



## ASSETS

	Current Year			Prior Year
	1 Assets	2 Nonadmitted Assets	3 Net Admitted Assets (Cols. 1 - 2)	4 Net Admitted Assets
1. Bonds (Schedule D) .....	165,250,519		165,250,519	128,678,919
2. Stocks (Schedule D):				
2.1 Preferred stocks .....			0	0
2.2 Common stocks .....	9,057,718		9,057,718	2,989,190
3. Mortgage loans on real estate (Schedule B):				
3.1 First liens .....	.195,590		.195,590	214,442
3.2 Other than first liens .....			0	0
4. Real estate (Schedule A):				
4.1 Properties occupied by the company (less \$ encumbrances) .....	0	3,818,465	3,818,465	3,796,984
4.2 Properties held for the production of income (less \$ 0 encumbrances) .....			0	0
4.3 Properties held for sale (less \$ 0 encumbrances) .....			0	0
5. Cash (\$ 9,745,456 , Schedule E - Part 1), cash equivalents (\$ 1,971,794 , Schedule E - Part 2) and short-term investments (\$ 0 , Schedule DA) .....	11,717,251		11,717,251	6,857,405
6. Contract loans (including \$ premium notes) .....			0	0
7. Derivatives (Schedule DB) .....			0	0
8. Other invested assets (Schedule BA) .....	0		0	0
9. Receivable for securities .....			0	0
10. Securities lending reinvested collateral assets (Schedule DL) .....			0	0
11. Aggregate write-ins for invested assets .....	0	0	0	0
12. Subtotals, cash and invested assets (Lines 1 to 11) .....	190,039,543	0	190,039,543	142,536,940
13. Title plants less \$ charged off (for Title insurers only) .....			0	0
14. Investment income due and accrued .....	960,583		.960,583	853,464
15. Premiums and considerations:				
15.1 Uncollected premiums and agents' balances in the course of collection .....	5,989,538		5,989,538	2,690,445
15.2 Deferred premiums and agents' balances and installments booked but deferred and not yet due (including \$ earned but unbilled premiums) .....			0	0
15.3 Accrued retrospective premiums (\$ ) and contracts subject to redetermination (\$ ) .....			0	0
16. Reinsurance:				
16.1 Amounts recoverable from reinsurers .....			0	0
16.2 Funds held by or deposited with reinsured companies .....			0	0
16.3 Other amounts receivable under reinsurance contracts .....			0	0
17. Amounts receivable relating to uninsured plans .....			0	0
18.1 Current federal and foreign income tax recoverable and interest thereon .....			0	0
18.2 Net deferred tax asset .....	1,692,344	309,826	1,382,518	.318,428
19. Guaranty funds receivable or on deposit .....			0	0
20. Electronic data processing equipment and software .....			0	0
21. Furniture and equipment, including health care delivery assets (\$ ) .....			0	0
22. Net adjustment in assets and liabilities due to foreign exchange rates .....			0	0
23. Receivables from parent, subsidiaries and affiliates .....	96,027		96,027	.664,958
24. Health care (\$ ) and other amounts receivable .....			0	0
25. Aggregate write-ins for other than invested assets .....	892,704	0	892,704	.791,387
26. Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25) .....	199,670,739	309,826	199,360,913	147,855,622
27. From Separate Accounts, Segregated Accounts and Protected Cell Accounts .....			0	0
28. Total (Lines 26 and 27) .....	199,670,739	309,826	199,360,913	147,855,622
<b>DETAILS OF WRITE-INS</b>				
1101. .....				
1102. .....				
1103. .....				
1198. Summary of remaining write-ins for Line 11 from overflow page .....	0	0	0	0
1199. Totals (Lines 1101 thru 1103 plus 1198)(Line 11 above) .....	0	0	0	0
2501. Accounts Receivable .....	892,704		.892,704	.791,363
2502. Interest Receivable .....			0	24
2503. .....				
2598. Summary of remaining write-ins for Line 25 from overflow page .....	0	0	0	0
2599. Totals (Lines 2501 thru 2503 plus 2598)(Line 25 above) .....	892,704	0	892,704	.791,387

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**LIABILITIES, SURPLUS AND OTHER FUNDS**

	1 Current Year	2 Prior Year
1. Losses (Part 2A, Line 35, Column 8) .....	875,890	276,578
2. Reinsurance payable on paid losses and loss adjustment expenses (Schedule F, Part 1, Column 6) .....	0	0
3. Loss adjustment expenses (Part 2A, Line 35, Column 9) .....	0	0
4. Commissions payable, contingent commissions and other similar charges .....	3,480,859	432,936
5. Other expenses (excluding taxes, licenses and fees) .....	1,977,534	1,470,515
6. Taxes, licenses and fees (excluding federal and foreign income taxes) .....	1,524,858	582,685
7.1 Current federal and foreign income taxes (including \$ ..... on realized capital gains (losses)) .....	1,096,897	512,001
7.2 Net deferred tax liability .....		
8. Borrowed money \$ ..... and interest thereon \$ .....		18,992
9. Unearned premiums (Part 1A, Line 38, Column 5) (after deducting unearned premiums for ceded reinsurance of \$ ..... 294,368,000 and including warranty reserves of \$ ..... 43,466,594 and accrued accident and health experience rating refunds including \$ ..... 0 for medical loss ratio rebate per the Public Health Service Act) .....	53,704,402	33,458,393
10. Advance premium .....		
11. Dividends declared and unpaid:		
11.1 Stockholders .....		
11.2 Policyholders .....		
12. Ceded reinsurance premiums payable (net of ceding commissions) .....	1,718,343	1,370,565
13. Funds held by company under reinsurance treaties (Schedule F, Part 3, Column 20) .....	31,496,232	19,249,425
14. Amounts withheld or retained by company for account of others .....	5,894,332	6,428,238
15. Remittances and items not allocated .....	3,093,023	1,673,436
16. Provision for reinsurance (including \$ ..... 0 certified) (Schedule F, Part 3, Column 78) .....	0	0
17. Net adjustments in assets and liabilities due to foreign exchange rates .....		
18. Drafts outstanding .....		
19. Payable to parent, subsidiaries and affiliates .....	317,212	179,355
20. Derivatives .....	0	0
21. Payable for securities .....		
22. Payable for securities lending .....		
23. Liability for amounts held under uninsured plans .....		
24. Capital notes \$ ..... and interest thereon \$ .....		
25. Aggregate write-ins for liabilities .....	0	0
26. Total liabilities excluding protected cell liabilities (Lines 1 through 25) .....	105,179,582	65,653,119
27. Protected cell liabilities .....		
28. Total liabilities (Lines 26 and 27) .....	105,179,582	65,653,119
29. Aggregate write-ins for special surplus funds .....	0	0
30. Common capital stock .....	4,200,990	4,200,990
31. Preferred capital stock .....		
32. Aggregate write-ins for other than special surplus funds .....	0	0
33. Surplus notes .....	3,000,000	3,000,000
34. Gross paid in and contributed surplus .....	9,732,810	9,732,810
35. Unassigned funds (surplus) .....	77,247,531	65,268,703
36. Less treasury stock, at cost:		
36.1 ..... shares common (value included in Line 30 \$ ..... ) .....		
36.2 ..... shares preferred (value included in Line 31 \$ ..... ) .....		
37. Surplus as regards policyholders (Lines 29 to 35, less 36) (Page 4, Line 39) .....	94,181,331	82,202,503
38. TOTALS (Page 2, Line 28, Col. 3)	199,360,913	147,855,622
<b>DETAILS OF WRITE-INS</b>		
2501. ....		
2502. ....		
2503. ....		
2598. Summary of remaining write-ins for Line 25 from overflow page .....	0	0
2599. Totals (Lines 2501 thru 2503 plus 2598)(Line 25 above)	0	0
2901. ....		
2902. ....		
2903. ....		
2998. Summary of remaining write-ins for Line 29 from overflow page .....	0	0
2999. Totals (Lines 2901 thru 2903 plus 2998)(Line 29 above)	0	0
3201. ....		
3202. ....		
3203. ....		
3298. Summary of remaining write-ins for Line 32 from overflow page .....	0	0
3299. Totals (Lines 3201 thru 3203 plus 3298)(Line 32 above)	0	0

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**STATEMENT OF INCOME**

	1 Current Year	2 Prior Year
<b>UNDERWRITING INCOME</b>		
1. Premiums earned (Part 1, Line 35, Column 4).....	19,802,197	12,340,117
<b>DEDUCTIONS:</b>		
2. Losses incurred (Part 2, Line 35, Column 7).....	3,136,446	1,429,069
3. Loss adjustment expenses incurred (Part 3, Line 25, Column 1).....	56,618	47,424
4. Other underwriting expenses incurred (Part 3, Line 25, Column 2).....	7,600,212	5,225,913
5. Aggregate write-ins for underwriting deductions.....	0	0
6. Total underwriting deductions (Lines 2 through 5).....	10,793,276	6,702,406
7. Net income of protected cells.....		
8. Net underwriting gain or (loss) (Line 1 minus Line 6 plus Line 7).....	9,008,921	5,637,711
<b>INVESTMENT INCOME</b>		
9. Net investment income earned (Exhibit of Net Investment Income, Line 17).....	3,762,557	3,301,172
10. Net realized capital gains or (losses) less capital gains tax of \$ 9,139 (Exhibit of Capital Gains (Losses) ).....	34,377	133,493
11. Net investment gain (loss) (Lines 9 + 10).....	3,796,934	3,434,665
<b>OTHER INCOME</b>		
12. Net gain (loss) from agents' or premium balances charged off (amount recovered \$ amount charged off \$ ).....	0	0
13. Finance and service charges not included in premiums.....		
14. Aggregate write-ins for miscellaneous income.....	(307,725)	(137,955)
15. Total other income (Lines 12 through 14).....	(307,725)	(137,955)
16. Net income before dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Lines 8 + 11 + 15).....	12,498,130	8,934,421
17. Dividends to policyholders.....		
18. Net income, after dividends to policyholders, after capital gains tax and before all other federal and foreign income taxes (Line 16 minus Line 17).....	12,498,130	8,934,421
19. Federal and foreign income taxes incurred.....	2,894,250	1,839,936
20. Net income (Line 18 minus Line 19)(to Line 22).....	9,603,880	7,094,485
<b>CAPITAL AND SURPLUS ACCOUNT</b>		
21. Surplus as regards policyholders, December 31 prior year (Page 4, Line 39, Column 2).....	82,202,503	74,723,403
22. Net income (from Line 20).....	9,603,880	7,094,485
23. Net transfers (to) from Protected Cell accounts.....		
24. Change in net unrealized capital gains or (losses) less capital gains tax of \$ 273,704.....	1,037,153	394,341
25. Change in net unrealized foreign exchange capital gain (loss).....		
26. Change in net deferred income tax.....	537,472	171,303
27. Change in nonadmitted assets (Exhibit of Nonadmitted Assets, Line 28, Col. 3).....	800,323	(181,029)
28. Change in provision for reinsurance (Page 3, Line 16, Column 2 minus Column 1).....	0	0
29. Change in surplus notes.....		
30. Surplus (contributed to) withdrawn from protected cells.....		
31. Cumulative effect of changes in accounting principles.....		
32. Capital changes:		
32.1 Paid in.....		
32.2 Transferred from surplus (Stock Dividend).....		
32.3 Transferred to surplus.....		
33. Surplus adjustments:		
33.1 Paid in.....	0	0
33.2 Transferred to capital (Stock Dividend).....		
33.3 Transferred from capital.....		
34. Net remittances from or (to) Home Office.....		
35. Dividends to stockholders.....		
36. Change in treasury stock (Page 3, Lines 36.1 and 36.2, Column 2 minus Column 1).....	0	0
37. Aggregate write-ins for gains and losses in surplus.....	0	0
38. Change in surplus as regards policyholders for the year (Lines 22 through 37).....	11,978,828	7,479,100
39. Surplus as regards policyholders, December 31 current year (Line 21 plus Line 38) (Page 3, Line 37).....	94,181,330	82,202,503
<b>DETAILS OF WRITE-INS</b>		
0501.....		
0502.....		
0503.....		
0598. Summary of remaining write-ins for Line 5 from overflow page.....	0	0
0599. Totals (Lines 0501 thru 0503 plus 0598)(Line 5 above).....	0	0
1401. Misc. Income (Expense).....	0	1,261
1402. Admin/Service Fee Income.....	186,749	157,743
1403. Interest Expense-Funds held.....	(494,474)	(296,959)
1498. Summary of remaining write-ins for Line 14 from overflow page.....	0	0
1499. Totals (Lines 1401 thru 1403 plus 1498)(Line 14 above).....	(307,725)	(137,955)
3701.....		
3702.....		
3703.....		
3798. Summary of remaining write-ins for Line 37 from overflow page.....	0	0
3799. Totals (Lines 3701 thru 3703 plus 3798)(Line 37 above).....	0	0

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**CASH FLOW**

	1 Current Year	2 Prior Year
<b>Cash from Operations</b>		
1. Premiums collected net of reinsurance .....	37,096,891	17,563,007
2. Net investment income .....	3,954,127	3,631,256
3. Miscellaneous income .....	(307,725)	(137,955)
4. Total (Lines 1 through 3) .....	40,743,293	21,056,308
5. Benefit and loss related payments .....	2,537,134	1,335,931
6. Net transfers to Separate Accounts, Segregated Accounts and Protected Cell Accounts .....	0	0
7. Commissions, expenses paid and aggregate write-ins for deductions .....	3,172,323	5,329,242
8. Dividends paid to policyholders .....	0	0
9. Federal and foreign income taxes paid (recovered) net of \$ ..... tax on capital gains (losses) .....	2,318,492	2,852,920
10. Total (Lines 5 through 9) .....	8,027,949	9,518,093
11. Net cash from operations (Line 4 minus Line 10) .....	32,715,344	11,538,215
<b>Cash from Investments</b>		
12. Proceeds from investments sold, matured or repaid:		
12.1 Bonds .....	37,175,610	37,372,137
12.2 Stocks .....	1,587,655	1,022,619
12.3 Mortgage loans .....	18,852	17,571
12.4 Real estate .....	0	0
12.5 Other invested assets .....	0	0
12.6 Net gains or (losses) on cash, cash equivalents and short-term investments .....	0	0
12.7 Miscellaneous proceeds .....	0	0
12.8 Total investment proceeds (Lines 12.1 to 12.7) .....	38,782,117	38,412,327
13. Cost of investments acquired (long-term only):		
13.1 Bonds .....	73,854,060	47,065,014
13.2 Stocks .....	6,420,339	1,587,584
13.3 Mortgage loans .....	0	0
13.4 Real estate .....	82,187	220,110
13.5 Other invested assets .....	0	0
13.6 Miscellaneous applications .....	0	0
13.7 Total investments acquired (Lines 13.1 to 13.6) .....	80,356,586	48,872,708
14. Net increase (decrease) in contract loans and premium notes .....	0	0
15. Net cash from investments (Line 12.8 minus Line 13.7 minus Line 14) .....	(41,574,469)	(10,460,381)
<b>Cash from Financing and Miscellaneous Sources</b>		
16. Cash provided (applied):		
16.1 Surplus notes, capital notes .....	0	0
16.2 Capital and paid in surplus, less treasury stock .....	0	0
16.3 Borrowed funds .....	(18,992)	(1,826)
16.4 Net deposits on deposit-type contracts and other insurance liabilities .....	0	0
16.5 Dividends to stockholders .....	0	0
16.6 Other cash provided (applied) .....	13,737,962	1,020,045
17. Net cash from financing and miscellaneous sources (Lines 16.1 to 16.4 minus Line 16.5 plus Line 16.6) .....	13,718,970	1,018,219
<b>RECONCILIATION OF CASH, CASH EQUIVALENTS AND SHORT-TERM INVESTMENTS</b>		
18. Net change in cash, cash equivalents and short-term investments (Line 11, plus Lines 15 and 17) .....	4,859,845	2,096,053
19. Cash, cash equivalents and short-term investments:		
19.1 Beginning of year .....	6,857,406	4,761,353
19.2 End of period (Line 18 plus Line 19.1) .....	11,717,251	6,857,406

Note: Supplemental disclosures of cash flow information for non-cash transactions:

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ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**UNDERWRITING AND INVESTMENT EXHIBIT**

PART 1 - PREMIUMS EARNED

Line of Business	1 Net Premiums Written per Column 6, Part 1B	2 Unearned Premiums Dec. 31 Prior Year - per Col. 3, Last Year's Part 1	3 Unearned Premiums Dec. 31 Current Year - per Col. 5 Part 1A	4 Premiums Earned During Year (Cols. 1 + 2 - 3)
1. Fire .....	0		0	0
2. Allied lines .....	0		0	0
3. Farmowners multiple peril .....	0		0	0
4. Homeowners multiple peril .....	0		0	0
5. Commercial multiple peril .....	0		0	0
6. Mortgage guaranty .....	0		0	0
8. Ocean marine .....	0		0	0
9. Inland marine .....	0		0	0
10. Financial guaranty .....	0		0	0
11.1 Medical professional liability - occurrence .....	0		0	0
11.2 Medical professional liability - claims-made .....	0		0	0
12. Earthquake .....	0		0	0
13. Group accident and health .....	0		0	0
14. Credit accident and health (group and individual) .....	0		0	0
15. Other accident and health .....	0		0	0
16. Workers' compensation .....	0		0	0
17.1 Other liability - occurrence .....	6,025,401	8,232,953	10,237,808	4,020,546
17.2 Other liability - claims-made .....	0		0	0
17.3 Excess workers' compensation .....	0		0	0
18.1 Products liability - occurrence .....	0		0	0
18.2 Products liability - claims-made .....	0		0	0
19.1, 19.2 Private passenger auto liability .....	0		0	0
19.3, 19.4 Commercial auto liability .....	0		0	0
21. Auto physical damage .....	0		0	0
22. Aircraft (all perils) .....	0		0	0
23. Fidelity .....	0		0	0
24. Surety .....	0		0	0
26. Burglary and theft .....	0		0	0
27. Boiler and machinery .....	0		0	0
28. Credit .....	0		0	0
29. International .....	0		0	0
30. Warranty .....	34,022,805	25,225,440	43,466,594	15,781,651
31. Reinsurance - nonproportional assumed property .....	0		0	0
32. Reinsurance - nonproportional assumed liability .....	0		0	0
33. Reinsurance - nonproportional assumed financial lines .....	0		0	0
34. Aggregate write-ins for other lines of business .....	0	0	0	0
35. TOTALS .....	40,048,206	33,458,393	53,704,402	19,802,197
<b>DETAILS OF WRITE-INS</b>				
3401. .....				
3402. .....				
3403. .....				
3498. Summary of remaining write-ins for Line 34 from overflow page .....	0	0	0	0
3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above) .....	0	0	0	0

## ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company

**UNDERWRITING AND INVESTMENT EXHIBIT**

## PART 1A - RECAPITULATION OF ALL PREMIUMS

Line of Business	1 Amount Unearned (Running One Year or Less from Date of Policy) (a)	2 Amount Unearned (Running More Than One Year from Date of Policy) (a)	3 Earned But Unbilled Premium	4 Reserve for Rate Credits and Retrospective Adjustments Based on Experience	5 Total Reserve for Unearned Premiums Cols. 1 + 2 + 3 + 4
1. Fire .....					0
2. Allied lines .....					0
3. Farmowners multiple peril .....					0
4. Homeowners multiple peril .....					0
5. Commercial multiple peril .....					0
6. Mortgage guaranty .....					0
8. Ocean marine .....					0
9. Inland marine .....					0
10. Financial guaranty .....					0
11.1 Medical professional liability - occurrence .....					0
11.2 Medical professional liability - claims-made .....					0
12. Earthquake .....					0
13. Group accident and health .....					0
14. Credit accident and health (group and individual) .....					0
15. Other accident and health .....					0
16. Workers' compensation .....					0
17.1 Other liability - occurrence .....		10,237,808			10,237,808
17.2 Other liability - claims-made .....					0
17.3 Excess workers' compensation .....					0
18.1 Products liability - occurrence .....					0
18.2 Products liability - claims-made .....					0
19.1, 19.2 Private passenger auto liability .....					0
19.3, 19.4 Commercial auto liability .....					0
21. Auto physical damage .....					0
22. Aircraft (all perils) .....					0
23. Fidelity .....					0
24. Surety .....					0
26. Burglary and theft .....					0
27. Boiler and machinery .....					0
28. Credit .....					0
29. International .....					0
30. Warranty .....		43,466,594			43,466,594
31. Reinsurance - nonproportional assumed property .....					0
32. Reinsurance - nonproportional assumed liability .....					0
33. Reinsurance - nonproportional assumed financial lines .....					0
34. Aggregate write-ins for other lines of business .....	0	0	0	0	0
35. TOTALS .....	0	53,704,402	0	0	53,704,402
36. Accrued retrospective premiums based on experience .....					
37. Earned but unbilled premiums .....					
38. Balance (Sum of Line 35 through 37) .....					53,704,402
<b>DETAILS OF WRITE-INS</b>					
3401. .....					
3402. .....					
3403. .....					
3498. Summary of remaining write-ins for Line 34 from overflow page .....	0	0	0	0	0
3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above) .....	0	0	0	0	0

(a) State here basis of computation used in each case .....

