

# Investor Presentation

September 2022



*AVALON*  
*Acquisition Inc.*



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Information regarding the persons who may, under SEC rules, be deemed participants in the solicitation of proxies to Avalon’s stockholders in connection with the proposed business combination is set forth in the registration statement on Form S-4 related to the business combination and the proxy statement/prospectus contained therein, which will be filed by Ben with the SEC, as it may be amended and supplemented.

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# Today's Speakers



**Donald H. Putnam**

Chairman, Avalon Acquisition Inc



**Brad K. Heppner**

Founder, CEO and Chairman of Ben



# Avalon's Search Focused on Companies that Met Specific Criteria

## Financial Services with Financial Results

Sectors in which we can leverage our expertise, including asset management, financial exchanges, financial technology, insurance

Actual financial results – no pre-revenue or sub-scale companies

Large and growing sectors of the industry

## Strong Competitive Position & Growing Platform

Technology-driven, innovative business strategy, and differentiated products that create a competitive advantage

Significant revenue and profitability growth

Client stickiness and recurring revenue

## Talented & Incentivized Management Team

Track record of innovation and growing companies

Financial architecture that properly aligns incentives

Desire to be public and roll significant portion of equity

## Benefits from Public Currency & Access to Public Markets

Public market would increase growth opportunities for the company

Ability to use public currency in acquisitions

Public company ready management and board





# Transaction Overview

## Transaction Parties

The Beneficient Company Group, L.P. (“Ben”)  
Avalon Acquisition Inc. (“AVAC”)

## Transaction Summary

AVAC has \$207 million in trust  
100% existing Ben equity holders rollover  
Prior Ben AltAccess Customer consideration converted into public shares  
Ben expected to apply for listing on NASDAQ

## Equity Valuation / Ownership

Transaction assumes post-money enterprise valuation of \$3.5 billion<sup>1</sup>  
Common equity valuation of \$2.5 billion<sup>1</sup>  
Avalon public shareholders who do not redeem will also receive a preferred share that converts into 1/4 a share of common stock<sup>2</sup>  
Proforma common ownership – 88% existing Ben equity holders<sup>3</sup>, 10% public shareholders, 2% Avalon Sponsor<sup>4</sup>

## Management and Sponsor Aligned for long-term

Founders and management preferred equity of approximately \$1.1 billion is subject to price and share percentage conversion restrictions until December 31, 2029  
30% of Sponsor shares are subject to price and share percentage sale restrictions until December 31, 2029

<sup>1</sup>Assumes no SPAC redemptions; includes approximately \$1.1 billion of preferred equity held by founders and management; assumes no exercise of outstanding warrants.

<sup>2</sup>Consideration per Avalon share of Class A common stock consists of one share of Beneficient class A common stock and one share of Beneficient Series A convertible preferred stock, which automatically converts into 1/4 share of Beneficient Class A common stock.

<sup>3</sup>Includes asset PIPE closed in prior twelve months

<sup>4</sup>Assumes no SPAC redemptions, no warrant exercises, that all Ben preferred securities that are convertible within thirty days of closing convert into Class A Common Stock and do so at the same conversion price, and approximately \$1.1 billion of founder and management preferred interests do not convert into common equity

# Implied Sources, Uses & Ownership<sup>1, 2</sup>

## Sources \$MMs

Ben Rollover Common Equity (\$)	1,812
Ben Rollover Deferred Preferred (\$)	1,108
Completed Asset PIPE (\$)	383
SPAC Cash in Trust (\$)	207
<b>TOTAL SOURCES</b>	<b>3,510</b>

## Uses \$MMs

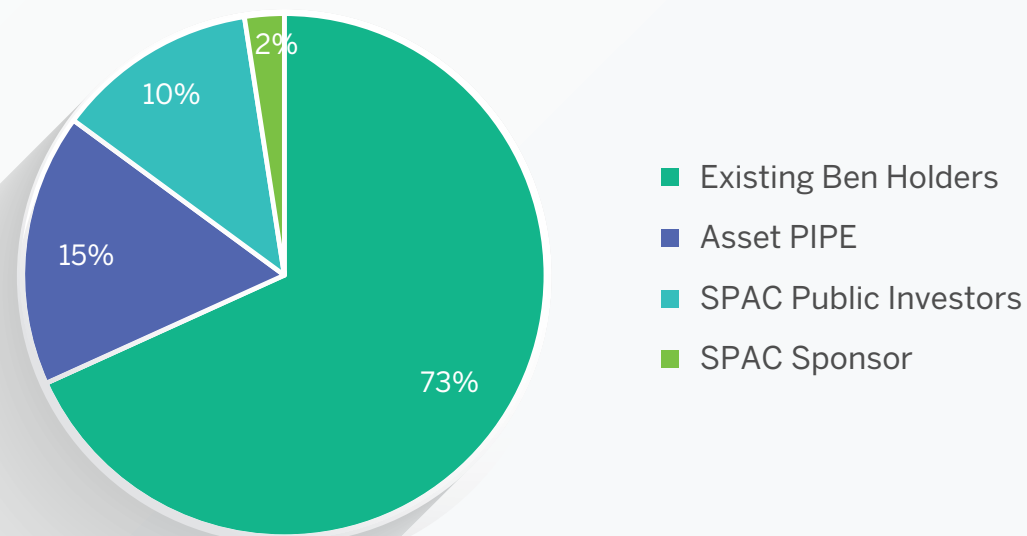
Ben Rollover Common Equity (\$)	1,812 <sup>3</sup>
Ben Rollover Deferred Preferred (\$)	1,108
Assets from completed PIPE (\$)	383
Balance Sheet Cash (\$)	167
Estimated Expenses (\$)	40
<b>TOTAL USES</b>	<b>3,510</b>

## Valuation MM

Pro Forma Shares Outstanding	251
Assumed Price Per Share (\$)	10
Common Equity Value (\$)	2,505
Plus Deferred Preferred (\$)	1,108
<b>TOTAL EQUITY VALUE (\$)</b>	<b>3,613</b>
Plus Debt (\$)	101
Less Cash to Balance Sheet (\$)	(167)
<b>TOTAL ENTERPRISE VALUE (\$)</b>	<b>3,547</b>

## Pro-Forma Public Cap Table \$MMs

Existing Ben Holders (\$)	182	73%
Asset PIPE (\$)	38	15%
SPAC Public Investors (\$)	26	10%
SPAC Sponsor (\$)	5	2%
<b>TOTAL COMMON SHARES</b>	<b>251</b>	<b>100%</b>



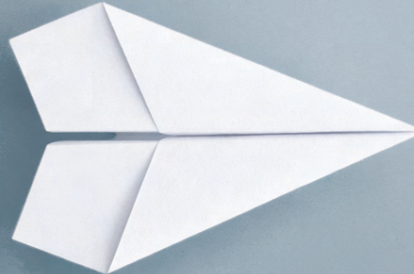
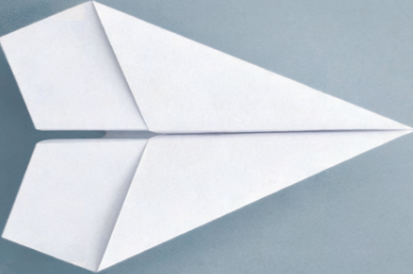
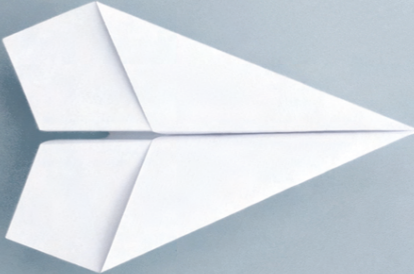
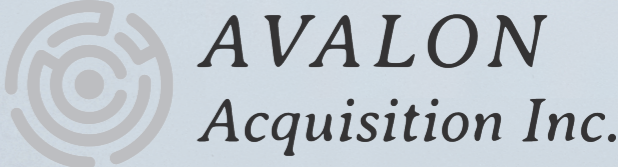
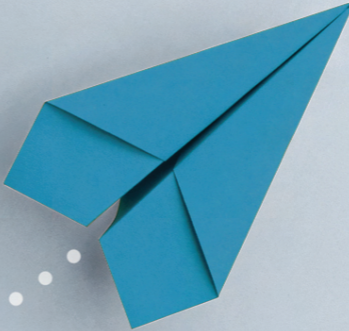
<sup>1</sup>Assumes no SPAC redemptions, no warrant exercises, that all Ben preferred securities that are convertible within thirty days of closing convert into Class A Common Stock and do so at the same conversion price, and approximately \$1.1 billion of founder and management preferred interests do not convert into common equity

<sup>2</sup>Asset PIPE conversion of Ben Customer consideration from an ExAlt Plan placement in the prior twelve months

<sup>3</sup>Includes amounts issuable to asset PIPE equity holders upon closing in connection with their preferred return and conversion discount



Liquidity Is Opportunity





# Beneficient Investment Highlights

## Unique, Disruptive Business Model

- Financing simple, rapid alternative investment liquidity solutions for a large, growing addressable market
- Innovative fintech platform delivering consistent product and service fee revenue and loan interest revenue<sup>1</sup> to our business units
- First mover advantage for our target market

## Significant Market Opportunity

- \$11.9 trillion<sup>2</sup> alternative assets held by investors globally (Ben estimates \$2.1 trillion<sup>3</sup> held by Ben's current target market of medium-to-high net worth investors and small-to-medium institutions)
- Ben estimates annual target market demand for liquidity is \$51B in 2022, and estimates it to grow to \$106B by 2027
- Market study commissioned by Ben concludes that MHNW investors desire a simple, rapid and cost-effective approach to liquidity which until now has not existed<sup>4</sup>

## Competitive Advantages

- Industry's only regulated trust company acting as principal and fiduciary to provide alternative asset liquidity
- Financed transactions that delivered liquidity on approximately \$1.1 billion net asset value of alternative assets since 2017
- Complete end-to-end digital platform utilizing proprietary systems, methodologies, and algorithms

## Strong Team

- Led by CEO & Founder with proven track record of launching and growing alternative asset businesses
- World-class board of directors with extensive industry experience, including two former Federal Reserve Bank presidents
- Deeply experienced and stable leadership team with related industry expertise across key verticals

<sup>1</sup>From entities eliminated in consolidation  
<sup>2</sup>\$11.9 trillion figure is from Preqin

<sup>3</sup>Source: Ben's estimates in calculating MHNW and STMI assets allocated to alternatives, which use data from Capgemini, Preqin, EurekaHedge, and Credit Suisse

<sup>4</sup>Source: The Ben Liquidity Report: Alternative Asset Investors, Their Wealth Behaviors and Attitudes





# Company Value Proposition Overview

Estimated Total Addressable Market is \$51 billion in 2022, expected to grow to \$106 billion in 2027<sup>2</sup>

Unique in the industry as **FIRST MOVER** to act as principal and fiduciary using our own balance sheet to finance the delivery of **LIQUIDITY OPTIONS** to alternative asset investors in our target market.

**SIMPLE, RAPID and COST-EFFECTIVE** process built to operate **SECURELY** and **ENTIRELY ONLINE**.

Serve as a **REGULATED FIDUCIARY**<sup>1</sup> for our customers during transaction.

## BEN'S 4 TARGET MARKETS



<sup>1</sup>In 2021, Ben received its unconditional charter from the state of Kansas to operate as a specialized trust company called a Technology-Enabled Fiduciary Financial Institution. The Charter enables Ben to serve as a regulated fiduciary in providing liquidity financing, custodial and administrative trust services to alternative asset investors, managers, and others under Kansas' 2021 Technology Enabled Fiduciary Financial Institutions (TEFFI) Act.

<sup>2</sup>Both figures are from Ben's estimates in calculating MHNW and STMI alternatives' AUM turnover, which use data from Spectrem Group, Setter Capital, Capgemini, Preqin, EurekaHedge, and Credit Suisse



# Platform Specializes In Financing the Delivery of Liquidity to Investors in Alternative Assets

Provides a modernized digital method of delivering liquidity to investors in most alternative assets, including:



Minimum liquidity transaction amount: \$100k





# Blackstone, Ares, Apollo, KKR, and their Peers Get Investors Into Alternatives; Ben Gets Them Out

Ben has built the platform and is trailblazing the path to industry democratization

Investment growth has been fueled by tech innovators in fund access and distribution.



Liquidity & data analytics are poised for innovation, disruption and democratization.



“It became abundantly clear to me that there were firms popping up every day focused on getting smaller institutions and individuals into alternative assets in a so-called effort to “democratize” the alternative asset industry, but very few or perhaps none focused on getting them out while delivering transparent data on the investments.”

~Brad Heppner

	Digitized Marketplace	Fiduciary to Customer and Operates as a Trust Company	Comprehensive & Transparent Data, Reporting & Analytics <sup>1</sup>	Safekeeping & Custody of Securities, Assets & Documents	Quick Quote On Alternative Assets <sup>2</sup>	Liquidity In Typically Less Than 30 Days
Ben	✓	✓	✓	✓	✓	✓
CAIS	✓	✗	✗	✗	✗	✗
iCapital	✓	✗	✗	✗	✗	✗
Moonfare	✓	✗	✗	✗	✗	✗
RealBlocks	✓	✗	✗	✗	✗	✗

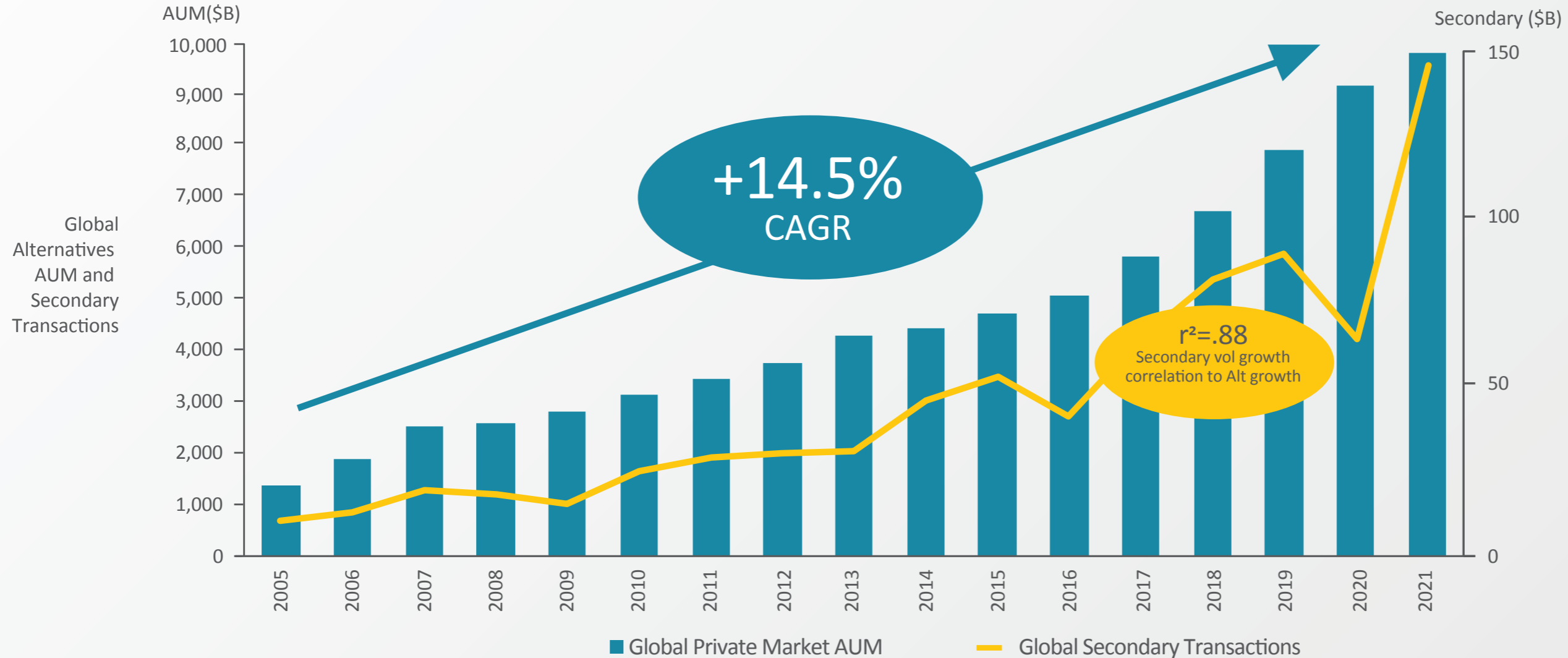
<sup>1</sup>Products and services currently provided to the ExAlt Trusts.

