

# INVESTMENT DIGEST

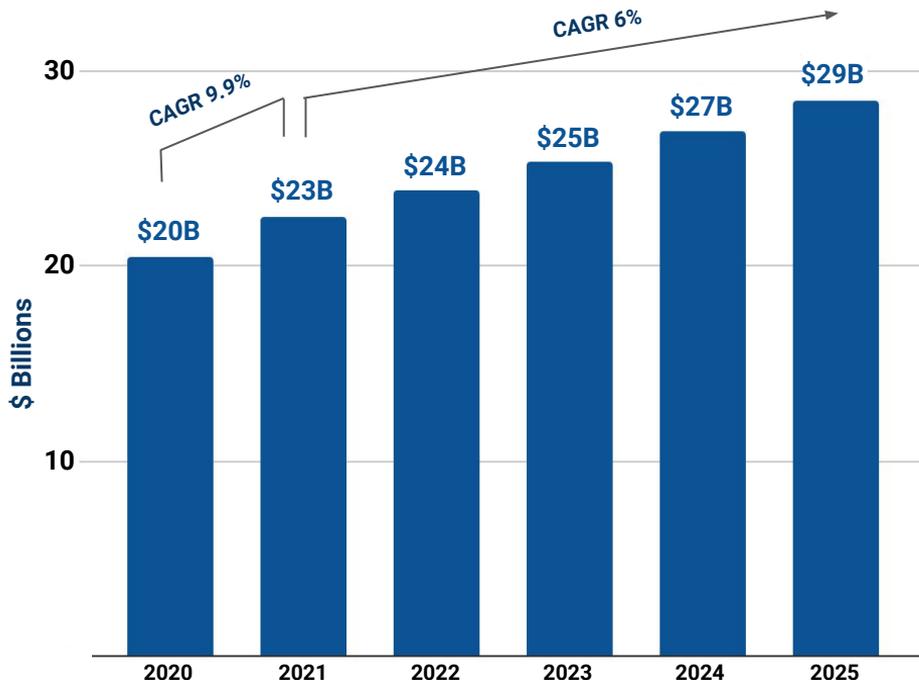
## LONGEVITY FINANCIAL INSTITUTIONS 2021

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Top-300 Financial Institutions Advancing the Longevity Industry	4	This Investment Digest summarizes key observations in the Financial Institutions that engage in the Longevity Industry. We define the Longevity Industry as a combination of aging, advanced preventive precision biomedicine, AgeTech, relevant parts of national healthcare budgets, and the global financial industry related to such sub-industries. In the digest, we have assembled information about <b>top-300 Financial Institutions</b> representing five main financial institution types: <b>Asset Management Firms, Banks, Pension Funds, Insurance, and Reinsurance firms</b> . We have highlighted the biggest deals lead or co-led by top-300 Financial Institutions that have helped the Longevity Industry's smooth performance.
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# Financial Industry Overview

Global Financial Services Market Volume Forecast, \$ Billions



**Longevity** is the current focus of the largest financial institutions all over the world. Investors seek opportunities to contribute to the development of the Longevity industry by investing in AgeTech, Longevity Fintech, Longevity Biomedical companies, and startups.

Aging not only becomes a trending theme highlighting the most acute problems of our time - it also presents one of **the most promising opportunities**.

Financial institutions that will adapt their business models to the new industries of AgeTech, WealthTech, and Longevity Finance will have a chance to outperform their competitors and grow rapidly. **A high-quality analysis of longevity will bring this to reality.**

We define five categories of companies that contribute to the development of the Longevity Financial Institutions industry. Such categories are Asset Management Firms, Banks, Insurance, Reinsurance Companies, and Pension Funds. We expect that market will grow at an average rate of 6% during the following years reaching **\$28,532 billion by 2025**.

# Top-300 Financial Institutions Advancing the Longevity Industry

## 105 Asset Management Firms



## 75 Banks



## 55 Insurance Companies



## 20 Reinsurance Companies



## 45 Pension Funds



# Top-20 Financial Institutions Advancing the Longevity Industry by Region



China

## Guangdong



**China Merchants Bank**  
Futian, Guangdong, China



**Ping An Insurance**  
Futian, Guangdong, China

## Hong Kong



**AIA Group**  
Central, Hong Kong, China

## Ontario



**Royal Bank of Canada**  
Toronto, Ontario, Canada



**Toronto-Dominion Bank**  
Toronto, Ontario, Canada

## Jiangsu



**China Construction Bank**  
Beijing, Jiangsu, China



**Agricultural Bank of China**  
Beijing, Jiangsu, China



**Bank of China**  
Beijing, Jiangsu, China



**China life**  
Beijing, Jiangsu, China



Canada



UK

## Cambridgeshire



**AstraZeneca Pension Fund**  
Cambridge, Cambridgeshire, UK

## Greater London



**HSBC**  
London, Greater London, UK



USA

## Nebraska



**Berkshire Hathaway**  
Omaha, Nebraska, US

## North Carolina



**Bank of America**  
Charlotte, North Carolina, US



Australia

## New South Wales



**Commonwealth Bank of Australia**  
Sydney, New South Wales, Australia

## New York



**JPMorgan Chase**  
New York City, New York, US



**American Express**  
New York City, New York, US



**Citygroup**  
New York City, New York, US



**Goldman Sachs Group Inc.**  
New York City, New York, US



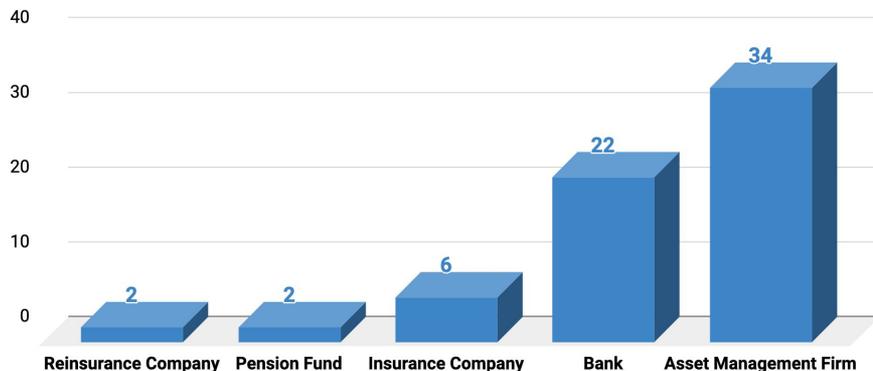
**Wells Fargo & Co.**  
New York City, New York, US



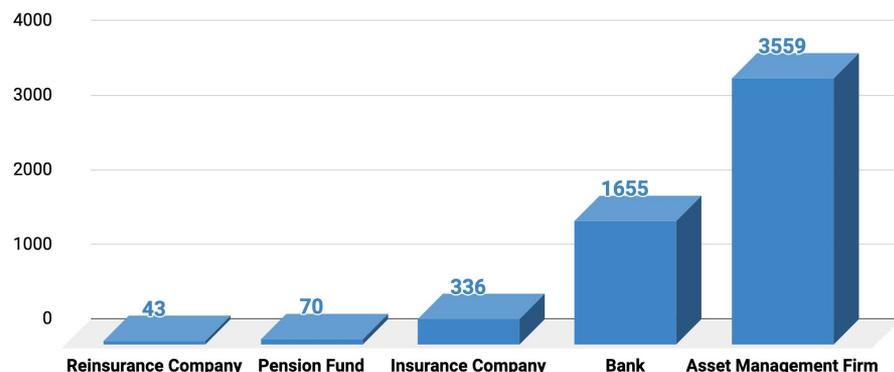
**Morgan Stanley**  
New York City, New York, US

# Overall Financial Institutions Investments in 2020

## Average Number of Funding Rounds per Institution



## Number of Funding Rounds



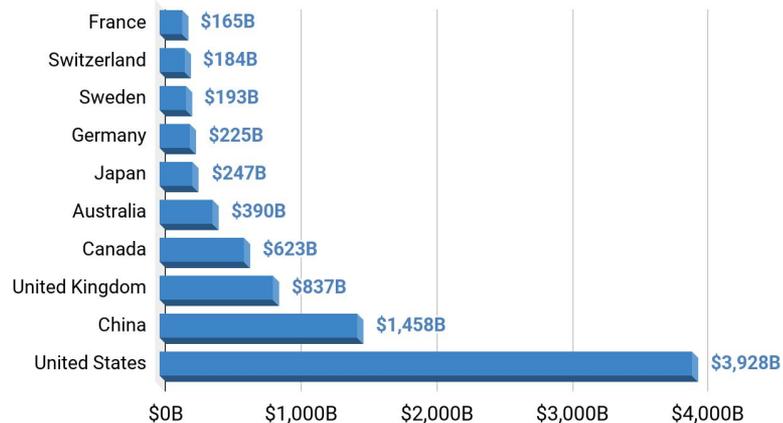
**Total Number of Investments by Financial Institutions: 5663**

**Asset Management Firms** take a clear lead by the number of investments. Such a tendency is explained by the nature of **Asset Management Firms** and their investment strategies. **Banks** take the second position as the most well-known source of raising money. However, due to stricter rules and regulations, the amount of investment projects is almost double less than **Asset Management**.

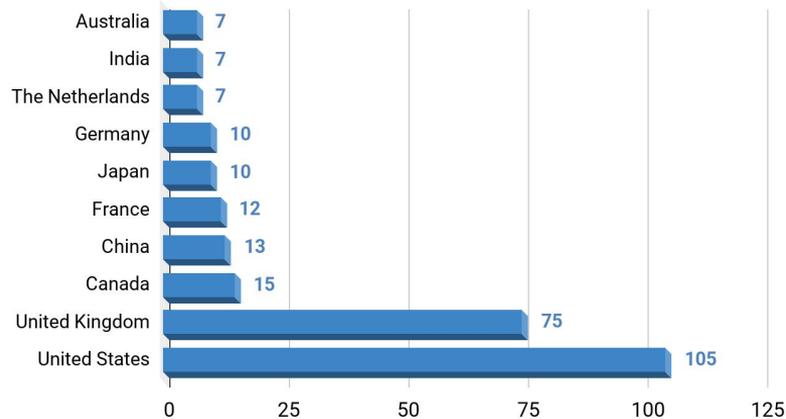
**Reinsurance Companies, Pension Funds,** and **Insurance Companies** are responsible only for **8%** of all investments among the five mentioned types of Financial Institutions.

# Top Countries by Financial Institutions Engaged in the Longevity Sector in 2020

## Total Market Capitalization of Financial Institutions by Country



## Number of Financial Institutions



The chart on the left represents the top 10 countries by total market capitalization of financial institutions. The chart on the right represents the top 10 countries by the number of financial institutions. The **United States** takes the lead on both charts with most financial institutions and most total market capitalization. However, the second and the third places on the charts are diagonally symmetrical. **China** has five times fewer financial institutions than **The United Kingdom**, yet those financial institutions have a double market capitalization of The United Kingdom financial institutions. Countries like **Australia**, **France** occupy lower positions by the number of financial institutions but are placed higher on the chart by total market capitalization of these financial institutions.

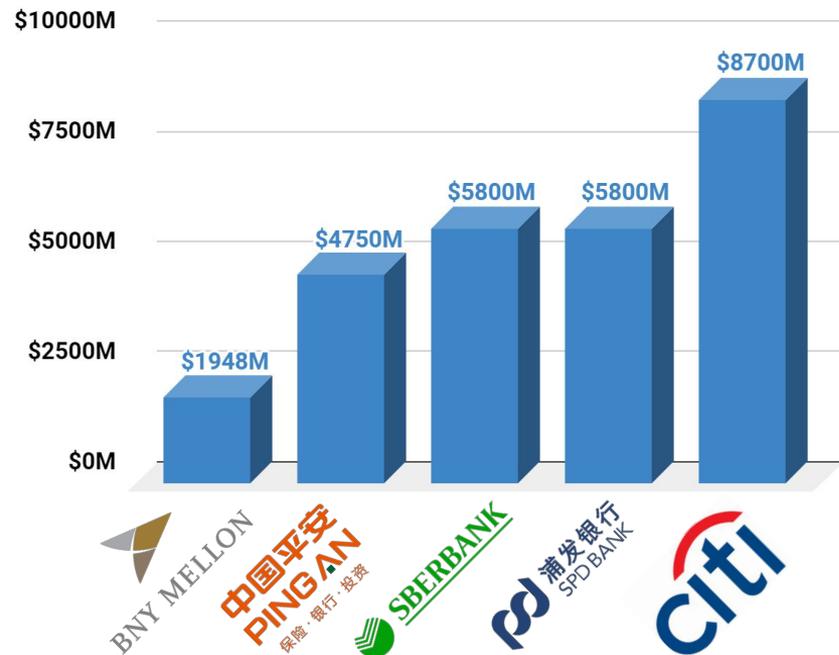
# Investment Landscape at a Glance (Q1 2021)

In Q1 2021, global investments in longevity-focused companies totaled **\$30.3 billion**.

Some of the major companies included:

- **Citigroup Inc.** – the global diversified financial services company, which invested **\$8.7 billion** in 101 investments;
- **Shanghai Pudong Development Bank** – a joint-stock commercial bank, which invested **\$5.8 billion** in 9 investments;
- **Sberbank** – the largest bank in Central and Eastern Europe, which invested **\$5.8 billion** in 25 investments;
- **Ping An Insurance** – the world's largest insurance group of companies. The company, which invested **\$4.7 billion** in 26 investments;
- **BNY Mellon** – an investment company, which invested **\$1.9 billion** in 23 investments.