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**UNDERWRITING AND INVESTMENT EXHIBIT**

PART 1B - PREMIUMS WRITTEN

Line of Business	1 Direct Business (a)	Reinsurance Assumed		Reinsurance Ceded		6 Net Premiums Written Cols. 1+2+3-4-5
		2 From Affiliates	3 From Non-Affiliates	4 To Affiliates	5 To Non-Affiliates	
1. Fire .....	0					0
2. Allied lines .....	0					0
3. Farmowners multiple peril .....	0					0
4. Homeowners multiple peril .....	0					0
5. Commercial multiple peril .....	0					0
6. Mortgage guaranty .....	0					0
8. Ocean marine .....	0					0
9. Inland marine .....	0					0
10. Financial guaranty .....	0					0
11.1 Medical professional liability - occurrence .....						0
11.2 Medical professional liability - claims-made .....						0
12. Earthquake .....	0					0
13. Group accident and health .....	0					0
14. Credit accident and health (group and individual) .....	0					0
15. Other accident and health .....	0					0
16. Workers' compensation .....	0					0
17.1 Other liability - occurrence .....	13,971,523				7,946,122	6,025,401
17.2 Other liability - claims-made .....	0					0
17.3 Excess workers' compensation .....	0					0
18.1 Products liability - occurrence .....						0
18.2 Products liability - claims-made .....						0
19.1, 19.2 Private passenger auto liability .....	0					0
19.3, 19.4 Commercial auto liability .....	0					0
21. Auto physical damage .....	0					0
22. Aircraft (all perils) .....	0					0
23. Fidelity .....	0					0
24. Surety .....	0					0
26. Burglary and theft .....	0					0
27. Boiler and machinery .....	0					0
28. Credit .....	0					0
29. International .....	0					0
30. Warranty .....	185,715,252		1,188,015	(12,003)	152,892,465	34,022,805
31. Reinsurance - nonproportional assumed property .....	XXX					0
32. Reinsurance - nonproportional assumed liability .....	XXX					0
33. Reinsurance - nonproportional assumed financial lines .....	XXX					0
34. Aggregate write-ins for other lines of business .....	0	0	0	0	0	0
35. TOTALS .....	199,686,775	0	1,188,015	(12,003)	160,838,587	40,048,206
<b>DETAILS OF WRITE-INS</b>						
3401. ....						
3402. ....						
3403. ....						
3498. Summary of remaining write-ins for Line 34 from overflow page .....	0	0	0	0	0	0
3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above) .....	0	0	0	0	0	0

(a) Does the company's direct premiums written include premiums recorded on an installment basis? Yes [ ] No [ X ]

If yes: 1. The amount of such installment premiums \$ .....

2. Amount at which such installment premiums would have been reported had they been reported on an annualized basis \$ .....

## ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company

**UNDERWRITING AND INVESTMENT EXHIBIT**

## PART 2 - LOSSES PAID AND INCURRED

Line of Business	Losses Paid Less Salvage				5	6	7	8
	1 Direct Business	2 Reinsurance Assumed	3 Reinsurance Recovered	4 Net Payments (Cols. 1 + 2 - 3 )				
1. Fire .....	0			0	0	0	0	0.0
2. Allied lines .....	0			0	0	0	0	0.0
3. Farmowners multiple peril .....	0			0	0	0	0	0.0
4. Homeowners multiple peril .....	0			0	0	0	0	0.0
5. Commercial multiple peril .....	0			0	0	0	0	0.0
6. Mortgage guaranty .....	0			0	0	0	0	0.0
8. Ocean marine .....	0			0	0	0	0	0.0
9. Inland marine .....	0			0	0	0	0	0.0
10. Financial guaranty .....	0			0	0	0	0	0.0
11.1 Medical professional liability - occurrence .....				0	0	0	0	0.0
11.2 Medical professional liability - claims-made .....				0	0	0	0	0.0
12. Earthquake .....	0			0	0	0	0	0.0
13. Group accident and health .....	0			0	0	0	0	0.0
14. Credit accident and health (group and individual) .....	0			0	0	0	0	0.0
15. Other accident and health .....	0			0	0	0	0	0.0
16. Workers' compensation .....	0			0	0	0	0	0.0
17.1 Other liability - occurrence .....	11,546,260			9,955,627	1,590,633	514,473	263,627	1,841,479
17.2 Other liability - claims-made .....	0			0	0	0	0	0.0
17.3 Excess workers' compensation .....	0			0	0	0	0	0.0
18.1 Products liability - occurrence .....				0	0	0	0	0.0
18.2 Products liability - claims-made .....				0	0	0	0	0.0
19.1, 19.2 Private passenger auto liability .....	0			0	0	0	0	0.0
19.3, 19.4 Commercial auto liability .....	0			0	0	0	0	0.0
21. Auto physical damage .....	0			0	0	0	0	0.0
22. Aircraft (all perils) .....	0			0	0	0	0	0.0
23. Fidelity .....	0			0	0	0	0	0.0
24. Surety .....	0			0	0	0	0	0.0
26. Burglary and theft .....	0			0	0	0	0	0.0
27. Boiler and machinery .....	0			0	0	0	0	0.0
28. Credit .....	0			0	0	0	0	0.0
29. International .....	0			0	0	0	0	0.0
30. Warranty .....	80,672,281	22,820	79,748,600	946,501	361,417	12,951	1,294,967	8.2
31. Reinsurance - nonproportional assumed property .....	XXX			0	0	0	0	0.0
32. Reinsurance - nonproportional assumed liability .....	XXX			0	0	0	0	0.0
33. Reinsurance - nonproportional assumed financial lines .....	XXX			0	0	0	0	0.0
34. Aggregate write-ins for other lines of business .....	0	0	0	0	0	0	0	0.0
35. TOTALS .....	92,218,541	22,820	89,704,227	2,537,134	875,890	276,578	3,136,446	15.8
<b>DETAILS OF WRITE-INS</b>								
3401. ....								
3402. ....								
3403. ....								
3498. Summary of remaining write-ins for Line 34 from overflow page .....	0	0	0	0	0	0	0	0.0
3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above) .....	0	0	0	0	0	0	0	0.0

## ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company

## UNDERWRITING AND INVESTMENT EXHIBIT

## PART 2A - UNPAID LOSSES AND LOSS ADJUSTMENT EXPENSES

Line of Business	Reported Losses				Incurred But Not Reported			8	9
	1 Direct	2 Reinsurance Assumed	3 Deduct Reinsurance Recoverable	4 Net Losses Excl. Incurred But Not Reported (Cols. 1 + 2 - 3)	5 Direct	6 Reinsurance Assumed	7 Reinsurance Ceded		
1. Fire .....				.0					0
2. Allied lines .....				.0					0
3. Farmowners multiple peril .....				.0					0
4. Homeowners multiple peril .....				.0					0
5. Commercial multiple peril .....				.0					0
6. Mortgage guaranty .....				.0					0
8. Ocean marine .....				.0					0
9. Inland marine .....				.0					0
10. Financial guaranty .....				.0					0
11.1 Medical professional liability - occurrence .....				.0					0
11.2 Medical professional liability - claims-made .....				.0					0
12. Earthquake .....				.0					0
13. Group accident and health .....				.0				(a)	0
14. Credit accident and health (group and individual) .....				.0				(a)	0
15. Other accident and health .....				.0				(a)	0
16. Workers' compensation .....				.0					0
17.1 Other liability - occurrence .....				.0	2,489,159			1,974,686	.514,473
17.2 Other liability - claims-made .....				.0					0
17.3 Excess workers' compensation .....				.0					0
18.1 Products liability - occurrence .....				.0					0
18.2 Products liability - claims-made .....				.0					0
19.1, 19.2 Private passenger auto liability .....				.0					0
19.3, 19.4 Commercial auto liability .....				.0					0
21. Auto physical damage .....				.0					0
22. Aircraft (all perils) .....				.0					0
23. Fidelity .....				.0					0
24. Surety .....				.0					0
26. Burglary and theft .....				.0					0
27. Boiler and machinery .....				.0					0
28. Credit .....				.0					0
29. International .....				.0	6,499,720			6,138,303	.361,417
30. Warranty .....				.0					0
31. Reinsurance - nonproportional assumed property .....	XXX			.0	XXX				0
32. Reinsurance - nonproportional assumed liability .....	XXX			.0	XXX				0
33. Reinsurance - nonproportional assumed financial lines .....	XXX			.0	XXX				0
34. Aggregate write-ins for other lines of business .....	0	0	0	0	0	0	0	0	0
35. TOTALS	0	0	0	0	8,988,879	0	0	8,112,989	875,890
<b>DETAILS OF WRITE-INS</b>									
3401. ....									
3402. ....									
3403. ....									
3498. Summary of remaining write-ins for Line 34 from overflow page	0	0	0	0	0	0	0	0	0
3499. Totals (Lines 3401 thru 3403 plus 3498)(Line 34 above)	0	0	0	0	0	0	0	0	0

(a) Including \$ ..... for present value of life indemnity claims.

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**UNDERWRITING AND INVESTMENT EXHIBIT**

PART 3 - EXPENSES

	1 Loss Adjustment Expenses	2 Other Underwriting Expenses	3 Investment Expenses	4 Total
1. Claim adjustment services:				
1.1 Direct .....				0
1.2 Reinsurance assumed .....				0
1.3 Reinsurance ceded .....				0
1.4 Net claim adjustment service (1.1 + 1.2 - 1.3) .....	0	0	0	0
2. Commission and brokerage:				
2.1 Direct excluding contingent .....		242,375		242,375
2.2 Reinsurance assumed, excluding contingent .....		312,558		312,558
2.3 Reinsurance ceded, excluding contingent .....		970,037		970,037
2.5 Contingent - reinsurance assumed .....				0
2.6 Contingent - reinsurance ceded .....		91,336		91,336
2.7 Policy and membership fees .....				0
2.8 Net commission and brokerage (2.1 + 2.2 - 2.3 + 2.4 + 2.5 - 2.6 + 2.7) .....	0	808,518	0	808,518
3. Allowances to managers and agents .....				0
4. Advertising .....		38,211		38,211
5. Boards, bureaus and associations .....		63,943		63,943
6. Surveys and underwriting reports .....				0
7. Audit of assureds' records .....				0
8. Salary and related items:				
8.1 Salaries .....	36,349	2,989,836		3,026,185
8.2 Payroll taxes .....	6,660	97,202		103,862
9. Employee relations and welfare .....	13	291,605		291,618
10. Insurance .....		10,411		10,411
11. Directors' fees .....		67,391		67,391
12. Travel and travel items .....		7,008		7,008
13. Rent and rent items .....	1,808	122,395		124,203
14. Equipment .....	519	52,132		52,651
15. Cost or depreciation of EDP equipment and software .....				0
16. Printing and stationery .....	196	12,411		12,607
17. Postage, telephone and telegraph, exchange and express .....	1,204	84,412		85,616
18. Legal and auditing .....	9,869	932,261		942,130
19. Totals (Lines 3 to 18) .....	56,618	4,769,218	0	4,825,836
20. Taxes, licenses and fees:				
20.1 State and local insurance taxes deducting guaranty association credits of \$ .....		616,417		616,417
20.2 Insurance department licenses and fees .....		246,218		246,218
20.3 Gross guaranty association assessments .....				0
20.4 All other (excluding federal and foreign income and real estate) .....		105,490		105,490
20.5 Total taxes, licenses and fees (20.1 + 20.2 + 20.3 + 20.4) .....	0	968,125	0	968,125
21. Real estate expenses .....		22,800		22,800
22. Real estate taxes .....		14,045		14,045
23. Reimbursements by uninsured plans .....				0
24. Aggregate write-ins for miscellaneous expenses .....	0	1,017,506	248,819	1,266,325
25. Total expenses incurred .....	56,618	7,600,212	248,819	(a) 7,905,649
26. Less unpaid expenses - current year .....	0	6,922,967	60,285	6,983,252
27. Add unpaid expenses - prior year .....	0	2,438,454	47,682	2,486,136
28. Amounts receivable relating to uninsured plans, prior year .....				0
29. Amounts receivable relating to uninsured plans, current year .....				0
30. TOTAL EXPENSES PAID (Lines 25 - 26 + 27 - 28 + 29) .....	56,618	3,115,699	236,216	3,408,533
<b>DETAILS OF WRITE-INS</b>				
2401. Miscellaneous Outside Services .....		784,926	224,523	1,009,449
2402. Management Fee - iA .....		218,970		218,970
2403. Miscellaneous Expenses .....		13,610	24,296	37,906
2498. Summary of remaining write-ins for Line 24 from overflow page .....	0	0	0	0
2499. Totals (Lines 2401 thru 2403 plus 2498)(Line 24 above) .....	0	1,017,506	248,819	1,266,325

(a) Includes management fees of \$ 397,182 to affiliates and \$ to non-affiliates.

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**EXHIBIT OF NET INVESTMENT INCOME**

	1 Collected During Year	2 Earned During Year
1. U.S. Government bonds .....	(a) 408,903	421,555
1.1 Bonds exempt from U.S. tax .....	(a)	
1.2 Other bonds (unaffiliated) .....	(a) 3,267,741	3,362,410
1.3 Bonds of affiliates .....	(a)	
2.1 Preferred stocks (unaffiliated) .....	(b)	
2.11 Preferred stocks of affiliates .....	(b)	
2.2 Common stocks (unaffiliated) .....	98,612	99,313
2.21 Common stocks of affiliates .....		
3. Mortgage loans .....	(c) 7,753	7,753
4. Real estate .....	(d) 279,844	279,844
5. Contract loans .....		
6. Cash, cash equivalents and short-term investments .....	(e) 10,911	10,225
7. Derivative instruments .....	(f)	
8. Other invested assets .....		
9. Aggregate write-ins for investment income .....	0	0
10. Total gross investment income .....	4,073,763	4,181,101
11. Investment expenses .....	(g) 248,819	
12. Investment taxes, licenses and fees, excluding federal income taxes .....	(g)	0
13. Interest expense .....	(h) 109,019	
14. Depreciation on real estate and other invested assets .....	(i) 60,706	
15. Aggregate write-ins for deductions from investment income .....	0	
16. Total deductions (Lines 11 through 15) .....		418,544
17. Net investment income (Line 10 minus Line 16) .....		3,762,557
<b>DETAILS OF WRITE-INS</b>		
0901. ....		
0902. ....		
0903. ....		
0998. Summary of remaining write-ins for Line 9 from overflow page .....	0	0
0999. Totals (Lines 0901 thru 0903 plus 0998) (Line 9, above) .....	0	0
1501. ....		
1502. ....		
1503. ....		
1598. Summary of remaining write-ins for Line 15 from overflow page .....	0	0
1599. Totals (Lines 1501 thru 1503 plus 1598) (Line 15, above) .....	0	0

(a) Includes \$ 171,288 accrual of discount less \$ 396,669 amortization of premium and less \$ 171,305 paid for accrued interest on purchases.  
 (b) Includes \$ accrual of discount less \$ amortization of premium and less \$ paid for accrued dividends on purchases.  
 (c) Includes \$ accrual of discount less \$ amortization of premium and less \$ paid for accrued interest on purchases.  
 (d) Includes \$ for company's occupancy of its own buildings; and excludes \$ interest on encumbrances.  
 (e) Includes \$ accrual of discount less \$ amortization of premium and less \$ paid for accrued interest on purchases.  
 (f) Includes \$ accrual of discount less \$ amortization of premium.  
 (g) Includes \$ investment expenses and \$ investment taxes, licenses and fees, excluding federal income taxes, attributable to segregated and Separate Accounts.  
 (h) Includes \$ interest on surplus notes and \$ interest on capital notes.  
 (i) Includes \$ depreciation on real estate and \$ depreciation on other invested assets.

**EXHIBIT OF CAPITAL GAINS (LOSSES)**

	1 Realized Gain (Loss) On Sales or Maturity	2 Other Realized Adjustments	3 Total Realized Capital Gain (Loss) (Columns 1 + 2)	4 Change in Unrealized Capital Gain (Loss)	5 Change in Unrealized Foreign Exchange Capital Gain (Loss)
1. U.S. Government bonds .....	139,880	0	139,880	3,011	0
1.1 Bonds exempt from U.S. tax .....		0	0		
1.2 Other bonds (unaffiliated) .....	13,610	0	13,610	(37,971)	0
1.3 Bonds of affiliates .....	0	0	0	0	0
2.1 Preferred stocks (unaffiliated) .....	0	0	0	0	0
2.11 Preferred stocks of affiliates .....	0	0	0	0	0
2.2 Common stocks (unaffiliated) .....	(109,973)	0	(109,973)	1,345,818	0
2.21 Common stocks of affiliates .....	0	0	0	0	0
3. Mortgage loans .....	0	0	0	0	0
4. Real estate .....		0	0		0
5. Contract loans .....		0	0		0
6. Cash, cash equivalents and short-term investments .....		0	0		0
7. Derivative instruments .....		0	0		0
8. Other invested assets .....		0	0	0	0
9. Aggregate write-ins for capital gains (losses) .....	0	0	0	0	0
10. Total capital gains (losses) .....	43,517	0	43,517	1,310,858	0
<b>DETAILS OF WRITE-INS</b>					
0901. ....					
0902. ....					
0903. ....					
0998. Summary of remaining write-ins for Line 9 from overflow page .....	0	0	0	0	0
0999. Totals (Lines 0901 thru 0903 plus 0998) (Line 9, above) .....	0	0	0	0	0

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**EXHIBIT OF NON-ADMITTED ASSETS**

	1 Current Year Total Nonadmitted Assets	2 Prior Year Total Nonadmitted Assets	3 Change in Total Nonadmitted Assets (Col. 2 - Col. 1)
1. Bonds (Schedule D) .....			0
2. Stocks (Schedule D):			
2.1 Preferred stocks .....			0
2.2 Common stocks .....			0
3. Mortgage loans on real estate (Schedule B):			
3.1 First liens .....			0
3.2 Other than first liens .....			0
4. Real estate (Schedule A):			
4.1 Properties occupied by the company .....			0
4.2 Properties held for the production of income .....			0
4.3 Properties held for sale .....			0
5. Cash (Schedule E - Part 1), cash equivalents (Schedule E - Part 2) and short-term investments (Schedule DA) .....			0
6. Contract loans .....			0
7. Derivatives (Schedule DB) .....			0
8. Other invested assets (Schedule BA) .....			0
9. Receivables for securities .....			0
10. Securities lending reinvested collateral assets (Schedule DL) .....			0
11. Aggregate write-ins for invested assets .....	0	0	0
12. Subtotals, cash and invested assets (Lines 1 to 11) .....	0	0	0
13. Title plants (for Title insurers only) .....			0
14. Investment income due and accrued .....			0
15. Premiums and considerations:			
15.1 Uncollected premiums and agents' balances in the course of collection .....			0
15.2 Deferred premiums, agents' balances and installments booked but deferred and not yet due .....			0
15.3 Accrued retrospective premiums and contracts subject to redetermination .....			0
16. Reinsurance:			
16.1 Amounts recoverable from reinsurers .....			0
16.2 Funds held by or deposited with reinsured companies .....			0
16.3 Other amounts receivable under reinsurance contracts .....			0
17. Amounts receivable relating to uninsured plans .....			0
18.1 Current federal and foreign income tax recoverable and interest thereon .....			0
18.2 Net deferred tax asset .....	309,826	1,110,149	800,323
19. Guaranty funds receivable or on deposit .....			0
20. Electronic data processing equipment and software .....			0
21. Furniture and equipment, including health care delivery assets .....			0
22. Net adjustment in assets and liabilities due to foreign exchange rates .....			0
23. Receivables from parent, subsidiaries and affiliates .....			0
24. Health care and other amounts receivable .....			0
25. Aggregate write-ins for other than invested assets .....	0	0	0
26. Total assets excluding Separate Accounts, Segregated Accounts and Protected Cell Accounts (Lines 12 to 25) .....	309,826	1,110,149	800,323
27. From Separate Accounts, Segregated Accounts and Protected Cell Accounts .....			0
28. Total (Lines 26 and 27) .....	309,826	1,110,149	800,323
<b>DETAILS OF WRITE-INS</b>			
1101. .....			
1102. .....			
1103. .....			
1198. Summary of remaining write-ins for Line 11 from overflow page .....	0	0	0
1199. Totals (Lines 1101 thru 1103 plus 1198)(Line 11 above) .....	0	0	0
2501. .....			
2502. .....			
2503. .....			
2598. Summary of remaining write-ins for Line 25 from overflow page .....	0	0	0
2599. Totals (Lines 2501 thru 2503 plus 2598)(Line 25 above) .....	0	0	0

## **NOTES TO FINANCIAL STATEMENTS**

### **Note 1 – Summary of Significant Accounting Policies**

#### **A. Accounting policy**

The accompanying financial statements of Dealers Assurance Company have been prepared in conformity with accounting practices prescribed or permitted by the National Association of Insurance Commissioners and the State of Ohio. The company adopted codification as of 01/01/01.

	<u>SSAP #</u>	<u>F/S Page</u>	<u>F/S Line #</u>	<u>2020</u>	<u>2019</u>
<b><u>Net Income</u></b>					
(1) Company state basis (Page 4, Line 20, Columns 1 & 2)	-	-	-	\$ 9,603,880	\$ 7,094,486
(2) State Prescribed Practices that (increase)/decrease NAIC SAP	-	-	-	-	-
(3) State Permitted Practices that (increase)/decrease NAIC SAP	-	-	-	-	-
(4) NAIC SAP (1 – 2 – 3 = 4)	-	-	-	<u>\$ 9,603,880</u>	<u>\$ 7,094,486</u>
<b><u>Surplus</u></b>					
(5) Company state basis (Page 3, Line 37, Columns 1 & 2)	-	-	-	\$ 94,181,331	\$ 82,202,503
(6) State Prescribed Practices that increase/(decrease) NAIC SAP	-	-	-	-	-
(7) State Permitted Practices that increase/(decrease) NAIC SAP	-	-	-	-	-
(8) NAIC SAP (5 – 6 – 7 = 8)				<u>\$ 94,181,331</u>	<u>\$ 82,202,503</u>

#### **B. Use of Estimates in Preparation of the Financial Statement**

The preparation of financial statements in conformity with Statutory Accounting Principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities. It also requires disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the period. Actual results could differ from those estimates.

#### **C. Accounting Policy**

Real estate investments on the balance sheet are classified as properties occupied by the company. These are carried at depreciated cost.

