





# ROAD TO INDY – PROVEN FORMULA





**286 DRIVERS** 

have participated in the Road to Indy since its inception



31 CHAMPIONS

have been crowned on the Road to Indy





**34 ALUMNI** 

have been NTT INDYCAR SERIES race winners



23 ROAD TO INDY DRIVERS

were on the NTT INDYCAR SERIES starting grids in 2020



23 OF THE 33 INDY 500 STARTERS IN 2020

were Indy Lights graduates, including eight Indy Lights champions



\$17,413,500

value of prizes and awards distributed to date since the inception of the Road to Indy

### THE PROGRESSION STEPS



The Road to Indy Presented by Cooper Tires is where tomorrow's stars race today, and its success as a springboard to the NTT INDYCAR SERIES has never been more apparent.



Sanctioned by INDYCAR, the Road to Indy was introduced in 2010 and has become the most successful driver development program in the world, providing a unique, scholarship-funded path to reach the NTT INDYCAR SERIES and the Indianapolis 500.



Scholarship valued at

\$1,289,425

Includes a minimum of three NTT INDYCAR SERIES races in 2022 including the Indianapolis 500



Scholarship valued at

\$718,065

Guarantees a full season contract with an Indy Lights team for the 2022 season



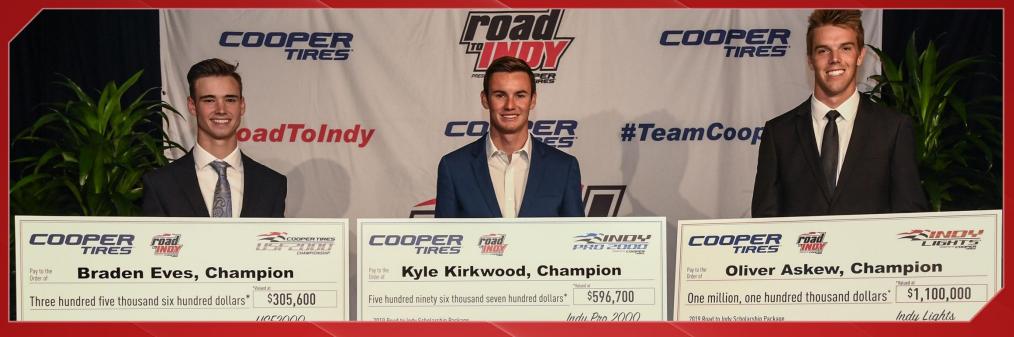
Scholarship valued at

\$401,305

Guarantees a full season contract with an Indy Pro 2000 team for the 2022 season

## THE MOST EFFECTIVE DRIVER DEVELOPMENT PLATFORM IN THE WORLD





## **EXPOSURE**

- Premier venues primarily in support of NTT INDYCAR SERIES race weekends
- Worldwide live streaming of all on-track activity; dedicated broadcast channels on Apple TV, Amazon Fire, Roku and the Xbox One Official App; global coverage and original content on RoadToIndy.TV and the Road To Indy TV App

## THE MOST EFFECTIVE DRIVER DEVELOPMENT PLATFORM IN THE WORLD



### DEVELOPMENT

- Unique scholarship program to advance to Indy Pro 2000 in 2022
- Exposure to INDYCAR teams and personnel, assisting with team and driver development
- Advanced training in all aspects of driver development

#### SAFETY

- USF-17 meets current FIA F4 safety standards
- Race Control operated by INDYCAR.
- AMR INDYCAR Safety Team highly skilled and trained safety team with unrivaled crew and response time



## THE BACKBONE OF INDYCAR



- Champion receives a scholarship valued at \$401,305 to advance to the Indy Pro 2000 Championship Presented by Cooper Tires in 2022
- Per race prize money (in addition to scholarship) that can contribute towards a driver's program
- The stepping stone to the NTT INDYCAR SERIES that has launched the careers of many highly successful IndyCar drivers

"The Road to Indy from an INDYCAR and, frankly, from an Indianapolis 500 perspective is priceless. It is THE way for us to develop talent that supports the NTT INDYCAR SERIES and the 500-mile race in Indianapolis and it is working."

