

HopSkipDrive

HopSkipDrive

An Innovator In
Student Transportation



Table Of Contents

1 | Who Is HopSkipDrive

2 | Industry Innovations

3 | Safety

4 | Safe Ride Support System

5 | Telematics

6 | Legislative And Regulatory Advocacy

7 | Locations

8 | Community Engagement

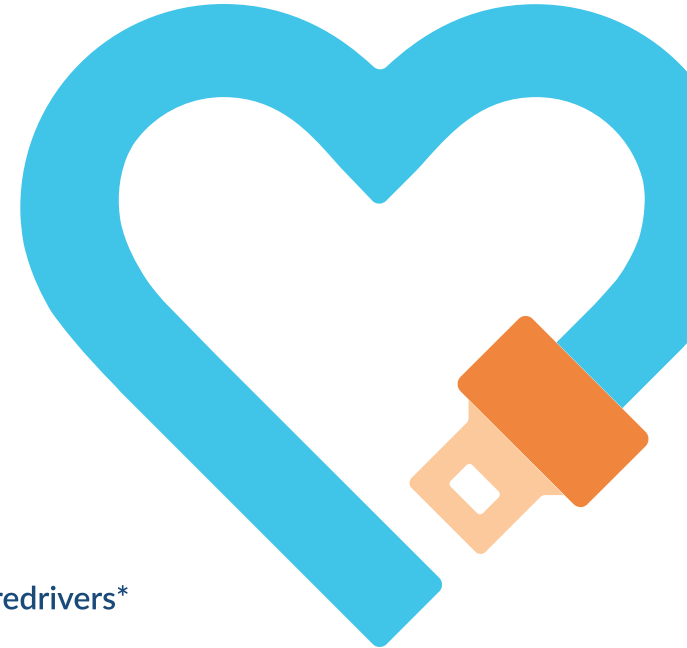
9 | Social Impact, Equity And Access

Who Is HopSkipDrive

HopSkipDrive is a technology company that solves complex transportation challenges where there is a heightened need for safety, equity, and care. HopSkipDrive's marketplace arranges care-centered transportation across 13 states and Washington, DC, supplementing other transportation options by connecting kids, older adults, or anyone needing extra support, to highly-vetted caregivers on wheels, such as grandparents, babysitters, and nurses.

HopSkipDrive also builds software and offers advisory services that solve the biggest transportation challenges facing schools and school districts around the country, including budget cuts, bus driver shortages, and reaching climate goals. HopSkipDrive partners with more than 600 school districts, government agencies, and nonprofits. More than three million rides over 61 million miles have been completed through HopSkipDrive since the company was founded in 2014 by three working mothers.

In 2018, the Los Angeles County Department of Children and Family Services approached HopSkipDrive and asked for assistance in meeting the ESSA (Every Student Succeed Act) federal mandate of transporting students in the child welfare system to their schools of origin. From that point forward, HopSkipDrive shifted its focus to a model of filling in transportation gaps for families, schools, and county welfare offices.



