

A person in a dark blue suit and tie is shown from the chest up, with their hands held out in front of them. Between their hands is a glowing blue silhouette of a family consisting of two adults and two children. The background is dark and out of focus.

17TH ANNUAL INVESTOR CONFERENCE B. RILEY & CO.

Jon Sabes, Chief Executive Officer
Bill Acheson, Chief Financial Officer

MAY 25, 2016



FORWARD-LOOKING STATEMENTS

This document contains “forward-looking statements” – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance and financial condition, and often contain words such as “expect,” “anticipate,” “intend,” “plan,” “believe,” “seek,” “see,” “will,” “would,” or “target.” Forward-looking statements by their nature address matters that are, to different degrees, uncertain, such as statements about our announced plan to reduce the size of our financial services businesses, including expected cash and non-cash charges associated with this plan; expected income; earnings per share; revenues; organic growth; margins; cost structure; restructuring charges; cash flows; return on capital; capital expenditures, capital allocation or capital structure; dividends; and particular uncertainties that could cause our actual results to be materially different than those expressed in our forward-looking statements include: obtaining (or the timing of obtaining) any required regulatory reviews or approvals or any other consents or approvals associated with our financial services businesses; our ability to maintain access to capital markets; changes in law, economic and financial conditions, including interest and exchange rate volatility, commodity and equity prices and the value of financial assets, including the impact of these conditions on our ability to sell or the value of incremental assets to be sold; the impact of conditions in the financial and credit markets on the availability and cost of GWG’s funding; actual and expected actuarial and mortality experience; the adequacy of our cash flows and earnings and other conditions which may affect our ability to pay our debt and preferred dividends; the price we purchase life insurance policies in the secondary market; the effectiveness of our risk management framework;

the impact of regulation and regulatory, investigative and legal proceedings and legal compliance risks, including the impact of financial services regulation and litigation; adverse market conditions; and the other factors that are described in “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2015. These or other uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements.

This document includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially. This document also contains non-GAAP financial information. Management uses this information in its internal analysis of results and believes that this information may be informative to investors in gauging the quality of our financial performance, identifying trends in our results and providing meaningful period-to-period comparisons. For a reconciliation of non-GAAP measures presented in this document, see the accompanying supplemental information in our Quarterly Report on Form 10-Q for the three months ended March 31, 2016.

GWG’s Investor Relations website is at www.gwglife.com contain a significant amount of information about GWG, including financial and other information for investors. GWG encourages investors to visit these websites from time to time, as information is updated and new information is posted.

A LEADING ORIGINATOR AND PURCHASER OF ALTERNATIVE LIFE INSURANCE ASSETS IN THE SECONDARY MARKET

- Established distribution of 3,500+ independent financial advisors
- Innovative retail investor base seeking yield & alternative asset exposure
- \$1B portfolio of life insurance policies, generating non-correlated returns
- \$200B annual market opportunity that is virtually untapped
- Proprietary origination platform in place to address the market
- Seasoned management team significant expertise and stock ownership

MANAGEMENT TEAM AND BOARD SIGNIFICANT INDUSTRY EXPERIENCE



FOUNDED IN 2006 WITH INSTITUTIONAL BACKING
WE HAVE ACQUIRED NEARLY \$2 BILLION OF LIFE INSURANCE BENEFITS



- 25 years of experience in finance, law, and business management
- Oversees strategy, active in day-to-day operations
- Co-founder, Board Member

Jon Sabes, Chief Executive Officer



- 14 years of experience in secondary life markets
- Developed statutory/regulatory framework for life settlements
- Board Member, Life Insurance Settlement Association

Michael Freedman, President



- 25 years in structured finance, securitization, and institutional finance
- Oversees capital allocation, risk management, SEC reporting
- Former CPA

Bill Acheson, Chief Financial Officer



- 25 years experience in financial product sales and distribution
- Recognized leader in national sales, market development and funds management

Mark Petersen, Head of Capital Markets



- Co-founder, Chairman of Board
- Founder and President, Insurance Studies Institute
- Board Member, Life Insurance Settlement Association, 2012-2014

Paul Siegert, Executive Chairman



- Executive with 35 years experience in financial services at Merrill Lynch
- Former Director of Financial Institutions, Merrill Lynch
- Registered FINRA Arbitrator

Charles Maguire III, Director



- Former President, AXA Distributors
- Former President, RiverSource Distributors
- Former President, Colonial Investment Services
- Designations include LUTC, CFP, CLU, Series 24/7

