

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or Section 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 20, 2023

Abacus Life, Inc.

(Exact name of registrant as specified in its charter)

Delaware
(State or other jurisdiction of incorporation
or organization)

001-39403
(Commission
File Number)

85-1210472
(I.R.S. Employer
Identification Number)

2101 Park Center Drive, Suite 170
Orlando, Florida 32835
(800) 561-4148

(Address, including zip code, and telephone number, including area code, of registrant's principal executive offices)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation to the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbols	Name of each exchange on which registered
Common stock, par value \$0.0001 per share	ABL	The NASDAQ Stock Market LLC
Warrants, each whole warrant exercisable for one share of common stock at an exercise price of \$11.50 per share	ABLLW	The NASDAQ Stock Market LLC

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 or Rule 12b-2 of the Securities Exchange Act of 1934.

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01. Regulation FD Disclosure.

On November 20, 2023, Abacus Life, Inc. (the “Company”) posted an updated investor deck on its website at www.abaculife.com. A copy of the investor deck slides is furnished herewith as Exhibit 99.1.

The information contained in this Item 7.01 and in the accompanying Exhibit 99.1 shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, unless expressly incorporated by specific reference in such filing

Cautionary Note Regarding Forward Looking Statements

This Current Report (this “Report”) on Form 8-K may contain certain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities and Exchange Act of 1934, as amended, including statements regarding the Company’s management team’s expectations, hopes, beliefs, intentions or strategies regarding the future. The words “believe,” “may,” “will,” “estimate,” “continue,” “anticipate,” “intend,” “expect,” “should,” “would,” “could,” “plan,” “project,” “forecast,” “predict,” “possible,” “potential,” “opportunity,” “seem,” “seek,” “future,” “outlook,” “target,” “will likely result,” “will continue,” “valuation,” and other similar expressions that predict or indicate future events or trends that are not statements of historical matters may identify forward-looking statements, but the absence of these words does not mean that a statement is not forward-looking. These forward-looking statements are based on the Company’s current expectations and beliefs concerning future developments and involve a number of risks, uncertainties (some of which are beyond the Company’s control) or other assumptions. Many factors could cause actual future events to differ materially from any forward-looking statements in this report, including but not limited to: (i) the risk that demand for the Company’s life settlement and related offerings does not grow as expected, (ii) the ability of the Company to retain existing customers and attract new customers, (iii) the potential inability of the Company to manage growth effectively, (iv) the potential inability of the Company to grow its market share of the life settlement industry or to achieve efficiencies regarding its operating model or other costs, (v) negative trends in the life settlement industry impacting the value of life settlements, including increases to the premium costs of life insurance policies, increased longevity of insureds, and errors in the methodology and assumptions of life expectancy reports, (vi) legal challenges by insurers relating to the validity of the origination or assignment of certain life settlements, (vii) the enforceability of the Company’s intellectual property rights, including its trademarks and trade secrets, and the potential infringement on the intellectual property rights of others, (viii) the Company’s dependence on senior management and other key employees, and (ix) the risk of downturns and a changing regulatory landscape in the industry in which the Company operates. The foregoing list of factors is not exhaustive.

Nothing in this communication should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should carefully consider the foregoing factors and the other risks and uncertainties which will be more fully described in documents filed by the Company from time to time with the United States Securities and Exchange Commission. There may be additional risks that the Company does not presently know or that the Company currently believes are immaterial that could also cause actual results to differ from those contained in any forward-looking statements. In addition, forward-looking statements may reflect the Company’s expectations, plans or forecasts of future events and views only as of the date of this Report. The Company anticipates that subsequent events and developments may cause its assessments to change. However, while the Company may elect to update these forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so. Forward-looking statements should not be relied upon as representing the Company’s assessments as of any date subsequent to the date of this press release. Accordingly, undue reliance should not be placed upon any forward-looking statements.

Item 9.01. Financial Statement and Exhibits.

(a) Exhibits.

[99.1 Investor deck slides posted to the Company’s website on November 20, 2023.](#)

104 Cover page Interactive Date file (embedded within Inline XBRL document)



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3Q 2023

IMPORTANT NOTE TO INVESTORS:

On or about November 14, 2023 a document titled "Abacus Life Q3 Board Presentation November 9, 2023" (the "Disclaimed Document") entered the public domain. The Company advises investors not to rely upon the Disclaimed Document or any information contained therein in making investment decisions to transact in Abacus Life, Inc. securities. The Company notes that the Disclaimed Document and certain of the information contained therein, may be inaccurate and preliminary, was not intended to be publicly disclosed, and was not reviewed by the Company's auditors. The Company is providing this Note to Investors and Third Quarter 2023 Investor Presentation, which the Company believes includes any material information from the Disclaimed Document, in order to better inform investors about the Company.

Disclaimer

General This presentation (this "Presentation") is provided solely for informational purposes. This Presentation is subject to update, completion, revision, verification and further amendment. None of Abacus Life, Inc. (the "Company") or its affiliates has authorized anyone to provide interested parties with additional or different information. No securities regulatory authority has expressed an opinion about the securities discussed in this Presentation and it is an offense to claim otherwise. The information contained herein does not purport to be all inclusive or contain all of the information that may be required to make a full analysis of the Company. Viewers of this Presentation should each make their own evaluation of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary. Nothing herein shall be deemed to constitute investment, legal, tax, financial, accounting or other advice, and you should consult with your own attorney, business advisor and tax advisor as to legal, business, tax and other matters related hereto. No representations or warranties, express or implied, are given in, or in respect of, this Presentation. To the fullest extent permitted by law, in no circumstances will the Company or any of its respective subsidiaries, stockholders, affiliates, representatives, partners, directors, officers, employees, advisors or agents (collectively, the "Representatives") be responsible or liable for any direct, indirect or consequential loss or loss of profit arising from use of this Presentation, its contents, its omissions, reliance on the information contained within it, or on opinions communicated in relation thereto or otherwise arising in connection therewith.