## Top-5 Investors



## Banking

Banking is a network of financial institutions that accept deposits from customers and take loans that provide liquidity for business development and other needs. Banks are intermediaries in most financial transactions. Commercial banks offer services to private individuals and businesses, while retail banks deal with individuals and families.

## Asset management

Asset management (AM) companies accumulate capital from small investors and make investments on their behalf. AM firms invest in various assets, including equity, debt securities, real estate, and others. Pursuing high returns, AMCs use state-of-the-art software and hardware for efficient asset allocation and asset management.

## Insurance

Insurance is a relationship between an individual or a legal entity on the one hand and an insurer on the other, where the first receives financial protection against undesirable events that may occur and cause damage to health or property in exchange for fixed payments to the insuring organization.

## Reinsurance

Reinsurance companies cover all or a part of an insurer's risk in case of a substantial payment for an insurance claim. This cooperation provides greater protection of the insurer's equity. Reinsurance companies receive a premium for the risk they cover.

## Pension funds

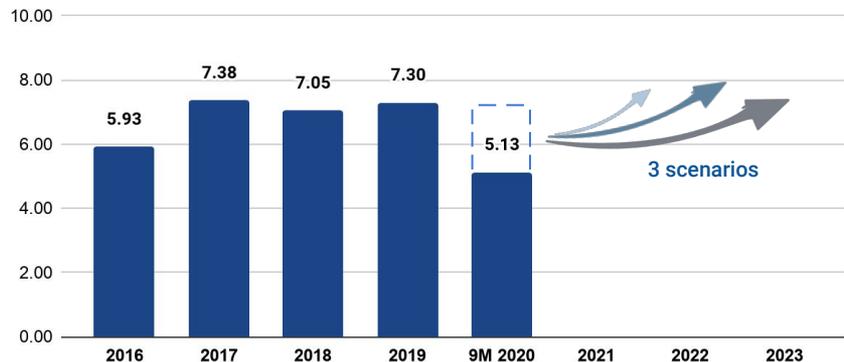
Pension funds are investment pools that are formed from employee's payments for their retirement. There are two types of pension funds. A Defined Benefit Fund pays a fixed amount to the beneficiary, while the payments of a Defined Contribution Plan depend on how well the fund performs on capital markets.

# Financial Services Company Types



# Banking Industry Outlook

Retail and Private-client Revenues Globally, \$ Billion



CAGR for revenue scenarios, 2019–2024\*

Regions	Quick Recovery (%)	Slow Recovery (%)	Long Recovery (%)
Western Europe	0.6	-0.9	-3.0
North America	1.1	-0.4	-2.5
Eastern Europe	4.1	2.2	0.1
Middle East & Africa	2.5	0.8	-1.1
Latin America	3.7	1.7	-0.4
Asia-Pacific	4.9	2.9	0.6

The banking industry, like many others, has faced severe challenges in carrying out its day-to-day responsibilities in pursuit of financial goals during 2020.

Banks had to adapt to the situation when customers stay at home by closing branches and accelerating the development of online services. The use of **Internet banking increased by 30%** during the COVID-19 crisis. This growth is expected to continue.

It will take several years to return to the usual business activities that can be seen before Covid-19.

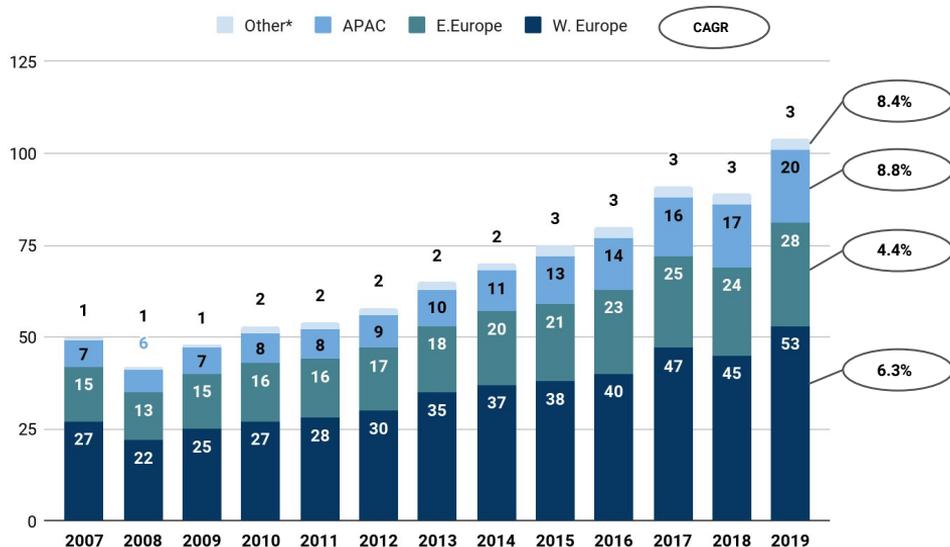
Estimated that **\$ 2 to \$ 5 trillion** of potential aggregate revenue will be lost over the next four years. Depending on the future pandemic situation, there are three possible global recovery scenarios: **quick recovery** (1-2 years), **slow recovery** (2-3 years), and **prolonged recovery** (3-4 years).

The steepest revenue declines are expected in North America and Western Europe. Eastern Europe and the Asia-Pacific economic region are expected to grow in any scenario.

Source: BCG's banking pools, September 2020.

# Asset Management Industry Overview

## Assets Under Management by Major Geographic Regions, \$ Trillions



\*Other includes Latin America, Middle East, and Africa

Source: McKinsey Performance Lens Global Growth Cube

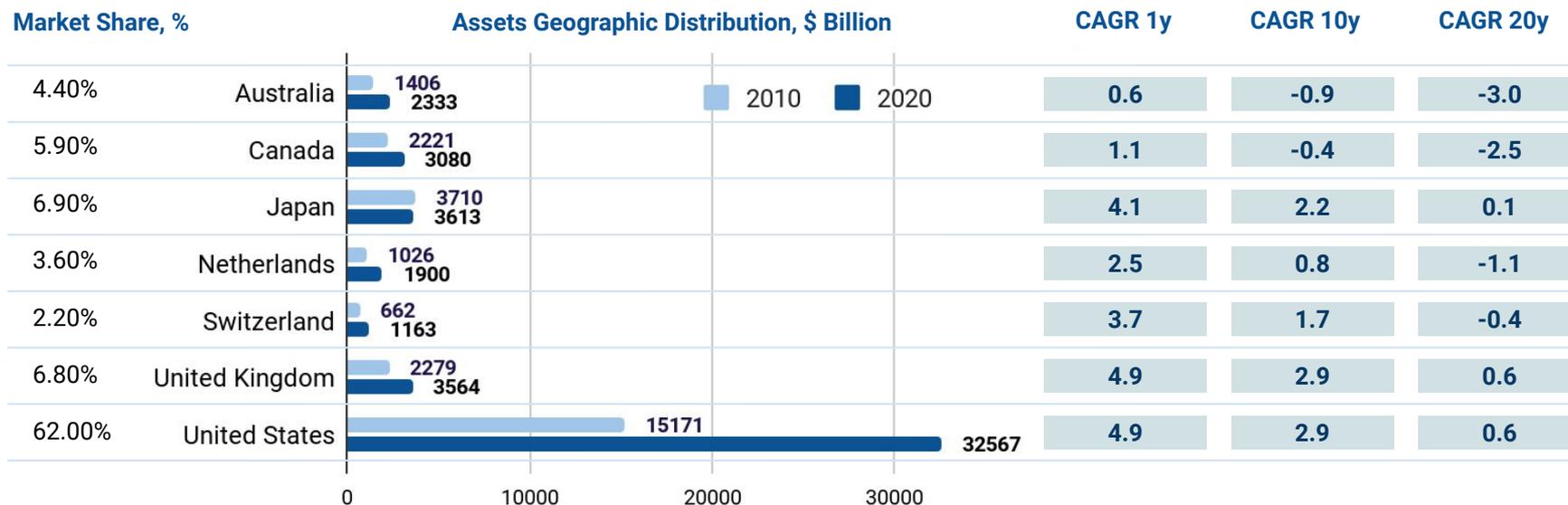
In 2019 Total Assets under Management grew up by 17% to \$104 trillion. Retail clients were a faster-growing customer segment than institutions. US market grew by 18%, which is \$8 trillion.

In 2020, the value of total assets decreased due to Covid-19, and the recovery time will depend on the pandemic situation.

**We identify the following key trends in the Asset Management industry for the next few years starting from 2021:**

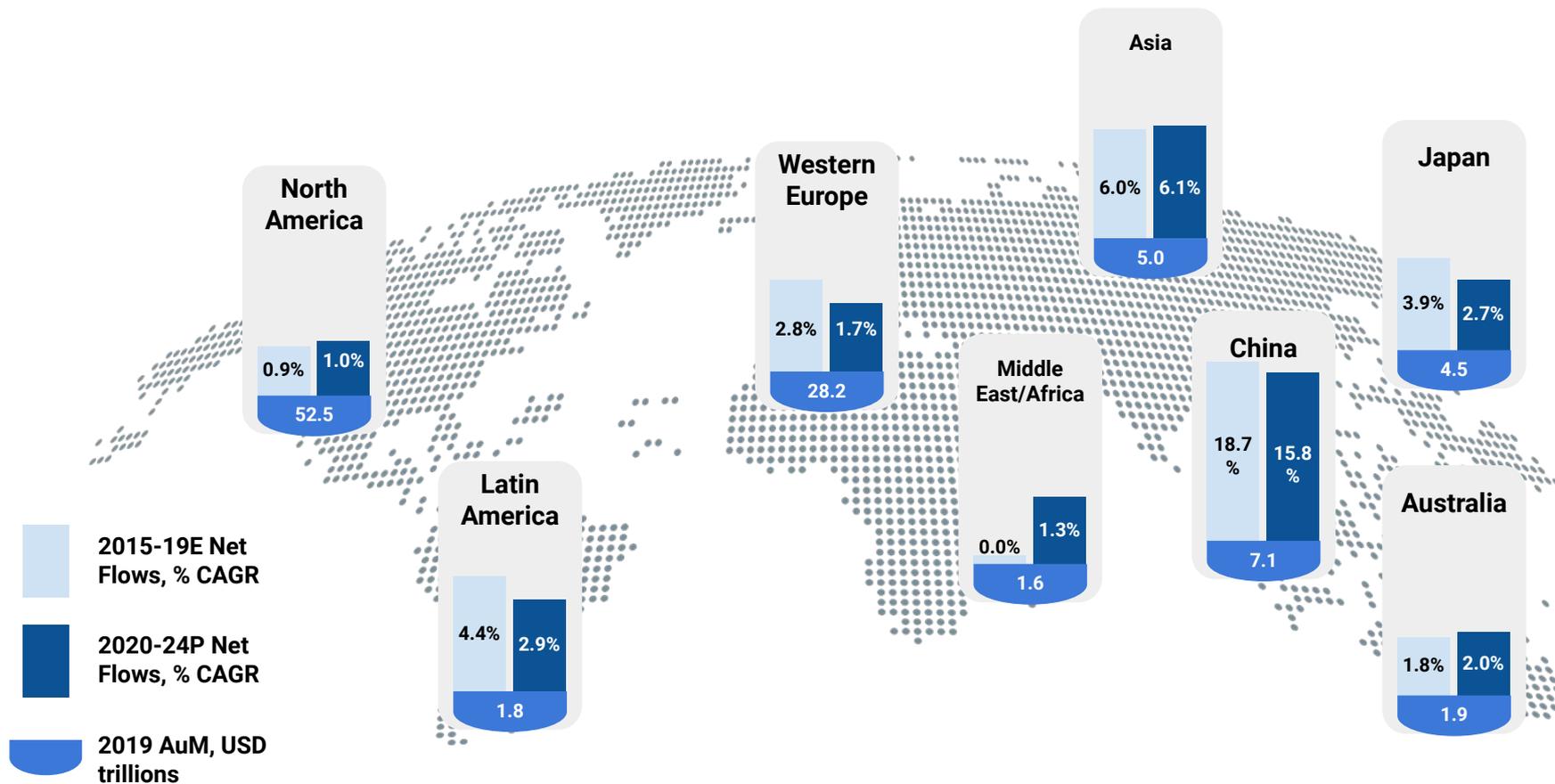
- Demand for transparency and lower fees;
- Increasing interest in alternative investments;
- Highly personalized investment environment;
- Development of machine learning algorithms;
- Blockchain increase transparency, process efficiency at lower costs.

# Global Pension Funds Industry Outlook

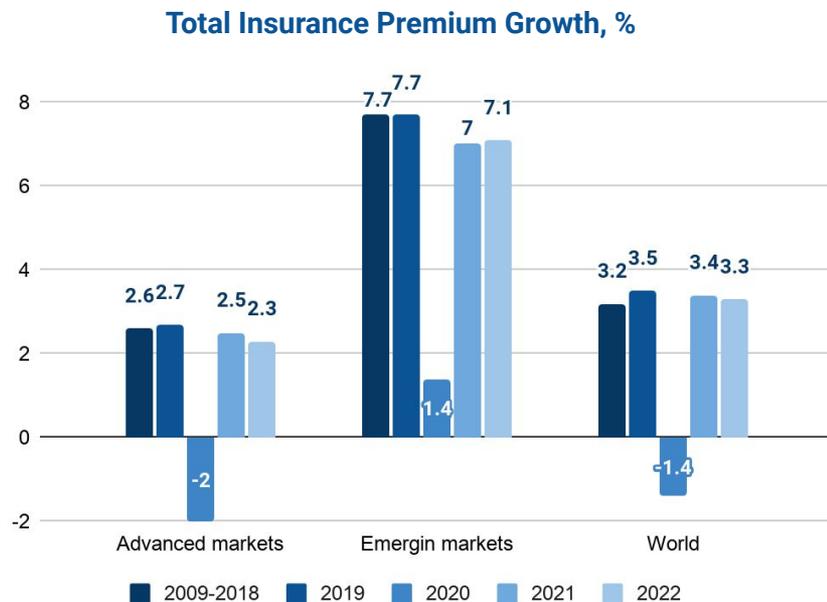


The US is the largest pension market accounting for **62%** of the global pension market, according to 2020 figures. The global assets are estimated at **\$52,5 billion**. The **Japan and United Kingdom** follow the US with a significant difference - 6.8% and 6.9%. Together, these three markets account for over 76% of all pension assets. During the last ten years, the fastest-growing pension markets have been the **US (215%), Netherlands (185%), and Switzerland (176%)** among observed, while the absolute leader in this rally was **China**, during the last decade it increased its assets by **6.8 times**.

