



**News  
For Immediate Release**

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**Actuarial Reports Show 21st Services Actual-to-Expected Ratio is Industry-Leading 98.1%**

*April 28, 2010, Minneapolis, MN* – 21st Services, a leading provider of life expectancy evaluations to the life settlements industry, has announced results of its latest report by an independent actuarial firm on the reliability of its life expectancy predictions. The reports show that 21st Services’ actual-to-expected (A-to-E) ratio is 98.1%.

“This is the most accurate actual-to-expected ratio we are aware of for any life expectancy provider,” said 21st Services’ CEO Jack Kettler.

Kettler pointed out that the outside actuarial firm’s study covers lives 21st has evaluated since 2001, not just recent ones. “The A-to-E ratio reflects the company’s long-standing commitment to careful underwriting and the value of our analytical system,” Kettler said. “Our only goal is to produce the most accurate life expectancy evaluations possible.”

21st Services’ Chief Actuary Vincent Granieri said, “Our strong A-to-E ratio validates our 2008 decision to update our mortality tables. Further, we strongly believe that A-to-E analyses are most appropriate and informative when they are based on each life expectancy provider’s proprietary mortality tables as only those tables are calibrated to each company’s unique underwriting system.”

### **Major expansion of mortality data**

Granieri said that 21st Services' mortality tables are based on the firm's early duration experience and a modified version of the Society of Actuaries' Valuation Basic Tables. These modifications are based on data gleaned from the mortality results of 21st Services' data base and pertinent life insurance industry mortality data as well.

Also contributing to the reliability of 21st Services' mortality table and to the strong A-to-E results are the data coming in from the mortality study 21st Services commissioned in 2008, statistical studies of its own data base, which numbers over 80,000 unique lives, and analyses of life insurance data.

"We're tapping into whatever appropriate sources of senior mortality data we have available to us," Granieri said. "When our studies are complete, we will have far more mortality data than the whole life settlement industry combined has now. We are committed to building the strongest data foundation in the industry."

The actual-to-expected report is based on studies conducted by a major European actuarial firm. As a further check, a US-based firm validated the methodology employed in the calculations. They analyzed 21st Services' mortality experience from January 1, 2001, through December 31, 2008, with mortality results as of March 31, 2009.

The full actual-to-expected report includes the A-to-E ratio for each block of cases the company has underwritten since 2001. It also tracks the ratios at various stages in an aggregated mortality curve. The full actual-to-expected report is posted on 21st Services' website, [www.21stservices.com](http://www.21stservices.com).

For more information about the report, 21st Services' mortality tables or the 15-million senior lives study, contact Vincent Granieri at [vgranieri@21stservices.com](mailto:vgranieri@21stservices.com). Or visit the company's website, [www.21stservices.com](http://www.21stservices.com).

### **About 21st Services**

21st Services provides longevity estimates that are used to help funders value life insurance policies in life settlement transactions and to support financial planning decisions. 21st Services also offers post-purchase portfolio management services for the life settlement market. The company's headquarters are in Minneapolis, MN.

For more information about 21st Services, go to [www.21stservices.com](http://www.21stservices.com).