

**GILGAL
GENERAL**

Exchange-Traded Annuities

Seed Financing

OUR TEAM



Alexander A. Ampontuah
Founder & CEO

21 Years of Capital Markets Experience:

- Fixed income trading (MBS)
- Credit portfolio derivatives trading
- Equity derivatives trading
- Market risk management
- Credit risk management

Prior Firms:



Bo Qian
Software Engineer

18 Years of Capital Markets Technology Experience

- Fixed Income Trading Technology (MBS)
- Market Risk Management Technology
- Credit Risk Management Technology

Prior Firms:



Cenray Gangadharan
Software Engineer

16 Years of Capital Markets Technology Experience

- Fixed Income Trading Technology
- Market Risk Management Technology
- Credit Risk Management Technology
- System Design & Software Development Solutions For Enterprises - Distributed, Desktop and Web Applications

Prior Firms:



Advisors

Grant Eldred – Managing Director, Goldman Sachs
Stan Lewis – Vice President, Goldman Sachs

**Founder and key software engineers worked together
at RBC Capital Markets for 5-6 years in FICC &
Proprietary MBS Trading units**

The 2019 SECURE Act

The 2019 SECURE Act annuity provision permits US employers to carry annuities on workplace retirement plan without incurring fiduciary liability risk

Potential Impact of the 2019 SECURE Act

Much like how the 2006 Pension Protection Act (PPA) paved the way for auto-enrollment and auto-increase in workplace retirement plans, we believe the 2019 SECURE Act will have similar market adoption impact in the workplace retirement savings market (401k, 403(b) & IRAs) to help employees & retirees convert portions of their retirement savings balances to guaranteed retirement income using annuities.

PPA Impact on Workplace Retirement Savings Adoption

	2019	2006
401k Auto-Enrollments	61%	35%
QDIA – Target Date Funds	73%	32%
401k Auto-Increase	46%	26%
Roth IRA Contributions	61%	31%

How retirement math has changed

Retirement math used to be simple:



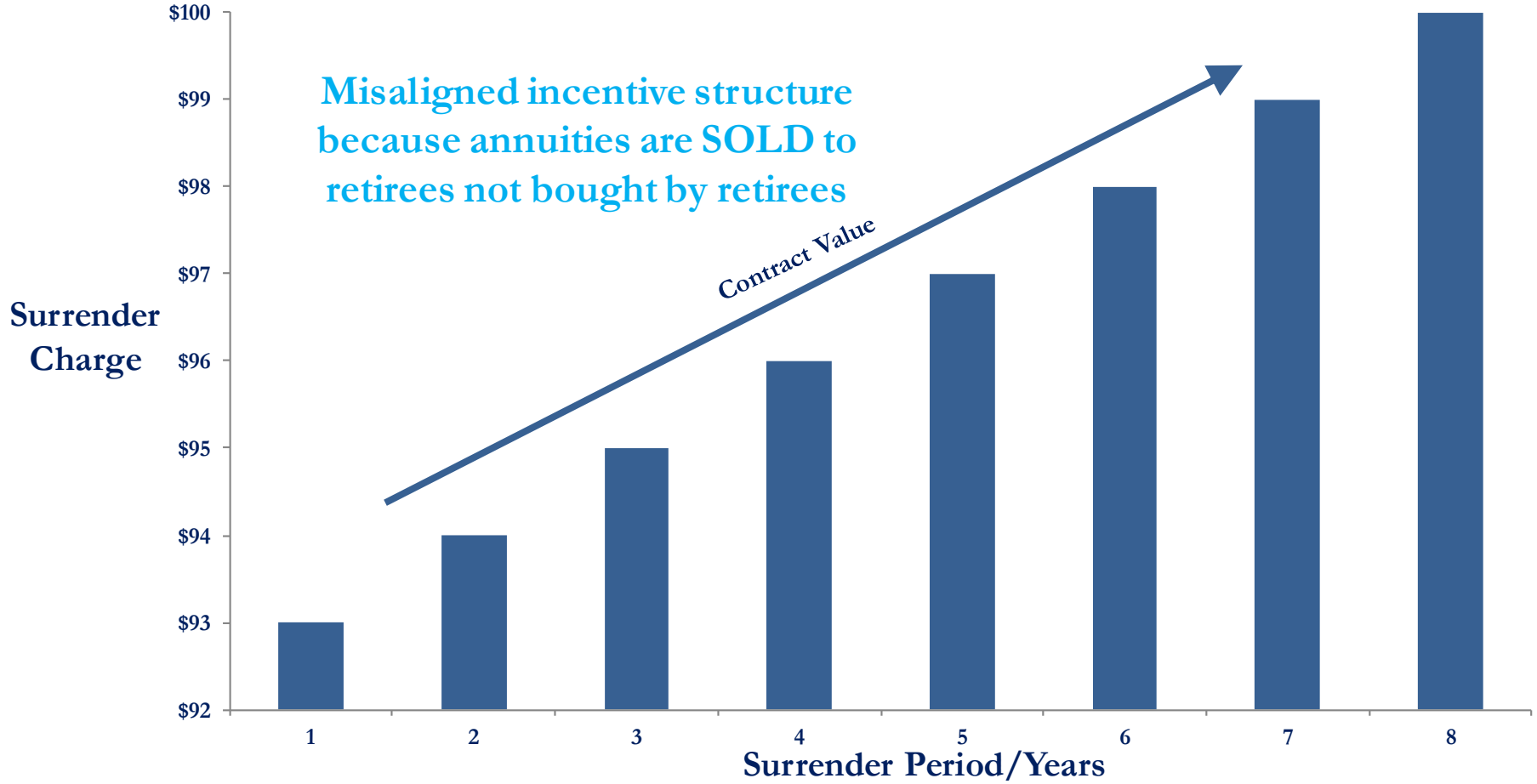
But today, the math isn't so straightforward:



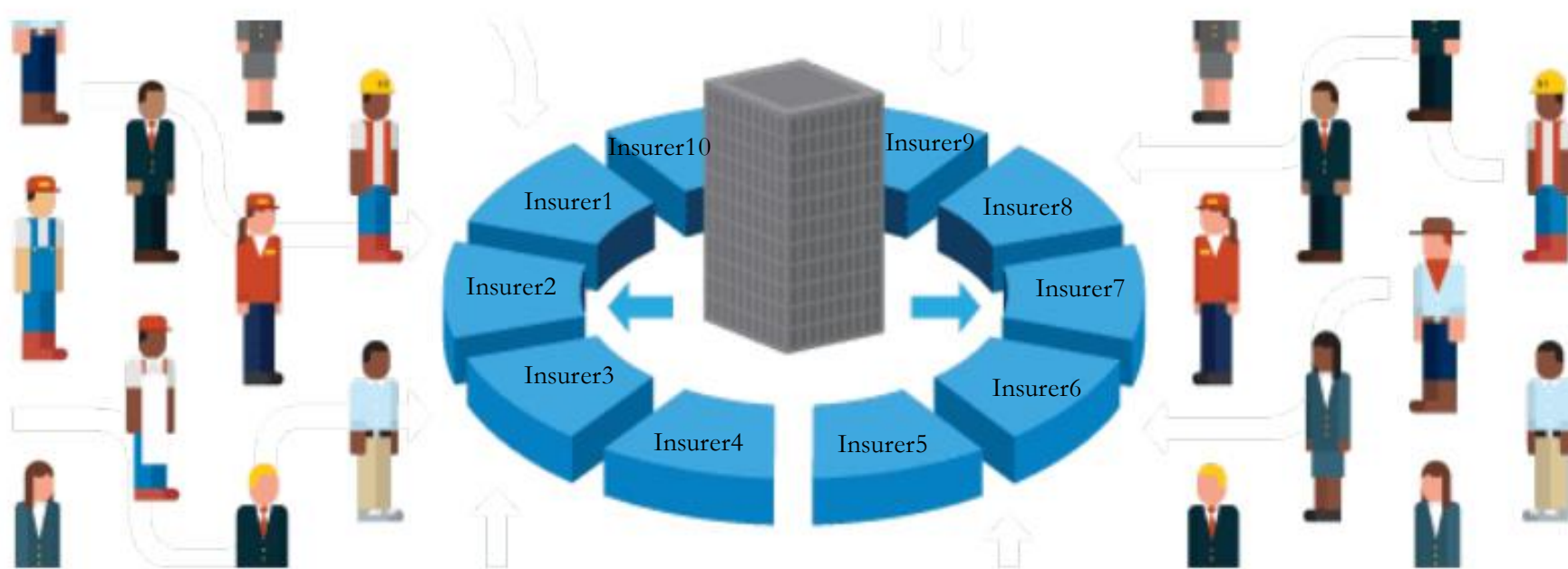
The guaranteed retirement income once promised by pensions is gone.

ANNUITIES CAN FIX THIS...BUT ANNUITIES ARE COSTLY

Imagine buying an annuity contract from an insurance company and the very next day, the contract value declines by 7-10%. And you must wait 7-10 years before the contract value creeps back to par or you will lose the 7-10% of the contract value if you leave before the 7-10 year surrender period.