<sup>2</sup>AltQuote launch anticipated to be in Q1 2023



# Liquidity Demand Grows as Alternatives Flourish

Exciting recent period of rapid growth in alternative investments has resulted in corresponding growth in the demand for early liquidity, currently mostly provided through the secondaries market, which focuses on getting large institutions out of their investments early



## Top 3 Secondary Fund Market Share Since 2015

Top Volume Ranking	2015 - H1 2021 7yr Average
#1	13.1%
#2	10.4%
#3	7.4%

Source: Evercore Partners International LLP - authorized and regulated by the Financial Conduct Authority.

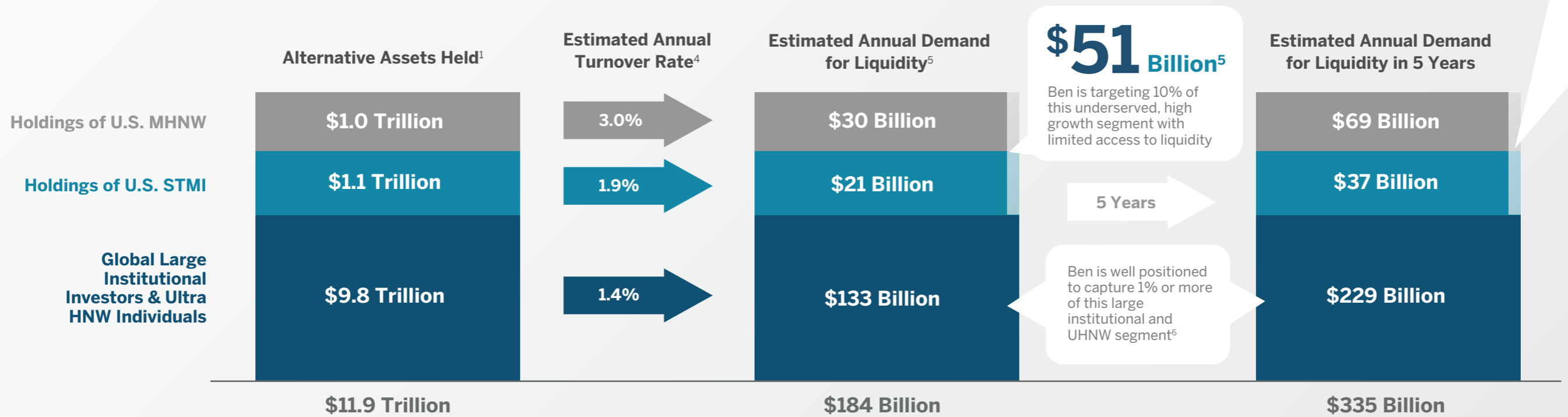
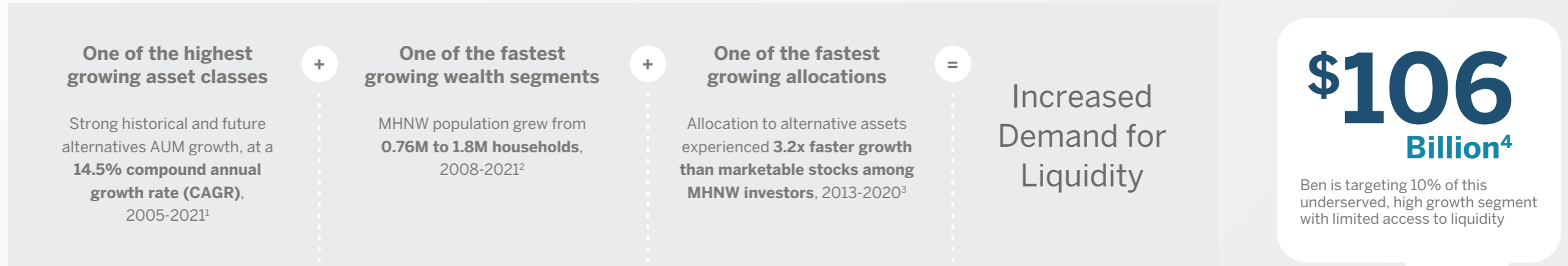
Sources: Preqin, Setter Capital, Ben calculations on correlation between private assets' AUM and secondaries transactions volume for years 2005 to 2021. Global Alternative AUM excludes secondary funds and fund of funds to avoid double-counting; hedge funds not included as Preqin does not consider hedge funds to be a private asset class.

- Market share leaders have historically commanded double-digit share (Evercore)
- As the secondary market has matured, top providers share has declined but still remains high (Evercore)
- 25 leading secondary firms have >80% of current market share with average transaction sizes: \$125M to \$175M per transaction (Setter Capital)
- Experts are forecasting \$1T in global secondaries transaction volume by 2030 (Secondaries Investor)



# Projected Target Market Growth

Focus on MHNW investors and STMI investors who represent a growing, but traditionally underserved liquidity market



<sup>1</sup>Preqin

<sup>2</sup>Spectrem Group Market Insights 2022

<sup>3</sup>Ben calculations based on data from Capgemini World Wealth Report 2020 and Capgemini Global HNW Insights Survey 2020

<sup>4</sup>Ben proprietary assumptions and calculations using data from Setter Capital and Preqin (for MHNW and STMI turnover rate) and calculations using data from Setter Capital and Preqin (for large institutional and UHNW turnover rate)

<sup>5</sup>Based on data from Preqin, a widely accepted commercial private equity database and Ben's own proprietary assumptions and calculations of MHNW and STMI alternatives AUM and turnover, which use data from Spectrem Group, Setter Capital, Capgemini, Preqin, Eureka Hedge, and Credit Suisse

<sup>6</sup>Based on Ben's historical transactions, and on average, the top 25 secondaries firms average at least 3% market share currently (Source: Setter Capital)



# Survey Results Reflect the Target Market Opportunity

A comprehensive survey commissioned by Ben of 600 alternative asset investors shows that interest in alternatives is accelerating, along with the need for liquidity

**100%** of respondents are interested in a simple, rapid and cost-effective approach to getting liquidity from their alternative investments.<sup>1</sup>

**81%** of MHNW investors prefer to work with/through their advisor to obtain liquidity.<sup>3</sup>

**68%** of alternative asset investors would choose liquidity options of preferred equity, common equity and income-producing bonds for their alternative assets. Only **10%** would choose all cash.<sup>2</sup>



More than **82%** of respondent MHNW investors have tried to seek liquidity from their alternative assets once or more in the past 5 years.<sup>4</sup>

MHNW investors invest in and seek liquidity from alternatives for opportunistic reasons including:

**52%** access to a specific opportunity

**51%** long-term return potential.<sup>5</sup>

The most important attributes of a liquidity provider for respondents was that they be **cost-effective, transparent** and operate as a **regulated entity** exercising fiduciary powers to finance and effect liquidity transactions.<sup>6</sup>

<sup>1</sup>Survey asked, "How interested would you be in a company that offered a simple, rapid and cost-effective way to access liquidity in as short as 30 days from your professionally managed alternative investment, with a majority or all of the transaction able to be conducted online/digitally without physical paperwork or in-person interaction?" 61% were interested or very interested; 39% were somewhat interested.

<sup>2</sup>Survey asked investors to rank their preferences for various types of exchange consideration, including bond with a 4-year maturity paying 5-6% interest with an optional conversion feature for potential equity upside into common equity of the company providing liquidity for the investment; preferred equity and/or common equity of the company providing liquidity for the alternative investment; bond with varying maturities ranging from 2 years to 10 years; bond with 4-year maturity paying 5-6% monthly cash interest, combination of cash and bond; or all cash.

<sup>3</sup>When presented with a hypothetical online platform like AltQuote to access liquidity for their investments, 81% of investors surveyed said that they would prefer that an advisor work with them to use such a service or that their advisor manage their investment liquidity directly, as compared to being interested in using such a service on their own.

<sup>4</sup>Survey asked, "over the past 5 years, how many times have you tried to seek liquidity from your alternative asset investments outside of the fund's distribution or liquidation periods?";

<sup>5</sup>Survey asked respondents to select between the following list of reasons for investing in or seeking liquidity from an alternative investment: "to diversify my portfolio; to generate longer term return potential; to achieve access to a specific opportunity; to create an ongoing source of income; I was not involved in choosing my alternative investments; and I don't know"

<sup>6</sup>Survey asked respondents to select the three most important factors from the following list when interacting with a liquidity provider: "Offers liquidity in 30 days or less; Provides transparency into different liquidity options; Provides an instant estimate of my investment's liquidation value; Has a strong reputation amongst advisors; Has a strong reputation amongst fund General Partners; Is led by industry veterans; Adheres to a fiduciary standard; Allows me to conduct the entire process online, without requiring physical paperwork and/or in-person interactions; Makes the process simple; Makes the process cost-effective"



# Leveraging Digital Technology to Provide a Simple & Rapid Exit

Faster liquidity timelines are made possible by Ben AltAccess™, the industry’s first online secure AT&T(R) NetBond certified tech platform designed to deliver liquidity and related custody and trust services to owners of alternative investments



**4-12+ MONTHS FOR LIQUIDITY**

## Non-Disclosure Agreement

Instead of negotiating an NDA, customers upload asset documents through AltAccess to Ben’s trust company, as qualified document custodian

## Underwriting

Ben’s proprietary tech platform eliminates 3rd party intermediaries & provides underwriting for the Fiduciary Loan

## Negotiation & Documentation

Ben’s transaction documentation is short, standardized and easily executed online through AltAccess

## Closing Process

Ben’s proprietary ExAlt Plan effects the fiduciary transactions enabling the delivery of liquidity prior to the transfer of title of the customers alternative assets



**0 Days**

**1-29 Days**

**0 Days**

**1 Day**

**TYPICALLY LESS THAN 30 DAYS**

Individual Customer experience may vary





# Enhancing Client Experience & Speed of Liquidity

Platform allows the secure online delivery of documents and seeks a rapid approach to providing liquidity completed entirely through Ben AltAccess™

## Customer Ben

Customer establishes a “no fee” custody account with Ben’s trust company which appoints Ben as its custodian, administrator and agent. This enables the customer to view all their holdings, receive asset news and information, and make liquidity requests.

Customer reviews proposal and selects desired offer. Customer accepting offer signs the automatically generated transaction documents, which are then delivered to Ben for execution.

Customer receives consideration in exchange for their Alternative Asset(s). The liquidity transaction is complete.



Upon a liquidity request, Ben conducts underwriting, typically complete in less than 30 days. Once complete, a proposal is delivered with consideration options (i.e. cash, securities or a combination thereof)

Ben countersigns and delivers completed transaction documents to customer.

Ben conducts its post transaction closing process whereby Ben’s trust company works to effect transfer and assignment of legal title, enabling the mechanics of the transaction to the ExAlt Trusts.



Individual Customer experience may vary

# Developing an End-to-End Digital Platform Structured to Ultimately Create Flywheel Effect Across Ecosystem

Groundbreaking AltAccess™ digital liquidity platform designed to drive complementary lines of business



## AltQuote®

AltQuote is under development and is being designed to:

- Provide potential Customers with online indicative quotes of potential consideration value of their Alternative Assets
- Deliver indicative quotes on approximately 57,000 Alternative Asset funds
- Permit users to commence a liquidity transaction after receiving an indicative quote



## Ben Markets

Ben Markets provides:

- Brokerage services for the distribution of Ben's securities and in connection with each liquidity transaction
- Transfer agent services that include certain accounting, payment agent, and other customary and bespoke services, including providing for the transfer of Alternative Assets to the ExAlt Trusts

Ben Markets intends to provide:

- A placement platform that connects "platform partner" investment fund sponsors with certain of our Customers for potential investments
- A placement platform facilitating cash investments in securities of Ben from time to time through Ben's captive broker-dealer



Ben Insurance intends to seek a captive insurance charter under Kansas law and, if it receives such charter, plans to offer the following to the ExAlt Trusts:

- Fiduciary Guardian insurance policy designed to insure against risks of loss related to asset manager malfeasance and contractual indemnification and exculpation obligations
- Surety insurance policy intended to insure against risks of loss attendant to the transfer of Alternative Assets
- Representation and Warranty insurance policy intended to insure against risk of loss related to certain representations and warranties made in connection with the transfer of Alternative Assets
- Credit Risk insurance policy intended to insure against losses related to certain loan defaults.



Ben Custody plans to offer additional products and services to customers other than the ExAlt Trusts in the future

- Consolidate Customers alternative assets into a single, secure custody account
- Custody of electronic data or physical securities certificates
- Specialized trust administrative services for MHNW & STMI investors
- Supervised by Kansas OSBC for BSA, AML & OFAC compliance and audited for SOC 2 Type 2 Certification



Ben Data's products and services, which Ben plans to initially offer to the ExAlt Trusts and custody account customers, are under development and are intended to include:

- Extensive reporting, analytics and research related to Alternative Assets
- Transparent data and information
- Outputs from algorithm based systems and methodologies covered by the OptimumAlt, AltC, and AlphaAlt provisional patent applications.









Ben Liquidity provides financing to deliver simple, rapid and cost effective liquidity for investors in Alternative Assets that includes:

- Liquidity typically delivered to Customers in less than 30 days
- AltAccess platform delivering liquidity products and services has earned the AT&T NetBond® Certification for Cybersecurity
- Transactions completed online through an end-to-end process subject to regulatory supervision
- Liquidity deployed from Ben's balance sheet that is intended to deliver cost-effective financings



# Platform Would Drive Numerous Revenue Streams Across Ben's Operating Business

Diversified mix of revenue types delivered through end-to-end Ben AltAccess platform subject to regulatory oversight

BEN BUSINESS UNIT	CUSTOMER NEED	BEN ENTITY	APPLICABLE REGULATORS	TARGET REVENUE	
				50% INTEREST	50% RECURRING FEE
 <p><b>Ben AltAccess</b> Enterprise end-to-end online platform empowering Ben's businesses and Customer facing applications</p>	Online Platform Access	• Ben AltAccess, L.L.C.	• Kansas Office of the State Bank Commissioner (OSBC) <sup>1</sup>		✓
 <p><b>Ben Custody</b> Full-service specialized trust administration, trustee services, reporting, and qualified custodial services</p>	Custody and trust administration services <sup>2</sup>	• Beneficient Fiduciary Financial, L.L.C ; • Beneficient Administration & Clearing Company, L.L.C.	• OSBC <sup>3</sup>		✓
 <p><b>Ben Data</b> Data collection, evaluation, and analytics</p>	Data, analytics, alternative asset news, and research <sup>4</sup>	• Ben Data, L.L.C.			✓
 <p><b>Ben Liquidity</b> Liquidity transactions, including fiduciary loans and related underwriting and risk management</p>	Liquidity Solutions	• Beneficient Fiduciary Financial, L.L.C. <sup>2</sup>	• OSBC <sup>5</sup>	✓	
 <p><b>Ben Insurance</b> (Future Ben Business Unit) Insurance policies covering risks attendant to owning, managing, and transferring Alternative Assets</p>	Insurance Products <sup>6</sup>	• Beneficient Insurance Company, L.L.C. <sup>7</sup> • Private Equity National Indemnity Company, L.T.D. <sup>9</sup>	• Kansas Insurance Department <sup>8</sup> • Bermuda Monetary Authority (BMA)		✓
 <p><b>Ben Markets</b> Broker-Dealer services effecting liquidity transactions and other securities sales</p>	Brokerage and transfer agent services <sup>10</sup>	• Ben Securities Company, L.P. (Ben Securities) • Beneficient Transfer and Clearing Company, L.L.C.	• FINRA <sup>11</sup> • Securities and Exchange Commission (SEC) <sup>12</sup>		✓

<sup>1</sup>Aspects of the AltAccess Platform are subject to OSBC regulatory oversight as it is employed by Beneficient Fiduciary Financial, L.L.C., a Kansas Technology-Enabled Fiduciary Financial Institution Trust Company (TEFFI Trust Company)

<sup>2</sup>Currently provides its products and services to the ExAlt Trust and Customers in connection with liquidity transactions and Customer custody accounts

<sup>3</sup>In conducting its trustee, custodial, and other authorized operations, Ben's TEFFI Trust Company is regulated by the OSBC

<sup>4</sup>Currently offers its products and services to the ExAlt Trusts and plans to offer additional products and services to Customers and others in the future

<sup>5</sup>In conducting its fiduciary lending, and other authorized operations, Ben's TEFFI Trust Company is regulated by the OSBC

<sup>6</sup>Ben insurance is not yet operational and requires regulatory approval to become operational

