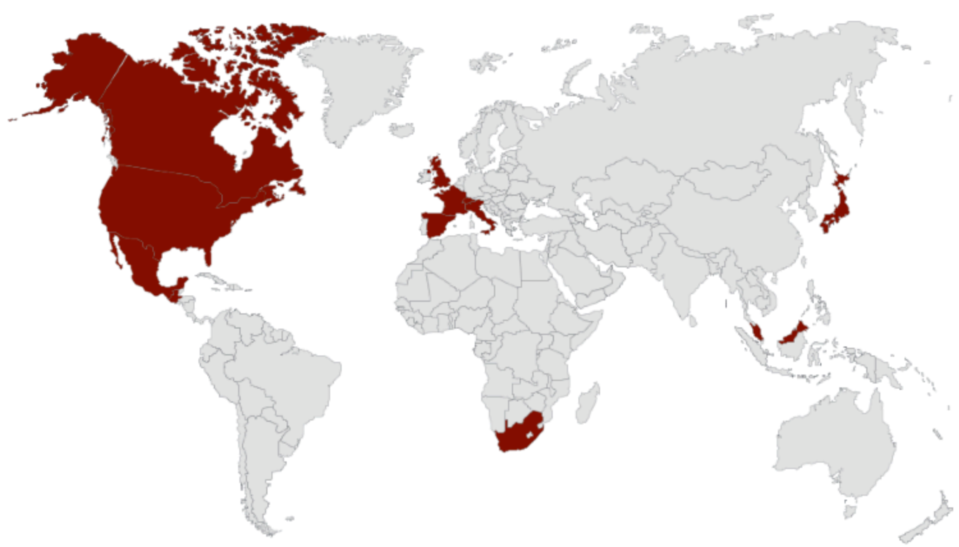
- A **500-page analysis of the global fleet insurance telematics landscape** based on:
  - 10 years of constant market surveillance
  - 30 interviews with key stakeholders
  - 4 months of desk research by a team of 4 consultants
  - 70 strategy consulting assignments in insurance telematics and 50 in fleet telematics
- **11 case studies of fleet insurance telematics programmes:**
  - 8 in-depth studies of active schemes
  - Evaluations of 3 discontinued programmes
  - Analysing target market, value proposition, partners, technology and services
- **A comparative assessment of telematics data capture technologies:**
  - Including an analysis of fleet telematics devices and market share
- **An analysis of the fleet telematics market and impacts on insurance:**
  - Trends influencing fleet telematics
  - Total cost of ownership and corresponding services
- **10 telematics service providers profiled:**
  - Strategic positioning
  - Vehicles and devices supported
  - Scoring and data capacity
- **A strategic tool for insurance providers and suppliers worldwide**
  - Understand different delivery models
    - 6 partnership models
    - 6 programme models; such as risk management, claims management
    - To what extent insurance providers should provide fleet management services
  - Learn how different stakeholders are positioned
    - The role of OEMs, leasing companies, fuel card providers, brokers and mobility operators
    - Includes insight into commercial insurtechs
- **Recommendations to insurance carriers**
  - Best practices for using telematics for insurance programmes
  - How to select appropriate services for the target market
- **2018 - 2030 bottom-up market forecasts**
  - Covering **18 regions in North America, Europe and Asia**
  - **Projections** of the fleet insurance telematics market by region and vehicle type
  - 300-line Excel file with **connected fleet insurance policies and premiums**

1. **The world of fleet insurance telematics**
   - A. Defining the fleet market
   - B. The state of commercial lines
   - C. An introduction to fleet insurance telematics
   - D. Why now? Key market trends and drivers
2. **The connected fleet insurance value chain**
3. **The connected fleet insurance ecosystem and power players**
   - A. The key stakeholders
   - B. Telematics service providers
     - Cambridge Mobile Telematics
     - Ctrack
     - IMS
     - Lytx
     - Octo Telematics
     - The Floow
     - TrakM8
     - Viasat
     - VisionTrack
     - Vodafone Automotive
4. **Technologies powering connected fleet insurance**
   - A. The evolution of fleet telematics
   - B. The devices used in the fleet insurance sector
     - Key devices and capabilities
     - Smartphones in fleet insurance and services
     - Devices combatting distracted driving
     - ADAS devices
   - C. Utilising data to deliver connected insurance
     - Systems architecture
     - Data requirements for connected fleet insurance
     - The evolving data provision landscape
5. **Go-to-market strategies**
   - A. Delivery models for connected fleet insurance
     - Delivery models
     - Partnership models
   - B. Lessons learned from failed programmes
   - C. Current programmes analysed
     - Programmes on the market today
     - Programme case studies
       - Erie Insurance
       - Liberty Mutual Insurance
       - Progressive
       - State Auto
       - Aioi Nissay Dowa Insurance Co.
       - HDI Global
       - My Policy
       - QBE
   - D. Connected insurance as an integrated service
   - E. Best practices for designing and implementing a programme
     - Back to basics
     - Building a successful proposition
6. **Forecasting the connected fleet insurance market**
7. **Conclusions**

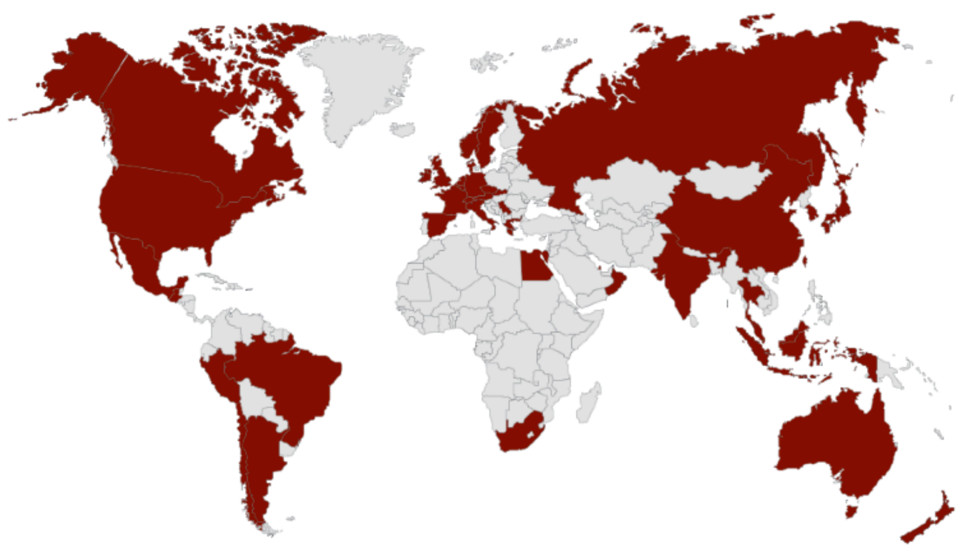
After a rocky start, fleet insurance telematics is in a renaissance