# 5-Year Annualized Net Flow Effect by Region



# Insurance Industry Overview



## Non-life Insurance

Global non-life premium growth is expected to recover to 3.6% in 2021 and 2022, supported by strong rate hardening in commercial lines across countries.

North America is the most significant contributor to the global non-life premium pool. The US will add over **\$90 billion** through 2022. China will add from \$40 to \$50 billion. China is still the fastest-growing non-life insurance market, with an 8% growth expected in 2022.

## Life Insurance

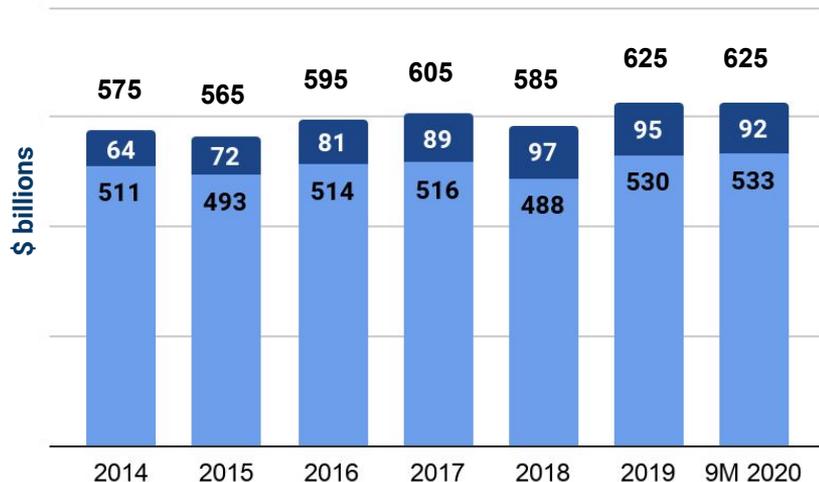
Increased unemployment in the Covid-19 recession and a corresponding decrease in business activity caused a significant decline in the premiums in 2020.

Following economic recovery, we expect life premiums to return to a growth trend after the 2020 crisis.

Source: Swiss Re sigma No 7, 2020

# Reinsurance Industry Overview

## Global Reinsurer Capital, \$ Billions



Reinsurance pricing has been hardening since the COVID-19 has spread. But it is estimated that reinsurers capital has returned to a pre-pandemic value of \$ 625 billion after nine months of 2020.

**Traditional capital** grew by \$ 3 billion to a new level of \$ 533 billion in the third quarter of the previous year. New issues in the second and third quarters significantly replenished the capital. At the same time, reinsurers' incomes declined due to the effects of the Coronavirus and natural catastrophes.

**Alternative capital** assets fell by \$ 3 billion during the same period to \$ 92 billion.

In the coming years, growing demand is expected, new capacity will appear in 2021. Risk-taking strategies will develop the impact of COVID-19 on the world economy.

Source: Aon Reinsurance Market Outlook, January 2021

# Publicly Traded Longevity-Focused Financial Institutions



# Financial Institutions Advancing the Longevity Industry

## Cumulative Capitalization Dynamics in 2016-2020



Since Q1 2020 market downturn, 194 financial institutions have fully recovered by year-end and continued to grow in 2021.

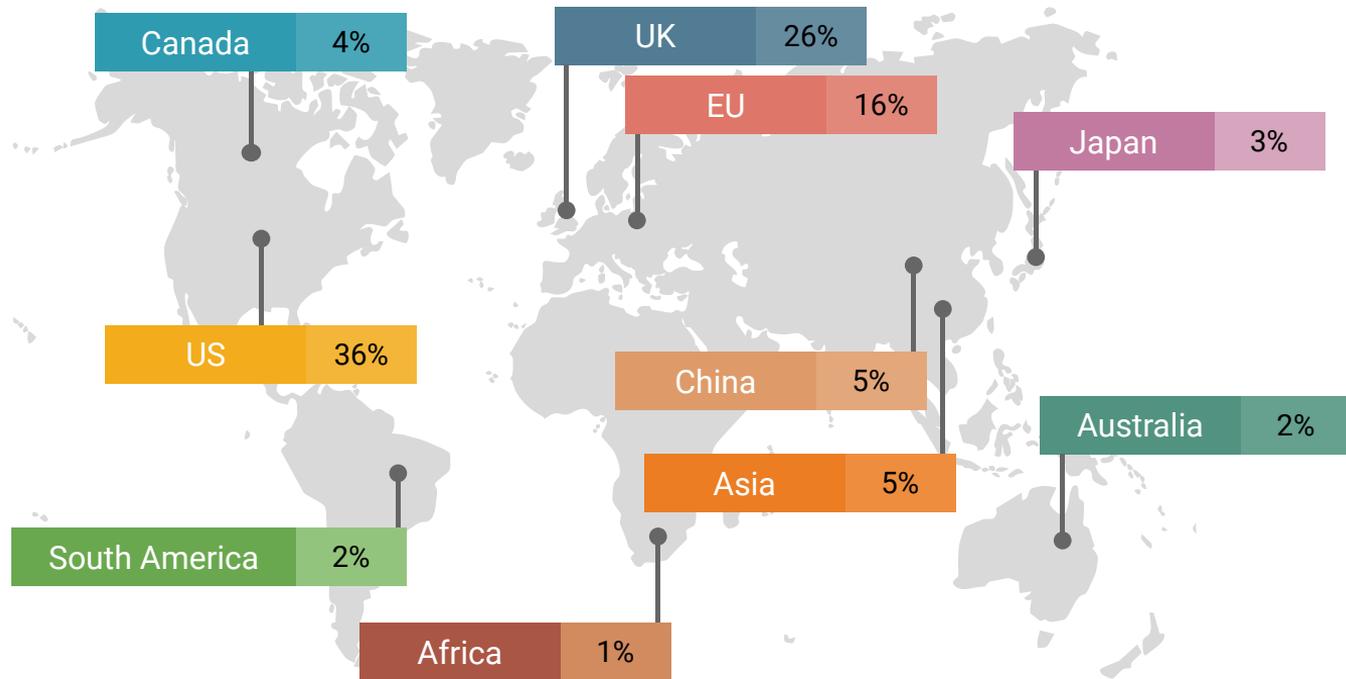
The largest institutions by market capitalization are **Berkshire Hathaway, JPMorgan Chase & Co., Industrial and Commercial Bank of China, and Shell Contributory Pension Fund.**

Given that many longevity-advancing financial institutions are included in the S&P 500, this chart represents the approximate dynamics of the whole stock market.

# Top 10 Financial Institutions Advancing the Longevity Industry in 2021 (by Market Capitalization)



## 300 Financial Institutions: Regional Proportion



The chart represents the distribution of longevity-focused financial institutions by country. On the one hand, the largest number of the selected companies have their headquarters in the US because of the high availability of developed financial markets. On the other hand, quite a few companies are headquartered in the UK and the EU for a similar reason.

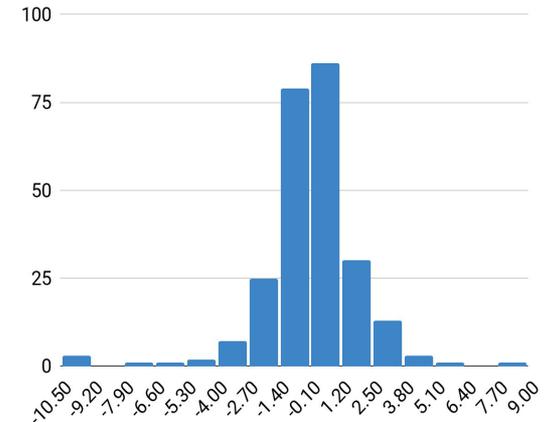
# Longevity-Focused Financial Institutions: Market Indices

Our longevity stock index includes more than 300 longevity-focused corporations operating in the BioTech and IT sectors.

Despite the volatility of the longevity stock market segment (by standard deviation), growth in the market capitalization of longevity-focused corporations far exceeds that of the entire market (as per the S&P500 index), as well as the general biotech industry indices (IBB and NBI). Interestingly, the distribution of the returns in the longevity stock market segment is right-skewed, making it different from the vast majority of stock indices and segments. It means that those extraordinary positive events that rarely occur in the market play a significant role in the capitalization of this segment. This phenomenon that can be described as the presence of “anti-black swans.” Many other indices are, on the contrary, characterized by negative skewness, which means that extraordinary negative events have a greater probability of happening. The distribution of longevity stock returns is something that cannot be referred to as normal (Kurtosis exceeds 4.7).

Index	Correlation with Financial Institution index	Average daily return in 2020	Average daily volatility in 2020	Skewness	Kurtosis
Financial Institution index	-	-0.05	2.00	-1.08	7.73
S&P500	0.18	-0.01	0.10	-0.70	0.18
Nasdaq Bank Index	0.17	0.12	0.16	-0.16	-0.75
SSE Composite Index	0.10	0.01	0.09	-0.10	-1.35

Stock Returns

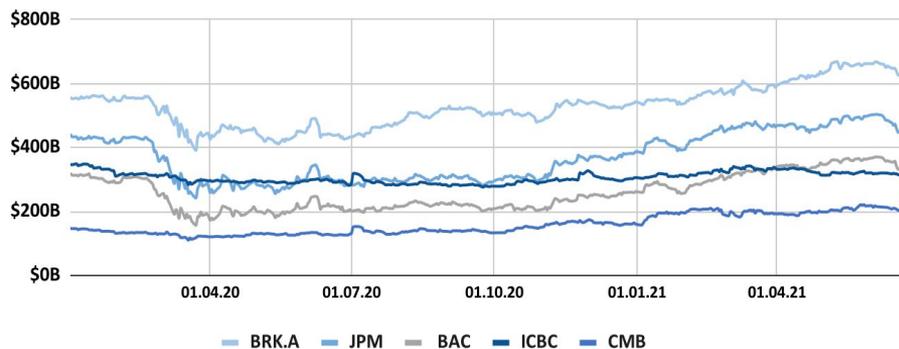


# The Biggest Financial Institutions Advancing the Longevity Industry

## Top-5 Overview

Four of the five most prominent financial institutions (by market capitalization) advancing the Longevity Industry are represented by banks. Nevertheless, the first place is taken by Berkshire Hathaway's asset management firm. Despite the deep Covid-19 dive at the beginning of 2020, all financial institutions have recovered their market capitalization to pre-pandemic figures. Some of them, such as Berkshire Hathaway and JPMorgan Chase & Co., have reached even higher positions by the beginning of 2021.

Capitalization change in 2021, \$B



Name	Country	Market Cap	Annual Revenue	Net Income	Volume	Total Return Level (1Y)	ROE	ROA	PE Ratio	Beta (5Y)
<b>Berkshire Hathaway</b>	USA	628.41B	248.84B	103.98B	4.43M	51.74%	25.21%	11.20%	22.83	0.90
<b>JPMorgan Chase &amp; Co.</b>	USA	457.46B	118.48B	38.83B	12.73M	59.33%	14.97%	1.19%	12.59	1.19
<b>Bank of America Corp.</b>	USA	344.49B	86.86B	20.49B	32.04M	65.82%	8.14%	0.79%	17.25	1.57
<b>Industrial and Commercial Bank of China</b>	China	272.24B	606.14B	308.3B	199.04M	2.87%	11.05%	0.96%	5.22	0.51
<b>China Merchants Bank</b>	China	217.55B	233.68B	99.91B	36.36M	69.47%	14.5%	1.25%	16.45	0.82

# Berkshire Hathaway

**Berkshire Hathaway**, Inc. engages in the provision of property and casualty insurance and reinsurance, utilities and energy, freight rail transportation, finance, manufacturing, and retailing services. It operates through the following segments: GEICO, Berkshire Hathaway Reinsurance Group, Berkshire Hathaway Primary Group, Burlington Northern Santa Fe, LLC (BNSF), Berkshire Hathaway Energy, McLane Company, Manufacturing, and Service and Retailing.

The company's revenue structure is as follows: **The Insurance** segment consists of private passenger automobile insurance, property and casualty insurance, excess-of-loss and quota-share, and facultative reinsurance.