Forward-Looking Information. This Presentation contains certain forward-looking statements within the meaning of the federal securities laws with respect to the Company, including statements regarding the future financial condition and performance of the Company and the platform and markets and expected future growth and market opportunities of the Company. These forward-looking statements generally are identified by the words "believe," "predict," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "scale," "representative of," "valuation," "potential," "opportunity," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions or the negatives of these terms or variations of them. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are inherently subject to risks and uncertainties. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are beyond the Company's control, are difficult or impossible to predict and may differ from assumptions. Many factors could cause actual future events to differ materially from the forward-looking statements in this Presentation.

Nothing in this Presentation should be regarded as a representation by any person that the forward-looking statements set forth herein will be achieved or that any of the contemplated results of such forward-looking statements will be achieved. You should carefully consider the foregoing factors and the other risks and uncertainties which will be more fully described in the "Risk Factors" section of the Company's SEC filings made from time to time with the Securities and Exchange Commission (the "SEC"). These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Viewers of this Presentation are cautioned not to put undue reliance on forward-looking statements, and the Company assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise. The Company does not give any assurance that the Company will achieve expectations.

No Offer or Solicitation. This Presentation is for informational purposes only and shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of the U.S. Securities Act of 1933, as amended, or otherwise in accordance with applicable law.

Use of Projections. This Presentation contains financial forecasts with respect to the Company's projected revenue, net income and return on equity for 2023. The financial and operation forecasts and projections contained herein represent certain estimates of the Company as of the date hereof and are included herein for illustrative purposes only. The Company's independent public accountants have not audited, examined, reviewed, compiled or performed any procedures with respect to the forecasts or projections and, accordingly, do not express an opinion or other form of assurance with respect thereto. These projections should not be relied upon as being necessarily indicative of future results. In this Presentation, certain of the above mentioned projected information has been repeated (in each case, with an indication that the information is an estimate and is subject to the qualifications presented herein) for purposes of providing comparisons with historical data. The assumptions and estimates underlying the prospective financial information are inherently uncertain and are subject to a wide variety of significant business, economic, regulatory and competitive risks and uncertainties that could cause actual results to differ materially from those contained in the prospective financial information. Accordingly, there can be no assurance that the prospective results are indicative of the future performance of the Company or that actual results will not differ materially from those presented in the prospective financial information. Inclusion of the prospective financial information in this Presentation should not be regarded as a representation by any person that the results contained in the prospective financial information will be achieved.

Financial Information. Some of the financial information and data contained in this Presentation is unaudited and does not conform to Regulation S-X. Such information and data may not be included in, may be adjusted in or may be presented differently in the proxy statement to be filed relating to the Transaction. Except as otherwise noted, all references herein to full-year periods refer to the Abacus Companies' fiscal year, which ends on December 31. You should review the Abacus Companies' audited financial statements, which will be included in the proxy statement to be filed in connection with the Transaction.

Industry And Market Data. This Presentation has been prepared by the Company and includes market data and other statistical information from third party sources. Although the Company believes these third party sources are reliable as of their respective dates, none of the Company or any of its respective Representatives has independently verified the accuracy or completeness of this information and cannot guarantee its accuracy and completeness. Some data is also based on good faith estimates of the Company, which are derived from both internal sources and the third party sources described above. None of the Company or its respective Representatives make any representation or warranty with respect to the accuracy of such information.

Non-GAAP Financial Information

Adjusted Net Income, a non-GAAP measure, is defined as net income (loss) attributable to Abacus adjusted for non-controlling interest income, amortization, change in fair value of warrants and non-cash stock-based compensation and the related tax effect of those adjustments. Management believes that Adjusted Net Income is an appropriate measure of operating performance because it eliminates the impact of expenses that do not relate to business performance. A reconciliation of Adjusted Net Income to Net income attributable to Abacus, the most directly comparable GAAP measure, appears below.

Adjusted EBITDA, a non-GAAP measure, is defined as net income (loss) attributable to Abacus adjusted for depreciation expense, amortization, interest expense, income tax and other non-cash and non-recurring items that in our judgement significantly impact the period-over-period assessment of performance and operating results that do not directly relate to business performance within Abacus' control. A reconciliation of Adjusted EBITDA to Net income attributable to Abacus Life, the most directly comparable GAAP measure, appears below.

Adjusted EBITDA margin, a non-GAAP measure, is defined as Adjusted EBITDA divided by Total revenues. A reconciliation of Adjusted EBITDA margin to Net income margin, the most directly comparable GAAP measure, appears below.

Annualized return on invested capital (ROIC), a non-GAAP measure, is defined as Adjusted net income for the quarter divided by the result of Total Assets less Intangible assets, net, Goodwill and Current Liabilities multiplied by four. ROIC is not a measure of financial performance under GAAP. We believe ROIC should be considered in addition to, not as a substitute for, operating income or loss, net income or loss, cash flows provided by or used in operating, investing and financing activities or other income statement or cash flow statement line items reported in accordance with GAAP.

Annualized return on equity (ROE), a non-GAAP measure, is defined as Adjusted net income divided by total shareholder equity multiplied by four. ROE is not a measure of financial performance under GAAP. We believe ROE should be considered in addition to, not as a substitute for, operating income or loss, net income or loss, cash flows provided by or used in operating, investing and financing activities or other income statement or cash flow statement line items reported in accordance with GAAP. The below table presents our calculation of ROE.

ABACUS LIFE, INC. Return on Invested Capital (ROIC)

	For the Period Ended September 30, 2023
Total Assets	304,301,937
Less:	
Intangible assets, net	(31,217,917)
Goodwill	(140,287,000)
Current Liabilities	(5,457,675)
Total Invested Capital	127,339,345
Net Income Attributable to shareholders	903,361
Annualized ROIC	2.8%
Proforma Adjusted Net income	9,168,359
Adjusted Annualized ROIC	29%

ABACUS LIFE, INC. Return on Equity (ROE)

	For the Period Ended September 30, 2023
Total Shareholder Equity	166,089,747
Net Income Attributable to shareholders	903,361
Annualized ROE	2.2%
Proforma Adjusted Net income	9,168,359
Adjusted Annualized ROE	22%

Abacus Life – ABL Board



Jay Jackson

Chairman

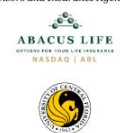
Abacus Life CEO with 25+ years longevity asset experience. Built multiple origination & platform providers in longevity asset management and technology.



