

A man in a dark blue suit and tie is shown from the chest up, with his hands held out in a gesture of offering or protection. In the center of his hands, a glowing white silhouette of a family (two adults and a child) is visible. The background is a dark, textured blue.

29TH ANNUAL ROTH CONFERENCE

Jon Sabes, Chief Executive Officer

MARCH 14, 2017



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, 2016. 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 Annual Report on Form 10-K for the year ended December 31, 2016.

GWG’s Investor Relations website is at www.gwgh.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.

OVERVIEW



A FINANCIAL SERVICES COMPANY COMMITTED TO
TRANSFORMING THE LIFE INSURANCE INDUSTRY
THROUGH DISRUPTIVE PRODUCTS AND SERVICES

- Large, untapped market – over \$140B annual opportunity
- \$1.4B portfolio of life insurance policies, backed by investment grade credits
- Proprietary origination platform disintermediating traditional channels
- Ability to raise attractively-priced capital to fund growth
- Improving balance sheet and operating metrics
- Access to revolutionary DNA-based mortality predictive technology
- Experienced management team, vested in the Company's success

LEADERSHIP WITH SIGNIFICANT INDUSTRY EXPERIENCE



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



- Co-Founder, Board of Directors
- 20+ yrs experience Structured Finance, Law, Entrepreneur
- Oversees strategy, active in day-to-day operations

Jon Sabes, Chief Executive Officer



- Joined in 2014
- 25+ yrs experience Financial Services, Institutional Finance
- Oversees day-to-day operations, financial reporting, budgets, SEC reporting

Bill Acheson, Chief Financial Officer

78% of common shares owned by management and board

INNOVATING LIFE INSURANCE



STARTING WITH THE SECONDARY MARKET...

START-UP	REINVENTION	BUILDING	OPPORTUNITY	INSURTECH
2006	2009	2012	2015	2017
<ul style="list-style-type: none"> • \$250M Credit Facility • \$100M Credit Facility • Regulatory Licensure • Operational • \$1.2B Portfolio 	<ul style="list-style-type: none"> • \$1.2B Portfolio Sold • \$24M Preferred Stock • \$250M Registration • Investment Product 	<ul style="list-style-type: none"> • Portfolio Build • NASDAQ Listing • \$1B Bonds/\$100M Pref • Management Team • Appointed Agent • Call Center 	<ul style="list-style-type: none"> • Portfolio Growth • Portfolio Cash Flows • L/T Credit Facility • DTC Closings • Custodialed Securities • Operational Proficiency 	

...NOW THE BROADER LIFE INSURANCE INDUSTRY

NEW LANDSCAPE

A New World Opportunity:
The insurance innovation im
kpmg.com/insurancainnovates
KPMG INTERNATIONAL

top issues
InsurTech: A golden opportunity for insurers to innovate

Insurance

Streamlining underwriting
Life insurance operations
by Frank Memmo Jr. and Nancy Conturso

A.M. Best Rankings: Top Audit and Actuarial Firms Page 24
A.M. Best Discusses ILS Rating Methodology Page 21
Insurance Trade Show Navigator Page 72
ISSUES & ANSWERS: Accounting & Actuarial Services Pages 21-22

BEST'S REVIEW
www.bestreview.com
January 2017
A.M. BEST'S MONTHLY INSURANCE MAGAZINE

AGENTS OF CHANGE
Venture capitalists seek to disrupt the industry's 'business as usual' with investments in tech startups that could be game changers.
Pages 42-71

FEATURING: FREDERICK DICKERSON COBURN PARTNERS | DAN REED AMERICAN FAMILY VENTURES | TOM HUTTON R. BARNHART

The Future of Financial Services
How disruptive innovations are reshaping the way financial services are structured, provisioned and consumed

An Industry Project of the Financial Services Community | Prepared in collaboration with Deloitte
Final Report • June 2015

McKinsey & Company

AUGUST 2014

Unleashing the value of advanced analytics in insurance

Richard Clarke and Ari Libarikian

Advanced analytics can transform how insurers do business, but realizing its potential requires complex, large-scale organizational changes.

INNOVATION



OUR HALLMARK

GWG
Redeemable Preferred Stock
\$100,000,000 Offering

Enjoy **life** now!
Turn your policy into cash.

for the hidden value of insurance policy.

GWG
LIFE

Phone: 844-871-7217 • Fax: 612-353-3928

INVESTING IN LIFE® **GWG**

REDEEMABLE PREFERRED STOCK
\$100,000,000 OFFERING

AGING (Albany NY)
September 2016 | V8N9

DNA Methylation and Mortality Prediction

Image rights courtesy of Christopher Bock, February 18, 2006 "DNA Methylation", see Chen et al - "DNA methylation-based measures of biological age: meta-analysis predicting time to death."