Countries with active fleet insurance telematics programmes

2018



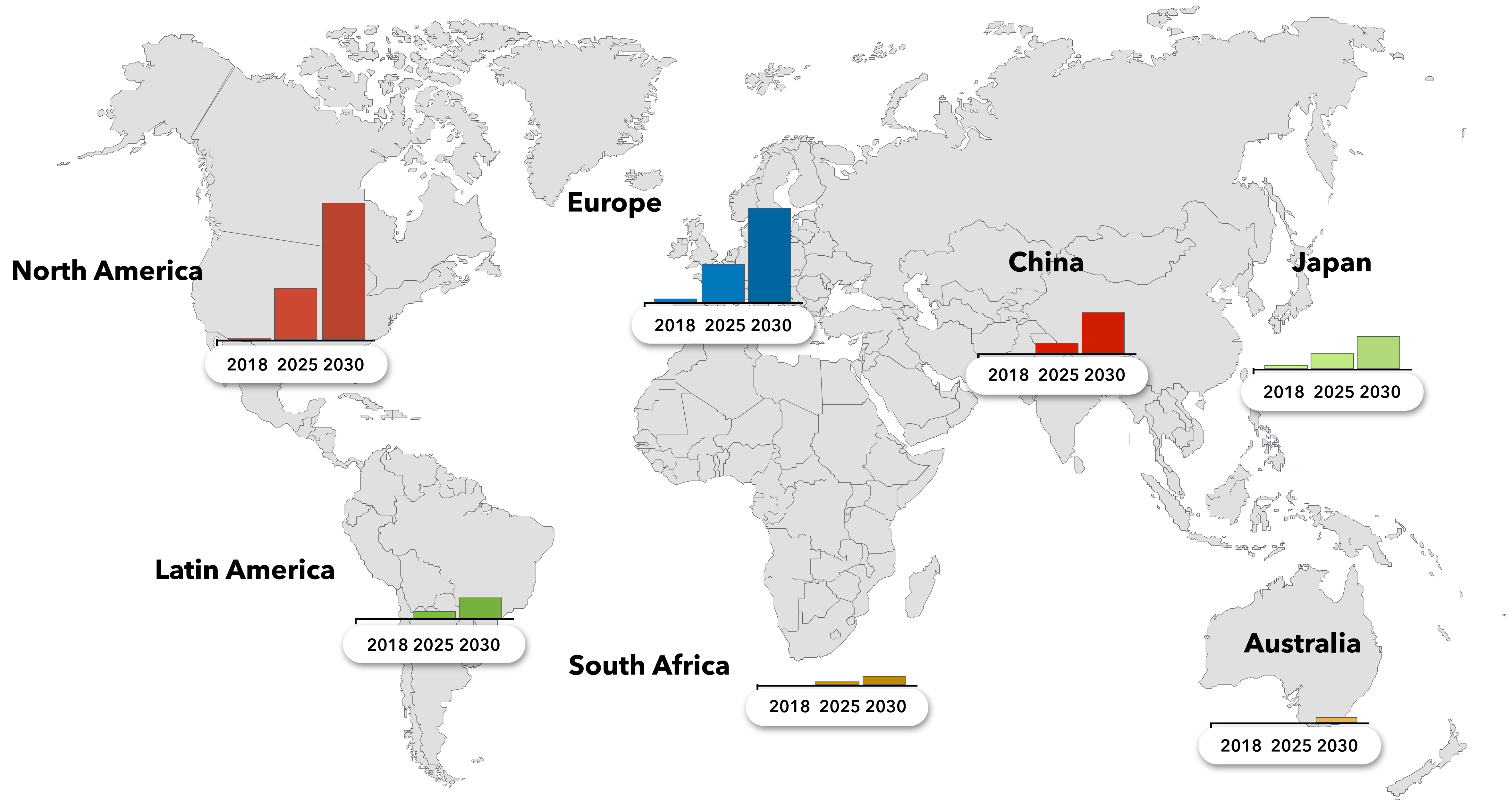
2030



- To date, connected fleet insurance has had a rocky ride due to a number of inhibitors, including:
  - The lack of sufficient commitment by insurance companies
  - The **large variety of stakeholders and interests that complicates delivery**
  - The lack of **standard or common taxonomy for fleet driving data**
- Over half of programmes launched since 2010 have been discontinued
- A new wave of programmes has launched since 2016, including **Ameritrust, Erie Insurance, Aioi Nissay Dowa Insurance Co., Progressive** and **Nationwide**
- A number of factors are driving renewed interest:
  - A desire to **reduce underwriting and claims costs through telematics**
  - Increased **adoption of fleet telematics**, making more data available
  - Fleet managers' appetite to **improve driver safety** to reduce overall risk
  - More companies emerging to supply technology solutions to insurers
  - **Growing sophistication and decreasing cost** of telematics technologies
- Telematics data can be applied throughout the policy and reduce the loss ratio by enabling:
  - More accurate **quotes and premiums**
  - Giving **driver scoring and feedback to improve risk**
  - More efficient **claims management** and **fraud reduction**
  - Overall, it can have a positive impact on **improving loss ratios**
- For example, German insurer HDI Gerling is observing a reduction in fleet claims frequency by 10-20%
- If they do not seize the opportunity, insurers could face competition from other players with direct relationships with fleet managers such as **leasers, brokers and OEMs**
- TSPs are also in a strong position to **propose end-to-end solutions to both the fleet and the insurance sectors**
- We expect the market to be worth over **€20 billion in 2030**, compared to well under a billion today

Europe and North America will lead the extensive growth of connected fleet policies until 2030

Active connected fleet policies (worldwide, million)



Source: PTOLEMUS Connected fleet insurance forecast.