61 Million+

Safe Miles Driven Caredrivers*

3.5 Million+

Safe Rides For Kids*

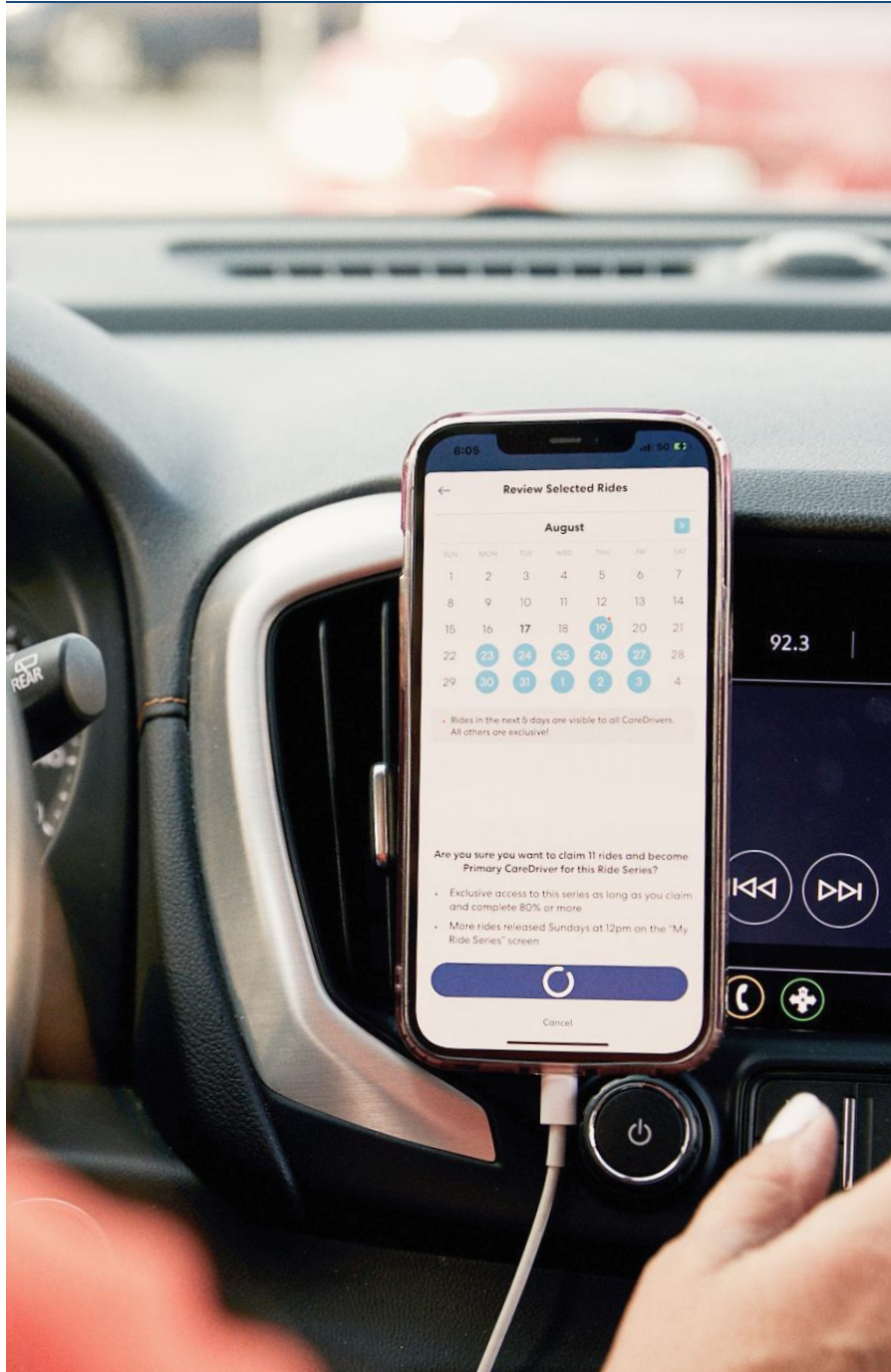
500,000+

Safe Rides For Adults*

600+

Government Agencies, School Districts
And Non-Profits Helped





Industry Innovations

- **Strategic Routing (RouteWise AI):**

School districts can use HopSkipDrive to make scheduling and managing student rides easy and efficient. RouteWise AI, HopSkipDrive's AI-powered machine learning product, creates customized, data-driven routing plans tailored to each district's specific requirements, priorities, and constraints.

- **Reliability, Convenience and Flexibility:**

HopSkipDrive offers a reliable and convenient transportation option for busy families. Whether it's getting a child to school, sports practice, or a playdate, CareDrivers are ready to help get our Riders where they need to go safely and on time.

