



FOR IMMEDIATE RELEASE

EFG Companies Names Richard Christensen as New Vice President of Product Development

- OEM and Reinsurance veteran leads the next chapter in the company's heritage of industry-leading innovation -

DALLAS, TX (April 28, 2016) EFG Companies, the innovator behind the award-winning Hyundai Assurance program, announced today the addition of Richard Christensen as Vice President of Product Development. Christensen offers a wealth of direct experience in initiating and launching corporate strategic initiatives with companies like Hyundai Capital America and Nissan North America. In his previous roles, Christensen has overseen the launch of global strategic alliance formations with product, brand development and rollout, in conjunction with development of sales processes, reinsurance models, and regulatory and compliance practices. This experience will be well utilized as he leads the strategic efforts of EFG's product development team, including product lifecycle and relationship management.

With over 25 years of retail and wholesale automotive and reinsurance experience, Christensen most recently served as a Senior Director at Hyundai Capital America (HCA), where he was responsible for launching and managing a captive insurance subsidiary of HCA. He also served as President, Nissan Global Reinsurance, Ltd based in Bermuda, and functioned as a Sr. Manager of Vehicle Service Contracts for Nissan North America, in Los Angeles.

"Today's dealers are under an immense amount of pressure, from undertaking stringent compliance initiatives to incentivizing new consumer groups to enter an automotive market with ever higher entry-level price tags," said John Pappanastos, President and CEO of EFG Companies. "Dealers need agile partners who are constantly looking ahead to see where the industry is going and to look at new challenges as opportunities to increase dealer profitability. At EFG, we consider ourselves one of those partners. The addition of Rick to our leadership team strengthens our position in leading the industry in terms of product innovation and administration of quality consumer protection products that benefit consumers, dealerships and the industry as a whole."

"Dealerships and lenders need better ways to connect and retain purchase behavior with a more informed and demanding consumer," said Christensen. "We're doing very progressive work that is aligned with our goals of leading the industry in focusing on customer service and consumer benefits, with an eye towards compliance and sales process for the dealers and I'm excited to be a part of it."

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About EFG Companies

EFG Companies combines almost 40 years of experience serving as an industry innovator of consumer and vehicle protection programs with the company's commitment to raising the industry bar in providing superior client engagement. With their field and administrative teams AFIP and ASE certified, EFG's professionals provide world-class product development and administration, go-to-market strategies, training and auditing support across a multitude of channels. www.efgcompanies.com