Telematics is allowing fleet insurance to become an active partner in the effort to reduce costs

THEN	NOW
REACTIVE	**PROACTIVE**
CURE ***High claims ratio*** Fraud, theft, etc.	**PROTECT & PREVENT** ***High expense ratio*** Driving behavior advice, fuel management, remote diagnostics, order management, etc.
OPAQUE & FOCUSED ON THE PAST No understanding of actual risks, only of history	**TRANSPARENT & PREDICTIVE** Real-time visibility on risks, accidents, theft, etc.
DIVERGING INTERESTS "Higher premiums: more profits for the insurer"	**ALIGNED INTERESTS** "Lower premiums, lower claims: more profits for the insurer"

The delivery of connected fleet insurance can range from comprehensive insurance programmes to risk assistance

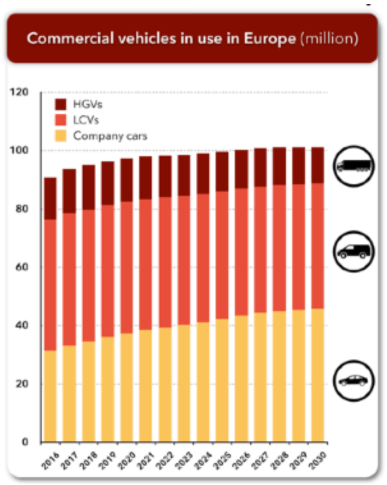
The Fleet Insurance Telematics Global Study is the first complete analysis of the commercial line telematics market

Source: PTOLEMUS

We explore the factors driving the fleet insurance telematics sector and how to leverage new trends and technologies

ANALYSING THE TRENDS DRIVING FLEET INSURANCE TELEMATICS

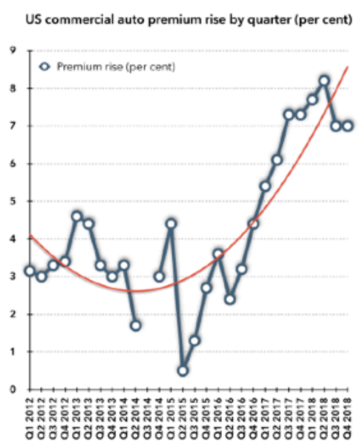
Assessment of the global fleet market



Key evolutions

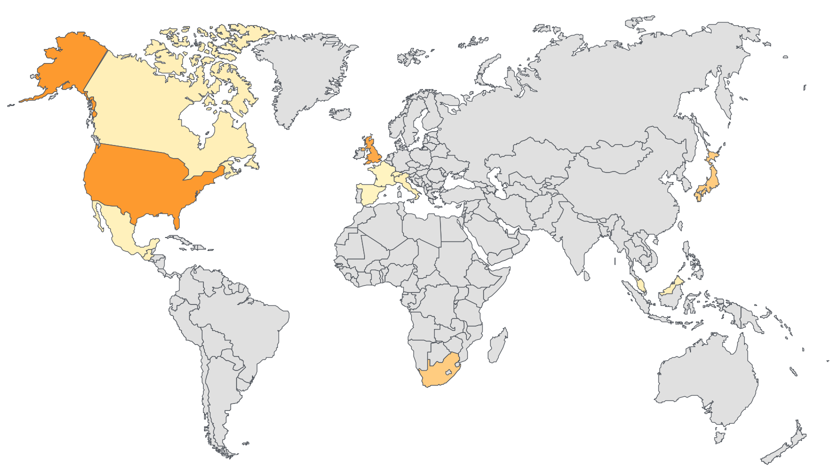
- In 2016, HGVs and LCVs accounted for **67% of all commercial vehicles** in Europe
- There were approximately **60.5 million HGV and LCV vehicles**
- We anticipate that this share will decrease due in part to the increase in leased and company cars
- The share of leased and company cars will grow from **33% to 45% by 2030**
- **Sales of trucks in Europe is around 0.5 million per year** and is expected to remain at the same level over the coming years
- The **total number of HGVs will remain broadly steady** with a slight decline in the longer-term
- The number of **LCVs will increase due to macro trends in goods distribution and consumer retail** deliveries

The state of commercial auto lines



- In the USA, commercial auto is proving to be an unprofitable line
  - In 2017, the **industry combined ratio rose to 111.1%, the highest in 16 years**
- Two major carriers, Zurich and AIG, have made steps to exit the business in the past decade
- According to the Council of Insurance Agents & Brokers (CIAB), Q4 2018 was the **30th consecutive quarter of increased commercial auto premium rates**, at 7%
  - There was a large difference in premium changes;
  - The highest premium rise reported was at 28.6% and the lowest at -11.6% from Q3 to Q4
- There was a 57% increase in claims between Q3 and Q4 in 2018
- During the same period, 57% CIAB survey respondents saw a decrease in underwriting capacity

The evolution of fleet insurance telematics



Key drivers and trends

Proposed mandatory safety features in the EU from 2022

Safety feature	Description	Cars	Vans	Trucks	Buses
AEB	Different sensor technologies used to identify critical situations ahead, including radar, camera and LIDAR. AEB systems can warn the driver and provide brake support or fully auto-brake the car without driver involvement.	✓	✓		
Distraction recognition / prevention	Different sensor technologies, namely cameras, that detect distraction and warn the driver	✓	✓	✓	✓
Drowsiness and attention facilitation	Drowsiness detection system that warns drivers to prevent them falling asleep momentarily whilst driving	✓	✓	✓	✓
Emergency stop signal	Automatic activation of vehicle-hazard warning signal and indication of emergency braking	✓	✓	✓	✓
Event data recorder	Devices such as black boxes or other in-vehicle data recorders that collect data over a period before or after a crash; often based on the airbag control module, stores information such as speed	✓	✓	✓	✓
Intelligent speed assist	A speed sign-recognition video camera and/or GPS-linked speed limit data to advise drivers of the current speed limit and automatically limit the speed of the vehicle as needed.	✓	✓	✓	✓
Lane keeping assist	Monitors the position of the vehicle and actively applies a torque to the steering wheel, or pressure to the brakes, when a lane departure is about to occur while on collision course	✓	✓		
Reversing camera or detection system	Sensing systems that increase the view of drivers or otherwise warn them of persons or obstacles behind reversing vehicles	✓	✓	✓	✓
Tyre pressure monitoring system	Report tyre-pressure information to the driver of the vehicle, either via a gauge, a pictogram display, or a simple low-pressure warning light.		✓	✓	✓

