

# International Life Settlement Conference



Meet the top experts and key players of the industry at this **major European conference** for secondary life insurance markets!

- Learn more about latest trends and developments
- Expand your network at this international symposium

Monday, September 26th, 2016, 8.00 am – 4.30 pm  
“Kuentstlerhaus” located at Lenbachplatz in Munich,  
conference room “Club-Rooms”

## Agenda



Chairmen and Moderators: Alec Taylor (ELSA Chair) and Christian Seidl (BVZL, Executive Board)

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Media Partners



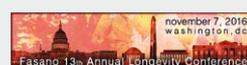
Octoberfest Sponsor



Lunch / Coffee Break Sponsor



Technical Sponsors



# Discuss current topics and trends with experts

## Challenges, trends and opportunities on international secondary markets!

Learn how the different secondary markets are developing and get access to important information and latest assessments on regulation and legal issues.

Take advantage of great networking opportunities in a relaxed atmosphere and develop new perspectives for your business.



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## Timetable (planned)

### Monday, September 26th, 2016

8:00 a.m.	<b>Registration</b>	
8:45 – 9:00 a.m.	<b>Chairmen Opening Remarks (Official Opening)</b> <i>Alec Taylor (Lead UK TEP &amp; Marketing SL Investment Management, ELSA Chair)</i> <i>Christian Seidl (Executive Vice President Life Bond Management GmbH, BVZL Executive Board)</i>	
9:00 – 9:15 a.m.	<b>Political Greetings</b> <i>Erik Hunt (Consul for Commercial Affairs, United States Consulate-General, Munich, Germany)</i>	
9:15 – 9:45 a.m.	<b>Key Note Speech</b> <i>Tobias Rommel (Head of International Business at Kreissparkasse Biberach, Lecturer at the Frankfurt School of Finance &amp; Management)</i>	
9:45 – 10:30 a.m.	<b>“Major Challenges for the German Secondary Market”</b> <i>Ingo Wichelhaus (BVZL Executive Board)</i>	
10:30 – 11:15 a.m.	<b>“Longevity: Past, Present &amp; Future”</b> <i>Dr. John R. Iacovino (Senior Medical Director of Fasano Associates)</i>	
11:15 – 11:30 a.m.	<b>Coffee and Networking Break</b>	sponsored by <b>lifebond</b>  <b>VidaCapital</b>
11:30 – 12:15 p.m.	<b>“The Impact of Digitalization on Banking and Insurance”</b> <i>Christoph Mussenbrock (CEO of parclT)</i>	
12:15 – 1:00 p.m.	<b>“Legal and Regulatory Update – US &amp; Europe”</b> <i>Panel: - Steve Foresta (Partner in Orrick’s New York office)</i> <i>- Thomas R. Weinberger (Partner Schulte Roth &amp; Zabel)</i>	
1:00 – 2:15 p.m.	<b>Networking Lunch</b>	sponsored by <b>lifebond</b>  <b>VidaCapital</b>

**Timetable (planned)**

**2:15 – 3:00 p.m.**                      **“Medical Underwriting in the Life Settlements Market: New Empirical Evidence”**  
*Prof. Dr. Alexander Braun (Assistant Professor of Risk Management, University of St. Gallen / Switzerland)*