**The BNSF** segment operates railroad systems in North America.

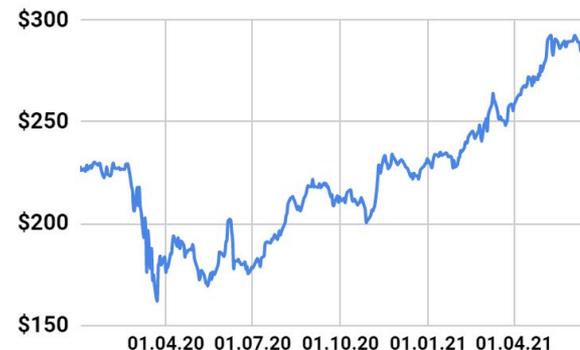
**The BH Energy** segments deals with regulated electric and gas utility

**The Manufacturing** segment includes industrial products.

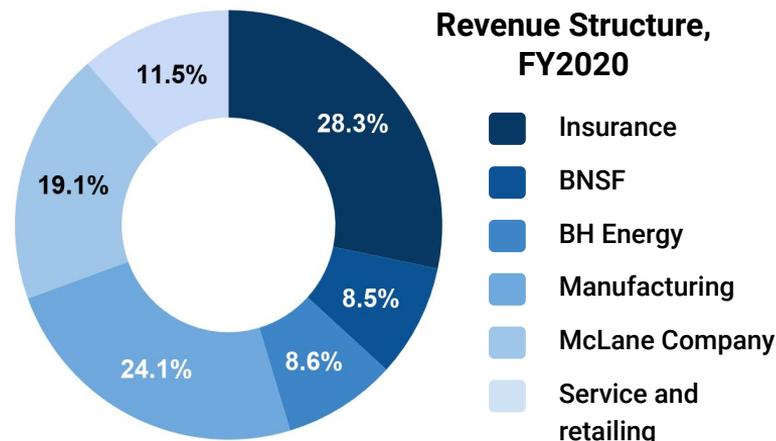
**The McLane Company** segment offers wholesale distribution of groceries and non-food items.

**The Service and Retailing** segment provides fractional aircraft ownership programs, aviation pilot training, and retailing businesses.

**Stock price**



**Revenue Structure, FY2020**



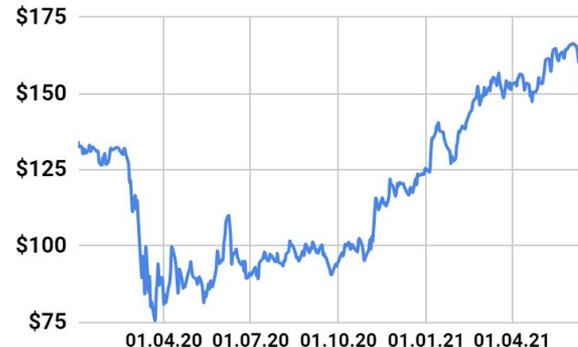
Ticker	Volume (M)	Capitalization (B\$)	Growth Rate(%)	Beta (5Y monthly)
BRK.B (NYSE)	4.43	628.41	-7.65	0.90

# JPMorgan Chase & Co.

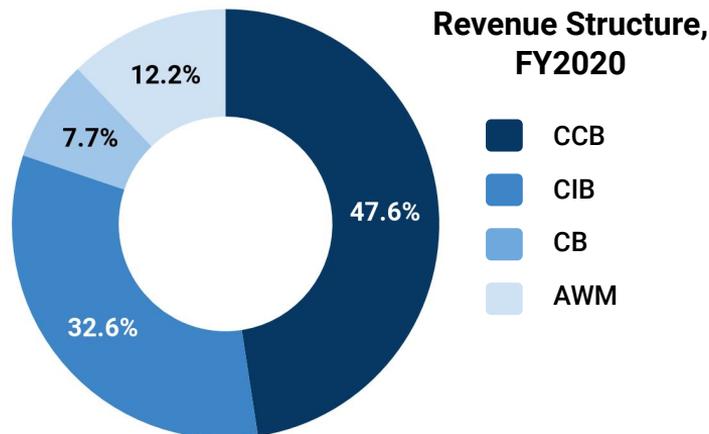
**JPMorgan Chase & Co.** is a global financial services provider operating in four segments: Consumer & Community Banking (**CCB**), Corporate & Investment Bank (**CIB**), Commercial Banking (**CB**), and Asset & Wealth Management (**AWM**). It offers a wide range of investment banking products and services in all capital markets, including advising on corporate strategy and structure, capital raising in equity and debt markets, risk management, market making in cash securities and derivative instruments, and brokerage and research.

The company's revenue structure looks as follows:  
**The CCB** segment offers lending, deposit, and cash management and payment solutions to small businesses.  
**The CIB** segment provides investment banking products and services.  
**The CB** segment offers financial solutions for small businesses, large and medium-sized corporations, local governments, and non-profit clients.  
**The AWM** segment offers multi-asset investment management solutions to institutional clients and retail investors.

Stock price



Revenue Structure, FY2020



Ticker	Volume (M)	Capitalization (B\$)	Growth Rate(%)	Beta (5Y monthly)
JPM (NYSE)	12.73	457.46	-28.97	1.19

# Bank of America Corporation



**Bank of America Corporation** operates through the following segments: Consumer Banking, Global Wealth and Investment Management, Global Banking, Global Markets, and All Other. It provides banking and financial products and services for individual consumers, small and middle-market businesses, institutional investors, large corporations, and governments worldwide.

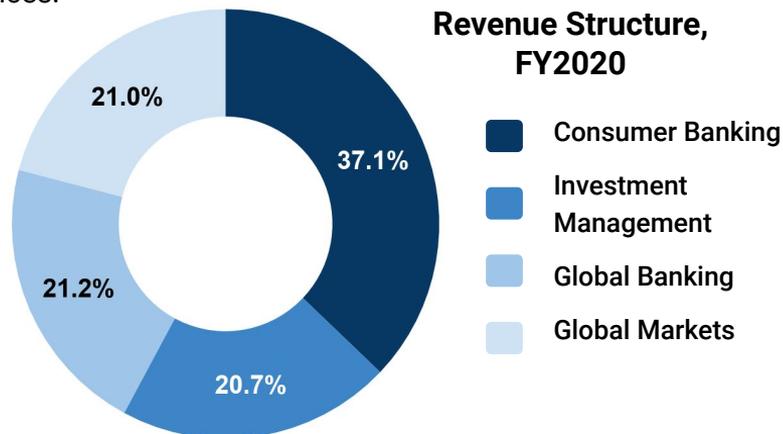
The company's revenue structure is as follows:

**The Consumer Banking** segment provides credit, banking, and investment products and services to consumers and small businesses.

**The company's Global Wealth & Investment Management** segment provides investment management, brokerage, banking, trust and retirement services.

**The Global Banking** segment provides lending products and services.

**The Global Markets** segment offers market-making, financing, securities clearing, settlement, and custody services.



Ticker	Volume (M)	Capitalization (B\$)	Growth Rate(%)	Beta (5Y monthly)
BAC (NYSE)	32.04	344.49	-33.73	1.57

# Industrial and Commercial Bank of China Limited



**Industrial and Commercial Bank of China Ltd (ICBC)** engages in the provision of commercial banking and financial services. It operates through the following business segment: Corporate Banking, Personal Banking, Treasury Operations, and others.

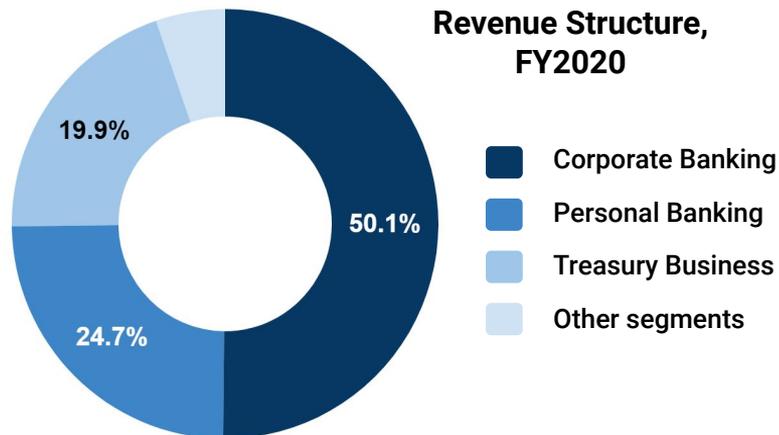
The company's operating income is as follows:

**The Corporate Banking** provides corporate loans, trade financing, deposit-taking activities, corporate wealth management services, custody activities, and various corporate intermediary services.

**The Personal Banking** offers personal loans, deposit-taking activities, card business, personal wealth management services to individual customers.

**The Treasury Business** covers money market transactions, investment securities, foreign exchange transactions and the holding of derivative positions, for its own account or on behalf of customers.

**The Other segments** includes assets, liabilities, income, and expenses that cannot be allocated to a segment.



Ticker	Volume (M)	Capitalization (B\$)	Growth Rate(%)	Beta (1Y)
601398 (SHA)	36.36	272.24	5.99%	0.51

# China Merchants Bank Co Ltd



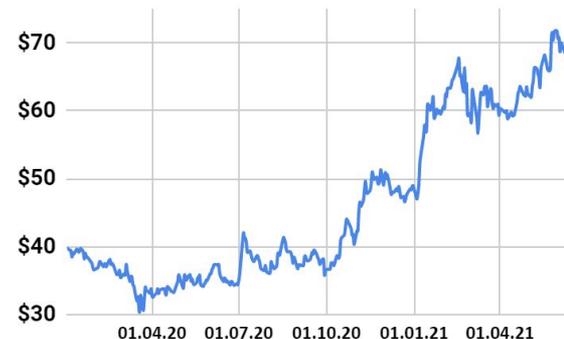
**China Merchants Bank Co., Ltd** engages in the provision of corporate and personal banking services. It focuses on individual and corporate business, credit cards, and small and medium enterprises. It operates through the following business segments.

The company's revenue structure is as follows: **The Wholesale Finance** segment consists of savings and loans; settlement and cash management services; trade finance and offshore business; investment banking; interbank lending, buyback and other interbank business; asset custody business; financial market business, and other businesses.

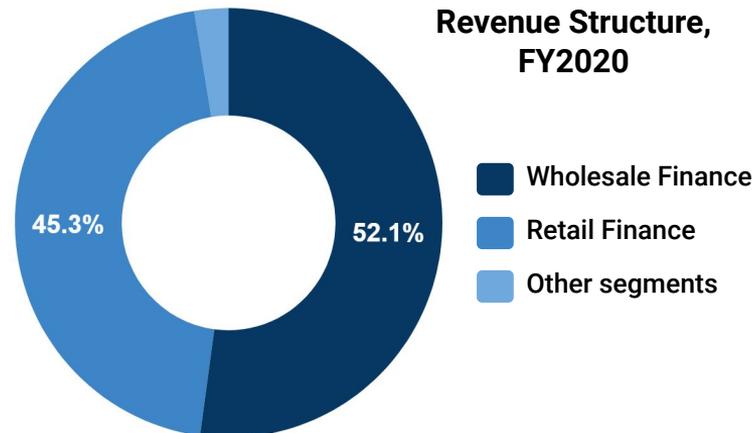
**Retail Finance** segment includes savings and loans, bank card services, wealth management, private banking and other services.

**Other segments** consist of investment real estate and the operations of the Company's subsidiaries, affiliated companies, and joint venture companies.

### Stock price



### Revenue Structure, FY2020



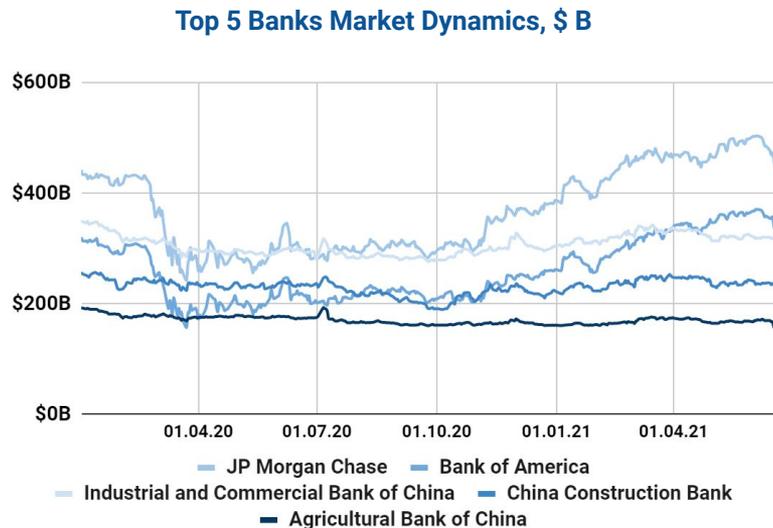
Ticker	Volume (M)	Capitalization (B\$)	Growth Rate(%)	Beta (1Y)
600036 (SHA)	36.36	217.55	1.91%	0.82

