



**Financial Analysis, Accounting Considerations, Reserve Modelling, And Historical Insight
That Enable A Healthy Warranty And Extended Warranty Operation**

Panel Discussion:

Mark Nagelvoort
President & CEO
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(Moderator)

Steve Zannos
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Michael Bailey
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Engagement Partner
PRICEWATERHOUSECOOPERS

Greg Myers
Executive Managing Director
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The focus of the discussion is the financial implications of a Warranty and Extended Warranty program with all of the nuances that can impact the different financial models.

Participants will learn the following:

- Different financial models for different products and scenarios
- Technology that helps perform analysis
- Using a system to apply Earning Curves and how to test the variations