Mark Miles, CEO Hulman & Company,
 the parent company of INDYCAR



RTI Graduates in the NTT INDYCAR SERIES include Oliver Askew, Jack Harvey, Colton Herta, James Hinchcliffe, Josef Newgarden, Patricio O'Ward and Rinus VeeKay



- Series social media platforms Twitter, Facebook and Instagram – as well as partner outlets
- Full race shows available on USF2000 YouTube channel
- Race market media and fan events as well as souvenir race program content
- Dedicated media photo website for access to all series photography
- Targeted public relations and marketing campaigns

"It really is an education, no one arrives at the top... you have to get there. The Road to Indy helps you get there."

James Hinchcliffe
 2010 Indy Lights Vice Champion







Oliver Askew, the 2019 Indy Lights champion, is the latest driver to exemplify the success of the Road to Indy platform.

Askew, from Jupiter, Fla., has made a meteoric progression from karting to Indy cars inside four years after earning the inaugural Mazda Road to Indy \$200K USF2000 Scholarship Shootout in 2016 and the following year's USF2000 title.

He collected his third Road to Indy scholarship with the Indy Lights champion's crown and scored a podium finish in his rookie season in the NTT INDYCAR SERIES in 2020.

"The Road to Indy works and I am a story of the system." - Oliver Askew

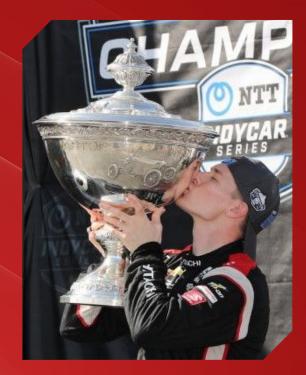




# GLOBAL APPEAL:

Drivers representing 37 countries and six continents have been on Road to Indy grids since the program's inception in 2010.





"The Road to Indy creates that structure for someone like a young kid who races karts and wants to be an IndyCar driver."

Josef Newgarden, NTT IndyCar Series Champion 2011 Indy Lights Champion

### STATE-OF-THE-ART EQUIPMENT PACKAGE



#### TATUUS USF-17

The Tatuus USF-17 is a full carbon composite and aluminum honeycomb monocoque meeting current FIA F4 safety standards, including side impact panels, front and rear impact structures, HANS-compliant IndyCar head restraint, front and rear wheel tethers, upgraded uprights, and upgraded front bulkhead structure for USA-specific oval racing circuits.

The current equipment package will remain in competition through at least 2026.



Top Speed:

Weight:

1102 lbs/500 kg

Length:

108 inches/2743 mm

Width:

61 inches/1549 mm

Transmission:

Six-speed sequential

Additional:

PFC brakes: Cosworth

PFC brakes; Cosworth CFW277 steering wheel with integrated dash and gear change paddles; Cosworth data logger; Dynamic

dampers; Hyperco springs

Engine: 2.0-liter Mazda developed MZR-PM18A (175HP) powerplant prepared by Elite Engines with a maximum torque of 160 ft. lbs.,

utilizing a fly-by-wire throttle system and Cosworth SQ6

engine management system

Tires: Cooper Tires

Wheels: Motegi Racing forged Technomesh mono-block alloy wheels,

13" x 8" front and 13" x 10" rear.

## 2021 CALENDAR





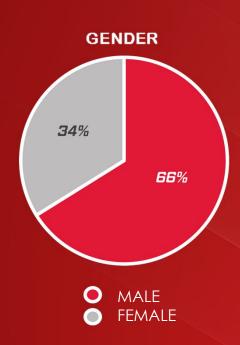
The 2021 USF2000 calendar will feature 18 races at eight venues primarily in support of the NTT INDYCAR SERIES.