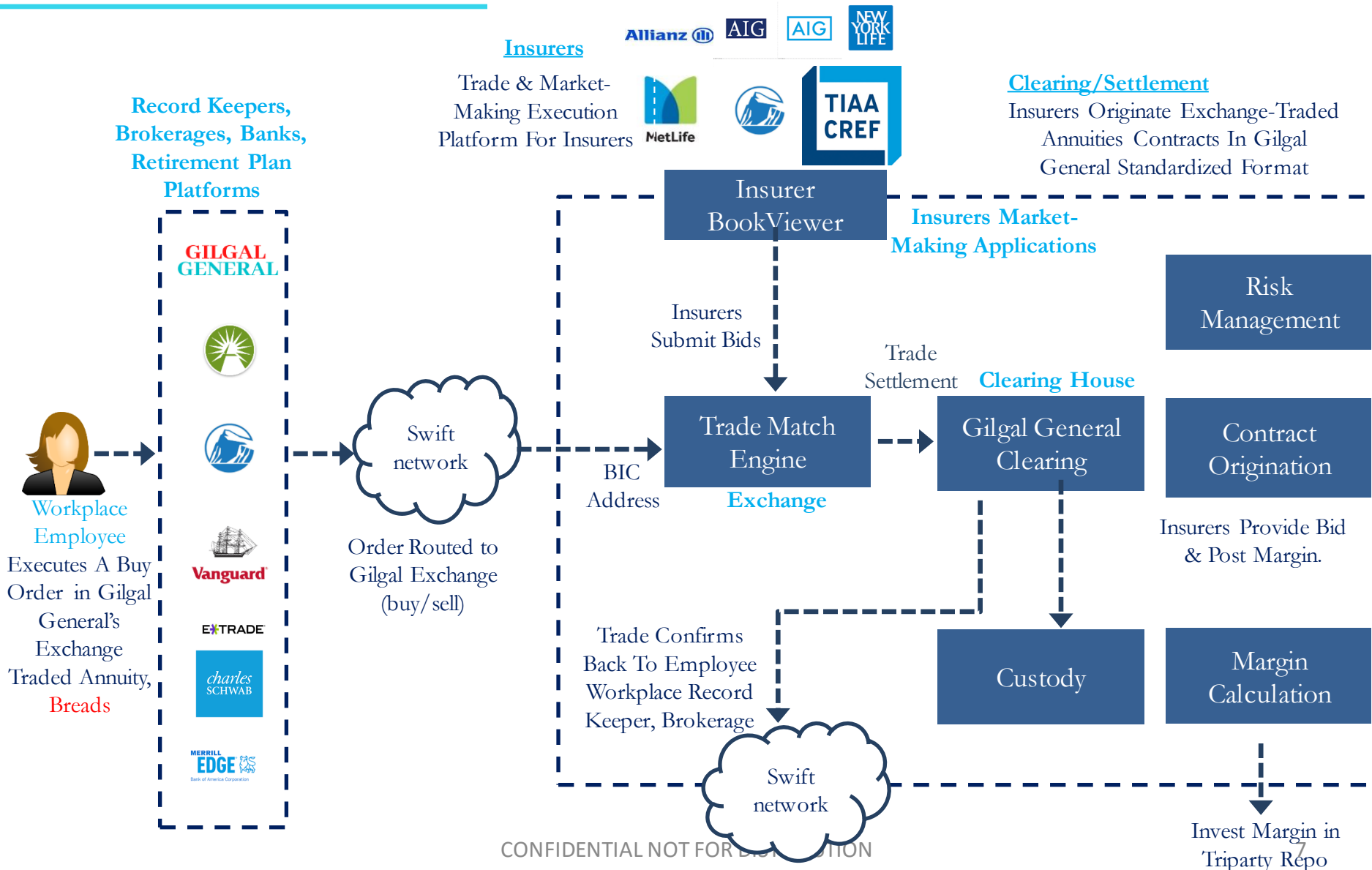
THE SOLUTION...EXCHANGE CLEARINGHOUSE



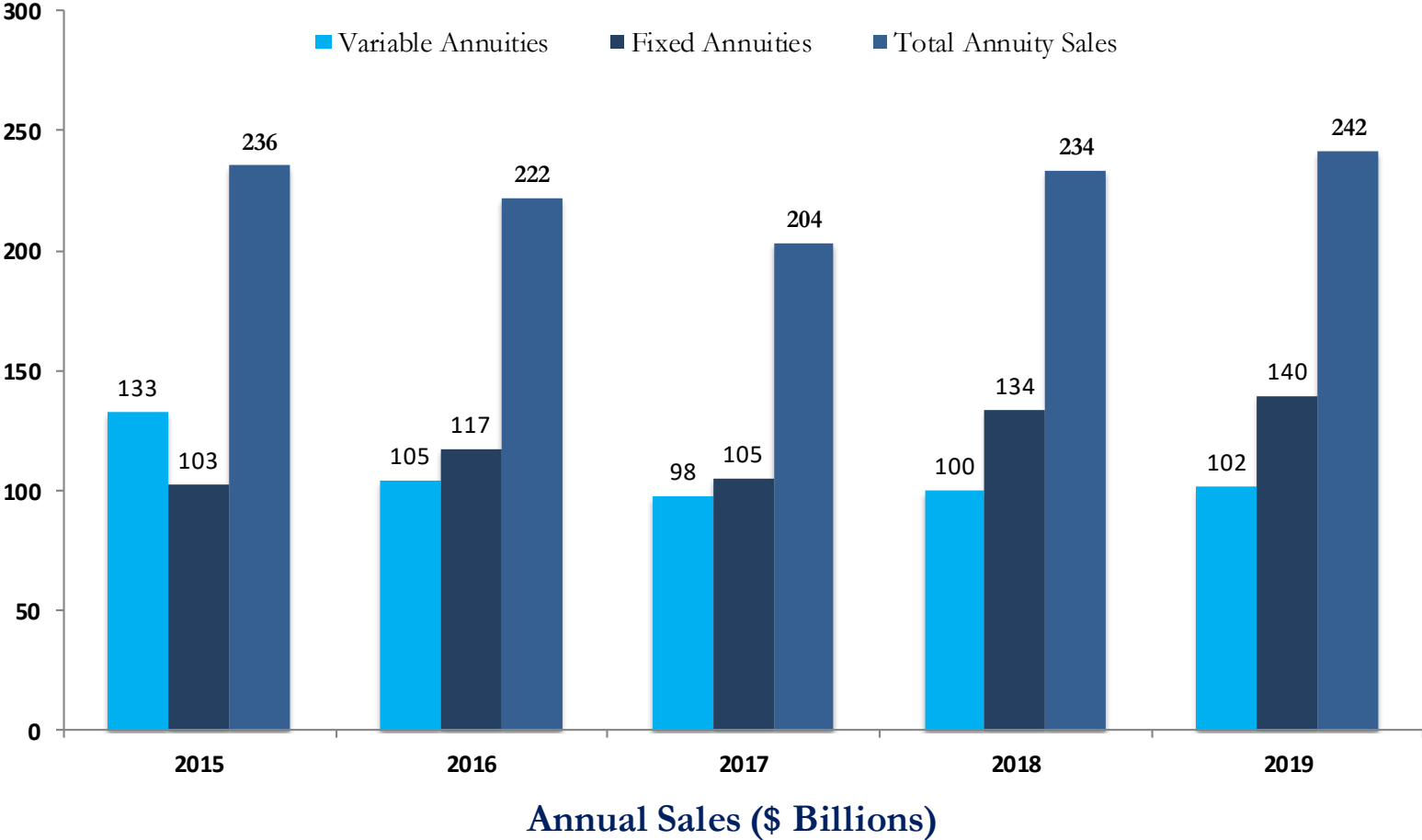
THE CLEARING HOUSE

Monitors and processes every trade, limiting counterparty credit risk among insurers and mitigating the risk of member-insurer default. It acts as the neutral counterparty between every buyer (retiree) and seller (insurer), ensuring the soundness and integrity of every annuities contract executed on the exchange.

