

ACHIEVING SUCCESS **TOGETHER**



 **Portfolio**[®]
Reinsurance



GO WITH THE INDUSTRY LEADER.

Portfolio has won
**16 DEALERS'
CHOICE AWARDS**
for reinsurance since 2008.

Founded in 1989 on the principle of true 100% dealer ownership, Portfolio leads the industry in reinsurance expertise, performance and reporting.

- ▶ Portfolio dealers own their reinsurance companies and 100% of the underwriting profits and investment income they generate.
- ▶ Portfolio's product lineup includes a full range of service contracts, warranties and protection products with customizable terms, rates and marketing materials.
- ▶ Portfolio agents deliver world-class support to maximize dealership production and reinsurance success.



\$2.5 billion

Portfolio dealers have collectively earned \$2.5 billion in reinsurance company profits since 1990.

PORTFOLIO IS THE DEALER'S CHOICE.

Dealers have ranked Portfolio among the nation's top reinsurance providers in every Dealers' Choice Awards since the category was added in 2008. Dealers choose Portfolio because Portfolio respects the dealer's rights of ownership.



YOUR F&I BUSINESS

Build your own lineup and customize terms, mileage and deductibles.*

YOUR INVESTMENTS

Develop your own investment strategy within generous guidelines.

YOUR CASH FLOW

Utilize Portfolio's net-net remit benefit to deduct approved claims and cancellations, and premiums from service contract sales are ceded to your investment account weekly.

YOUR DISTRIBUTIONS

Take dividends from earned profits and borrow against up to 100% of earned premiums and 75% of unearned premiums.*

YOUR ADVISORS

Portfolio will work with your own trusted legal, tax and wealth advisors to ensure transparency and compliance.

** Subject to other qualifying requirements*

BUILD WEALTH
with tax-advantaged income.

STOP LEAVING MONEY ON THE TABLE.

Portfolio generates substantial additional personal wealth for our dealers.

SINGLE CONTRACT PROJECTION

Calculate your personal income from each VSC sold based on Portfolio historical data (1990-2022) and current federal tax rates. Individual results will vary.

2022 Portfolio average net premium	\$856.33
Paid claims (47.5% of net premium)	(\$406.76)
Investment income (5 years at 3% per year)	\$104.02
Gross corporate profit return (64.7% of net premium)	\$553.59
Insurance company tax (21% of investment income, a 3.9% net effective rate on gross profit)	(\$21.84)
Net corporate profit (62.1% of net premium)	\$531.75
Personal tax with dividend distribution withdrawn (23.8% max current dividend tax rate)	(\$126.61)
Net personal income after tax (47.3% of original premium)	\$405.14

PERSONAL WEALTH PROJECTION

Multiply your per-contract personal income by your projected sales volume.

Your monthly VSC production:	<input type="text"/>
5 years of production:	X 60 MONTHS
Total projected VSCs sold: =	<input type="text"/>
Personal wealth per VSC sold:	X \$405.14
Total projected after-tax personal wealth: =	<input type="text"/>

FIND NEW PROFIT OPPORTUNITIES.