Sean McNealy

Director

Abacus Life Co-Founder 25+ years in policy origination experience. Established over 30K relationships with Financials Advisors and Insurance Agents



Adam Gusky

Director

12+ years as CIO for East Management Services. Responsible for financial & business due diligence of all acquisitions. Rand Capital Board of Director



Karla Radka

Director

President & CEO of Senior Resource Alliance. 25+ years of experience in business development, nonprofit management, health and social issues, and community impact.



Thomas W. Corbett Jr.

Director

Principal member of Corbett Consulting, LLC since 2015. Former Governor of Pennsylvania. Former PA Attorney General and US Attorney for the Western District of PA



Michiel van Katwijk

Director

Former CFO, Treasurer, Director & EVP at Transamerica Life Insurance Co. (Iowa) and Treasurer & Senior Vice President at Transamerica Advisors Life Insurance Company of NY



Beth Schulte, CPA, MBA

Director

CFO of Ativo Partners. 30+ years of accounting and CFO experience working for Big 4 accounting firms including EY and KPMG



10-Q 3rd Quarter Review

- Increased staff by 10%
- ABL Bond Issuance Process
- 2023E Adjusted EBITDA Range 35M-41M
- Adjusted 3Q Financials non cash amortizations
- ABL Longevity Growth & Income Fund filed N-2

Proforma Key Performance Indicators

Q3 2023 Compared to Q3 2022



Financials Overview (3rd Quarter – July - Sept 2023)

Gross Revenue	\$21.1 million
Adj. EBITDA	\$10.8 million
Annualized Adjusted Return on Invested Capital (ROIC)	29%
Annualized Adjusted Return on Equity (ROE)	22%

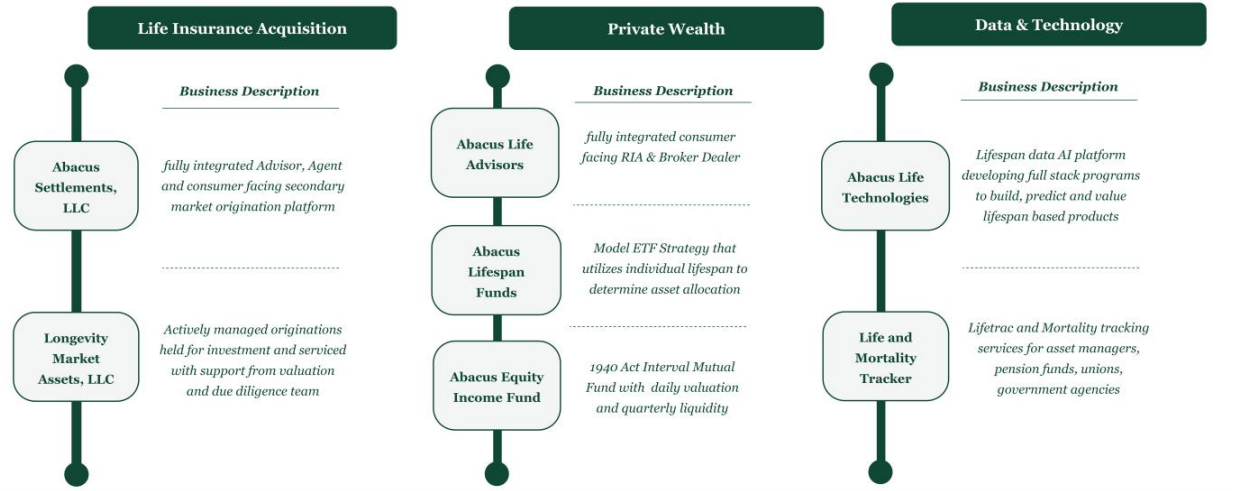
*See disclosure page 2 for forward looking statements related to 2023E adjusted EBITDA range

Company Highlights

- I Growth Company in an Essentially Uncorrelated Alternative Asset Class with a Large TAM, Institutional Investment Grade Counterparties
- II Abacus is a leading alternative investment originator and asset manager
- III 19 consecutive years of positive net income
- IV Proprietary Longevity Technology Platform
- V Original Management Team and Founders

Overview of Abacus Life (ABL)

Using Lifespan and Longevity data as a core foundation - Abacus has 3 business verticals.





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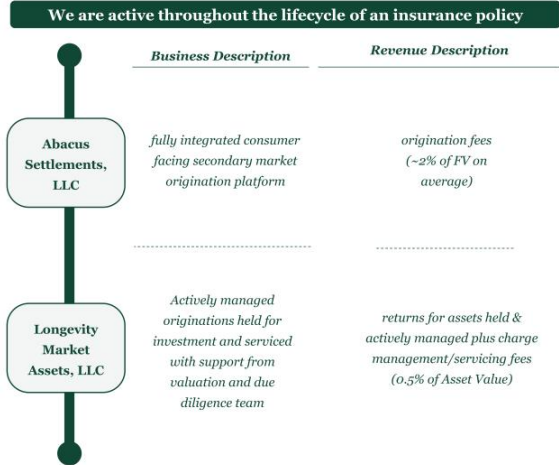
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Life Insurance Acquisition & Management

Overview of Abacus Life – Life Insurance Acquisition

We have built a leading vertically integrated alternative asset manager specializing in life insurance products

