

# Guardian Warranty Corporation and Affiliates

A FINANCIAL SERVICES INVESTMENT  
by *CIVC Partners*

Financial Services



CIVC Partners partnered with management to acquire **Guardian Warranty Corporation** and affiliates (collectively, “Guardian”), a marketer, administrator, and insurer of extended vehicle service contracts sold through automotive dealers.

## The Company

*Guardian markets and administers fully insured extended vehicle service contracts sold through an internal sales force to automobile dealers in more than 30 states. Additionally, Guardian provides automobile dealers with other finance and insurance products, including: guaranteed asset protection, glass etch theft protection, premium financing, certified vehicle remarketing programs, and floor plan financing. Global International Insurance Company, a wholly owned subsidiary of Guardian, is rated A- (Excellent) by A.M. Best. Since 1995, Guardian has consistently differentiated itself from others by providing a superior level of service to both its dealerships and policyholders.*

## Value-Added Approach

*CIVC's partnership with Guardian is a result of CIVC's long-term focus on the financial services industry and its proactive immersion initiative in the automotive finance and insurance sector. CIVC identified automotive finance and insurance over one year ago as an attractive sector exhibiting characteristics that meet CIVC's investment criteria and has spent considerable resources developing its knowledge base and network within the sector. The investment in Guardian also represents another example of CIVC's investment strategy of partnering with experienced management teams running market-leading companies in targeted, niche industries. In addition to the strategic guidance that CIVC provides to all of its portfolio companies, CIVC has also committed growth capital to Guardian in support of management's plans for growth in the coming years.*

*If you have a potential add-on opportunity for Guardian or a new platform company in the automotive finance and insurance industry, please contact Scott Schwartz or Dan Helle.*

## CIVC PARTNERS' PORTFOLIO COMPANIES

### *sector*

---

#### **Business Services**

**THE BRICKMAN GROUP**  
**Landscape Maintenance**

**ICON IDENTITY SOLUTIONS**  
**Custom Signage and Maintenance Provider**

**PRECISION CAMERA & VIDEO REPAIR**  
**Outsourced Camera Repair Services**

**THERMO FLUIDS INC.**  
**Used Oil Collection and Reprocessor**

### *sector*

---

#### **Financial Services**

**FINANCIAL GUARANTY INSURANCE COMPANY**  
**Bond Insurance**

**GUARDIAN WARRANTY CORPORATION**  
**Vehicle Service Contracts**

**INNOVATIVE AFTERMARKET SYSTEMS**  
**Ancillary Vehicle Finance and Insurance Products**

**PACIFIC CREST SECURITIES**  
**Technology Focused Broker Dealer**

### *sector*

---

#### **Marketing and Information Services**

**MEDICAL KNOWLEDGE GROUP, LLC**  
**Medical Communications and Health Care Education**

**PIEDMONT TELEVISION HOLDINGS**  
**Television Stations**

### *sector*

---

#### **Other**

**EPIC TECHNOLOGIES**  
**Electronic Manufacturing Services**

**K & K SCREW PRODUCTS**  
**Precision Screw Machining**

**LA FITNESS INTERNATIONAL**  
**Fitness Club Operator**

---

#### **CIVC Contacts**

**John Compall**  
**Dan Helle**  
**Chris McLaughlin**  
**Mark McManus**

**David Miller**  
**Mike Miller**  
**Chris Perry**

**Scott Schwartz**  
**Marcus Wedner**  
**Keith Yamada**

---

CIVC Partners, a leader in private equity investing for nearly 40 years, manages over \$1.3 billion in private equity capital and currently invests from a \$650 million fund. CIVC provides growth and buyout capital to middle-market companies and executives with a focus on business services, financial services, and marketing and information services. More information on CIVC Partners and its portfolio companies can be found at [www.civc.com](http://www.civc.com).