- **The Smart Choice:**

HopSkipDrive can save an average of 40% per student on school transportation by replacing underutilized bus routes with multi-passenger sedan or SUV rides. HopSkipDrive complements the yellow school bus not only for supplemental transportation needs but for general education populations when buses are underutilized. The cost-efficacy data shows that HopSkipDrive is the smart choice.

**= Denotes Data Pulled From 2023 Safety Report*





Safety

HopSkipDrive has set a new standard for school transportation safety and transparency. We continually innovate on safety, proactively and strategically implementing new technology and processes. We believe safety is about looking to the future and being proactive, innovative, and relentless.

HopSkipDrive is the first (and only) organization in the student transportation industry to publish an annual Safety Report. In 2023, an overwhelming majority of rides scheduled through the HopSkipDrive platform — 99.6 percent — ended without a safety concern.



HopSkipDrive's Proprietary Safe Ride Support System:

| | | | | |
|--|--|--|--|---|
|  <p>CAREGIVING EXPERIENCE Have at least 5 years of caregiving experience.</p> <p>01</p> |  <p>CRIMINAL RECORD CHECK Pass searches of county, state, and national records, including global watchlist and sex offender registries.</p> <p>02</p> |  <p>FINGERPRINT CHECK Pass a fingerprint-based background check.</p> <p>03</p> |  <p>CHILD ABUSE AND NEGLECT SCAN* Receive state-level clearance from the Department of Human Services database.</p> <p>04</p> |  <p>VALID DRIVER'S LICENSE Submit proof of a valid driver's license.</p> <p>05</p> |
|  <p>DRIVING EXPERIENCE Have a minimum of 3 years of driving experience.</p> <p>06</p> |  <p>GOOD DRIVING RECORD Pass an initial motor vehicle history search and ongoing monitoring for new driving infractions.</p> <p>07</p> |  <p>AGE 23 OR OLDER Must be 23 years of age or older.</p> <p>08</p> |  <p>OWN OR LEASE A VEHICLE NOT MORE THAN 13 YEARS OLD, SEATING 4 TO 7 PASSENGERS</p> <p>09</p> |  <p>SUBMIT PROOF OF VEHICLE REGISTRATION</p> <p>10</p> |
|  <p>SUBMIT PROOF OF INSURANCE CONSISTENT WITH STATE LAW</p> <p>11</p> |  <p>PASS AN ANNUAL VEHICLE INSPECTION BY A CERTIFIED MECHANIC</p> <p>12</p> |  <p>COMPLETE A LIVE ORIENTATION WITH A HOPSKIPDRIVE TEAM MEMBER</p> <p>13</p> |  <p>ADOPT THE HOPSKIPDRIVE COMMUNITY GUIDELINES</p> <p>14</p> |  <p>ADOPT ZERO TOLERANCE POLICIES Against the use of drugs or alcohol while driving, discrimination, touching, and cell phone usage.</p> <p>15</p> |

*Conducted everywhere permitted by state regulations



Telematics

An industry leading third-party app records events of the six riskiest driving behaviors, including device use while driving, speeding, hard braking, rapid acceleration, hard turning, and collision detection. HopSkipDrive tracks the data on driving behavior and enable iterative improvement. CareDrivers receive information about their own driving patterns from the week before, along with resources on safe driving.

SAFE DRIVING MONITORING HELPS KEEP EVERYONE SAFE DURING THE RIDE



PHONE USE



SPEEDING



HARD BRAKING



HARD TURNING



HARD
ACCELERATION



HARD
ACCELERATION



Legislative And Regulatory Advocacy

More than 53% of U.S. students today get to school in a personal vehicle. Due to a variety of factors including changing bell schedules, open enrollment practices, changes to walk boundaries, bus driver shortages, and many others, the needs of students today are more individualized than ever. Despite fewer students than ever being accommodated by the yellow school bus, it remains that most state regulations have only ever contemplated the yellow school bus model with some limited consideration of supplemental transportation services.