Jeffrey McGregor, Director



- Certified Public Accountant
- Former SVP, AXA Financial/Equitable Life Insurance
- Former Chairman and CEO, Grant Thornton Advisors
- Former National Managing Partner, Grant Thornton Advisors

David Abramson, Director



- Financial and marketing executive - 20 years
- Former SVP, Marketing, Target Corporation
- Former President, Target Bank
- Former VP and Assistant Treasurer Conesco Finance

Shawn Gensch, Director

78% of common shares owned by management

OPPORTUNITY SENIORS & FINANCIAL ADVISORS



88%

OF UNIVERSAL LIFE POLICIES LAPSE
OR ARE SURRENDERED BEFORE A
CLAIM*

\$11.8T

OF CONSUMER OWNED LIFE POLICY
BENEFITS IN 2014**

\$507B

OF CONSUMER OWNED LIFE POLICY
BENEFITS LAPSED OR WERE
SURRENDERED IN 2014**

Historical Options

Insured	Male, Age 80
Life Expectancy (yrs.)	5 Years
Policy Benefit	\$1,000,000
Surrender Value	\$14,000

New Options

MARKET VALUE

\$115^K

Cash Payment

\$300^K

Retain Policy Benefit

Financial Advisor Compensation

\$10,000

*Life Insurance Settlement Association Testimony – Michigan House of Representatives Insurance Committee – May 14, 2009