In addition, the Company uses the following accounting policies:

1. Short-term investments are stated at cost.
2. Bonds are stated at amortized cost using the scientific method.
3. Common stocks are stated at market.
4. Preferred stocks are stated in accordance with the guidelines stated in SSAP No.32.
5. The Company has one first lien mortgage loan on real estate which are stated at their unpaid principal balances.
6. Loan-backed securities are stated at either amortized cost or the lower of amortized cost or fair value. The retrospective adjustment method is used to value all securities except for interest only securities or securities where the yield had become negative, that are valued using the prospective method.
7. The Company has no investments in subsidiaries or the parent company.
8. Investments are not made in joint ventures, partnerships, and limited liability companies.
9. The Company does not use derivatives.
10. The Company does not have a premium deficiency reserve.
11. Unpaid losses and loss adjustment expenses include an amount determined from individual case estimates and loss reports and amount, based on past experience, for losses incurred but not reported. Such liabilities are necessarily based on assumptions and estimates and while management believes the amount is adequate, the ultimate liability may be more than or less than the amount provided. The methods for making such estimates and for establishing the resulting liabilities are continually reviewed and any adjustments are reflected in the period determined.
12. The Company has not modified its capitalization policy from the prior period.
13. The Company has not reported receivables for pharmaceutical rebates.

#### **D. Going Concern**

Based upon its evaluation of relevant conditions and events, management does not have substantial doubt about the Company's ability to continue as a going concern.

### **Note 2 – Accounting Changes and Corrections of Errors**

The Company did not make any corrections to prior year annual statements in the 2020 statement.

### **Note 3 – Business Combinations and Good Will**

The Company has not merged with any other entity during 2020.

### **Note 4 – Discontinued Operations**

Dealers Assurance Company has no discontinued operations to report.

## NOTES TO FINANCIAL STATEMENTS

### Note 5 – Investments

#### A. Mortgage Loans, including Mezzanine Real Estate Loans

1. The minimum and maximum lending rates for mortgage loans during 2020 were: Residential Loans 4.00%.
2. The maximum percentage of any one loan to the value of security at the time of the loan, exclusive of insured or guaranteed or purchase money mortgages was 31.29%.
3. Taxes, assessments, and any amounts advanced and not included in the mortgage loan total was zero for 2019 and 2020.
4. The following is an Age Analysis of Mortgage Loans:

Farm	Residential		Commercial		Mezzanine	Total		
	Insured	All Other	Insured	All Other				
<u>Current Year</u>								
1. Recorded Investment (All)								
(a) Current	\$ -	\$ -	\$ 195,590	\$ -	\$ -	\$ 195,590		
(b) 30-59 Days Past Due	-	-	-	-	-	-		
(c) 60-89 Days Past Due	-	-	-	-	-	-		
(d) 90-179 Days Past Due	-	-	-	-	-	-		
(e) 180+ Past Days Past Due	-	-	-	-	-	-		
2. Accruing Interest 90-179 Days Past Due	-	-	-	-	-	-		
(a) Recorded Investment	-	-	-	-	-	-		
(b) Interest Accrued	-	-	-	-	-	-		
3. Accruing Interest 180+ Days Past Due	-	-	-	-	-	-		
(a) Recorded Investment	-	-	-	-	-	-		
(b) Interest Accrued	-	-	-	-	-	-		
4. Interest Reduced	-	-	-	-	-	-		
(a) Recorded Investment	-	-	-	-	-	-		
(b) Number of Loans	-	-	-	-	-	-		
(c) Percent Reduced	-	-	-	-	-	-		
<u>Prior Year</u>								
1. Recorded Investment	-	-	\$ 214,442	-	\$ -	\$ 214,442		
(a) Current	\$ -	\$ -	\$ 214,442	\$ -	\$ -	\$ 214,442		
(b) 30-59 Days Past Due	-	-	-	-	-	-		
(c) 60-89 Days Past Due	-	-	-	-	-	-		
(d) 90-179 Days Past Due	-	-	-	-	-	-		
(e) 180+ Days Past Due	-	-	-	-	-	-		
2. Accruing Interest 90-179 Days Past Due	-	-	-	-	-	-		
(a) Recorded Investment	-	-	-	-	-	-		
(b) Interest Accrued	-	-	-	-	-	-		
3. Accruing Interest 180+ Days Past Due	-	-	-	-	-	-		
(a) Recorded Investment	-	-	-	-	-	-		
(b) Interest Accrued	-	-	-	-	-	-		
4. Interest Reduced	-	-	-	-	-	-		
(a) Recorded Investment	-	-	-	-	-	-		
(b) Number of Loans	-	-	-	-	-	-		
(c) Percent Reduced	-	-	-	-	-	-		

5. The Company had no investment in impaired loans during the period related to credit loss.
6. The Company had no investment in impaired loans during the period where interest was recorded or accrued.
7. The Company had no investment in impaired loans during the period where amounts were charged off or recovered.
8. The Company had no investment in impaired loans during the period that were derecognized as a result of foreclosure.
9. The Company recognizes interest income on impaired loans upon receipt. No interest income on impaired loans was received.

#### B. Troubled Debt Restructuring for Creditors

No recorded investment in restructured loans to report.

#### C. Reverse Mortgages

The Company has no investment in reverse mortgages.

#### D. Loan-Backed Securities

1. Bloomberg is used as a source for the prepayment factors.
2. – 4. Not applicable, no permanently impaired bonds.
5. No impairments exists other than interest rate related declines classified as temporary.

#### E. Dollar Repurchase Agreements and/or Securities lending Transactions

The Company did not have any repurchase agreements or securities lending transactions in 2017.

## NOTES TO FINANCIAL STATEMENTS

F. Repurchase Agreements Transactions Accounted for as Secured Borrowing  
The Company does not have repurchase agreements.

G. Reverse Repurchase Agreements Transactions Accounted for as Secured Borrowing  
The Company does not have repurchase agreements.

H. Repurchase Agreements Transactions Accounted for as a Sale  
The Company does not have repurchase agreements.

I. Reverse Repurchase Agreements Transactions Accounted for as a Sale  
The Company does not have repurchase agreements.

J. Real Estate  
The Company does not own investments in Real Estate.

K. Investments in Low-Income Housing Tax Credits  
The Company has no investments to report that result in low-income housing tax credits.

L. Restricted Assets

Restricted Asset Category	Gross (Admitted & Nonadmitted) Restricted							Current Year			
	Current year					6	7	8	9	Percentage	
	1	2	3	4	5					10	11
	Total general Account (G/A)	G/A Supporting Protected Cell Account	Total Protected Cell Account Restricted	Protected Cell Assets Supporting G/A activity	Total (1 plus 3)	Total from Prior year	Increase/ (Decrease) (5 minus 6)	Total Nonadmitted Restricted	Total Admitted Restricted (5 minus 8)	Gross (Admitted & Nonadmitted) Restricted	Admitted Restricted to Total Admitted
a. Subject to contractual obligation for which liability is not shown	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
b. Collateral held under security lending arrangements											
c. Subject to repurchase agreements											
d. Subject to reverse repurchase agreements											
e. Subject to dollar repurchase agreements											
f. Subject to dollar reverse repurchase agreements											
g. Placed under option contracts											
h. Letter stock or securities restricted to sale, excluding FHLB capital stock											
i. FHLB capital stock											
j. On deposit with states	4,614,460	-	-	-	4,614,460	4,615,724	(1,264)	-	4,614,460	2.3%	2.3%
k. On deposit with other regulatory bodies											
l. Pledged as collateral to FHLB (including assets backing funding agreements)											
m. Pledged as collateral not captured in other categories											
n. Other restricted assets											
o. Total Restricted Assets	\$ 4,614,460	-	-	-	\$ 4,614,460	\$ 4,615,724	\$ (1,264)	\$ -	\$ 4,614,460	2.3%	2.3%

(a) Subset of Column 1

(b) Subset of Column 3

(c) Column 5 divided by Asset Page, Column 1, Line 28

(d) Column 9 divided by Asset Page, Column 3, Line 28

### Note 6 – Joint Ventures, Partnerships and Limited Liability Companies

The Company does not have any investments in Joint ventures, partnerships, or limited liability companies.

### Note 7 – Investment Income

All investment income due and accrued that is over 90 days past due would be excluded from surplus. The Company does not have any excluded investment income.

### Note 8 – Derivative Instruments

The Company does not own derivative instruments.

## NOTES TO FINANCIAL STATEMENTS

### Note 9 – Income Taxes

A. The components of the net deferred tax assets (liability) at December 31, 2020 are as follows:

1.

	12/31/2020			12/31/2019			Change		
	Ordinary	Capital	Total	Ordinary	Capital	Total	Ordinary	Capital	Total
a Gross Deferred Tax Assets - Actual	\$ 2,359,687	\$ -	\$ 2,359,687	\$ 1,560,283	\$ -	\$ 1,560,283	\$ 799,404	\$ -	\$ 799,404
b Statutory Valuation Allowance Adjustments	-	-	-	-	-	-	-	-	-
c Adjusted Gross Deferred Tax Assets	2,359,687	-	2,359,687	1,560,283	-	1,560,283	799,404	-	799,404
d Deferred Tax Assets Nonadmitted	309,826	-	309,826	1,110,149	-	1,110,149	(800,323)	-	(800,323)
e Subtotal Net Admitted Deferred Tax Asset	2,049,861	-	2,049,861	450,134	-	450,134	1,599,727	-	1,599,727
f Deferred Tax Liabilities	261,932	405,411	667,343	-	131,706	131,706	261,932	273,705	535,637
g Net Admitted Deferred Tax Asset/(Net Deferred Tax Liability)	\$ 1,787,929	\$ (405,411)	\$ 1,382,518	\$ 450,134	\$ (131,706)	\$ 318,428	\$ 1,337,795	\$ (273,705)	\$ 1,064,090

2. Admission calculation components SSAP No. 101:

	12/31/2020			12/31/2019			Change			
	Ordinary	Capital	Total	Ordinary	Capital	Total	Ordinary	Capital	Total	
Federal Income Taxes Paid in Prior Years										
a Recoverable through loss carrybacks [3 year Carryback]	\$ 929,825	\$ -	\$ 929,825	\$ 1,963,768	\$ 41,408	\$ 2,005,176	\$ (1,033,943)	\$ (41,408)	\$ (1,075,351)	
b Adjusted Gross Deferred Tax Assets Expected to Be Realized (Excluding the amount of Deferred Tax Assets from 2 (a) After Application of the Threshold Limitation. (The Lesser of 2 (b) 1 and 2 (b) 2 Below)	451,117	-	451,117	450,134	-	450,134	983	-	983	
1. Adjusted Gross Deferred Tax Assets Expected to be Realized Following the Balance Sheet Date	451,117	-	451,117	450,134	-	450,134	983	-	983	
2. Adjusted Gross Deferred Tax Assets Allowed per the Limitation Threshold	XXX	XXX	14,080,726	XXX	XXX	12,282,611	XXX	XXX	1,798,115	
c Adjusted Gross Deferred Tax Assets (Excluding The Amount of Deferred Tax Assets from 2 (a) and 2(b) above) Offset by Gross Deferred Tax Liabilities	668,919	-	668,919	-	-	-	668,919	-	668,919	
d Deferred Tax Assets Admitted as the result of application of SSAP 101	Total (2(a) + 2(b) + 2 (c))	\$ 2,049,861	\$ -	\$ 2,049,861	\$ 450,134	\$ -	\$ 450,134	\$ 1,599,727	\$ -	\$ 1,599,727

3.

	2020	2019
--	------	------

a Ratio Percentage Used to Determine Recovery Period And Threshold Limitation Amount 987% 893%

b Amount of Adjusted Capital and Surplus Used to Determine Recovery Period And Threshold Limitation in 2(b)2 Above. \$92,798,813 \$81,884,075

4. Impact of Tax Planning Strategies:

	12/31/2020			12/31/2019			Change		
	Ordinary Percent	Capital Percent	Total Percent	Ordinary Percent	Capital Percent	Total Percent	Ordinary Percent	Capital Percent	Total Percent
a Adjusted Gross DTAs (% of Total Adjusted Gross DTAs)	100%	0%	100%	100%	0%	100%	0%	0%	0%
b Net Admitted Adjusted Gross DTAs (% of Total Net Admitted Adjusted Gross DTAs)	100%	0%	100%	141%	-41%	100%	-41%	41%	0%
c Does the Company's tax-planning strategies include the use of Reinsurance? Yes <input checked="" type="checkbox"/> No <input type="checkbox"/>									

B. Deferred tax liabilities not recognized at December 31, 2020 and December 31, 2019 are as follows:

Not applicable as all deferred tax liabilities have been recognized.

## NOTES TO FINANCIAL STATEMENTS

C. The provisions for incurred tax on earnings are as follows:

	12/31/2020	12/31/2019	Change
1. Current Income Tax:			
Federal	\$ 2,894,250	\$ 1,839,936	\$ 1,054,314
Foreign	-	-	-
Subtotal	2,894,250	1,839,936	1,054,314
Federal income tax on net capital gains	9,139	35,485	(26,346)
Federal and foreign income taxes incurred	<u>\$ 2,903,389</u>	<u>\$ 1,875,421</u>	<u>\$ 1,027,968</u>

2. Deferred Tax Assets:

<u>Ordinary</u>			
Discounting of unpaid losses	\$ 27,591	\$ 8,712	18,879
Unearned premium reserve	2,255,585	1,405,252	850,333
Investments	76,511	131,681	(55,170)
Fixed assets	-	14,638	(14,638)
Subtotal	2,359,687	1,560,283	799,404
Statutory valuation allowance adjustment	-	-	-
Nonadmitted	309,826	1,110,149	(800,323)
Admitted ordinary deferred tax assets	<u>2,049,861</u>	<u>450,134</u>	<u>1,599,727</u>
<u>Capital</u>			
Statutory valuation allowance adjustment	-	-	-
Nonadmitted	-	-	-
Admitted capital deferred tax assets	-	-	-
Admitted deferred tax assets	<u>\$ 2,049,861</u>	<u>\$ 450,134</u>	<u>\$ 1,599,727</u>

Deferred Tax Liabilities:

<u>Ordinary</u>			
Fixed assets	261,932	-	261,932
Subtotal	<u>\$ 261,932</u>	<u>\$ -</u>	<u>\$ 261,932</u>
<u>Capital</u>			
Investments	405,411	131,706	273,705
Subtotal	<u>405,411</u>	<u>131,706</u>	<u>273,705</u>
Deferred Tax Liabilities	667,343	131,706	535,637
Net deferred tax assets/liabilities	<u>\$ 1,382,518</u>	<u>\$ 318,428</u>	<u>\$ 1,064,090</u>

D. The change in deferred income taxes is comprised of the following:

	12/31/2020	12/31/2019	Change
Adjusted gross deferred tax assets	\$ 2,359,687	\$ 1,560,283	\$ 799,404
Total deferred tax liabilities	667,343	131,706	535,637
Net deferred tax assets (liabilities)	<u>1,692,344</u>	<u>1,428,577</u>	<u>263,767</u>
Tax effect of unrealized gains (losses)			273,705
Change in net deferred income tax			<u>\$ 537,472</u>

The provision for federal and foreign income taxes incurred is different from that which would be obtained by applying the statutory federal income tax rate before income tax. The significant items causing this difference are as follows:

	12/31/2020	Percent
Pretax net income (loss)	<u>\$ 12,507,269</u>	<u>100.0%</u>
Provision computed at statutory rate	2,626,526	21.0%
Prior period over accrual	(300,420)	-2.4%
Other	39,811	0.3%
Total	<u>\$ 2,365,917</u>	<u>18.9%</u>
Federal and foreign income taxes incurred	2,894,250	23.1%
Federal Income tax on net capital gains	9,139	0.1%
Change in net deferred income taxes	(537,472)	-4.3%
Total statutory income tax	<u>\$ 2,365,917</u>	<u>18.9%</u>

E. At December 31, 2020, the Company has no net capital-loss carry forward available for recoupment against future capital gains.

F. The Company files a consolidated federal income tax return with its parent company, IA American Holdings, Inc., and other affiliated group members. The Company has a written agreement, approved by the Company's Board of Directors, which sets forth the way the total combined federal income tax is allocated to each entity which is party to the consolidation. Pursuant to this agreement, the Company has the enforceable right to recoup federal income taxes paid in prior years in the event of future net losses, which it may incur, or recoup its net losses carried forward as an offset to future net income subject to federal income taxes.

### **Note 10 – Information Concerning Parent, Subsidiaries, Affiliates and Other Related Entities**

- A. All outstanding shares of Dealers Assurance Company are owned by Dealers Alliance Corporation, an insurance holding company domiciled in the state of Ohio.
- B. The Company did not have any transactions greater than 0.5% of admitted assets.

## NOTES TO FINANCIAL STATEMENTS

- C. The Company entered into a reinsurance agreement with an affiliated company, Cinco de Mayo Reinsurance Company, LTD., which was approved by the Ohio Department of Insurance on June 23, 2016. The agreement was terminated on October 1, 2020. The Company recaptured the unearned premium reserves and supporting assets.
- D. At December 31, 2020, the Company reported \$96,027 due from affiliates and \$317,212 due to affiliates. At December 31, 2019, the Company reported \$664,958 due from affiliates and \$179,355 due to affiliates.
- E. The Company had no guarantees or undertakings for the benefit of an affiliate, which resulted in a material contingent exposure of the Company's assets or liabilities.
- F. Other than the management service contracts, cost sharing agreements, and the item noted in C. above, there are no material transactions with affiliates.
- G. The parent company, Dealers Alliance Corporation, is a non-insurance entity. The Company provides first dollar and excess of loss coverages for this related party administrator obligor.
- H-O The Company holds no investments in its parent company or affiliates.

**Note 11 – Debt**

The Company does not have any outstanding debt.

**Note 12 – Retirement Plans, Deferred Compensation, Postemployment Benefits and Compensated Absences and Other**

- A-D The Company has no defined benefit plans.
- A. Defined Contribution Plan  
The Company's employees are covered by a qualified defined contribution pension plan sponsored by the Company. Contributions of up to 4 percent of each employee's compensation are made each year. The Company's contribution for the plan was \$67,231 and \$51,254 for 2020 and 2019, respectively.
- F-I The Company does not have any postretirement or postemployment benefits to report in these categories.

**Note 13 – Capital and Surplus, Dividend Restrictions and Quasi-Reorganizations**

- A. The Company has 3,000 shares authorized, 2,330 shares issued and 2,330 shares outstanding.
- B. The Company has no preferred stock outstanding.
- C. There are no restrictions placed on the portion of company profits that may be paid as ordinary dividends to Stockholders other than the restrictions outlined in E. below.
- D. An ordinary dividend was not declared in 2020.
- E. The maximum amount of dividends which can be paid by the State of Ohio insurance companies to shareholders without prior approval of the Insurance Commissioner is subject to restrictions relating to statutory surplus. Statutory surplus at December 31, 2020 was \$94,181,331.
- F. There were no restrictions placed on the Company's surplus.
- G. The Company is a stock company.
- H. No stocks are held for special purposes.
- I. There are no special surplus funds.
- J. The portion of unassigned funds (surplus) represented by cumulative net unrealized gains and losses are \$1,938,027.
- K. The Company issued the following surplus note:

Item Number	Date Issued	Interest Rate	Original Issue Amount of Note	Is Surplus Note Holder a Related Party (Y/N)	Carrying Value of Note Prior Year	Carrying Value of Note Current Year *
001	5/26/2004	Libor + 4.25% with 12.50% cap until 5/24/2009	\$ 3,000,000	N	\$ 3,000,000	\$ 3,000,000

Item Number	Unapproved Interest And/Or Principal	Current Year Interest Expense Recognized	Life-To-Date Interest Expense Recognized	Current Year Interest Offset Percentage (not including amounts paid to a 3rd party liquidity provider).	Current Year Principal Paid	Life-To-Date Principal Paid Date of Maturity
001	\$ -	\$ 107,773	\$ 2,930,245	\$ -	\$ -	\$ -

Item Number	Date of Maturity	Are Surplus Note payments contractually linked? (Y/N)	Surplus Note payments subject to administrative offsetting provisions? (Y/N)	Were Surplus Note proceeds used to purchase an asset directly from the holder of the surplus note? (Y/N)	Is Asset Issuer a Related Party (Y/N)	Type of Assets Received Upon Issuance
001	05/24/2034 with first optional call date	Only allowed with approval of Ohio DOI	N	N	N	Cash

Item Number	Principal Amount of Assets Received Upon Issuance	Book/Adjusted Carry Value of Assets	Is Liquidity Source a Related Party to the Surplus Note? (Y/N)
001	\$ 3,000,000	N/A	N/A

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## NOTES TO FINANCIAL STATEMENTS

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L-M The Company has not had any a quasi-reorganization.

**Note 14 – Liabilities, Contingencies and Assessments**

The Company did not have outstanding assessments, contingencies, or liabilities to report.

**Note 15 – Leases**

A. Lessee Operating Lease

1. The Company leases office space and equipment under various non-cancelable operating lease agreements. Rental expense for 2020 and 2019 was approximately \$85,520 and \$76,566, respectively.
2. Future minimum Rental Payments at December 31, 2020:

Year Ending December 31	Operating Leases
2021	\$ 90,597
2022	5,077
2023	5,077
2024	2,962
2025	-
<b>Total</b>	<b>\$ 103,713</b>

3. The Company has no sale-leaseback transactions.

B. Leasing is not a significant part of the Company's business activities.

**Note 16 – Information About Financial Instruments with Off-Balance Sheet Risk and Financial Instruments with Concentrations of Credit Risk**

The Company did not own these types of investments.

**Note 17 – Sale Transfer and Servicing of Financial Assets and Extinguishments of Liabilities**

The Company did not have any sales or transfers to report.

**Note 18 Gain or Loss to the Reporting Entity from Uninsured Plans and the Uninsured Portion of Partially Insured Plans**

The Company was not subject to any gain or loss from uninsured accident and health plans or the uninsured portion of insured plans.

**Note 19 – Direct Premium Written/Produced by Managing General Agents**

The Company did not have premium to report produced by managing general agents or third-party administrators.