HopSkipDrive continues to advocate for the expansion of supplemental transportation methods and solutions for pupil transportation through legislative and regulatory efforts at the federal, state, and local levels. To that end, HopSkipDrive continues to advocate for the smart regulation of supplemental student transportation services, informed by data on safe driving practices, which balances safety with student equity and access.

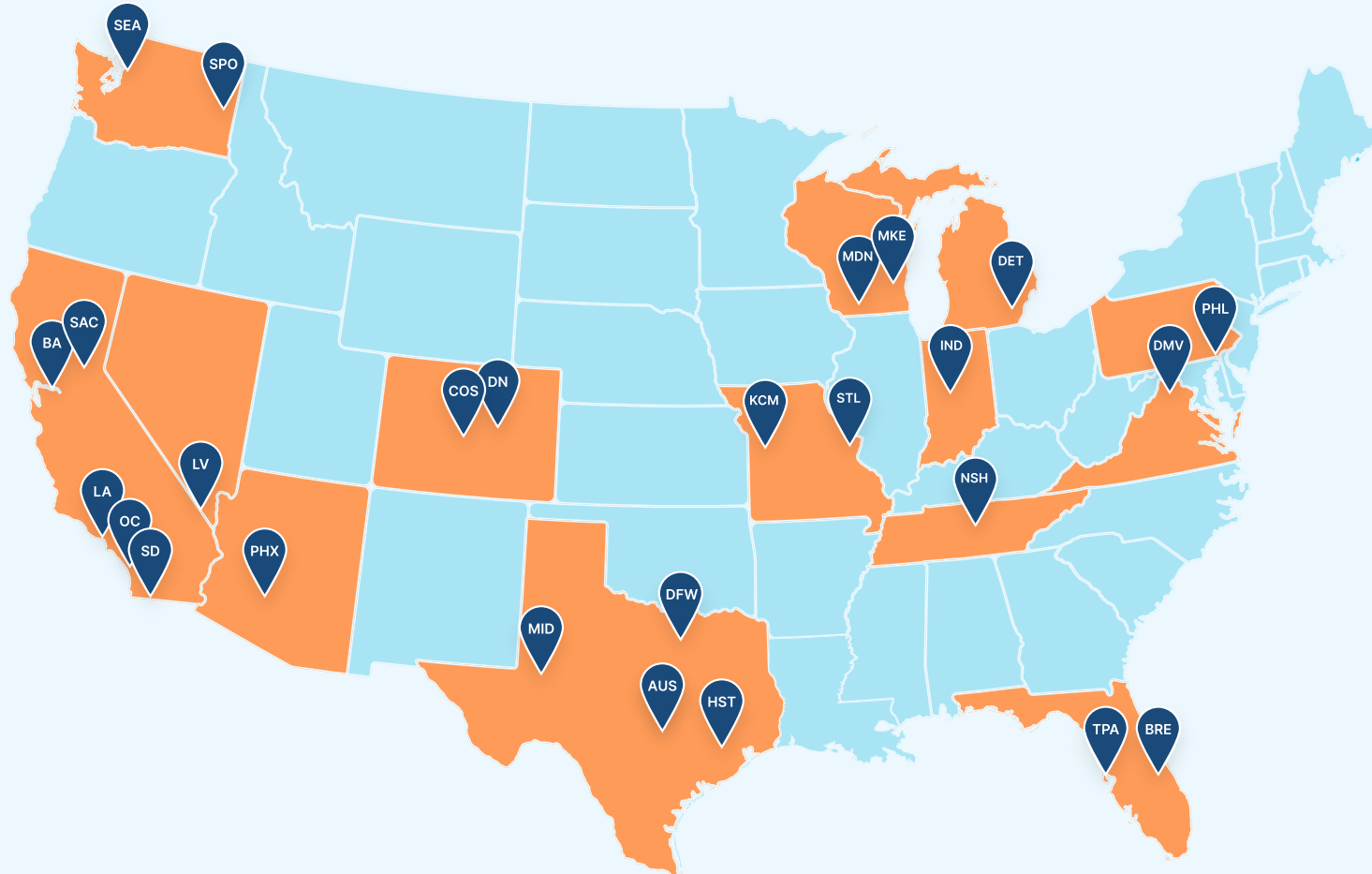
We're Creating Jobs And Strengthening Communities.

