



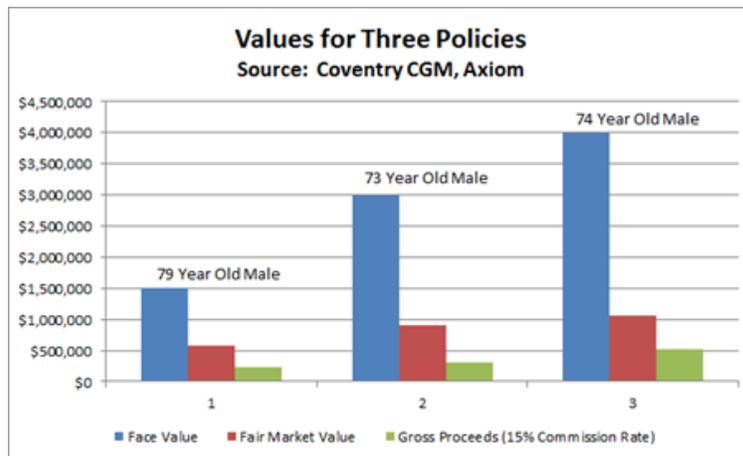
Axiom on Value

A Monthly Note

Axiom Valuation has written a white paper about valuing life insurance policies entitled:

A Research Note on the Value and Under Pricing of Life Policies

The paper indicates that the life settlement asset class continues to earn large excess returns. This persistence implies that the values of transacted life policies are well below their respective fair market values. The chart below underscores the degree to which fair market value may exceed the price paid by investors. The three policies shown were valued by Axiom Valuation Solutions using its proprietary life insurance pricing platform.



These results indicate that fair market value of each policy is twice the grossed up life settlement bid price. This underpricing is even more significant when one considers that the seller in each case receives less than the value shown on the chart. ***In short, these results strongly support the conclusion that LSM sellers are transferring abnormal incremental value to investors and as a result the latter are earning abnormally high returns while the former are receiving far less than their life insurance policies are worth. While there are several factors contributing to this outcome, the predominant driving force is that the LSM is asymmetric and sellers are not fully informed about the value of their life policies.***

To view the entire paper, visit the Axiom Blog on our website by [Clicking Here](#).

About Axiom Valuation Solutions

Axiom Valuation provides a comprehensive range of expert valuation services for private businesses, illiquid securities, fixed income portfolios, intangible and tangible assets, and other hard-to-value assets. We value

thinly traded public companies and divisions of public companies for a variety of purposes.

We offer a unique alternative investment return authentication service (AIRAS) for institutional investors in hedge funds and private equity funds. Since 2001, Axiom Valuation has conducted valuation assignments for clients throughout North America, Europe, and Asia. Axiom serves its clients from its headquarters in Wakefield, MA and its branch offices in Arizona, Germany, and California. In the increasingly complex world of valuation, we provide ANSWERS YOU CAN TRUST, and UNDERSTANDING BEYOND THE NUMBERS. [Learn more.](#)

Contact Wakefield, MA Headquarters:

Co-Founder and Chairman

[Stan Feldman](#)

(781) 486-0100 Ext 204

To Unsubscribe please [click here](#)



Axiom Valuation Solutions
Arizona
Managing Director
[Vlad Hulpach](#)
(408) 703-1364



Axiom Valuation Solutions
Europe
Managing Director
[Thomas Klepsch](#)
+49 (0) 5731 1539897



Axiom Valuation Solutions
California
Managing Director
[Charles Sena](#)
(949) 296-7646