<sup>7</sup>Plans to file an application for an insurance charter under the law of the state of Kansas to operate as a Kansas E-Commerce Fidfin Insurance Company

<sup>8</sup>If issued an insurance charter, the authorized activities would be regulated by the Kansas Insurance Department

<sup>9</sup>Holds a Bermuda Class 3 Insurance License, but would be regulated by BMA if authorized to conduct operations. Regulatory approval is required prior to conducting business activities

<sup>10</sup>Currently provides broker-dealer and transfer agent services

<sup>11</sup>In conducting its authorized activities, Ben Securities is regulated by FINRA

<sup>12</sup>In conducting its transfer agent business and other authorized activities Beneficient Transfer and Clearing Company is regulated by the SEC



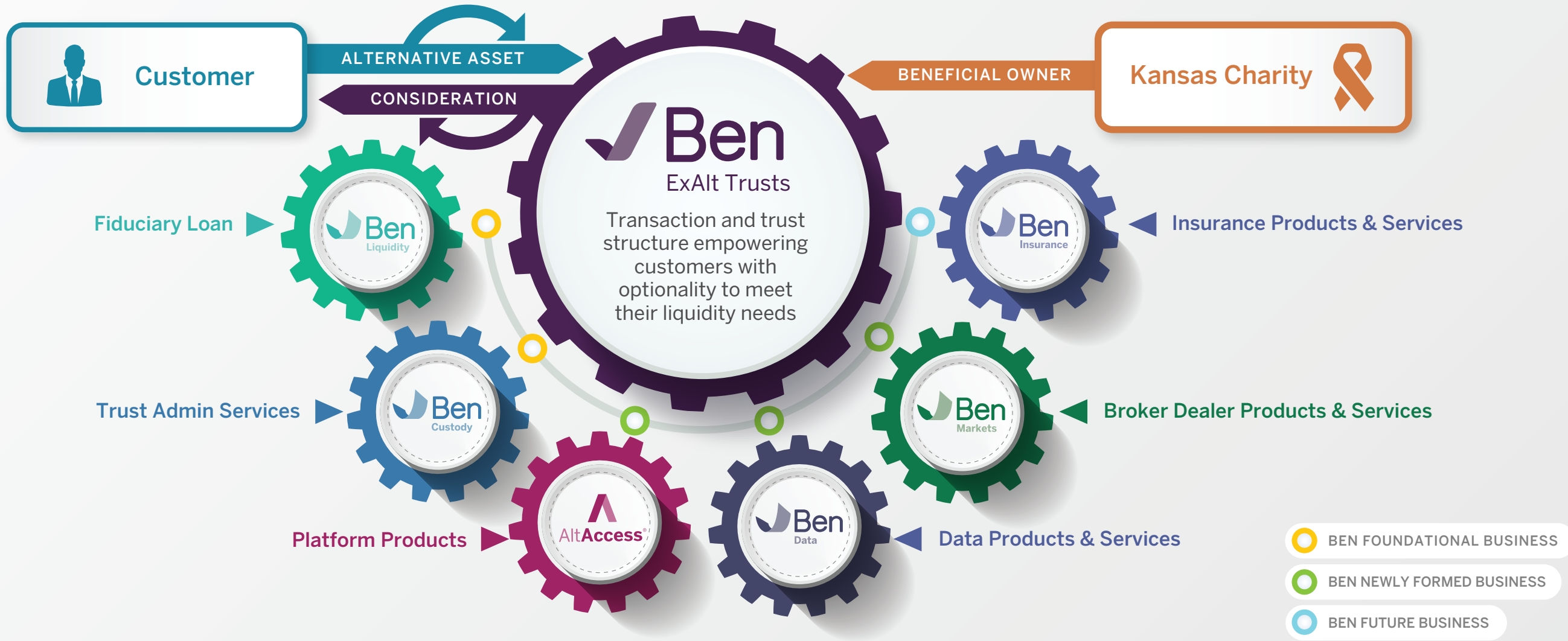
# Ben's Current and Planned Operating Businesses - Revenue Sources

## Liquidity Transaction Participants

- 1 "Customer": a third-party owner of Alternative Assets, which is seeking liquidity
- 2 "Ben Businesses": each of Ben's operating subsidiary businesses
- 3 "ExAlt Trusts": a series of trusts established by customers effecting liquidity transactions with Ben that are beneficially owned by a designated Kansas charity, with Beneficial Fiduciary Financial, L.L.C (BFF) as trustee

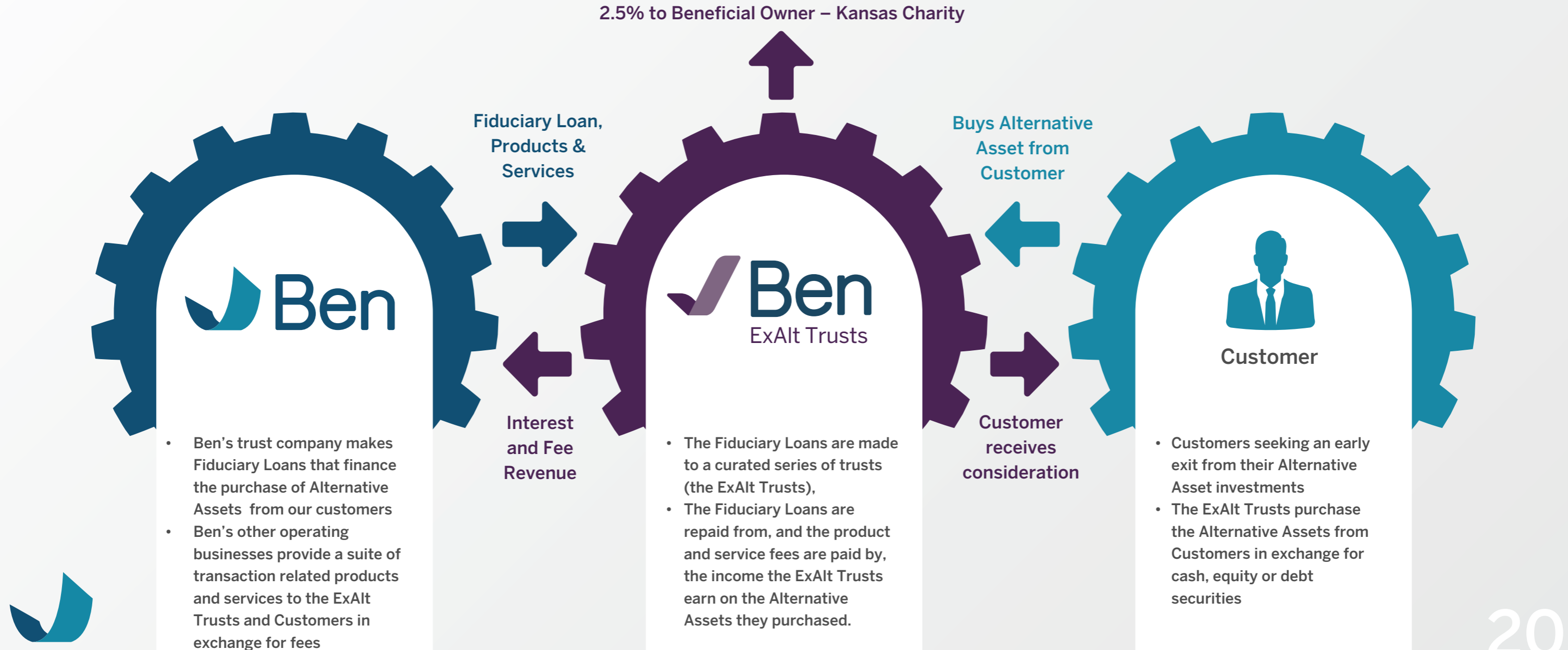
## Liquidity Transaction Overview

- 1 The Customer selects an available liquidity product and agrees to its consideration (cash, securities, or a combination thereof)
- 2 The Ben Businesses are engaged by the ExAlt Trusts to provide the fiduciary loan from its balance sheet and other products and services necessary for the ExAlt Trusts to purchase the Customer's Alternative Asset and provide for the administration of the trusts following closing
- 3 The ExAlt Trusts use cash distributions on their acquired Alternative Assets to make distributions to the Kansas Charity and pay its expense obligations to the Ben Businesses, including repayment of the fiduciary loan and other fees, as further described on the following slides.



# Ben Operational Overview

Upon simultaneous execution of the transaction documents, Ben's trust company makes a fiduciary loan to the ExAlt Trusts, the Customer receives its consideration, and the ExAlt Trusts receive the Alternative Asset





# Liquidity Transaction Planned Economics

All transaction related fees embedded into the determination of the Advance Rate, allowing customer to avoid out-of-pocket payment of fees

## Ben ExchangeTrust® Hypothetical Liquidity Transaction<sup>1</sup>





Net Asset Value <sup>2</sup> :	\$1,000,000	Assumed Asset Growth: 7.0% per annum
Unfunded Commitment <sup>3</sup> :	\$100,000	Years Until Final Distribution: 5 years
Consideration <sup>4</sup> :	\$750,000 Ben Common Stock	Fiduciary Loan Amount <sup>6</sup> : \$750,000
Advance Rate <sup>5</sup> :	75%	Weighted Average of Duration of Distributions: 2.5 years

## Revenue Summary





Total One-time Fees	\$130,350
Total Recurring Fees	\$50,632
Total Interest	\$203,271
<b>TOTAL REVENUES</b>	<b>\$384,253</b>
<b>Fiduciary Financing Total Return</b>	<b>51%<sup>9</sup></b>

Based on hypothetical assumptions, over 5 years the Alternative Asset would distribute an aggregate of \$1,188,529 to the ExAlt Trusts, as limited partner. This cash would be used to make distributions to the Kansas charity and pay its expenses to the Ben Businesses.

## One-time Revenue of the Ben Businesses

	Platform Fee	Fee for use of the AltAccess platform providing the end-to-end delivery of Ben's products and services	7%	\$77,000
	Transfer Agent fee	Fees for the transfer of Alternative Assets, trust and equity record holder admin, cash transfer admin and accounting, and related services	2% <sup>7</sup>	\$22,000
	Broker-Dealer Fee	Broker-dealer services performed in connection with the exchange of Alternative Assets and delivery of Consideration	2.6% <sup>2</sup>	\$28,600
	Insurance Premiums <sup>8</sup>	Premium for insurance policy covering risks related to the transfer of Alternative Assets	0.25%	\$2,750

## Recurring Revenue of the Ben Businesses<sup>6</sup>

	Trust Administration Fee (Annual)	Full-service custody and trust administration services	0.9%	\$26,039
	Data Subscription Fee (Annual)	Subscription for Alternative Asset news, data and related proprietary metrics	0.3%	\$8,680
	Insurance Premiums <sup>8</sup> (Annual)	Premiums for insurance policies covering risks related to Alternative Asset ownership, credit exposure, and other	0.6%	\$15,913
	Fiduciary Loan Interest	Annual interest, accrued and capitalized as income and added to the principal balance of the Fiduciary Loan monthly	10%	\$203,271
	Charity	Distributions on all ExAlt Trust income to the Kansas Charity	2.5%	\$29,713

<sup>1</sup>The listed data points are hypothetical inputs for illustrative purposes only, are not necessarily reflective of any historical liquidity transactions, or indicative of any future liquidity transactions. This hypothetical assumes any capital calls on the Unfunded Commitment are funded through distributions the ExAlt Trusts receive and not through additional advances under the Fiduciary Loan.

<sup>2</sup>NAV: The net asset of the Customers Alternative Asset at the time of the transaction.

<sup>3</sup>Unfunded Commitment: The unfunded capital commitment of the Alternative Asset at the time of the transaction.

<sup>4</sup>Consideration: The dollar amount of consideration received by the Customer for exchanging their Alternative Asset.

<sup>5</sup>Advance Rate: The percentage equal to the dollar amount of the Consideration divided by the NAV.

<sup>6</sup>Assumes the planned Ben businesses have launched. The fee and interest percentages identified herein are not reflective of those used for historical liquidity transactions, and are reflective of the interest and fee percentages that would be applicable once each of the Ben Businesses are operational and engaged in a liquidity transaction.

<sup>7</sup>Transfer Agent fee and Broker-Dealer fees are 0.5% for LiquidTrust and 2% for ExchangeTrust and 0.1% for LiquidTrust and 2.6% for ExchangeTrust fees, respectively.

<sup>8</sup>Ben Insurance is not operational and requires regulatory approval prior to becoming operational.

<sup>9</sup>The percentage equal to the aggregate return on the fiduciary financing upon final distribution of the Alternative Asset to the ExAlt Trusts.

NOTE: Actual revenue varies for a liquidity transaction based on actual Alternative Asset collateral performance in both amount realized and timing of such realizations. Economics from certain of the historical Fiduciary Loans differed from those presented on this slide.



# Four Distinct and Complementary Channels of Originations

Approximately \$7.5B<sup>1</sup> of NAV sourced by Ben for Fiduciary Loan Collateral Underwriting directly through these 4 channels since 2020<sup>1</sup>



<sup>1</sup>As of June 2022 and reflects fund assets previously sourced by originations and submitted by customers to Ben underwriting and risk teams for collateral diligence and valuation. There can be no assurance that assets be deemed acceptable collateral from a fiduciary loan after diligence, that the parties will reach a mutually acceptable valuation or that both parties will determine to transact. Such amounts only represent fund assets sourced for potential liquidity transactions since 2020 and do not represent an indication of potential liquidity transactions in the future

# Experienced Board of Directors

## Brad K. Heppner

DIRECTOR, CEO AND CHAIRMAN OF THE BOARD

30+ years alternative asset and financial institutions experience, Chairman of the Board and CEO, Prior: Founder and CEO of The Crossroads Group; Founder of Capital Analytics; previously with Bain & Company, MacArthur Foundation and Goldman Sachs

## Emily Bowersock Hill

DIRECTOR

20+ years retail financial services experience. Founding Partner, Bowersock Capital Partners (DBA Sanctuary Wealth Management). Prior: Executive Director, Senior Portfolio Manager and Family Wealth Director – Morgan Stanley; Engagement Manager – McKinsey & Company; Research Associate – International Security Studies, Yale University.

## Peter T. Cangany, Jr.

DIRECTOR

Insurance entities, audit and accounting. Board of Trustees, Finance Committee Chair. Franklin College. Prior: Partner of Ernst & Young, LLP.

## James G. Silk

EVP AND CHIEF LEGAL OFFICER, DIRECTOR

25+ years of experience in the investment management and financial services industry. Prior: Willkie Farr & Gallagher LLP; Shearman & Sterling LLP

## Derek Fletcher

PRESIDENT AND CHIEF FIDUCIARY OFFICER, DIRECTOR

25+ years of sophisticated estate planning, wealth structuring and fiduciary advisory services. Prior: US Trust - Bank of America Private Wealth Management; Winstead, PC; Coopers & Lybrand

## Thomas O. Hicks

DIRECTOR

Private equity industry pioneer with 30+ years private equity investment experience. Founder and Chairman, Hicks Holdings, LLC. Prior: Founder of Hicks, Muse, Tate and Furst; Co-Founder and Co-Chairman of Hicks & Haas; Board of Directors, Carpenter Technology Corporation.

## Richard W. Fisher

DIRECTOR

Banking executive, corporate governance expert and former President and Chief Executive Officer of the Federal Reserve Bank of Dallas. Mr. Fisher currently serves as President and Chief Executive Officer of RWF Financial, Inc., a Senior Adviser to Barclays PLC, a director on the Board of Directors of Tenet Health Care (NYSE: THC) and Warner Brothers Discovery (NASDAQ: WBD) and previously served as a director on the Board of Directors of AT&T (NYSE: T) and PepsiCo (NASDAQ: PEP).

## Dennis P. Lockhart

DIRECTOR

Private equity investment experience, financial services, international finance. Board of Directors, St. Joseph's Health System, PrimeRevenue, Invesco Mortgage Capital, and Pensare Acquisition Corp. Prior: President and CEO, Federal Reserve Bank of Atlanta; Member, Federal Open Market Committee.