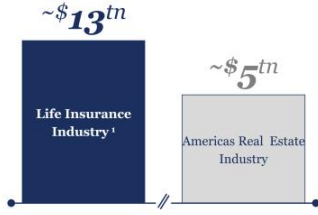
<p>~20% Market Share</p>	<p>Industry Leader with ~20% Market Share</p> <ul style="list-style-type: none"> ● Purchased ~\$2.1bn in face value of policies from '19 – '23 ● ~4x origination growth from '16 – '22 ● Manage assets for KKR, Teamsters Union, and other 3rd party investment fund strategies
<p>49 States with Ability / License to Operate</p>	<p>High Barriers to Entry</p> <ul style="list-style-type: none"> ● Scaled origination drives low-cost policy acquisition ● Operational in 49 states ● Highly regulated sector with many disclosure requirements
<p>~\$1.8bn Policies Serviced¹</p>	<p>Institutionalized Processes</p> <ul style="list-style-type: none"> ● Formed in 2004 and currently has 82 employees ● Serviced ~\$1.8bn in policies, including a JV with KKR
<p>20+ Years Avg. Experience</p>	<p>Innovative & Experienced Leadership Team</p> <ul style="list-style-type: none"> ● Management averages 20+ years experience in industry ● Firm led by an innovative management team



Source: Market share data per The Deal and based on value of settlements paid in 2021.
 1. Includes policies originated, owned, and / or serviced by Abacus through June 2023

Large Total Addressable Market with Meaningful Growth Potential

Significant Total Addressable Market



>90%
of life insurance policies don't pay claims

Significant Opportunity to Increase Market Penetration



We believe that we provide an attractive solution for life insurance policyholders to monetize an underutilized asset

Life Insurance Policies are Assets

We help clients understand that a **life insurance policy is personal property** and selling it for a fair market value is a **legitimate, safe, and viable** choice to create more options for the future

Life insurance is often a **senior citizen's largest asset** and one that can be used to alleviate retirement challenges – but they rarely treat it that way

49% of financial advisors are not aware of this alternative for their clients

<1% of advisors and agents actually transact

90% of senior citizens who let policies lapse would consider this alternative once made aware

Benefits to Consumers

~8x

above cash value paid to sellers on average

immediate liquidity for retirement & wealth transfer

payment of medical bills (often tax free)

no longer required to pay premiums



Sources: Life Insurance Industry per the American Council of Life Insurers Annual Report (2020), American Real Estate Industry per the MSCI – Real Estate Market Size report (2021 / 2022), Percent of insurance policies that do not pay claims per the Life Settlement Insights (Observations and Commentary on the Life Settlement Market) report, Annual Life Settlement Market Opportunity per Strategic Study Series Insurance Research, Life Settlements “A Market Takes Off” (2020) provided by Conning, Inc. Annual Life Settlement Market per The Deal: Annual Life Settlement Market Rankings (2021), Percentages of awareness and willingness for life settlement per Life Insurance Settlement Association (annual survey of insureds who let the policy lapse), Percent of advisors and agents that transact based on number of estimated financial advisors per Occupational Employment and Wage Statistics data provided by the U.S. Bureau of Labor Statistics, Abacus’ market share and observed success rate with financial advisors.

1. Total Life Insurance Industry refers to total face value of individual life insurance policies in force in 2020. Annual Life Settlement Market Opportunity includes policies with estimated age of policy holder over 65 years old. Current Annual Life Settlement Market refers to total face value of policies settled in 2021.

Uncorrelated Alternative Asset with Institutional Investment Grade Counterparts

Policies are Cash Collateralized by High Quality Carriers . . .

. . . and Consistently Generate Strong & Essentially Uncorrelated Returns

93%

of carriers have an "A Rating" or better¹

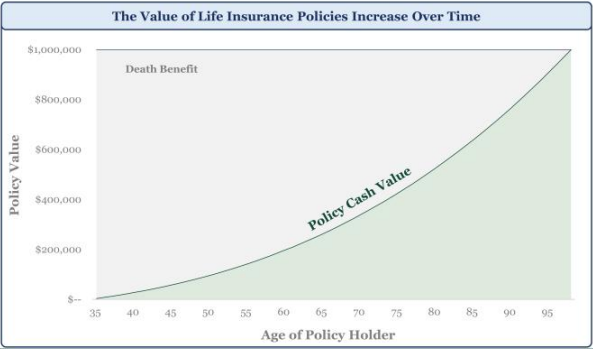
Policy counterparties are generally high-quality investment grade insurance companies

Policies are cash collateralized with minimal payout risk

Similarities to a zero-coupon bond, driven by mortality

Industry is generally a-cyclical

Policies have very limited risk of loss

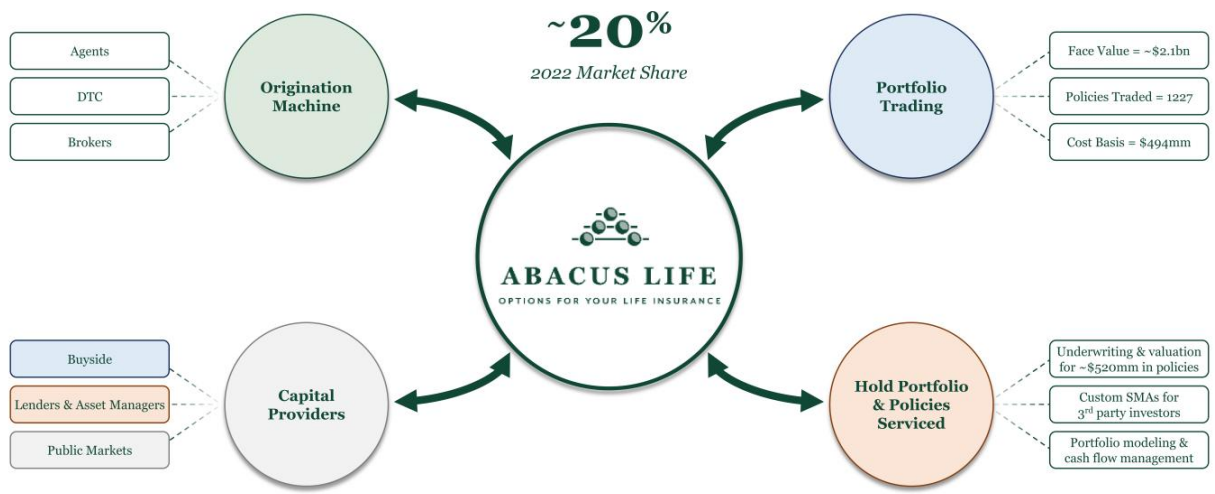


Source: Policy Cash Value Over Time chart based on a \$1 million death benefit, -3% cash value rate of increase, beginning at 35-years old and paying out at 100-years old. A-cyclical and essentially uncorrelated returns based on the average return and associated standard deviation chart – based on 3-year comparative return for a variety of market indices per Yahoo Finance.

