

Innovative Aftermarket Systems, L.P. and Related Entities

A FINANCIAL SERVICES INVESTMENT
by CIVC Partners



CIVC Partners recently partnered with management to acquire **Innovative Aftermarket Systems, L.P.** and related entities (collectively, “IAS”), a leading provider of ancillary vehicle finance and insurance products sold through automotive dealers. As part of the transaction, members of the management team made significant investments in IAS, demonstrating their long-term commitment to the Company.

The Company

IAS offers ancillary vehicle finance and insurance products through a network of independent agents to automotive dealers in 49 states. Since its founding in 1984, IAS has expanded its offering to include a full suite of products, including guaranteed asset protection, tire and wheel coverage, theft deterrent systems, painless dent repair, and appearance protection systems. In addition, IAS offers its dealers one of the leading technology platforms in the industry. IAS' success is driven by the breadth of its product offering, which is largely unmatched within the sector; its technology solutions, which enhance IAS' value proposition to dealerships; and its focus on providing best-in-class service to its agent, dealer, and end consumer customers.

Value-Added Approach

CIVC's partnership with IAS 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 two years 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 IAS also represents another example of CIVC's investment strategy of partnering with experienced management teams running market-leading companies in targeted, niche industries. IAS is led by Garret Lacour and Bob Corbin, two visionary executives who have transformed IAS into a national market leader. In addition to the strategic guidance that CIVC provides to all of its portfolio companies, CIVC has also committed growth capital to IAS in support of management's plans for growth in the coming years.

If you have a potential add-on opportunity for IAS 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.