Source: PTOLEMUS *TCO = total cost of ownership

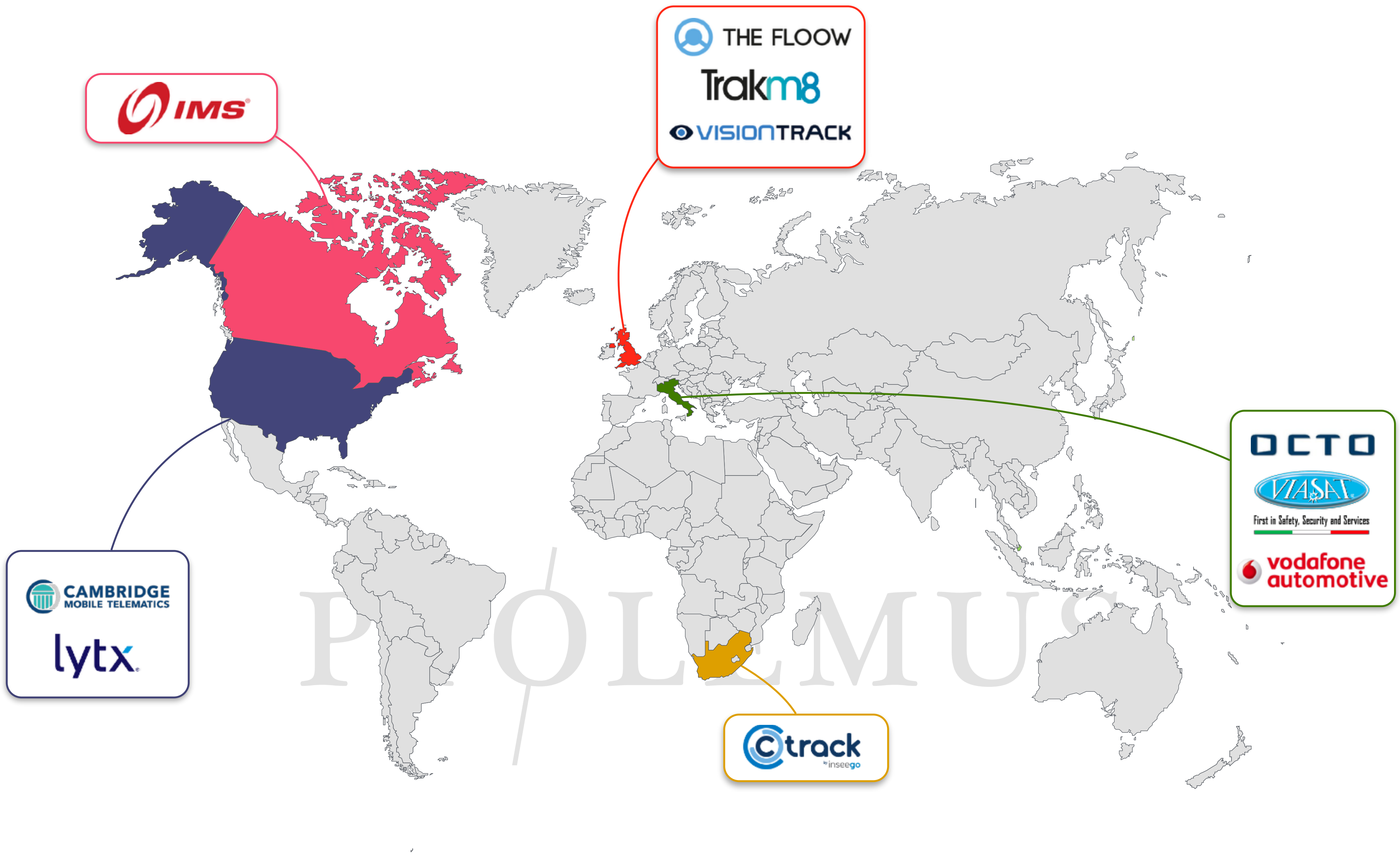
We also assess why many stakeholders are vying for involvement in connected fleet insurance

OUTLINING THE VALUE CHAIN AND STAKEHOLDERS

Source: PTOLEMUS

We provide profiles and evaluations of 10 key TSP suppliers

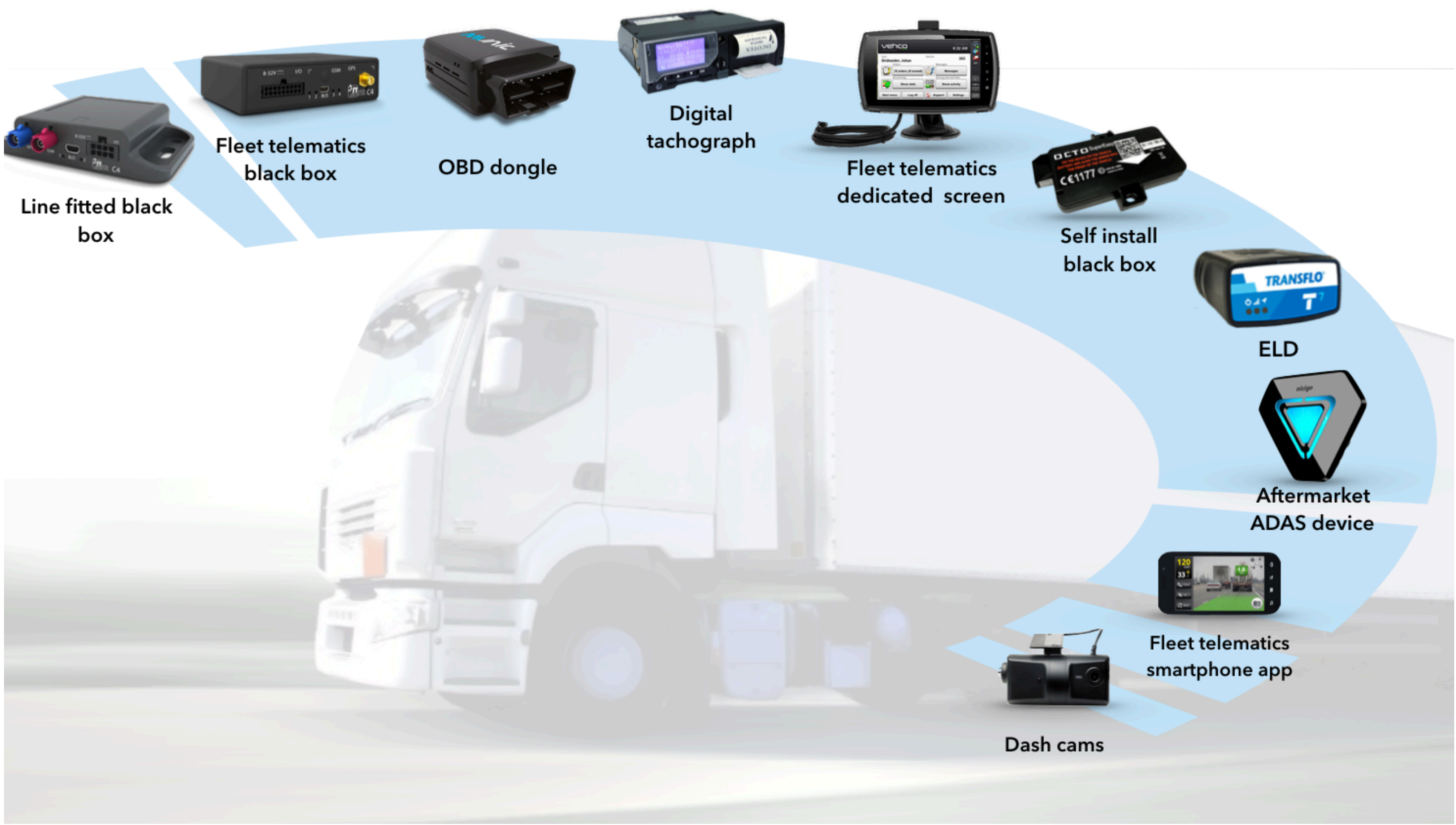
OUTLINING THE VALUE CHAIN AND STAKEHOLDERS