**NAIC/ACLI Annual Insurance Fact Book

OPPORTUNITY LARGE AND UNTAPPED MARKET



\$182B

ESTIMATED MARKET POTENTIAL IF
CONSUMERS WERE AWARE IN 2015

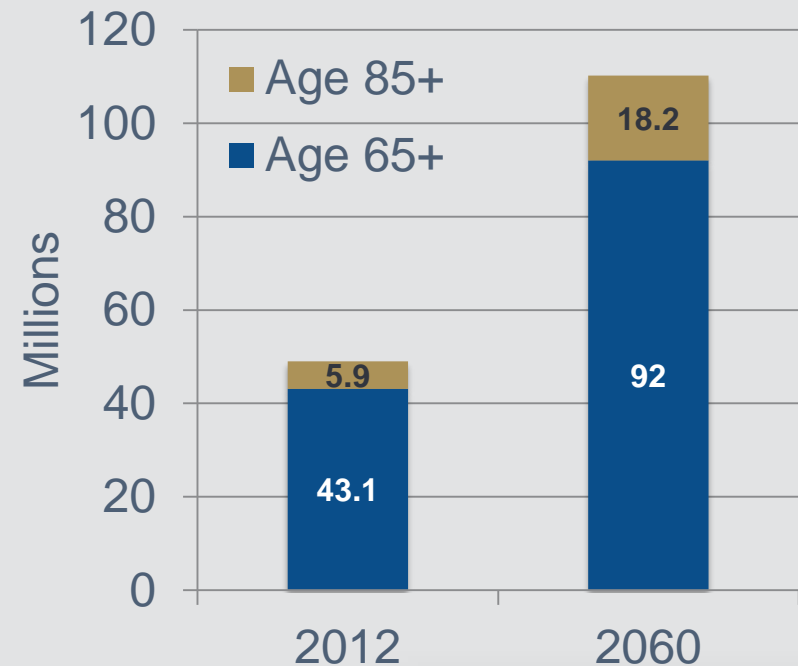
\$1.7B

ESTIMATED AMOUNT OF INSURANCE
BENEFITS PURCHASED IN 2014

1%

PENETRATION OF THE ADDRESSABLE
SECONDARY MARKET

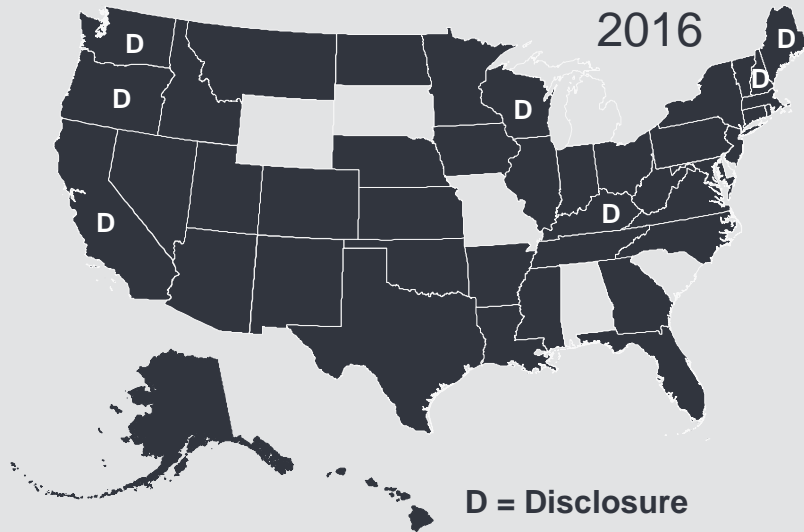
AGING POPULATION



KEY MARKET DRIVERS
LOW SURRENDER VALUES
UNAFFORDABLE PREMIUMS
RETIREMENT FINANCIAL NEEDS



POSITIVE REGULATORY ENVIRONMENT



42 STATES REGULATE OUR MARKET

90% OF THE U.S. POPULATION

7 STATES REQUIRE SECONDARY MARKET DISCLOSURE

Stable and Settled Environment Recent Events

- Medicaid Laws: Texas, Kentucky
- Agent Protection Law: Georgia
- Proposed Legislation: NY, PA, MA, ME, LA, NJ

4 CONSUMER COMPLAINTS REPORTED NATIONALLY SINCE 2011

Key Features of Regulation

TRANSPARENCY

- Risk Disclosures
- Disclosure of Alternatives
- Transactional Disclosures

ACCOUNTABILITY

- Licensing of Participants
- State Approved Forms
- State Approved Anti-Fraud

CONSUMER PROTECTION

- Competency Certification
- Beneficiary Approval
- Privacy Protections

INVESTOR PROTECTION

- Quiet Title
- Securities Laws
- Enforcement

ORIGINATION NETWORK & PLATFORM

\$182B Annual Market Potential

GROWTH
 Life Insurance Agents
 Financial Advisors
 Market Brokers
 Consumer Direct

\$1.7L
 Current
 1%

Appointed Agents

- 3,500+ Independent Financial Advisors
- Source Policies
- Provide Capital

250,000+ Financial Advisors
 500,000+ Life Insurance Agents

Call Center Capabilities
 National Wholesaling Team
 Requisite Licenses/Regulatory

PORTFOLIO SUMMARY

Life Insurance Portfolio	\$1.03 billion
Investment Cost Basis	\$382 million
Number of Policies	465
Avg. Age of Insured (Yrs.)	82.7
Avg. Life Expectancy (Yrs.)	6.7
Expected IRR ⁽¹⁾	15.64%
Investment Grade Policies	97%