1. A Rating or better determined by AM Best and classified as insurance companies that have or exceed an "excellent ability to meet their ongoing obligations".

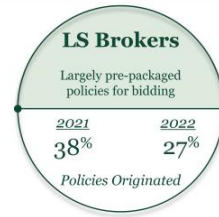
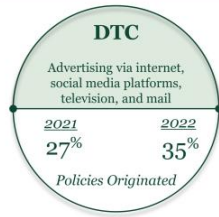
2. Abacus return and standard deviation based on its entire portfolio (holding and trading) as of August 2022 and then extrapolated to August 2025, assuming zero mortalities.

Abacus is at the Heart of the Life Settlements Industry



Source: Market share data per The Deal and based on number of settlements provided from 2017 – 2022.
 Note: All portfolio trading performance metrics measured from 2019 through 2023.

ORIGINATION MACHINE with a Model to Drive Economics



Diversification Across Multiple Origination Channels Creates a Lower Average Policy Acquisition Cost

long-term relationships with 78 institutional origination partners

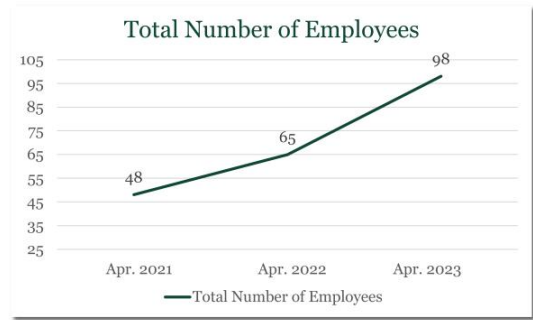
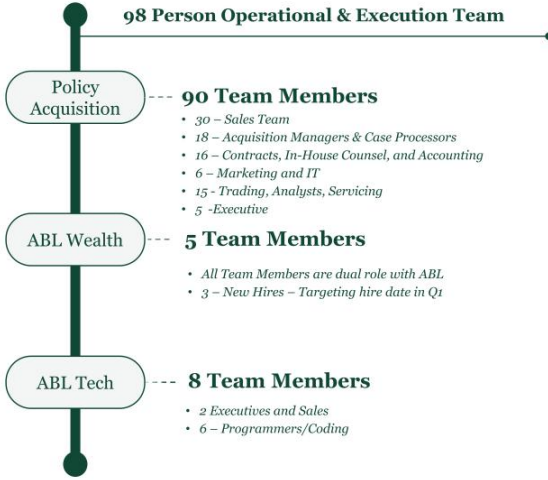
access to over 30,000 financial advisors

70-person origination team with 30 sales members, assigned by channel

49 states with ability / license to operate

Outstanding Operations & Execution Team

98 Person Operational & Execution Team





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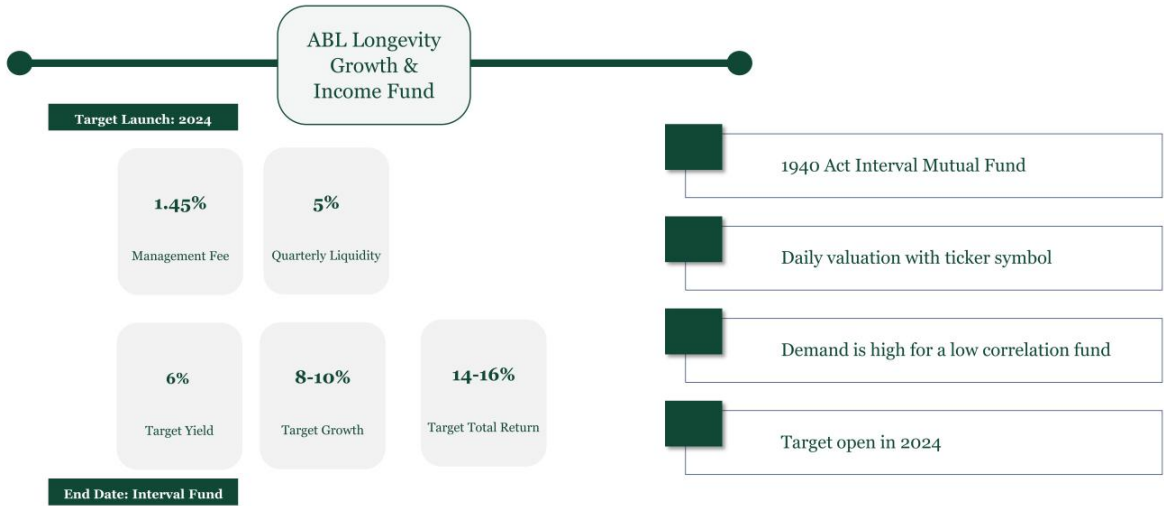
ABL Wealth

Aggregated Historical Track Record

<p>~\$230mm</p> <p>Capital Base (Including Nova JV)</p>	<p>~4X</p> <p>Origination Growth Over the Past Six Years¹</p>	<p>~\$1.76bn</p> <p>Policies Servicing (incl. KKR & Apollo assets)</p>	<p>1951</p> <p>Policies Purchased (acquired from 2019 – 2023)</p>	<p>~\$520mm</p> <p>Underwritten & Valued (on behalf of 3rd parties)</p>	<p>~\$2.10bn</p> <p>Face Value of Policies</p>
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Traded Portfolio				Held Portfolio				
Portfolio - Incl. KKR								
1,312 Policies Traded	\$2.5bn Total Face Value	\$1.9mm Average Face Value	20.3% Realized Return	Realized Portfolio	121 Policies Acquired	\$101mm Total Face Value	\$835k Average Face Value	160% Realized Return
Portfolio - LMA Exclusive								
229 Policies Traded	\$748mm Total Face Value	\$3.3mm Average Face Value	16.3% Realized Return	Realized Portfolio	6 Policies Acquired	\$15mm Total Face Value	\$2.5mm Average Face Value	523% Realized Return