## Bruce W. Schnitzer

DIRECTOR

30+ years private equity investment experience, insurance and other specialty financial services. Chairman, Wand Partners; Chairman, The Institute of Human Origins. Prior: President and CEO of Marsh, Inc.; CFO of Marsh & McLennan Companies, Inc.; Head of M&A for Morgan Guaranty Trust Company (J.P. Morgan)



## Seats 10-11

Avalon has the right to designate two additional board members at closing



# Strong Management Team

**Brad K. Heppner**  
CHIEF EXECUTIVE OFFICER

30+ years industry experience in finance and the alternative asset space



**Derek L. Fletcher**

PRESIDENT & CHIEF FIDUCIARY OFFICER WEALTH STRATEGIES DIRECTOR  
25+ years industry experience in wealth management and fiduciary advisory services



**Jeff Welday**

GLOBAL HEAD OF ORIGINATIONS & DISTRIBUTION\*  
25+ years industry experience in investment management



**Maria S. Rutledge**

CHIEF TECHNOLOGY OFFICER  
20+ years industry experience in information services



**Scott Wilson**

CHIEF UNDERWRITING OFFICER  
20+ years industry experience in the alternative asset investment space



**James G. Silk**

EXECUTIVE VICE PRESIDENT & CHIEF LEGAL OFFICER  
20+ years industry experience in investment management and financial services



**Gregory W. Ezell**

CHIEF FINANCIAL OFFICER  
20+ years industry experience in accounting and finance



**Art Damoulakis**

GENERAL COUNSEL  
13+ years industry experience in financial services



**Sam Hikspoors**

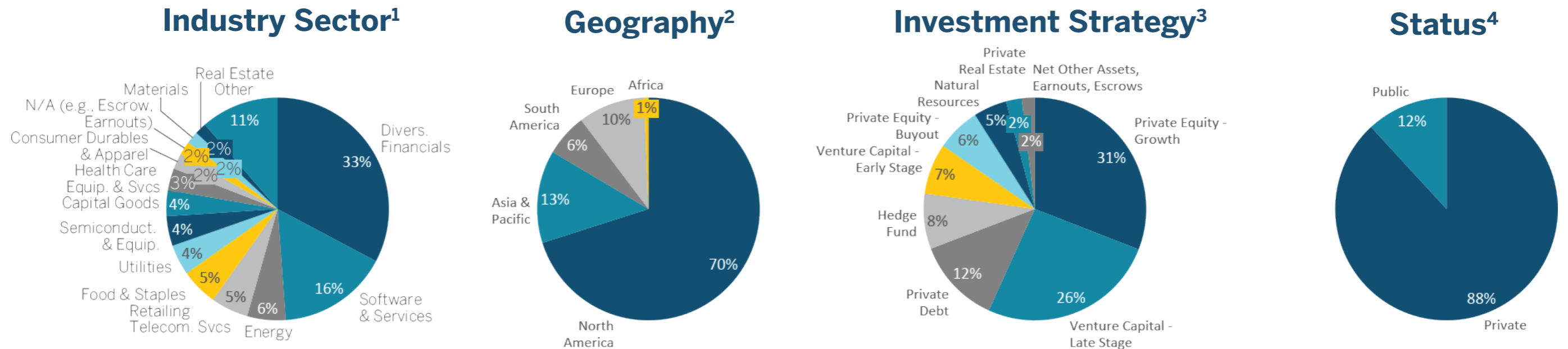
CREDIT RISK OFFICER & MANAGING DIRECTOR\*\*  
15+ years industry experience in alternative investments, risk and quant strategies



\*Mr. Welday is President of Ben Securities Company, L.P. Member FINRA/SIPC.

# Fiduciary Loan Portfolio Characteristics

As of June 30, 2022, the charts below present the Loan Portfolio's relative exposure by certain characteristics (percentages determined by aggregate Fiduciary Loan Portfolio principal balance, which includes the exposure to interests in certain of our former affiliates' equity and debt securities composing part of the Fiduciary Loan Portfolio)



As of June 30, 2022. Represents the characteristics of professionally managed funds and investments in the Collateral (defined as follows) portfolio. The Collateral for the ExAlt PlanTM Loans in the Loan Portfolio is comprised of a diverse portfolio of direct and indirect interests (through various investment vehicles, including, limited partnership interests and private and public equity and debt securities, which include our and our affiliates' or our former affiliates' securities), primarily in third-party, professionally managed private funds and investments. Loan balances used to calculate the percentages reported in the pie charts are loan balances including allowance for loan losses, and as of June 30, 2022, the total allowance for loan losses was \$80.8 million, for a total gross loan balance of \$484.4 million and a loan balance net of allowance for loan losses of \$403.6 million.

<sup>1</sup> Industry sector based on GICS® Level 2 classification "Other" classification reflects companies in the GICS classifications categories of Automobiles & Components, Banks, Commercial & Professional Services, Consumer Services, Food, Beverage & Tobacco, Household & Personal Products, Insurance, Media & Entertainment, Pharmaceuticals, Biotechnology & Life Sciences, Retailing, Tech Hardware & Equipment, and Transportation. N/A includes investments assets that Ben management has determined do not have an applicable GICS Level 2 classification, such as Net Other Assets and investments that are not operating companies.

<sup>2</sup> Geography reflects classifications determined by Ben management, based on each underlying investment.

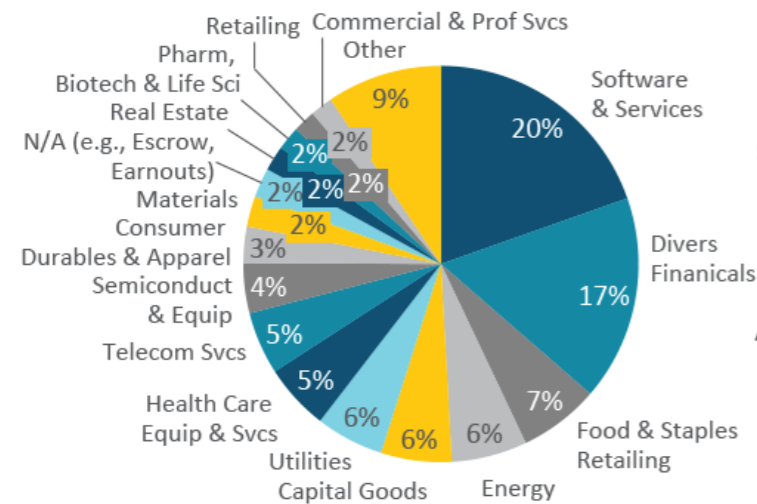
<sup>3</sup> Investment Strategy Type reflects classifications based on each company's current investment strategy stage as determined by Ben management.

<sup>4</sup> Included in the 88% classified as "Private" is 6% (of the total) that are limited partnership interests in other funds where further detail on the underlying holdings of these funds is not available.

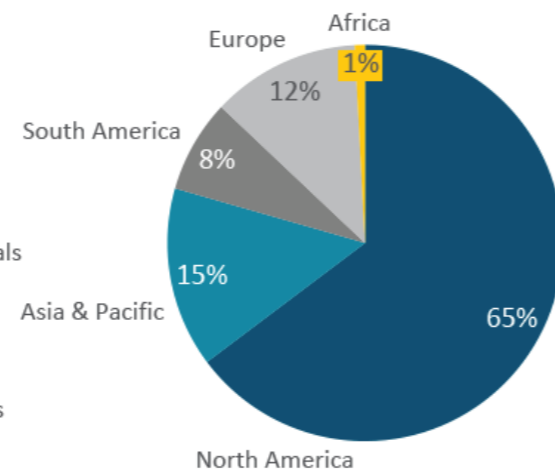
# Fiduciary Loan Collateral Characteristics

As of June 30, 2022, the charts below present certain characteristics of the professionally-managed private funds composing part of the ExAlt Loan Collateral Portfolio (percentages determined by net asset value and excludes interests in certain of our former affiliates' equity and debt securities composing part of the collateral of the Fiduciary Loans):

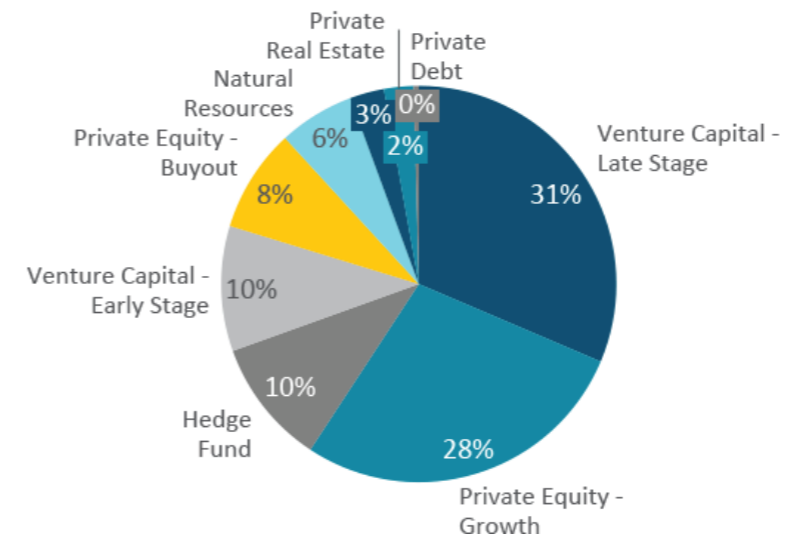
### Industry Sector<sup>1</sup>



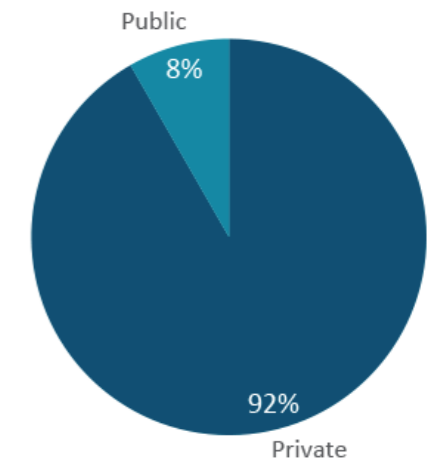
### Geography<sup>2</sup>



### Investment Strategy<sup>3</sup>



### Status<sup>4</sup>



330 Funds<sup>5</sup>

1,128 Investments<sup>6</sup>

As of June 30, 2022. Represents the characteristics of the third-party, professionally managed funds and investments. Excludes interests in certain of our and our affiliates or former affiliates' equity and debt securities. In the Collateral (defined as follows) portfolio. The Collateral for the ExAlt Plan<sup>TM</sup> Loans in the Loan Portfolio is comprised of a diverse portfolio of direct and indirect interests (through various investment vehicles, including, limited partnership interests and private and public equity and debt securities, which include our and our affiliates' securities), primarily in third-party, professionally managed private funds and investments. As of June 30, 2022, such third-party, professionally managed private fund and investments comprise 83% of the Collateral, with the remainder being comprised of indirect interests in certain of our and our affiliates or our former affiliates' equity and debt securities. The vintages of these funds and investments in the Collateral portfolio ranged from 1993 to 2021.

<sup>1</sup> Industry sector based on GICS® Level 2 classification. "Other" classification reflects companies in the GICS classifications categories of Automobiles & Components, Banks, Consumer Services, Food, Beverage & Tobacco, Household & Personal Products, Insurance, Media & Entertainment, Tech Hardware & Equipment, and Transportation. N/A includes investments assets that Ben management has determined do not have an applicable GICS Level 2 classification, such as Net Other Assets and investments that are not operating companies.

<sup>2</sup> Geography reflects classifications determined by Ben management, based on each underlying investment. Investments reflect the assets listed by the general partner of a fund as held by the fund and have a positive or negative net asset value. Typical assets include portfolio companies, limited partnership interests in other funds, and net other assets, which are a fund's cash and other current assets minus liabilities.

<sup>3</sup> Investment Strategy Type reflects classifications based on each company's current investment strategy stage as determined by Ben management.

<sup>4</sup> Included in the 92% classified as "Private" is 8% (of the total) that are limited partnership interests in other funds where further detail on the underlying holdings of these funds is not available.

<sup>5</sup> Includes limited partnership interests in funds held directly in the collateral portfolio and funds held indirectly in the collateral portfolio through other entities, including special purpose vehicles and other funds.

<sup>6</sup> Investments reflect the assets listed by the general partner of a fund as held by the fund and have a positive or negative net asset value. Typical assets include portfolio companies, limited partnership interests in other funds, and net other assets, which are a fund's cash and other current assets minus liabilities.



# Multiple Competitive Advantages



# Beneficient Investment Highlights

## Unique, Disruptive Business Model

- Financing simple, rapid alternative investment liquidity solutions for a large, growing addressable market
- Innovative fintech platform delivering consistent product and service fee revenue and loan interest revenue<sup>1</sup> to our business units
- First mover advantage for our target market

## Significant Market Opportunity

- \$11.9 trillion<sup>2</sup> alternative assets held by investors globally (Ben estimates \$2.1 trillion<sup>3</sup> held by Ben's current target market of medium-to-high net worth investors and small-to-medium institutions)
- Ben estimates annual target market demand for liquidity is \$51B in 2022, and estimates it to grow to \$106B by 2027
- Market study commissioned by Ben concludes that MHNW investors desire a simple, rapid and cost-effective approach to liquidity which until now has not existed<sup>4</sup>

## Competitive Advantages

- Industry's only regulated trust company acting as principal and fiduciary to provide alternative asset liquidity
- Financed transactions that delivered liquidity on approximately \$1.1 billion net asset value of alternative assets since 2017
- Complete end-to-end digital platform utilizing proprietary systems, methodologies, and algorithms

## Strong Team

- Led by CEO & Founder with proven track record of launching and growing alternative asset businesses
- World-class board of directors with extensive industry experience, including two former Federal Reserve Bank presidents
- Deeply experienced and stable leadership team with related industry expertise across key verticals

<sup>1</sup>From entities eliminated in consolidation  
<sup>2</sup>\$11.9 trillion figure is from Preqin

<sup>3</sup>Source: Ben's estimates in calculating MHNW and STMI assets allocated to alternatives, which use data from Capgemini, Preqin, EurekaHedge, and Credit Suisse

<sup>4</sup>Source: The Ben Liquidity Report: Alternative Asset Investors, Their Wealth Behaviors and Attitudes



Thank You



Questions?  
[askben@beneficient.com](mailto:askben@beneficient.com)



CERTAIN FINANCIAL INFORMATION

# Appendix

# Historical Business Unit Financial Information - March 31, 2022

FOR THE THREE MONTHS ENDED MARCH 31, 2022 (UNAUDITED)									
	Ben Liquidity	Ben Custody Admin	Ben Insurance Services	Ben Markets	Total Ben Business Units	Customer ExAlt Trusts	Corporate & Other	Consolidating Eliminations	Total
<b>External revenues</b>									
Investment income (loss), net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (10,811,065)	\$ -	\$ -	\$ (10,811,065)
Loss on investment in public equity securities and option	-	-	-	-	-	(44,661,179)	(11,350,000)	-	(56,011,179)
Interest income	-	-	-	-	-	-	73,452	-	73,452
Trust services and administration revenues	121,014	7,500	-	-	\$128,154	-	-	-	128,514
Other income	-	-	-	-	-	-	1,650	-	1,650
<b>Intersegment revenues</b>									
Interest income, net of allowance	17,790,164	-	-	-	17,790,164	-	-	(17,790,164)	-
Trust and administration revenues	-	8,407,723	-	-	8,407,723	-	-	(8,407,723)	-
Total revenues	<u>17,911,178</u>	<u>8,415,223</u>	<u>-</u>	<u>-</u>	<u>26,326,401</u>	<u>(55,472,243)</u>	<u>(11,274,898)</u>	<u>(26,197,887)</u>	<u>(66,618,627)</u>
<b>External expenses</b>									
Employee compensation and benefits	2,199,694	516,647	-	-	2,716,342	-	7,408,767	-	10,125,109
Professional services	914,950	445,527	118,009	219,201	1,697,687	-	3,751,079	-	5,448,767
Interest expense	537,535	-	-	-	537,535	1,046,339	526,349	-	2,110,223
Provision for credit losses	-	-	-	-	-	4,942,969	4,440,128	-	9,383,097
Other expenses	436,373	152,174	-	-	588,547	1,859,990	3,699,143	-	6,147,681
<b>Intersegment expenses</b>									
Interest expense	-	-	-	-	-	24,693,502	-	(24,693,502)	-
Provision for credit losses	34,120,747	-	-	-	34,120,747	-	-	(34,120,747)	-
Other expenses	-	-	-	-	-	5,767,344	-	(5,767,344)	-
Total expenses	<u>38,209,300</u>	<u>1,114,348</u>	<u>118,009</u>	<u>219,201</u>	<u>39,660,858</u>	<u>38,310,144</u>	<u>19,825,467</u>	<u>(64,581,593)</u>	<u>33,214,876</u>
Operating income (loss)	<u>\$ (20,298,122)</u>	<u>\$ 7,300,875</u>	<u>\$ (118,009)</u>	<u>\$ (219,201)</u>	<u>\$ (13,334,458)</u>	<u>\$ (93,782,387)</u>	<u>\$ (31,100,365)</u>	<u>\$ 38,383,706</u>	<u>\$ (99,833,503)</u>
<b>AS OF MARCH 31, 2022 (UNAUDITED)</b>									
Loans to Customer ExAlt Trusts, net	\$ 418,792,680	\$ -	\$ -	\$ -	\$ 418,792,680	\$ -	\$ -	\$(418,792,680)	\$ -
Investments, at fair value	-	-	-	-	-	659,921,710	14,249,000	-	674,170,710
Other assets	31,562,535	46,932,530	21,672	315,231	78,831,968	18,901,789	43,349,244	(45,094,556)	95,988,444
Goodwill STET	-	-	3,100,000	-	3,100,000	-	2,367,750,315	-	2,370,850,315
Total Assets	<u>\$ 450,355,215</u>	<u>\$ 46,932,530</u>	<u>\$ 3,121,672</u>	<u>\$ 315,231</u>	<u>\$ 500,724,648</u>	<u>\$ 678,823,499</u>	<u>\$2,425,348,559</u>	<u>\$(463,887,236)</u>	<u>\$3,141,009,469</u>