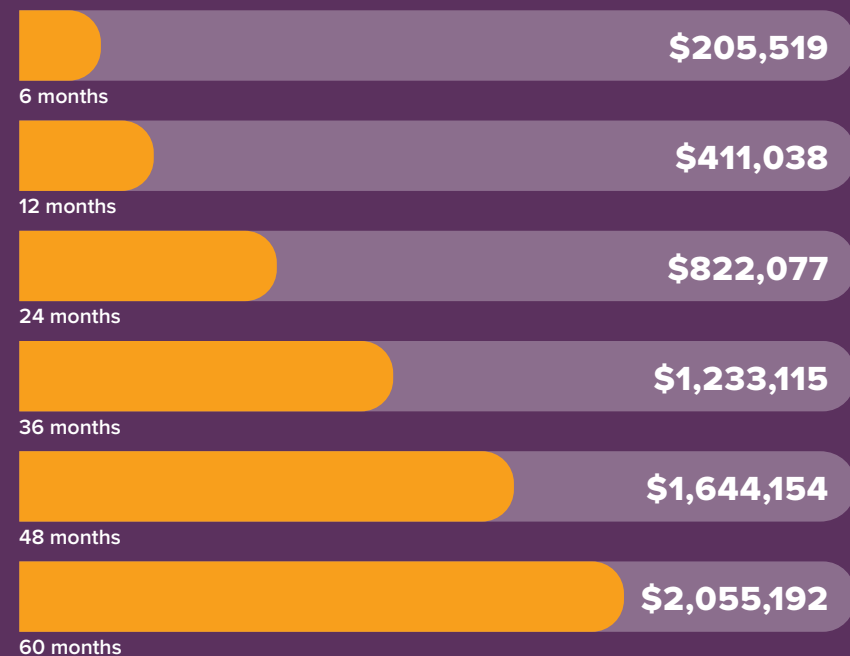
Portfolio offers a full lineup of standalone and bundled F&I products, including:

- + Vehicle service contracts
- + Lifetime powertrain warranties
- + GAP
- + Down payment protection
- + Lease protection
- + Custom CPO for all brands
- + Prepaid maintenance
- + Paintless dent repair
- + Electronic components service contract
- + Interior and exterior appearance protection
- + Tire and wheel
- + Tire sealant
- + Theft deterrence and recovery
- + Key replacement

Portfolio products are customizable and time-tested to **GENERATE HIGHER PROFITS.**

CASH FLOW PROJECTION

This projection is based on 40 service contracts sold per month at a \$856.33 average premium before claims and does not include investment income. You can improve your cash flow by maximizing investment returns, borrowing against earned and unearned premiums and letting your reinsurance company earn the interest.



Get the quarterly, in-person analysis and counsel you need to

MAXIMIZE DEALERSHIP AND REINSURANCE PROFITS.



WE ARE CAR PEOPLE.

Portfolio leadership includes nationally recognized industry veterans from the auto retail and finance sectors.

JEREMY LUX CEO



Jeremy Lux leads Portfolio following a successful 30-year career in the retail segment, including executive leadership roles at AndersonAutos, AutoNation and Miller Automotive Group/Group 1, where

he advanced from GSM to chief administrative officer and corporate finance director.

ANDREW SEGER COO



Andrew Seger leads Portfolio's administration, client experience and logistics, technology, marketing, project management and legal and compliance teams. As chief operating officer,

he is dedicated to delivering a best-in-industry experience for dealers, agents and consumers.

CHAD MILLSPAUGH VP OF SALES



As vice president of sales, Chad Millspaugh leverages 20 years of retail, training, and management experience to lead a team dedicated to delivering industry-leading reinsurance and F&I programs to

RV, auto and powersports dealers.

NEIL PAYNE VP OF CLAIMS



Neil Payne brings 30 years of claims management experience to his role as vice president of claims for Portfolio, where he focuses on synergies, efficiencies and technology to meet the highest standards

for dealer support and customer service.

PORTFOLIO HAS A HISTORY OF SUCCESS.

10,737,667
Portfolio VSCs and warranties sold
(1990-2022)

\$3,857,003,777
Net VSC written premiums
(1990-2022)

\$2,694,539,330
Earned VSC premiums
(69.9% of written)

\$1,279,134,351
VSC claims paid
(47.5% loss ratio)

\$813 MILLION Total of investment income accrued by Portfolio dealers

4,935 Active Portfolio auto, RV and powersports dealers at year-end 2022

\$2.1 BILLION Total loans made by dealers from their reinsurance companies

\$2.5 BILLION Total of reinsurance profits earned by Portfolio dealers

1,916 Active Portfolio reinsurance companies at year-end 2022

\$1.1 BILLION Total dividends taken by dealers from their reinsurance companies



\$2.1 billion

Portfolio dealers have collectively borrowed more than \$2 billion against their earned and unearned reinsurance company premiums.



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