


## MEDIA KIT

Group1001 is a consumer-centric, technology-driven family of insurance companies on a mission to deliver outstanding value and operational performance by combining financial strength and stability with deep insurance expertise and a can-do culture.



Established in June 2017, bringing together Delaware Life and Delaware Life of New York with a number of newly acquired companies, Group1001 currently manages approximately \$37 billion in revenue-generating assets. We strive to empower people to make the most of their money by making insurance more useful, intuitive, and accessible for everyone. It is our goal to make insurance work for our clients rather than the other way around.

## OUR STORY

In 2013, our story began with the launch of Delaware Life. The current success is a credit to our talented team who has worked to break the mold and deliver more useful, effective products to our customers.

We are now able to expand our reach and impact new audiences by offering high-performing products that are more useful, more intuitive, and more accessible to everyone.

**Group1001 is not a typical life insurance and annuities company; we are a platform to empower people to get more out of life.**

## FAQ

**Q: What does the name Group1001 mean?**

**A:** We believe there is power in numbers: in our team, in our consumers, and in the data driving our innovations. 1001 is a unique number, with perfect symmetry that reflects the two balanced sides of our business: **fresh thinking with the insurance expertise** needed to empower people, communities, and the industry.

In addition, “One Thousand One” (as the team members say it), is common shorthand for something that exceeds expectations – which accurately reflects our big ambition to continually improve the insurance experience.



## Q: Why was the company created?

**A:** Group1001 was built to create and serve our family of consumer-centric, technology-driven brands and products. We hope to transform the insurance experience with a diverse mix of people in mind – from young graduates to retirees, high net worth individuals to folks who are just beginning to plan for their futures.

While each business will have its specific focus day-to-day, it is our role as the parent of the group to drive us all towards our bigger, shared ambition: **putting power in the peoples' hands so everyone can get the most value from their money.**

## Q: How will it shape the industry?

**A:** America needs a different kind of savings and investment offer and the sector is simply not changing fast enough.

Traditional financial service businesses are built like siloed manufacturing plants, focused on creating products – not on meeting real needs. **We have been working hard to break down these unnecessary silos and the types of institutional barriers** to execution that can exist in more traditional companies.

Our lives have been immeasurably improved by real time technologies, social networks, big data, and other advances. But many aspects of the financial markets, such as life insurance and retirement savings, remain largely untouched by these advances.

## Q: What is the company doing to engage and empower communities?

**A:** Understanding that it is vital to embrace and invest in our communities, we are on a mission to empower people and communities by supporting initiatives at

the intersection of sports and education. In addition to numerous programs and actives being spearheaded by the individual brands that sit under Group1001, corporate-wide initiatives include:

- Group1001 pledged \$5 million to bring synthetic turf athletic fields and MLB Reviving Baseball in Inner Cities (RBI) programs to underserved communities.
- We are an active participant in Fields & Futures, a program that serves Oklahoma City Public Schools Athletics in their mission to grow student participation in sports by rebuilding athletic fields and creating new opportunities for students.
- Group1001 is a sponsor of Elites Optimization Services, a provider of mentoring and career services aimed at helping athletes start and transition to new careers, by providing financial education training that educate athletes.
- We're a part of the LPGA Women in Tech (IWIT) Championship, which aims to advance opportunities for women in the fast-growing field of science and technology (STEM), including robotics, as well as assist women looking to re-enter the workforce.

## Q: What products does Group1001 offer?

**A:** Under Group1001 there are a range of financial products that were designed to meet a diverse set of needs.

- **Relay** combines an immediate annuity with cash-back rewards to provide customers with a unique tool to take control of their financial future. We aim to empower our customers by rewarding their smart-spending habits with unmatched cash-back returns.

# GROUP1001

- Gainbridge knows that many people want to take control of their financial future and not rely on someone else to get them there. Gainbridge products equip them with what they need to grow their money themselves: smart investment vehicles; timely information; intuitive tools.
- Delaware Life offers brokers, dealers and advisors a sophisticated but traditional annuity that performs every time. There is no fuss or needless features, **just straightforward value and low fees, plain and simple.**

## Q: Where are you based?

**A:** The headquarters of Group1001 will be in Indianapolis with offices in Chicago, New York and Waltham, Massachusetts.

## Q: Where can I find more information on Group1001 and its sub-brands?

**A:** Please go to [www.Group1001.com](http://www.Group1001.com).

## COMPANY STRUCTURE

### About Dan Towriss, Chief Executive Officer

Mr. Towriss, an actuary by training, was chief risk officer for a unit of the international insurance company Aegon when he joined Guggenheim Partners in 2009. As Guggenheim Partners' insurance expert, Mr. Towriss helped the firm acquire and oversee a number of life insurance companies, in each case building a track record for growth and a return to profitability.

While he continued at Guggenheim Partners, a group of private investors led by Mr. Towriss separately

created Delaware Life Holdings in 2012 to acquire the U.S. annuities and certain life insurance business of the Canadian company, Sun Life Financial.

Under Mr. Towriss's leadership, Delaware Life Holdings reorganized and revitalized the acquired businesses, returning them to growth and profitability, with sales of new insurance products growing in excess of 20 percent annually.

## BOILERPLATE

Group1001 is a customer-centric insurance holding company with combined assets under management of approximately \$37 billion as of December 31, 2017. We are reimagining the insurance industry experience in ways that empower people financially and help them live better lives. Our mission as a group is to make insurance more useful, intuitive and accessible so everyone can get the most value from their money.

Group1001 believes education and sports have the power to transform communities. We partner with Fields & Futures and the Cal Ripken Sr. Foundation to revitalize sports fields in communities across the country, to provide safe and nurturing spaces for young people in the communities we serve. Group1001 also sponsors the Power of Sports, which celebrates powerful stories of people and organizations connecting through sports while driving positive social change for children and communities across the U.S.

For more information about us,  
please visit us at [Group1001.com](http://Group1001.com).

