

Minutes

of the 27th General Meeting of Members in Munich on September 23, 2012

Chairmen of the Meeting: **Christian Seidl (Chairman)**
Ingo Wichelhaus (Chairman)

Minutes were recorded by: **Blanka Stricevic**

Attendees:

BVZL Executive Board:

Christian Seidl	Life Bond Management GmbH
Ingo Wichelhaus	West Life Markets GmbH & Co. KG

BVZL Advisory Board:

Ifa Ulm	Prof. Dr. Jochen Ruß
WTW Weidinger Thiele Wenninger	Dr. Robert Wenninger

Full Members:

Andreas Graf von Rittberg	BVT Life Bond Management GmbH
Christian Seidl	Life Bond Holding GmbH & Co. KG
Michael G. Hoesch	Life Bond Holding GmbH & Co. KG
Volker Bellmann	North Channel Bank GmbH & Co. KG/ NorthStar Life Services LLC
Uwe Jablonka	North Channel Bank GmbH & Co. KG/ NorthStar Life Services LLC
Simon Noertersheuser	Policen Direkt Versicherungsvermittlung GmbH
Matthias Wuehle	Policen Direkt Versicherungsvermittlung GmbH
Dr. Nikolaus Seitz	Policy Administration Services GmbH
Johann Kirchmair	Policy Administration Services GmbH
Michael Duben	Policy Administration Services GmbH
Ingo Wichelhaus	West Life Markets GmbH & Co. KG
Dr. Robert Wenninger	WTW Weidinger Thiele Wenninger
Gunnar Teltow	Vida Capital Inc.

Sustaining Members:

Megan Euteneuer	21st Services, LLC
Sheri Townsend	Asset Servicing Group, LLC
Yves Fouarge	BACO Valuations SàRL
John Fischer	BACO Valuations SàRL
Peter Jaederberg	Jaederberg & Cie. GmbH
Thorsten Franke	LifebondXchange S.A.
Thomas Wodrich	Partner in Life S.A.
Anna M. Bailey	RiverRock Trust, LLC
Sascha Jahns	UniCredit Bank AG
Wilfried van der Post	UniCredit Bank AG

PR Agency:

Lothar Trummer

ConsulTancy GmbH

BVZL Office:

Bernd Nobis

NBB Kommunikation GmbH

Blanka Stricevic

NBB Kommunikation GmbH

Place: Muenchner Kuenstlerhaus
Lenbachplatz 8
80333 Munich

Time: 15:00 hrs. – 17:00 hrs.

Agenda:

- 1) Welcome and Agenda (Executive Board)
- 2) Activities since last Meeting and Termination of Membership
 - a. New Members
 - b. Terminations of Membership
 - c. Cash Audit
 - d. Re-election of Chairman National (Ingo Wichelhaus)
 - e. Contracts
- 3) Budget
 - a. Current Status of Budget 2013 / Forecast 2013
 - b. Budget Planning for 2014
- 4) Briefing on the various Markets
 - a. Current Market Situation
 - b. Developments/Projects
- 5) Report on the Advisory & Strategy Board Meeting 2013 / Formulation of an overall Strategy / Actions and Decisions
 - a. "10th Anniversary of BVZL" in May 2014
 - b. Fall 2014: (virtual) General Meeting of Members + Press Talk
 - c. Fall 2014: General Meeting of Members + Symposium + Oktoberfest (face-to-face event.)
 - d. (European) Internationalization
 - e. International Press Relations / Meltwater
 - f. BVZL Best Practices
 - g. Expansion of the brand BVZL
- 6) Miscellaneous and Next Meeting

TOP 1: Welcome and Agenda (Executive Board)

- Welcome of present representatives from 16 BVZL member companies by the Executive Board (Chairmen Ingo Wichelhaus, Christian Seidl)
- Ingo Wichelhaus informs the attendees that the agenda was mailed out to the members in due time together with the invitation. No objections or amendments to the agenda were made.
- Mr. Wichelhaus states that the quorum is established at the General Meeting of Members. 8 voting full members are present.
- The attendees did not raise any objections or voice any comments regarding the Minutes of the 26th General Meeting of Members (hereinafter: MV) dated 06 March 2013, thus, the Minutes were adopted.