# Asset Management Leaders Advancing the Longevity Industry in 2021



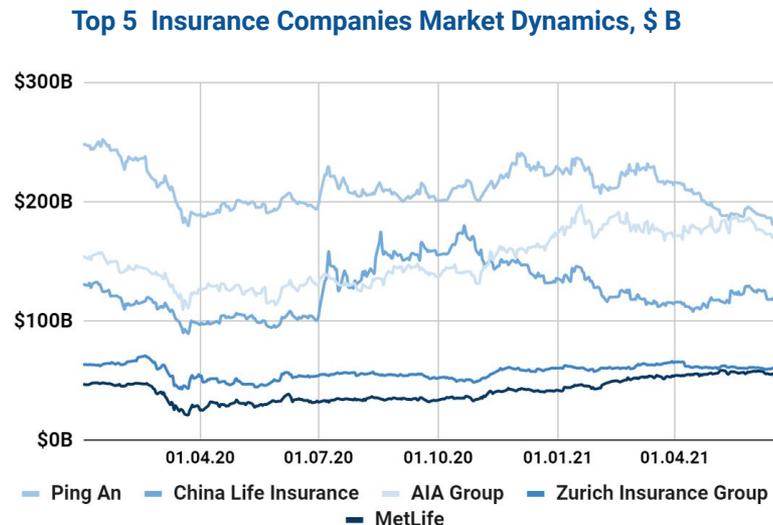
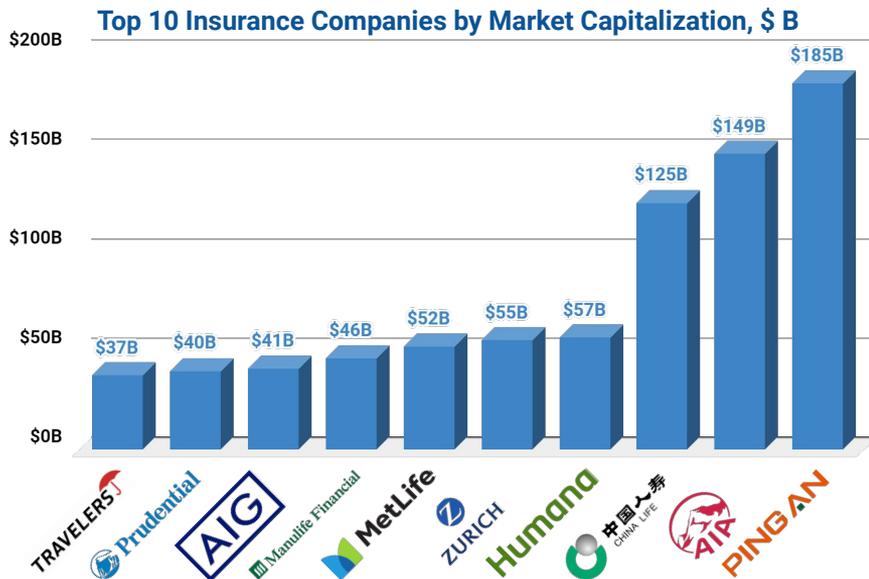
Due to the Covid-19 pandemic, 2020 turned out to be highly volatile and rather unexpected for business. Asset management companies should have acted under uncertainty taking into account global socio-economic changes. According to BCG Global Asset Management 2020 Report, the total value of global assets under management (AuM) is estimated at **\$89T** (as of 2019), having grown by **15%** compared to 2018 (AuM value was **\$77T**). The capitalization of Top 10 asset management firms is **\$1.7T** (as of 2020) amounting to **20%** of the total in the longevity industry. On average, these Top the 10 companies had **-3.7%** CAGR in 2019-2020, but the industry is expected to face rapid rise in 2021.

# Banks Leaders Advancing the Longevity Industry in 2021



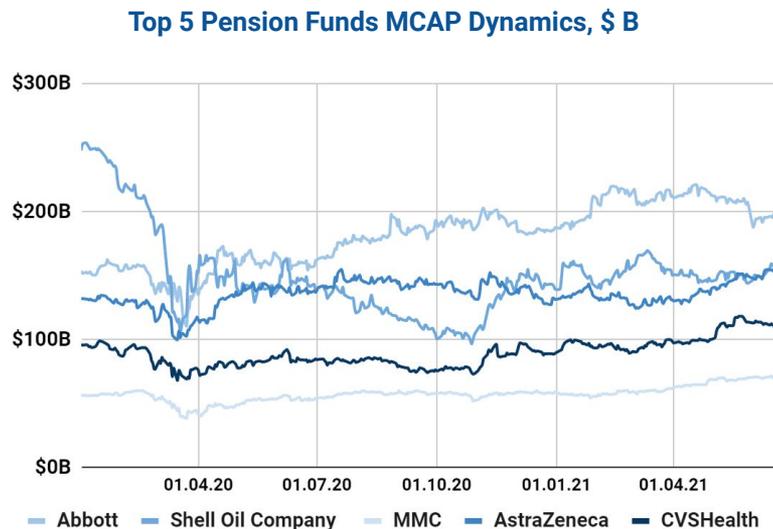
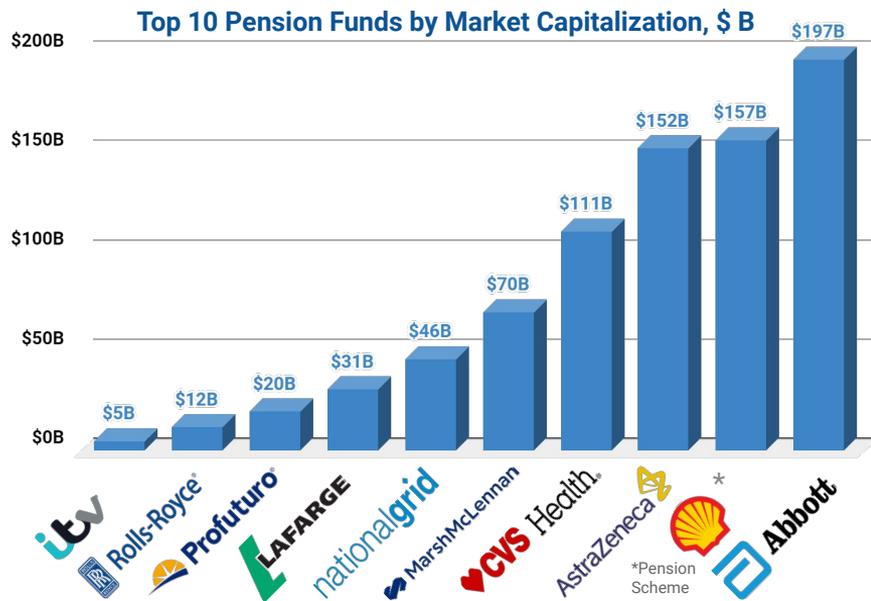
The year 2020 was a tough one even for such big players as JP Morgan Chase and Bank of America. At the same time, Chinese Banks Leaders showing slow-pace growth during these times of uncertainty. Despite the significant shortfall, JPMorgan Chase and Bank of America are still the most prominent players in the industry, with **\$3,386B** and **\$2,819B** total assets for the quarter ending March 31, 2021, respectively. The capitalization of the Top 10 Banks is **\$2.2T** (as of 2020), amounting to almost **26%** of the longevity industry's total.

# Insurance Company Leaders Advancing the Longevity Industry in 2021



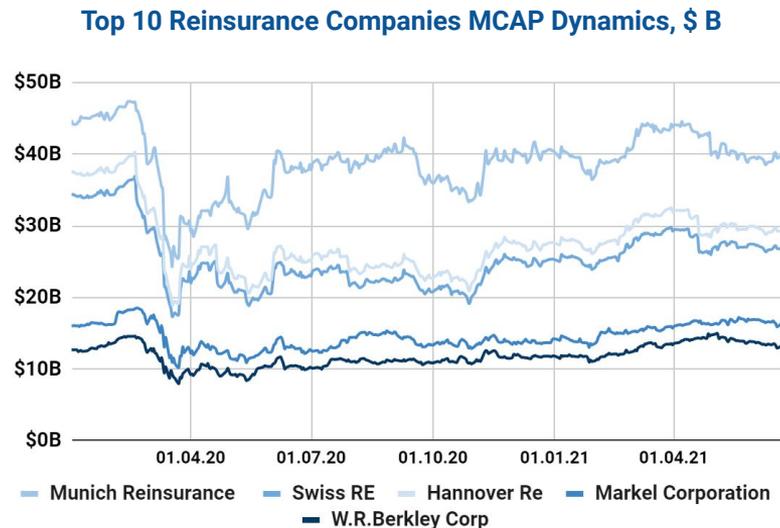
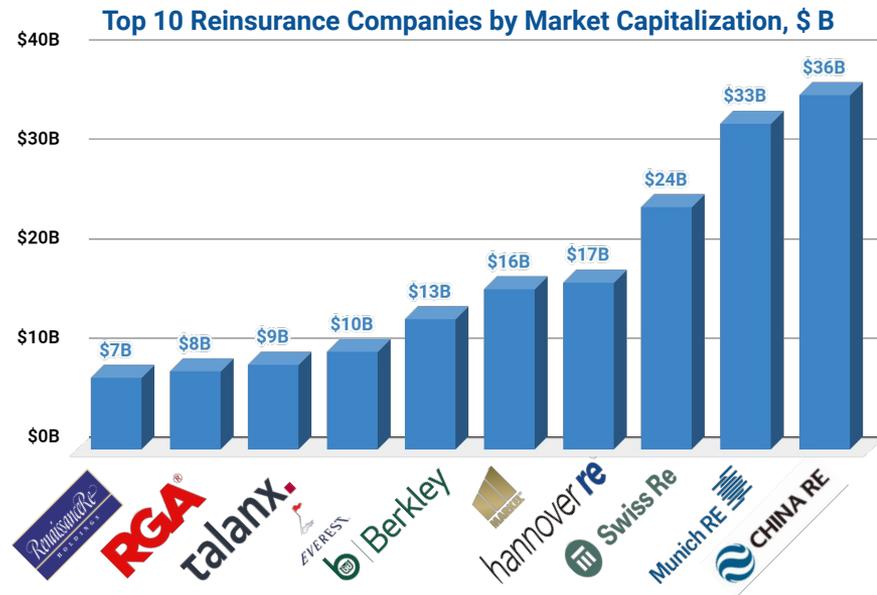
Taking into account significant volatility during 2020-2021 time period, , Zurich Insurance Group and MetLife have been relatively capable in adapting and adjusting to such unstable pandemic times. The capitalization of the Top 10 Insurance Companies is **\$0.9T** (as of 2020) amounting to almost **10.6%** of the total in the longevity industry.

# Pension Fund Leaders Advancing the Longevity Industry in 2021



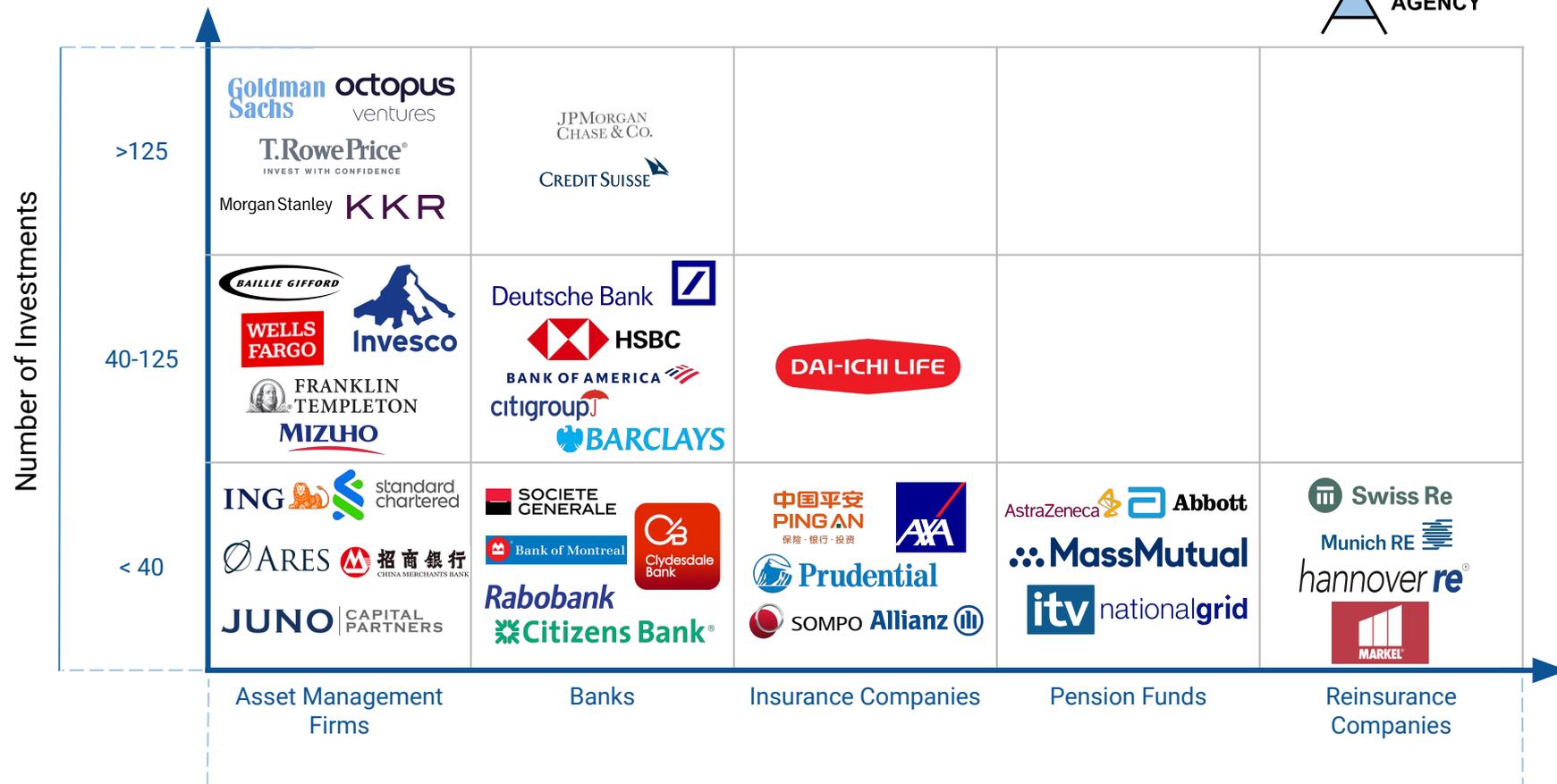
The capitalization of the Top 10 private pension funds is **\$751B** (as of 2020), amounting to **8.84%** of the total in the longevity industry. Pension fund assets at the end of Q1 2020 have dropped down **by 8%** compared to end-2019. The drop in pension fund assets is observed to stem from the decline in equity markets in the first quarter of 2020. Therefore, pension funds have to buy bonds to rebalance their portfolios. It's hoped volatility will calm later in 2021, provided a successful roll-out of the COVID-19 vaccine and easing of coronavirus restrictions.