**Note 20 – Fair Value Measurements**

The Company has categorized its assets and liabilities that are reported on the balance sheet at fair value into the three-level fair value hierarchy as reflected in the tables below. The three-level hierarchy is based upon the degree of subjectivity inherent in the valuation method by which fair value was determined. The three levels of are defined as follows:

- Level 1 – Unadjusted quoted market prices for identical assets or liabilities in active markets that the Company can access.
- Level 2 – Quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar items in inactive markets; or valuations based on models where the significant inputs are observable or can be corroborated by observable market data.
- Level 3 – Valuations based on models where significant inputs are not observable. The Company has no assets or liabilities measured at fair value in this category.

## NOTES TO FINANCIAL STATEMENTS

**A. Securities measured and reported at fair value as of December 31, 2020:**

Description	Level 1	Level 2	Level 3	Net Asset Value (NAV)	Total
<b>Assets at fair value</b>					
Cash Equivalents					
Exempt MM Fund	\$ 75,052	\$ -	\$ -	\$ -	\$ 75,052
Other MM Fund	1,896,742	-	-	-	1,896,742
Total Cash Equivalent	1,971,794	-	-	-	1,971,794
Bonds					
Indust. & Misc.	-	701,250	-	-	701,250
SVO Identified Funds	1,856,049	-	-	-	1,856,049
Total Bonds	1,856,049	701,250	-	-	2,557,299
Common Stock:					
Indust. & Misc	5,260,316	-	-	-	5,260,316
Mutual Funds	3,797,402	-	-	-	3,797,402
Total Common Stock	9,057,718	-	-	-	9,057,718
Total assets at fair value	12,885,561	701,250	-	-	13,586,811
Liabilities at fair value	-	-	-	-	-
Total liabilities at fair value	\$ -	\$ -	\$ -	\$ -	\$ -

Transfers between Level 1 and Level 2 relate to two bonds: Ford Motor Credit Company LLC and Occidental Petroleum Corp.

**B. Other fair value disclosures**

Not applicable

**C.** The table below reflects the fair values and admitted values of all admitted assets and liabilities that are financial instruments. The fair values are also categorized into the three-level fair value hierarchy as described above in Note 20A. This was not practical for mortgages loans as described below in Note 20D.

At December 31, 2020

Description	Aggregate Fair Value	Admitted Assets	Level 1	Level 2	Level 3	Not Practicable (carrying value)
Bonds	\$ 173,162,547	\$ 165,250,519	\$ 31,798,457	\$ 141,364,090	\$ -	\$ -
Preferred Stock	-	-	-	-	-	-
Common Stock	9,057,718	9,057,718	9,057,718	-	-	-
Mortgage loans	-	195,590	-	-	-	195,590
Cash , cash equivalents and short-term investments	11,717,251	11,717,251	11,717,251	-	-	-

At December 31, 2019

Description	Aggregate Fair Value	Admitted Assets	Level 1	Level 2	Level 3	Not Practicable (carrying value)
Bonds	\$ 132,294,154	\$ 128,678,919	\$ 20,054,894	\$ 112,239,260	\$ -	\$ -
Preferred Stock	-	-	-	-	-	-
Common Stock	2,989,190	2,989,190	2,989,190	-	-	-
Mortgage loans	-	214,442	-	-	-	214,442
Cash , cash equivalents and short-term investments	6,857,405	6,857,405	6,857,405	-	-	-

**D.** It is not practical to determine the fair values of mortgage loans for the above disclosure due because these items are not traded and therefore quoted market prices are not available. Also, the cost of obtaining fair value estimates from other sources are considered excessive given the immateriality of the mortgage loans.

Type or Class of Financial Instrument	Carrying Value	Effective Interest Rate	Maturity Date	Explanation
Mortgage Loans				
DAC 002 Mokena, IL	\$ 195,590	4.0%	9/1/2029	See paragraph above

**E.** No investments are measured at NAV.

**Note 21 – Other Items**

- A. The Company does not have unusual or infrequent items to report.
- B. No restructuring of debt occurred.
- C. Other Disclosures - None
- D. Business Interruption Insurance recoveries-Not applicable
- E. State Transferable and Non-transferable Tax Credits-Not applicable
- F. Subprime Mortgage-Related Risk Exposure - The company does not have any exposure to sub-prime mortgage related risk. The Company's investment strategy of providing safety and preservation of capital, sufficient liquidity to meet cash flow requirements and the attainment of a competitive after-tax investment return is supported by a well-diversified portfolio consisting of many different types of investments.

## **NOTES TO FINANCIAL STATEMENTS**

G. Insurance-Linked Securities (ILS) Contracts - Not applicable

**Note 22 – Subsequent Events**

None.

**Note 23 – Reinsurance**

- A. The Company had no unsecured reinsurance recoverable to report.
- B. The Company had no reinsurance recoverable in dispute.
- C. Reinsurance Assumed or Ceded

	Assumed Reinsurance		Ceded Reinsurance		Net	
	Premium Reserve	Commission Equity	Premium Reserve	Commission Equity	Premium Reserve	Commission Equity
a. Affiliates	\$ -	\$ -	\$ 925,000	\$ -	\$ (925,000)	\$ -
b. All other	1,243,679	-	293,442,633	-	(292,198,954)	-
c. Total	<u>\$ 1,243,679</u>	<u>\$ -</u>	<u>\$ 294,367,633</u>	<u>\$ -</u>	<u>\$ (293,123,954)</u>	<u>\$ -</u>
d. Direct unearned premium reserve			346,828,356			

- D. The Company has no uncollectible reinsurance.
- E. Commutation of Ceded Reinsurance

The Company commuted three ceded reinsurance agreements in the current year with the reinsurer listed below. The Company recognized the amounts received from the reinsurer as a reduction of losses (thereby reducing losses incurred). The Company also increased its unearned premium and IBNR reserves to recognize the effect of releasing the reinsurers from its obligations under the treaties. The net effect of the commutation was income of \$6,062; a decrease in losses incurred of \$18,700 and an increase in UPR of \$12,638. The amounts are shown below by Statement of Income classification and by reinsurer.

Statement of Income Account	Amount
1. Losses Incurred	\$ (18,700)
2. Loss adjustment expenses incurred	-
3. Premium Earned	(12,638)
4. Other	-

5. Company	
Lee James	\$ (4,452)
Clavey Re	(2,798)
GT Re	1,188

- F. The Company did not write any retroactive reinsurance.
- G. The Company does not have reinsurance accounted for as a deposit.
- H. The Company did not enter into any run-off agreements.
- I. The Company did not have any certified reinsurers downgraded.
- J. The Company does not have any reinsurance agreements qualifying for reinsurance aggregation.
- K. The Company does not have reinsurance credits related to contracts covering health business.

**Note 24 – Retrospectively Rated Contracts & Subject to Redetermination**

The Company did not have retrospectively rated contracts or contracts subject to redetermination.

**Note 25 – Changes in Incurred Losses and Loss Adjustment Expenses**

Reserves as of December 31, 2019 were \$277,000. During 2020, \$373,000 (net of reinsured prior year claims) was paid for incurred losses and loss adjustment expenses attributable to insured events of prior years. This resulted in \$96,000 of unfavorable prior year development.

There was no re-estimation of unpaid claims and claim adjustment expenses. Business written by DAC is related to service contracts issued on an assortment of consumer goods, but primarily, automobile service contracts. Historically, losses on this coverage are settled within 90 days of incurred date (98.7%); and the balance is settled within 180 days of incurred date.

**Note 26 – Intercompany Pooling Arrangements**

The Company did not participate in intercompany pooling agreements.

**Note 27 – Structure Settlements**

The Company had no structured settlements.

**Note 28 – Health Care Receivables**

The Company did not have health care receivables.

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## NOTES TO FINANCIAL STATEMENTS

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### **Note 29 – Participating Policies**

The Company did not issue participating policies.

### **Note 30 – Premium Deficiency Reserves**

On February 24, 2021, the Company's outside actuaries reviewed the reserves at December 31, 2020. It was determined that premium deficiency reserves were not necessary. Investment income was not used to make this determination.

### **Note 31 – High Deductibles**

The Company did not have reserve credits for high deductibles.

### **Note 32 – Discounting of Liabilities for Unpaid Loss or Unpaid Loss Adjustment Expenses**

The Company did not discount unpaid loss or unpaid loss adjustment expenses.

### **Note 33 – Asbestos/Environmental Reserves**

The Company did not have exposure to asbestos/environment claims.

### **Note 34 – Subscriber Savings Accounts**

The Company did not have subscriber savings accounts.

### **Note 35 – Multiple Peril Crop Insurance**

The Company did not write multiple peril crop insurance.

### **Note 36 – Financial Guaranty Insurance**

The Company does not write financial guaranty insurance.

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**GENERAL INTERROGATORIES**

**PART 1 - COMMON INTERROGATORIES  
 GENERAL**

1.1 Is the reporting entity a member of an Insurance Holding Company System consisting of two or more affiliated persons, one or more of which is an insurer? .....  Yes [ X ]  No [ ]  
 If yes, complete Schedule Y, Parts 1, 1A and 2

1.2 If yes, did the reporting entity register and file with its domiciliary State Insurance Commissioner, Director or Superintendent, or with such regulatory official of the state of domicile of the principal insurer in the Holding Company System, a registration statement providing disclosure substantially similar to the standards adopted by the National Association of Insurance Commissioners (NAIC) in its Model Insurance Holding Company System Regulatory Act and model regulations pertaining thereto, or is the reporting entity subject to standards and disclosure requirements substantially similar to those required by such Act and regulations? .....  Yes [ X ]  No [ ]  N/A [ ]

1.3 State Regulating? .....  Ohio

1.4 Is the reporting entity publicly traded or a member of a publicly traded group? .....  Yes [ ]  No [ X ]

1.5 If the response to 1.4 is yes, provide the CIK (Central Index Key) code issued by the SEC for the entity/group. ....

2.1 Has any change been made during the year of this statement in the charter, by-laws, articles of incorporation, or deed of settlement of the reporting entity? .....  Yes [ ]  No [ X ]

2.2 If yes, date of change: .....

3.1 State as of what date the latest financial examination of the reporting entity was made or is being made. ....  12/31/2018

3.2 State the as of date that the latest financial examination report became available from either the state of domicile or the reporting entity. This date should be the date of the examined balance sheet and not the date the report was completed or released. ....  12/31/2018

3.3 State as of what date the latest financial examination report became available to other states or the public from either the state of domicile or the reporting entity. This is the release date or completion date of the examination report and not the date of the examination (balance sheet date). ....  10/02/2019

3.4 By what department or departments? .....

3.5 Have all financial statement adjustments within the latest financial examination report been accounted for in a subsequent financial statement filed with Departments? .....  Yes [ ]  No [ ]  N/A [ X ]

3.6 Have all of the recommendations within the latest financial examination report been complied with? .....  Yes [ ]  No [ ]  N/A [ X ]

4.1 During the period covered by this statement, did any agent, broker, sales representative, non-affiliated sales/service organization or any combination thereof under common control (other than salaried employees of the reporting entity), receive credit or commissions for or control a substantial part (more than 20 percent of any major line of business measured on direct premiums) of:  
 4.11 sales of new business? .....  Yes [ ]  No [ X ]  
 4.12 renewals? .....  Yes [ ]  No [ X ]

4.2 During the period covered by this statement, did any sales/service organization owned in whole or in part by the reporting entity or an affiliate, receive credit or commissions for or control a substantial part (more than 20 percent of any major line of business measured on direct premiums) of:  
 4.21 sales of new business? .....  Yes [ X ]  No [ ]  
 4.22 renewals? .....  Yes [ X ]  No [ ]

5.1 Has the reporting entity been a party to a merger or consolidation during the period covered by this statement? .....  Yes [ ]  No [ X ]  
 If yes, complete and file the merger history data file with the NAIC.

5.2 If yes, provide the name of the entity, NAIC Company Code, and state of domicile (use two letter state abbreviation) for any entity that has ceased to exist as a result of the merger or consolidation.

1 Name of Entity	2 NAIC Company Code	3 State of Domicile
---------------------	------------------------	------------------------

6.1 Has the reporting entity had any Certificates of Authority, licenses or registrations (including corporate registration, if applicable) suspended or revoked by any governmental entity during the reporting period? .....  Yes [ ]  No [ X ]

6.2 If yes, give full information: .....

7.1 Does any foreign (non-United States) person or entity directly or indirectly control 10% or more of the reporting entity? .....  Yes [ X ]  No [ ]

7.2 If yes,  
 7.21 State the percentage of foreign control; .....  100.0  %  
 7.22 State the nationality(s) of the foreign person(s) or entity(s) or if the entity is a mutual or reciprocal, the nationality of its manager or attorney-in-fact; and identify the type of entity(s) (e.g., individual, corporation or government, manager or attorney in fact).

1 Nationality	2 Type of Entity
Canadian .....	Insurance and Financial Services .....

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**GENERAL INTERROGATORIES**

8.1 Is the company a subsidiary of a bank holding company regulated by the Federal Reserve Board? ..... Yes [ ] No [ X ]  
 8.2 If response to 8.1 is yes, please identify the name of the bank holding company. ....  
 8.3 Is the company affiliated with one or more banks, thrifts or securities firms? ..... Yes [ X ] No [ ]  
 8.4 If response to 8.3 is yes, please provide below the names and location (city and state of the main office) of any affiliates regulated by a federal regulatory services agency [i.e. the Federal Reserve Board (FRB), the Office of the Comptroller of the Currency (OCC), the Federal Deposit Insurance Corporation (FDIC) and the Securities Exchange Commission (SEC)] and identify the affiliate's primary federal regulator.

1 Affiliate Name	2 Location (City, State)	3 FRB	4 OCC	5 FDIC	6 SEC
The Securities Affiliates do not operate in the US	Quebec, Canada	No	No	No	No

9. What is the name and address of the independent certified public accountant or accounting firm retained to conduct the annual audit?  
 Deloitte & Touche, LLP; JP Morgan Chase Tower; 2200 Ross Ave. Suite 1600, Dallas, TX 75201-6778

10.1 Has the insurer been granted any exemptions to the prohibited non-audit services provided by the certified independent public accountant requirements as allowed in Section 7H of the Annual Financial Reporting Model Regulation (Model Audit Rule), or substantially similar state law or regulation? ..... Yes [ ] No [ X ]  
 10.2 If the response to 10.1 is yes, provide information related to this exemption: ....

10.3 Has the insurer been granted any exemptions related to the other requirements of the Annual Financial Reporting Model Regulation as allowed for in Section 18A of the Model Regulation, or substantially similar state law or regulation? ..... Yes [ ] No [ X ]  
 10.4 If the response to 10.3 is yes, provide information related to this exemption: ....

10.5 Has the reporting entity established an Audit Committee in compliance with the domiciliary state insurance laws? ..... Yes [ X ] No [ ] N/A [ ]  
 10.6 If the response to 10.5 is no or n/a, please explain: ....

11. What is the name, address and affiliation (officer/employee of the reporting entity or actuary/consultant associated with an actuarial consulting firm) of the individual providing the statement of actuarial opinion/certification?  
 Ryan D. Hartman, FCAS, MAAA, of GPW and Associates of Phoenix, AZ

12.1 Does the reporting entity own any securities of a real estate holding company or otherwise hold real estate indirectly? ..... Yes [ ] No [ X ]  
 12.11 Name of real estate holding company ....  
 12.12 Number of parcels involved .....  
 12.13 Total book/adjusted carrying value ..... \$ .....

12.2 If, yes provide explanation: ....

**13. FOR UNITED STATES BRANCHES OF ALIEN REPORTING ENTITIES ONLY:**

13.1 What changes have been made during the year in the United States manager or the United States trustees of the reporting entity? ....

13.2 Does this statement contain all business transacted for the reporting entity through its United States Branch on risks wherever located? ..... Yes [ ] No [ ]  
 13.3 Have there been any changes made to any of the trust indentures during the year? ..... Yes [ ] No [ ]  
 13.4 If answer to (13.3) is yes, has the domiciliary or entry state approved the changes? ..... Yes [ ] No [ ] N/A [ ]

14.1 Are the senior officers (principal executive officer, principal financial officer, principal accounting officer or controller, or persons performing similar functions) of the reporting entity subject to a code of ethics, which includes the following standards? ..... Yes [ ] No [ ] N/A [ ]  
 a. Honest and ethical conduct, including the ethical handling of actual or apparent conflicts of interest between personal and professional relationships;  
 b. Full, fair, accurate, timely and understandable disclosure in the periodic reports required to be filed by the reporting entity;  
 c. Compliance with applicable governmental laws, rules and regulations;  
 d. The prompt internal reporting of violations to an appropriate person or persons identified in the code; and  
 e. Accountability for adherence to the code.

14.11 If the response to 14.1 is No, please explain: ....

14.2 Has the code of ethics for senior managers been amended? ..... Yes [ ] No [ X ]  
 14.21 If the response to 14.2 is yes, provide information related to amendment(s). ....

14.3 Have any provisions of the code of ethics been waived for any of the specified officers? ..... Yes [ ] No [ X ]  
 14.31 If the response to 14.3 is yes, provide the nature of any waiver(s). ....

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**GENERAL INTERROGATORIES**

15.1 Is the reporting entity the beneficiary of a Letter of Credit that is unrelated to reinsurance where the issuing or confirming bank is not on the SVO Bank List? ..... Yes [ ] No [ X ]

15.2 If the response to 15.1 is yes, indicate the American Bankers Association (ABA) Routing Number and the name of the issuing or confirming bank of the Letter of Credit and describe the circumstances in which the Letter of Credit is triggered.

1 American Bankers Association (ABA) Routing Number	2 Issuing or Confirming Bank Name	3 Circumstances That Can Trigger the Letter of Credit	4 Amount
.....	.....	.....	.....

## BOARD OF DIRECTORS

16. Is the purchase or sale of all investments of the reporting entity passed upon either by the board of directors or a subordinate committee thereof? ..... Yes [  ] No [  ]

17. Does the reporting entity keep a complete permanent record of the proceedings of its board of directors and all subordinate committees thereof? ..... Yes [  ] No [  ]

18. Has the reporting entity an established procedure for disclosure to its board of directors or trustees of any material interest or affiliation on the part of any of its officers, directors, trustees or responsible employees that is in conflict with the official duties of such person? ..... Yes [  ] No [  ]

## **FINANCIAL**

19. Has this statement been prepared using a basis of accounting other than Statutory Accounting Principles (e.g., Generally Accepted Accounting Principles)? .....	Yes [ ] No [ X ]
20.1 Total amount loaned during the year (inclusive of Separate Accounts, exclusive of policy loans):	20.11 To directors or other officers.....\$ .....
	20.12 To stockholders not officers.....\$ .....
	20.13 Trustees, supreme or grand (Fraternal Only) .....
20.2 Total amount of loans outstanding at the end of year (inclusive of Separate Accounts, exclusive of policy loans):	20.21 To directors or other officers.....\$ .....
	20.22 To stockholders not officers.....\$ .....
	20.23 Trustees, supreme or grand (Fraternal Only) .....
21.1 Were any assets reported in this statement subject to a contractual obligation to transfer to another party without the liability for such obligation being reported in the statement? .....	Yes [ ] No [ X ]
21.2 If yes, state the amount thereof at December 31 of the current year:	21.21 Rented from others.....\$ .....
	21.22 Borrowed from others.....\$ .....
	21.23 Leased from others .....
	21.24 Other .....
22.1 Does this statement include payments for assessments as described in the Annual Statement Instructions other than guaranty fund or guaranty association assessments? .....	Yes [ ] No [ X ]
22.2 If answer is yes:	22.21 Amount paid as losses or risk adjustment \$ .....
	22.22 Amount paid as expenses .....
	22.23 Other amounts paid .....
23.1 Does the reporting entity report any amounts due from parent, subsidiaries or affiliates on Page 2 of this statement? .....	Yes [ X ] No [ ]
23.2 If yes, indicate any amounts receivable from parent included in the Page 2 amount: .....	\$ ..... 96,027

## INVESTMENT

24.01 Were all the stocks, bonds and other securities owned December 31 of current year, over which the reporting entity has exclusive control, in the actual possession of the reporting entity on said date? (other than securities lending programs addressed in 24.03)..... Yes [  ] No [  ]

24.02 If no, give full and complete information relating thereto  
.....

24.03 For securities lending programs, provide a description of the program including value for collateral and amount of loaned securities, and whether collateral is carried on or off-balance sheet. (an alternative is to reference Note 17 where this information is also provided)  
.....

24.04 For the reporting entity's securities lending program, report amount of collateral for conforming programs as outlined in the Risk-Based Capital Instructions. .... \$ .....

24.05 For the reporting entity's securities lending program, report amount of collateral for other programs. .... \$ .....

