



## Dealers Assurance Company

Dealers Assurance Company (DAC) is a Property & Casualty insurance company, and a subsidiary of iA Financial Group (TSE: IAG). We primarily serve the automotive and consumer goods industries, 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 are domiciled in Ohio, with a corporate office in Dallas, Texas.

## Company History

DAC enjoys a heritage that spans over 80 years. The Company's history began in 1935 with the formation of Mahoning Insurance Company by Youngstown Sheet & Tube. Mahoning was one of the first captive insurance companies ever formed. In 1980, Mahoning was purchased by a group of Ohio auto dealers to underwrite F&I products, and its name was changed to Dealers Assurance Company. In 2004, DAC was acquired by DAC Financial Holdings, Inc. In 2018, DAC became a subsidiary of iA Financial Group.



## 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 currently has close to \$70 million in policyholder surplus.

## A.M. Best Rating

In February 2019, the A.M. Best Company once again affirmed DAC's Financial Strength Rating of **A- (Excellent)**. DAC has maintained this rating since 1986. Founded in 1899, the A.M. Best Company is the world's oldest and most authoritative insurance rating and information source. To view our current rating, please visit [www.ambest.com](http://www.ambest.com).

## About iA Financial Group (iA)

With over **\$169 billion in assets** as of Dec. 2018, 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).



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General Questions: [LearnMore@DealersAssurance.com](mailto:LearnMore@DealersAssurance.com) | Underwriting Your Products: [Sales@DealersAssurance.com](mailto:Sales@DealersAssurance.com)

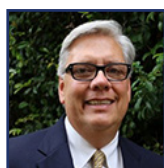
Filing a Claim: [Claims@DealersAssurance.com](mailto:Claims@DealersAssurance.com) | Service Contract Questions: [Contracts@DealersAssurance.com](mailto:Contracts@DealersAssurance.com)

## Company Leadership



### Kristen Gruber | President

With a well-deserved reputation for professionalism and high ethical standards, Kristen is a 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 and 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.



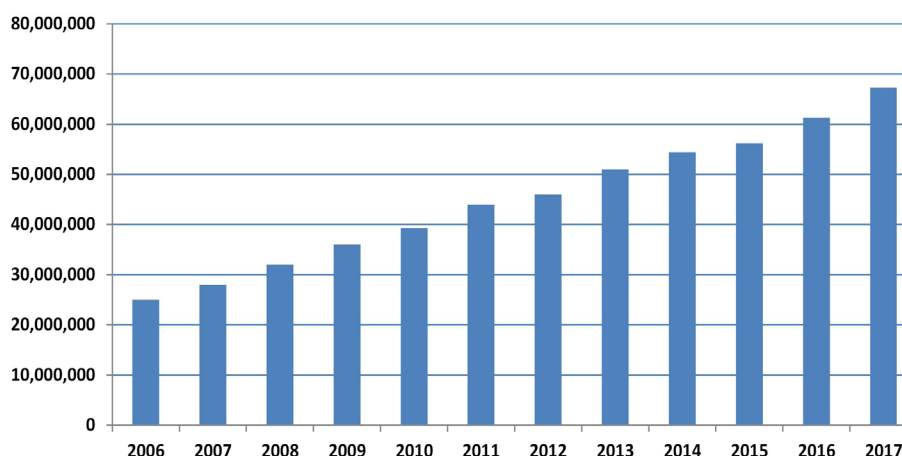
### Linda Toy | Chief Financial Officer

Linda has more than 25 years of experience in Life, Property and Casualty Insurance accounting, including an extensive background in reinsurance. Prior to joining DAC, she held various leadership positions at the Associates Insurance Group, Price Waterhouse Coopers, and TIG Insurance. Linda has also 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 (%)
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	43.3	1.7	57.3
5-Yr. Avg.	41.1	1.4	63.3

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