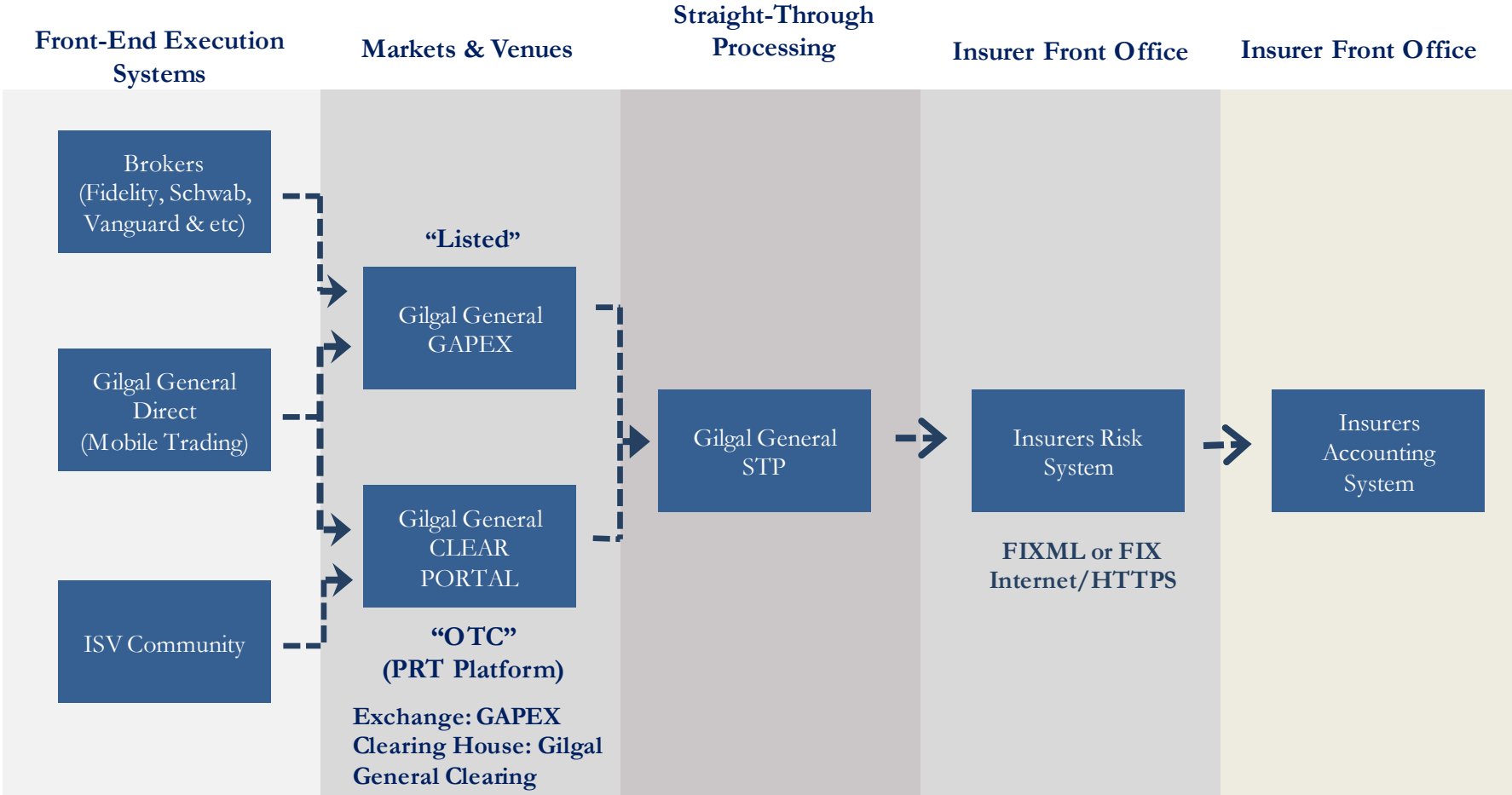
SOLUTION INFRASTRUCTURE



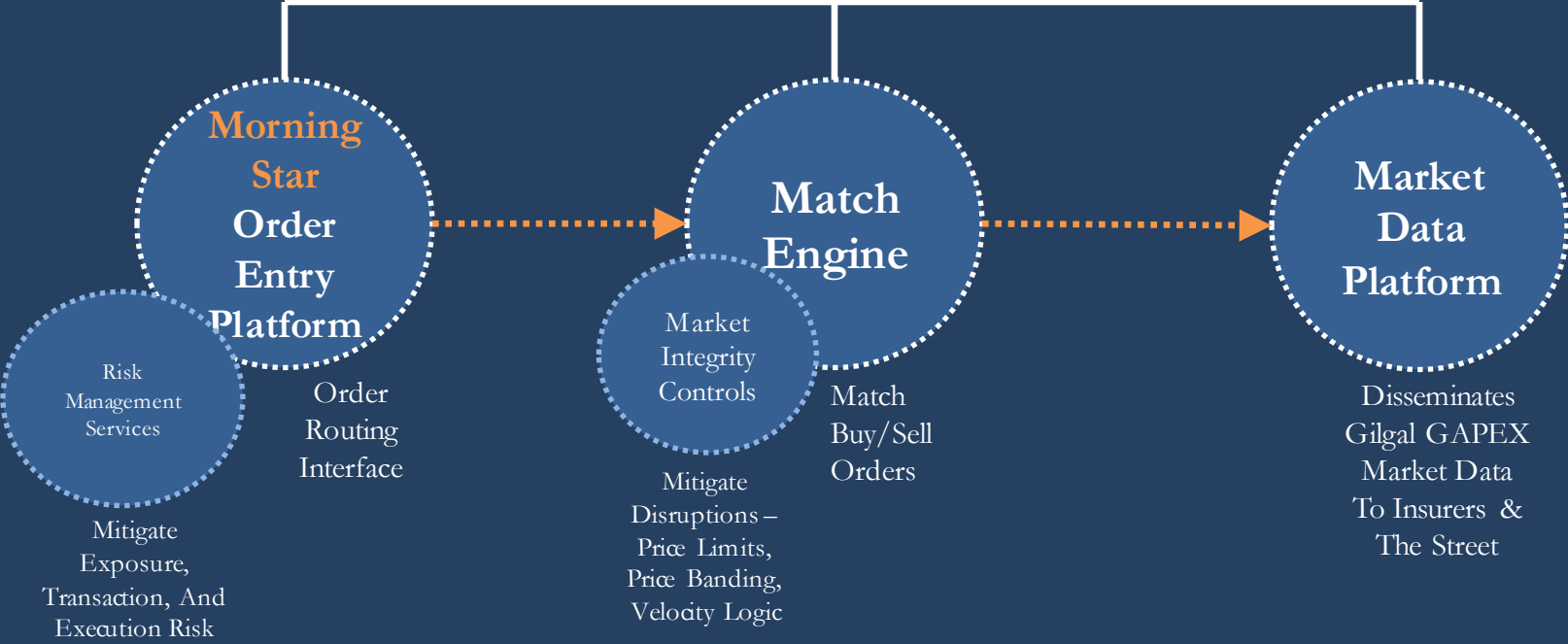
Stable & Consistent Annuity Sales Over The Years – Despite The Lower For Longer Rates Environment