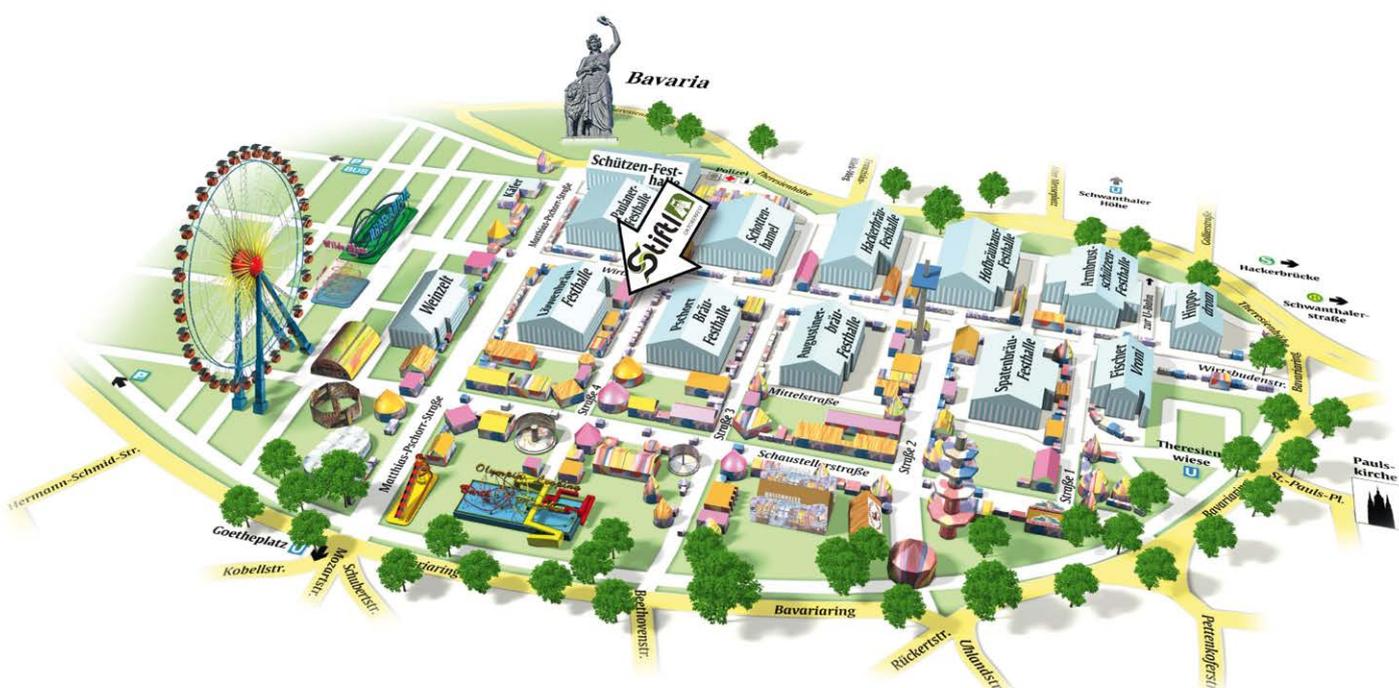
**3:00 – 3:15 p.m.**                      **Coffee and Networking Break**                      sponsored by **lifebond** 

**3:15 – 4:15 p.m.**                      **“Latest developments in the UK secondary annuities market”**  
*Panel: - Alec Taylor (Lead UK TEP & Marketing SL Investment Management, ELSA Chair)*  
*- Jason Sutherland (Director of Capital Markets & Legal Counsel at DRB Capital)*  
*- Gareth Mee (Executive Director, EY)*

**4:15 – 4:30 p.m.**                      **Summary / Remarks / Official Ending**

sponsored by

**from 6:30 p.m.**                      **Evening-Event\* (Octoberfest / Reservation necessary)**                       **North Channel Bank**  
*Private Bank since 1924*



\* Participation at the Oktoberfest event is at your own risk.



## Hosts / Sponsors / Media Partners at a glance

### Hosts

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#### **BVZL International (The German Association for International Secondary Life Insurance Markets – BVZL e.V.)**

The member companies of the BVZL International (The German Association for International Secondary Life Insurance Markets – BVZL e.V.) operate worldwide in secondary markets for life assurance.

Since its foundation in May 2004 the association, which currently has some 30 members, has been providing a single representative voice in commercial, legal and political matters. The BVZL is in a constant dialog with politicians, opinion leaders, the public and other interest groups with a mission to actively support the dynamic development of the industry.

One of BVZL's main targets is to establish industry standards with regard to transparency and comparability of the various investment segments (British, German and US life insurances) and thus to steadily improve the pre-conditions for successful investment in these different asset categories.



#### **European Life Settlement Association (ELSA)**

The European Life Settlement Association (ELSA) was founded in 2009 to set standards for the European life settlement industry. We represent European funding sources, service providers and intermediaries in the life settlement market who are looking to promote transparency by providing accurate, authoritative information to retail and institutional investors, regulatory bodies and the media.

Our focus is on the promotion of best practice and the positive development of the European life settlement industry's reputation amongst all stakeholders. We endeavour to encourage fair competition and investor protection within the European market. Our efforts are organised around 4 main pillars:

1. Encouraging best practice;
2. Educating industry participants, the public, regulators and the media;
3. Developing new and innovative longevity based research;
4. Leading the promotion of life settlement amongst European investors.