24.06 Does your securities lending program require 102% (domestic securities) and 105% (foreign securities) from the counterparty at the outset of the contract? ..... Yes [  ] No [  ] N/A [  ]

24.07 Does the reporting entity non-admit when the collateral received from the counterparty falls below 100%? ..... Yes [  ] No [  ] N/A [  ]

24.08 Does the reporting entity or the reporting entity's securities lending agent utilize the Master Securities lending Agreement (MSLA) to conduct securities lending? ..... Yes [  ] No [  ] N/A [  ]

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**GENERAL INTERROGATORIES**

24.09 For the reporting entity's securities lending program state the amount of the following as of December 31 of the current year:

24.091 Total fair value of reinvested collateral assets reported on Schedule DL, Parts 1 and 2 .....	\$ ..... 0
24.092 Total book adjusted/carrying value of reinvested collateral assets reported on Schedule DL, Parts 1 and 2 .....	\$ ..... 0
24.093 Total payable for securities lending reported on the liability page .....	\$ ..... 0

25.1 Were any of the stocks, bonds or other assets of the reporting entity owned at December 31 of the current year not exclusively under the control of the reporting entity, or has the reporting entity sold or transferred any assets subject to a put option contract that is currently in force? (Exclude securities subject to Interrogatory 21.1 and 24.03). .....  Yes [ X ]  No [ ]

25.2 If yes, state the amount thereof at December 31 of the current year:

25.21 Subject to repurchase agreements .....	\$ ..... 0
25.22 Subject to reverse repurchase agreements .....	\$ ..... 0
25.23 Subject to dollar repurchase agreements .....	\$ ..... 0
25.24 Subject to reverse dollar repurchase agreements .....	\$ ..... 0
25.25 Placed under option agreements .....	\$ ..... 0
25.26 Letter stock or securities restricted as to sale - excluding FHLB Capital Stock .....	\$ ..... 0
25.27 FHLB Capital Stock .....	\$ ..... 0
25.28 On deposit with states .....	\$ ..... 0
25.29 On deposit with other regulatory bodies .....	\$ ..... 4,614,460
25.30 Pledged as collateral - excluding collateral pledged to an FHLB .....	\$ ..... 0
25.31 Pledged as collateral to FHLB - including assets backing funding agreements .....	\$ ..... 0
25.32 Other .....	\$ ..... 0

25.3 For category (25.26) provide the following:

1 Nature of Restriction	2 Description	3 Amount
.....	.....	.....

26.1 Does the reporting entity have any hedging transactions reported on Schedule DB? .....  Yes [ ]  No [ X ]

26.2 If yes, has a comprehensive description of the hedging program been made available to the domiciliary state? .....  Yes [ ]  No [ ]  N/A [ X ]  
If no, attach a description with this statement.

LINES 26.3 through 26.5: FOR LIFE/FRATERNAL REPORTING ENTITIES ONLY:

26.3 Does the reporting entity utilize derivatives to hedge variable annuity guarantees subject to fluctuations as a result of interest rate sensitivity? ..  Yes [ ]  No [ X ]

26.4 If the response to 26.3 is YES, does the reporting entity utilize:

26.41 Special accounting provision of SSAP No. 108 .....	Yes [ ] No [ ]
26.42 Permitted accounting practice .....	Yes [ ] No [ ]
26.43 Other accounting guidance .....	Yes [ ] No [ ]

26.5 By responding YES to 26.41 regarding utilizing the special accounting provisions of SSAP No. 108, the reporting entity attests to the following: .....  Yes [ ]  No [ ]

- The reporting entity has obtained explicit approval from the domiciliary state.
- Hedging strategy subject to the special accounting provisions is consistent with the requirements of VM-21.
- Actuarial certification has been obtained which indicates that the hedging strategy is incorporated within the establishment of VM-21 reserves and provides the impact of the hedging strategy within the Actuarial Guideline Conditional Tail Expectation Amount.
- Financial Officer Certification has been obtained which indicates that the hedging strategy meets the definition of a Clearly Defined Hedging Strategy within VM-21 and that the Clearly Defined Hedging Strategy is the hedging strategy being used by the company in its actual day-to-day risk mitigation efforts.

27.1 Were any preferred stocks or bonds owned as of December 31 of the current year mandatorily convertible into equity, or, at the option of the issuer, convertible into equity? .....  Yes [ ]  No [ X ]

27.2 If yes, state the amount thereof at December 31 of the current year. .... \$ .....

28. Excluding items in Schedule E - Part 3 - Special Deposits, real estate, mortgage loans and investments held physically in the reporting entity's offices, vaults or safety deposit boxes, were all stocks, bonds and other securities, owned throughout the current year held pursuant to a custodial agreement with a qualified bank or trust company in accordance with Section 1, III - General Examination Considerations, F. Outsourcing of Critical Functions, Custodial or Safekeeping Agreements of the NAIC Financial Condition Examiners Handbook? .....  Yes [ X ]  No [ ]

28.01 For agreements that comply with the requirements of the NAIC Financial Condition Examiners Handbook, complete the following:

1 Name of Custodian(s)	2 Custodian's Address
Fifth Third Bank .....	Cincinnati, OH .....
US Bank .....	Winston Salem, NC .....
Wells Fargo Bank .....	Richmond, VA .....
First National Bankers Bank .....	Little Rock, AR .....
Citibank, NA .....	NY, NY .....
Century Bank .....	Sante Fe, NM .....
RBS Citizens, NA .....	Providence, RI .....
Conduent State & Local Solutions, INC. .....	Quincy, MA .....
Bank of New York Mellon .....	Atlanta, GA .....
TD Ameritrade .....	Omaha, NE .....
Umpqua Bank .....	San Diego, CA .....

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**GENERAL INTERROGATORIES**

28.02 For all agreements that do not comply with the requirements of the NAIC Financial Condition Examiners Handbook, provide the name, location and a complete explanation:

1 Name(s)	2 Location(s)	3 Complete Explanation(s)
.....	.....	.....

28.03 Have there been any changes, including name changes, in the custodian(s) identified in 28.01 during the current year?..... Yes [ ] No [ X ]

28.04 If yes, give full and complete information relating thereto:

1 Old Custodian	2 New Custodian	3 Date of Change	4 Reason
.....	.....	.....	.....

28.05 Investment management – Identify all investment advisors, investment managers, broker/dealers, including individuals that have the authority to make investment decisions on behalf of the reporting entity. For assets that are managed internally by employees of the reporting entity, note as such. ["...that have access to the investment accounts"; "...handle securities"]

1 Name of Firm or Individual	2 Affiliation
Industrial Alliance Investment Management Inc. (Make Investment Decisions) .....	A.....
Asset Allocation and Management Company .....	U.....
Bank of New Your Wealth Management .....	U.....
San Luis Wealth Advisors .....	U.....

28.0597 For those firms/individuals listed in the table for Question 28.05, do any firms/individuals unaffiliated with the reporting entity (i.e. designated with a "U") manage more than 10% of the reporting entity's invested assets?..... Yes [ X ] No [ ]

28.0598 For firms/individuals unaffiliated with the reporting entity (i.e. designated with a "U") listed in the table for Question 28.05, does the total assets under management aggregate to more than 50% of the reporting entity's invested assets?..... Yes [ X ] No [ ]

28.06 For those firms or individuals listed in the table for 28.05 with an affiliation code of "A" (affiliated) or "U" (unaffiliated), provide the information for the table below.

1 Central Registration Depository Number	2 Name of Firm or Individual	3 Legal Entity Identifier (LEI)	4 Registered With	5 Investment Management Agreement (IMA) Filed
Exempt .....	Industrial Alliance Investment Management .....	N/A .....	N/A .....	DS.....
109875 .....	Asset Allocation and Management Company .....	549300DSCHEV1V5W3U963 .....	Securities Exchange Commission .....	NO.....
8275 .....	Bank of New York Wealth Management .....	N/A .....	Office of Controller Currency .....	NO.....
309506 .....	San Luis Wealth Advisors .....	N/A .....	Securities Exchange Commission .....	NO.....

29.1 Does the reporting entity have any diversified mutual funds reported in Schedule D, Part 2 (diversified according to the Securities and Exchange Commission (SEC) in the Investment Company Act of 1940 [Section 5(b)(1)])?..... Yes [ ] No [ X ]

29.2 If yes, complete the following schedule:

1 CUSIP #	2 Name of Mutual Fund	3 Book/Adjusted Carrying Value
29.2999 - Total	.....	0

29.3 For each mutual fund listed in the table above, complete the following schedule:

1 Name of Mutual Fund (from above table)	2 Name of Significant Holding of the Mutual Fund	3 Amount of Mutual Fund's Book/Adjusted Carrying Value Attributable to the Holding	4 Date of Valuation
.....	.....	.....	.....

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**GENERAL INTERROGATORIES**

30. Provide the following information for all short-term and long-term bonds and all preferred stocks. Do not substitute amortized value or statement value for fair value.

	1 Statement (Admitted) Value	2 Fair Value	3 Excess of Statement over Fair Value (-), or Fair Value over Statement (+)
30.1 Bonds .....	165,250,519	173,162,547	7,912,028
30.2 Preferred stocks .....	0		0
30.3 Totals .....	165,250,519	173,162,547	7,912,028

30.4 Describe the sources or methods utilized in determining the fair values:

Fair value bond pricing is obtained from Security Valuations, Inc. pricing service. If the fair value cannot be obtained from these pricing services, our asset management firm will produce a fair value using observable inputs reported by our asset management firms security valuation policy. ....

31.1 Was the rate used to calculate fair value determined by a broker or custodian for any of the securities in Schedule D? ..... Yes [ ] No [ X ]

31.2 If the answer to 31.1 is yes, does the reporting entity have a copy of the broker's or custodian's pricing policy (hard copy or electronic copy) for all brokers or custodians used as a pricing source? ..... Yes [ ] No [ ]

31.3 If the answer to 31.2 is no, describe the reporting entity's process for determining a reliable pricing source for purposes of disclosure of fair value for Schedule D: .....  
.....

32.1 Have all the filing requirements of the Purposes and Procedures Manual of the NAIC Investment Analysis Office been followed? ..... Yes [ X ] No [ ]

32.2 If no, list exceptions: .....  
.....

33. By self-designating 5GI securities, the reporting entity is certifying the following elements of each self-designated 5GI security:  
 a. Documentation necessary to permit a full credit analysis of the security does not exist or an NAIC CRP credit rating for an FE or PL security is not available.  
 b. Issuer or obligor is current on all contracted interest and principal payments.  
 c. The insurer has an actual expectation of ultimate payment of all contracted interest and principal.  
 Has the reporting entity self-designated 5GI securities? ..... Yes [ ] No [ X ]

34. By self-designating PLGI securities, the reporting entity is certifying the following elements of each self-designated PLGI security:  
 a. The security was purchased prior to January 1, 2018.  
 b. The reporting entity is holding capital commensurate with the NAIC Designation reported for the security.  
 c. The NAIC Designation was derived from the credit rating assigned by an NAIC CRP in its legal capacity as a NRSRO which is shown on a current private letter rating held by the insurer and available for examination by state insurance regulators.  
 d. The reporting entity is not permitted to share this credit rating of the PL security with the SVO.  
 Has the reporting entity self-designated PLGI securities? ..... Yes [ ] No [ X ]

35. By assigning FE to a Schedule BA non-registered private fund, the reporting entity is certifying the following elements of each self-designated FE fund:  
 a. The shares were purchased prior to January 1, 2019.  
 b. The reporting entity is holding capital commensurate with the NAIC Designation reported for the security.  
 c. The security had a public credit rating(s) with annual surveillance assigned by an NAIC CRP in its legal capacity as an NRSRO prior to January 1, 2019.  
 d. The fund only or predominantly holds bonds in its portfolio.  
 e. The current reported NAIC Designation was derived from the public credit rating(s) with annual surveillance assigned by an NAIC CRP in its legal capacity as an NRSRO.  
 f. The public credit rating(s) with annual surveillance assigned by an NAIC CRP has not lapsed.  
 Has the reporting entity assigned FE to Schedule BA non-registered private funds that complied with the above criteria? ..... Yes [ ] No [ X ]

36. By rolling/renewing short-term or cash equivalent investments with continued reporting on Schedule DA, Part 1 or Schedule E Part 2 (identified through a code (%)) in those investment schedules), the reporting entity is certifying to the following:  
 a. The investment is a liquid asset that can be terminated by the reporting entity on the current maturity date.  
 b. If the investment is with a nonrelated party or nonaffiliate, then it reflects an arms-length transaction with renewal completed at the discretion of all involved parties.  
 c. If the investment is with a related party or affiliate, then the reporting entity has completed robust re-underwriting of the transaction for which documentation is available for regulator review.  
 d. Short-term and cash equivalent investments that have been renewed/rolled from the prior period that do not meet the criteria in 36.a - 36.c are reported as long-term investments.  
 Has the reporting entity rolled/renewed short-term or cash equivalent investments in accordance with these criteria? ..... Yes [ ] No [ ] N/A [ X ]

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**GENERAL INTERROGATORIES**

**OTHER**

37.1 Amount of payments to trade associations, service organizations and statistical or rating bureaus, if any? .....\$ .....40,740

37.2 List the name of the organization and the amount paid if any such payment represented 25% or more of the total payments to trade associations, service organizations and statistical or rating bureaus during the period covered by this statement.

1 Name	2 Amount Paid
A.M. Best Rating Services, Inc. ....	26,100
Service Contract Industry Council .....	12,500

38.1 Amount of payments for legal expenses, if any? .....\$ .....9,698

38.2 List the name of the firm and the amount paid if any such payment represented 25% or more of the total payments for legal expenses during the period covered by this statement.

1 Name	2 Amount Paid
Carr Legal Group .....	5,775
Locke Lord .....	3,483

39.1 Amount of payments for expenditures in connection with matters before legislative bodies, officers or departments of government, if any? .....\$ .....

39.2 List the name of the firm and the amount paid if any such payment represented 25% or more of the total payment expenditures in connection with matters before legislative bodies, officers or departments of government during the period covered by this statement.

1 Name	2 Amount Paid
.....	.....

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

1.1	Does the reporting entity have any direct Medicare Supplement Insurance in force? .....	Yes [ ] No [ X ]	
1.2	If yes, indicate premium earned on U. S. business only. ....	\$ .....	
1.3	What portion of Item (1.2) is not reported on the Medicare Supplement Insurance Experience Exhibit? .....	\$ .....	
1.31	Reason for excluding .....		
1.4	Indicate amount of earned premium attributable to Canadian and/or Other Alien not included in Item (1.2) above. ....	\$ .....	
1.5	Indicate total incurred claims on all Medicare Supplement Insurance. ....	\$ .....	0
1.6	Individual policies:	Most current three years: 1.61 Total premium earned ..... \$ ..... 0 1.62 Total incurred claims ..... \$ ..... 0 1.63 Number of covered lives ..... 0	
		All years prior to most current three years 1.64 Total premium earned ..... \$ ..... 0 1.65 Total incurred claims ..... \$ ..... 0 1.66 Number of covered lives ..... 0	
1.7	Group policies:	Most current three years: 1.71 Total premium earned ..... \$ ..... 0 1.72 Total incurred claims ..... \$ ..... 0 1.73 Number of covered lives ..... 0	
		All years prior to most current three years 1.74 Total premium earned ..... \$ ..... 0 1.75 Total incurred claims ..... \$ ..... 0 1.76 Number of covered lives ..... 0	
2.	Health Test:	1 Current Year 2 Prior Year	
2.1	Premium Numerator .....		
2.2	Premium Denominator .....	19,802,197 ..... 12,340,117	
2.3	Premium Ratio (2.1/2.2) .....	.0.000 ..... 0.000	
2.4	Reserve Numerator .....	0 ..... 0	
2.5	Reserve Denominator .....	54,580,292 ..... 33,734,971	
2.6	Reserve Ratio (2.4/2.5) .....	.0.000 ..... 0.000	
3.1	Did the reporting entity issue participating policies during the calendar year? .....	Yes [ ] No [ X ]	
3.2	If yes, provide the amount of premium written for participating and/or non-participating policies during the calendar year:		
	3.21 Participating policies .....	\$ .....	
	3.22 Non-participating policies .....	\$ .....	
4.	For mutual reporting Entities and Reciprocal Exchanges Only:		
4.1	Does the reporting entity issue assessable policies? .....	Yes [ ] No [ X ]	
4.2	Does the reporting entity issue non-assessable policies? .....	Yes [ ] No [ X ]	
4.3	If assessable policies are issued, what is the extent of the contingent liability of the policyholders? .....	% .....	
4.4	Total amount of assessments paid or ordered to be paid during the year on deposit notes or contingent premiums. ....	\$ .....	
5.	For Reciprocal Exchanges Only:		
5.1	Does the Exchange appoint local agents? .....	Yes [ ] No [ X ]	
5.2	If yes, is the commission paid:		
	5.21 Out of Attorney's-in-fact compensation .....	Yes [ ] No [ ] N/A [ X ]	
	5.22 As a direct expense of the exchange .....	Yes [ ] No [ ] N/A [ X ]	
5.3	What expenses of the Exchange are not paid out of the compensation of the Attorney-in-fact? .....		
5.4	Has any Attorney-in-fact compensation, contingent on fulfillment of certain conditions, been deferred? .....	Yes [ ] No [ X ]	
5.5	If yes, give full information .....		

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

6.1 What provision has this reporting entity made to protect itself from an excessive loss in the event of a catastrophe under a workers' compensation contract issued without limit of loss? .....

6.2 Describe the method used to estimate this reporting entity's probable maximum insurance loss, and identify the type of insured exposures comprising that probable maximum loss, the locations of concentrations of those exposures and the external resources (such as consulting firms or computer software models), if any, used in the estimation process. .....

6.3 What provision has this reporting entity made (such as a catastrophic reinsurance program) to protect itself from an excessive loss arising from the types and concentrations of insured exposures comprising its probable maximum property insurance loss? .....

6.4 Does the reporting entity carry catastrophe reinsurance protection for at least one reinstatement, in an amount sufficient to cover its estimated probable maximum loss attributable to a single loss event or occurrence? ..... Yes [ ] No [ X ]

6.5 If no, describe any arrangements or mechanisms employed by the reporting entity to supplement its catastrophe reinsurance program or to hedge its exposure to unreinsured catastrophic loss. .....

7.1 Has this reporting entity reinsured any risk with any other entity under a quota share reinsurance contract that includes a provision that would limit the reinsurer's losses below the stated quota share percentage (e.g., a deductible, a loss ratio corridor, a loss ratio cap, an aggregate limit or any similar provisions)? ..... Yes [ ] No [ X ]

7.2 If yes, indicate the number of reinsurance contracts containing such provisions: .....

7.3 If yes, does the amount of reinsurance credit taken reflect the reduction in quota share coverage caused by any applicable limiting provision(s)? ..... Yes [ ] No [ ]

8.1 Has this reporting entity reinsured any risk with any other entity and agreed to release such entity from liability, in whole or in part, from any loss that may occur on this risk, or portion thereof, reinsured? ..... Yes [ ] No [ X ]

8.2 If yes, give full information .....

9.1 Has the reporting entity ceded any risk under any reinsurance contract (or under multiple contracts with the same reinsurer or its affiliates) for which during the period covered by the statement: (i) it recorded a positive or negative underwriting result greater than 5% of prior year-end surplus as regards policyholders or it reported calendar year written premium ceded or year-end loss and loss expense reserves ceded greater than 5% of prior year-end surplus as regards policyholders; (ii) it accounted for that contract as reinsurance and not as a deposit; and (iii) the contract(s) contain one or more of the following features or other features that would have similar results:  
(a) A contract term longer than two years and the contract is noncancelable by the reporting entity during the contract term;  
(b) A limited or conditional cancellation provision under which cancellation triggers an obligation by the reporting entity, or an affiliate of the reporting entity, to enter into a new reinsurance contract with the reinsurer, or an affiliate of the reinsurer;  
(c) Aggregate stop loss reinsurance coverage;  
(d) A unilateral right by either party (or both parties) to commute the reinsurance contract, whether conditional or not, except for such provisions which are only triggered by a decline in the credit status of the other party;  
(e) A provision permitting reporting of losses, or payment of losses, less frequently than on a quarterly basis (unless there is no activity during the period); or  
(f) Payment schedule, accumulating retentions from multiple years or any features inherently designed to delay timing of the reimbursement to the ceding entity. ..... Yes [ ] No [ X ]

9.2 Has the reporting entity during the period covered by the statement ceded any risk under any reinsurance contract (or under multiple contracts with the same reinsurer or its affiliates), for which, during the period covered by the statement, it recorded a positive or negative underwriting result greater than 5% of prior year-end surplus as regards policyholders or it reported calendar year written premium ceded or year-end loss and loss expense reserves ceded greater than 5% of prior year-end surplus as regards policyholders; excluding cessions to approved pooling arrangements or to captive insurance companies that are directly or indirectly controlling, controlled by, or under common control with (i) one or more unaffiliated policyholders of the reporting entity, or (ii) an association of which one or more unaffiliated policyholders of the reporting entity is a member where:  
(a) The written premium ceded to the reinsurer by the reporting entity or its affiliates represents fifty percent (50%) or more of the entire direct and assumed premium written by the reinsurer based on its most recently available financial statement; or  
(b) Twenty-five percent (25%) or more of the written premium ceded to the reinsurer has been retroceded back to the reporting entity or its affiliates in a separate reinsurance contract. ..... Yes [ ] No [ X ]

9.3 If yes to 9.1 or 9.2, please provide the following information in the Reinsurance Summary Supplemental Filing for General Interrogatory 9:  
(a) The aggregate financial statement impact gross of all such ceded reinsurance contracts on the balance sheet and statement of income;  
(b) A summary of the reinsurance contract terms and indicate whether it applies to the contracts meeting the criteria in 9.1 or 9.2; and  
(c) A brief discussion of management's principle objectives in entering into the reinsurance contract including the economic purpose to be achieved.

9.4 Except for transactions meeting the requirements of paragraph 36 of SSAP No. 62R, Property and Casualty Reinsurance, has the reporting entity ceded any risk under any reinsurance contract (or multiple contracts with the same reinsurer or its affiliates) during the period covered by the financial statement, and either:  
(a) Accounted for that contract as reinsurance (either prospective or retroactive) under statutory accounting principles ("SAP") and as a deposit under generally accepted accounting principles ("GAAP"); or  
(b) Accounted for that contract as reinsurance under GAAP and as a deposit under SAP? ..... Yes [ ] No [ X ]

9.5 If yes to 9.4, explain in the Reinsurance Summary Supplemental Filing for General Interrogatory 9 (Section D) why the contract(s) is treated differently for GAAP and SAP.