- HopSkipDrive CareDrivers Can Earn, On Average, Over \$35 Per Trip And Create Their Own Schedule, Driving, On Average, 7-8 Trips A Week On The Platform. All HopSkipDrive CareDrivers Are Independent Contractors Who Stress That Flexibility Remains Their Top Priority When Using The Platform.

Sustainability

- HopSkipDrive Remains Committed To Leading The Transition To A Sustainable Energy Future, And We Partner With School Districts To Help Them Address Student Transportation Needs In A Way That Is Both Economically And Environmentally Effective. On Average, 19% Of HopSkipDrive CareDriver Vehicles Are Hybrid Or EV, Which Far Exceeds The Nationwide Rate Of 2%.
- HopSkipDrive's CareDriver Vehicle Network Significantly Outperforms Regular Passenger Vehicles In The Progression To Zero-Emission.





As Of April 2024, HopSkipDrive Currently Operates In The Following Markets:

California (LA, Bay Area, San Diego, Orange County, Sacramento) | **Washington** (Spokane, Seattle) | **Arizona** (Phoenix) | **Colorado** (Denver, Colorado Springs) | **Nevada** (Las Vegas) | **Texas** (Austin, Houston, Dallas, Midland) | **Wisconsin** (Madison, Milwaukee) | **Michigan** (Detroit) | **Pennsylvania** (Philadelphia) | **Virginia** (Northern Virginia) | **Indiana** (Indianapolis) | **Tennessee** (Nashville) | **Missouri** (Kansas City, St Louis)





How We Impact The Communities We Serve

We have a community-focused approach

HopSkipDrive serves diverse communities nationwide and collaborates with schools, nonprofits, and other community organizations to ensure that children have access to the transportation they need to succeed and thrive.



How We Uplift Our Mission And Values

HopSkipDrive champions various social impact and education efforts around the country with key partners and allies.

Who We Serve

Parents, school districts, county child welfare organizations, nonprofits, and others use HopSkipDrive to arrange safe, reliable, and flexible transportation services for youth, seniors, and other individuals in need of extra care during a ride. This includes students who don't fit along a traditional bus route, including:

- Youth experiencing homelessness
- Youth in foster care
- Youth with special needs
- Youth trying to access career technical education, internships, apprenticeships, and enrichment programs

How We Serve

HopSkipDrive promotes equitable access and develops solutions with community leaders to improve transportation access and mobility services to ensure that every child has safe and reliable transportation options, regardless of their background or geographic location.

- **Youth Advisory Board:** In 2024, HopSkipDrive launched its first ever Youth Advisory Board to directly hear from its student riders and stakeholders about ways to improve access for communities; And alleviate the challenges faced by working parents who may need assistance with transporting their children to and from school, extracurricular activities, and other appointments.
- **Equitable Access To Transportation Advisory Council (EATAC):** In 2024, 10 experts in safety, child welfare, education, community development, and equity convened to form The Equitable Access to Transportation Advisory Council (EATAC) is committed to improving transportation access, equity, and mobility by ensuring that all youth, regardless of socioeconomic status, race, or ability, have access to safe, affordable, and reliable transportation.
- **HopSkipImpact:** In 2023, the HopSkipImpact initiative was launched to create opportunity for all through mobility by offering access to discounted rides to eligible nonprofit organizations. We place great emphasis on living our values in all that we do, and we are dedicated to making a difference in the lives of the children and families we serve.