ELSA members must comply with the Association's Code of Practice; a comprehensive framework that ensures the highest professional and ethical standards within the industry and protection of the interests of investors in the asset class. Membership is open to capital providers, service providers and intermediaries in the life settlement market.

**Hosts / Sponsors / Media Partners at a glance**

## Gold Sponsor

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### **MLF LexServ**

MLF LexServ, L.P. ("LexServ") is the largest independent portfolio servicer in the secondary insurance market and is widely regarded as the best in class. Owned by Cantor Fitzgerald and Reservoir Capital Group, LexServ offers the full array of traditional life portfolio services, as well as unique portfolio on-boarding and maintenance options.

LexServ is institutional by nature and we have always been at the forefront of operational compliance and control. LexServ was one of only two service organizations to receive a ranking from S&P in 2005. In addition, we have completed SSAE-16 Type II Operational Control audits with external audit firms annually since 2012.

LexServ excels at the processes our clients value most, Policy Analysis and Premium Optimization. Our experienced staff is based here in the USA, and we leverage industry tools as well as many LexServ custom built models to maximize our clients' ROI. We excel at solving complex premium optimization problems.

LexServ's clients are provided with full and transparent access to their portfolios and LexServ's services. We are committed to innovation, technology, service excellence, and to providing world class care for our clients and their portfolios.

## Octoberfest Sponsor

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### **North Channel Bank**

North Channel Bank GmbH & Co. KG specializes in financing investments in US life settlements and offers customized solutions in securities trading and card issuing. We develop individualized, custom-tailored, future-oriented solutions for national and international clients.

North Channel Bank GmbH & Co. KG was founded in 1924 as the private bank Bankhaus Oswald Kruber with its head office in Berlin. It was acquired and renamed North Channel Bank in 2009 by a North American group of investors with experience in US life settlements. In the years that followed, the bank became the leading institution for the financing of US life settlements. Through the acquisition of its subsidiary NorthStar Life Services LLC in 2013 with headquarters in Irvine, CA, the bank can now access and oversee a reliable, experienced and reputable service provider that has already been helping private and institutional clients achieve high returns on their investments for many years.

## Hosts / Sponsors / Media Partners at a glance

### Silver Sponsor

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#### **BroadRiver Asset Management**

Formed in 2009, BroadRiver Asset Management, L.P. specializes in the management of fixed income alternative investments for sophisticated institutional investors, including pension plans, endowments and high net worth family offices. The firm's founders have been serving this clientele individually for over 20 years and as a team for more than a decade.

We focus on private credit investments with dependable yield, low correlation to the financial markets, and low-volatility. We are particularly sensitive to protection of principal and our clients' needs to reliably match or exceed overall portfolio benchmarks.

### Bronze Sponsor

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#### **Coventry**

For more than 30 years, Coventry has been redefining insurance. By uniquely bridging capital and insurance markets, we created the secondary market for life insurance and pioneered the resulting life settlement industry, opening a wealth of opportunities for consumers, financial professionals, and institutional investors alike. Our efforts have delivered \$3.5 billion to policyowners and launched a global longevity market.

As the market leader, we continue to drive the industry forward by setting new standards of excellence in everything we do. We are committed to ensuring a healthy and vibrant secondary market for life insurance. Our deep experience in life insurance and capital markets, combined with a fierce commitment to consumer rights makes us the clear market leader – a position we use to continually raise industry standards, promote strict regulation, and expand consumer choice.

## Hosts / Sponsors / Media Partners at a glance

### Lunch/Coffee Break Sponsors

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#### lifebond

**Life Bond**

For more than 15 years, Life Bond has been a recognized expert in the field of alternative financing solutions. It is our declared goal to offer our clients transparent and profitable investment opportunities in alternative markets. We provide access to secondary and tertiary life insurance markets as well as alternative energies, our spectrum of services ranging from the conception, development, management and marketing of investments in the field of alternative asset classes to the provision of consulting services.

Our investors benefit from our extensive know-how and market knowledge, our long experience as well as individual and customized investment products.



#### Vida Capital

**Vida Capital**

Founded in 2009 and headquartered in Austin, TX, Vida Capital is an institutional asset manager focused exclusively on providing longevity-contingent investment solutions to institutions and individual investors. Vida specializes in the structuring, servicing, financing and management of life settlements, synthetic products, annuities, notes, and structured settlements. Vida's senior management team has over 100 years of life settlements and life insurance experience, and extensive knowledge of alternative investing.

