



FOR IMMEDIATE RELEASE

EFG Companies Expands Leadership Ranks Expanding Client F&I Revenue Generation and Wealth Creation

DALLAS, TX (August 8, 2023) EFG Companies has expanded its leadership team reflecting growth opportunities in powersports, dealership training, and profit participation programs. Adam Quart has been promoted to Senior Vice President, Agency Services and Powersports, Glenice Wilder will serve as EFG's Vice President, Training and Inside Sales, and Areej Duval has joined EFG Companies as Vice President of Reinsurance. Learn more: <https://bit.ly/EFGLeadership>

Areej Duval, Vice President, Reinsurance

Areej Duval brings 24 years of reinsurance, financial operations, insurance, accounting, and auditing experience to her position as Vice President of Reinsurance at EFG Companies. In this role, Areej is responsible for business oversight and leadership of EFG's profit participation programs, including formations, ceding, distributions, and dividends, reporting and quarterly reviews. Areej also coordinates the funding of the EFG Insurance trust, financial statements, and the company's year-end audit. In her previous role as Senior Vice President and US Controller of Aspen Insurance Holdings, Areej was responsible for all US financial accounting and operations, including all reinsurance accounting and reporting functions. Throughout her career, Areej has served in a variety of reinsurance and accounting management roles with companies such as, Alea North America Insurance Company/Catalina U.S. Insurance Services and The Hartford. Areej is a CPA, and received an MBA from the University of Connecticut, and an undergraduate degree in Finance from the University of Massachusetts.

Adam Quart, Senior Vice President Agency Service and Powersports

Adam brings more than 28 years of experience to his role where he will be responsible for growing EFG's agency and powersports market channels. This includes providing dealer development, both directly and through a distribution network of top-tier agents. As reflected in his recent predictions for the second half of 2023, Adam is focused on helping powersports and marine dealers continue to maximize online sales revenue opportunities, focus on localized financing, and bolster service capabilities for older models to offset potential revenue loss due to high interest rates. In the agency space, his team is arming agents to battle shrinking back-end profit margins, including playbooks for certified pre-owned warranty programs, electric vehicle education, and customer-first best practices to maximize client profit opportunities on every unit sold.

Glenice Wilder, Vice President, Training and Inside Sales

Glenice brings more than 36 years of industry experience, and close to two decades of growing EFG's capabilities and client base to her role, where she is responsible for developing dealership revenue and market share through ongoing training, and equipping clients with the skills and tools for sustainable performance improvement in today's highly unique environment. Currently, her teams are focused on assisting dealers in better navigating current industry challenges, including rising APR, the ongoing transition to online sales, and lack of inventory.

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About EFG Companies

For more than 45 years, EFG Companies has provided consumer protection programs for vehicles and residences across seven market channels. The company's strategic intent is to build sustainable market differentiation and profitability for its clients and partners, including dealers, lenders, manufacturers, independent marketers, and agents. EFG's award-winning engagement model is built upon the belief that the company serves as an extension of its clients' management teams, providing ongoing F&I development, training, product development, compliance, and nationally recognized product administration with an ASE-certified claims team. Learn more about EFG at: www.efgcompanies.com