

***AutoXcel***<sup>®</sup>

# Revenue Generating

PRODUCTS & PROGRAMS





## Total Vehicle Protection SOLUTIONS



### Total Protection

**Total Protection VSC** provides the most extensive protection to consumers, offering four different levels of coverage: **Powertrain, Powertrain Plus, Powertrain Wrap, and Exclusionary Noted**, and three excellent optional coverages: Lift Kit, Spark/Exhaust, and Technology. This range of options makes it easy for customers to choose the right plan that fits their budget and coverage needs.

### Total Protection Plus

To complement Total Protection, AutoXcel® offers an additional range of ancillary services under its **Total Protection Plus** program. These services include Windshield Protection, Key/FOB Replacement, and Paintless Dent Repair (PDR), all available under any of the four levels of **Total Protection** along with the optional coverage options. When the goal is to offer one contract with the most coverage, **Total Protection Plus** meets that goal.

### AXC 3-6 Short-Term

**AutoXcel®** offers short-term mechanical vehicle service contracts for a term of either three months (up to 3,000 miles) or six months (up to 6,000 miles). Once the driver selects the term, they can choose between two coverage packages: the **AXC 3-6 Powertrain** package or the **AXC 3-6 Exclusionary Noted** program. The **Powertrain** package provides comprehensive stated coverage for major drivetrain components, while the **Exclusionary Noted** program offers the highest level of protection with the most extensive component coverage.

### Technology

Manufacturer-installed technology components are often a significant factor in attracting potential buyers. However, when these components fail, the cost of repairing or replacing them can be considerable. To safeguard consumers from such expenses, **AutoXcel®** created **AutoXcel® Technology**. This innovative program covers the most commonly included technology components, providing consumers with more assurance and peace of mind.

### High-Mileage

The high mileage, pre-owned vehicle market continues to grow each year with many consumers holding vehicles longer. To cater to this ever-expanding industry sector, **AutoXcel®** provides an attractive **High Mileage** service contract that covers all major drivetrain components. Additionally, we offer appealing add-on coverages for used car buyers. Drivers can select certain Unlimited Miles programs, cover a pre-owned Diesel vehicle, purchase 4-Wheel Drive coverage, and even protect a vehicle's Lift Kit, Tires, or Suspension. This flexible program gives used car buyers the options they desire and dealers the tools they need to make the sale.

### Electric Vehicle

The market for Electric Vehicles (EVs) is growing rapidly due to government incentives, manufacturer deadlines, and consumer demand. To support dealers and consumers in this important industry sector, **AutoXcel®** offers a comprehensive **Electric Vehicle Service Contract (EVSC)**. The **EVSC** covers critical electrical and mechanical components and is available in two coverages: The **Powertrain Plus Wrap** package, which wraps around a vehicle's existing powertrain warranty, and the **Exclusionary Noted** program, which provides even more extensive coverage of a vehicle's mechanical, electrical, and technology components. Battery Array coverage is also available for qualifying vehicles.

### Certified Pre-Owned and Exclusionary Wrap CPO

Certified pre-owned vehicles are a great alternative for consumers who don't want to buy new but still want assurances of a vehicle's roadworthiness and safety. To serve this segment, **AutoXcel®** provides a **Certified Pre-Owned, Exclusionary Wrap VSC** and some short-term **Dealer Loyalty CPO** programs for pre-load.

IN-DEMAND  
**SUPPLEMENTAL  
 CARE PACKAGES**



**AXC Bundles**

After purchasing a new car, most consumers strive to maintain its pristine appearance. To help them achieve this, **AutoXcel**® has designed six distinct ancillary programs that cater to the needs of every driver. These programs include **StayNu**, which is our most comprehensive appearance protection program, packages for Exotic vehicles, and everything in between. With **AutoXcel**®, consumers can rest assured that their vehicle's appearance will remain in top-notch condition, without exorbitant out-of-pocket costs. **AX5** and **AX4** programs combine great appearance programs with tire and wheel coverage.

**Tire & Wheel**

**AutoXcel**®, in association with its affiliated company, **WheelRenew**®, knows a ton about wheel repair and tire sourcing. **AutoXcel**® began its **Tire & Wheel** protection programs in 2009 and has a stellar history in this segment. The most comprehensive program is **Dynamic Wheel Max** which provides long-term coverage of tire and wheels, without deductibles. Roadside assistance is included. **Dynamic Wheel Max Exotics** provides the same great tire and wheel coverage on high-end vehicles. If a dealer wants just tire coverage or just wheel coverage, then **AutoXcel**® provides **Dynamic Tire**, which offers complete coverage for tires, and **Dynamic Wheel**, which provides cosmetic protection for wheels. To our knowledge, **AutoXcel**® is also the only provider of coverage for **PVD** wheels - see high-voltage **PVD**.

**Stand Alones**

**AutoXcel**® offers a range of products and services that cater to a specific need of a driver. In addition to our vehicle service and protection programs, we also provide standalone products such as **Dynamic Image**, **Dynamic Glass**, **Recover Key**, and **Paintless Dent Repair (PDR)**. These offerings permit a dealer to make an à la carte offering that fits.

