



BUILDING NON-CORRELATED RETURNS





**88%** ofbenefits <u>willnever</u> be paid. (b)



LIFE SETTLEMENTS The legal sale of an existing life insurance policy.<sup>(a)</sup>

\$200 Billion in Life Insurance Benefit is expected to lapse annually and the Life Settlement market value for that lapsed insurance is estimated to be \$50 billion. <sup>(c)</sup>

### SO WHY WOULD POLICY OWNERS CONSISTENTLY CHOOSE TO LAPSE THAT \$200 BILLION OF LIFE INSURANCE EACH YEAR?

Primarily, they no longer want, don't need or can't afford paying their policy premiums. Many seniors enter retirement financially unprepared and far fewer of them know that they can sell their unwanted policy and receive a Living Benefit now. <sup>(d)</sup>

## WHY LIFE SETTLEMENTS?

### FEATURES OF A LIFE SETTLEMENT INVESTMENT

### NON-CORRELATED TO FINANCIAL MARKETS

Your investment's future value is fixed.

- Stock positions are inherently volatile. Since January 2018, markets, such as the DOW, have experienced downward swings of greater than 28% in periods as short as 10 months. (e)
- Life Settlement benefits are fixed. A \$1,000,000 face policy will pay \$1,000,000 at maturity.

### KNOWN CASH FLOWS

Once a portfolio is constructed, future benefit amount is known and future cash flow needs are established with high predictability, as shown in the case example illustrated by Figure A below:

#### **DIVERSIFICATION**

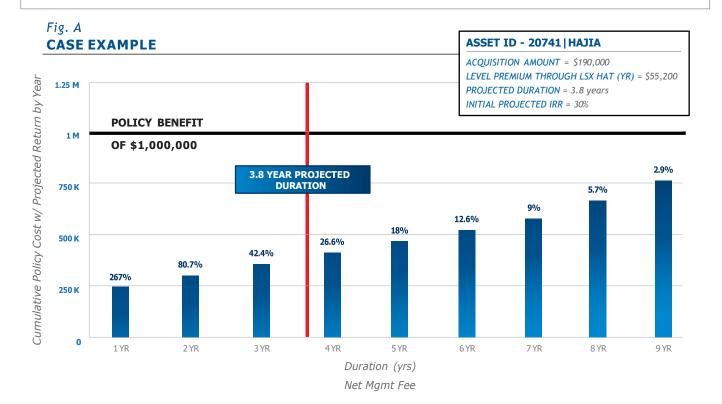
Recent studies show that Institutional and High-Net-Worth Investors are allocating > 20% of their capital to alternative investments. <sup>(f) (g)</sup>

### A PAPER BACKED BY THE SECURITY OF A LIFE INSURANCE CONTRACT

According to the National Organization of Life and Health Insurance Guaranty Associations (NOLHGA), no life insurance company has filed for bankruptcy since the 2008 financial crisis. <sup>(h)</sup> If a failure or bankruptcy occurs, there are safeguards in place to protect consumers.

### PERPETUAL OPPORTUNITY

Participation in multiple portfolios may leverage previous investments by further diversifying the Member's base of assets. With time, maturities can create self-funding opportunities.



# LSXCM ADVANTAGE

#### **SUPPLY & SOURCING**

As a respected market buyer, LSXCM reviews close to \$5 Billion of benefit per year from over 2,000 sources with the vast majority coming from the secondary market.

LSXCM maintains and utilizes relationships with closing providers in all 50 states for asset acquisition.

"I love this asset class. The return on my life settlement investments isn't tied to the equity market adding balance To my overall portfolio. And, working with LSXCM is fantastic. These guys explained the investment to me and it is what they said. They are a top shelf team."

- VERN A (NC)

# ······(**1**)

1

ASELINE REVIEWS In initial financial review, longside an initial medical eview, helps to identify which assets should be talled or removed from the inderwriting process until idditional information is eceived.

NOWING WHAT NOT TO JY IS AS IMPORTANT AS

# (2)

The first actuarial life expectancy is generated using statistical tables within a large homogeneous group. The policy is then repriced and analyzed for further review. As policies do not meet pricing standards, they do not proceed through the process.