Source: PTOLEMUS

We examine the devices used in fleets and the data and services they support

ANALYSING DEVICES AND TECHNOLOGIES

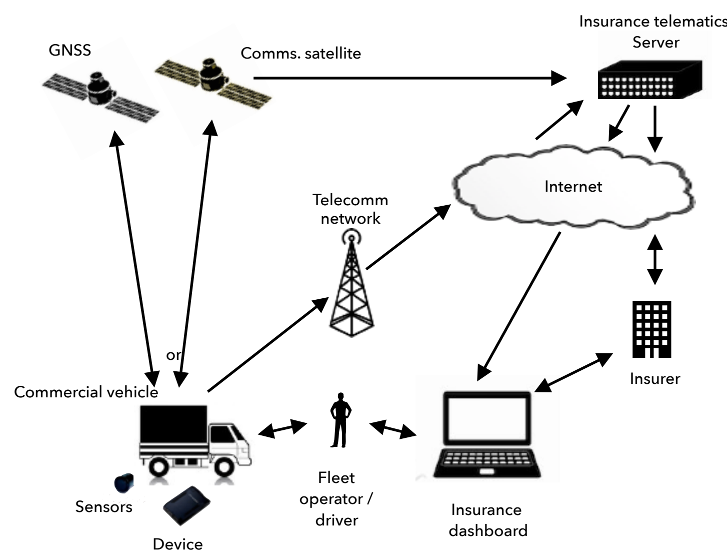


Source: PTOLEMUS

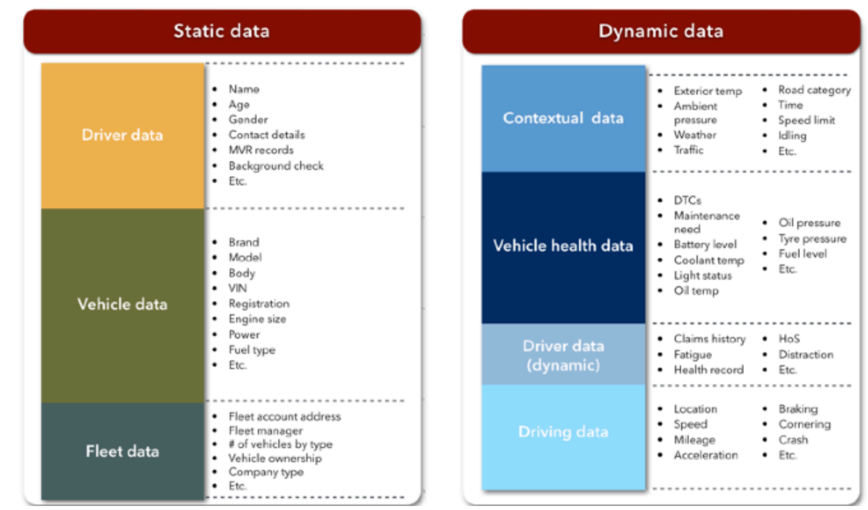
We identify the core datasets needed for connected fleet insurance and evaluate analytical requirements