Vida is vertically integrated with a leading life settlement provider, Magna Life Settlements. As one of the top settlement providers, Magna allows Vida broad access to the regulated secondary and unregulated tertiary markets and a strong due-diligence process.

With a professional staff of 36 employees, Vida currently manages both open-ended hedge fund and closed-end private equity structured investment solutions, including bespoke separate account structures. Vida Capital Management LLC has been an SEC registered investment adviser since November 2010, and representatives of the firm sit on the board of the Life Insurance Settlement Association (LISA) and the Institutional Longevity Markets Association (ILMA).

**Hosts / Sponsors / Media Partners at a glance**

## Technical Sponsors



### SLG Life Settlements

SLG Life Settlements, LLC (SLG) is a full-service platform in the Life Settlement industry. Our primary responsibility is to deliver quality insurance policies to our investor clients at the most attractive fair market price. We do this by working with established brokers and agents, maintaining relationships with third party vendors committed to supporting the industry and by employing individuals with combined experience of over 60 years in the life insurance industry.

Through the in-depth knowledge of our employees and our origination track record, we are also able to offer tracking, servicing and valuation services. This expansion into other areas of the Life Settlement industry provides a complete back-office solution; such that SLG is positioned to provide occasional services e.g. valuation of a portfolio or continuous support throughout the duration of the portfolio's existence.



### Fasano Associates

Fasano Associates is a leading underwriting consulting firm serving the life, structured settlement and life settlement markets. Historically, Fasano's life expectancy estimates have been the most consistent and accurate in the market. Fasano's analytic approach is unique in that it integrates physicians into the review process, and its cadre of physicians includes former Chief Medical Directors of companies such as New York Life and Genworth. Its robust, peer reviewed medical analysis is complimented by state of the art actuarial research. Its proprietary mortality tables facilitate more precise cash flow modeling by incorporating changes in the slope of the mortality curve related to the severity of disease impairment. Fasano licenses its database and mortality tables to qualified institutional investors.

Fasano also hosts an annual **Fall Longevity Conference** that is geared to the investor market. This year's Conference ([www.fasanoassociates.com/registration\\_form](http://www.fasanoassociates.com/registration_form)) will be held on Monday, November 7th in Washington, DC and will include eight substance packed presentations followed by cocktails and dinner.

## Hosts / Sponsors / Media Partners at a glance

### Media Partners

#### **beteiligungsreport – Business Journal for Tangible Assets**

Given the many changes in the closed-end fund industry, what is needed more than ever is competent and current reporting. With our experienced editors, wide network of specialist reporters, creation of diagrams, short reports, tables, charts, etc., we continuously vet the market and bring to you interesting facts and the most topical news. For 13 years now Beteiligungsreport has been the communication platform for the tangible asset sector, complemented by the news portal [beteiligungsreport.de](http://beteiligungsreport.de), which focuses on tangible assets, and the ipad/iphone app “epkKiosk”, available since 2011. Through press cooperations with Dow Jones as well as other finance and media portals, the magazine online – pro aktiv – reaches over 10,000 readers with a special interest in tangible assets and more than 25,000 readers interested in finance and business. Banks, financial service providers, asset managers, domestic management companies as well as initiators will continue to receive the free online edition. To be added to the list of free subscribers, please go to [www.beteiligungsreport.de](http://www.beteiligungsreport.de).



#### **Euro am Sonntag**

Euro am Sonntag is a business and finance weekly valued in German-speaking countries as a specialist publication for the latest financial information. What opportunities exist in the markets, which investments offer economic growth? To find answers, investors rely on robust background information and well-researched company reports, comparisons with competitors as well as comments and valuations from analysts. First-hand accounts. Every week, Euro am Sonntag provides analyses of economic developments and offers independent and sustainable information for a successful investment strategy. Euro am Sonntag publishes information on the German and international stock market and takes a thorough look at funds, ETFs, certificates, subscription warrants and alternative finance products. The section “private finance” is well-received too, with its useful information on pension provision, insurance, closed-ended funds, real estate and tax.