PRODUCT - TRADING PLATFORM

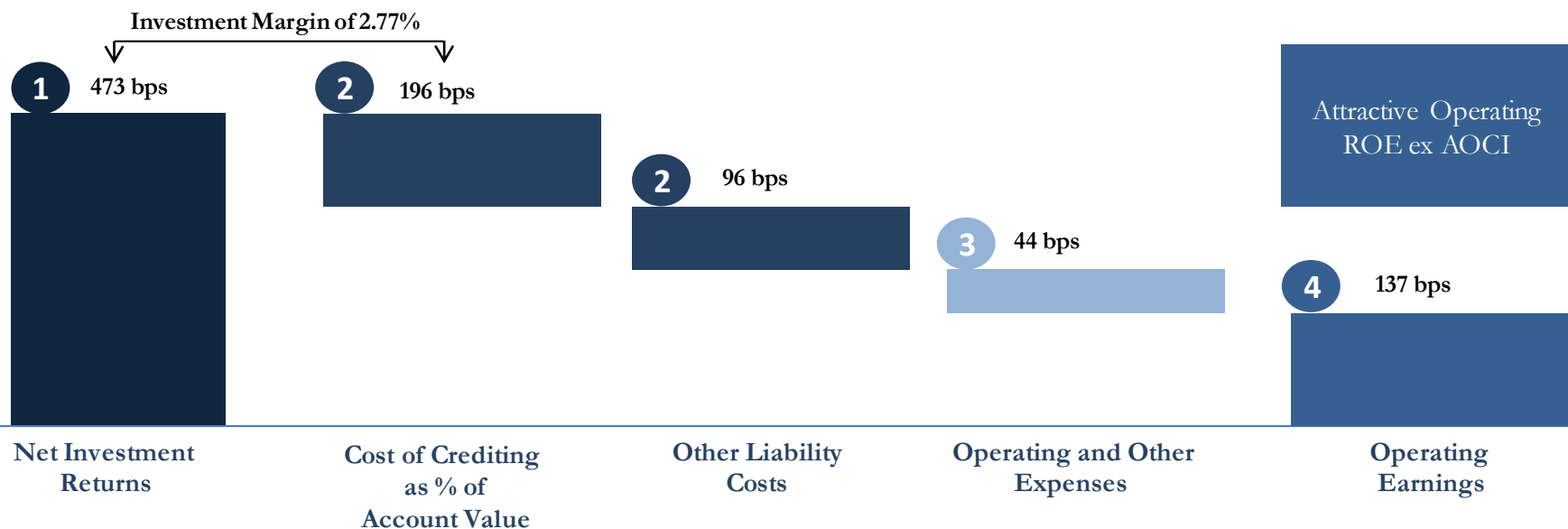
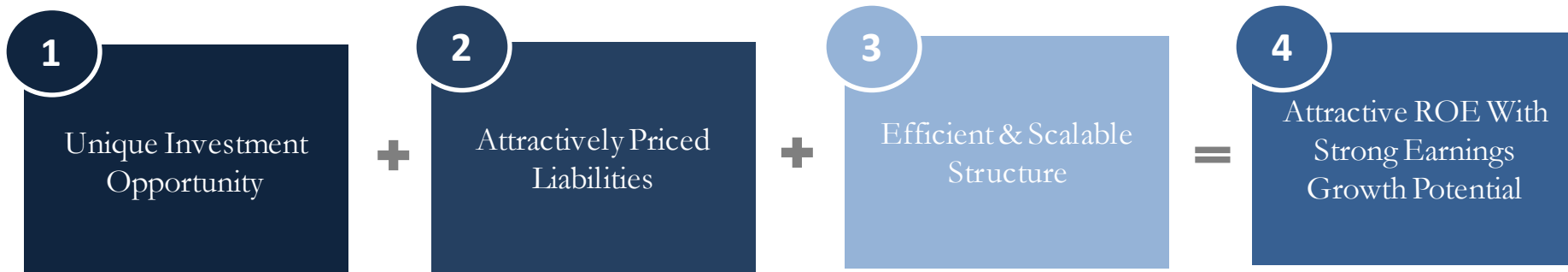


GILGAL EXCHANGE



THE ANNUITY CONTRACT = SWAP CONTRACT

The Annuity Contract Re-imagined



Illustrative Fixed Annuity Contract Economics

We Have A Take Rate Of 12-25% On All Transactions Economics From Insurers



Share of Market

Convert 20% of the target annual annuity sales market to the Electronic Exchange

Average Operating Margin On Fixed & Fixed Index Annuities

Revenue

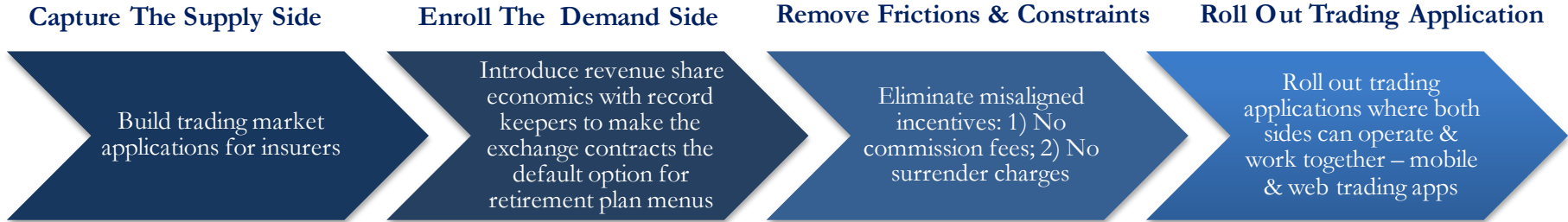
Projected by FY2024-2025

Other Revenue Stream:

- Exchange - Insurers Membership Fees
- Clearing House - Clearing fees
- Custody Fees
- Fees Per Trade/Execution Fees
- Repository/Market Data Fees (API)
- Settlement fees
- Tri-party repo fees

GO-TO-MARKET

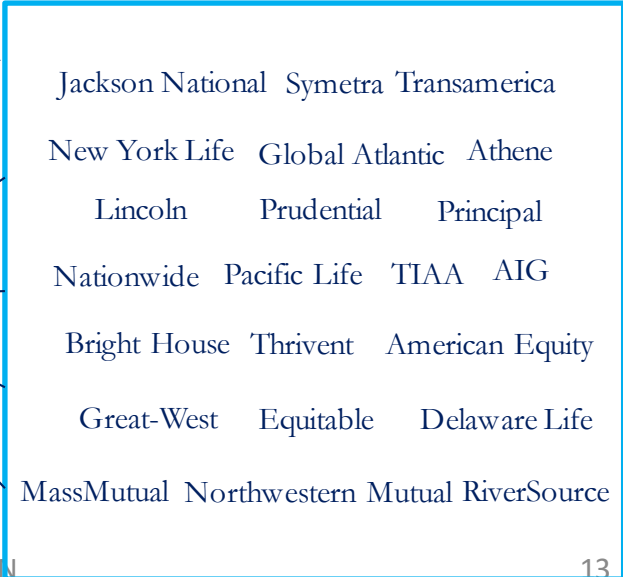
Bringing a once offline, bespoke and manual annuity contract, to online electronically traded exchange-traded contract allowing insurers to compete for volume flow from workplace employees



RETIREMENT PROVIDERS



INSURANCE COMPANIES



COMPETITION

2019 Annuity Sales - US Insurers (\$ In Thousands)

Rank	Insurance Company Name	Total		Insurance Company Name	Variable Annuity		Insurance Company Name	Fixed Annuity	
1	Jackson National Life	19,626,719	10.7%	Jackson National Life	14,693,766	15.2%	AIG Companies	13,264,328	12.5%
2	AIG Companies	19,419,511	10.5%	Equitable Financial	11,697,921	12.1%	New York Life	9,863,105	9.3%
3	Lincoln Financial Group	14,837,778	8.1%	TIAA	9,858,000	10.2%	Allianz Life of North America	8,368,418	7.9%
4	New York Life	13,239,522	7.2%	Lincoln Financial Group	9,752,988	10.1%	Global Atlantic Financial Group	8,292,011	7.8%
5	Allianz Life of North America	12,369,631	6.7%	Prudential Annuities	8,523,711	8.8%	Athene Annuity & Life	6,766,852	6.4%
6	Equitable Financial	11,734,276	6.4%	AIG Companies	6,155,183	6.4%	Pacific Life	6,194,839	5.9%
7	Nationwide	10,809,100	5.9%	Brighthouse Financial	5,767,867	6.0%	Nationwide	6,114,900	5.8%
8	Prudential Annuities	10,477,707	5.7%	Nationwide	4,694,200	4.8%	Lincoln Financial Group	5,084,791	4.8%
9	TIAA	9,858,000	5.4%	RiverSource Life Insurance	4,086,723	4.2%	Massachusetts Mutual Life	5,079,675	4.8%
10	Pacific Life	9,511,941	5.2%	Allianz Life of North America	4,001,212	4.1%	American Equity Investment Life	4,963,208	4.7%
11	Global Atlantic Financial Group	8,397,573	4.6%	Transamerica	3,633,533	3.8%	Jackson National Life	4,932,953	4.7%
12	Athene Annuity & Life	6,782,132	3.7%	New York Life	3,376,417	3.5%	Great American	4,545,638	4.3%
13	Brighthouse Financial	6,157,641	3.3%	Pacific Life	3,317,105	3.4%	Fidelity & Guaranty Life	3,595,367	3.4%
14	Massachusetts Mutual Life	5,544,547	3.0%	Thrivent Financial for Lutherans	2,291,067	2.4%	Symetra Financial	3,497,556	3.3%
15	American Equity Investment Life	4,963,206	2.7%	Fidelity Investments Life	1,545,727	1.6%	Principal Financial Group	2,890,424	2.7%
16	Great American	4,649,120	2.5%	Northwestern Mutual Life	1,045,025	1.1%	Western Southern Group	2,838,241	2.7%
17	RiverSource Life Insurance	4,435,381	2.4%	CMFG Life Insurance Company	998,448	1.0%	Security Benefit Life	2,540,018	2.4%
18	Transamerica	4,196,305	2.3%	Principal Financial Group	568,663	0.6%	Delaware Life	2,405,953	2.3%
19	Symetra Financial	3,622,527	2.0%	Massachusetts Mutual Life	464,872	0.5%	Midland National	2,257,659	2.1%
20	Fidelity & Guaranty Life	3,595,367	2.0%	Securian Financial	364,198	0.4%	North American Company For Life & F	2,216,537	2.1%
Top 20 Insurance Companies		184,227,984				96,836,626			105,712,473
Total Industry		241,727,000				101,900,000			139,827,000
Top 20 Insurance Companies Share		76%				95%			76%