TOP 2: Report on the Activities since the last General Meeting (Executive Board)

2a) New Members:

Ingo Wichelhaus announces that three new members joined the Association. The General Meeting proudly presents the following new BVZL members:

Short introduction of the member companies by their respective representatives:

- **Vida Capital Inc.**
Gunnar Teltow
VP, International Operations
805 Las Cimas Parkway, Suite 230
Austin, TX 78746
USA
Phone: +1 512 637 1543
Fax: +1 512 961 8264
E-Mail: gunnar.teltow@vidacapitalinc.com
Homepage: www.vidacapitalinc.com

“Vida Capital Inc. is a vertically integrated asset management company providing longevity contingent investment solutions to investors. Vida was formed and funded in 2009 by Jeff Serra and Austin Ventures, a \$4 billion venture capital firm. Our U.S. open-ended fund has a three year track record and over \$110 million in asset. We also have the expertise, resources and backing to construct and manage customized funds and portfolios for high net worth clients and institutions, to whom we provide a full suite of services, including: portfolio construction, risk modeling, origination, and administration, servicing, and tracking. In addition, Vida offers a wide range of custom-portfolio structuring options, from standard, non-leveraged U.S.-domiciled portfolios to tax-efficient, leveraged portfolios in Luxembourg and Ireland.”

- **RiverRock Trust, LLC**

Anna M. Bailey
Director
3200 Southwest Freeway, Suite 3120
Texas 77027
USA
Phone: +1 (713) 375-1302
Fax: +1 832-550-2929
E-Mail: abailey@riverrockgrp.com
Homepage: www.riverrockgrp.com

RiverRock is a family of companies that serve as the investment arm of a private Houston-based family office. We focus on generating superior returns across asset classes. RiverRock has successfully closed three private placements in the life settlement space and currently raising capital for its fourth. RiverRock Securities, an affiliate is a FINRA regulated Broker-Dealer approved for variable life settlements and private placements. RiverRock Partners, another affiliate, is a licensed life settlement provider. RRIF II & III were approved on the National Financial Services (Fidelity) alternative investment platform.

- **BACO Valuations SàRL (John Fischer, Yves Fouarge)**

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BACO is comprised of life settlement, life insurance and life reinsurance people who have 10 - 30+ years of experience each. This experience ranges from medical, actuarial, legal, operations and administration.

BACO Valuation utilizes this range of experience to create a validated BASE LINE which can be used to value policies and portfolio more accurately and more reliably thereby allowing Auditors and Regulators to accept and use for their reporting.

BACO executives and staff have worked together for over 15 years utilizing their combined expertise in designing and successfully operating a high impaired risk life reinsurance program backed by 4 major worldwide Reinsurers utilized by over 14 major U.S. Insurers, in designing and operating long term care products for Reinsurers and Insurers, in operating a life settlement provider & actuarial consulting for a major U.S. Bank, Hedge Funds and Insurer, in providing medical and actuarial

administration to court appointed auditors and liquidators and in administration to life settlement portfolio owners.

2b) Termination of Membership:

- Fortress Investment Group (Ann Juliano) as of 12/31/2013
 - Receipt of notice of termination: E-Mail dated 08/14/2013
- Del Mar Financial , S.à.r.l. (Paul Jacobson), estimated as of 12/31/2013
 - Receipt of notice of termination: E-Mail dated 08/14/2013
 - The Chairmen inform that Del Mar has not paid the membership fee for the current year 2013 yet (open claim to the amount of 4,000.00 EUR). The Chairmen will contact Del Mar once again. If Del Mar should not have transferred the membership fee by the end of the year, the membership will be terminated on 12/31/2013.
- SL Investment Management Ltd. (Alec Taylor) as of 12/31/2013
 - Receipt of notice of termination: am 09/27/2013
- Koenig & Cie. Britische Leben GmbH & Co. KG (Dr. Moritz Dimde) as of 12/31/2013
 - Receipt of notice of termination: 09/26/2013

2c) Cash Audit:

- Christian Seidl regrets to inform that Kathrin Erhard (Life Bond Holding GmbH & Co. KG) left the company. Mr. Frank Hoffmann, accountant at Life Bond, declared his readiness to take over the cash audit for BVZL e.V. in future as the successor of Ms. Erhard.
- The cash audit for the previous year 2012 was already approved during the last online meeting of members in March 2013.
- The cash audit for the ongoing financial year 2013 will be prepared in January 2014 to be presented at the next General Meeting of Members in spring 2014.