#### **fondstelegramm**

fondstelegramm was established in 2004 to ensure high-quality analyses of closed-end funds and open real estate funds, transparency to assess investment offers, background market evaluations and daily news. 8,500 registered readers use the industry portal for their research, work and as a decision-making tool. The readers of fondstelegramm are primarily sales organizations specialized on closed-end funds, free service-providers and bankers. Other readers are private investors, tax advisors, auditors and lawyers.



#### **Fondszeitung**

Fondszeitung is Germany’s magazine for closed-end funds and other alternative investments providing independent reports on partial markets, their products and their makers. In its regular issues of 24-40 pages, Fondszeitung informs quickly and comprehensively, reflects on current topics, establishes detailed contexts and provides background information. As a b-to-be medium, Fondszeitung addresses the actors and decision-makers in the free capital market. The readers are financial service providers, financial consultants, private customer consultants of banks and saving banks in the German speaking countries, wealth management and family offices, foundations as well as tax advisors, auditors and lawyers. Fondszeitung appears in the IVW approved edition of 10,000 copies. It is personalized for and mailed directly to the reader.



#### **TiAM**

The quarterly print magazine TiAM – Trends im Asset Management has a clear focus on institutional investors in German-speaking countries. TiAM offers expert know-how, first-hand accounts and discussions of equals. With its unique concept, informative and useful reviews and strong orientation towards its customerbase, TiAM enjoys a high standing and excellent reputation in the industry.



Vitea



**Christian Seidl**

*Executive Vice President Life Bond Management GmbH, BVZL Executive Board*

Christian Seidl holds a diploma in business administration from the University of Regensburg, Germany, and embarked on his career in finance by joining the audit firm PriceWaterhouse GmbH as an assistant auditor in 1996. Two years later, Christian started working for the Munich-based Schörghuber Group and eventually became Director Controlling and Business of Arabella Hotel Holding AG, the group's hotel division.

Since 2003, Christian has been working for the Life Bond Group, one of the market leaders in the conception and management of US-American, British and German life insurance policies. At the beginning, he was in charge of Life Bond's fund controlling and policy administration and in 2006 became Executive Vice President of Life Bond Management GmbH, where he is responsible for the company's asset management services and investor relations.

Due to his extensive experience in the life settlement industry, above all the US business, Christian has been a valuable asset to the BVZL and has contributed greatly to its success. In 2011, he was appointed member of the executive board and head of the US section. He is a frequent attendee and speaker at panel discussions and expert symposia on investment opportunities in the asset class of US life settlements.



**Ingo Wichelhaus**

*BVZL Executive Board*

Ingo Wichelhaus is an Executive Director at EAA Portfolio Advisers GmbH. His main focus lies on portfolio management of Asset Backed Loans including US Life Settlements and German Traded Endowment Policies. In his former role at WestLB AG, he was responsible for the set up and management of WestLB's German Secondary Life Insurance Business. Before that, he spent 5 years working at Citibank AG. Ingo Wichelhaus has been on the board of BVZL International since 2010 and head of the German section since 2007.

Ingo Wichelhaus holds a diploma in economics from the University of Wuppertal. He is a well known and well connected market expert in the German Secondary Life Markets and profits from his longstanding experience in the Banking and (Re) Insurance industry.

*Keynote-Speaker*



**Tobias Rommel**

*Head of International Business/ Lecturer at the Frankfurt School of Finance & Economics*

- Trained banker, bachelor of science in Finance & Management, Frankfurt School
- 21 years of experience in various positions, among others: project leader and sales expert company pensions schemes, sales corporate clients incl. support in the structuring of syndicated loans, real estate leasing transactions;
- Reorganisation of the International Business department
- Launching new products and services: inter alia interest rate and fx derivatives, set-up of SWIFT connection, installing credit process for granting bank/sovereign risks, etc.
- Current position: Head of International Business
- Lecturer of Economics at the Frankfurt School
- Married, 2 daughters, passionate runner.

## Vitae



### Prof. Dr. Alexander Braun

*Assistant Professor of Risk Management, University of St. Gallen / Switzerland*

His main research areas comprise alternative risk transfer and insurance-linked securities, financial regulation (particularly Solvency II), as well as selected topics in asset pricing, asset management and insurance economics.

Before his academic career, he gained practical experience in the European capital markets division of Lehman Brothers in London.