INVESTING IN LIFE® **GWG**

LIFE INSURANCE, TECHNOLOGY & INNOVATION WHITE PAPER

By Jon Sabes, CEO
November 3, 2016

www.gwgh.com



Saliva/Data collection



Methylation Profiling



"Personalized" Insurance

EPIGENETIC BIOMARKERS ARE A POTENTIAL GAME-CHANGER FOR OUR INDUSTRY

INNOVATION – SECONDARY MARKET

VALUE AND OPPORTUNITY:

SENIORS

FINANCIAL
ADVISORS

INVESTORS

Traditional Options

Insured	Male, Age 85
Policy Benefit	\$1,000,000
Annual Premium	\$30,000
Surrender Value	\$15,000

For illustrative purposes only

New Options

MARKET VALUE

\$115^k	\$250^k
Cash Payment	Retain Policy Benefit

Financial Advisor Compensation

\$10,000

INNOVATION – SECONDARY MARKET

“Disruptive to Traditional Options”

Q4 – 2016

- \$82M Market Value
- \$8M Surrender Value
- 10X Value

History

- \$389M Market Value
- \$29M Surrender Value

88%

UNIVERSAL LIFE POLICIES LAPSE OR ARE SURRENDERED BEFORE A CLAIM*

\$12.3^T

LIFE POLICY BENEFITS OUTSTANDING IN 2015**

\$638^B

LIFE POLICY BENEFITS LAPSED OR SURRENDERED IN 2015**

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

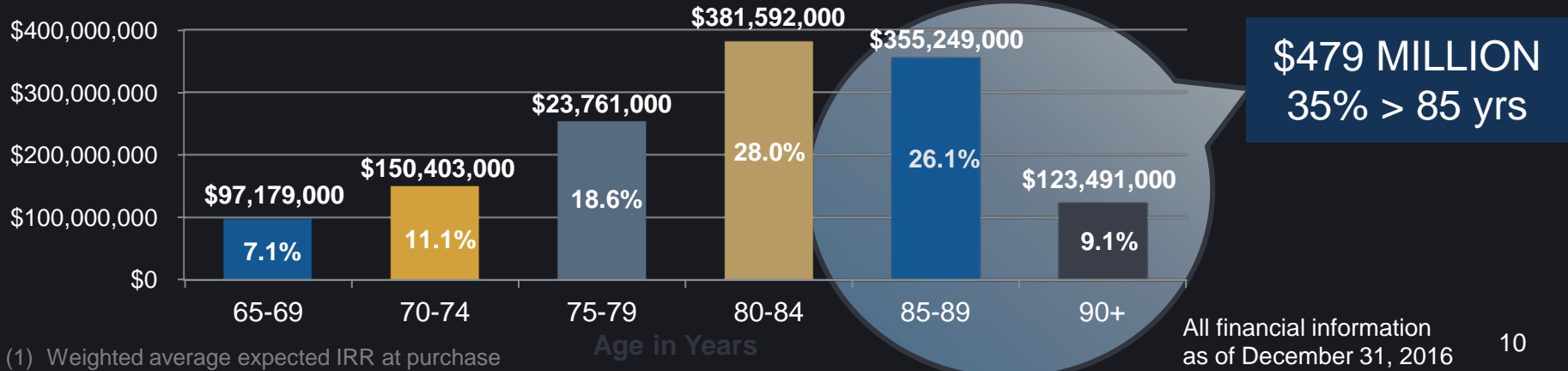
**NAIC/ACLI Annual Insurance Fact Book

INNOVATION – INVESTORS

Life Insurance Portfolio	\$1.36 billion
Investment Cost Basis	\$494 million
Number of Policies	690
Avg. Age of Insured (Yrs.)	81.6
Avg. Life Expectancy (Yrs.)	6.9
Expected IRR ⁽¹⁾	15.7%
Investment Grade Policies	97%

