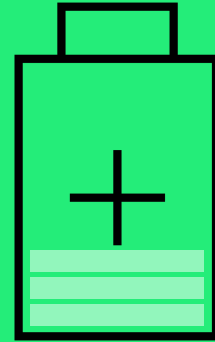


DLP LABS

BATTERY INSURANCE FOR
ELECTRIC VEHICLE FLEETS

BUILDING A SPECIALIZED
MGA FOCUSED ON EV
BATTERY RISK



THE PROBLEM

THE UNDERINSURED RISK

PROBLEM

EV batteries represent 40–50% of vehicle value, yet they remain systematically underinsured.

- OEM warranties are narrow, time-limited, and only as reliable as the manufacturer's balance sheet, creating material solvency risk.
- Commercial auto policies are built to cover accidents, not battery degradation, downtime, or catastrophic replacement.

RESULT

\$150,000 battery failure becomes a financial disaster

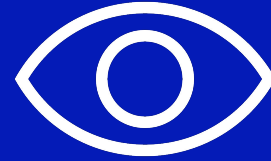
- No service continuity and no participation in V2G markets

By 2030, **2.12m Commercial EVs**
will have a \$130B+ battery risk
problem that insurers can't
price – and fleets can't avoid.

THE SOLUTION

VEHICLE SERVICE CONTRACT (VSC) FOR EV BATTERY

Protect fleet uptime and battery performance with Vehicle Service Contracts priced on actual battery health, not assumptions.



KNOWN RISK



UNKNOWN RISK

UNIT ECONOMICS

SEGMENT	METRIC	14,000 EV SCHOOL BUSES	2.12M COMMERCIAL EVS
ANNUAL PREMIUM	\$3,000	\$42M	\$6.36B
MGA COMMISSION	20%	20%	20%
TARGET LOSS RATIO	~45%	~45%	~45%
NET MGA CONTRIBUTION/ WARRANTY	~\$330	\$8.4M	\$1.27B

WHY NOW?

THE LARGEST MANDATED FLEET TRANSITION IN U.S. HISTORY IS UNDERWAY.

- 490,000 school buses in the USA transport 27m children daily
- \$5B in EPA funding (2022-2026) **forcing electrification** in NY, CA, WA, MD, VA (25% US fleet)

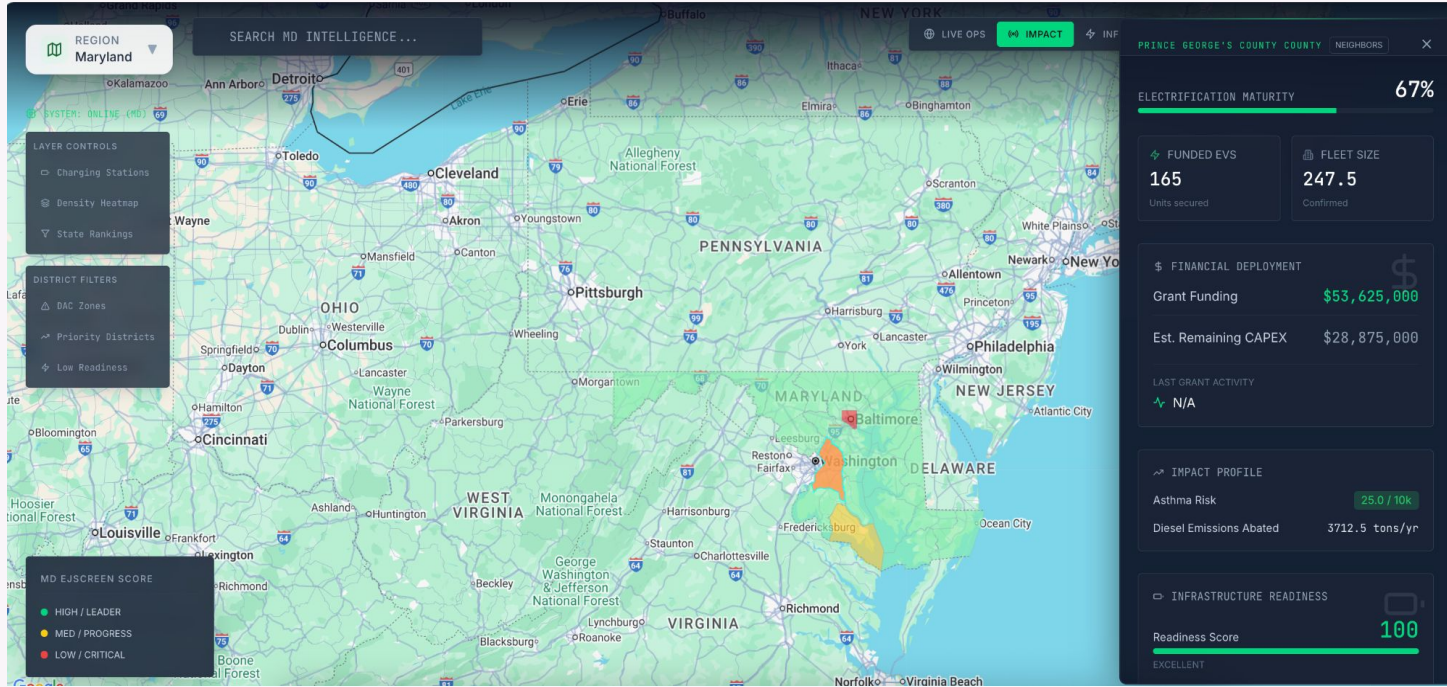
Each bus has up to **\$150k+ of battery risk**