\$143,974,000
S&P A+



\$119,605,000
S&P AA-



\$113,674,000
S&P AA-



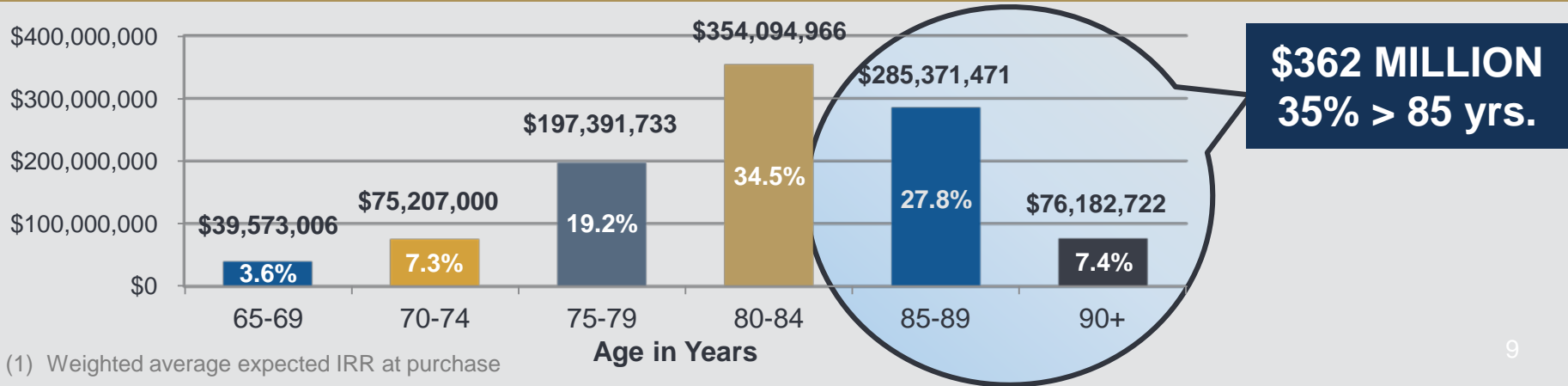
\$106,729,000
S&P AA-



\$67,903,000
S&P A

DISTRIBUTION OF POLICY BENEFITS BY INSURED'S AGE

\$1B – Portfolio Benefits | 82.7 Years – Average Age

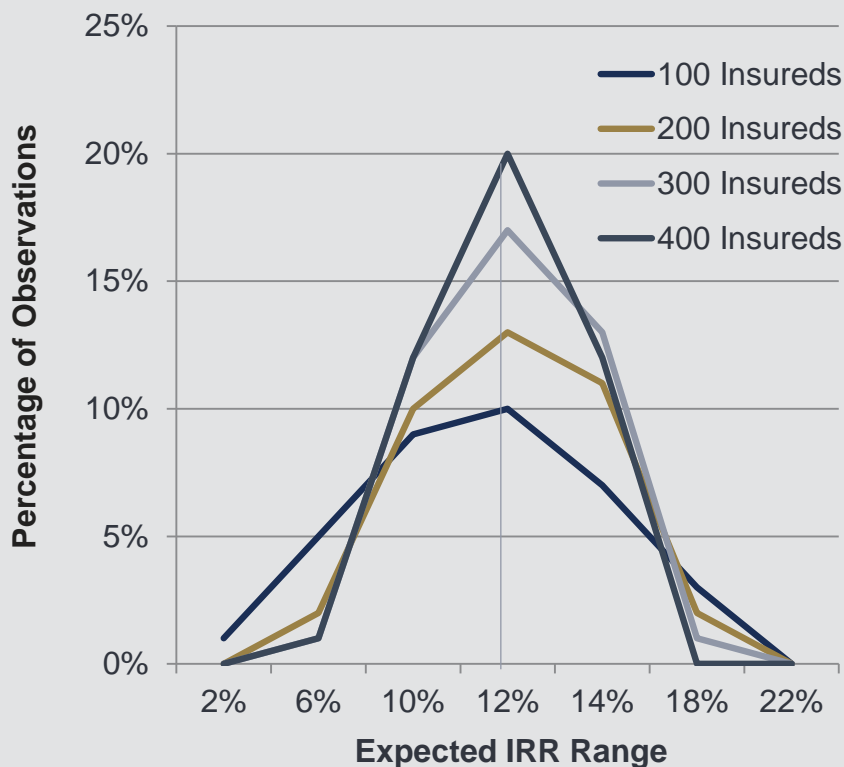


PORTFOLIO PERFORMANCE AND EXPECTED RETURNS



AS THE NUMBER OF INSUREDS INCREASE,
RETURNS CAN BE PROJECTED WITH GREATER CERTAINTY

**Expected Yield Results Versus
Number of Insureds**



Source: A.M. Best Life Settlement Securitization Report 2014

Historical Portfolio

Aggregate Face Value⁽¹⁾ \$1.12 billion
 Number of Policies 507
 Total Benefits Received \$97.1 million
 Number of Policies Matured. 42

Current Portfolio

Total Face Value \$1.03 billion
 Number of Policies 465
 TTM Benefits Received \$22 million
 TTM Premiums Paid \$29 million
 Projected IRR⁽²⁾ 11.33%
 Expected IRR at Purchase 15.64%

(1) Aggregate face value includes all policies acquired since 2009, including current portfolio of \$1.03B face value and \$97.1M of benefits received

(2) Projected IRR using current non-GAAP full cost basis and life expectancy estimates which have been lengthened due to the passage of time since policy acquisition