ANALYSING DEVICES AND TECHNOLOGIES

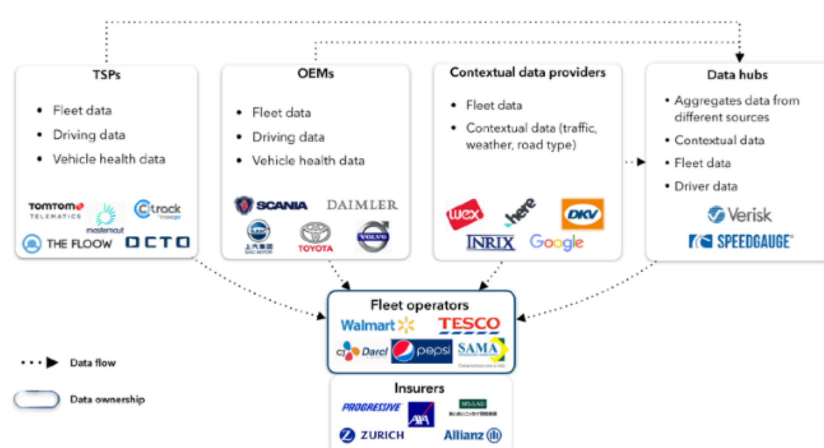
Systems architecture



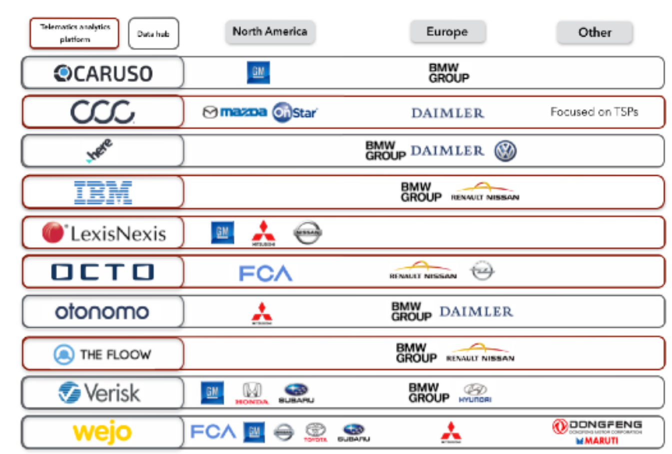
Key datasets for fleet insurance



Data sources to inform insurance

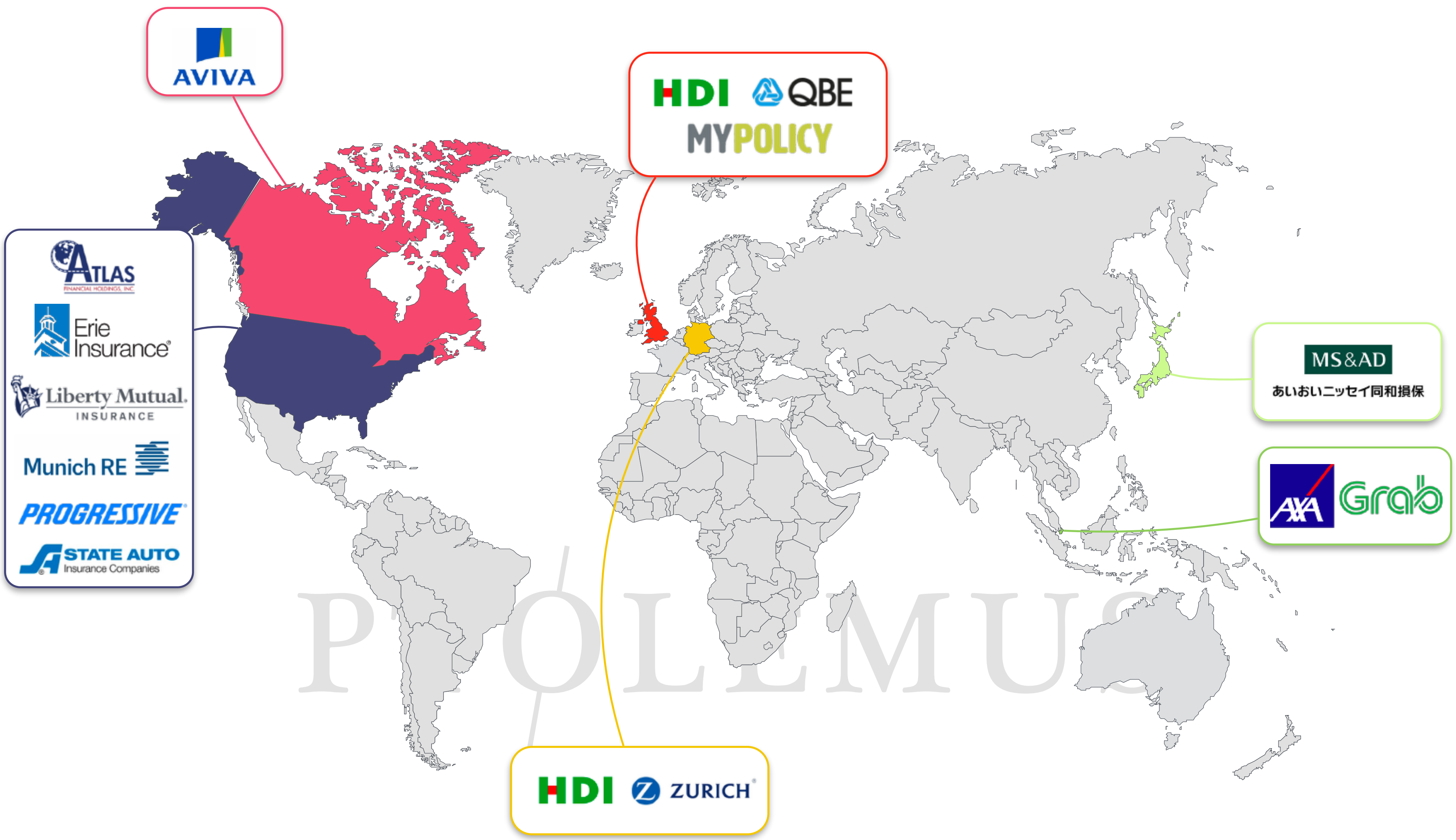


Data exchange hubs and OEM data provision



We analyse case studies of 14 active or discontinued connected fleet insurance programmes worldwide…

ASSESSING GO-TO-MARKET STRATEGIES

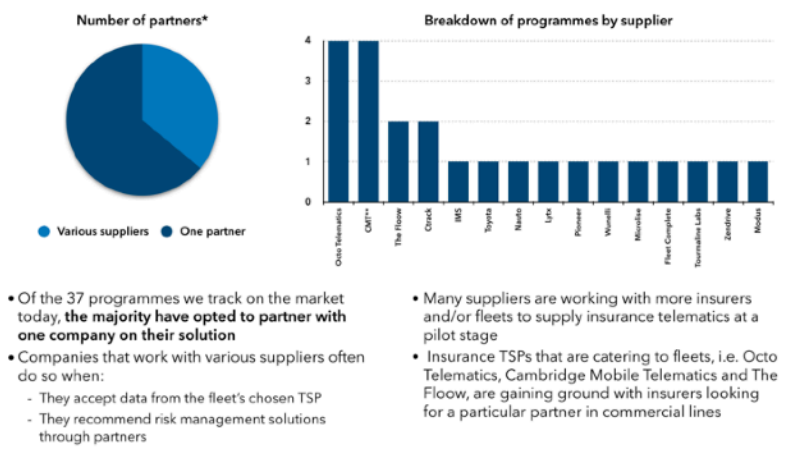


..and an assessment of delivery models and best practices for implementing a successful programme