#### ACTUARIAL !

Policies which reach this stage of the review process are sent to Chartered Life Underwriters who generate a projected life expectancy to the individual based on their specific impairments and attributes. The policy is then repriced using this actuarial life expectancy alongside a high assessment life timeline.

3

3

#### CLINICAL

For policies that reach the last step of the medical underwriting, a Clinical review is conducted by a physician. This projected life expectancy studies the individual and considers the factors that could affect that person's longevity.

4

# 5

**OFFER REVIEW** 

Policies that have been fully underwritten both medically and financially are priced to determine a ceiling acquisition. LSXCM then begins the bid/ask process.

#### SUCCESS IS IN THE BUYING!

LSXCM evaluates individual assets on their own merit first then adds those to a portfolio with a goal of broader distribution.

# LSXCM BY THE NUMBERS

 $\boxed{\checkmark}$ 

SOUR C	ING		
DEAL FI BY YE		! OF POLICIES SOURCED AND UNDERWRITTEN	FACE AMOUNT (\$) OF POLICIES SOURCED AND UNDERWRITTEN
202	3	3,418 (285/mo)	\$4,983,292,089
202	2	3,303 (275/mo)	\$4,935,442,418
202	1	3,190 (266/mo)	\$4,913,177,462

# ACQUISITIONS

MARKET ACQUISITIONS	BENEFIT ACQUIRED (\$)
2023	\$60,731,932
2022	\$42,040,696
2021	\$38,310,929

# SUCCESSES



ASSET MATURITIES	! OF ASSETS	BENEFIT RETURNED TO INVESTORS (\$)
2023	11	\$3,570,000
2022	12	\$3,023,750
2021	7	\$1,904,369





LSXCM builds closed-end funds which leverage the acquisition of multiple policies to help spread risk. Current projected aggregate portfolio performance is tracking at 17.12%, with an average projected Multiple on Invested Capital (MOIC) of 1.8x.

LSX AUM				
# Active Portfolios	13			
Benefit Acquired (\$)	\$40,419,412			
# Policies Acquired	171			
Average Raise (\$)	1/3.1			
Current Projected Performance %	17.12%			
Projected MOIC	1.8			

# LSXCM FEATURES

- Full Investor Transparency via a secured digital vault which includes access to Financials, Offering & Formation documents, tax information and individual policy data.
- LSXCM's turnkey servicing includes Portfolio's legal, bookkeeping, accounting, tax preparation and tax reporting.
- LSXCM conducts financial and health updates annually and longevity estimates are reviewed periodically.
- Portfolio Distributions from maturities are sent to Members within 30 days of receiving funds from the insurance carriers.

## **TRACK RECORD**



"I had been looking for a new investment vehicle to help me achieve my financial goals when a friend referred me to LSXCM. The team was able to help me understand the benefits of the asset in an easy-to-digest manner and I was hooked. Since investing, I have already captured some early wins and am excited to have this asset class as a part of my portfolio as I look to set myself and my family up for generational success."

- TYRAN G. (VA)