Mr. Braun holds a Ph.D. in Finance from the University of St. Gallen (Switzerland) and a Master's Degree in Management (Diplom-Kaufmann) from the University of Mannheim (Germany).

For more information refer to: [www.ivw.unisg.ch/ab](http://www.ivw.unisg.ch/ab)



### Dr. John R. Iacovino

*Senior Medical Director of Fasano Associates*

Dr. Iacovino joined Fasano Associates as Senior Medical Director in 2005, having previously served as Vice President and Chief Medical Director of the New York Life Insurance Company. He is Board Certified in Pulmonary Diseases and Internal Medicine and a Diplomat of the Board of Insurance Medicine.

Dr. Iacovino is a Former President of the American Academy of Insurance Medicine. He received the W. John Elder Award in recognition for his extensive contributions to the Journal of Insurance Medicine and the Distinguished Physician Award. He has spoken to national and international audiences on the subjects of mortality and longevity.



### Stephen G. Foresta

*Partner in Orrick's New York office and Leader of the firm's Complex Litigation and Dispute Resolution Group.*

Steve also chairs Orrick's Life Settlements Working Group and has extensive experience litigating all aspects of life settlement-related disputes, including insurable interest/STOLI allegations, cost of insurance rate increases, enforcement of contestability clauses, claims of elder abuse, fraud, unfair competition, and others.

He has achieved favorable results in state and federal courts in California, New York, Minnesota, Florida, Oklahoma, and Pennsylvania, as well as before arbitration panels in New York, Minnesota and California. Most recently, Steve led a team that secured a significant victory for an investor in *PHL Variable Insurance v. Bank of Utah*, when the U.S. Court of Appeals for the Eighth Circuit effectively ruled that under Minnesota law, an insurer cannot challenge the validity of a life insurance policy outside the contestability period based on an alleged lack of insurable interest.

He also successfully defended a life insurance trust in *Hartford Life & Annuity Insurance Company v. Doris Barnes Family 2008 Irrevocable Trust*, a case brought by a life insurer in the U.S. District Court for the Central District of California seeking to rescind a policy and keep the premiums paid based on an alleged lack of insurable interest and misrepresentations in the policy application.

Steve represented investors in a number of cases brought against Phoenix Life Insurance Company relating to cost of insurance rate increases and death benefit denials, and is currently advising various market participants in connection with the recent wave of COI rate increases.

Vitae



**Erik Hunt**

*Consul for Commercial Affairs,  
United States Consulate-General,  
Munich, Germany*

Erik manages the United States Department of Commerce trade promotion and regulatory affairs for U.S. interests in the State of Bavaria. Erik assumed his current position in August 2016. Mr. Hunt previously served as the Deputy Counselor and Commercial Attaché at the United States Embassy in Riyadh, Saudi Arabia. As Commercial Attaché, Erik managed the day to day operation of the Commercial Section on matters related to budget, personnel and administration. In addition to his management responsibilities, Erik's portfolio included the advancement of U.S. trade and investment policy in support of U.S. business interests. Mr. Hunt previously served as Commercial Counselor at the United States Embassy in Seoul during the period of the U.S.-Korean Free Trade Agreement (KORUS FTA) ratification and implementation. Erik's portfolio included monitoring of tariff and non-tariff barriers and compliance related to industrial standards and customs procedures, proliferation control, and enforcement of intellectual property rights. Prior to his current assignments, Erik served as Commercial Counselor in Kuwait and Commercial Attaché in Turkey where his primary responsibilities included commercial military sales, industrial standards compliance, offsets, and public procurement advocacy. Erik has also served as Commercial Attaché or Commercial Specialist in Berlin, Bonn, Minneapolis, Riyadh, and San Francisco.

Erik is a career member of the United States Foreign Service. He began his career at the U.S. Department of Commerce in 1987, where he was an analyst in the Office of South African Affairs monitoring U.S. corporate compliance of the Comprehensive Anti-Apartheid Act of 1986 (sanctions). He joined the U.S. and Foreign Commercial Service's Office of Domestic Operations in 1988.



**Gareth Mee**

*Executive Director, EY*

Gareth is an Executive Director at EY in London, where he leads its Global Investment Advisory practice. He advises insurers and pension schemes on alternative investments and works with asset managers managing insurance and pension scheme assets.