# Historical Business Unit Financial Information - December 31, 2021

FOR THE YEAR ENDED DECEMBER 31, 2021 (UNAUDITED)									
	Ben Liquidity	Ben Custody Admin	Ben Insurance Services	Ben Markets	Total Ben Business Units	Customer ExAlt Trusts	Corporate & Other	Consolidating Eliminations	Total
<b>External revenues</b>									
Investment income (loss), net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,533,801	\$ -	\$ -	\$ 15,533,801
Loss on investment in public equity securities and option	-	-	-	-	-	29,511,792	7,500,000	-	37,011,792
Interest income	-	-	-	-	-	1,934,822	287,927	-	2,222,749
Trust and administration revenues	509,652	30,000	-	-	539,652	-	-	-	539,652
Other income	-	-	-	-	-	-	2,200	-	2,200
<b>Intersegment revenues</b>									
Interest income, net of allowance	55,928,824	-	-	-	55,928,824	-	-	(55,928,824)	-
Trust and administration revenues	-	20,257,531	-	-	20,257,531	-	-	(20,257,531)	-
Total segment revenues	56,438,476	20,287,531	-	-	76,726,007	46,980,414	7,790,127	(76,186,355)	55,310,194
<b>External expenses</b>									
Employee compensation and benefits	8,327,595	2,030,630	-	-	10,358,225	-	38,164,985	-	48,523,211
Professional services	3,100,284	1,551,783	364,504	368,169	5,384,740	350,135	12,066,399	-	17,801,274
Interest expense	12,811,860	-	-	-	12,811,860	-	14,644,742	-	27,456,602
Provision for credit losses	-	-	-	-	-	13,726,013	5,029,046	-	18,755,059
Other expenses	2,126,688	512,279	-	-	2,638,967	694,563	10,560,925	-	13,894,454
<b>Intersegment expenses</b>									
Interest expense	-	-	-	-	-	70,963,031	-	(70,963,031)	-
Provision for credit losses	8,880,951	-	-	-	8,880,951	-	-	(8,880,951)	-
Other expenses	-	-	-	-	-	12,179,583	-	(12,179,583)	-
Total expenses	35,247,378	4,094,693	364,504	368,169	40,074,744	97,913,325	80,466,097	(92,023,565)	126,430,601
Operating income (loss)	\$ 21,191,098	\$ 16,192,838	\$ (364,504)	\$ (368,169)	\$ 36,651,264	\$ (50,932,910)	\$ (72,675,969)	\$ 15,837,209	\$ (71,120,407)
<b>AS OF DECEMBER 31, 2021 (UNAUDITED)</b>									
Loans to Customer ExAlt Trusts, net	\$ 508,908,935	\$ -	\$ -	\$ -	\$ 508,908,935	\$ -	\$ -	\$(508,908,935)	\$ -
Investments, at fair value	-	-	-	-	-	733,487,941	24,975,000	-	758,462,941
Other assets	5,575,886	59,858,010	1,768	37,931	65,473,594	35,692,347	12,922,945	(59,858,010)	54,230,876
Goodwill and intangible assets, net	-	-	3,100,000	-	3,100,000	-	2,367,750,315	-	2,370,850,315
Total Assets	\$ 514,484,820	\$ 59,858,010	\$ 3,101,768	\$ 37,931	\$ 577,482,529	\$ 769,180,288	\$ 2,405,648,260	\$(568,766,944)	\$ 3,183,544,132



# Historical Business Unit Financial Information - December 31, 2020

FOR THE YEAR ENDED DECEMBER 31, 2020 (UNAUDITED)									
	Ben Liquidity	Ben Custody Admin	Ben Insurance Services	Ben Markets	Total Ben Business Units	Customer ExAlt Trusts	Corporate & Other	Consolidating Eliminations	Total
<b>External revenues</b>									
Investment income (loss), net	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 132,619,612	\$ -	\$ -	\$ 132,619,612
Loss on investment in public equity securities and option	-	-	-	-	-	(23,595,448)	(7,075,000)	-	(30,670,448)
Interest income	-	-	-	-	-	2,080,896	1,188	-	2,082,084
Trust services and administration revenues	-	30,068	-	-	30,068	-	-	-	30,068
Other income	-	-	-	-	-	-	36,266,997	-	36,266,997
<b>Intersegment revenues</b>									
Interest income, net of allowance	52,101,196	-	-	-	52,101,196	-	-	(52,101,196)	-
Trust and administration revenues	-	19,379,462	-	-	19,379,462	-	-	(19,379,462)	-
Total revenues	<u>52,101,196</u>	<u>19,409,530</u>	<u>-</u>	<u>-</u>	<u>71,510,726</u>	<u>111,105,061</u>	<u>29,193,185</u>	<u>(71,480,658)</u>	<u>140,328,314</u>
<b>External expenses</b>									
Employee compensation and benefits	6,216,088	1,915,420	-	-	8,131,508	-	120,449,996	-	-
Professional services	3,656,236	1,189,848	164,704	49,946	5,060,733	-	13,933,928	-	128,581,503
Interest expense	11,496,213	-	-	-	11,496,213	4,675,169	16,379,897	-	18,994,661
Other expenses	(164,575)	382,409	-	-	217,833	501,982	6,892,558	-	32,551,279
									7,612,373
<b>Intersegment expenses</b>									
Interest expense	-	-	-	-	-	63,462,886	-	(63,462,886)	-
Provision for credit losses	5,378,262	-	-	-	5,378,262	-	-	(5,378,262)	-
Other expenses	-	-	-	-	-	12,177,256	-	(12,177,256)	-
Total segment expenses	<u>26,582,223</u>	<u>3,487,676</u>	<u>164,704</u>	<u>49,946</u>	<u>30,284,549</u>	<u>80,817,292</u>	<u>157,656,378</u>	<u>(81,018,404)</u>	<u>187,739,816</u>
Operating income (loss)	\$ <u>25,518,973</u>	\$ <u>15,921,854</u>	\$ <u>(164,704)</u>	\$ <u>(49,946)</u>	\$ <u>41,226,177</u>	\$ <u>30,287,768</u>	\$ <u>(128,463,194)</u>	\$ <u>9,537,745</u>	\$ <u>(47,411,503)</u>
<b>AS OF DECEMBER 31, 2020 (UNAUDITED)</b>									
Loans to Customer ExAlt Trusts, net	\$ 239,067,055	\$ -	\$ -	\$ -	\$ 239,067,055	\$ -	\$ -	\$ (239,067,055)	\$ -
Investments, at fair value	-	-	-	-	-	392,461,888	17,475,000	-	409,936,888
Other assets	11,679,506	33,321,122	24,744	184,504	45,209,876	6,199,073	17,528,451	(33,750,543)	35,186,857
Goodwill and intangible assets, net	-	-	3,100,000	-	3,100,000	-	2,368,098,509	-	2,371,198,509
Total Assets	\$ <u>250,746,560</u>	\$ <u>33,321,122</u>	\$ <u>3,124,743</u>	\$ <u>184,504</u>	\$ <u>287,376,930</u>	\$ <u>398,660,961</u>	\$ <u>2,403,101,960</u>	\$ <u>(272,817,597)</u>	\$ <u>2,816,322,254</u>

# Beneficient Historical Financial Information – 1 of 2

	For the three months ended March 31, 2022 (unaudited)	For the year ended December 31, 2021 (unaudited)	For the year ended December 31, 2020 (unaudited)
<b>Ben Business Unit Revenues, excluding GWG and Non Recurring Items<sup>1</sup></b>			
Ben Liquidity	\$ 17,911,178	\$ 56,438,476	\$ 52,101,196
Ben Custody & Data <sup>3</sup>	8,415,223	20,287,531	19,409,530
Ben Insurance Services	-	-	-
Ben Markets	-	-	-
Total Ben Business Unit Revenues, excluding GWG and Non Recurring Items	<u>\$ 26,326,401</u>	<u>\$ 76,726,007</u>	<u>\$ 71,510,726</u>
<b>Ben Business Unit Operating Income (Loss), excluding GWG and Non Recurring Items<sup>2</sup></b>	(unaudited)	(unaudited)	(unaudited)
Ben Liquidity	\$ 10,402,590	\$ 22,238,953	\$ 26,166,321
Ben Custody & Data	7,300,875	16,192,838	15,921,854
Ben Insurance Services	(118,009)	(364,504)	(164,704)
Ben Markets	(219,201)	(368,169)	(49,946)
Total Ben Business Unit Operating Income (Loss), excluding GWG and Non Recurring Items	<u>\$ 17,366,255</u>	<u>\$ 37,699,119</u>	<u>\$ 41,873,525</u>
<b>Consolidated Financial Information</b>	(unaudited)	(unaudited)	(audited)
GAAP Revenue	\$ (66,618,627)	\$ 55,310,194	\$ 140,328,314
GAAP Operating Income (Loss)	(99,833,503)	(71,120,407)	(47,411,503)
			(unaudited)
Revenue, excluding GWG and Non Recurring Items <sup>1</sup>	(10,607,449)	11,188,713	39,822,964
Operating Income (Loss), excluding GWG and Non Recurring Items <sup>2</sup>	(31,610,618)	(58,198,564)	(16,564,743)

<sup>1</sup>For a reconciliation of Revenue, excluding GWG and non recurring items and Ben Business Unit Revenues excluding GWG and non recurring items, see Non GAAP Reconciliation in the Appendix.

<sup>2</sup>For a reconciliation of Operating Income (Loss) excluding GWG and non recurring items and Ben Business Unit Operating Income (Loss) excluding GWG and non recurring items, see Non GAAP Reconciliation in the Appendix.

<sup>3</sup>Includes amortization of contractual billings on upfront fees supporting our AltAccess Digital Platform of \$2,640,379; \$7,827,322; and \$7,140,261 for the periods ending March 31, 2022; December 31, 2021; and December 31, 2020, respectively. Contractual billings on upfront fees supporting our AltAccess Digital Platform were \$838,123; \$27,307,037, and \$ - for the periods ending March 31, 2022; December 31, 2021; and December 31, 2020, respectively. These fees are amortized over a period of approximately 7-8 years for accounting for our business units. Upfront fees are eliminated in our consolidated financial statements.



# Beneficient Historical Financial Information – 2 of 2

	For the three months ended March 31, 2022 (unaudited)	For the year ended December 31, 2021 (unaudited)	For the year ended December 31, 2020 (unaudited)
<b>Ben Business Unit Assets</b>			
Ben Liquidity	\$ 450,355,215	\$ 514,484,820	\$ 250,746,560
Ben Custody & Data	46,932,530	59,858,010	33,321,122
Ben Insurance Services	3,121,672	3,101,768	3,124,743
Ben Markets	315,231	37,931	184,504
Total Ben Business Unit Assets	<u>500,724,648</u>	<u>577,482,529</u>	<u>287,376,930</u>
<b>Other Key Financial Information</b>	(unaudited)	(unaudited)	(audited)
Loans to Customer ExAlt Trusts, net <sup>1</sup>	\$ 418,792,680	\$ 508,908,935	\$ 239,067,055
Fees receivable from Customer ExAlt Trusts <sup>1</sup>	44,207,503	59,008,986	33,250,961
Investments held by Customer ExAlt Trusts	659,921,710	733,487,941	385,444,414
Deferred revenue related to upfront fees charged to Customer ExAlt Trusts <sup>1</sup>	51,433,837	54,074,216	34,063,020



<sup>1</sup>Amounts denoted are eliminated upon the consolidation of the Customer ExAlt Trusts for financial reporting purposes under US GAAP.



# Non-GAAP Reconciliation: 1 of 3

FOR THE THREE MONTHS ENDING MARCH 31, 2022 (UNAUDITED)

	Ben Liquidity	Ben Custody Admin	Ben Insurance Services	Ben Markets	Total Ben Business Units	Customer ExAlt Trusts	Corporate & Other	Consolidating Eliminations	Total
<b>Revenue to Revenue, excluding GWG and Non Recurring Items</b>									
Revenue	\$ 17,911,178	\$ 8,415,223	\$ -	\$ -	\$ 26,326,401	\$ (55,472,243)	\$ (11,274,898)	\$ (26,197,887)	\$ (66,618,627)
Less: Investment income (loss) from GWG <sup>1</sup>	-	-	-	-	-	44,661,179	11,350,000	-	56,011,179
Revenue, excluding GWG and Non Recurring Items	<u>\$ 17,911,178</u>	<u>\$ 8,415,223</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 26,326,401</u>	<u>\$ (10,811,065)</u>	<u>\$ 75,102</u>	<u>\$ (26,197,887)</u>	<u>\$ (10,607,449)</u>
<b>Operating Income (loss) to Operating Income (loss), excluding GWG and Non Recurring Items</b>									
Operating Income (loss)	\$ (20,298,122)	\$ 7,300,875	\$ (118,009)	\$ (219,201)	\$ (13,334,458)	\$ (93,782,387)	\$ (31,100,365)	\$ 38,383,706	\$ (99,833,503)
Less: Investment income (loss) from GWG <sup>1</sup>	-	-	-	-	-	44,661,179	11,350,000	-	56,011,179
Less: intersegment provision for credit losses related to collateral comprised of GWG securities <sup>2</sup>	30,700,713	-	-	-	30,700,713	-	-	(30,700,713)	-
Less: Non-cash share-based compensation expense <sup>3</sup>	-	-	-	-	-	-	2,828,610	-	2,828,610
Less: Provision for credit losses related to GWG on Shared Service Agreement receivables <sup>4</sup>	-	-	-	-	-	-	4,440,128	-	4,440,128
Less: Provision for credit losses related to GWG on L Bonds held in Customer ExAlt Trusts <sup>5</sup>	-	-	-	-	-	4,942,969	-	-	4,942,969
Operating Income (loss), excluding GWG and Non Recurring Items	<u>\$ 10,402,590</u>	<u>\$ 7,300,875</u>	<u>\$ (118,009)</u>	<u>\$ (219,201)</u>	<u>\$ 17,366,255</u>	<u>\$ (44,178,240)</u>	<u>\$ (12,481,627)</u>	<u>\$ 7,682,994</u>	<u>\$ (31,610,618)</u>

<sup>1</sup>Revenue from GWG represents mark to market adjustments arising from investments in GWG's common stock and L Bonds.

<sup>2</sup>Represents adjustment to remove the intersegment provision for loan losses directly attributable to loan collateral comprised of GWG common stock and L Bonds. Intersegment provision for loan losses are eliminated in consolidation.

<sup>3</sup>Represents non-cash share based compensation expense recognized under applicable accounting standards.

<sup>4</sup>Represents credit losses related to amounts due from GWG under the Shared Service agreement for which collectability was considered impaired due to GWG's bankruptcy in April 2022.

<sup>5</sup>Represents other than temporary impairment on GWG L Bonds that is reflected in our income statement.

