



Company Story

Our Story

In the early 1900s, when the motor vehicle industry was just in its infancy, dealers paid cash to stock their inventory, purchasing just a few vehicles at a time. Subsequently, with the onset of the assembly line, manufacturers wanted dealers to buy vehicles in large quantities in order to keep factories running regularly. To help dealers buy larger quantities, GM created General Motors Acceptance Corporation in 1919. By 1939, the fast growing financial arm of America's premiere auto manufacturer was not only helping dealers, they had expanded into helping consumers get on the road with financing and insurance options.

On Nov. 30, 2006, General Motors sold a 51 percent controlling interest in GMAC to a consortium of investors led by Cerberus Capital Management, L.P., a private investment firm, and including Citigroup Inc., Aozora Bank Ltd. and a subsidiary of The PNC Financial Services Group, Inc. Strengthened by the company's new ownership structure, GMAC Insurance will be able to pursue new business opportunities going forward. Today, GMAC Insurance Personal Lines is a thriving \$1.453 billion dollar company with 2,598 employees, offering full-service insurance solutions for nearly all automotive brands and models in 47 states, as well as homeowners insurance.

Today, GMAC Insurance ranks among the top insurers in the nation. In total, 1.2 million policies and 2 million vehicles are currently serviced by GMAC Insurance Personal Lines for a full spectrum of drivers, buying their insurance through a variety of channels.

Our Promise

As the country's only insurance company to come from within the automotive industry, GMAC Insurance has a unique perspective. To its very core, the company understands that, to Americans, a car is more than a transportation tool. It is a tangible link to our freedom, self-expression, and most of all, the fundamental catalyst that keeps our lives moving. GMAC Insurance's first priority is to make sure its customers are OK in the event of an accident, and then the company focuses on getting them back on the road as quickly as possible. From its Smart Services, a first-of-its-kind collection of benefits designed to help ease the post-accident recovery process, to its customer service representatives that make you feel like a person and not a policy number, GMAC Insurance is built from the ground up to anticipate, understand and meet its customers' needs.



Facts and Figures

Who We Are

Founded in 1939 as Motors Insurance Corporation, the GMAC Insurance Group is one of the largest property and casualty insurance companies in the United States and is a wholly owned subsidiary of GMAC. The company provides a broad range of insurance and insurance-related products and services for individual consumers, as well as automotive dealerships and other businesses.

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The GMAC Insurance Group employs approximately 3,800 people worldwide in more than 100 offices in the United States and Canada, as well as international operations in Europe, Latin America and Asia. GMAC Insurance Personal Lines, which sells vehicle and homeowners insurance to consumers, has 2,598 employees and its 2006 sales were \$1.453 billion.

For Consumers

GMAC Insurance Personal Lines offers automobile, RV, motorcycle, boat and specialty vehicle insurance, as well as homeowners insurance, to consumers through a number of distribution channels, including independent agents, affinity groups and the Internet. With a nationwide network of claims professionals, local independent agents and a 24-hour, toll-free claims hotline available 365 days a year, GMAC Insurance provides superior claims service for its customers.

For Businesses

Motors Insurance encompasses a number of businesses, including automotive extended-service and maintenance contracts sold through GM dealers in the U.S. and Canada, and similar products to the non-GM market. GMAC Insurance's international operations also fall under Motors Insurance. GMAC RE offers dealer inventory insurance and property/casualty reinsurance programs.

Major Corporate Locations

St. Louis, Missouri
Winston-Salem, North Carolina
Atlanta, Georgia
Southfield, Michigan