9.6 The reporting entity is exempt from the Reinsurance Attestation Supplement under one or more of the following criteria:  
(a) The entity does not utilize reinsurance; or, ..... Yes [ ] No [ X ]  
(b) The entity only engages in a 100% quota share contract with an affiliate and the affiliated or lead company has filed an attestation supplement; or ..... Yes [ ] No [ X ]  
(c) The entity has no external cessions and only participates in an intercompany pool and the affiliated or lead company has filed an attestation supplement. ..... Yes [ ] No [ X ]

10. If the reporting entity has assumed risks from another entity, there should be charged on account of such reinsurances a reserve equal to that which the original entity would have been required to charge had it retained the risks. Has this been done? ..... Yes [ X ] No [ ] N/A [ ]

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

11.1 Has the reporting entity guaranteed policies issued by any other entity and now in force? ..... Yes [ ] No [ X ]

11.2 If yes, give full information  
.....

12.1 If the reporting entity recorded accrued retrospective premiums on insurance contracts on Line 15.3 of the asset schedule, Page 2, state the amount of corresponding liabilities recorded for:  
12.11 Unpaid losses ..... \$  
12.12 Unpaid underwriting expenses (including loss adjustment expenses) ..... \$

12.2 Of the amount on Line 15.3, Page 2, state the amount which is secured by letters of credit, collateral, and other funds ..... \$

12.3 If the reporting entity underwrites commercial insurance risks, such as workers' compensation, are premium notes or promissory notes accepted from its insureds covering unpaid premiums and/or unpaid losses? ..... Yes [ ] No [ ] N/A [ X ]

12.4 If yes, provide the range of interest rates charged under such notes during the period covered by this statement:  
12.41 From ..... %  
12.42 To ..... %

12.5 Are letters of credit or collateral and other funds received from insureds being utilized by the reporting entity to secure premium notes or promissory notes taken by a reporting entity, or to secure any of the reporting entity's reported direct unpaid loss reserves, including unpaid losses under loss deductible features of commercial policies? ..... Yes [ ] No [ X ]

12.6 If yes, state the amount thereof at December 31 of the current year:  
12.61 Letters of credit ..... \$  
12.62 Collateral and other funds ..... \$

13.1 Largest net aggregate amount insured in any one risk (excluding workers' compensation): ..... \$ 50,000

13.2 Does any reinsurance contract considered in the calculation of this amount include an aggregate limit of recovery without also including a reinstatement provision? ..... Yes [ ] No [ X ]

13.3 State the number of reinsurance contracts (excluding individual facultative risk certificates, but including facultative programs, automatic facilities or facultative obligatory contracts) considered in the calculation of the amount.

14.1 Is the company a cedant in a multiple cedant reinsurance contract? ..... Yes [ ] No [ X ]

14.2 If yes, please describe the method of allocating and recording reinsurance among the cedants:  
.....

14.3 If the answer to 14.1 is yes, are the methods described in item 14.2 entirely contained in the respective multiple cedant reinsurance contracts? ..... Yes [ ] No [ ]

14.4 If the answer to 14.3 is no, are all the methods described in 14.2 entirely contained in written agreements? ..... Yes [ ] No [ ]

14.5 If the answer to 14.4 is no, please explain:  
.....

15.1 Has the reporting entity guaranteed any financed premium accounts? ..... Yes [ ] No [ X ]

15.2 If yes, give full information  
.....

16.1 Does the reporting entity write any warranty business? ..... Yes [ X ] No [ ]  
If yes, disclose the following information for each of the following types of warranty coverage:

	1 Direct Losses Incurred	2 Direct Losses Unpaid	3 Direct Written Premium	4 Direct Premium Unearned	5 Direct Premium Earned
16.11 Home .....	119,640	0	555,537	586,449	80,145
16.12 Products .....	3,996,254	395,667	6,859,722	23,470,178	4,715,300
16.13 Automobile .....	89,413,310	8,593,211	192,271,516	322,771,729	158,634,719
16.14 Other* .....					

\* Disclose type of coverage:  
.....

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**GENERAL INTERROGATORIES**

**PART 2 - PROPERTY AND CASUALTY INTERROGATORIES**

17.1 Does the reporting entity include amounts recoverable on unauthorized reinsurance in Schedule F - Part 3 that is exempt from the statutory provision for unauthorized reinsurance? ..... Yes [ ] No [ X ]

Incurred but not reported losses on contracts in force prior to July 1, 1984, and not subsequently renewed are exempt from the statutory provision for unauthorized reinsurance. Provide the following information for this exemption:

17.11 Gross amount of unauthorized reinsurance in Schedule F - Part 3 exempt from the statutory provision for unauthorized reinsurance .....	\$ .....
17.12 Unfunded portion of Interrogatory 17.11 .....	\$ .....
17.13 Paid losses and loss adjustment expenses portion of Interrogatory 17.11 .....	\$ .....
17.14 Case reserves portion of Interrogatory 17.11 .....	\$ .....
17.15 Incurred but not reported portion of Interrogatory 17.11 .....	\$ .....
17.16 Unearned premium portion of Interrogatory 17.11 .....	\$ .....
17.17 Contingent commission portion of Interrogatory 17.11 .....	\$ .....

18.1 Do you act as a custodian for health savings accounts? ..... Yes [ ] No [ X ]

18.2 If yes, please provide the amount of custodial funds held as of the reporting date. ..... \$ .....

18.3 Do you act as an administrator for health savings accounts? ..... Yes [ ] No [ ]

18.4 If yes, please provide the balance of funds administered as of the reporting date. ..... \$ .....

19. Is the reporting entity licensed or chartered, registered, qualified, eligible or writing business in at least two states? ..... Yes [ X ] No [ ]

19.1 If no, does the reporting entity assume reinsurance business that covers risks residing in at least one state other than the state of domicile of the reporting entity? ..... Yes [ ] No [ ]

**ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company**  
**FIVE-YEAR HISTORICAL DATA**

Show amounts in whole dollars only, no cents; show percentages to one decimal place, i.e. 17.6.

	1 2020	2 2019	3 2018	4 2017	5 2016
<b>Gross Premiums Written (Page 8, Part 1B Cols. 1, 2 &amp; 3)</b>					
1. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4)	13,971,523	14,143,078	14,411,616	13,509,463	11,151,383
2. Property lines (Lines 1, 2, 9, 12, 21 & 26)	0	0	0	0	0
3. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27)	0	0	0	0	0
4. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34)	186,903,267	167,828,334	144,968,392	126,987,700	147,696,204
5. Nonproportional reinsurance lines (Lines 31, 32 & 33)	0	0	0	0	0
6. Total (Line 35)	200,874,790	181,971,412	159,380,008	140,497,163	158,847,587
<b>Net Premiums Written (Page 8, Part 1B, Col. 6)</b>					
7. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4)	6,025,401	2,987,983	3,309,591	2,754,335	2,405,823
8. Property lines (Lines 1, 2, 9, 12, 21 & 26)	0	0	0	0	0
9. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27)	0	0	0	0	0
10. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34)	34,022,805	14,808,101	12,483,068	13,381,095	8,943,832
11. Nonproportional reinsurance lines (Lines 31, 32 & 33)	0	0	0	0	0
12. Total (Line 35)	40,048,206	17,796,084	15,792,659	16,135,430	11,349,655
<b>Statement of Income (Page 4)</b>					
13. Net underwriting gain (loss) (Line 8)	.9,008,921	5,637,711	6,764,584	5,211,926	7,423,725
14. Net investment gain or (loss) (Line 11)	.3,796,934	3,434,665	5,345,554	2,173,340	1,588,917
15. Total other income (Line 15)	(307,725)	(137,955)	(55,492)	(363,747)	(561,882)
16. Dividends to policyholders (Line 17)					0
17. Federal and foreign income taxes incurred (Line 19)	2,894,250	1,839,936	2,086,175	2,571,631	3,037,760
18. Net income (Line 20)	9,603,880	7,094,485	9,968,471	4,449,889	5,413,000
<b>Balance Sheet Lines (Pages 2 and 3)</b>					
19. Total admitted assets excluding protected cell business (Page 2, Line 26, Col. 3)	199,360,913	147,855,622	133,667,199	117,061,335	106,511,961
20. Premiums and considerations (Page 2, Col. 3)					
20.1 In course of collection (Line 15.1)	5,989,538	2,690,445	1,752,019	3,501,295	2,655,555
20.2 Deferred and not yet due (Line 15.2)	0	0	0	0	0
20.3 Accrued retrospective premiums (Line 15.3)	0	0	0	0	0
21. Total liabilities excluding protected cell business (Page 3, Line 26)	105,179,582	65,653,119	58,943,796	49,802,198	45,295,016
22. Losses (Page 3, Line 1)	875,890	276,578	183,440	357,610	156,089
23. Loss adjustment expenses (Page 3, Line 3)	0	0	0	0	0
24. Unearned premiums (Page 3, Line 9)	53,704,402	33,458,393	28,002,426	23,949,164	19,411,129
25. Capital paid up (Page 3, Lines 30 & 31)	4,200,990	4,200,990	4,200,990	4,200,990	4,200,990
26. Surplus as regards policyholders (Page 3, Line 37)	94,181,331	82,202,503	74,723,403	67,259,137	61,216,945
<b>Cash Flow (Page 5)</b>					
27. Net cash from operations (Line 11)	32,715,344	11,538,215	13,121,945	8,057,972	5,866,226
<b>Risk-Based Capital Analysis</b>					
28. Total adjusted capital	94,181,331	82,202,503	74,723,403	67,259,137	61,216,945
29. Authorized control level risk-based capital	9,404,696	9,174,430	8,531,489	11,346,516	10,742,512
<b>Percentage Distribution of Cash, Cash Equivalents and Invested Assets (Page 2, Col. 3) (Line divided by Page 2, Line 12, Col. 3) x100.0</b>					
30. Bonds (Line 1)	87.0	90.3	91.9	70.2	71.7
31. Stocks (Lines 2.1 & 2.2)	4.8	2.1	1.4	14.9	15.0
32. Mortgage loans on real estate (Lines 3.1 and 3.2)	0.1	0.2	0.2	0.2	0.8
33. Real estate (Lines 4.1, 4.2 & 4.3)	2.0	2.7	2.9	2.6	1.7
34. Cash, cash equivalents and short-term investments (Line 5)	6.2	4.8	3.7	12.0	10.8
35. Contract loans (Line 6)	0.0	0.0	0.0	0.0	0.0
36. Derivatives (Line 7)	0.0	0.0	0.0	0.0	0.0
37. Other invested assets (Line 8)	0.0	0.0	0.0	0.0	0.0
38. Receivables for securities (Line 9)	0.0	0.0	0.0	0.0	0.0
39. Securities lending reinvested collateral assets (Line 10)	0.0	0.0	0.0	0.0	0.0
40. Aggregate write-ins for invested assets (Line 11)	0.0	0.0	0.0	0.0	0.0
41. Cash, cash equivalents and invested assets (Line 12)	100.0	100.0	100.0	100.0	100.0
<b>Investments in Parent, Subsidiaries and Affiliates</b>					
42. Affiliated bonds (Schedule D, Summary, Line 12, Col. 1)					0
43. Affiliated preferred stocks (Schedule D, Summary, Line 18, Col. 1)	0	0			0
44. Affiliated common stocks (Schedule D, Summary, Line 24, Col. 1)	0	0			0
45. Affiliated short-term investments (subtotals included in Schedule DA Verification, Col. 5, Line 10)	0	0	0	0	0
46. Affiliated mortgage loans on real estate					
47. All other affiliated					
48. Total of above Lines 42 to 47	0	0	0	0	0
49. Total Investment in Parent included in Lines 42 to 47 above					
50. Percentage of investments in parent, subsidiaries and affiliates to surplus as regards policyholders (Line 48 above divided by Page 3, Col. 1, Line 37 x 100.0)	0.0	0.0	0.0	0.0	0.0

## ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company

**FIVE-YEAR HISTORICAL DATA**

(Continued)

	1 2020	2 2019	3 2018	4 2017	5 2016
<b>Capital and Surplus Accounts (Page 4)</b>					
51. Net unrealized capital gains (losses) (Line 24)	1,037,153	394,341	(2,377,411)	1,351,280	337,561
52. Dividends to stockholders (Line 35)					(1,000,000)
53. Change in surplus as regards policyholders for the year (Line 38)	11,978,828	7,479,100	7,464,266	6,042,192	5,044,209
<b>Gross Losses Paid (Page 9, Part 2, Cols. 1 &amp; 2)</b>					
54. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4)	11,546,260	10,127,798	8,541,714	6,704,360	2,982,447
55. Property lines (Lines 1, 2, 9, 12, 21 & 26)	0	0	0	0	0
56. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27)	0	0	0	0	0
57. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34)	80,695,101	68,921,443	63,110,221	60,387,602	66,854,373
58. Nonproportional reinsurance lines (Lines 31, 32 & 33)	0	0	0	0	0
59. Total (Line 35)	92,241,361	79,049,241	71,651,935	67,091,962	69,836,820
<b>Net Losses Paid (Page 9, Part 2, Col. 4)</b>					
60. Liability lines (Lines 11.1, 11.2, 16, 17.1, 17.2, 17.3, 18.1, 18.2, 19.1, 19.2 & 19.3, 19.4)	1,590,633	1,323,621	727,056	927,983	425,937
61. Property lines (Lines 1, 2, 9, 12, 21 & 26)	0	0	0	0	0
62. Property and liability combined lines (Lines 3, 4, 5, 8, 22 & 27)	0	0	0	0	0
63. All other lines (Lines 6, 10, 13, 14, 15, 23, 24, 28, 29, 30 & 34)	946,501	12,310	104,404	251,824	464,660
64. Nonproportional reinsurance lines (Lines 31, 32 & 33)	0	0	0	0	0
65. Total (Line 35)	2,537,134	1,335,931	831,460	1,179,807	890,597
<b>Operating Percentages (Page 4) (Line divided by Page 4, Line 1) x 100.0</b>					
66. Premiums earned (Line 1)	100.0	100.0	100.0	100.0	100.0
67. Losses incurred (Line 2)	15.8	11.6	5.6	11.9	8.9
68. Loss expenses incurred (Line 3)	0.3	0.4	1.3	1.3	2.2
69. Other underwriting expenses incurred (Line 4)	38.4	42.3	35.5	41.8	23.5
70. Net underwriting gain (loss) (Line 8)	45.5	45.7	57.6	44.9	65.4
<b>Other Percentages</b>					
71. Other underwriting expenses to net premiums written (Page 4, Lines 4 + 5 - 15 divided by Page 8, Part 1B, Col. 6, Line 35 x 100.0)	19.7	30.1	26.7	32.3	28.5
72. Losses and loss expenses incurred to premiums earned (Page 4, Lines 2 + 3 divided by Page 4, Line 1 x 100.0)	16.1	12.0	6.9	13.2	11.0
73. Net premiums written to policyholders' surplus (Page 8, Part 1B, Col. 6, Line 35 divided by Page 3, Line 37, Col. 1 x 100.0)	42.5	21.6	21.1	24.0	18.5
<b>One Year Loss Development (\$000 omitted)</b>					
74. Development in estimated losses and loss expenses incurred prior to current year (Schedule P - Part 2 - Summary, Line 12, Col. 11)	96	(33)	(350)	(75)	3
75. Percent of development of losses and loss expenses incurred to policyholders' surplus of prior year end (Line 74 above divided by Page 4, Line 21, Col. 1 x 100.0)	0.1	0.0	(0.5)	(0.1)	0.0
<b>Two Year Loss Development (\$000 omitted)</b>					
76. Development in estimated losses and loss expenses incurred two years before the current year and prior year (Schedule P, Part 2 - Summary, Line 12, Col. 12)	(29)	(443)	(75)	10	403
77. Percent of development of losses and loss expenses incurred to reported policyholders' surplus of second prior year end (Line 76 above divided by Page 4, Line 21, Col. 2 x 100.0)	0.0	(0.7)	(0.1)	0.0	0.7

NOTE: If a party to a merger, have the two most recent years of this exhibit been restated due to a merger in compliance with the disclosure requirements of SSAP No. 3, Accounting Changes and Correction of Errors?

Yes  No 

If no, please explain: \_\_\_\_\_

**SCHEDULE P - ANALYSIS OF LOSSES AND LOSS EXPENSES****SCHEDULE P - PART 1 - SUMMARY**

(\$000 OMITTED)

Years in Which Premiums Were Earned and Losses Were Incurred	Premiums Earned			Loss and Loss Expense Payments								12 Number of Claims Reported Direct and Assumed	
	1 Direct and Assumed	2 Ceded	3 Net (1 - 2)	Loss Payments		Defense and Cost Containment Payments		Adjusting and Other Payments		10 Salvage and Subrogation Received	11 Total Net Paid Cols (4 - 5 + 6 - 7 + 8 - 9)		
				4 Direct and Assumed	5 Ceded	6 Direct and Assumed	7 Ceded	8 Direct and Assumed	9 Ceded				
1. Prior.	XXX	XXX	XXX	0	0	0	0	0	0	0	0	0	
2. 2011	80,370	71,192	9,178	.51,895	.51,485	0	0	.356	0	0	.766	XXX	
3. 2012	98,570	87,547	11,023	.60,154	.59,189	0	0	.407	0	0	1,372	XXX	
4. 2013	113,889	101,459	12,430	.71,560	.70,907	0	0	.385	0	0	1,038	XXX	
5. 2014	139,785	126,984	12,801	.69,488	.68,667	0	0	.285	0	0	1,106	XXX	
6. 2015	142,189	131,910	10,279	.67,422	.66,419	0	0	.292	0	.195	1,295	XXX	
7. 2016	151,758	140,410	11,348	.70,358	.69,465	0	0	.245	0	.48	1,138	XXX	
8. 2017	125,665	114,068	11,597	.66,285	.65,164	0	0	.151	0	.8	1,272	XXX	
9. 2018	126,034	114,294	11,740	.71,661	.70,590	0	0	.155	0	2	1,226	XXX	
10. 2019	147,170	134,829	12,341	.79,800	.78,246	0	0	.47	0	0	1,601	XXX	
11. 2020	163,719	143,917	19,802	.85,760	.83,597	0	0	.57	0	0	2,220	XXX	
12. Totals	XXX	XXX	XXX	694,383	683,729	0	0	2,380	0	253	13,034	XXX	

	Losses Unpaid				Defense and Cost Containment Unpaid				Adjusting and Other Unpaid		23 Salvage and Subrogation Anticipated	24 Total Net Losses and Expenses Unpaid	25 Number of Claims Outstanding Direct and Assumed			
	Case Basis		Bulk + IBNR		Case Basis		Bulk + IBNR									
	13 Direct and Assumed	14 Ceded	15 Direct and Assumed	16 Ceded	17 Direct and Assumed	18 Ceded	19 Direct and Assumed	20 Ceded	21 Direct and Assumed	22 Ceded						
1. Prior.	0	0	0	0	0	0	0	0	0	0	0	0	0			
2. 2011	0	0	0	0	0	0	0	0	0	0	0	0	0			
3. 2012	0	0	0	0	0	0	0	0	0	0	0	0	0			
4. 2013	0	0	0	0	0	0	0	0	0	0	0	0	0			
5. 2014	0	0	0	0	0	0	0	0	0	0	0	0	0			
6. 2015	0	0	0	0	0	0	0	0	0	0	0	0	0			
7. 2016	0	0	0	0	0	0	0	0	0	0	0	0	0			
8. 2017	0	0	0	0	0	0	0	0	0	0	0	0	0			
9. 2018	0	0	0	0	0	0	0	0	0	0	0	0	0			
10. 2019	0	0	0	0	0	0	0	0	0	0	0	0	0			
11. 2020	0	0	8,989	8,113	0	0	0	0	0	0	0	876	XXX			
12. Totals	0	0	8,989	8,113	0	0	0	0	0	0	0	876	XXX			

	Total Losses and Loss Expenses Incurred			Loss and Loss Expense Percentage (Incurred /Premiums Earned)			Nontabular Discount		34 Inter-Company Pooling Participation Percentage	Net Balance Sheet Reserves After Discount	
	26 Direct and Assumed	27 Ceded	28 Net	29 Direct and Assumed	30 Ceded	31 Net	32 Loss	33 Loss Expense		35 Losses Unpaid	36 Loss Expenses Unpaid
	Direct and Assumed	Ceded	Net	Direct and Assumed	Ceded	Net	Loss	Loss Expense		Losses Unpaid	Loss Expenses Unpaid
1. Prior.	XXX	XXX	XXX	XXX	XXX	XXX	0	0	XXX	0	0
2. 2011	52,251	51,485	.766	.65.0	.72.3	.8.3	0	0	0	0	0
3. 2012	60,561	59,189	1,372	.61.4	.67.6	.12.4	0	0	0	0	0
4. 2013	71,945	70,907	1,038	.63.2	.69.9	.8.4	0	0	0	0	0
5. 2014	69,773	68,667	1,106	.49.9	.54.1	.8.6	0	0	0	0	0
6. 2015	67,714	66,419	1,295	.47.6	.50.4	.12.6	0	0	0	0	0
7. 2016	70,603	69,465	1,138	.46.5	.49.5	.10.0	0	0	0	0	0
8. 2017	66,436	65,164	1,272	.52.9	.57.1	.11.0	0	0	0	0	0
9. 2018	71,816	70,590	1,226	.57.0	.61.8	.10.4	0	0	0	0	0
10. 2019	79,847	78,246	1,601	.54.3	.58.0	.13.0	0	0	0	0	0
11. 2020	94,806	91,710	3,096	.57.9	.63.7	.15.6	0	0	0	876	0
12. Totals	XXX	XXX	XXX	XXX	XXX	XXX	0	0	XXX	876	0

Note: Parts 2 and 4 are gross of all discounting, including tabular discounting. Part 1 is gross of only nontabular discounting, which is reported in Columns 32 and 33 of Part 1. The tabular discount, if any, is reported in the Notes to Financial Statements which will reconcile Part 1 with Parts 2 and 4.