# Non-GAAP Reconciliation: 2 of 3

FOR THE YEAR ENDED DECEMBER 31, 2021 (UNAUDITED)									
	Ben Liquidity	Ben Custody Admin	Ben Insurance Services	Ben Markets	Total Ben Business Units	Customer ExAlt Trusts	Corporate & Other	Consolidating Eliminations	Total
<b>Revenue to Revenue, excluding GWG and Non Recurring Items</b>									
Revenue	\$ 56,438,476	\$ 20,287,531	\$ -	\$ -	\$ 76,726,007	\$ 46,980,414	\$ 7,790,127	\$ (76,186,355)	\$ 55,310,194
Less: Investment income (loss) from GWG <sup>1</sup>	-	-	-	-	-	(29,511,792)	(7,500,000)	-	(37,011,792)
Less: Interest income on GWG bonds <sup>2</sup>	-	-	-	-	-	(7,109,689)	-	-	(7,109,689)
Revenue, excluding GWG and Non Recurring Items	<u>\$ 56,438,476</u>	<u>\$ 20,287,531</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 76,726,007</u>	<u>\$ 10,358,934</u>	<u>\$ 290,127</u>	<u>\$ (76,186,355)</u>	<u>\$ 11,188,713</u>
<b>Operating Income (loss) to Operating Income (loss), excluding GWG and Non Recurring Items</b>									
Operating Income (loss)	\$ 21,191,098	\$ 16,192,838	\$ (364,504)	\$ (368,169)	\$ 36,651,264	\$ (50,932,910)	\$ (72,675,969)	\$ 15,837,209	\$ (71,120,407)
Less: Investment income (loss) from GWG <sup>1</sup>	-	-	-	-	-	(29,511,792)	(7,500,000)	-	(37,011,792)
Less: Interest income on GWG bonds <sup>2</sup>	-	-	-	-	-	(7,109,689)	-	-	(7,109,689)
Less: intersegment provision for credit losses related to collateral comprised of GWG securities <sup>3</sup>	1,047,855	-	-	-	1,047,855	-	-	(1,047,855)	-
Less: Non-cash share-based compensation expense <sup>4</sup>	-	-	-	-	-	-	23,152,620	-	23,152,620
Less: Provision for credit losses related to GWG on Shared Service Agreement receivables <sup>5</sup>	-	-	-	-	-	-	5,029,046	-	5,029,046
Less: Provision for credit losses related to GWG on L Bonds held in Customer ExAlt Trusts <sup>6</sup>	-	-	-	-	-	13,726,013	-	-	13,726,013
Less: Interest expense on commercial loan agreement with GWG <sup>7</sup>	-	-	-	-	-	-	14,644,008	-	14,644,008
Less: Nonrecurring organizational costs <sup>8</sup>	-	-	-	-	-	-	491,637	-	491,637
Operating Income (loss), excluding GWG and Non Recurring Items	<u>\$ 22,238,953</u>	<u>\$ 16,192,838</u>	<u>\$ (364,504)</u>	<u>\$ (368,169)</u>	<u>\$ 37,699,119</u>	<u>\$ (73,828,378)</u>	<u>\$ (36,858,659)</u>	<u>\$ 14,789,354</u>	<u>\$ (58,198,564)</u>

<sup>1</sup>Revenue from GWG represents mark to market adjustments arising from investments in GWG's common stock and L Bonds.

<sup>2</sup>Represents interest income on L Bonds held by the Customer ExAlt Trusts

<sup>3</sup>Represents adjustment to remove the intersegment provision for loan losses directly attributable to loan collateral comprised of GWG common stock and L Bonds. Intersegment provision for loan losses are eliminated in consolidation.

<sup>4</sup>Represents non-cash share based compensation expense recognized under applicable accounting standards.

<sup>5</sup>Represents credit losses related to amounts due from GWG under the Shared Service agreement for which collectability was considered impaired due to GWG's bankruptcy in April 2022.

<sup>6</sup>Represents other than temporary impairment on GWG L Bonds that is reflected in our income statement.

<sup>7</sup>Represents interest expense incurred on the commercial loan agreement with GWG, which was settled in 2021 for Ben common units.

<sup>8</sup>Represents discrete costs, principally comprised of legal fees, associated with our organizational and other non-recurring activities.

# Non-GAAP Reconciliation: 3 of 3

FOR THE YEAR ENDED DECEMBER 31, 2020 (UNAUDITED)

	Ben Liquidity	Ben Custody Admin	Ben Insurance Services	Ben Markets	Total Ben Business Units	Customer ExAlt Trusts	Corporate & Other	Consolidating Eliminations	Total
<b>Revenue to Revenue, excluding GWG and Non Recurring Items</b>									
Revenue	\$ 52,101,196	\$ 19,409,530	\$ -	\$ -	\$ 71,510,726	\$ 111,105,061	\$ 29,193,185	\$ (71,480,658)	\$ 140,328,314
Less: Investment income (loss) from GWG <sup>1</sup>	-	-	-	-	-	-	(36,266,997)	-	(36,266,997)
Less: Interest income on GWG bonds <sup>2</sup>	-	-	-	-	-	(69,232,456)	7,075,000	-	(62,157,456)
Revenue, excluding GWG and Non Recurring Items	-	-	-	-	-	(2,080,896)	-	-	(2,080,896)
	<u>\$ 52,101,196</u>	<u>\$ 19,409,530</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 71,510,726</u>	<u>\$ 39,791,708</u>	<u>\$ 1,188</u>	<u>\$ (71,480,658)</u>	<u>\$ 39,822,964</u>
<b>Segment Operating Income (loss) to Segment Operating Income (loss), excluding GWG and Non Recurring Items</b>									
Segment Operating Income (loss)	\$ 25,518,973	\$ 15,921,854	\$ (164,704)	\$ (49,946)	\$ 41,226,177	\$ 30,287,768	\$ (128,463,194)	\$ 9,537,745	\$ (47,411,503)
Less: Non-cash share-based compensation income <sup>1</sup>	-	-	-	-	-	-	(36,266,997)	-	(36,266,997)
Less: Investment income (loss) from GWG <sup>2</sup>	-	-	-	-	-	(69,232,456)	7,075,000	-	(62,157,456)
Less: Interest income on GWG bonds <sup>3</sup>	-	-	-	-	-	(2,080,896)	-	-	(2,080,896)
Less: intersegment provision for credit losses related to collateral comprised of GWG securities <sup>4</sup>	647,348	-	-	-	647,348	-	-	647,348	1,294,696
Less: Non-cash share-based compensation expense <sup>5</sup>	-	-	-	-	-	-	107,808,026	-	107,808,026
Less: Interest expense on commercial loan agreement with GWG <sup>6</sup>	-	-	-	-	-	-	16,377,610	-	16,377,610
Less: Interest expense on LT Promissory Note with GWG <sup>7</sup>	-	-	-	-	-	3,439,110	-	-	3,439,110
Less: Nonrecurring organizational costs <sup>8</sup>	-	-	-	-	-	-	2,432,667	-	2,432,667
Segment Operating Income (loss), excluding GWG and Non Recurring Items	<u>\$ 26,166,321</u>	<u>\$ 15,921,854</u>	<u>\$ (164,704)</u>	<u>\$ (49,946)</u>	<u>\$ 41,873,525</u>	<u>\$ (37,586,474)</u>	<u>\$ (31,036,887)</u>	<u>\$ 10,185,093</u>	<u>\$ (16,564,743)</u>

<sup>1</sup>Represents non-cash share-based compensation income recorded under the applicable accounting standards.

<sup>2</sup>Revenue from GWG represents mark to market adjustments arising from investments in GWG's common stock and L Bonds.

<sup>3</sup>Represents interest income on L Bonds held by the Customer ExAlt Trusts

<sup>4</sup>Represents adjustment to remove the intersegment provision for loan losses directly attributable to loan collateral comprised of GWG common stock and L Bonds. Intersegment provision for loan losses are eliminated in consolidation.

<sup>5</sup>Represents non-cash share based compensation expense recognized under applicable accounting standards.

<sup>6</sup>Represents interest expense incurred on the commercial loan agreement which was settled in 2021 for Ben common units.

<sup>7</sup>Represents interest expense on the LiquidTrust Promissory Note between GWG and Certain of the Customer ExAlt Trusts. The note was settled in 2020 for Ben Preferred Series C Unit Accounts.

<sup>8</sup>Represents discrete costs, principally comprised of legal fees, associated with our organizational and other non-recurring activities.



S U P P L E M E N T A L I N F O R M A T I O N

# Appendix

# Multiple Competitive Advantages



# Technology

Developed Ben AltAccess, the industry's first-of-its-kind, secure, online client liquidity portal with AT&T NetBond® Certification and FDIC audit review



Building end-to-end, tech-enabled, Customer-facing applications and products that deliver liquidity, custody, and data solutions for alternative investment holders



## AltQuote

Quick quotes on more than 57,000 professionally managed alternative assets<sup>1</sup>



## AltCustody

Sophisticated performance reporting and analytics on alternative assets



## AltData

Comprehensive, leading-edge reporting, analytics and research



## AltLiquidity

End-to-end financing process for liquidity to investors in alternative assets



## AltTrading

Preferred partner trading opportunities following liquidity<sup>1</sup>

Cybersecurity assessment and certification received May 2022



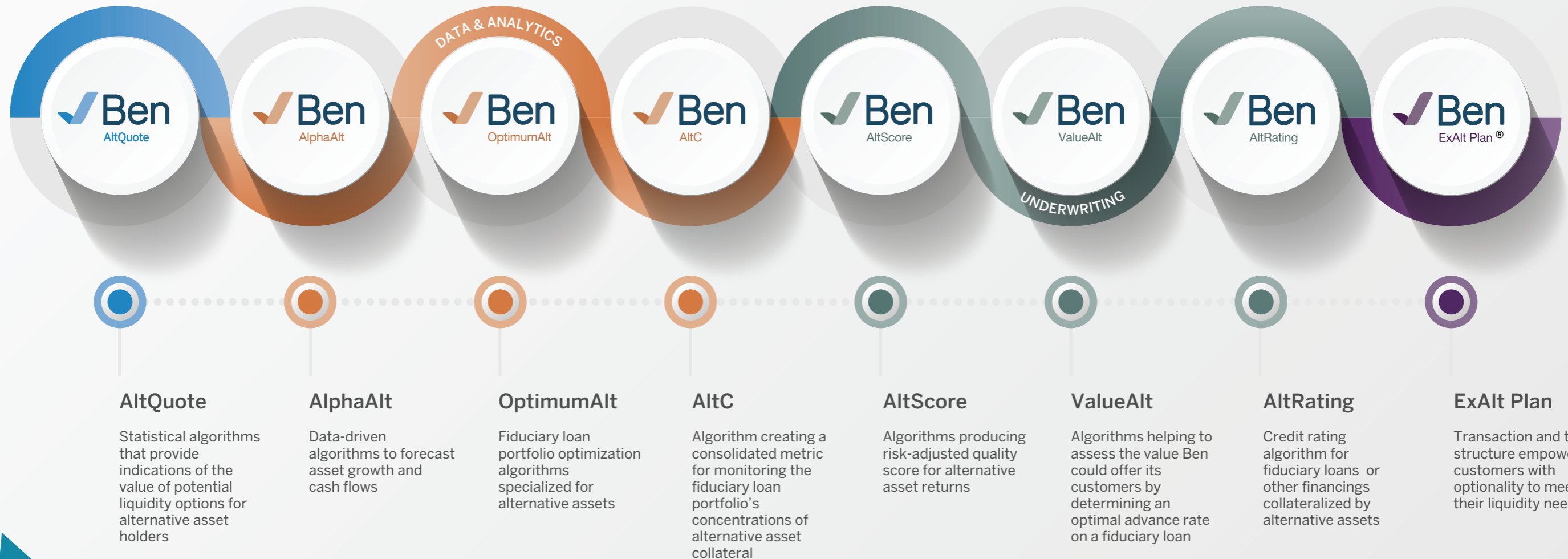
SOC 2 readiness assessment  
May 2022, report target EOY 2022



<sup>1</sup>Under Development and not in market

# Intellectual Property

Submission of eight provisional patent applications with the U.S. Patent Office covering proprietary technology systems and methodologies that drive our core business, and maximize scalability and efficiency across our platform





# Anticipated Public Listing



We expect Ben's anticipated public listing would accelerate our core products and differentiate us in the alternative assets industry

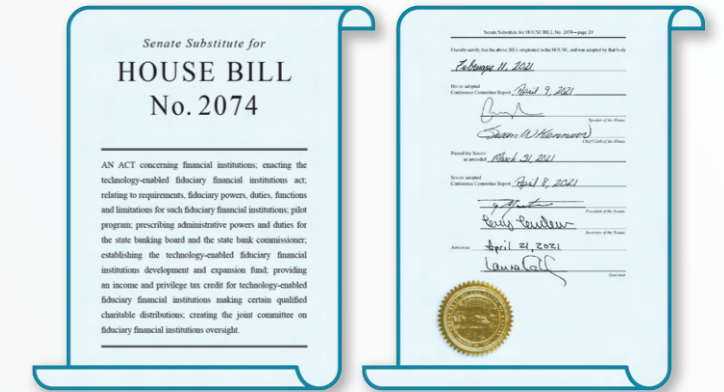
We intend to apply for listing on The NASDAQ Stock Market, LLC.



# Statutory



Formed a specialized trust company called a “technology-Enabled Fiduciary Financial Institution” pursuant to Kansas Law SSHB2074 (TEFFI Act) to benefit our clients, the state of Kansas and the industry at large:



## Customers

- Ability to hold and access to liquidity on alternative assets through a regulated financial institution that operates with permanent capital
- Confidence created by regulatory oversight and application of safety, soundness and stability standards
- Confidentiality of terms and assets afforded by fiduciary financial trusts created under TEFFI Act

## Kansas

- Establishes Kansas as a leader in the fiduciary financial alternative asset industry, which promotes regulatory and industry cooperation
- Positions Kansas as the jurisdiction of choice for alternative asset industry
- Promotes economic growth and development for rural Kansas communities via a full tax credit incentive

## Industry

- Regulatory framework for fiduciary financing and other alternative asset industry needs
- Reduced requirements for restricted capital, physical presence and director residency
- Statewide tax credit for distributions to economic growth zones and the authority to license and outsource products/services



# Regulatory



Operating as a principal without the need for intermediaries and providing liquidity directly from our balance sheet



Operating as the industry's only regulated trust company that serves as fiduciary to our customers for the provision of liquidity



As a state chartered trust company, we expect to operate outside of the Bank Holding Company Act and the Investment Company Act of 1940 allowing us to issue publicly and privately registered securities



Offering an end-to-end, customer experience with regulatory oversight



Compliant with KYC, AML, BSA & OFAC requirements for financial transactions



Participating in ongoing regulatory reviews and exams by both state and federal regulators



FINRA®

OSBC  
State Bank Commissioner  
of Kansas

Regulatory components help deliver a suite of liquidity products in an environment of safety, soundness and security

Check the background of Ben on FINRA's BrokerCheck at <http://brokercheck.finra.org>



# Company Structure

Ben is developing an end-to-end digital platform structured to ultimately create flywheel effect across ecosystem



Groundbreaking AltAccess™ digital liquidity platform designed to drive complementary lines of business





# Robust Risk Management Features

Proficient risk management approach helps to anchor Originations and Underwriting strategies



## Risk Management

- Fiduciary Loan portfolio construction and top-down market forecasts
- Quantitative strategies, research and data analytics
- Centralized financial risk oversight

## Fiduciary Loan Underwriting

- Fundamental bottom-up asset analysis and top-down analysis is carried in risk
- Efficient and effective process to lower execution costs
- Ongoing asset-level monitoring and management

## Originations

- Individual Investors
- Institutions
- Wealth Managers
- General Partners



# Innovative Underwriting Process

Our unique process allows us to serve a large unmet demand and provide meaningful, differentiated value for customers

## Expedient

- ✓ Leverage prior collateral underwriting of same funds, even same underlying securities across different funds
- ✓ As short as 30-day process, varying with availability of prior underwriting data

## Accurate

- ✓ International capabilities: non-U.S. based funds and U.S. funds held by non-U.S. investors
- ✓ Proprietary fundamental and technical approach using unique provisional patent-pending digital technologies:



## Scalable

- ✓ Lower execution costs
- ✓ Ben is building a proprietary database system to effectively capitalize on its opportunity to have one of the largest collections of fund and portfolio company performance data
- ✓ Standardized, client transaction documents



# Risk Department Functional Areas

Multifaceted approach to risk management strengthens our liquidity process

## Fiduciary Loan Portfolio Construction

- ✓ Collateral private fund valuations, new deal pricing and top-down market forecasts (macro & fundamental)
- ✓ Responsible for Ben's Total Portfolio Management (TPM), portfolio concentrations, target allocations and limits
- ✓ Manages hedging programs, market stress-tests and trade executions
- ✓ Other: Insurance pricing, ESG program, etc.