ABL Longevity Growth and Income Fund Target Launch 2024 – ABLGX(1)



This slide is for illustrative purposes only. The launch, operation and success of the Fund is subject to significant risks and uncertainties, including SEC approval, Company's ability to manage the Fund, the ability to attract investors, ability to acquire and manage Fund assets and the ability to achieve the illustrative yield, growth and total return. Primary Custodian is Wilmington Trust and UMB

ABL Wealth Advisors

- Aligned with 80BN RIA for back office and Advisor growth
- Experienced team to manage operations
- Will Receive ABL Non-Qualified Leads
- Offer custom financial solutions using Lifespan as the core driver of portfolio allocation
- Acquire strategic RIAs and Advisors





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*The Power of Data & Tech:
ABL Technologies (abltech.com)*

Proprietary Technology Platform Yields Differentiated Underwriting Capabilities

Proprietary Risk Rating Heat Map



Purchase Price	Policy Type	Carrier Rating	Lead Source	Policy Face Value	Expected IRR	Life Expectancy (LE)	LE Extension Ratio	Age	Age on LE Date	Age on B/E Date	Surv Prob on B/E Date	Risk Grade
\$151,500	GUL	A+	Broker	\$500,000	15.60%	65	196%	72	80	90	0%	1
\$150,180	UL	A	Agent	\$250,000	15.50%	25	61.4%	67	73	86	0%	2
\$150,180	UL	A	Agent	\$250,000	15.50%	25	61.4%	67	73	86	0%	2
\$556,705	UL	A+	Insured	\$1,000,000	15.40%	31	903%	49	59	75	0%	3
\$168,945	GUL	NR	Insured	\$750,000	15.40%	91	273%	60	68	89	0%	1
\$23,488	GUL	A	Broker	\$100,000	15.40%	88	113%	69	76	84	1%	4
\$325,000	UL	A-	Insured	\$500,000	15.30%	26	527%	97	99	110	0%	1
\$223,434	GUL	A+	Insured	\$2,300,000	15.30%	133	92%	72	83	93	1%	2
\$15,502	UL	A	Insured	\$250,000	15.30%	48	125%	86	90	95	2%	2
\$108,111	GUL	A	Agent	\$400,000	15.20%	53	527%	90	97	121	0%	1
\$47,079	UL	A	Agent	\$400,000	15.20%	103	21%	87	98	100	34%	4
\$22,976	UL	NR	Agent	\$189,964	15.20%	75	66%	84	90	94	10%	5
\$37,405	GUL	A+	Agent	\$1,000,000	15.20%	157	135%	68	81	99	0%	1
\$145,000	GUL	A	Broker	\$500,000	15.20%	26	107%	90	92	94	6%	4
\$181,527	Term	A+	Insured	\$250,000	15.10%	12	354%	62	63	67	0%	5
\$128,260	UL	NR	Agent	\$1,000,000	15.10%	132	170%	69	81	100	0%	1
\$112,500	GUL	A+	Agent	\$300,000	15.10%	58	218%	82	87	98	0%	1
\$37,810	UL	A++	Insured	\$100,000	15.10%	40	98%	69	72	75	10%	5

Instant Policy Valuations

Policy Value Calculator

Name

Email

Your Phone

Gender

Current Age

\$1,000,000 Policy

Universal / Flexible Premium

CALCULATE

Policy Value Calculator ¹

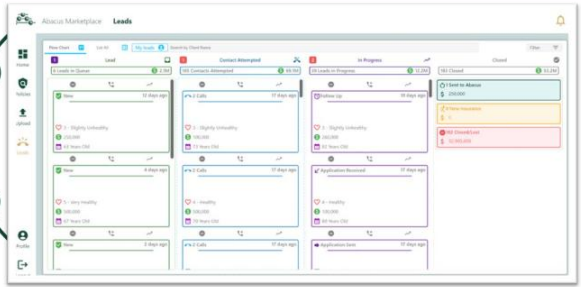
Health Status	Average Price
Standard	\$42,890
Slightly Impaired	\$95,980
Moderately Impaired	\$129,150
Highly Impaired	\$203,410
Extremely Impaired	\$256,790
Terminal Illness	Up to \$800,000

CLEAR

1. Illustrative example.

ABL Tech: Abacus Marketplace and Blockchain Integration

- Origination Flow
- Centralized Bidding and Servicing
- Lead Management



The Next Wave of Cloud Technology
 Software will be owned by the businesses that operate on the most important foundation of business - BCERT Tokens put the utility and power of software in the hands of the owners.

IDCERTin	TrustEnomics
PayCERTin	FileCERTin
WorkCERTin	TeamCERTin
TrackCERTin	BCERTin Vault
ShopCERTin	MeetCERTin
SignCERTin	MarketCERTin

- Remove Bank as Intermediary
- Instantly Transact Tertiary Policies
- Secure Transactions Through Smart Contracts



Drive Wealth Planning Through AI & Longevity

Aging IQ

MyTrueAge

- AI Technology to estimate biological age

MyLifeScore

- Data-Driven approach to estimating healthspan and lifespan



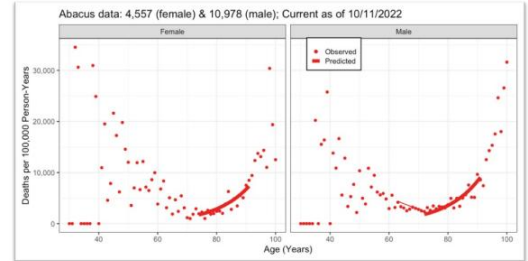
Live Life Table

Industry standard with 20+ years of longevity data

Updates data in real time

More accurate mortality assumptions

Wealth Planning





ABACUS LIFE

KNOW THE VALUE OF YOUR LIFE

NASDAQ | ABL

Marketing and Advertising

Quick Facts

Client Education (1/23 – 10/31)



- 25.1% of the United States population has seen the commercial at least once.
- 50,714 seniors directly contacted by account managers

