



## Dealers Assurance Company

Dealers Assurance Company (DAC) is a Property & Casualty subsidiary of iA Financial Group (TSE: IAG). We primarily serve the automotive and consumer goods industries. We are domiciled in Ohio, and are licensed to write insurance in all 50 states and the District of Columbia. Our primary business strategy is to write both first dollar and aggregate excess-of-loss contractual liability policies for administrator obligors that sell, service and pay claims for extended service contracts sold on vehicles or consumer goods. We have two main office locations: Columbus, Ohio and Dallas, Texas.

### Financial Size

Since April 2014, DAC has been an A.M. Best **Financial Size Category VII** company. Previously, DAC was a Category VI company. Category VII is the designation for companies with total policyholder surplus between \$50 million and \$100 million. DAC surpassed \$50 million in capital and policyholder surplus at the end of 2013.

### A.M. Best Rating

In February 2018, the A.M. Best Company once again affirmed DAC's Financial Strength Rating of **A- (Excellent)**. This marked the 32nd straight year that DAC has received this rating. Founded in 1899, the A.M. Best Company is the world's oldest and most authoritative insurance rating and information source. To confirm our rating, please visit [www.ambest.com](http://www.ambest.com).

### About iA Financial Group (iA)

With **\$169 billion in assets** as of December 2017, iA is one of the largest life and health insurance companies in Canada, and one of Canada's biggest F&I providers. To learn more about iA, please visit [www.ia.ca](http://www.ia.ca).

### Company History

DAC enjoys a heritage that spans over 80 remarkable years. The Company's history began in 1935 with the creation of Mahoning Insurance Company, which was arguably the very first pure captive insurance company ever created. In 1980, Mahoning was purchased by Dealers Alliance Corporation, which changed Mahoning's name to Dealers Assurance Company. In 2004, Dealers Alliance was acquired by DAC Financial Holdings, Inc. In 2018, DAC became a subsidiary of iA Financial Group.



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Filing a Claim: [Claims@DealersAssurance.com](mailto:Claims@DealersAssurance.com) | Service Contract Questions: [Contracts@DealersAssurance.com](mailto:Contracts@DealersAssurance.com)

## Company Leadership



### Kristen Gruber | President

With a well-deserved reputation for professionalism and high ethical standards, Kristen is frequent guest speaker and leader in our industry. She has worked in the insurance arena for over 25 years, much of it focused on the F&I industry, and developing insurance solutions for agents, dealers, and OEMs. Today, Kristen and her team work to provide DAC’s clients with the exceptional regulatory, compliance, and analytical support they need to grow their business.



### Kirk Borchardt | Executive Vice President & General Counsel

Kirk has been a leading expert on the regulatory, tax, and corporate structural aspects of the service contract and ancillary products industries for over 34 years. He began his career as an attorney, rising to partner and managing partner. Kirk promoted the adoption of the insurance company tax treatment for service contracts providers, which he successfully achieved for his client through the issuance of Technical Advice Memorandum 9601001 by the IRS in 1996.



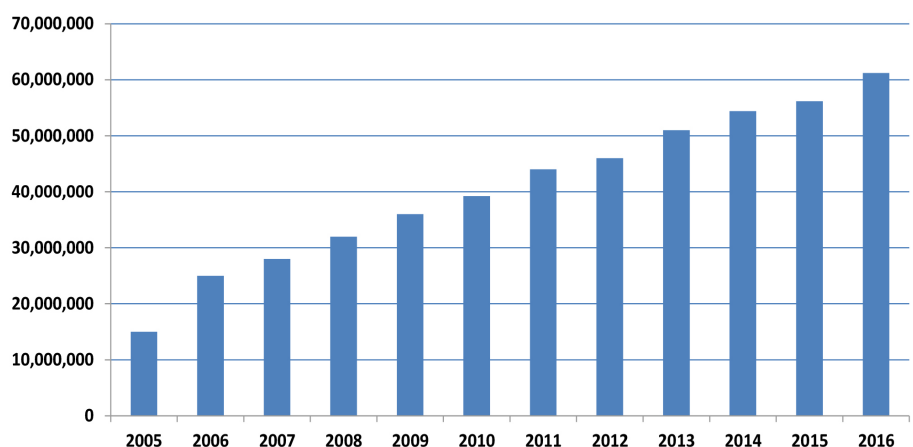
### Linda Toy | Chief Financial Officer

Linda has an extensive background in reinsurance, and more than 25 years of experience in Life, Property and Casualty Insurance accounting. Prior to joining DAC, Linda held leadership positions at Associates Insurance Group, Price Waterhouse Coopers, and TIG Insurance. She has served on the Financial Issues Committee for the Property Casualty Insurers Association of America, a trade association for the P&C industry.

## Consistent Profitability and Growth

Period Ending	Profitability		
	Combined Ratio	Investment Yield (%)	Pre-Tax ROR (%)
2012	42.8	1.7	67.1
2013	42.1	1.5	62.4
2014	44.7	1.1	65.2
2015	42.2	1.2	57.9
2016	34.6	1.5	73.3
2017 Figures Not Available as of March 2018			
5-Yr. Avg.	41.0	1.4	65.3

Capital & Surplus by Year as Reported on DAC’s Annual Statement



## What We Bring to the Table

- Financial backing of iA Financial Group
- Management team of industry professionals
- Reinsurance structures and expertise
- Competitive pricing and flexibility
- Risk management and product development support
- Regulatory acumen and assistance
- Fully staffed Compliance Department
- Member of key industry association groups
- Licensed obligor solutions where administrator lacks approval
- Filing services available for licensing and form filings