## Analytics & Engineering

- ✓ Proprietary data-driven forecasting, model calibrations and quantitative analytics
- ✓ Develops and maintains Ben Analytics System (BAS), including various user interfaces (Risk Portal, TMS)
- ✓ Manages waterfalls and analytical backbone of quarterly financial processes
- ✓ Other: Warrants pricing, Data science and modeling, etc.

## Risk Analysis & Reporting

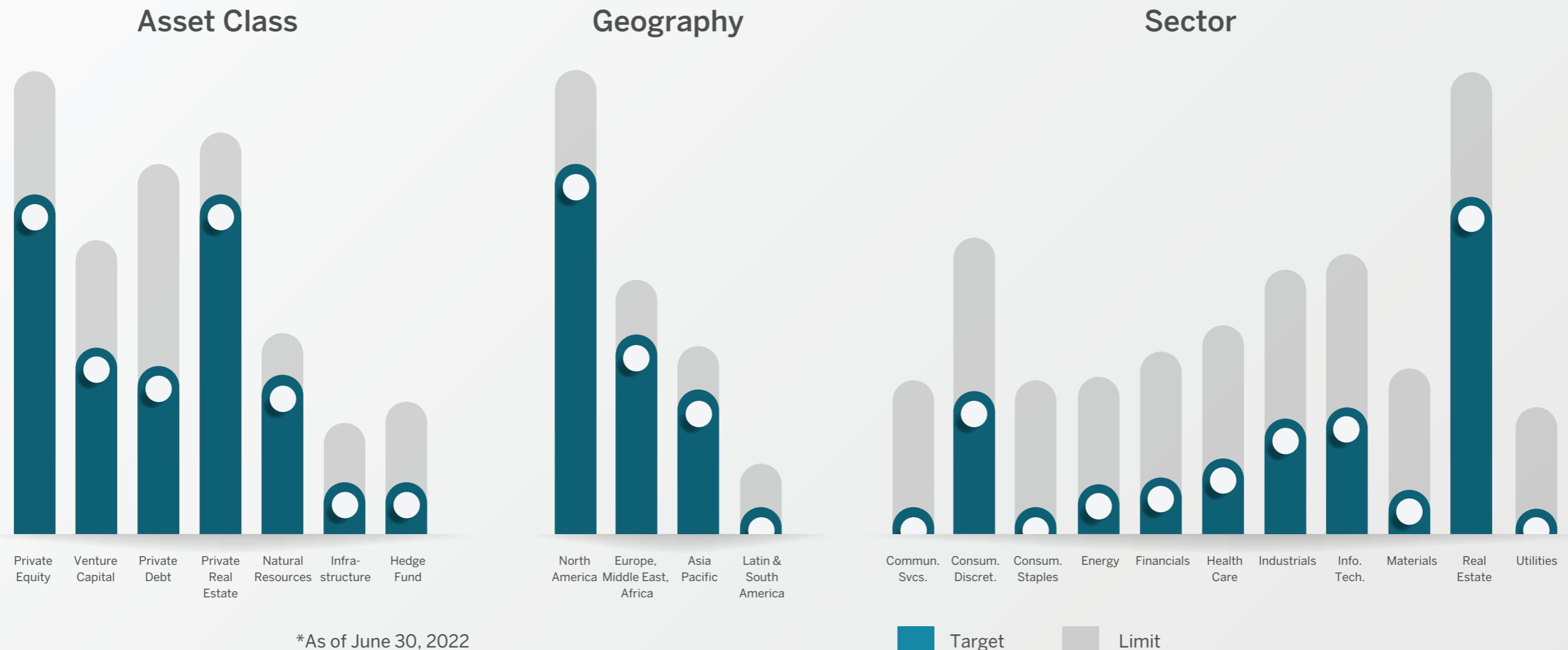
- ✓ Risk reporting and analytics, collateral portfolio and financial reporting analysis
- ✓ Risk project management
- ✓ Interfaces with auditors and regulatory bodies on valuation and reporting
- ✓ Designs systems, dashboards and metrics that improve efficiency and enhance second line risk controls
- ✓ Marketing research & data



# Ben's Fiduciary Loan Portfolio Construction

System seeks to deliver optimal risk-adjusted allocation across alternative assets, helping to create a diversified fiduciary loan portfolio across asset classes, regions and sectors

## OptimumAlt % of Total Fiduciary Loan Portfolio Collateral Outputs



\*As of June 30, 2022

■ Target ■ Limit





# ValueAlt Pricing

Combines modern quantitative investment techniques with best-in-class fundamental analysis, and helps Ben provide fast and efficient secondary liquidity



## Technical Statistical Analysis

- Collateral asset risk forecasting
- Ben collateral inventory compatibility
- Risk-adjusted discount rates
- Collateral asset growth forecasting



## Fundamental Analysis

- Fundamental data gathering
- Manager assessment
- Asset scoring
- Asset growth forecasting



## Price Optimization

- Combine risk and growth forecasts
- Collateral asset and fiduciary loan projected characteristics
- Optimized price for asset(s) quality, risk assessment and ExAlt Plan structure



# Proprietary FinTech Platform Positions Company to Execute Growth Strategy

## ARTIFICIAL INTELLIGENCE

Can be used in business to make efficient decisions by inspecting and transforming raw data to find trends and support decisions making.

## BLOCKCHAIN

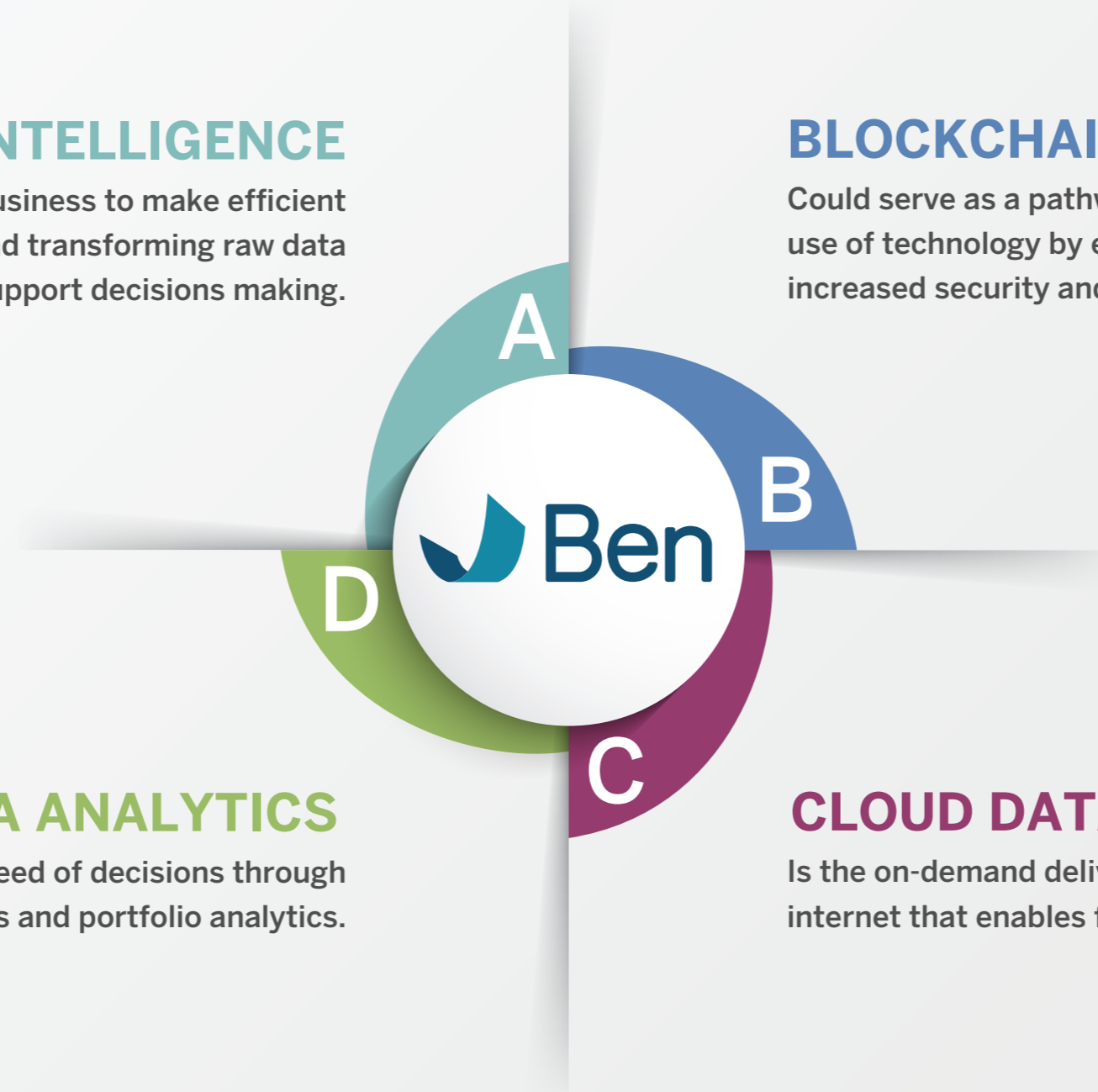
Could serve as a pathway for more efficient and effective use of technology by enabling greater transparency, increased security and simplified transactional capabilities.

## DATA ANALYTICS

Increases quality and speed of decisions through systematic data-driven forecasts and portfolio analytics.

## CLOUD DATA

Is the on-demand delivery of IT resources over the internet that enables faster innovation.



# Artificial Intelligence and Machine Learning



To shorten cycle times, we are working to incorporate AI/machine learning into our underwriting process by using proprietary applications to extract GP-reported financials for use in our fund database and identify key provisions in limited partnership agreements that may impact pricing.

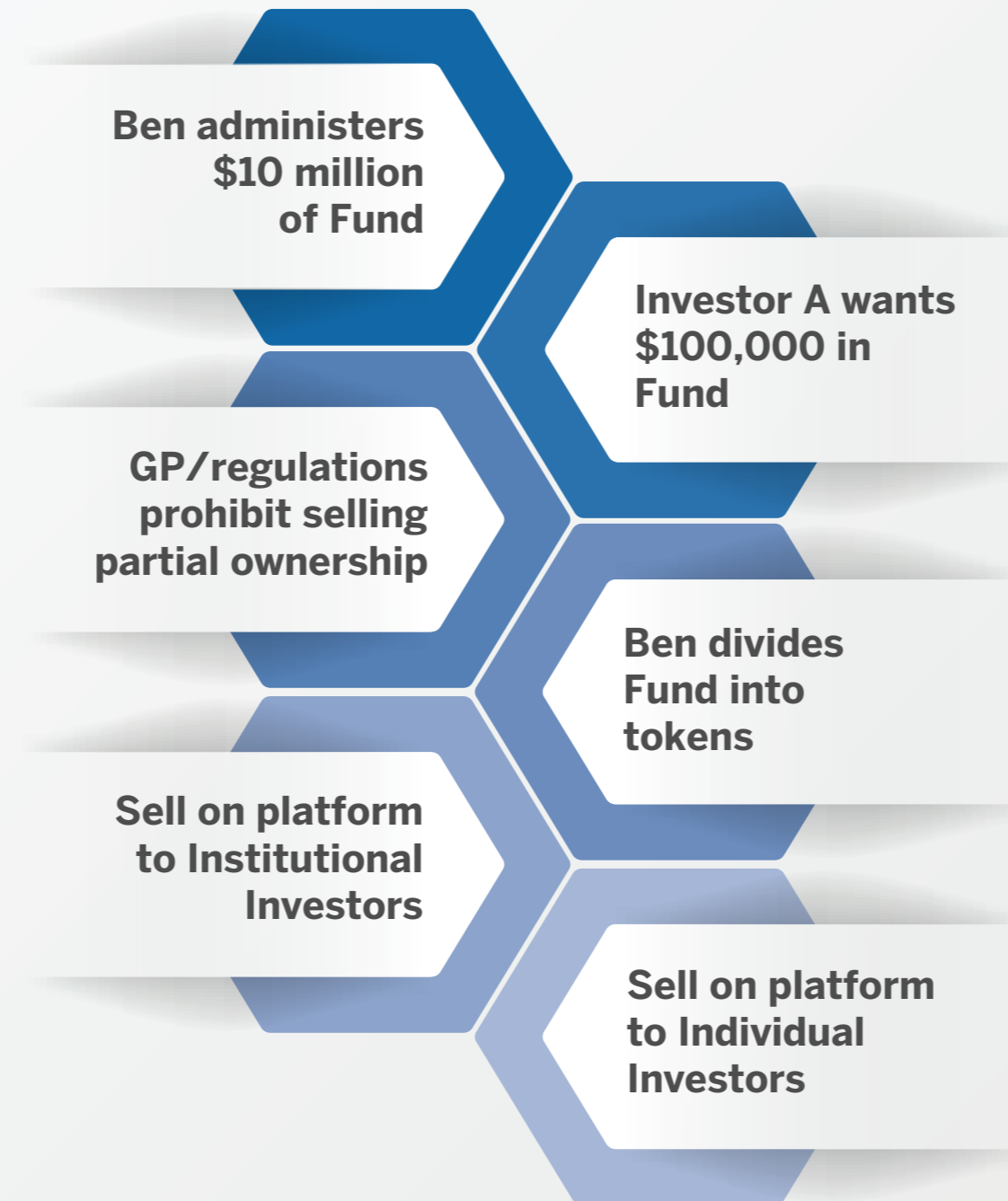
Fund and partner-level financial reporting is sent to Ben on a quarterly basis and crucial information, like fee structure and fund term, is extracted. That data is cataloged and used to strike the quarterly NAV, prepare variance analysis and project future cash flows.

Using a diverse pool of 160+ complex LPAs to train "the machine," we have achieved a 50% success rate in terms of completeness and accuracy of the data extracted. Additional testing and continuous improvement are underway.



# Potential Future Use of Blockchain Technology

Tokenization is a capability that leverages blockchain technology to securitize assets, both traded and non-traded. Increased liquidity, faster settlement, lower costs, and bolstered risk management.



Blockchain could enable assets to be securely tracked and administered within the Ben Investment Database System (BIDS). Tokenized assets could then be traded through a private label crypto/digital exchange. The exchange would integrate with BIDS to automate transaction recording.