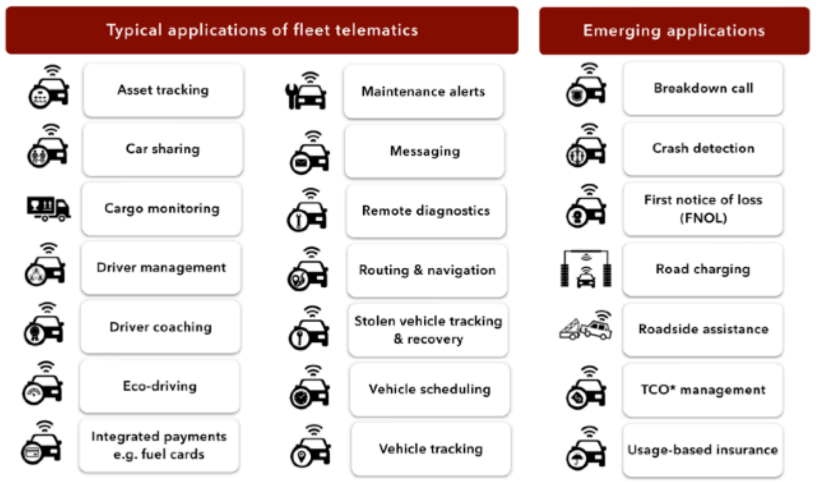
ASSESSING GO-TO-MARKET STRATEGIES

Assessment of delivery models

Analysis of programmes on the market



Service integration

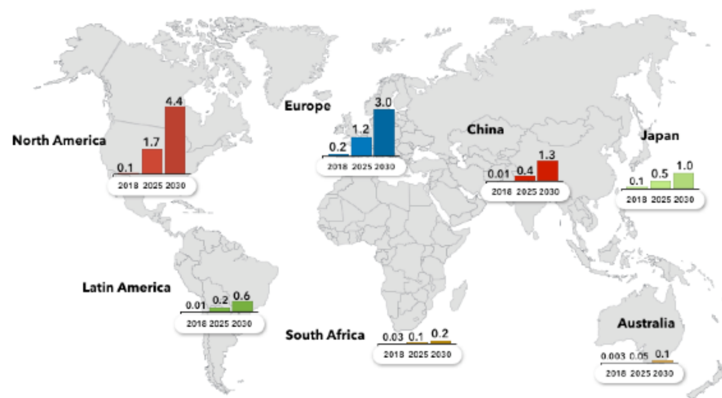


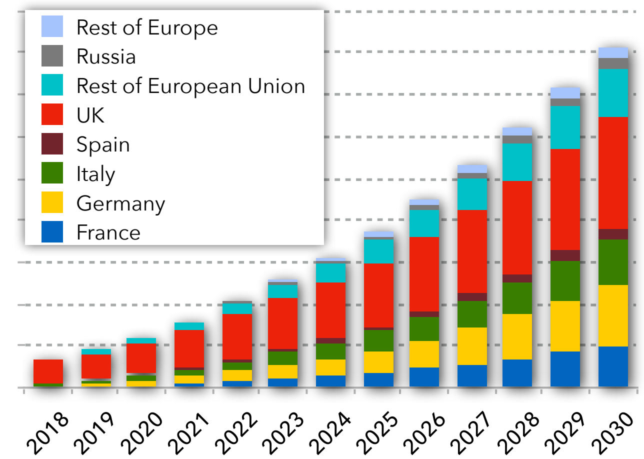
Best practices

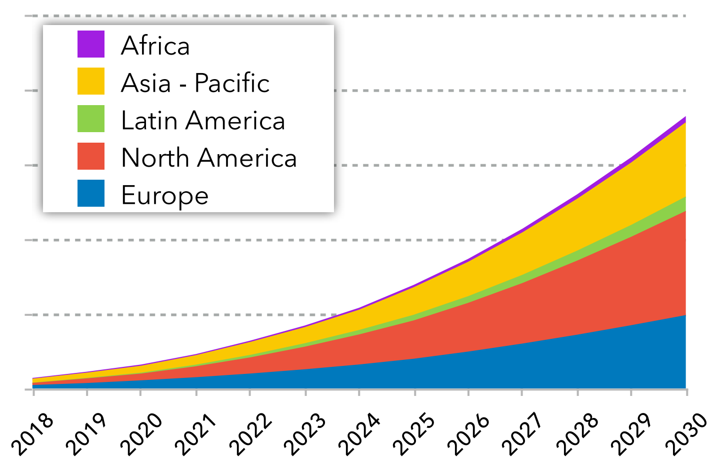
Source: PTOLEMUS

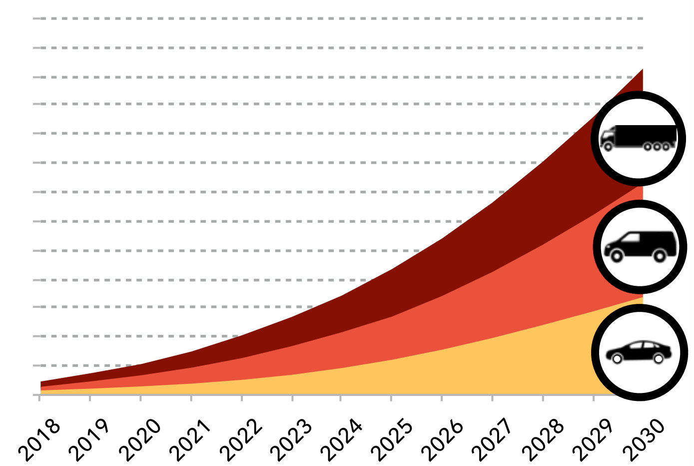
Finally, we deliver a bottom-up fleet insurance telematics market forecast to 2030 for 18 regions

FORECASTING THE GLOBAL COMMERCIAL AUTO UBI MARKET









Market projections' scope

- By all fleet vehicles, HGVs, LCVs, and fleet passenger cars
- Active connected fleet insurance policies
- UBI premiums generated
- Percentage UBI penetration in overall policies

Geographical scope

European Union
- France
- Germany
- Italy
- Spain
- UK
- Rest of EU

Rest of Europe

Russia

North America
- USA
- Canada

Latin America

Asia Pacific
- China
- India
- Japan
- Australia
- Rest of APAC

South Africa

Rest of Africa

The report mentions more than 200 companies (1/3)

Company	Country	Type
AIG Europe	UK	Insurer
Aioi Nissay Dowa Insurance	Japan	Insurer
Airmax Group	UK	TSP
ALD Automotive	France	Leaser
Allianz	Germany	Insurer
Allstar	UK	Fuel card provider
Allstate	USA	Insurer
Alphabet	UK	Leaser
ALSOK	Japan	TSP
American Trucking Association	USA	Association
AmeriTrust	USA	Insurer
Amica Mutual Insurance	USA	Insurer
Amodo	Croatia	TSP
AON	UK	Risk management and data analytics company
Aral	Germany	Fuel card provider
Arthur J. Gallagher	USA	Broker
Arval BNP Paribas	France	Leaser
AS 24	France	Fuel card provider
Astrata	Singapore	TSP
Atlas	USA	Insurer
Audi	Germany	OEM
Automatic	USA	Mobility company
Aviva	UK	Insurer

Company	Country	Type
AXA	France	Insurer
Berkshire Hathaway	USA	Insurer
BlaBlaCar	Germany	Shared mobility operator
Blackvue	South Korea	TSP
BMW Group	Germany	OEM
Bolt (formerly Taxify)	Estonia	Shared mobility provider
BP	UK	Fuel card provider
Cambridge Mobile Telematics	USA	TSP
Canal Insurance	USA	Insurer
Cartrack	South Africa	TSP
Caruso dataplace	Germany	Software provider
Carvi	USA	TSP
CCC Information Services	USA	TTP
Chainway TSP	China	TSP
Chevin	USA	TSP
China Continent Insurance	China	Insurer
CJ Darcl Logistics	India	Fleet operators
Conversa Solutions	USA	Software Company
Council of Insurance Agents & Brokers (CIAB)	USA	Association
CPIC	China	Insurer
Ctrack	South Africa	TSP
Daimler	Germany	OEM
Danlaw	USA	TTP

Company	Country	Type
DiDi Chuxing Technology	China	Transport network company
Direct Line Group	UK	Insurer
DKV	Netherlands	Fuel card provider
Dongfeng Motor	China	OEM
Drive Now	Germany	Shared mobility provider
E100	Poland	Fuel Card provider
EMC Insurance	USA	Insurer
Erie Insurance Group	USA	Insurer
ETiQa Insurance	Malaysia	Insurer
Eurowag	Czech Republic	Fuel card provider
Fiat Chrysler Automobiles (FCA)	UK	OEM
Finch Group	UK	Broker
First Insurance Solutions	UK	Insurer
Fleet Complete	Canada	TSP
Fleetboard	Germany	TSP
Fleetcor	USA	Fuel card provider
Fleetio	USA	TSP
FleetPride	USA	TSP
Ford	USA	OEM
Foreca	Finland	Data provider
G7	China	TSP
GAC Group	China	TSP
Geico	USA	Insurer
General Motors	USA	OEM

