



**INSUR**  **IA**

Are **u** ready for what's next?





# Is It Time To Shift Gears?

You've built a company to be proud of. Are you thinking about what comes next? For many insurance-focused companies, a strategic partner can help shift your business into high gear, allowing you to step away from the day-to-day operational grind or walk away completely if you're ready to move onto a new venture.

**That's where **we** come in.**

# Meet **Insurvia**

The logo for Insurvia, featuring the word "INSURVIA" in blue and green capital letters with a green checkmark integrated into the letter "V".The logo for Fiesta Franchise Corporation, featuring a cartoon penguin wearing a sombrero and a red sombrero on a stick, with the word "FIESTA" in red and "FRANCHISE CORPORATION" in smaller black text below it.The logo for La Familia Auto Insurance, featuring the words "La Familia" in green and orange, with "AUTO INSURANCE" in white text on a black rectangular background below it.The logo for Bravo General Insurance Services, featuring a red shield with a white star, with the words "BRAVO GENERAL" in bold black and "INSURANCE SERVICES" in smaller red text below it.

Insurvia is an insurance and financial services holding company currently comprised of Fiesta Insurance Franchise Corporation, La Familia Auto Insurance, and Bravo General Insurance Services. We bring more than 15 years of experience in the industry, with a particular focus on the U.S. Hispanic market, and we are actively seeking to add insurance-focused companies to our portfolio.

**That's where **you** come in.**

# Grow With Us

## An Experienced Management Team



**John Hollar**

Chief Executive Officer



**Randy Birchfield**

Chief Operating Officer / Chief Financial Officer



**Thom Vyneman**

President of Underwriting Services



**Danish Charanya**

President, Corporate Stores



**Carlos Gil**

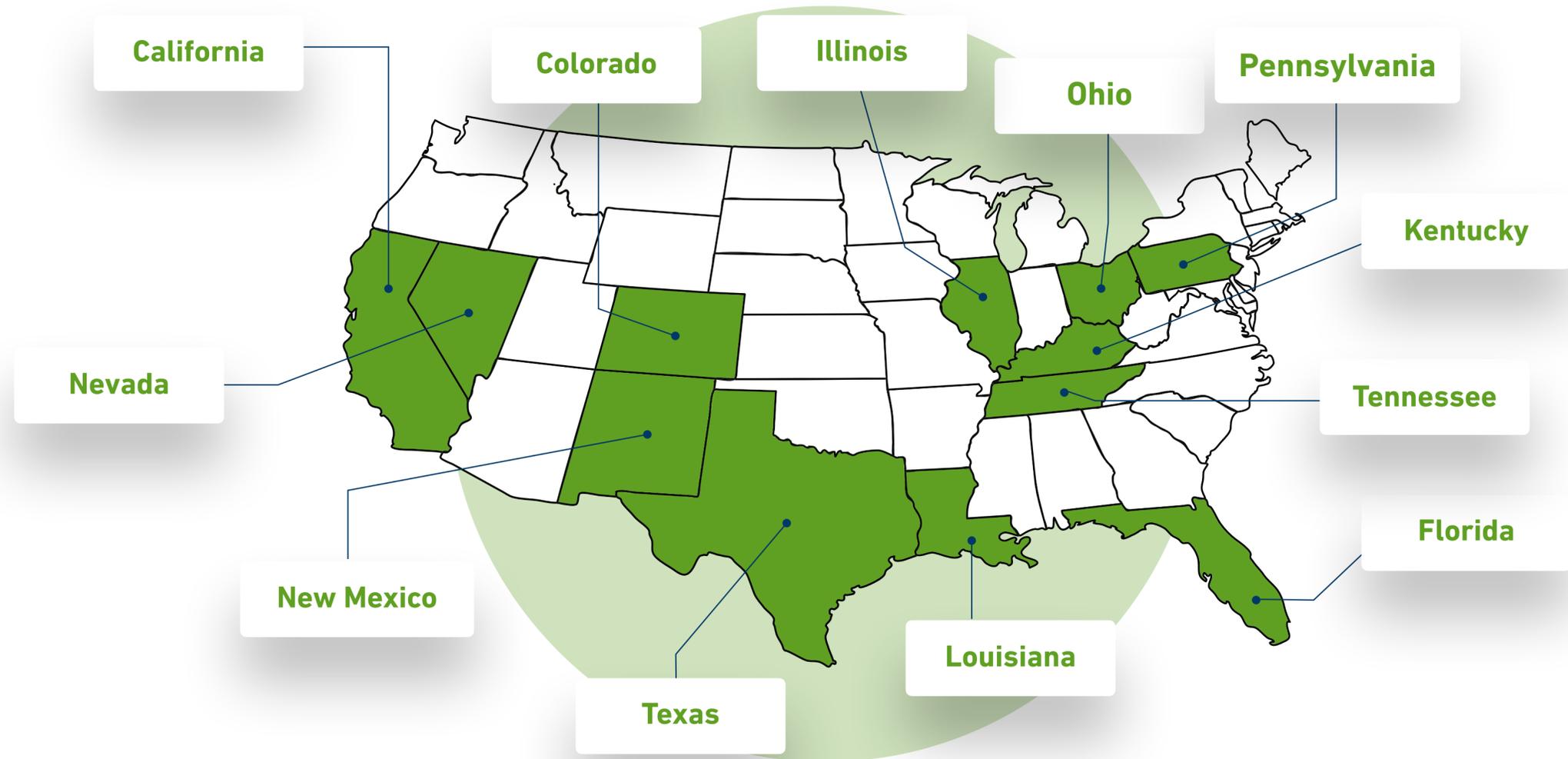
VP, Franchise Stores



**Steve Minster**

Chief Marketing Officer

## Our Footprint



- Over 300 office locations
- Integrated MGA with fully supported technology stack
- Over \$270M in premium under management

# Why Work With Us?

**Insurvia offers flexible solutions to meet your needs and there are several ways to partner with Insurvia.**

We offer a 100% buyout or rollover equity for owners who are ready to sell their business. Want to keep your brand? We can add it to our portfolio. Prefer to join one of our well-established brands? We'll convert your existing locations and online properties. Are you looking for a way to preserve your legacy and unique company culture? We can help there, too.

Whether you want to keep operating your company or step away entirely, we can explore an ideal partnership together. And if you have specific goals for your business (like estate planning, for example), we'll work with you to meet your needs.

We also understand that trust and speed are important during this process, and we are committed to dedicating the resources necessary to reviewing your opportunity and working with you in good faith to get a deal done. We operate with full transparency to find a solution that works for all parties.

# The **Insurvia** Advantage

When you partner with Insurvia, you get the benefit of:

- An experienced and committed management team leading the go-forward strategy
- Flexible financial backing from Gemspring Capital; partnering to achieve our full potential
- A partner with nationwide presence and longstanding carrier relationships
- A strong geographic footprint in key non-standard auto insurance markets

- A highly diversified business model
- An omni-choice strategic platform that allows us to reach and support the right customer with the right product through the right channel
- A broad network of locations, including fast-growing and difficult-to-reach markets
- Robust training and back-office infrastructure
- Profitable and rapid growth fueling expansion opportunities



# Let's Talk

If you're ready for what's next for you and your business, or would like to explore your options with us, we're ready to talk! Insurvia has engaged Genz & Associates as our Mergers & Acquisitions advisor to assist in our growth strategy.

**Mark Genz**

CEO & Founder

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