The members accept the change of competences regarding the cash audit performance. There are no further objections.

2d) Re-election of Ingo Wichelhaus:

- The term of office of Ingo Wichelhaus (member of board) ends on December 31, 2013.
- Christian Seidl informs about the good and close cooperation with Ingo Wichelhaus and therefore proposes the re-election of Mr. Wichelhaus for another 2-year term.
- The proposal was passed and adopted unanimously by the General Meeting of Members.

Ingo Wichelhaus (DOB 11/17/1962, residing in Solingen / Germany) was elected member of Board (next to Christian Seidl) for another 2-year term as of 1/1/2014 without any dissenting vote.

2e) Contracts of BVZL Chairmen:

- Due to an additional activity of Ingo Wichelhaus, his service contract as Chairman of BVZL needs to be changed in retrospect as of 01/01/2013.
- In the past he was remunerated as tax-exempt small entrepreneur. This had to be changed into “**plus VAT**”.
- The wording of the consultation contract must be changed as follows:
„§ 3 line 1 of the service contract with Mr. Ingo Wichelhaus dated 10/30/2009 will be rephrased as of 01/01/2013: The remuneration totals to a flat sum of EUR 1,000 per month plus any statutory value-added tax.“
- Christian Seidl's service contract can be adjusted accordingly upon Christian Seidl's request if necessary.

This change of service contracts of the Chairmen does not cause any additional costs for the Association since the BVZL is entitled to deduct input taxes.

The members authorize the adjustment of service contracts for the Chairmen. There are no further objections.

TOP 3: Budget 2013 – Current Status (Executive Board)

2a) Current Status of Budget 2013/Forecast 2013

- The Chairmen explain the current budget plan 2013 (as per 09/23/2013) handed out to all attendees of the General Meeting.
- Left side = Income (membership fees, sponsor income, diverse income / reimbursements, e.g. travel expenses)
- Right side = Expenditure
- Comparison: TARGET scenario vs. ACTUAL scenario
- Entries in blue columns: Expected income; planned projects (if all income is received, the planned projects can be realized accordingly).
- Entries in purple/violet columns: current ACTUAL balance
- Entries in yellow column: Forecast 2013
- The 33 members pay their membership fees in due manner.
- The expenditure column shows that the costs for PR/Admin respectively the monthly flat rate of *Consultancy GmbH* und *NBB Kommunikation GmbH* was lowered by 20% effective as of July 2013. This allows more budget flexibility for the Association.
- Planned surplus coverage for 2013: ca. + EUR 8,000.00
- Surplus coverage for 2012: EUR 11,000.00
- Planned budget reserve for 2014: ca. EUR 19,000.00
- The present members did not make any further comments regarding the budget forecast 2013.

2b) Budget Planning for 2014:

- The Chairmen explain the current budget plan for 2014 (as per 09/23/2013) handed out to all attendees of the General Meeting.
- Left side = Income (planned membership fees, sponsor income)
- Right side = Expenditure
- Income column without *Fortress Investment Group* und *Del Mar Financial S.à.r.l.*
- The expenditure column includes the planned costs for the symposium + General Meeting + Oktoberfest totaling to EUR 14,000.00.
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The members authorize the presented current budget plan for 2013 and budget plan for 2014. There are no further objections/comments.

TOP 4: Briefing on the various Markets (Area Managers)

German Secondary Market (Ingo Wichelhaus)

- Current Market Report Germany:
 - See attachment 1: “Good times for German secondary market policies“ (Presentation by Ingo Wichelhaus)

UK Secondary Market (Dr. Nikolaus Seitz)

- Current UK Market Report:
 - See attachment 2: “10 years TEPs in Germany – Analysis and Outlook“ (Presentation by Dr. Nikolaus Seitz)

U.S. Secondary Market (Christian Seidl)

- Current U.S. Market Report:
 - See Attachment 3: “BVZL Best Practices: Guidelines for Investors and Suggested Best Practices Standards for Professionals in the US Life Settlement Investment Industry” (Presentation/Panel: Christian Seidl, Beat Hess, Anna M. Bailey)

Legal and Tax (Dr. Robert Wenninger)

- No news from Legal & Tax.