GMAC Insurance – Personal Lines Executive Team

Gary Y. Kusumi
President & CEO

Bernie Buselmeier
Chief Financial Officer



GMAC Insurance Personal Lines Company Milestones

- 1939** Motors Insurance Corporation (MIC) is formed by the General Motors Acceptance Corporation to provide dealers with floor plan insurance and their customers with automobile physical damage insurance. It is now part of GMAC Insurance, a wholly owned subsidiary of GMAC.
- 1980** MIC, a subsidiary of MIC General Insurance Group (MICG), starts offering automobile liability insurance to GM employees.
- 1991** GMAC Insurance purchases NAVCO, the holding company of the National General Insurance Companies, from Xerox, allowing it to provide insurance to consumers through partnerships with affinity groups and associations.
- 1997** GMAC Insurance purchases Integon, the North Carolina-based insurance group with independent agency distribution in 20 states. The acquisition doubles the company's underwriting capabilities.
- 1999** MICG, the National General Insurance Companies and the Integon companies start operating under the GMAC Insurance name.
- 2001** GMAC Insurance launches GMAC Insurance Online, now at www.gmacinsurance.com, using patent-pending technology to eliminate many of the expensive, manual processes used by traditional insurance companies. The result is a quick and convenient way for consumers to buy auto insurance and save money with an established, respected company.
- 2003** GMAC Insurance is named America's #1 RV Insurance Specialist in an independent study conducted by URI Information Services and Dr. James E. Fisher, St. Louis University.
- 2004** *CIO Magazine* names GMAC Insurance to the Agile 100 list, representing companies with the highest standards of competence, creativity, leadership and accomplishment in the information technology field.
- 2005** GMAC Insurance launches the first annual GMAC Insurance National Drivers Test, designed to educate and empower the public to be safer drivers.
- GMAC Insurance is named "The Young Agents of North Carolina's Company of the Year" by the Independent Insurance Agents of North Carolina (IIANC).
- 2006** On Nov. 30, 2006, General Motors sold a 51 percent controlling interest in GMAC to a consortium of investors led by Cerberus Capital Management, L.P., a private investment firm, and including Citigroup Inc., Aozora Bank Ltd. and a subsidiary of The PNC Financial Services Group, Inc. Strengthened by the company's new ownership structure, GMAC Insurance will be able to pursue new business opportunities going forward.



Recent Awards

2006 Outstanding Young Professional Company Representative of the Year

July 2006 – Chris Rogerson, GMAC Insurance Regional Sales Manager responsible for Virginia, Tennessee and Pennsylvania, was honored as the first recipient of the “2006 Outstanding Young Professional Company Representative of the Year” award. The Professional Insurance Agents of Virginia and Washington, D.C., (PIA VA/DC) presented the distinction to Rogerson on June 27 in Virginia Beach at the PIA VA/DC annual banquet.

Members of the Young Professionals Council selected Rogerson from a group of premier nominees chosen for their active participation within the greater Young Professionals Council. Other considerations included in the nomination process are the nominee’s contribution and assistance to others in the industry, involvement in legislative issues and community service participation.

The Young Agents of North Carolina’s Company of the Year

June 2006 – For the second year in a row, GMAC Insurance has been named “The Young Agents of North Carolina’s Company of the Year” by the Independent Insurance Agents of North Carolina (IIANC). The IIANC awarded this top distinction at the annual Young Agents Conference in Myrtle Beach, S.C.

The award is presented annually to the company that demonstrates strong support for association activities and commitment to the independent agency system. Nominees are judged on performance in a variety of categories: market availability, competitiveness in pricing, underwriting personnel, product delivery, claim settlement, marketing, product development, accounting contracts, agency contracts and overall agency/company relations.

GMAC Insurance

Gary Y. Kusumi
President & CEO

Gary Kusumi began his career with General Motors in its cooperative student program working in a Chevrolet transmission plant in Toledo, Ohio. Today, he is president and CEO of GMAC Insurance Personal Lines, one of America's largest property and casualty insurers.

Kusumi started his insurance career at Progressive Insurance in 1981, where he served in a series of product management and general management positions. He rose to become president of the company's Atlantic division, president of the Specialty Trucking Division, president of the Transportation Group and president of the Commercial Group.

In 1993, Kusumi left Progressive to join American Financial Group as president of the company's Leader National subsidiary in Cleveland, Ohio. He then served as president of another AFG company, Windsor Insurance, in Atlanta, until 1998 when he was named president and CEO of Integon. He was named CEO of GMAC Insurance Personal Lines in 1999.

Kusumi has led a virtual transformation of GMAC Insurance, integrating the company's consumer insurance acquisitions to create a spectrum of insurance products that support the American driver's love of the road.

Kusumi holds a master's degree from Harvard Business School. He is currently Chairman of the Board of the Insurance Institute of Highway Safety.



Media Contacts

If you are a member of the press and need further information about GMAC Insurance, please contact one of our public relations representatives:

Anne Houseman
CerconeBrownCurtis
617-248-0680 x33
ahouseman@cerconebrown.com

Noelle Guerin
CerconeBrownCurtis
617-248-0680 x10
nguerin@cerconebrown.com

If you are unable to reach a representative at CerconeBrownCurtis, please contact:

Tate Nix
GMAC Insurance
404-682-3039
pr@gmacinsurance.com