# Reinsurance Company Leaders Advancing the Longevity Industry in 2021

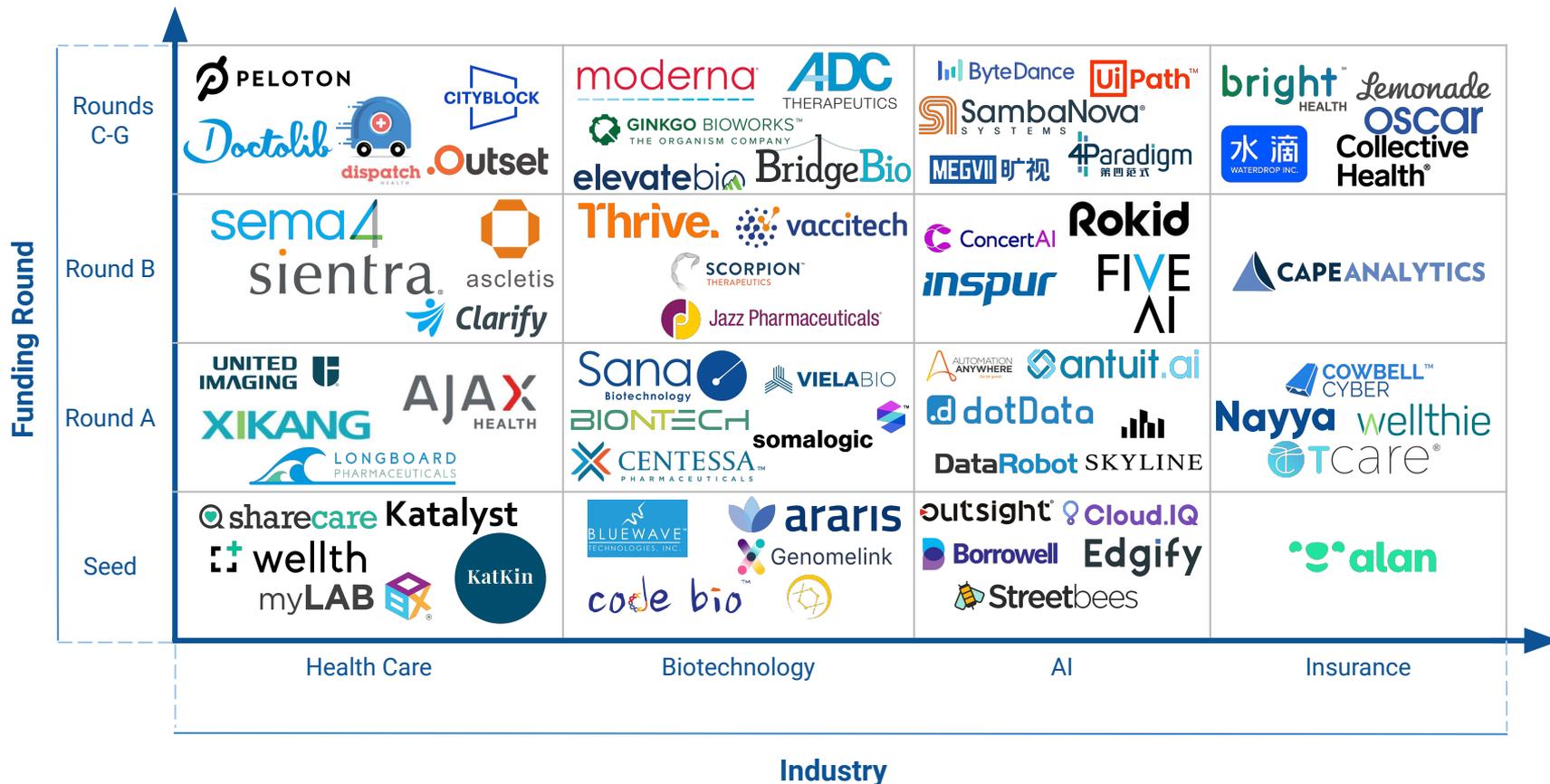


The capitalization of Top 10 reinsurance companies is **\$164B** (as of 2020), amounting to **1.78%** of the total in the longevity industry. The global reinsurance providers market has grown at a CAGR of **0.3%** during 2019-2020. The low growth is mainly due to economic slowdown across countries owing to the COVID-19 outbreak. The market is then expected to recover and grow at a **CAGR of 3.2%** from 2021 and reach \$554.2B in 2023. In 2020, the reinsurance industry experienced one of its most challenging periods in many years. The industry relies on its very strong capital adequacy, which is generally sufficient to cushion it against catastrophe risk exposure.

# Investments Activity by Financial Institutions



# Top Raised Money Companies Co-Funded by Financial Institutions



# Key Takeaways



AGING  
ANALYTICS  
AGENCY



# Major Observations for 2020: Key Business Takeaways

In the Banking industry, the use of **Internet banking increased by 30% during the COVID-19** crisis. This growth is expected to continue. Depending on the future pandemic situation, there are three possible global recovery scenarios: **quick** recovery, **slow** recovery, and **long** recovery to return to 2019 levels.

As for Asset Management Industry, we observe **strong demand for lower fees as well as higher transparency**. The other growing trend is the **development of machine learning algorithms** fulfilling industries' needs.

Reinsurance pricing has been hardening since the COVID-19 has spread. At the same time, **reinsurers' incomes declined due to the effects of the Coronavirus and natural catastrophes** totaling \$210 B in cost.

Despite the significant shortfall, **JPMorgan Chase** and **Bank of America** are still the **biggest players in the Longevity** industry among other banks. At the same time, **Zurich Insurance Group** and **MetLife** have shown one of **the most stable trajectories** compared to other prominent players in the insurance sector.

Since most developed longevity startups are becoming mature companies, **large institutional investors are being attracted to the industry**. Besides that, longevity companies tend to intensify their corporation with banks, governments, and other companies in the industry, which brings **more competition in the sector**.

The biggest Series A Round funding received **Sana Biotechnology** \$700M, Series B Round **ElevateBio** \$170M, Series C Round **Freenome** \$270M and **Everest Medicines** \$310M, Series D Round **Recursion Pharmaceuticals** \$239M.

# Observations in 2020: Key Financial and Investment Takeaways

Following the economic recovery, the **global financial services market** is expected to **grow over the next five years** by annual growth of 6%. Large **technology** companies and **fintech** companies will **provide the growth** of the market capitalization of the financial services industry.

**The banking industry**, like many others, has faced serious challenges in carrying out its day-to-day responsibilities in pursuit of financial goals. The **steepest revenue declines** are expected **in North America and Western Europe** 0.4 - 2.5% and 0.9 - 3.0% decrease.

**The US is the largest pension market**, totals \$ 32,5 T in assets, and accounts for 62% of the global pension market assets. Together with the UK and Japan, they account for over 76% of all pension assets.

During the last ten years, **China has** been the **fastest-growing pension market** showing a 680% rise since 2010.

Global **non-life premium growth** is expected to **recover to 3.6% in 2021 and 2022**, supported by strong rate hardening in commercial lines across countries.

**The US is a leader** among countries by allocation **of Financial Institutions** engaged **in the Longevity** Industry and total market capitalization of those institutions. There are 107 Financial Institutions with an aggregate capitalization of almost \$ 4 T.

The Asset Management industry shows **increasing interest in alternative investments**. With the introduction of regulations in addition to FATCA, MIFID, and Basel, the alternative asset space is significantly impacted: Lipper, Hedge Fund Research, and Preqin forecast the sector's annual expansion by 6.3% and 9.8%, respectively, for the two periods: 2017 and 2025.

# Financial Institution's Impact on the Longevity Industry

**The primary role of Financial Institutions is to provide liquidity to the Longevity Industry and permit a higher level of economic activity than would otherwise be possible.** By carrying out their function as financial intermediaries, financial institutions make available a larger pool of capital than would be available in their absence. Financial Institutions' involvement with investment targets usually involves a transformation of investment targets' capital structures that reduces the overall cost of capital.

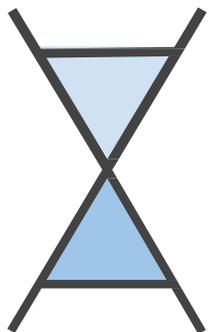
**Moving Financial Resources.** Financial Institutions move resources around from place to place. Financial Institutions assist with larger transfers of funds like corporate investments, purchases of real estate, and construction loans. Financial Institutions transfer resources from one party to another more efficiently and with more flexibility than companies can.

**Risk Management.** Financial institutions manage risk and uncertainty for companies. Insurance companies and other portions of the financial sector allow large numbers of entities to pool and share the risk, making it easier to handle accidents and other difficulties that occur in companies.

**Pension Funds are among the most interconnected to the Longevity Industry.** While pension funds take responsibility for the financial wellbeing of the aging population, the Longevity Industry makes efforts to extend the health wellbeing of the aging population. Recent trends have shown a shift to a defined contribution (DC) pension schemes which give more freedom to investment strategies of pension funds, thus enabling investing in relatively risky Longevity Industry companies.

**During 2020-2021 Top-300 Financial Institutions invested \$24B** in companies related to the Longevity Industry, which is a 226% increase compared to \$9B that had been invested in 2019. The most noticeable recent financing supported research in Cell and Gene Therapy and Engineering areas, treatment of neuroscience diseases and fighting Covid 19. Biotech investors predict that "anti-aging" will be the most overhyped area in the biotech industry. Gerontology and aging ETFs will outperform all other ETFs over the next five years.

# About Aging Analytics Agency



## AGING ANALYTICS AGENCY

**Aging Analytics Agency** is primarily interested in strategic collaboration with international corporations, organisations and governments of countries in longevity-related projects and initiatives.

**Aging Analytics Agency** is open for cooperation with strategic clients via a variety of approaches, including:

- Conducting customised case studies, research and analytics for internal (organizational) use, tailored to the precise needs of specific clients;
- Producing open-access analytical reports;
- Offering customised analysis using specialised interactive industry and technology databases and IT-platforms.

In certain specific cases, and if it meets our interests, Aging Analytics Agency is open to co-sponsoring research and analytics for the production of internal and open-access industry reports, as well as special case studies for a variety of governmental, international and corporate clients. Their topics may include Longevity, the Longevity Financial Industry, Longevity Policy and Governance, as well as the development and execution of full-integrated National Healthy Longevity Development Plans tailored to the specifics of national governments and economies.



# Longevity Finance: Big Data Analytics Dashboard



## Longevity Finance Big Data Analytics Dashboard

### Market Intelligence

Longevity Finance Market Intelligence

SWOT Analysis

Interactive Mindmaps

Market Intelligence

#### Interactive Mindmaps



View More

#### Dashboard Parameters

DATA POINTS

100019

PERSONALITIES

2000

CORPORATIONS

1000

STARTUPS

5000

INDUSTRIES

15

SECTORS

50

#### SWOT Analysis



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Longevity Finance Market Intelligence

Pre-Subscribe for Beta

Sponsorship Opportunities

Request Custom Analytics

### Search Engine

Longevity Finance Search Engine

Interactive Database

Dynamic Network Diagrams

Competitor Search

#### Interactive Database



FinTech

WealthTech

InsurTech

#### Interactive Network Diagrams

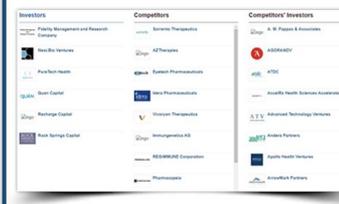


FinTech

WealthTech

InsurTech

#### Competitor & Investor Search



FinTech

WealthTech

InsurTech

Longevity Finance Search Engine

Personalities

Corporations

Startups

Investors

# Longevity Investment: Big Data Analytics Dashboard



## Longevity Investment Big Data Analytics Dashboard

### Market Intelligence

Longevity Investment Market Intelligence

Major Trends

Network Diagrams

Interactive MindMaps

#### Interactive Mindmaps



View More

#### Dashboard Parameters

DATA POINTS

814090

PERSONALITIES

16107

COMPANIES

19603

INVESTORS

9007

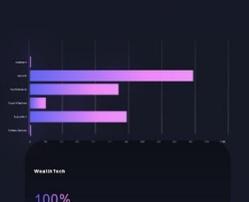
SECTORS

14

SUBSECTORS

140

#### Dynamic Industry Charts



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Longevity Investment Market Intelligence

SWOT Analysis

FAQ & Tutorials

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### Search Engine

Longevity Investment Ecosystem Investors

Investor Portfolio Search

Investor Competitors Search

Investor Search

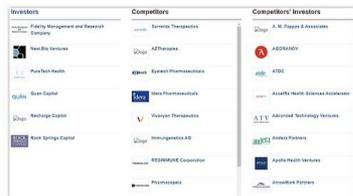
#### Investor & Company Advanced Search



Find Investors

Find Companies

#### Competitor Search



Company Competitors

Investor Competitors

#### Interactive Network Diagrams



View More

Longevity Investment Ecosystem Companies

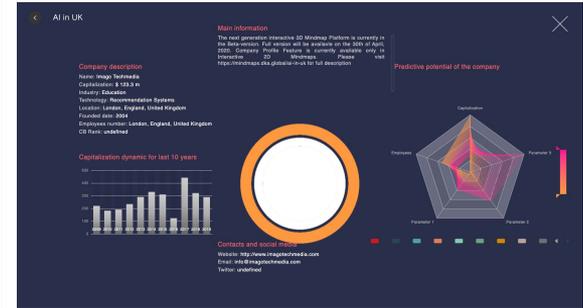
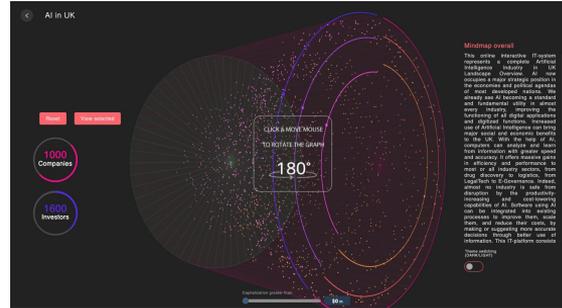
Company Investor Search

Company Competitors Search

Entrepreneur Search

Welcome There!

