



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 85 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

DAC is an **AM Best Financial Size Category VIII company**, with over \$111 million in Capital and Surplus as of 9/30/2022. Previously, DAC had been an AM Best Financial Size Category VII company since April 2014.

AM Best Rating

In May 2022, AM Best reaffirmed DAC's Financial Strength Rating of "A" (**Excellent**) for the second year in a row. Prior to this change, DAC's Financial Strength Rating had been "A-" (Excellent) since 1986. Founded in 1899, the AM 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.

About iA Financial Group (iA)

With **C\$196.2 billion in assets** as of 9/22, 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.



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General Questions: LearnMore@DealersAssurance.com | Underwriting Your Products: Sales@DealersAssurance.com

Filing a Claim: Claims@DealersAssurance.com | Service Contract Questions: 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.



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.



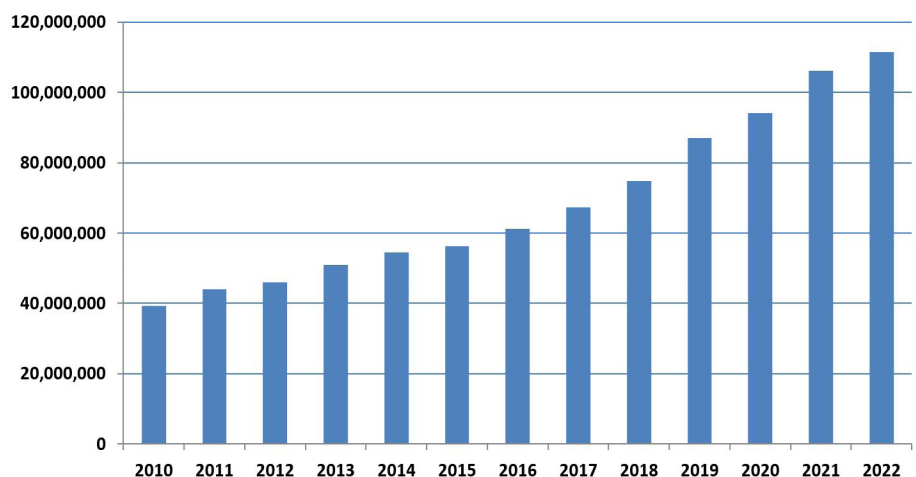
Jamie Barr | Account Manager

With over 10 years of experience serving iA American’s clients, Jamie Barr’s record of providing excellent customer service is truly second to none. In her current role as Account Manager, Jamie coordinates DAC Client requests and projects. She is focused on expanding client support, coordinating DAC departments, bringing on new clients, and championing DAC’s clients as they grow. She has a BA from Barnard College, Columbia University, and earned an MPA from the University of New Mexico.

Consistent Profitability and Growth

Period Ending	Profitability		
	Combined Ratio	Investment Yield (%)	Pre-Tax ROR (%)
2017	43.3	1.7	57.3
2018	33.3	2.1	78.6
2019	41.3	2.4	71.3
2020	35.1	2.3	62.9
2021	33.9	1.7	71.0
5-Yr. Avg.	35.4	2.0	68.0

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