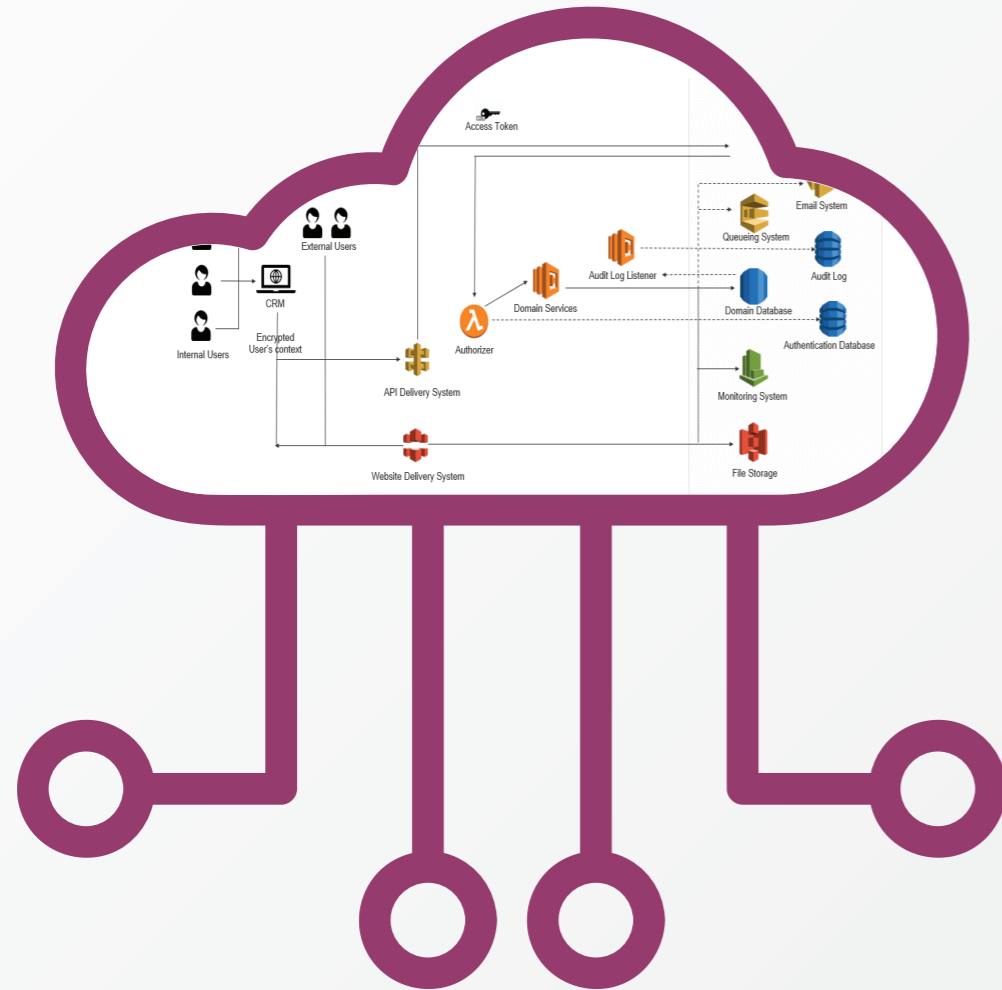
\*For Illustrative Purposes

**BLOCKCHAIN B**

**B15**



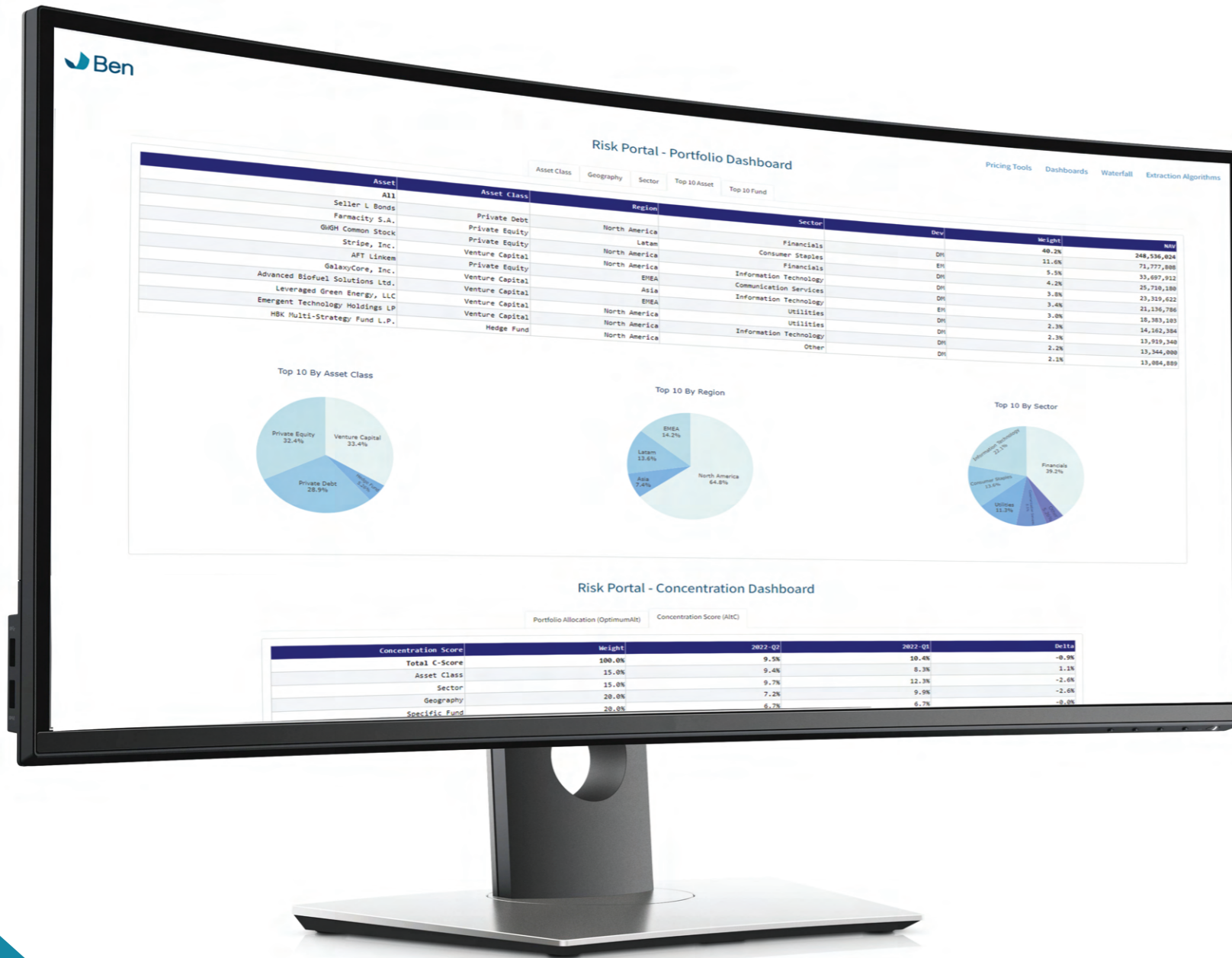
# Cloud Data



- Ben systems are designed with a cloud-first approach
- Minimal support and maintenance for cloud-based systems
- Greater data security by utilizing encryption and external security certifications
- Systems are scalable, automatically increasing available resources when load requirements justify it, minimizing disruption or reduced performance
- Full disaster recovery ensuring data availability during system outages



# Data Analytics



Detailed data analytics support informed business decisions that create positive outcomes. Through Ben's AltData, clients will be provided access to:

- Market risk and return forecasts
- Research reports
- Portfolio concentrations and risk scenarios
- Fund analytics, historical and expected cashflow characteristics

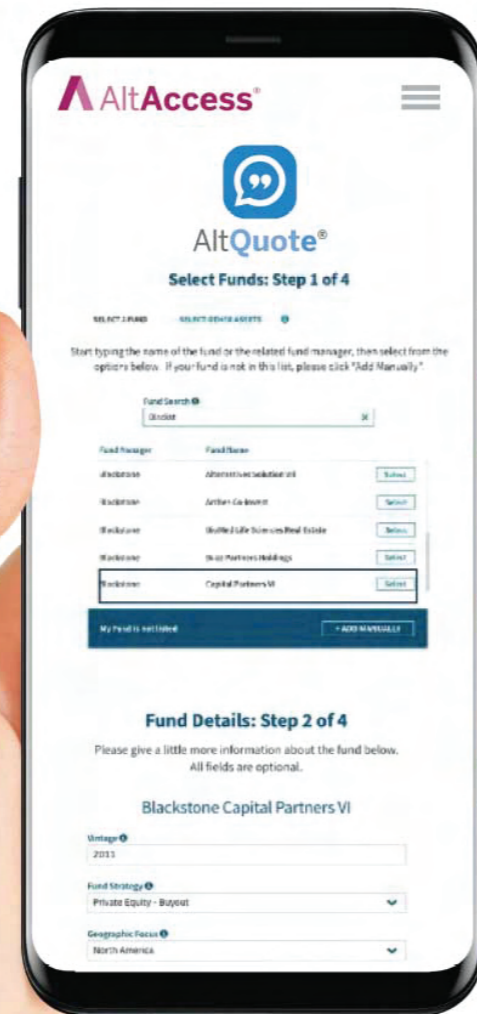


DATA ANALYTICS **D**

B17

# AltQuote®

Fast, reliable indications of a range of potential liquidity options for holders of alternative assets, driven by powerful statistical algorithms. Expected to launch Q1 2023



AltQuote®

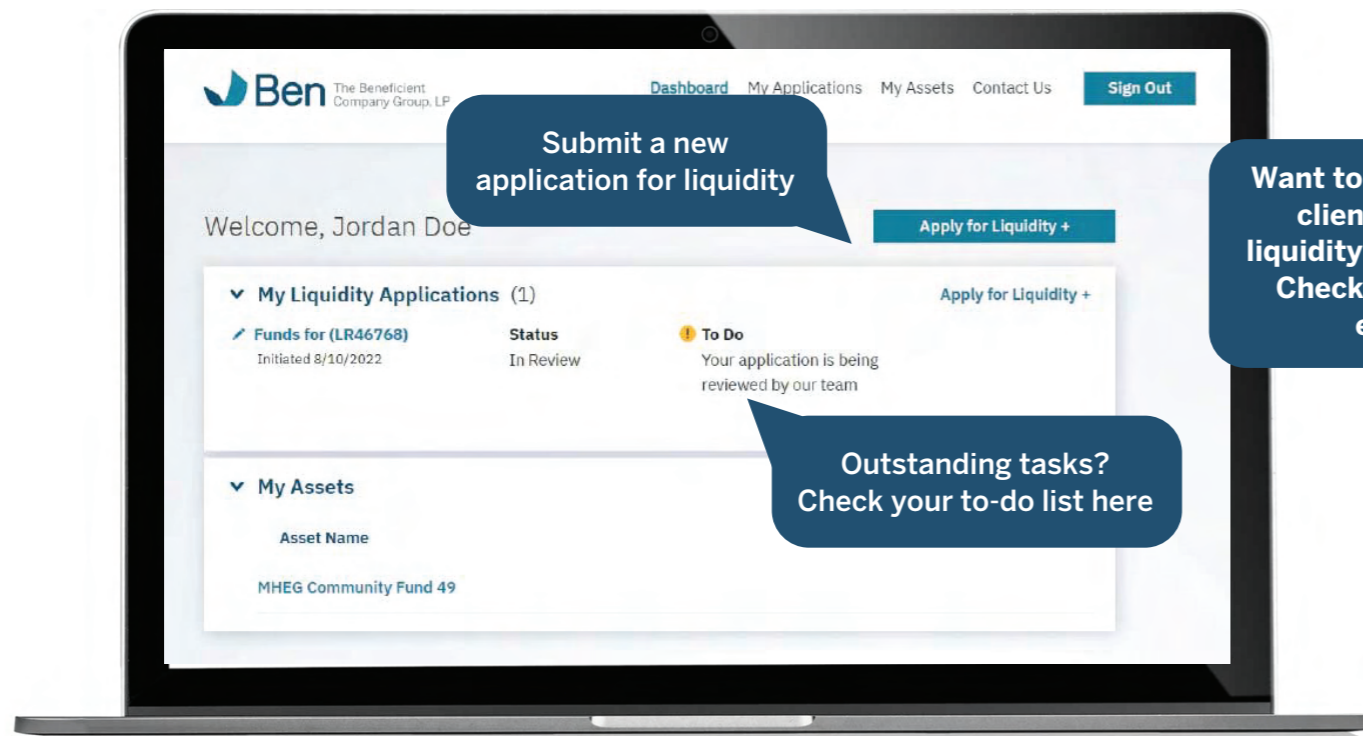
A powerful lead generation tool, AltQuote is expected to introduce both pioneering, patent pending technology and a convenient way for customers to receive an indicative range of options on their alternative investments.

Ranges on over 57,000+ funds could be delivered in AltAccess to a client in minutes with just a few pieces of information.

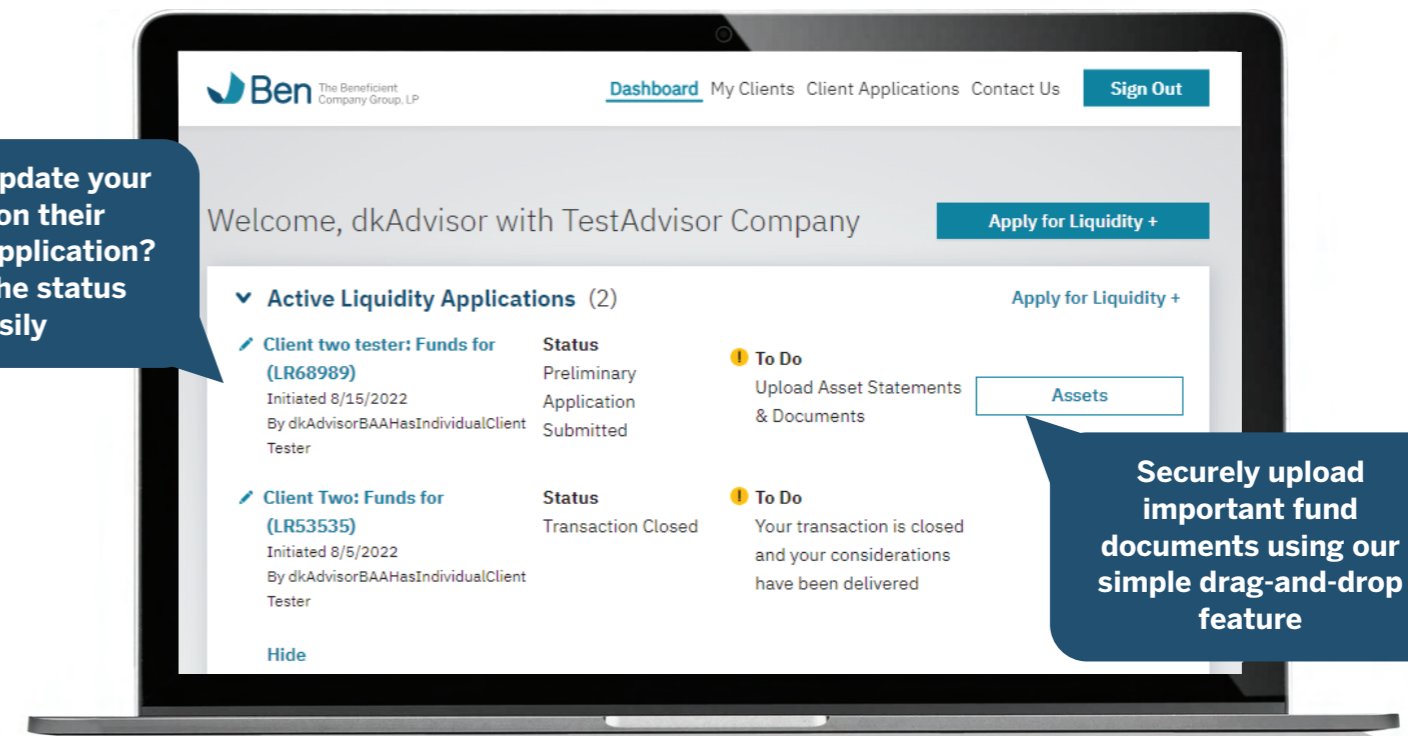


# Ben AltAccess™

AltAccess is the first-of-its-kind technology platform that securely facilitates end-to-end liquidity solutions for investors in alternative assets. Separate dashboards for investors who prefer to submit their own liquidity application and advisors who are submitting applications for their clients make it easy to complete every step of the process



Investor Dashboard



Advisor Dashboard





# Proposal Delivery

Our proposals provide customers with a menu of liquidity options and the flexibility to contemplate different security types as consideration

**Ben** The Beneficient Company Group, LP April 22, 2021

## Ben Liquidity Proposal

Your investment holding has been evaluated and we are pleased to present you with a non-binding proposal to serve your liquidity needs.

**PROPOSED LIQUIDITY TRANSACTION TERMS** Proposals shown per every \$1,000,000 in Seller NAV

Fund (NAV as of date used):	Proposal	Cash Consideration
Fund A (12/31/2020 NAV)	<b>Proposal 1: All Cash Proposal (Ben LiquidTrust™)</b> Cash as % of portfolio NAV: <b>100% to 105%</b>	<b>Cash Consideration</b> \$1,000,000 to \$1,050,000 25% Paid at Initial Closing 25% Paid at 6 month anniversary of Closing 50% Paid at 12 month anniversary of Closing
	<b>Proposal 2: Cash and Bond Mix Proposal (Ben InterchangeTrust™)</b> Cash and Liquidity Bond face value as a % of portfolio NAV: <b>113% to 118%</b>	<b>Initial Cash Consideration</b> \$750,000 to \$800,000 33% Paid at Initial Closing 33% Paid at each of 6 month and 9 month anniversary of Closing
	<b>Proposal 3: All Bond Proposal (Ben ExchangeTrust™)</b> Liquidity Bond face value as a %	<b>Liquidity Bond Consideration</b> Face Value: \$1,350,000 to \$1,350,000 Annual Interest Income: \$81,000 to \$81,000 Total Interest Income <sup>1</sup> : \$324,000 to \$324,000 Interest Rate <sup>2</sup> : 6.0% per annum Term <sup>3</sup> : 4 years

**Plus Liquidity Bond Consideration**

Face Value	Annual Interest Income	Total Interest Income <sup>1</sup>	Interest Rate <sup>2</sup>	Term <sup>3</sup>
\$350,000 to \$400,000	\$17,500 to \$20,000	\$70,000 to \$80,000	5.0% per annum	4 years

**Exchange Ratio<sup>4</sup>** 2.1x to 2.3x Premium to GWGH common stock (Nasdaq: GWGH)

**Overall Total Consideration**  
\$1,130,000 to \$1,180,000 Total Cash Consideration plus Liquidity Bond Face Value

Please review additional analysis on page 2.