He has extensive experience within the retirement market and has advised clients on the purchase and sale of retirement products such as secondary annuities and equity release (reverse mortgages). He has particular experience in restructuring cashflows for investment purposes, having advised on several equity release securitisations in 2015 and 2016.

He has worked in the life settlements market for over ten years and is a former ELSA Board member. He advises a number of European funds, companies and banks on structuring and due diligence of portfolios, valuation methodology and assumptions. He is also involved in the audit of several funds investing in physical and synthetic policies on both longevity and mortality sides of life settlements.

*Continuation: Erik Hunt*

Erik holds a Bachelor's of Science degree in Economics from the California Polytechnic State University-San Luis Obispo. He is married to Beatrice Hunt (nee Burger) who is a consultant in cross cultural communications with emphasis on the Middle East, Europe and the Asian subcontinent.



**Christoph Mussenbrock**

*CEO of parclT*

Christoph has a long record of accomplishment in the cooperative banking sector in Germany. After several years on the board of a cooperative bank, he switched to the IT segment and became Chief Program Manager Credit Solutions and Chief of Strategy Development at Fiducia & GAD IT AG – one of Germany's biggest IT Service Providers.

Since 2015, he has been CEO of parclT GmbH, one of Germany's best-known companies specialized in risk management solutions.

Due to his many years of work in the field of banking and insurance, Christoph has built up extensive experience in all matters concerning regulatory frameworks. He is co-founder of Progeno Wohnungsgenossenschaft eG, a housing cooperative in Munich, which has successfully crowdfunded a large residential project in Munich.

Christoph has a master's degree in mathematics and wrote his thesis on formal soft- and hardware verification.

## Vitae



### Jason Sutherland

*Director of Capital Markets & Legal Counsel*

Mr. Sutherland has over 17 years of experience as an attorney and senior executive in the specialty finance area. Mr. Sutherland currently serves as the Director of Capital Markets & Legal Counsel at DRB Capital.

He is also the founder of Citadel Financial, Ltd ("Citadel"). Prior to Citadel, Mr. Sutherland served as the Vice President of Legal Affairs for Peachtree Settlement Funding where he concentrated on the creation of financing facilities, term securitizations and managed litigation efforts on a nationwide basis. On behalf of Peach Holdings, LLC he also founded and served as the Managing Director-Legal & Operations for Peachtree Asset Management, Ltd (an FCA regulated firm) and managed its fund related activities. Prior to that, he was employed at the law firm of Powell, Goldstein, Fraser & Murphy as an Associate Attorney.

Mr. Sutherland received his B.A. from The University of Georgia – Athens and his J.D. from New England Law-Boston. He is a board member of the National Association of Settlement Purchasers and the Chairman of the Legal and Legislative Committee.



### Alec Taylor

*Lead UK TEP & Marketing SL Investment Management*

Alec leads the UK Traded Endowment Policy (TEP) and Marketing sections within SL Investment Management (SL). He works closely with clients on the delivery of existing TEP business, structuring of new TEP product, and on the development and implementation of marketing initiatives with the SL Executive.

Alec joined SL in 1996 in order to establish and formalise the company's valuation function. Over subsequent years, he has worked extensively with the fund management, actuarial and operational areas of the business. Alec is now one of the top UK experts on the investment and management of TEP assets and has been Head of TEPs at SL since 2007.

Alec graduated from Bristol University as a Bachelor of Aeronautical Engineering in 1993, and subsequently achieved an MSc in Artificial Intelligence whilst studying in London.



### Thomas R. Weinberger

*Partner  
Schulte Roth & Zabel*

Thomas R. Weinberger focuses his practice on asset-backed securities and corporate finance, with an emphasis on insurance and risk-linked securities and specialty finance companies. He has expertise in life settlements, reserve funding transactions, premium finance, longevity and pension risk transfer, alternative risk transfer and marketplace lending and other non-bank finance products. He advises clients on the formation of domestic and offshore funds that invest in the life settlement and premium finance asset classes.

Tom lectures on matters relating to the mortality and longevity markets, and he writes on topics involving life settlements and securities, as well as the financial aspects of alternative energy and climate change disclosures. He earned his J.D. from Columbia Law School, where he was a Harlan Fiske Stone Scholar and Note Editor of the Columbia Journal of Environmental Law. He earned his B.S., magna cum laude, from Yeshiva University.

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