### **MATURED INVESTMENTS (PAST 2 YEARS)**

				Initial Projected						
Portfolio Name:	Investment ID	Acquisition Date	Maturity Date:	Duration	Duration Owned		Total Benefit Collected	Total Cost	Total Profit	Actual IRR
AMPLIFY TWO LLC	19966 BALLA	2/24/2022	3/6/2023	3.90	1.03	-2.87	\$360,000	\$180,843	\$179,157	95.44%
	19246 DOHER	12/21/2021	8/25/2022	0.80	0.68	-0.12	\$90,810	\$58,300	\$32,510	98.63%
	18527 JOHNS	8/20/2021	1/4/2022	1.70	0.38	-1.32	\$91,025	\$44,165	\$46,860	596.70%
CENTER GROVE LLC	17688 JOHNS	4/6/2021	1/4/2022	1.70	0.75	-0.95	\$182,051	\$83,444	\$98,607	193.13%
DEEP GOLD LLC	20597 ROCCO	6/20/2022	3/7/2023	3.10	0.71	-2.39	\$361,691	\$196,294	\$165,397	141.89%
	19968 BALLA	3/6/2022	3/6/2023	3.90	1.00	-2.90	\$180,000	\$90,538	\$89,462	98.90%
ELEVATION ONE LLC	16477 SCHWA	1/24/2021	5/16/2023	2.10	2.31	0.21	\$90,000	\$58,525	\$31,475	22.22%
	6810 DOME,	3/8/2021	12/31/2022	1.90	1.82	-0.08	\$153,000	\$75,244	\$77,756	66.83%
	18524 KHAN,	9/30/2021	11/21/2022	2.60	1.14	-1.46	\$85,655	\$49,886	\$35,769	64.67%
	15319 GOODI	11/20/2020	8/31/2022	1.80	1.78	-0.02	\$604,825	\$346,000	\$258,825	42.57%
	16793 MILLE	3/11/2021	6/1/2022	1.00	1.22	0.22	\$450,000	\$210,000	\$240,000	120.75%
	18280 STICH	7/26/2021	5/2/2022	1.40	0.77	-0.63	\$91,052	\$70,428	\$20,624	60.98%
	17687 JOHNS	3/26/2021	1/4/2022	1.70	0.78	-0.92	\$546,152	\$250,338	\$295,814	181.78%
MAMBO NO. 8 LLC	15751 IRVIN	12/8/2020	9/7/2023	1.90	2.75	0.85	\$90,365	\$55,662	\$34,703	21.21%
	14506 ADISO	7/28/2020	3/22/2023	2.60	2.65	0.05	\$450,000	\$246,196	\$203,804	28.03%
	14285 DETLO	7/28/2020	4/25/2022	0.90	1.74	0.84	\$93,551	\$62,000	\$31,551	30.54%
	15992 HUFF,	12/8/2020	1/4/2022	1.60	1.07	-0.53	\$242,342	\$188,500	\$53,842	27.79%
SANS COPPER LLC	7404 GIROD	9/23/2019	5/11/2023	6.80	3.63	-3.17	\$95,341	\$53,002	\$42,339	27.75%
SOLO VERDE LLC	13308 HERNA	5/23/2020	12/12/2022	4.00	2.56	-1.44	\$90,000	\$41,000	\$49,000	41.80%
	17691 JOHNS	4/6/2021	1/4/2022	1.70	0.75	-0.95	\$91,025	\$41,718	\$49,307	193.16%
-	14863 EDWAR	9/14/2020	1/4/2022	3.90	1.31	-2.59	\$90,236	\$40,988	\$49,248	83.31%
Grand Total				2.43	1.47	-0.96	\$4,529,122	\$2,443,072	\$2,086,050	

#### DISCLAIMER

All references to past and future projected amounts and periods of time in the above table, were, and are, based upon assumptions, estimates and various subjective determinations which the company believes were, and are, reasonable. All projections by their very nature are subject to uncertainty and factors beyond the control of the Company, including, but not limited to, assumptions as to the life expectancy of the insured. No assurance can be given that the actual performance of the Company will match, or will not differ materially from, the forward-looking projected amounts and periods of time in the above table.

corporate insurance. Dixon then leveraged his knowledge of the insurance industry as he entered the Life Settlement space and led

Indraising efforts at LSXCM with a focus or client education and process implementation.

# **APPENDIX**

### **GLOSSARY:**

Duration: Time in which the policy was managed by the Portfolio.

Face Value/ Benefit: This is the future value of an insurance policy. The amount that the carrier will pay to the owner of the policy upon the passing of the insured.

Insured: A person covered by Life Insurance.

Lapse: When your Life Insurance contract is canceled.

Life Expectancy: The estimated period that a person is expected to live.

Living Benefit: Upfront payment made to the policy owner for the sale of a life insurance settlement.

Maturity: When the Insured passes and the Face Value is paid by the carrier to the owner of the Policy.

**Policy:** The contract between the Life Insurance company and the owner of the contract (Person or Company).

**Premium:** The amount of money paid by the owner of a policy to the Insurance carrier to keep a Policy in force

### **SOURCES:**

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### **RISK FACTORS**

### **DISCLAIMERS:**

### Important Disclosure Information and Risk Factors

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