Spending Efficiency

- Market saturation is strong on major news channels including Fox, CNN, FBN, Bloomberg, and MSNBC
- Diminishing returns not yet reached, CPL continues to drop with higher spend volume
- Low competition; high intent leads



ABACUS LIFE

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3Q Financial Information and Proforma

Q3 2023 Financial Information

Abacus Life, Inc. Proforma Income Statement (Q3 2023 compared to Q3 2022)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
REVENUES:				
Total Portfolio servicing revenue	224,569	382,245	814,626	1,372,573
Total Active management revenue	18,926,144	12,080,503	46,715,702	29,836,674
Total Origination revenue	1,970,217	5,076,481	8,360,252	17,620,944
Total Revenues	21,120,930	17,539,229	55,890,580	48,830,191
COST OF REVENUES (excluding depreciation and amortization stated below)				
Total Cost of revenue	3,364,957	5,618,973	14,121,210	16,492,673
Gross Profit	17,755,973	11,920,256	41,769,370	32,337,519
OPERATING EXPENSES:				
Sales and marketing	1,704,154	14,905	3,116,999	1,664,403
General, administrative and other	9,838,951	2,344,237	15,961,962	6,938,942
(Gain) loss on change in fair value of debt	(2,088,797)	(1,235,032)	309,865	(859,519)
Unrealized loss (gain) on investments	306,800	246,846	(491,356)	1,301,821
Depreciation and amortization expense	1,694,853	4,219	1,702,591	12,360
Total Operating expenses	11,455,961	1,375,175	20,600,061	9,058,007
Operating Income	\$ 6,300,012	\$ 10,545,081	\$ 21,169,309	\$ 23,279,512

Q3 2023 Financial Information (cont'd)
Abacus Life, Inc. Proforma Income Statement (Q3 2023 compared to Q3 2022)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
OTHER INCOME (EXPENSE)				
Change in fair value of warrant liability	(943,400)	-	(943,400)	-
Interest (expense)	(2,679,237)	(2,449)	(3,632,420)	(1,449)
Interest income	63,826	-	73,200	-
Other income (expense)	20,086	42,288	(1,565)	(199,959)
Total other income (expense)	(3,538,725)	39,839	(4,504,185)	(201,408)
Net income before provision for income taxes	2,761,287	10,584,920	16,665,124	23,078,104
Income tax expense	1,710,315	(948,600)	2,240,708	(650,794)
NET INCOME	1,050,972	11,533,520	14,424,416	23,728,898
LESS: NET INCOME (LOSS) ATTRIBUTABLE TO NONCONTROLLING INTEREST	147,611	363,452	(339,692)	770,093
NET INCOME ATTRIBUTABLE TO SHAREHOLDERS	903,361	11,170,068	14,764,108	22,958,805

Q3 2023 Financial Information

Abacus Life, Inc. Proforma Adjusted Net Income

Proforma adjusted Net Income and Adjusted EPS	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
Net income attributable to Abacus Life, Inc.	903,361	9,992,003	15,739,009	21,507,702
Net income for Abacus Settlements, LLC	—	(122,998)	(974,901)	149,790
Proforma net income attributable to Abacus Life, Inc.	903,361	9,869,005	14,764,108	21,657,492
Net income attributable to non-controlling interests	147,611	363,452	(339,692)	770,093
Amortization expense	1,682,083	—	1,682,083	—
Stock compensation expense	4,583,632	—	4,583,632	—
Change in fair value of warrant liability	943,400	—	943,400	—
Tax impact of items listed above	908,271	—	908,271	—
Proforma adjusted Net Income	9,168,359	10,232,457	22,541,803	22,427,585
Weighted-average shares of Class A common stock outstanding	63,349,823	50,369,350	54,632,826	50,369,350
Proforma Adjusted EPS	0.14	0.20	0.41	0.45



1. *Adjusted Net Income, a non-GAAP measure, is defined as net income (loss) attributable to Abacus adjusted for non-controlling interest income, amortization, change in fair value of warrants and non-cash stock-based compensation and the related tax effect of those adjustments. Management uses adjusted net income as an internal operating performance measure in the management of business as part of our capital allocation process. We believe adjusted net income provides useful supplemental information to investors as it is frequently used by the financial community to analyze financial performance between periods and for comparison among companies. Adjusted net income should not be viewed as a substitute for income before taxes calculated in accordance with GAAP, and other companies may define adjusted net income differently.

Q3 2023 Financial Information (cont'd)

Abacus Life, Inc. Proforma Adjusted EBITDA

Proforma adjusted EBITDA	Three Months Ended September 30,		Nine Months Ended September 30,	
	2023	2022	2023	2022
Net Income for Abacus Life Inc.	—	10,355,455	15,399,317	22,277,795
Net Income for Abacus Settlements, LLC	—	(122,998)	(974,901)	149,790
Proforma Net Income	1,050,972	10,232,457	14,424,416	22,427,585
Depreciation	12,770	4,219	20,508	12,360
Amortization	1,682,083	—	1,682,083	—
Interest expense	2,679,237	2,449	3,632,420	1,449
Interest income	(63,826)	—	(73,200)	—
Income tax expense	1,710,315	(948,600)	2,240,708	(650,794)
Stock compensation	4,583,632	—	4,583,632	—
Other (Income) / Expenses	(20,086)	(42,288)	1,565	199,959
Change in fair value of warrant liability	943,400	—	943,400	—
Expense support agreement	—	283,047	—	283,047
Change in fair value of debt	(2,088,797)	(1,235,032)	309,865	(859,519)
Unrealized loss / (gain) on investments	306,800	246,846	(491,356)	1,301,821
Proforma Adjusted EBITDA	10,796,500	8,543,099	27,274,041	22,715,908
Revenue	21,120,930	17,539,229	55,890,580	48,830,191
Proforma Adjusted EBITDA Margin	51.12%	48.71%	48.80%	46.52%
Proforma Net Income Margin	4.98%	58.34%	25.81%	45.93%



*Adjusted EBITDA, a non-GAAP measure, is defined as net income (loss) attributable to Abacus adjusted for depreciation expense, amortization, interest expense, income tax and other non-cash and non-recurring items that in our judgement significantly impact the period-over-period assessment of performance and operating results that do not directly relate to business performance within Abacus' control. Management uses EBITDA as an internal operating performance measure in the management of business as part of our capital allocation process. Management believes Adjusted EBITDA provides useful supplemental information to investors as it is frequently used by the financial community to analyze financial performance between periods and for comparison among companies. Adjusted EBITDA should not be viewed as a substitute for metrics calculated in accordance with GAAP, and other companies may define Adjusted EBITDA differently.

