

COVENTRY AT A GLANCE

Coventry created the secondary market for life insurance, allowing policyowners to access the market value of their policies, and providing financial advisors with solutions for their clients changing needs.

COMPANY PROFILE

Leading innovator in the life insurance industry for almost 40 years and the largest institutional buyer of insurance policies in the secondary market.

- Originated and structured over \$40 billion in longevity-linked transactions and has serviced over 80,000 policies.
- Each year, Coventry purchases approximately 40% of the policies traded in the secondary market.
- Diverse platform featuring life settlements and other specialty life insurance programs.
- Senior management team has average tenure of 14 years with Coventry.
- Broker dealer affiliate focused on life settlements since 2012.
- Headquartered in Philadelphia with offices in Ohio and London.

ORIGINATION INFRASTRUCTURE

Coventry's in-house origination model enables us to work directly with financial advisors and their clients.

- Origination team comprised of over 100 team members who efficiently execute end-to-end case processing.
- Nine regional coverage teams with over 40 life settlement professionals who provide direct access and personalized service.
- Industry-leading information technology delivers uncompromised data protection and security.
- We provide customized reporting tools to track and manage all submitted cases.

LIFE SETTLEMENT HIGHLIGHTS

Coventry provides policyowners the opportunity to sell their policy for significantly more than they would receive from an insurance carrier.

- Each year, seniors lapse or surrender over \$100B of life insurance.
- 10,000 Baby Boomers reach retirement age every day, and many haven't saved enough for retirement.
- There are no restrictions on the use of the proceeds.
- Policyowners have the choice of doing a 1035 exchange to a new life insurance policy.

REGULATORY OUTLOOK

Coventry is a fierce advocate for consumer rights and active supporter of industry regulation.

- Over 90% of the U.S. population lives in states that regulate life settlement transactions.
- SEC task force issued a report in 2010 noting the benefits of the life settlement market.
- NCOIL model law includes insurance company disclosure of information about alternatives, including life settlements, to seniors considering a lapse/surrender of their policy.
- NAIC supports seniors using life settlements to finance long-term care needs.
- Legislation pending in Congress to enable seniors to receive life settlement proceeds tax-free when used to fund healthcare costs.
- Our in-house compliance team actively participates in legislative and regulatory affairs.

TRAINING & LICENSING

Coventry has developed a broad range of educational programs and materials to help financial professionals understand the secondary market for life insurance and the opportunities it offers their clients.

- We assist advisors with obtaining and maintaining licenses related to life settlements.
- Through the Coventry Center for Financial Professionals, Coventry has provided more than 30,000 continuing education credits to advisors.
- We support marketing efforts to advisor networks through presentations, webinars and seminars.

DIVERSE PRODUCT OFFERINGS

We work consultatively with advisors to develop customized solutions for their clients.

- Coventry purchases all policy types, including non-convertible term policies, with death benefit starting at \$100k and insureds age 50 and older.
- Consideration can be all cash, a level or declining portion of the death benefit, or a combination of both.
- Option to exchange existing policy for a new paid-up policy in a tax-free transaction.