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
**SCHEDULE P - PART 2 - SUMMARY**

Years in Which Losses Were Incurred	INCURRED NET LOSSES AND DEFENSE AND COST CONTAINMENT EXPENSES REPORTED AT YEAR END (\$000 OMITTED)										DEVELOPMENT	
	1 2011	2 2012	3 2013	4 2014	5 2015	6 2016	7 2017	8 2018	9 2019	10 2020	11 One Year	12 Two Year
1. Prior	1	(1)	(30)	(24)	(24)	(24)	(22)	(22)	(22)	(22)	0	0
2. 2011	863	396	396	410	410	410	410	410	410	410	0	0
3. 2012	XXX	987	957	966	966	965	965	965	965	965	0	0
4. 2013	XXX	XXX	659	651	652	653	653	653	653	653	0	0
5. 2014	XXX	XXX	XXX	419	821	821	821	821	821	821	0	0
6. 2015	XXX	XXX	XXX	XXX	1,069	1,072	1,077	1,077	1,003	1,003	0	(74)
7. 2016	XXX	XXX	XXX	XXX	XXX	1,006	924	924	893	893	0	(31)
8. 2017	XXX	XXX	XXX	XXX	XXX	XXX	1,459	1,109	1,121	1,121	0	12
9. 2018	XXX	XXX	XXX	XXX	XXX	XXX	XXX	1,007	1,067	1,071	4	64
10. 2019	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	1,462	1,554	92	XXX
11. 2020	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	3,039	XXX	XXX
											12. Totals	96
												(29)

**SCHEDULE P - PART 3 - SUMMARY**

Years in Which Losses Were Incurred	CUMULATIVE PAID NET LOSSES AND DEFENSE AND COST CONTAINMENT EXPENSES REPORTED AT YEAR END (\$000 OMITTED)										11 Number of Claims Closed With Loss Payment	12 Number of Claims Closed Without Loss Payment
	1 2011	2 2012	3 2013	4 2014	5 2015	6 2016	7 2017	8 2018	9 2019	10 2020		
1. Prior	000	0	(30)	(24)	(24)	(24)	(22)	(22)	(22)	(22)	XXX	XXX
2. 2011	433	396	396	410	410	410	410	410	410	410	XXX	XXX
3. 2012	XXX	955	957	966	966	965	965	965	965	965	XXX	XXX
4. 2013	XXX	XXX	619	651	652	653	653	653	653	653	XXX	XXX
5. 2014	XXX	XXX	XXX	394	821	821	821	821	821	821	XXX	XXX
6. 2015	XXX	XXX	XXX	XXX	1,031	1,072	1,077	1,077	1,003	1,003	XXX	XXX
7. 2016	XXX	XXX	XXX	XXX	XXX	850	924	924	893	893	XXX	XXX
8. 2017	XXX	XXX	XXX	XXX	XXX	XXX	1,101	1,109	1,121	1,121	XXX	XXX
9. 2018	XXX	XXX	XXX	XXX	XXX	XXX	XXX	823	1,067	1,071	XXX	XXX
10. 2019	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	1,185	1,554	XXX	XXX
11. 2020	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	2,163	XXX	XXX

**SCHEDULE P - PART 4 - SUMMARY**

Years in Which Losses Were Incurred	BULK AND IBNR RESERVES ON NET LOSSES AND DEFENSE AND COST CONTAINMENT EXPENSES REPORTED AT YEAR END (\$000 OMITTED)										2020
	1 2011	2 2012	3 2013	4 2014	5 2015	6 2016	7 2017	8 2018	9 2019	10 2020	
1. Prior	0	0	0	0	0	0	0	0	0	0	0
2. 2011	18	0	0	0	0	0	0	0	0	0	0
3. 2012	XXX	24	0	0	0	0	0	0	0	0	0
4. 2013	XXX	XXX	26	0	0	0	0	0	0	0	0
5. 2014	XXX	XXX	XXX	23	0	0	0	0	0	0	0
6. 2015	XXX	XXX	XXX	XXX	38	0	0	0	0	0	0
7. 2016	XXX	XXX	XXX	XXX	XXX	156	0	0	0	0	0
8. 2017	XXX	XXX	XXX	XXX	XXX	XXX	358	0	0	0	0
9. 2018	XXX	XXX	XXX	XXX	XXX	XXX	XXX	184	0	0	0
10. 2019	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	277	0	0
11. 2020	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	XXX	876	0

## ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company

**SCHEDULE T - EXHIBIT OF PREMIUMS WRITTEN**

Allocated by States and Territories

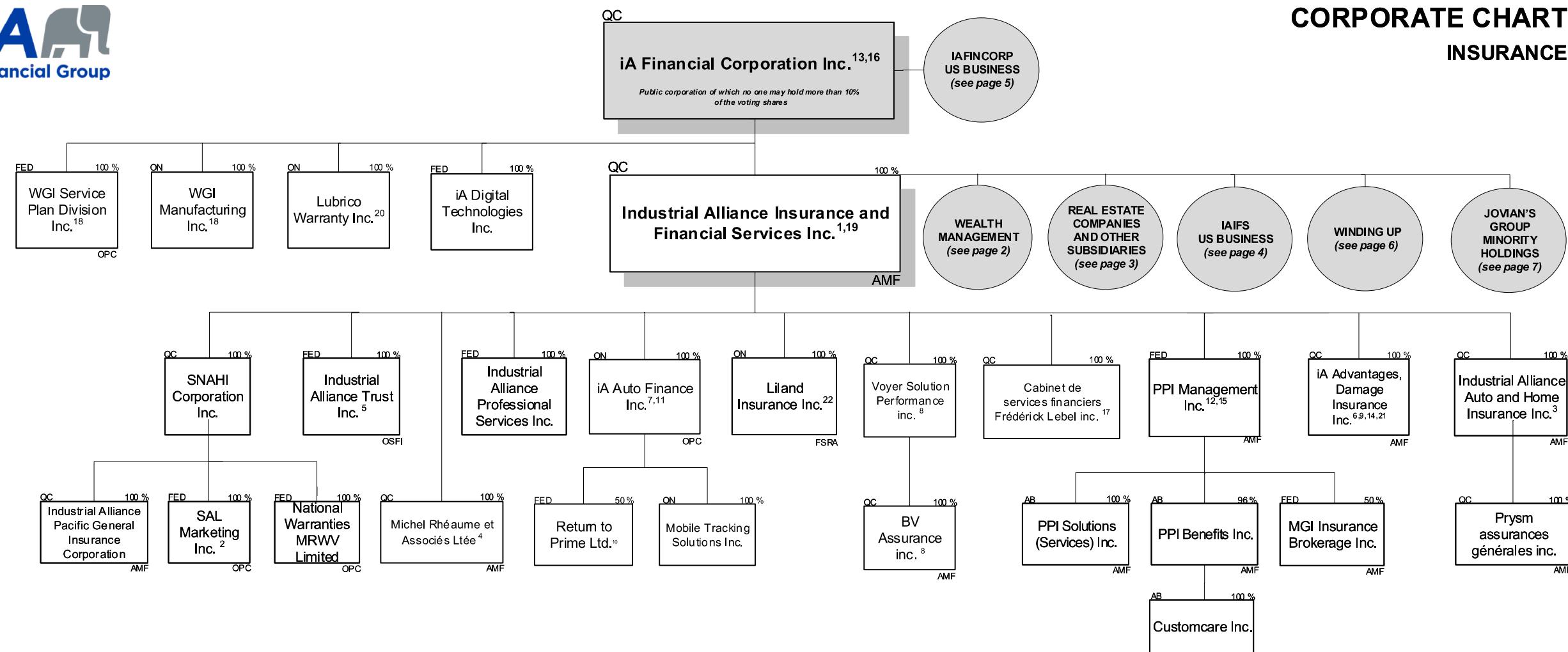
States, Etc.	1 Active Status (a)	Gross Premiums, Including Policy and Membership Fees, Less Return Premiums and Premiums on Policies Not Taken		4 Dividends Paid or Credited to Policyholders on Direct Business	5 Direct Losses Paid (Deducting Salvage)	6 Direct Losses Incurred	7 Direct Losses Unpaid	8 Finance and Service Charges Not Included in Premiums	9 Direct Premiums Written for Federal Purchasing Groups (Included in Column 2)
		2 Direct Premiums Written	3 Direct Premiums Earned						
1. Alabama	AL	2,311,077	2,298,453	0	1,070,442	1,074,304	9,558		
2. Alaska	AK	187,167	170,911	0	79,752	79,752	0		
3. Arizona	AZ	593,299	.598,435	0	300,898	300,915	17		
4. Arkansas	AR	2,436,326	2,514,021	0	1,955,841	2,083,375	127,534		
5. California	CA	1,365,100	2,401,742	0	784,254	740,930	10,899		
6. Colorado	CO	10,936,467	9,138,461	0	3,750,969	3,790,763	225,914		
7. Connecticut	CT	603,445	.551,148	0	420,727	420,727	0		
8. Delaware	DE	9,299,069	10,078,234	0	5,759,110	5,671,049	269,304		
9. District of Columbia	DC								
10. Florida	FL	8,724,111	.5,758,723	0	5,393,584	5,472,790	617,573		
11. Georgia	GA	2,735,274	2,485,993	0	1,829,682	1,834,301	13,536		
12. Hawaii	HI	0	0	0	0	0	0		
13. Idaho	ID	(580,957)	133,127	0	(207,080)	(219,405)	0		
14. Illinois	IL	2,958,256	2,165,845	0	1,248,429	1,246,886	72		
15. Indiana	IN	2,844,642	2,599,642	0	1,497,128	1,497,128	0		
16. Iowa	IA	887,663	.810,565	0	540,080	540,080	0		
17. Kansas	KS	214,947	.230,303	0	118,774	133,317	14,543		
18. Kentucky	KY	1,158,069	.1,093,470	0	531,664	.525,840	13,028		
19. Louisiana	LA	2,632,696	3,011,708	0	2,822,957	3,090,840	267,883		
20. Maine	ME	1,127,458	.1,088,353	0	630,179	630,179	0		
21. Maryland	MD	1,444,437	1,461,747	0	967,412	967,412	0		
22. Massachusetts	MA	531,264	.457,856	0	323,752	323,752	0		
23. Michigan	MI	7,921,017	.6,462,663	0	6,109,509	6,109,509	0		
24. Minnesota	MN	1,735,999	1,545,859	0	1,291,256	1,291,256	0		
25. Mississippi	MS	2,239,032	2,044,604	0	1,244,088	1,244,088	0		
26. Missouri	MO	2,579,653	2,449,750	0	1,442,592	1,442,592	0		
27. Montana	MT	(312,060)	147,977	0	(110,549)	(118,576)	0		
28. Nebraska	NE	517,554	.552,072	0	247,251	285,313	50,039		
29. Nevada	NV	157,296	.150,317	0	147,801	147,801	0		
30. New Hampshire	NH	336,675	.299,524	0	134,128	134,128	0		
31. New Jersey	NJ	2,259,566	2,047,185	0	1,061,677	1,063,359	1,682		
32. New Mexico	NM	1,537,922	1,532,620	0	349,756	349,756	0		
33. New York	NY	4,032,131	3,694,197	0	3,203,943	3,203,943	0		
34. North Carolina	NC	18,105,552	12,670,976	0	9,181,802	9,357,416	1,023,649		
35. North Dakota	ND	47,970	.43,803	0	54,829	54,829	0		
36. Ohio	OH	32,359,562	19,749,050	0	6,275,187	6,561,529	406,670		
37. Oklahoma	OK	436,643	.772,938	0	520,013	562,853	.47,788		
38. Oregon	OR	383,012	.171,751	0	106,210	106,210	0		
39. Pennsylvania	PA	4,593,772	4,170,919	0	2,012,341	2,015,747	3,405		
40. Rhode Island	RI	300,334	.274,248	0	136,712	136,712	0		
41. South Carolina	SC	553,828	.682,010	0	158,488	158,637	.149		
42. South Dakota	SD	99,271	.90,648	0	51,638	51,638	0		
43. Tennessee	TN	2,757,898	2,953,489	0	1,476,358	1,487,577	.11,634		
44. Texas	TX	40,252,692	35,376,079	0	16,853,130	16,806,371	4,851,221		
45. Utah	UT	70,066	.63,901	0	16,372	16,373	0		
46. Vermont	VT	144,503	.148,503	0	.82,229	.82,229	0		
47. Virginia	VA	1,175,323	.1,086,087	0	695,562	695,562	0		
48. Washington	WA	20,603,567	13,295,623	0	8,522,600	8,922,456	1,002,873		
49. West Virginia	WV	760,975	.749,368	0	457,859	.475,543	.17,684		
50. Wisconsin	WI	1,542,011	1,078,404	0	646,571	648,778	2,207		
51. Wyoming	WY	85,203	.76,860	0	.30,633	.30,640	.13		
52. American Samoa	AS								
53. Guam	GU								
54. Puerto Rico	PR								
55. U.S. Virgin Islands	VI								
56. Northern Mariana Islands	MP								
57. Canada	CAN								
58. Aggregate other alien .. OT	XXX	0	0	0	0	0	0	0	0
59. Totals	XXX	199,686,775	163,430,164	0	92,218,541	93,529,204	8,988,879	0	0

(a) Active Status Counts:

L - Licensed or Chartered - Licensed insurance carrier or domiciled RRG..... 51 R - Registered - Non-domiciled RRGs..... 0  
 E - Eligible - Reporting entities eligible or approved to write surplus lines in the state (other than their state of domicile - see DSLI)..... 0 Q - Qualified - Qualified or accredited reinsurer..... 0  
 D - Domestic Surplus Lines Insurer (DSLI) - Reporting entities authorized to write surplus lines in the state of domicile..... 0 N - None of the above - Not allowed to write business in the state..... 6

(b) Explanation of basis of allocation of premiums by states, etc.

NA



<sup>1</sup> Amalgamation of Industrial Alliance Insurance and Financial Services Inc. (iAIFS) and Industrial Alliance Pacific Insurance and Financial Services Inc. (IAP) on June 30, 2012.

<sup>2</sup> Formerly Seaboard Marketing Inc.

<sup>3</sup> Formerly Industrial Alliance General Insurance Company.

<sup>4</sup> Formerly Société d'Investissements L'Excellence Ltée.

<sup>5</sup> Industrial Alliance Trust Company changed its name and its jurisdiction on March 2, 2005.

<sup>6</sup> Amalgamation of Solicour Inc. and Solicour Insurance Services Inc. on January 1<sup>st</sup>, 2014.

<sup>7</sup> Acquisition of CTL Corp. by IAIFS on October 1<sup>st</sup>, 2015.

<sup>8</sup> Acquisition of Groupe PPP by IAIFS on November 18, 2016.

<sup>9</sup> Amalgamation of iA Avantages Cabinets d'assurances inc. and Solicour inc. on March 1<sup>st</sup>, 2017.

<sup>10</sup> Incorporation of Return to Prime Ltd. on February 16, 2017, 50% owned by CTL Corp. on March 3<sup>rd</sup>, 2017.

<sup>11</sup> CTL Corp. changed its name to iA Auto Finance Inc. on June 19, 2017.

<sup>12</sup> Acquisition of PPI Management Inc. by IAIFS on February 26, 2018

<sup>13</sup> Incorporated by IAIFS on February 20, 2018.

<sup>14</sup> Amalgamation between iA Avantages, Cabinet d'assurance inc, Premier Plan Assurance inc. et Performa Assurance inc. on January 1<sup>st</sup>, 2019.

The name of the amalgamated corporation is iA Avantages, Cabinet d'assurance inc.

<sup>15</sup> Amalgamation between PPI Management Inc., Hollis Insurance Inc., PPI Solutions Inc., PPI Solutions (Winnipeg) Inc. and 3752178 Canada Inc. on January 1<sup>st</sup>, 2019. The name of the amalgamated corporation is PPI Management Inc.

<sup>16</sup> January 1<sup>st</sup>, 2019, effective date of the Arrangement.

<sup>17</sup> Acquisition of Cabinet de services financiers Frédéric Lebel inc. by IAIFS on August 15, 2019.

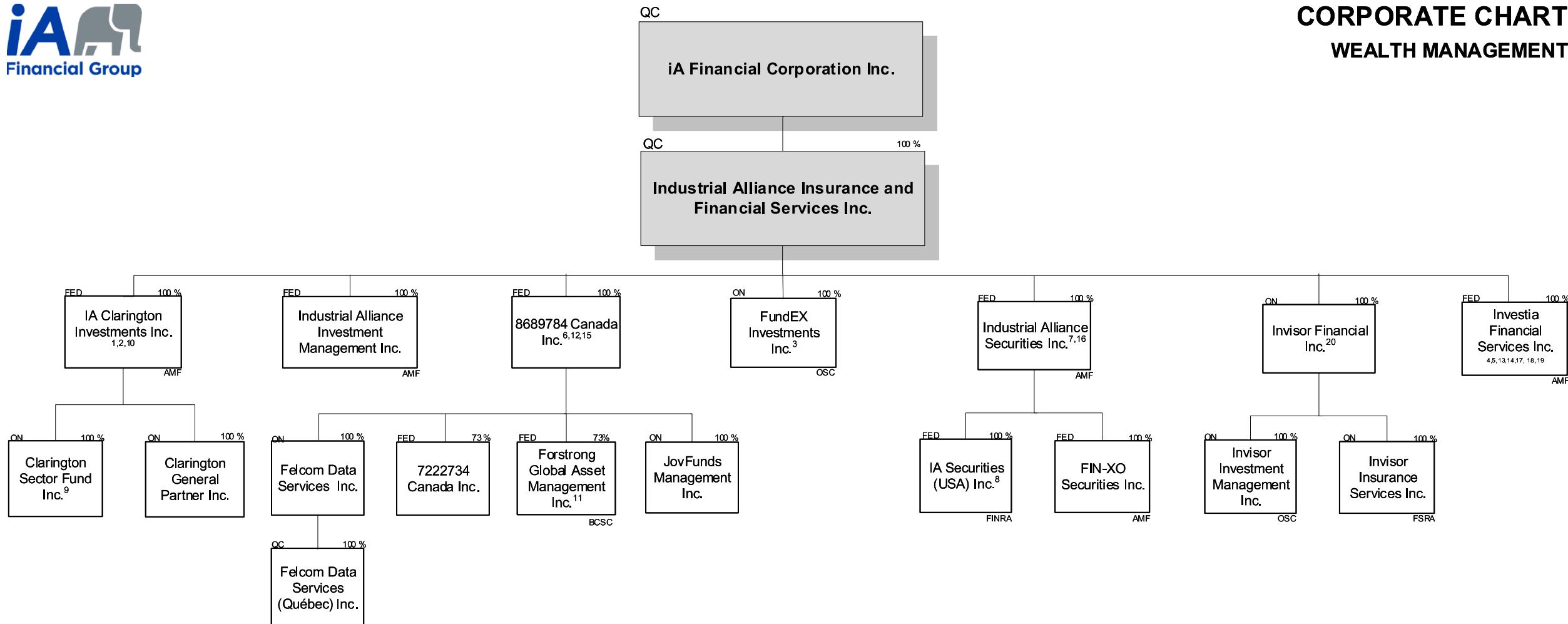
<sup>18</sup> Acquisition of WGI Manufacturing Inc. and WGI Services Plan Division Inc. January 1<sup>st</sup>, 2020.

<sup>19</sup> Amalgamation between Corporation Financière L'Excellence Ltée and The Excellence Life Insurance Company on January 1<sup>st</sup>, 2020.

<sup>20</sup> Acquisition of LWI Holdings Ltd. on January 8, 2020 and amalgamation with Lubrico Warranty Inc.

<sup>21</sup> Formerly iA Avantages, Cabinet d'assurances inc.

<sup>22</sup> Acquisition of Liland Insurance Inc. by IAIFS on October 1<sup>st</sup>, 2020.



<sup>1</sup> Amalgamation of Sarbit Asset Management Inc. (acquired on October 31, 2008) and IA Clarington Investments Inc. on January 1<sup>st</sup>, 2009.

<sup>2</sup> Amalgamation of Industrial Alliance Mutual Funds Inc. and IA Clarington Investments on January 1<sup>st</sup>, 2011.

<sup>3</sup> Acquisition of Fundtrade Financial Corp. on August 18, 2006 and amalgamation of Fundtrade Financial Corp. and FundEx Investments Inc. on September 1<sup>st</sup>, 2006.

<sup>4</sup> Acquisition of National Financial Corporation on July 1<sup>st</sup>, 2008 and amalgamation of NFC, Aegon Dealer Services Canada and Investia Services Inc. on September 30, 2008.

<sup>5</sup> Amalgamation of Investia Financial Services Inc. and Dundee Private Investors Ltd. on September 1<sup>st</sup>, 2009.

<sup>6</sup> Amalgamation of Jovian Capital Corporation and Jovian Asset Management Inc. on January 1<sup>st</sup>, 2014.

<sup>7</sup> Amalgamation of Industrial Alliance Securities Inc. and MGI Securities Inc. on April 1<sup>st</sup>, 2014.

<sup>8</sup> Formerly MGI Securities (USA) Inc.

<sup>9</sup> Amalgamation of Clarington Sector Fund Inc. and JovCorporate Funds Ltd. On November 28, 2014.

<sup>10</sup> Amalgamation of IA Clarington Investments Inc. and JovFinancial Solutions Inc. on March 1<sup>st</sup>, 2015.

<sup>11</sup> Formerly Hahn Investment Stewards & Company Inc.

<sup>12</sup> Formerly Jovian Capital Corporation.

<sup>13</sup> Acquisition of Les Services financiers Planifax inc. by Investia on January 1<sup>st</sup>, 2016.

<sup>14</sup> Amalgamation between Investia Financial Services and Planifax on January 1<sup>st</sup>, 2016.

<sup>15</sup> Amalgamation of 8689784 Canada Inc. and 2782073 Canada Inc. on April 28, 2016.