Q3 2023 Financial Information (cont'd)

Abacus Life, Inc. Return on Equity (ROE) and Return on Invested Capital (ROIC)*

	For the Period Ended		For the Period Ended
	September 30, 2023		September 30, 2023
Return on Equity		Return on Invested Capital	
Total Shareholder Equity	166,089,747	Total Assets	304,301,937
		Less:	
Net Income Attributable to shareholders	903,361	Intangible assets, net	(31,217,917)
Annualized ROE	2.2%	Goodwill	(140,287,000)
		Current Liabilities	(5,457,675)
Proforma Adjusted Net income	9,168,359	Total Invested Capital	127,339,345
Adjusted Annualized ROE	22%		
		Net Income Attributable to shareholders	903,361
		Annualized ROIC	2.8%
		Proforma Adjusted Net income	9,168,359
		Adjusted Annualized ROIC	29%

* Annualized return on invested capital (ROIC), a non-GAAP measure, is defined as Adjusted net income for the quarter divided by the result of Total Assets less Intangible assets, net, Goodwill and Current Liabilities multiplied by four. ROIC is not a measure of financial performance under GAAP. We believe ROIC should be considered in addition to, not as a substitute for, operating income or loss, net income or loss, cash flows provided by or used in operating, investing and financing activities or other income statement or cash flow statement line items reported in accordance with GAAP.

Annualized return on equity (ROE), a non-GAAP measure, is defined as Adjusted net income divided by total shareholder equity multiplied by four. ROE is not a measure of financial performance under GAAP. We believe ROE should be considered in addition to, not as a substitute for, operating income or loss, net income or loss, cash flows provided by or used in operating, investing and financing activities or other income statement or cash flow statement line items reported in accordance with GAAP.

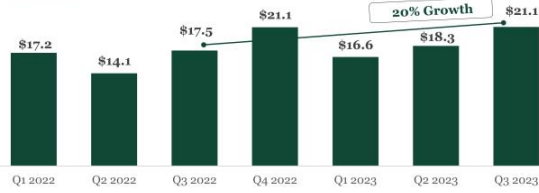
Management uses ROE and ROIC as internal operating performance measures in the management of business as part of our capital allocation process. We believe ROE and ROIC provide useful supplemental information to investors as it is frequently used by the financial community to analyze financial performance between periods and for comparison among companies. ROE and ROIC should not be viewed as a substitute for metrics calculated in accordance with GAAP, and other companies may define these metrics differently.

Consolidated Proforma Historical Financial KPIs (Q1 2022 – Q3 2023)

(Only Includes Longevity Market Assets, LLC and Abacus Settlements, LLC)

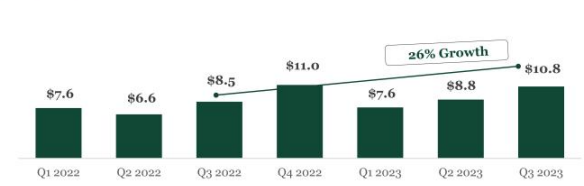
Revenue

(\$ in millions)

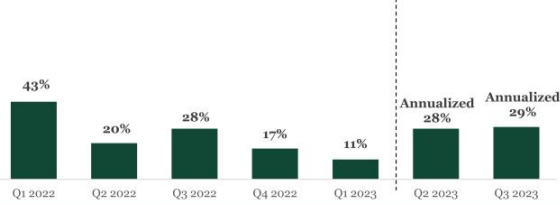


EBITDA

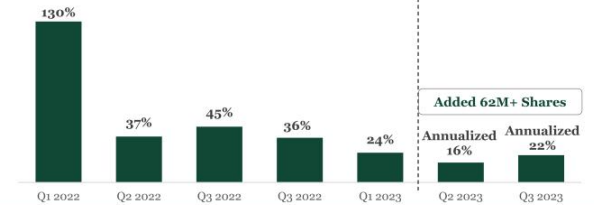
(\$ in millions)



Adjusted Quarterly Return on Invested Capital

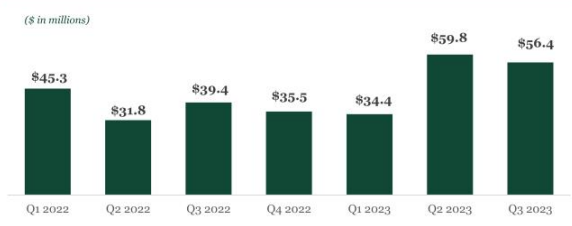


Adjusted Quarterly Return on Equity

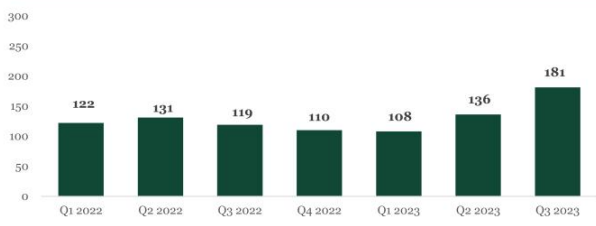


Additional Origination KPIs (Q1 2022 – Q3 2023)

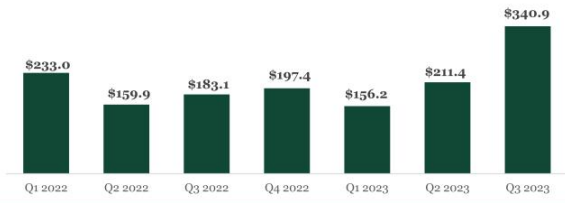
Capital Deployed Through Abacus



Number of Originations



Face Value Originated Through Abacus





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