VALUE PROPOSITION

Employees, Retirees & Investors

- Buy annuities in seconds, not weeks
- No commission fees
- No surrender charges
- No surrender period
- No investment minimums
- Eliminate single insurer default risk
- Market-based competitive bidding
- Portable - seamless portability from workplace to workplace

Employers & Pension Plans

- Eliminate fiduciary liability risk
- Revenue-sharing economics
- Portable - seamless portability from workplace to workplace
- Complimentary & unique exchange-traded retirement income product on workplace retirement providers plan menus
- Remove workplace employees inertia adopting annuities

Insurance Companies

- Revenue-sharing economics
- Opens up access to new customers domestic & int'l
- Operational efficiency – operational cost savings
- Radically reduced cost of distribution
- Contract is centrally-cleared
- Regulatory capital-efficient
- Capital requirements and equity buy-in for insurers

Record Keepers, Brokerages & Banks

- Revenue-sharing economics
- Complimentary & unique exchange-traded retirement income product on workplace retirement providers plan menus

USE OF FUNDS

We are looking for operational capital on a SAFE Note to build our next generation clearing house, contract trading platform & exchange trading infrastructure

Accomplished

- ✓ 9 Fixed Annuity (FA) contracts constructed & automated into the trading platform
- ✓ 72 Fixed Indexed Annuity (FIA) contracts constructed & automated into the platform
- ✓ 8 Variable Annuities (VA) contracts currently in implementation/build out phase.
- ✓ Partnered & contracted with ICE (owner of NYSE) to supply live market data for pricing of Fixed Annuities, Fixed Indexed Annuity & Variable Annuities (VA) contracts on GAPEX – the trading platform.
- ✓ Will partner and cross-list on NYSE for the 8 Variable Annuity (VA) contracts to be developed in conjunction with ICE/NYSE for broader market liquidity.
- ✓ Fixed Annuities & Fixed Indexed Annuity contracts already priced & deployed in batch mode in our cloud computing analytics infrastructure..

Use of Funds

- SEC/CFTC Registrations:
 - Exchange Trading Facility (SEF)
 - Contract Clearing Organization (DCO)
 - Broker-Dealer (SIPC & FINRA)
- Build the Exchange Trading Facility - Finish the build out of the exchange trading technology infrastructure.
- Finish the build out of the Clearing House risk management analytics and clearing infrastructure (DCO)- finish beta by end of Q3 2021
- Hire 5-7 additional technologists/software engineers
- Bring on board up to ~8 insurers on the marketplace as contract market-makers/clearing members on the exchange.
- Bring on board up to ~6 retirement plan providers/record keepers to enroll work place employees & retirees.
- Patents & trademarks registrations

GOALS & MILESTONES

Goals

Short-Term 2022Q2

- Introduce electronic exchange-traded annuities to plan sponsors & insurers
- Validate plan participants exchange-traded annuities cost curves
- Validate cost, distribution and conversion rates of plan participants to the electronic exchange

Medium-Term 2024Q1

- Broaden the exchange liquidity & bring down the cost curve of plan participants to improve product adoption and conversion rates in US and international
- Increase plan participants on the exchange to 32-36mm

Long-Term 2025Q3

- Enter adjacent markets – Pension Risk Transfer (PRT) – work with pension plan sponsors on product adoption and conversion
- Operate at national scale
- Optimize profits
- Improve operational efficiencies

Milestones

- **Build** front-end trade execution & clearing engine for insurers; iOS & Android mobile trading execution platform for retirees/investors. **Release** UAT v1 in 8 months to insurers for testing and feedback; v2 4 months after v1; v3 4 months after v2.
- **Acquire** 8-10 insurance companies & 6-8 record keepers onto the exchange
- **Connect** all 6-8 record keepers' plan participants into the exchange electronically ~approximately 20-24mm plan participants; 6mm of which would-be retirement income seekers of this population.
- **Convert** 2-3mm of those 6mm plan participants into the exchange for exchange-traded retirement income.

- **Improve, scale & build** further network infrastructure connectivity with insurers, banks, record keepers and pension plans in the marketplace
- **Grow** network to 20-25 of the top 40 US insurers/annuity providers & 12-15 of the top 20 US record keepers onto our electronic exchange
- **Expand** into multiple international geographical markets – with key focus on Japan & China; potentially UK pension market (very suitable product for UK pension system)

- **Partner** with other US national and international exchanges & cross-list our exchange-traded retirement income products with other exchanges to further broaden product liquidity & product adoption and increase consumers take-up rate and conversion
- **Capture** the top 40 of US insurers/annuity providers & the top 20 of US record keepers onto the electronic exchange.