

Octo Telematics Appoints VP, Head of Sales, Americas
*Chris Benecick to drive next phase of growth for leading insurance
IoT platform and telematics provider*

DRAFT – Newton, MA – March 27, 2019 – Octo Telematics, a leading global provider of telematics and data analytics solutions for the auto insurance industry, today announced it has appointed Chris Benecick as Vice President and Head of Sales for the Americas.

In his new role, Mr. Benecick will lead all aspects of the company's business development initiatives in North and South America, including direct and channel sales as well as management of strategic partnerships. Working with key customer decision makers, he will drive strategies to accelerate Octo's growth and meet the demand for its insurance IoT platform and telematics solutions.

"It's great to have Chris on board to lead our expansion initiatives in the Americas," said David O'Malley, Chief Revenue Officer, Octo Telematics. "With his proven track record and demonstrated leadership, we are confident that he will forge new, strategic relationships with prospects and partners enabling each to compete in the era of IoT."

Prior to Octo, Mr. Benecick held various sales leadership roles, including most recently as Executive Vice President and Chief Sales Officer with Innovation Group North America. He was also immersed in the vehicle mobility and insurance industries through executive business development roles at Enservio and The Hertz Corporation.

About Octo Telematics

Octo is the number 1 global provider of telematics and data analytics solutions for the auto insurance industry. Founded in 2002, Octo is one of the pioneers of the insurance telematics industry. Today, Octo is the largest and most experienced insurance telematics company in the world, transforming auto insurance through behavioral, contextual and driving analytics for more than 100 insurance partners.

Octo has more than 5.6 million connected users and the largest global database of telematics data, with over 228 billion miles of driving data collected and 456,000 crashes and insurance events analyzed (as of December 30, 2018). Octo applies proprietary algorithms to this market-leading database to deliver powerful new insights into driver risk, informing solutions that benefit both auto insurance companies and policyholders.

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The company is headquartered in Rome, with offices in Boston, London, Stuttgart, Madrid, Mexico, and Sao Paulo.
<http://www.octotelematics.com>

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