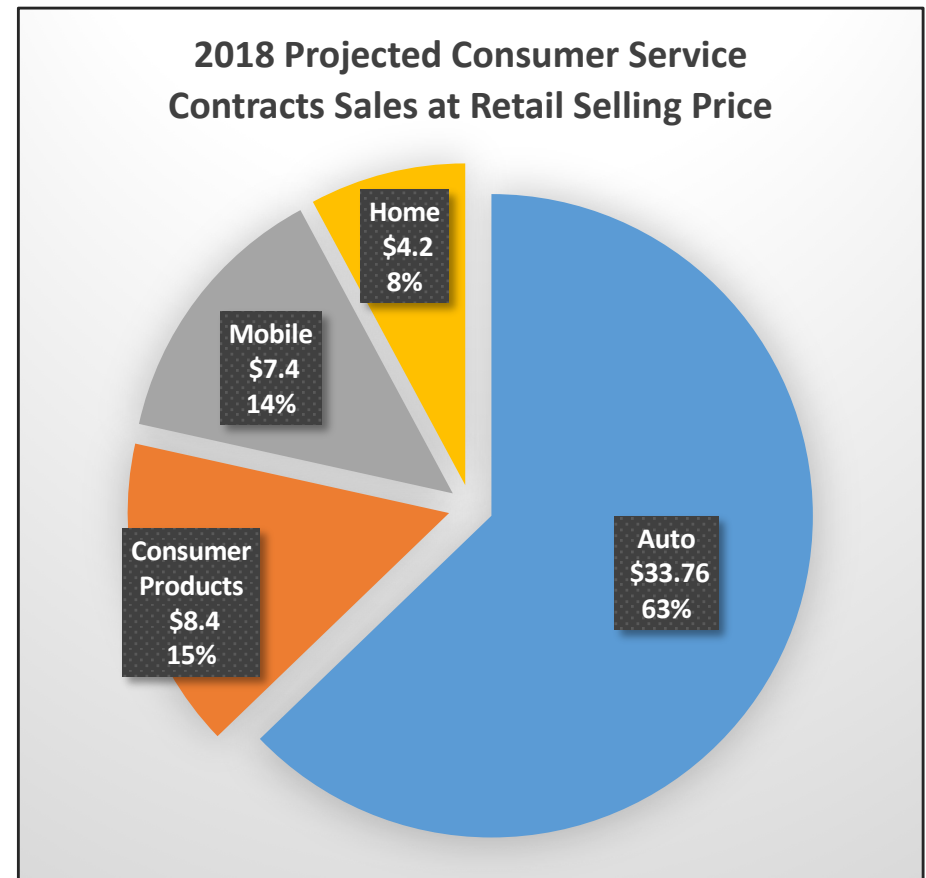


# Service Contract Industry Overview

- At the Retail Selling Price the US Consumer Service Contract Industry is projected at approximately \$53.7b for 2018
- Auto Vehicle Service Contracts (*and Ancillary Products*) dominate the industry with new and used vehicle contracts generating over \$33.7b at retail
- Consumer Products Service Contracts are flat to a slight decline as the product retails continue to drop and on-line sales (*where penetrations are lower*) have increased
- Mobile Insurance (*and Service Contract*) continues to grow as smart device penetration expands, number of devices increase and consistent hardware replacement cycles every 2-3 years
- Significant increases in Home Service Contracts as new distribution channels outside of real estate have greatly expanded and existing home sales have recovered
- Other products not included in this presentation include Commercial Programs, Marine, ATV, RV, Power Sports, Equipment Maintenance, Jewelry



*All products are considered Service Contracts and not insurance except Mobile when lost/theft is included.*

*Source: Personal Safeguards Group, LLC*