DLP Labs Addressable Market

2,579

School Districts

Across NY, CA, TX,
WA, VA and MD



THE ASK

**Raising \$3M – Secure Approved
Paper, Written Premiums, and
Early Renewal Proof**

THE ASK

1. BUILD THE RATING SYSTEM

- Finalize battery-based rating engine for new insurance product
- Actuarial validation and underwriting manual. File and license in **NY, CA**, then expand nationally

2. SCALE MANDATE-DRIVEN GTM

- Expand capture across **EV fleet transition programs** serving **2,579 School Districts** Across **NY, CA, TX, WA, VA, and MD**
- Focus on states and districts under **federal funding and state mandates**
- Increase RFP throughput with fleet electrification consulting partners

DLP LABS



THE TEAM

Our expertise in data led us to discover a market opportunity in EV battery risk



Ryan Kuhel (CEO)

The Operator. Licensed P&C Producer. 10+ years scaling data partnerships at Meta & Microsoft.



Jeremy Lerner, PhD (Data Scientist)

Expert in Vehicle Telemetry & Predictive Modeling. Built models for Ford and FedEx. Developing science behind rating system

COMPETITIVE POSITIONING

DIFFERENT PLAYERS, DIFFERENT GAMES

The EV insurance landscape includes vertically integrated OEMs, niche MGAs, transaction-focused analytics firms, and legacy carriers. None own the scoring infrastructure. DLP sits between telemetry and underwriting—the layer the entire market needs.

PLAYER	WHAT THEY ARE	WHAT THEY SOLVE	GAP	WHY DLP WINS
TESLA INSURANCE	Insurance for Teslas.	UBI pricing for Tesla owners.	Closed ecosystem, consumer-only.	Cross-OEM, fleet-focused.
OEM WARRANTY	Basic coverage.	Breakdown for first 8 years.	V2G exclusions, no uptime guarantees, not for full 12 life of vehicle.	OEM solvency risk, V2G enablement, uptime guarantees.
ASSURANT EV ONE	Consumer/Dealer focused VSC.	Resale condition insights.	Personal auto focus.	Commercial Auto Focus.
LEGACY CARRIERS	Traditional auto insurance.	Broad coverage via proxies.	No battery visibility or telemetry.	Proprietary EV risk models.

THE DLP ADVANTAGE

01 / We own the Battery Health Score—the actuarial translation layer between raw telemetry and underwriting decisions.

02 / We design our service contract for fleets (uptime, V2G enablement, local service permitted).