# Aging Analytics Agency: Upcoming Projects and Analytical Tools



## 3D Visualisation Prototypes



## Longevity Investment Big Data Analytics Dashboard

# Longevity Industry Big Data Analytical Dashboards

## Dashboard Overview

Aging Analytics Agency is working on a sophisticated cloud-based engine designed for advanced market and business intelligence in various segments of the longevity industry. It includes a data mining engine, infrastructure for expert data curation, and advanced visualization dashboards, including mindmaps, knowledge graphs, and 3D visualizations. It also offers data-driven insights into the trends and companies in the longevity industry, SWOT analysis of the most promising entities and technologies, investment advisory, business and technical due diligence.

Matching Tool	Machine Learning for Database Extrapolation	Dynamic SWOT Analysis Representing Evolution of a Company
Companies Database	Machine Learning and Deep Neural Networks for Companies Clusterization	Interactive Industry Mindmaps
Investors Database	Machine Learning for Financial Indicators Predictions	Real-time Financial Data Analytics Platform for AI in Pharma Corporations
SWOT Analysis	Interactive AI-based Scenario Analysis and Financial Planning	AI in Pharma Financial Instruments Analytics

## Database, AI and ML Algorithms Overview

Parameters	400 parameters with appropriate weights combined into 20 vectors
Data Points	8 000 000 data points which are being updated permanently
Algorithms	Deep neural networks, polynomial formulas with mathematical transformations, regression models
Data Aggregation	Automatized parsing, extrapolation using machine learning, feedback from companies

## Who Can Benefit

- Investment institutions, funds, investment banks, family offices;
- Private and public companies in pharma/biotech space;
- Research institutions, universities;
- Technology vendors and contract research organizations;
- Startup hubs, accelerators;
- Consulting companies and agencies.

# Tangible Metrics to De-Risk Investments in Longevity Startups

Investment decisions practices in the longevity industry can be essentially enhanced through the application of the biomarkers of aging. Concrete and precise metrics of human aging can assist investors in differentiating between overvalued hype-driven startups without any proofs of success in fighting human aging and promising businesses which are producing tangible anti-aging results applicable for humans.

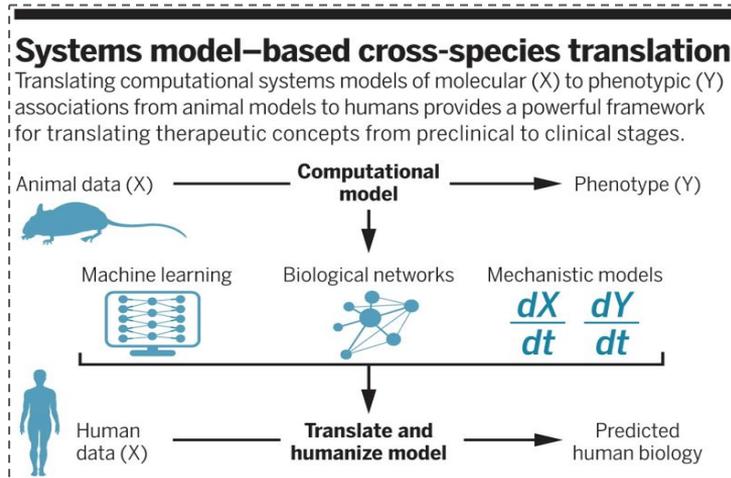
Given the enormous differences between the biology of humans and the biology of common model organisms like mice, combined with the higher degree of biological complexity as it pertains to aging vs. single diseases, we can expect the clinical translation failure rate in the Longevity Industry to be much higher than the already-enormous failure rate in traditional BioTech.

New approaches to scientific due diligence and the validation of results for longevity-focused companies are needed to ensure protection against company and industry devaluation. However, there are a number of existing approaches that can be used by investors to de-risk longevity investments.

The use of biomarkers of aging and longevity constitutes the most market-ready and validated means of proving efficacy in humans. It can also serve as a basis for demonstrating human-validated results by longevity companies and startups. A wide array of single biomarkers and panels of biomarkers of Longevity exists in a market-ready form, and should be adopted by longevity investors for due-diligence in order to create a more modern, sophisticated and robust method of preliminary validation of therapeutic safety and efficacy.

In addition to biomarkers, there is also a large number of other modern approaches capable of providing preliminary indicators of human validation. They can be used to create a coordinated framework that will provide investors with greater confidence in the likelihood of clinical translatability. These include:

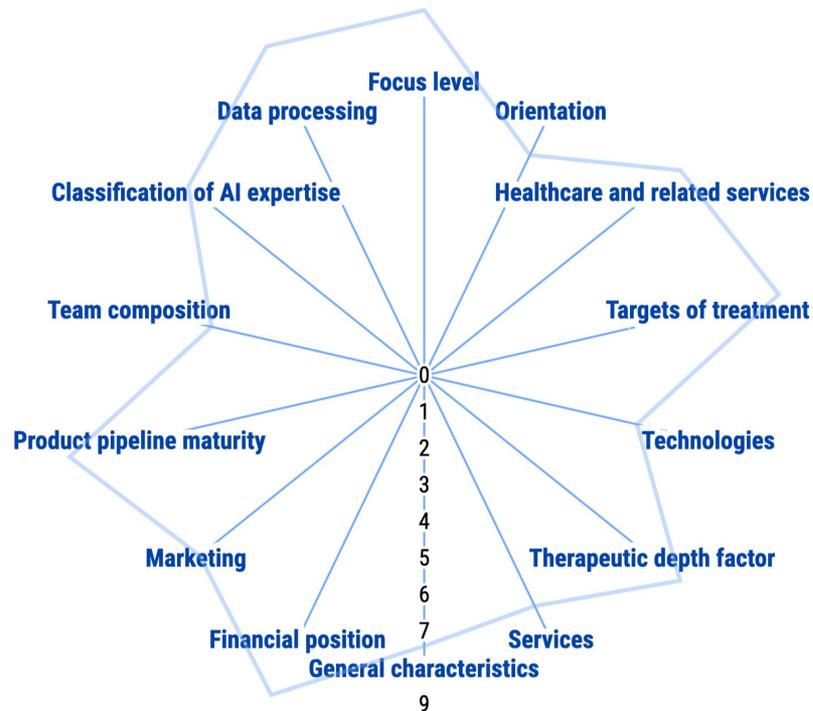
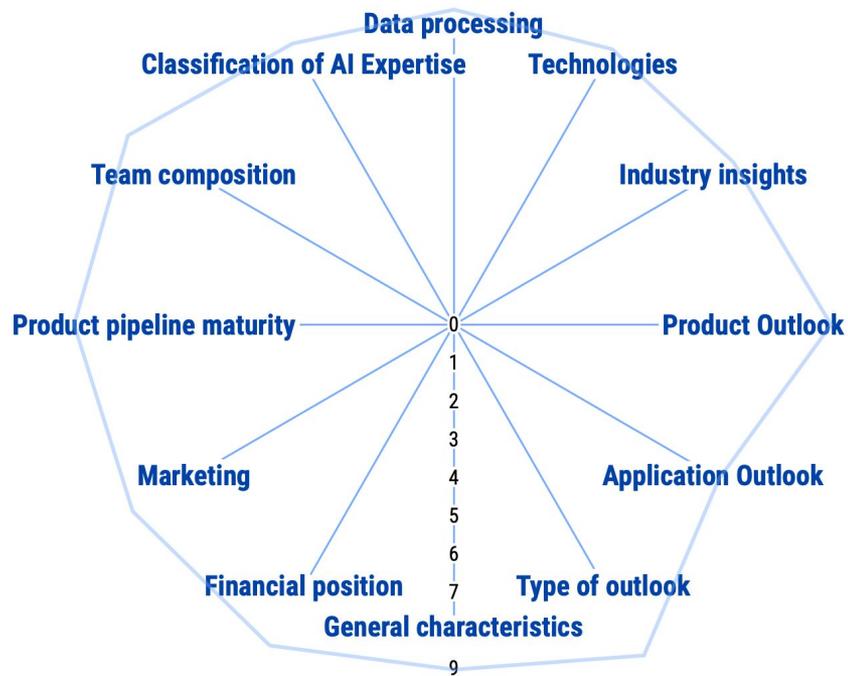
- In silico human modeling
- In vitro tests using human cells and tissues
- Human-animal chimeras (e.g., human-mouse chimeras) for safety, toxicity and efficacy testing. This approach is already common in immuno-oncology research, and a wide array of validated approaches can be applied for testing aging-focused interventions.
- In vivo administration of sub-therapeutic doses using microfluidic chips (i.e., in vitro “skin-on-a-chip” testing).



# Multiparametric Assessment Analysis (Using Big Data Analytics Platform)

**Aging Analytics Agency** offers a state-of-the-art AI-based **SWOT analysis system** covering **6000+** companies that are divided into 12 categories.

By comparing a company's multiple parameters in 12 vectors of its business development, our system makes it possible to conduct its initial data-driven due diligence **instantly, automatically, and holistically**. The results of the analysis are presented in easy-to-perceive 2D and 3D radar charts.



# Biomarkers of Longevity

Approved for Clinical Use - 41  
 Research Use Only - 45  
 Healthcare-Ready - 33

2nd edition.  
 Current Status, 2021

Approved for Clinical Use

Healthcare-Ready  
 (waiting for clinical approval)

Research Use Only



Biomarker Panels	Digital Panel Platforms	Single Biomarkers
<p><b>Approved for Clinical Use</b></p> <ul style="list-style-type: none"> <li>InsideTracker Inner Age, Ultimate Plan</li> <li>ROCC Immune-Frame, Adrenal Stress Profile</li> <li>GENOVA Comprehensive Adrenal Stress Profile</li> <li>ARIP B-Cell Memory Cell and Naive Panel, Natural Killer Cell and Natural Killer T-Cell Panel</li> <li>Health + Ancestry Service</li> <li>Carnitine Panel</li> <li>Cytokine Panel</li> <li>Hepatic Function Panel</li> <li>Regulatory T-Cell Panel</li> <li>Cytokine Panel</li> <li>FLUIDS IQ Adrenal Check</li> <li>Adrenal Stress Profile</li> <li>Advanced MethyDetox Profile</li> <li>MethyDetox Profile + Telomere Length</li> <li>AGE-Reader mu Test</li> <li>Oxidative Stress Analysis 2.0</li> <li>biobank Biomarker Panel</li> <li>WellnessX Premium</li> <li>Aging Therapeutic 1.0</li> <li>10 Hormone Saliva Test Kit</li> <li>Anti-Aging #4 Comprehensive Blood and Urine Test Panel</li> <li>Female/Male Saliva Profile II - Test Kit for 6 Hormone Level Imbalances</li> <li>Healthy Aging Panel (Comprehensive)</li> <li>GENOVA CardGenomic Plus Profile</li> <li>GENOVA ImmunoGenomic Profile</li> <li>PhysioAge Biomarkers of Aging Test</li> </ul>	<p><b>Digital Panel Platforms</b></p> <ul style="list-style-type: none"> <li>Babylon Health Platform</li> <li>Ada Symptom Checker app</li> <li>CarePredict Platform</li> <li>Health Reviser Platform</li> <li>Google's DeepMind Health AI Platform</li> <li>Centers for Age Control</li> <li>AgeMeter</li> </ul>	<p><b>Single Biomarkers</b></p> <ul style="list-style-type: none"> <li>ARIP CD4+ T-Cell Recent Thymic Emigrants</li> <li>ARIP CD57+ NK Cells, Peripheral Blood by Flow Cytometry</li> <li>ARIP CD21 (Dendritic Cell) by Immunohistochemistry</li> </ul>
<p><b>Healthcare-Ready (waiting for clinical approval)</b></p> <ul style="list-style-type: none"> <li>smartDNA smartGUT™ Microbiome Test</li> <li>cerascreen Genetic Age Test</li> <li>Microba Microba Insight™</li> <li>GLYCANAGE GlycanAge Test</li> <li>TETRA Gut Microbiota Biohacker</li> <li>VIOME Viome Gut Intelligence™ Test</li> <li>toxomiRTM biomarkers of toxicity</li> <li>osteomiRTM validated bone biomarkers</li> <li>thrombomiRTM biomarkers of platelet function</li> </ul>	<p><b>Digital Panel Platforms</b></p> <ul style="list-style-type: none"> <li>nourish Blood Chemistry Calculator</li> <li>zebo AI-Powered Radiology Assistant</li> <li>MediAge Biological Age Measurement System</li> <li>KenSci Platform</li> <li>Enlitic Platform</li> <li>Aging.AI</li> <li>YOUNG.AI</li> <li>PathAI PathAI Platform</li> <li>Buoy Health Platform</li> <li>Haut.AI PhotoAgeClock</li> <li>Haut.AI Haut.AI Skin Health</li> <li>zippango Digital Nutrition Platform</li> </ul>	<p><b>Single Biomarkers</b></p> <ul style="list-style-type: none"> <li>TruDiagnostic™ TruAge™ Epigenetic Test Kit</li> <li>Cell Science Systems Telomere Length Test</li> <li>Zymo Research DNAge™ Epigenetic Aging Clock</li> <li>CHRONOMICS EpiHealth</li> <li>BioViva DNAge® Test</li> <li>EpiLiver</li> <li>TELOYEARS TeloYears + Advanced Ancestry Tests</li> <li>Epigenetic Age Analysis Version 2.0</li> <li>EpiAging</li> <li>Targeted Seq. for DNA Methylation Analysis</li> <li>EpiSocialpsych</li> <li>X LIFE LENGTH Telomere Length and Biological Age Testing</li> <li>EpiBreast</li> </ul>
<p><b>Research Use Only</b></p> <ul style="list-style-type: none"> <li>QIAGEN Metabolism Panel</li> <li>QIAGEN Immune Response Panel</li> <li>QIAGEN Inflammation Panel</li> <li>QIAGEN Organ Damage Panel</li> <li>QIAGEN Cardiovascular I Panel</li> <li>QIAGEN Cardiovascular II Panel</li> <li>QIAGEN Cardiometaabolic Panel</li> <li>QIAGEN Oncology III Panel</li> <li>QIAGEN Oncology II Panel</li> <li>QIAGEN Neurology Panel</li> <li>QIAGEN Neuro Exploratory Panel</li> <li>QIAGEN Cell Regulation Panel</li> <li>QIAGEN Cardiovascular III Panel</li> <li>Amynadi humanMAP v.2.0</li> <li>MetabolicMAP v.1.0</li> <li>Amynadi CardiovascularMAP v.3.0</li> <li>DiscoveryMAP v.3.0 Panel</li> <li>AngiogenesisMAP v.1.0</li> <li>Amynadi NeuroMAP v.1.0</li> <li>Amynadi Immunomap v.1.0</li> <li>Amynadi Explorer MAP v.1.0</li> <li>InflammationMAP v.1.0</li> <li>CytokineMAP B</li> <li>LEGENDplex Human CD8/NK Panel</li> <li>LEGENDplex Human B Cell Panel</li> <li>MIRXES 1036AL miRNA Assay</li> <li>LEGENDScreen Human PE Kit</li> <li>LEGENDplex Human Th Cytokine Panel</li> <li>Cytometry OMIP-004</li> <li>Cytometry OMIP-018</li> <li>Cytometry OMIP-039</li> <li>Salivary Cytokine Panel</li> <li>Human v3 miRNA Assay</li> <li>Cytometry OMIP-027</li> <li>Cytometry OMIP-007</li> <li>Cytometry OMIP-029</li> </ul>	<p><b>Digital Panel Platforms</b></p> <ul style="list-style-type: none"> <li>PROSCIA Proscia Platform</li> <li>Better Better Therapeutics Platform</li> <li>freemome Freemome Platform</li> <li>Tempus Platform</li> <li>BenevolentAI BenevolentAI Platform</li> <li>ICabonX Platform</li> </ul>	<p><b>Single Biomarkers</b></p>