ATTRACTIVE STOCK VALUATION

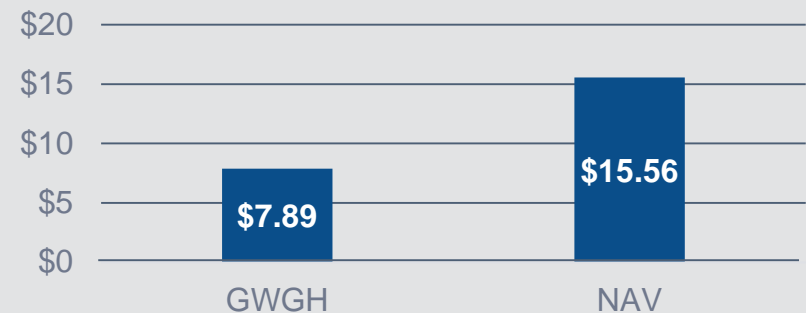
NET ASSET VALUE ⁽¹⁾

Life Insurance Portfolio	\$1.03 billion
Discount Rate	6.91%
Net Present Value ⁽²⁾	\$478.5 million
Cash & Policy Receivables	\$46.7 million
Debt & Preferred Stock	(\$432.7 million)
Total NAV	\$92.5 million

Shares Outstanding	5.9 million
Estimated NAV per Share	\$15.56
Recent Stock Price	\$7.89



NAV vs Stock Price



COMMON STOCK OFFERS COMPELLING VALUE
 NON-CORRELATED ALTERNATIVE ASSET RETURNS
 ORIGINATION PLATFORM
 GROWTH OPPORTUNITY

(1) Non-GAAP Net Asset Value

(2) Non-GAAP estimated NPV of life insurance policy benefits using 6.91% discount rate equal to the weighted average interest rate on debt financing

2016 Q1 FINANCIAL HIGHLIGHTS

IMPROVING OPERATING METRICS

- Revenue up 6.4% year-over-year
- Net income of \$1.4 million or \$0.24 per basic share
- \$22 million of TTM benefits received
- 3,500+ financial advisors on the platform
- \$102 million in face value of life insurance purchased
- 23% of the 2016 policy pipeline from direct originations
- \$35 million investor capital raised – up 31% from 2015
- \$100 million 7.00% Preferred Stock offering – initiated

BALANCE SHEET SUMMARY

OUR NEAR-TERM OBJECTIVE STRENGTHEN OUR BALANCE SHEET IMPROVE OUR CAPITAL STRUCTURE

- \$30.8 million cash and equivalents
- \$15.9 million policy benefits receivable
- \$387 million portfolio GAAP value⁽¹⁾
- \$82 million out on \$105 million senior revolver
- \$320 million of Fixed Income investor debt
- \$22.4 million preferred stock redemption value
- 5.94 million common shares outstanding (basic)
- 78% of common shares owned by management

(1) Life Insurance portfolio marked-to-market GAAP valuation based on an 11.08% discount rate.

INVESTMENT HIGHLIGHTS

MARKET LEADER IN THE LIFE INSURANCE SECONDARY MARKET WITH LIMITED DIRECT COMPETITION

ADDRESSING A \$200 BILLION ANNUAL MARKET THAT IS VIRTUALLY UNTAPPED AND GROWING

3,500+ FINANCIAL ADVISOR ORIGINATION AND OPERATIONAL PLATFORM IN PLACE TO EXECUTE GROWTH PLANS

\$1.03 BILLION PORTFOLIO OF LIFE INSURANCE POLICIES, GENERATING NON-CORRELATED RETURNS

\$21.8 MILLION IN TTM BENEFITS RECEIVED, EXPECTED YIELD AT PURCHASE 15.6%, COST OF FINANCING 6.9%

SEASONED MANAGEMENT TEAM WITH SIGNIFICANT INDUSTRY EXPERTISE AND STOCK OWNERSHIP

Appendix

RELATED INDUSTRY ARTICLES AND REPORTS



2015: Life Settlements and Secondary Market Annuities - Opportunities and Challenges

<https://www.conning.com/viewpublications-article.aspx?id=12873>

Retirees Stung by 'Universal Life' Cost – *The Wall Street Journal* – Aug. 9, 2015

<http://www.wsj.com/articles/cost-of-universal-life-insurance-stings-retirees-1439172119>

Surprise: Your Life-Insurance Rates Are Going Up – *The Wall Street Journal* – Dec. 4, 2015

<http://www.wsj.com/articles/surprise-your-life-insurance-rates-are-going-up-1449225000>

Life Settlement Securitization – A.M. Best Methodology – Feb. 1, 2014

<http://www3.ambest.com/ambv/ratingmethodology/OpenPDF.aspx?rc=197705>

Life Insurance Settlement Association Testimony – Michigan House of Representatives
Insurance Committee – May 14, 2009

<https://legislature.mi.gov/documents/2009-2010/CommitteeDocuments/House/Insurance/Testimony/Committee12-5-14-2009-2.pdf>