

## AAP Life Settlement Roundtable - March 22nd 2023

Our AAP Life Settlement Roundtable will take place at March 22nd, 2023. The event is designed for potential and existing investors to discuss the latest developments in the life settlement industry.

There will be two main topics this year:

- **Market update:** we will give an overview about the life settlement markets in 2022, of course also including the main trends over the last few years and a short outlook for 2023.

- **Market survey:** the topic of this session is our market survey. The survey aims at assessing life settlements from the view of investors since there is little information available in this respect.

The event will be held again in the form of a webinar. A participation is free of charge, however a registration is needed. The registration will open in about two weeks. More information can be found on our [homepage](#).

## Chart of the month – main trends 2021 / 2022

We collect life settlement transaction data since many years and therefore can track the changes and shifts in our market. We compared the data samples 2021 and 2022 in order to give a broad overview about the prevailing trends. Viaticals, joint policies and so forth were ignored.

### Shifts of the average face amounts in the secondary and tertiary market

The average face amount shifted remarkably:

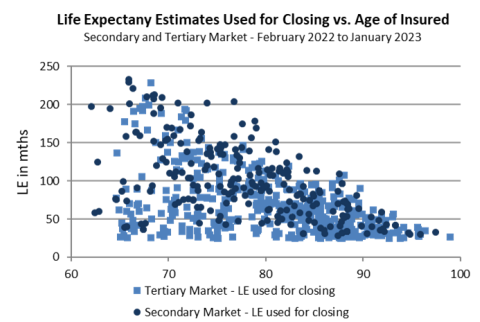
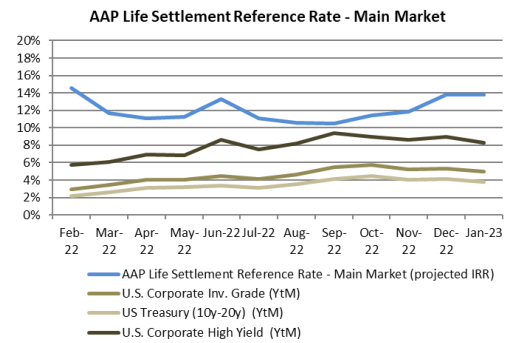
- The average face amount in the secondary market jumped from USD 1.2 Mio in 2021 to USD 1.9 Mio last year. This was surprising on the background of decreasing face amounts over many years.

- In the tertiary market, the average face amount decreased to USD 2.4 Mio last year from USD 3.95 Mio in 2021.

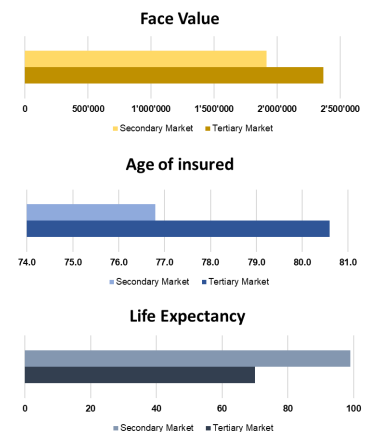
The average age remained stable in the secondary market. However, in the tertiary market the average age decreased to 80.6 years after 84.7 years in 2021.

The average life expectancy ('LE') remained stable in the secondary market and increased to 70 months in the tertiary market, driven by the on average lower age if compared to 2021.

More information about the current markets and the main trends in comparison with previous years will be presented at our AAP Life Settlement Roundtable.



### Market trends Secondary & tertiary market— whole markets 2022



## Data Sampling and Data Provider

The information in this report is based on life settlement transaction data which is collected by AAP on a multi provider basis. The transparent life settlement providers are (in alphabetical order):

- Life Equity
- Life Policy Traders
- Life Settlement Solutions
- LifeTrust, LLC
- Q Capital Strategies
- RiverRock Partners, LLC
- Settlement Group, Inc.
- FairMarket Life Settlements
- Habersham Funding LLC
- Life Capital Group

## Life Settlement Market Activity

Mth to Mth

Secondary Market	Proj. Ret.	Volume
Main Market (Age 75-86)	↓	↓
Tail Market (Age < 75)	→	↓
Tail Market (Age > 86)	↑	→
<b>Tertiary Market</b>		
Tertiary Market All	↑	↑
<b>Total Market</b>		
Sec. and Tert. Market	→	→

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