



News

For Immediate Release

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**21st Services Announces Important Advances in LE Reliability
And a Data Subscription Service for Customers**

September 11, 2008, Minneapolis, MN – 21st Services, a leading provider of life expectancy evaluations to the life settlements industry, is announcing changes to the mortality tables underlying its evaluations, based on the 2008 VBT tables issued by the Society of Actuaries and on the company's enhanced methods of data analysis.

21st Services' life expectancy evaluations will be based on its new mortality tables starting Tuesday, September 16, 2008.

21st Services is also announcing a major research project, a multi-year study of data gleaned from a national medical database. 21st Services will eventually have extensive data on more than 20 million lives. The study represents a major expansion of the data foundation of the life settlement industry.

2008 VBT Major Factor in Mortality Table Changes

The Valuation Basic Tables (VBT), produced by the Society of Actuaries (SOA), are the basis of 21st Services' proprietary mortality tables. The company has been reviewing the 2008 tables since the SOA released them early this year. 21st Services' new proprietary mortality tables use some of the experience underlying the 2008 VBT, with adjustments to accommodate 21st Services' markets. All adjustments were carefully reviewed by two major, independent actuarial firms.

In early 2008, 21st Services expanded its internal and external resources in actuarial and statistical analysis. This has enabled the company to adjust the VBT for its purposes, based on a comprehensive analysis of the methods and processes used to develop the 2008 VBT and 21st Services' emerging actual-to-expected performance.

A Major Data Initiative

To improve its analysis going forward, 21st Services has launched a multi-year study of the health data of millions of individuals nationwide. 21st Services is the study sponsor; it is being conducted by an independent, not-for-profit research firm.

"Because the life settlement industry is relatively new, we cannot solely rely on its mortality data," said 21st Services Chief Actuary Vincent Granieri, FSA, MAAA, EA. 21st Services' study will supplement industry-specific data with the information gleaned from records of millions of seniors whose profiles approximate our clients' target markets.

21st Services will have results on 1.2 million lives by early 2009 and 2.5 million by the end of 2009. 21st Services Chief Executive Officer Jack Kettler said, "By the end of 2009, we will have data on many times more lives than the entire industry had up until now. This study will be a major step forward in the science of life expectancy prediction."

Granieri said, "We believe this study will define senior mortality for the life settlement industry and shed important light on seniors for the life insurance industry and financial planners." Because it will assess factors influencing mortality condition by condition, including co-morbidities, the study will provide results that can be used in many longevity-related fields.

Sharing the Data Through a Subscription Service

21st Services has created a subscription service to enable its customers to access the data it is gathering in the 20-million-life study, and the data underlying the company's proprietary mortality tables. "This is another industry first," said Granieri. "We are committed to transparency and prepared to share not only the medical record study results but in-depth information on our own actual-to-expected performance and the logic and methodology involved in building our proprietary mortality tables."

For more information about the tables, the medical records study or the data subscription service, contact Vincent Granieri at 612-277-0575, VGranieri@21stServices.com, or Jack Kettler at 612-277-0600, JKettler@21stServices.com. Or visit our website, www.21stservices.com.