



## Dealers Assurance Company

Dealers Assurance Company (DAC) is a Property & Casualty insurance company that primarily serves 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 December 2016, the A.M. Best Company once again affirmed DAC's **Financial Strength Rating of A- (Excellent)**. This marked the 31st 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 the current rating, please visit the A.M. Best website, [www.ambest.com](http://www.ambest.com).*

### 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.



**Statutory Office**  
240 N. Fifth, Suite 350  
Columbus, OH 43215  
Toll Free 800-282-8913

**Administrative Office**  
15920 Addison Rd  
Addison, TX 75001  
Toll Free 800-282-8913

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



### Jim Smith | Chairman of the Board

Jim has more than 30 years of experience in the insurance industry. A nationally known reinsurance expert, he has an extensive background in insurance accounting, taxation and administration.



### Kristen Gruber | President

With a well-deserved reputation for professionalism, high ethical standards and personal likeability, Kristen has over 25 years of experience in our industry. Prior to joining DAC, Kristen spent 13 years with Great American Insurance Company.



### Linda Toy | Chief Financial Officer

Linda has 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.



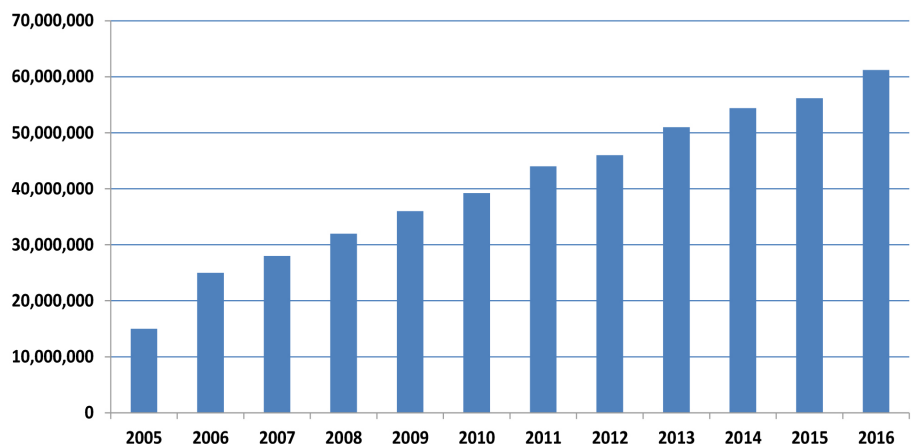
### Kirk Borchardt | General Counsel

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. Our former President and CEO, we are very pleased Kirk has rejoined the DAC family.

## 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
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

- Insurance solution in all 50 states and the District of Columbia
- Fully staffed Compliance Department
- Filing services available for Licensing and Form Filings
- Member of key industry association groups
- Regulatory acumen and assistance
- Reinsurance structures and expertise
- Licensed obligor solutions where administrator lacks approval
- Competitive pricing and flexibility
- Risk management and product development assistance
- Knowledgeable employees with significant industry experience