The report mentions more than 200 companies (2/3)

Company	Country	Type
Geotab	Canada	TSP
Getaround	USA	Peer-to-peer car rental
Gigacover	Singapore	Insurer
Go Jek	Indonesia	Transport network company
Godfrey-Morrow Insurance	Canada	Broker
Google	USA	Data provider
Grab	Singapore	Mobility company
GreenRoad	USA	TSP
Groupama	France	Insurer
Hangzhou Nicigo Technology	China	TTP
HDI Global	Germany	Insurer
Here	Netherlands	Data provider
HINO Trucks (Toyota)	Japan	OEM
Honda Motor	Japan	OEM
Hyundai	South Korea	OEM
IBM	USA	Data company
IMS	Canada	TSP
INCO	Russia	TSP
Independent Broker Resources Inc. (IBRI)	Canada	Broker
INRIX	USA	Data provider
Insurance Institute for Highway Safety	USA	Association
InsureMy	Canada	Insurer
Intact Insurance	Canada	Insurer
Interactive Driving System	USA	TSP

Company	Country	Type
IVOX	USA	TSP
Keep Trucking	USA	TSP
Leaseplan	Netherlands	Leaser
Lex Autolease	UK	Leaser
LexisNexis	USA	Risk management provider
Liberty Mutual	USA	Insurer
Lightmetrics	India	TSP
Lime	USA	Shared mobility provider
Lloyds Bank Insurance	UK	Broker
Lyft	USA	Transport network company
Lytx	USA	Dash cam provider
Mack	USA	OEM, Truck manufacturer
Mapfre	Spain	Insurer
Marsh	USA	Broker
Maruti Suzuki	India	OEM
Masternaut	UK	TSP
Maven	USA	Shared mobility provider
Mazda	Japan	OEM
Mercedes Benz	Germany	OEM
Meta System	Italy	TTP
Microlise	UK	TSP
Mitsubishi	Japan	OEM
MiWay	South Africa	Insurer

Company	Country	Type
MiX Telematics	South Africa	TSP
Mobileye	Israel	Technology company
Modus	USA	TSP
MS & AD Insurance Group	Japan	Insurer
Munich RE	Germany	Reinsurer
MyPolicy	UK	Broker
NHTSA	USA	Government Agency
Nationwide	UK	Insurer
Nauto	USA	Dash cam provider
Navistar	USA	OEM, Truck manufacturer
NexTraq	USA	TTP, TSP
Nissan	Japan	OEM
NJM Insurance Group	USA	Insurer
Norman-Spencer Agency	USA	Insurer
Novacom CLS Services	France	TSP
Nvidia	USA	Semiconductor company
Octo Telematics	UK/ Italy	TSP
Omnitracs	USA	TSP
Omoove	Italy	TSP
OnStar	USA	TTP
Opel	Germany	OEM
Orange	France	TSP
OReGO	USA	Toll charger
Otonomo	Israel	Data platform provider

The report mentions more than 200 companies (3/3)

Company	Country	Type
PasarPolis	Indonesia	Insurer
Peloton	USA	Automated vehicle technology company
Pepsi	USA	Fleet operators
PetroChina	China	Fuel card provider
PICC	China	Insurer
Ping'an	China	Insurer
Pioneer	Japan	Tier 1 supplier
Progressive	USA	Insurer
Protective Insurance	USA	Insurer
PSA Groupe	France	OEM
QBE Insurance	Australia	Insurer
Qualitas	Mexico	Insurer
Qualitas Auto	Spain	Insurer
Renault	France	OEM
RSA	UK	Insurer
ryd (formerly TankTaler)	Germany	Mobility company
Saama	USA	Fleet operators
SAIC Motor	China	OEM
Santam	South Africa	Insurer
Scania	Sweden	OEM
Seeing Machines	Australia	TSP
Share Now	Germany	Shared mobility provider
Shell	Netherlands	Oil and gas company
Sinoiov	China	TSP
Sinopec	China	Fuel card provider
Slice	USA	Insurer
SmartDrive Systems	USA	TSP

Company	Country	Type
Sompo Japan Nipponkoa	Japan	Insurer
Sonic Mobile	USA	Mobile solutions company
Speedgauge	USA	Data company
State Auto Insurance	USA	Insurer
State Farm	USA	Insurer
Subaru Corporation	Japan	OEM
Suzuki	Japan	OEM
Takata	Japan	Automotive parts supplier
Tata Motors	India	OEM
Tesco	UK	Fleet operators
Tesla	USA	OEM
The Floow	UK	TSP
The Hartford	USA	Investment and Insurance company
The National Transportation Safety Boad (NTSB)	USA	Government agency
Tokio Marine Nichibo	Japan	Insurer
TomTom Telematics	Netherlands	TSP
Total	France	Fuel card provider
Tourmaline Labs	USA	TSP
Towergate Insurance Brokers	UK	Broker
Toyota	Japan	OEM
Trak Global	UK	TSP
Trakm8	UK	TSP
Travelers	USA	Insurer
Trimble	USA	TSP

Company	Country	Type
Trov	USA	Insurer
TrueMotion	USA	TSP
Turo	USA	Peer-to-peer car rental company
TuSimple	USA	Autonomous Truck company
Uber	USA	Mobility operator
UTA	Germany	Fuel card provider
Verisk Analytics	USA	Data analytics and risk asessment company
Verizon Connect	USA	TSP
Viasat	Italy	TSP
Visiontrack	UK	TSP
Volvo	Sweden	OEM
VSK Insurance	Russia	Insurer
VUM	South Africa	Insurer
Walmart	USA	Fleet operators
Wex	USA	Fuel card provider
Willis Towers Watson	UK	Broker
Wunelli	UK	TSP
Xevo (Lear Corporation)	USA	Technology company
Zego	UK	Insurer
Zendrive	USA	TSP
Zhong An	China	Insurer
Zipcar	USA	Shared mobility provider
Zurich Insurance Group	Switzerland	Insurer

The study comes with a single, worldwide company licence

The reference report on fleet insurance telematics

	Full Study	**Global market forecasts**	**Board presentation workshop**
Contents	• **500-page pdf report** • Go-to-market strategies • Key and emerging stakeholder analysis • Devices and technologies overview • Best practices from 14 programmes analysed • 10 profiles of fleet insurance telematics service providers	• **300-line Excel file** with outputs and charts • 2018-30 projections of commercial auto UBI policies and premiums by region and vehicle type	• The full study presented to your board or strategy team • Half-day workshop at your office*
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Disclosure

The recommendations and opinions expressed in this study reflect PTOLEMUS' independent and objective views. However, PTOLEMUS cannot provide any guarantee as to the accuracy of the information provided or the reliability of its forecasts.

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