# Longevity Governance: Big Data Analytics Dashboard



## Longevity Governance Big Data Analytics Dashboard

**Market Intelligence**

**Longevity Governance Market Intelligence**

- [Full Analysis](#)
- [Interactive Mindmaps](#)
- [SWOT Analysis](#)
- [Dynamic Charts](#)

**Full Big Data Analysis**

Introduction & Big Data Comparative Analysis Framework

Longevity Progressiveness Ranking of 65 Regions

Major Factors Determining Healthy Longevity

Big Data Comparative Analysis: Healthy Longevity in 50 Regions

Current Trends in Life Expectancy and Healthy Longevity

Challenges and Practical Recommendations

[View More](#)

**Dashboard Parameters**

DATA POINTS	PARAMETERS	REGIONS
12000	240	50
LAYERS OF FRAMEWORK	DYNAMIC CHARTS	SWOT ANALYSIS PROFILES
6	100	50

**SWOT Analysis**

AGING ANALYTICS AGENCY  
www.aginganalytics.com

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- [COVID-19 Dashboard](#)
- [3D Visualization](#)

**Search Engine**

**Longevity Governance Search Engine**

- [Benchmarking Charts](#)
- [Major Trends](#)
- [Practical Recommendations](#)
- [Big Data Framework](#)

**National Healthy Longevity Interactive MindMaps**

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**Longevity Progressiveness 3D Visualization**

**Longevity Progressiveness Benchmarking Charts**

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**Longevity Governance Search Engine**

- [Health-Adjusted Life Expectancy \(HALE\) Gap and Life Expectancy](#)
- [Health-Adjusted Life Expectancy \(HALE\) Benchmarking](#)

# Artificial Intelligence in Pharma: Big Data Analytics Dashboard



## Deep Pharma Intelligence Big Data Analytics Dashboard

### Landscape Analytics

AI in Pharma 2020  
Industry Landscape

Mindmap (Sectors)

Mindmap (Sub-Sectors)

Mindmap (Regions)

### AI in Pharma Industry Landscape



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### Dashboard Parameters

COMPANIES

286

INVESTORS

733

R&D DEALS

117

FUNDING  
ROUNDS

592

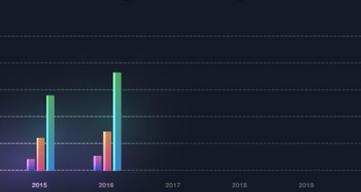
PARAMETERS

4192

DATA POINTS

43000+

### Industry Growth Dynamics



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[Funding Rounds](#)

[Deals](#)

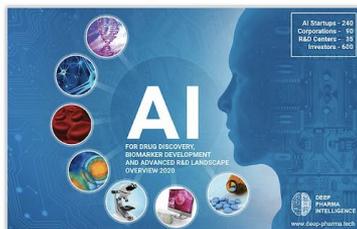
### Industry Developments

[Matching Tool](#)

[Downloadable Materials](#)

[FAQ](#)

### Industry Report 2020



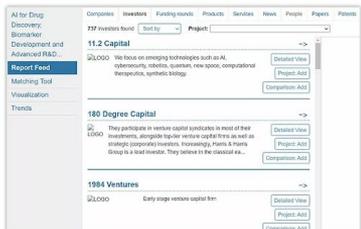
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### Proprietary Analytics



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### Industry Database



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### AI in Drug Discovery

[Business Trends](#)

[Investment Trends](#)

[Technology Trends](#)

[Current Challenges](#)

You Are Welcome!

# Longevity Investment: Big Data Analytics Dashboard

Total amount of capital monitored: **\$156B**



## Longevity Investment Big Data Analytics Dashboard

Market  
Intelligence

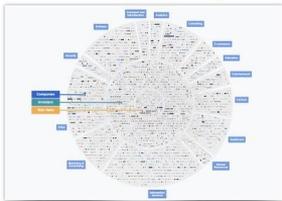
Longevity Investment  
Market Intelligence

Major Trends

Network Diagrams

Interactive MindMaps

Interactive Mindmaps



View More

Dashboard Parameters

DATA POINTS

814090

PERSONALITIES

16107

COMPANIES

19603

INVESTORS

9007

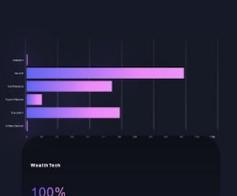
SECTORS

14

SUBSECTORS

140

Dynamic Industry Charts



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Engine

Longevity Investment  
Ecosystem Investors

Investor Portfolio Search

Investor Competitors Search

Investor Search

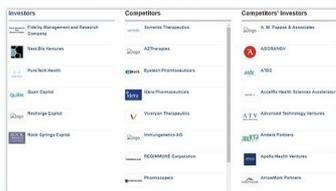
Investor & Company  
Advanced Search



Find Investors

Find Companies

Competitor Search



Company Competitors

Investor Competitors

Interactive Network Diagrams



View More

Longevity Investment  
Ecosystem Companies

Company Investor Search

Company Competitors Search

Entrepreneur Search

Welcome There!



# Longevity Financial Advisory Firm / InvestTech IT-Platform



- **Longevity Financial Advisors Ltd** is a leading advisory boutique focused on the Longevity Industry. Its shareholders and senior managers have built up significant expertise in private and public capital markets, as well as a substantial network of companies operating in the industry.
- **Longevity Financial Advisors** will provide intermediary services and industry-specific analytical systems to enable significant optimization of deal flow, selection, and execution capabilities for investors.
- **Longevity Financial Advisors** will provide intermediary financial services that will be deployed in the form of an interactive online semi-automated IT platform designed for end-users of investment products and services. The platform will serve as the WealthTech/InvestTech financial marketplace for professional investors, family offices, and institutional investors.
- **Longevity Financial Advisors Ltd** is regulated by the UK Regulatory Framework. Longevity Financial Advisors Ltd is an Appointed Representative of the FCA regulated Razlin Limited and therefore authorized to provide investment advisory services and representing the FCA regulated Electronic Money Institution for the issuance of correspondent banking accounts.

# Longevity Financial Advisors / Scope of Services

Longevity Financial Advisors will provide a range of next-generation advisory services to companies and investors operating in the Longevity Industry and facilitate creating a safe, liquid investment and fundraising environment to contribute to the industry's sustainable development.

**WealthTech**

**M&A**

**InvestTech**

**Structured Financial  
Products**

**RegTech**

**LegalTech**

**De-Risking Investments**

**Big Data Investment  
Analytics**

**Credit Risk Assessment**

**Private Placement  
Advisory**

**Performance  
Measurement**

**Industry Research**

**InsurTech**

**Risk Optimization**

**Portfolio  
Construction**

**Technical & Scientific Due  
Diligence**

# Longevity Card: Account Features



UK IBAN



MULTI CURRENCY  
ACCOUNTS



DEBIT CARD



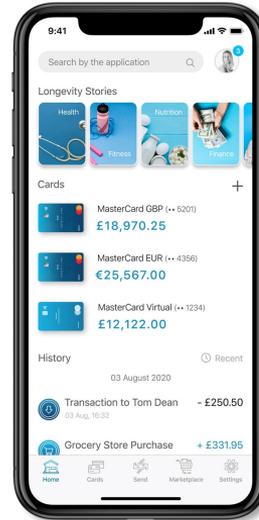
MONEY  
TRANSFERS



CASH LOAD



LONGEVITY  
MARKETPLACE



PERKS



FAST  
SIGN UP



REAL-TIME  
NOTIFICATIONS



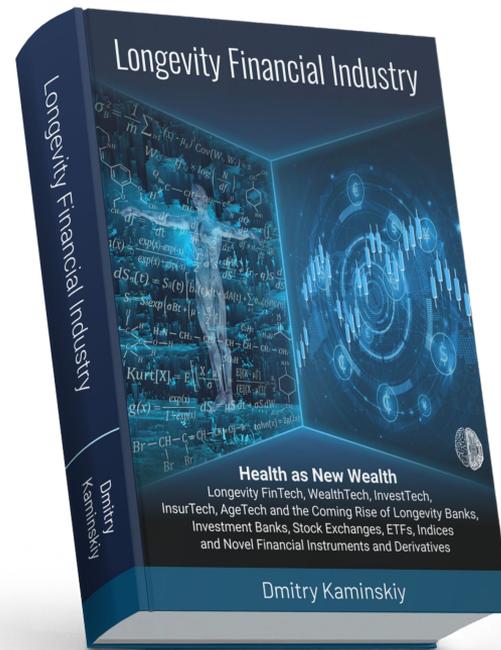
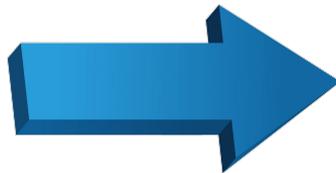
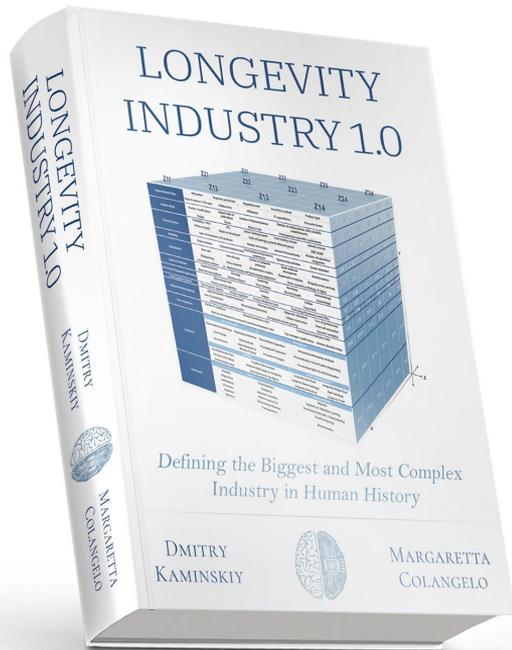
TRAVEL  
INSURANCE



BUSINESS  
ACCOUNTS



24/7 SUPPORT



### **2010-2020: Evolution of the Longevity Industry from Zero to 1.0**

- The Industrialization of Longevity
- The Current State of Longevity Science, Business, Finance, and Practical Applications
- Longevity Becomes a National Priority Item for the Strategic Agenda of Progressive Governments
- Transforming the Challenge and Deficit of Aging into the Opportunity and Asset of Longevity
- Defining and De-Risking: Hype vs. Reality

### **Health as New Wealth, Engineered Solutions to Bridge the Longevity Liquidity Gap, and the Rise of Longevity Investment Banks, Stock Exchanges and Financial Instruments**

- Engineered InvestTech and FinTech Solutions to Bridge the Big Liquidity Gap
- Longevity Futures, Shorting, Exchange Traded Funds and Technology Marketplaces
- Longevity Stock Exchange, Investment Bank, Index Fund and Financial Derivatives
- Financial Futurism: Derivatives Tied to National Healthcare Systems, Pension Systems, National Healthy Longevity & Longevity Economies



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