**StayNu**  
**AX3**  
**AX4w/Opt Key**  
**AX5 w/Key**  
**AX3 Exotics**  
**AX4 Exotics**

**Dynamic Wheel**  
**Dynamic Tire**  
**Dynamic Wheel Max**  
**Dynamic Wheel Max Exotics**

**Dynamic Image**  
**Dynamic Glass**  
**Recover Key**  
**Paintless Dent Repair (PDR)**





## TOOLS FOR Lifetime Customer Retention

### Lifetime Powertrain

Building sustainable customer loyalty is an essential aspect of any dealership's success. **AutoXcel's® Lifetime Powertrain Warranty** allows you to reward your customers for choosing your dealership for their next vehicle purchase by covering the most important components of the vehicle. With built-in incentives for customers to maintain and repair their vehicles at your dealership, you'll be on your way to building lifelong customers.

### Total Loyalty Credit (TLC)

If something unfortunate happens to your customer's new car, **AutoXcel®** has a program designed to help the Dealer ease their burden while also helping you build customer loyalty. Our dealer loyalty program, **Total Loss Credit (TLC)**, helps drivers get back on the road again by offering a selling dealer credit of up to \$5,000 in the event of a total loss when the consumer buys again from the dealer.

### TLC2-Loyalty Contract

**TLC2** combines the benefits of our **Total Loss Credit** with an additional **Total Loyalty Credit**. By enrolling in **TLC2**, your customers will enjoy a loyalty-based maintenance plan that encourages them to service their vehicle at your dealership. The program also rewards them for maintaining their vehicle in excellent condition by offering up to a 10% increase in fair market trade-in value. With **TLC2**, your customers will receive unmatched benefits and unparalleled service, which will keep them coming back to your dealership for years to come.



BEST IN CLASS

## Bundled Protection with Lease-End Benefits



### Lease Wear & Tear

AutoXcel's® Lease Wear & Tear program is designed to protect leaseholders from significant penalties associated with common vehicle wear and tear. By encouraging your customers to enroll in this valuable program, they can save on additional out-of-pocket expenses when returning a leased vehicle. The program helps drivers avoid security deposit deductions and offers coverage up to \$5,000.

### AX4 w/Key Ultimate (LWT)

AutoXcel's® AX4 with Key Ultimate is a Lease Wear & Tear program that offers premium features like tire, wheel, and windshield protection, along with paintless dent repair. Additionally, AX4 provides generous end-of-term lease benefits to help drivers save on unforeseen out-of-pocket expenses, with coverage up to \$5,000. Lastly, the AX4 program offers optional key replacement coverage.

### AX5 w/Key Ultimate (LWT)

AX5 with Key Ultimate is our most robust Lease Wear & Tear Program with features designed to deliver drivers maximum appearance protection and tire and wheel coverage. The program includes windshield repair and windshield replacement reimbursement, paintless dent repair, comprehensive tire and wheel coverage, extensive roadside assistance benefits, and interior/ exterior protection. With an applicable term of up to seven years, AX5 also affords drivers with optional key replacement coverage.

## GAP

Guaranteed Asset Protection



In the event of a complete vehicle loss, AutoXcel® provides the **Certainty Guaranteed Asset Protection (GAP)** program, which helps drivers avoid any additional out-of-pocket expenses that might not be covered by their insurance. This comprehensive program pays off the remaining balance on the car loan after a complete loss, ensures that the loan is satisfied to protect the driver's credit history, and covers deductibles up to \$1,000. **Certainty GAP** provides drivers with the additional peace of mind they need and helps them get back on the road as quickly as possible.



#1 GUARANTEED ASSET PROTECTION



COMPREHENSIVE  
**Recreational  
Vehicle Protection**



**VSC**

The powersports and recreational vehicle industry has gained immense popularity in recent years. **AutoXcel**<sup>®</sup>, in response, has designed a variety of **Vehicle Service Contracts** to cater to this expanding segment. **AutoXcel's Powersports** portfolio comprises Standard and Premium level plans for Boats & Personal Watercrafts, Motorcycles & Touring Bikes, and ATVs & Utility Vehicles.

**Tire & Wheel**

**AutoXcel**<sup>®</sup> provides an ancillary **Tire & Wheel** plan that caters to motorcycles. Apart from our **Powersports VSC** programs, our motorcycle tire & wheel protection offers a range of benefits, including roadside assistance, towing or cycle pick up, battery service, flat tire assistance, and fuel, oil, fluid, and water delivery service. We also cover tire repair and replacement, as well as bent wheel repair and replacement as needed.

**GAP (Guaranteed Asset Protection)**

**AutoXcel**<sup>®</sup> offers **Guaranteed Asset Protection (GAP)** for motorcycles, personal watercraft, scooters, and ATVs. This program protects enthusiasts from the financial impact of accidents and theft that result in total loss. By providing coverage for such events, riders can have peace of mind and avoid costly expenses in the future.



- ✓ **MOTORCYCLES**
- ✓ **BOATS**
- ✓ **ATVs**
- ✓ **UTILITY VEHICLES**
- ✓ **SCOOTERS**