- 1 Streets of St. Petersburg March 6/7 \* St. Petersburg, Florida
- 2 Barber Motorsport Park April 10/11 \* Birmingham, Alabama
- 3 Indianapolis Motor Speedway (RC) May 14/15 \*\*
  Indianapolis, Indiana
- 4 Lucas Oil Raceway May 28 Indianapolis, Indiana
- 5 Road America June 19/20 \*
  Elkhart Lake, Wisconsin
- 6 Mid-Ohio Sports Car Course July 3/4 \*\* Lexington, Ohio
- 7 Streets of Toronto July 10/11 \* Toronto, Ontario, Canada
- 8 New Jersey Motorsports Park August 28/29 \*\*
  Millville, New Jersey
- \* Doubleheader Round \*\* Tripleheader Round

## INDYCAR DEMOGRAPHICS



## 69 Million INDYCAR Fans in the U.S.



80%of INDYCAR fans engaged

80%more likely to buy sponsor's product

90%
are very or somewhat loyal towards a brand

\$88,500+
average HH Income of INDYCAR fans

of INDYCAR fans are Millennials, a higher share than NASCAR or the Big 4 Sports

INDYCAR fans are also more affluent

... when compared to the general population

37% | More likely to earn \$75k+ 22% | More likely to be a college graduate

31% | More likely to be employed

30%
<a href="mailto:sponsorship">engaged</a> with brands after seeing sponsorship on television

are somewhat or very likely to consider a brand after seeing a sponsor

80%
more likely to <u>buy</u> a sponsor's
Product than the general
population

Source: Nielsen Sports Sponsorlink

### ROAD TO INDY TV



Provides a behind-the-scenes look at the Road to Indy with:

- dedicated, worldwide live streaming shows
- race highlight shows
- initiatives such as the Road to Indy TV App
- dedicated broadcast channels
- a mobile game and more

Available on:



Road to Indy TV | Through October 2020

- 63,000+ active Road to Indy App users with 3+ million page views
- 2 million total views on YouTube with average view duration of 12:00 and over 51,000 hours watched
- 99 TV shows on digital platforms (Apple TV, Amazon Fire, Roku, Xbox One)
- 76,300,000+ social media impressions



# COOPER TIRES HASHTAG PROGRAM



Now in its eighth year, the Cooper Tires Hashtag Program encourages drivers and teams to utilize the #RoadToIndy and #TeamCooperTire hashtags throughout their social messaging on Twitter and Instagram in various "challenges".

In addition to increasing driver and team social media messaging and followers, at stake is a bounty of awards to the winners in <u>each</u> of the seven Cooper Tires Hashtag Program contest periods held throughout the racing season:

- A Set of Racing Tires or Street Tires Courtesy of Team Cooper Tire
- One hour of SimMetric Driver Performance Labs sim time
- One-On-One with an IndyCar Driver of Choice
- Feature Story on indycar.com
- INDYCAR social media post
- Feature story on series website
- One-On-One Feature Segment With Road To Indy TV
- AiM \$500 gift card
- Inclusion in Marshall Pruett podcast

# BY THE NUMBERS | 2020\*:

- 95% participation rate
- 2,000 contributors on Twitter and a reach of over nine million users on Twitter and Instagram combined
- Among the social handles of Team Cooper Tire, Road To Indy TV and the series handles, there is a network of over 415,000 social media users

# Since 2015, the program has reached over 33 million users on Twitter

 Note: participation by USF2000 and Indy Pro 2000 only in 2020

# DIGITAL CONTENT | COVERAGE



# SERIES WEBSITES 1/1-10/31, 2020

Total Visits 886,000

Unique Visitors 561,990

Total Page Views 1.78M

MEDIA SAMPLING























# 2019 ON-SITE MEDIA ATTENDANCE SAMPLING

St. Petersburg: 404 Media Credentialed Toronto: 445 Media Credentialed



"What I like is that you are always in front of IndyCar – the bosses, the managers, the driver coaches...

"If you are good, they will notice you and that is a very big advantage compared to other series in the world."

Marijn Van Kalmthout,
 Father of Indy Lights
 Vice Champion and
 Indy Pro 2000 Champion
 Rinus VeeKay
 2020 NTT INDYCAR SERIES
 Rookie of the Year

## TRACKSIDE ENTERTAINING





The Road to Indy offers complete turnkey and affordable hospitality packages to provide your guests with a VIP track experience with trackside hospitality and suite options available at every race for two guests to 200.

Additional amenities available include providing your guests with a unique experience from waving the checkered flag to pace car rides, VIP gift bags and more.

# CONTACT



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