Communication and Politics (Lothar Trummer)

- BVZL Newsletter 1/2013 will be issued in mid-November 2013
- The contents of the member flyer, image brochure and homepage are currently being revised; the updated BVZL information should be available as of 01/01/2014.
- Political discussions with MOPs and committee members shall start upon completion of coalition negotiations after the members of the committees have been announced.
- Press conferences and information of journalists on current BVZL and market developments take place on a regular basis.

The present members did not voice any further questions/comments regarding the respective markets or areas.

TOP 5: Report on the Advisory & Strategy Board Meeting 2013 / Formulation of an overall Strategy / Actions and Decisions

Ingo Wichelhaus thanks the Advisory Board members for attending the Advisory and Strategy Board Meeting on 07/15/2013.

5a) 10th Anniversary of BVZL in May 2014:

- A concept for the anniversary festivities is under way → the concept shall be presented at the next meeting of members in spring 2014
- Budget has to be calculated and considered in the budget planning for 2014

5b) Spring 2014: (virtual) General Meeting of Members + Press Talk:

- In spring 2014, the next virtual meeting of members and a press talk are scheduled – with the same format as this year.
- Positive feedback from the last online meeting of members and the online press talk on 03/06/2013: 40 journalists attended (also external journalists).
- Further information regarding this event shall be given in due time.

5c) Fall 2014: General Meeting of Members + Symposium + Oktoberfest (face-to-face event):

- The next face-to-face event (General Meeting of Members, Oktoberfest & Symposium) is planned for fall 2014.
- Further information regarding this event shall be given in due time.

5d) (European) Internationalization:

- Goal: The Association is looking for a suitable point of contact for political topics in Brussels
- Contacts/conversations with European politicians in Brussels are established.

5e) International Press Relations / Meltwater:

- The contract with the media monitoring service “Meltwater News” expires on 09/30/2013.
- Including monitoring of international press relations (incl. translation function)
- Costs: EUR 7,500.00 per year
- Problem: Advance payment for 1 year
- Feedback regarding press reporting during the last year (internal discussion):
 - Preselection of press articles by Lothar Trummer
 - Mainly press monitoring in German media
 - Various BVZL markets (Germany, UK, USA)

- International news from the USA are interesting
- The Association shall try to agree flexible payment in installments with Meltwater News and shall keep the members updated.
- Voting of the General Meeting of Members on the extension of media monitoring for 1 year:
 - Votes in favor of the extension: 10 votes
 - Votes against extension: none
- BVZL Newsletter: 3 issues planned for 2014

Decision:

The BVZL members vote in favor of a contract extension with Meltwater News. The Chairmen shall negotiate a flexible payment plan directly with Meltwater News. No further objections/comments were voiced.

5f) BVZL Best Practices:

- See attachment 3: “BVZL Best Practices: Guidelines for Investors and Suggested Best Practices Standards for Professionals in the US Life Settlement Investment Industry” (Presentation/Panel: Christian Seidl, Beat Hess, Anna M. Bailey)

5g) Expansion of Brand BVZL:

- Continuing expansion of the brand BVZL → ”BVZL Seal of Quality“
- The active cooperation/support of the BVZL members is required

The members authorize the recommendations presented by the Advisory Board and Strategy Meeting. No further objections/comments were voiced.

TOP 6: Miscellaneous and next General Meeting of Members

BVZL General Meeting of Members:

- The next (virtual) General Meeting of Members and press talk are scheduled for spring 2014.
- Invitations including the agenda will be mailed out to the members in time.

The Chairmen express their gratitude to the attending members and the entire organizational team.

End of meeting: 17:00 hrs.



(sign. Chairman Christian Seidl)



(sign. Chairman Ingo Wichelhaus)



(signed by the recording secretary Blanka Stricevic)