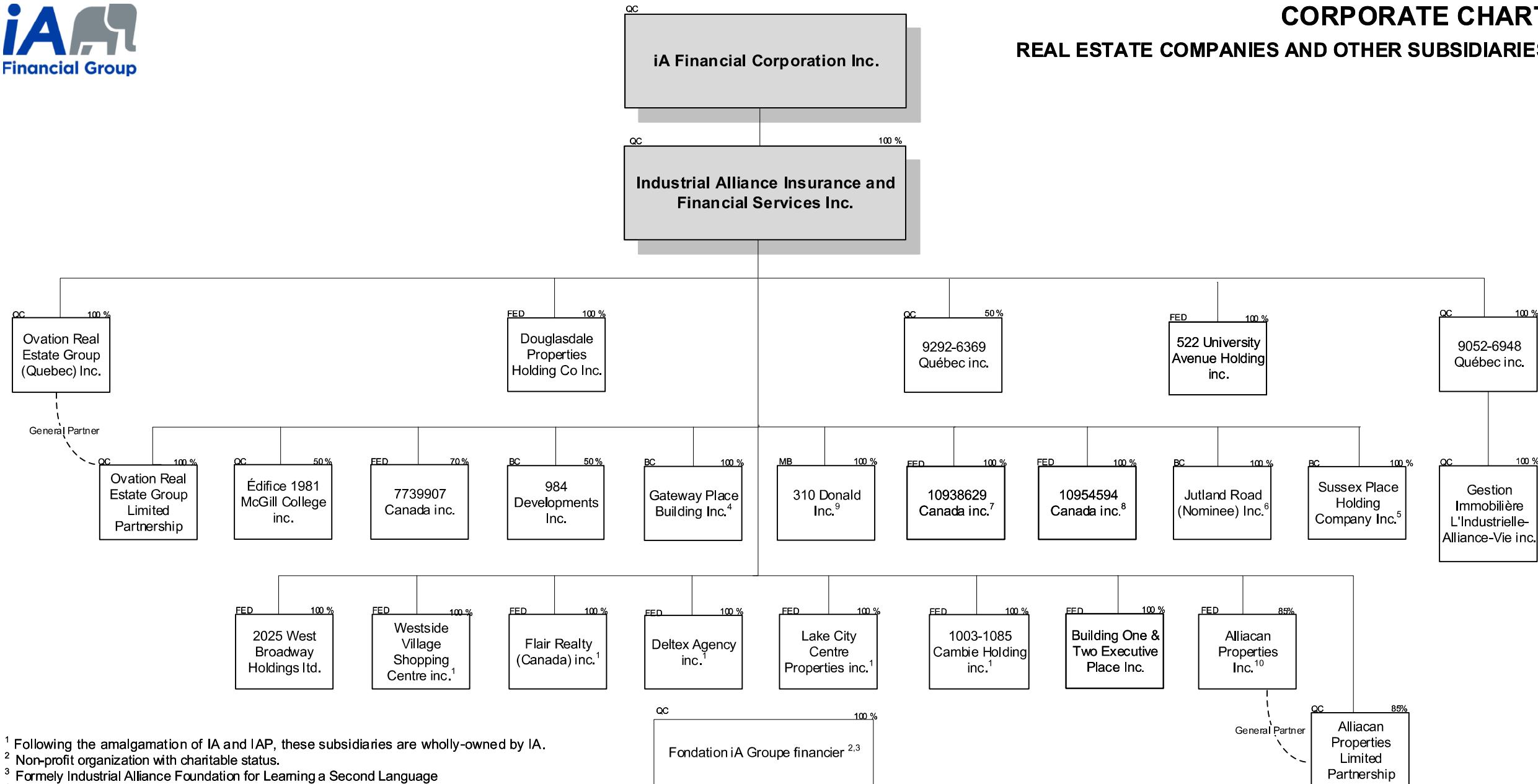
<sup>16</sup> Amalgamation of Industrial Alliance Securities Inc. and Burgeonvest Bick Securities Limited on May 1<sup>st</sup>, 2016.

<sup>17</sup> Acquisition of Byrns Holdings Inc. and Christoph Holdings Inc. by Investia Financial Services Inc. on December 1<sup>st</sup>, 2016.

<sup>18</sup> Liquidation of Byrns Holdings Inc., Christoph Holdings Inc., Roybyrns & Associates Inc. and Services Financier G.A.P. Financial Services Inc. on December 15, 2016 and Winding up of Byrns, Christoph, Roybyrns and G.A.P. on December 31<sup>st</sup>, 2016.

<sup>19</sup> Acquisition of HollisWealth Advisory Services Inc. by IAIFS and amalgamated with Investia, both on August 4, 2017.

<sup>20</sup> Acquisition of Invisor Financial Inc. by IAIFS on April 3rd, 2018.



<sup>1</sup> Following the amalgamation of IA and IAP, these subsidiaries are wholly-owned by IA.

<sup>2</sup> Non-profit organization with charitable status.

<sup>3</sup> Formerly Industrial Alliance Foundation for Learning a Second Language

<sup>4</sup> Formerly Bosa Properties (Gateway-Comm) Inc.

<sup>5</sup> Incorporated by IAIFS on November 1<sup>st</sup>, 2017.

<sup>6</sup> Purchased by IAIFS on November 15, 2017.

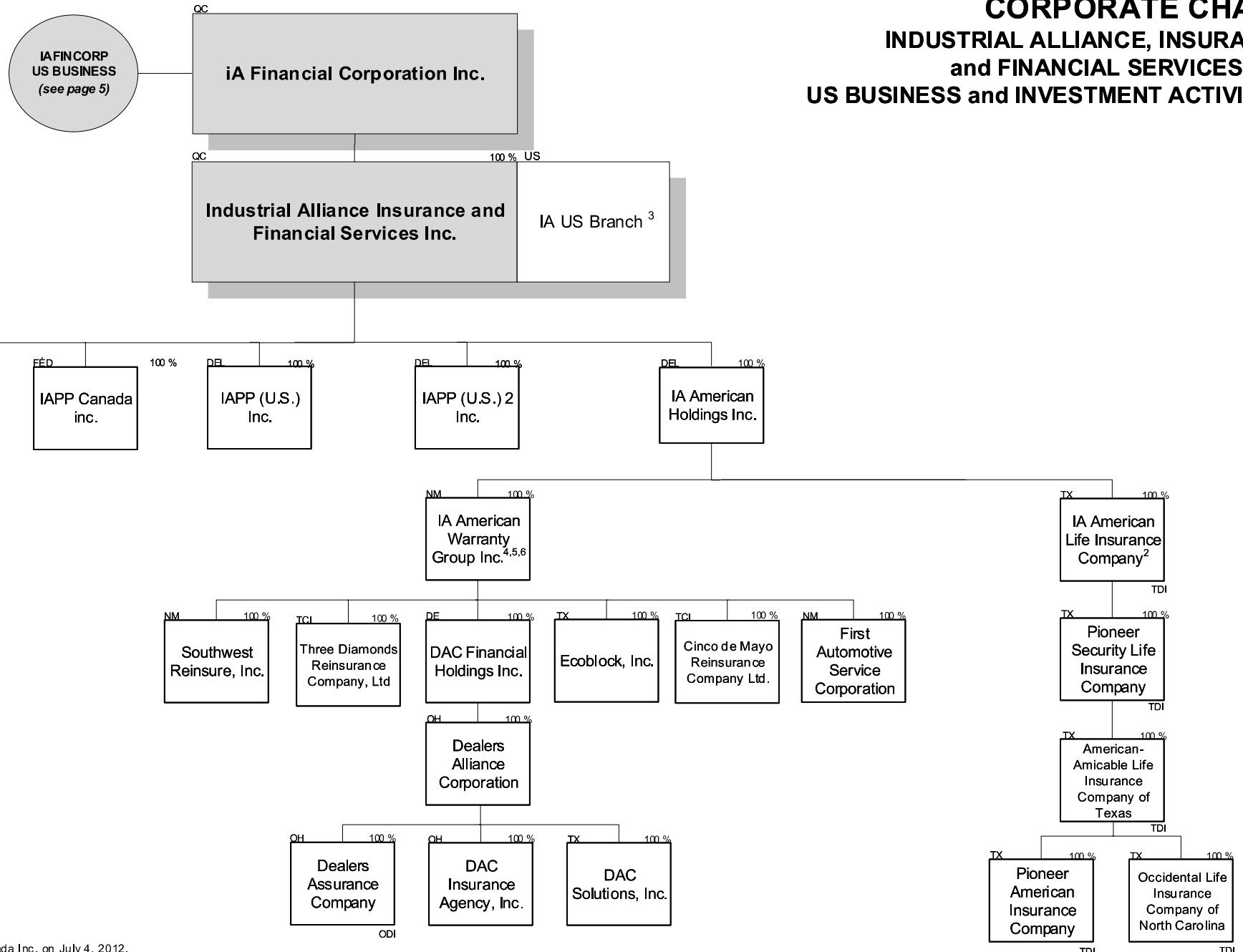
<sup>7</sup> Incorporated by IAIFS on August 9, 2018.

<sup>8</sup> Incorporated by IAIFS on August 21, 2018.

<sup>9</sup> Purchased by IAIFS on October 31, 2018.

<sup>10</sup> Incorporated by IAIFS on August 20, 2019.

**CORPORATE CHART**  
**INDUSTRIAL ALLIANCE, INSURANCE**  
**and FINANCIAL SERVICES INC.**  
**US BUSINESS and INVESTMENT ACTIVITIES**



<sup>1</sup> New company resulting of the amalgamation of 6895808 Canada Inc. and 6895816 Canada Inc. on July 4, 2012.

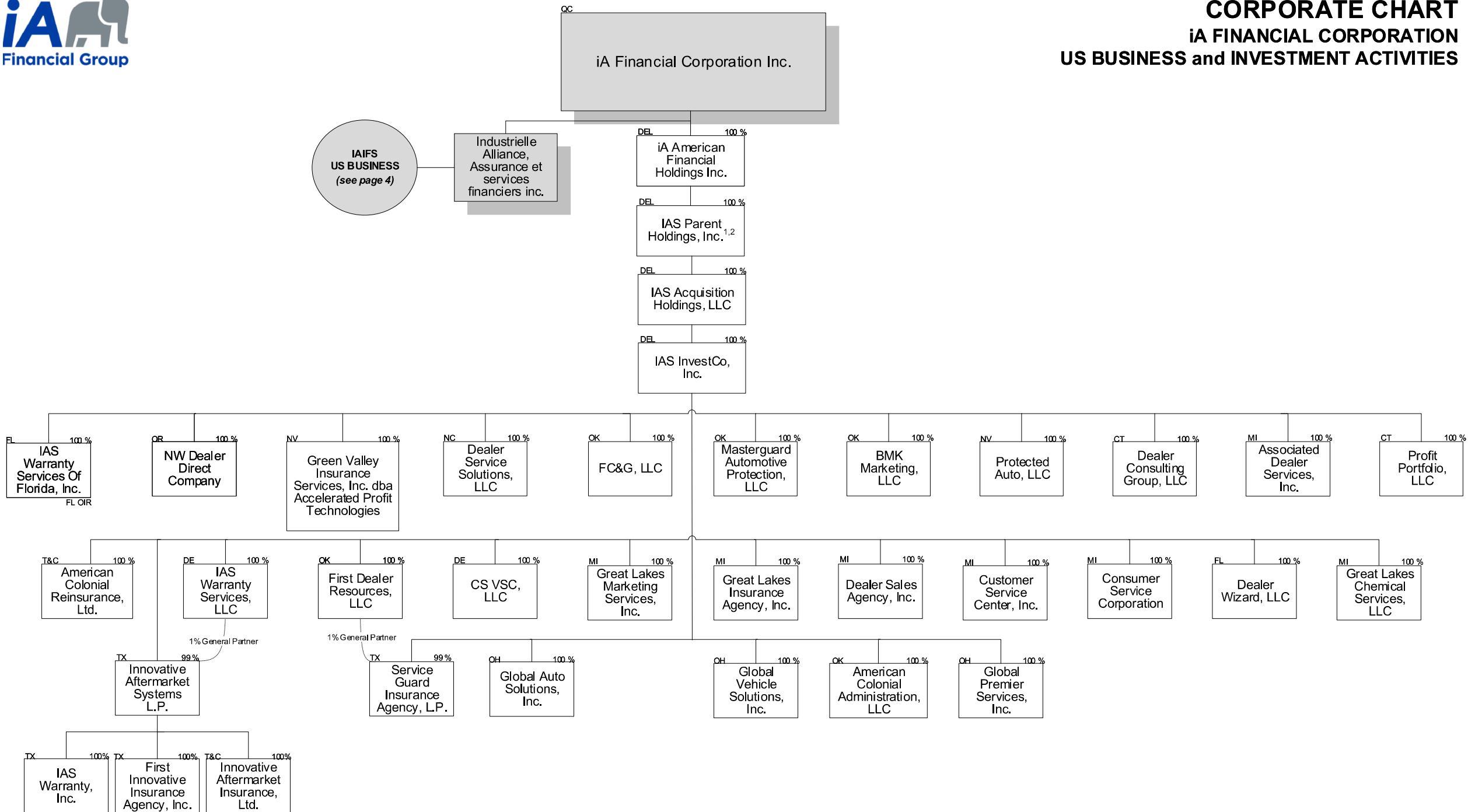
<sup>2</sup> Formerly United Family Life Insurance Company.

<sup>3</sup> IAIFS carries on business in the U.S. via its American branch which is not a distinct corporate entity.

<sup>4</sup> Acquisition by IA American Holdings Inc. on January 23, 2018.

<sup>5</sup> Formerly known as Helios Financial Holdings Corp.

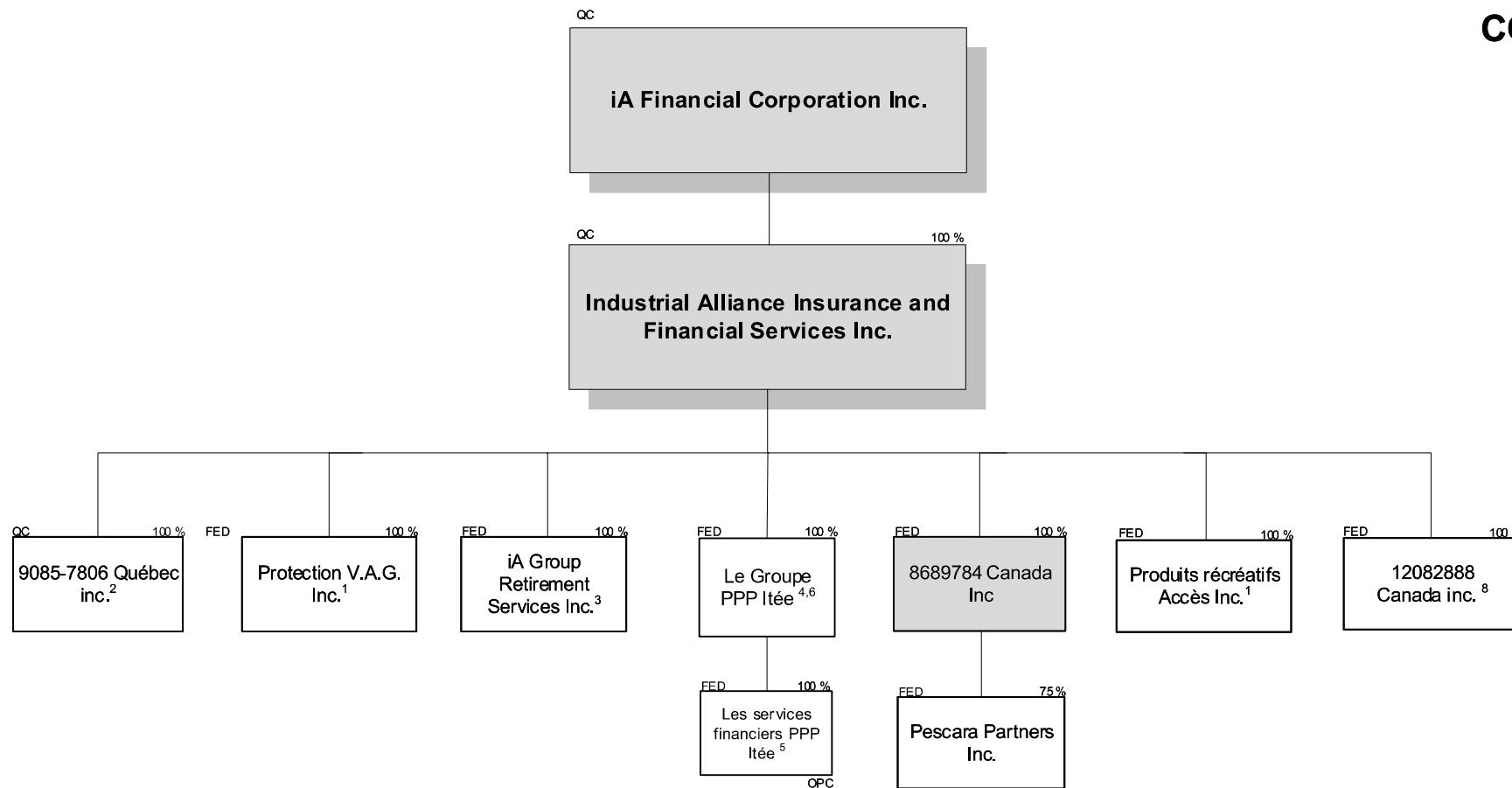
<sup>6</sup> Formerly known as IA American Casualty Holdings Inc.



ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company



**CORPORATE CHART**  
**WINDING UP**



<sup>1</sup> Liquidated in iAIFS on July 1<sup>st</sup>, 2013.

<sup>2</sup> Liquidated in iAIFS on February 15, 2017.

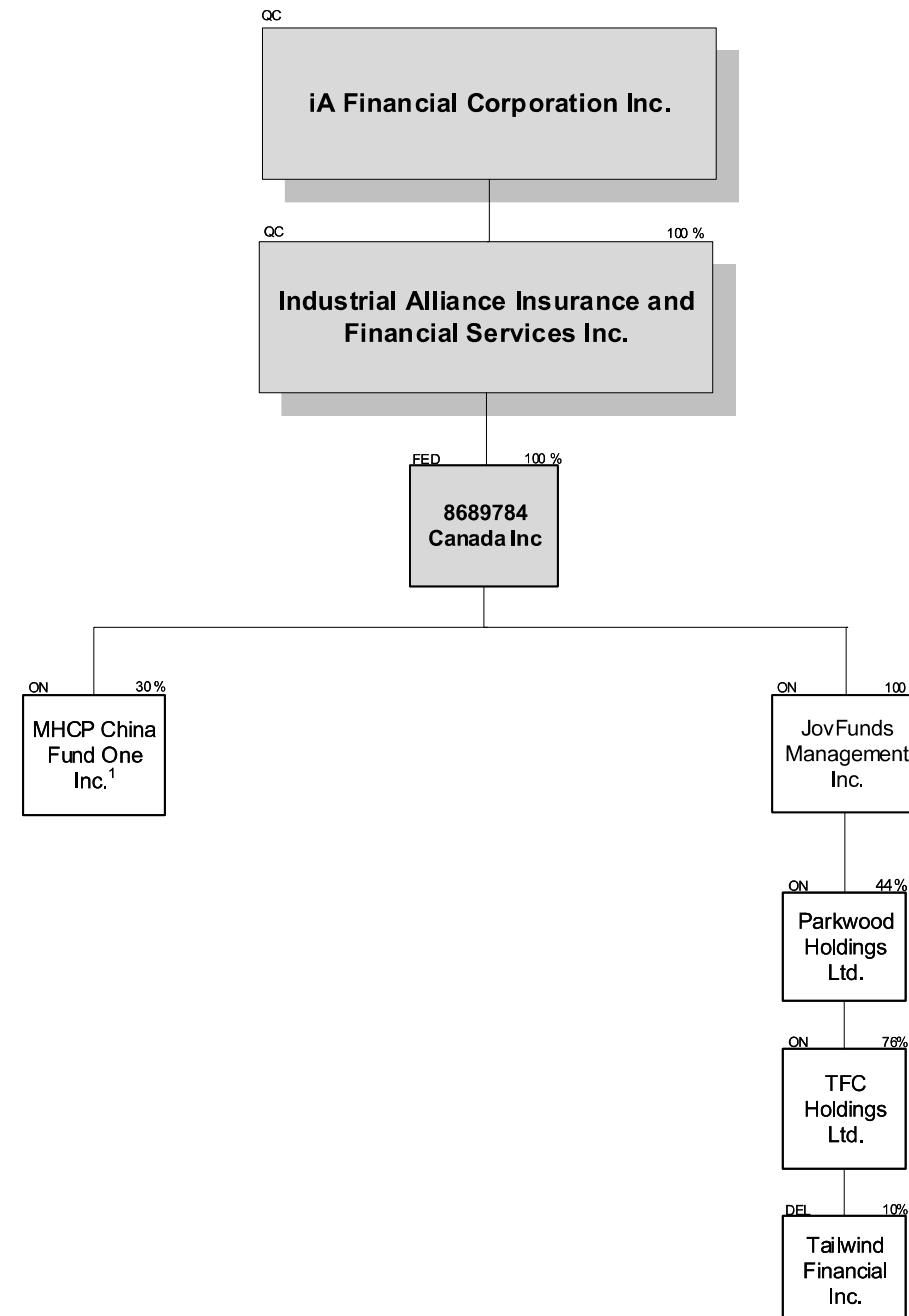
<sup>3</sup> Liquidated in iAIFS on December 17, 2018.

<sup>4</sup> Acquisition of Groupe PPP by iAIFS on November 18, 2016.

<sup>5</sup> Liquidated in Le Groupe PPP Ltée on April 1<sup>st</sup>, 2019.

<sup>6</sup> Liquidated in iAIFS on April 1<sup>st</sup>, 2019.

<sup>7</sup> Liquidated in iAIFS on May 28<sup>th</sup>, 2020.



<sup>1</sup> Amalgamation between Mission Hills Partners Inc. and MHCP China Fund One Inc. on April 1<sup>st</sup>, 2018.

ANNUAL STATEMENT FOR THE YEAR 2020 OF THE Dealers Assurance Company  
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