Largest Holdings

DISTRIBUTION OF POLICY BENEFITS BY INSURED'S AGE



OPPORTUNITY – SECONDARY MARKET

\$141^B

ESTIMATED ANNUAL MARKET POTENTIAL IF CONSUMERS WERE AWARE IN 2016

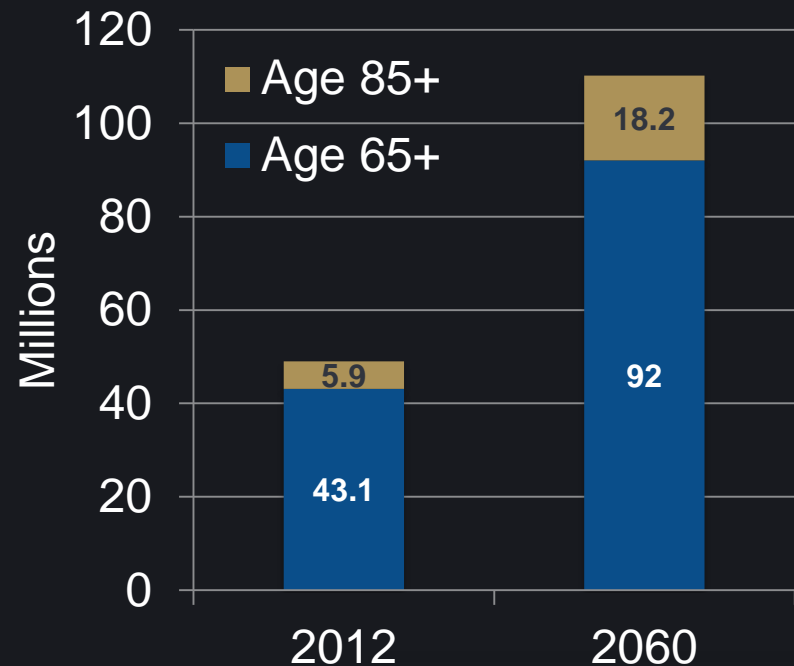
\$1.7^B

ESTIMATED AMOUNT OF INSURANCE BENEFITS PURCHASED IN 2015

~1%

PENETRATION OF THE ADDRESSABLE SECONDARY MARKET

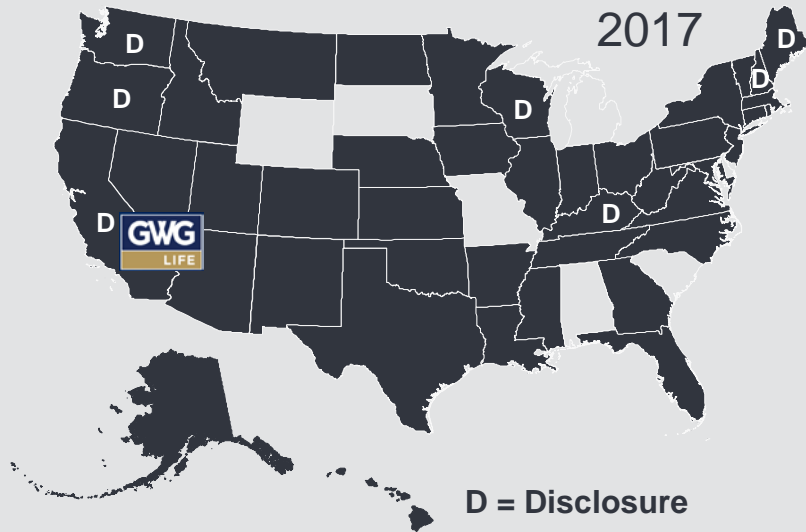
AGING POPULATION



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 Anti-Retaliation Law: Georgia
- Proposed Legislation: NY, PA, MA, ME, LA, NJ

1 CONSUMER COMPLAINT REPORTED NATIONALLY SINCE 2013

Key Growth Strategy

AGENT ENGAGEMENT



- Out-Bound Calling Center
- Full Service
- National in Scope
- Agent Recruitment & Training
- Regulatory Compliance

2016 FINANCIAL HIGHLIGHTS

A YEAR OF STRONG GROWTH AND IMPROVING OPERATING METRICS

- Revenue up 184% year-over-year
- GAAP Net loss of \$3.1 million or \$0.53 per basic share
- Non-GAAP Net income of \$38.6 million
- \$48.5 million of policy benefits received, up 55%
- 4,600+ financial advisors on the platform
- \$466 million in face value of life insurance purchased
- 31% of the 2016 policy purchases from direct originations
- \$211 million investor capital raised, up 65% from 2015
- \$1.4 billion life insurance portfolio, net increase of 44%

BALANCE SHEET SUMMARY

OUR ONGOING OBJECTIVES

STRENGTHEN OUR BALANCE SHEET
IMPROVE OUR CAPITAL STRUCTURE

- \$117 million cash and equivalents
- \$511 million portfolio GAAP value⁽¹⁾
- \$156 million out on \$279 million senior credit facilities
- \$121 million total liquidity
- \$397 million Fixed Income investor debt
- \$79 million preferred stock
- 5.98 million common shares outstanding (basic)
- 78% of common shares owned by management

(1) Life Insurance portfolio marked-to-market GAAP valuation based on an 11.0% discount rate.

HIGHLIGHTS

MARKET LEADER IN THE LIFE INSURANCE SECONDARY MARKET, WELL POSITIONED WITH PROPRIETARY DIRECT ORIGINATION CHANNEL

INSURTECH DISRUPTOR WITH POTENTIALLY GAME-CHANGING MORTALITY PREDICTIVE TECHNOLOGY

ADDRESSING A VERY LARGE MARKET THAT IS VIRTUALLY UNTAPPED AND GROWING

4,600+ FINANCIAL ADVISOR ORIGINATION AND OPERATIONAL PLATFORM IN PLACE TO EXECUTE GROWTH PLANS

\$1.4 BILLION PORTFOLIO OF LIFE INSURANCE POLICIES, GENERATING NON-CORRELATED RETURNS

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>