

UINTA INCOME FUND LP

**General Partner:**

Uinta Investment Partners LLC

**External Advisor:**

LawStreet Capital

**Terms:**

Please see separate term sheet

**Investment Strategy:**

- Identify one or more funding companies that originate pre-settlement advances.
- Conduct extensive due diligence on the funding company and on the advances that they are selling.
- Acquire a preferred interest in a series of pools of pre-settlement advances that are 12 to 24-months-old.
- Purchase these advances at a discount to the accrued value.
- Monitor the performance of these pools, reinvest principal and distribute a preferred return to investors.

**Pre-Settlement Advances:**

Pre-Settlement Advances (Advances) are monetary advances made to plaintiffs in personal injury cases that generate a rate of return based on the duration that each such advance remains outstanding. Each Advance is repayable solely from the proceeds from the underlying case (*i.e.*, it is non-recourse to the plaintiff. The plaintiff instructs its counsel to repay the Advance from a portion of the proceeds of the underlying case (whether upon settlement or judgment) to which such plaintiff is otherwise entitled, net of expenses and counsel fees. If the proceeds net of expenses and counsel fees are insufficient to repay the Advance in full, the plaintiff is not obligated to satisfy any such shortfall.

Pre-settlement funding provides cash advances to individuals or companies who need funds to cover their expenses while they wait for the case to settle. Most states prohibit law firms from lending money to their clients and as a result, more and more law firms are referring clients who need financial support to funding companies who provide pre-settlement advances.

When investing in a portfolio of pre-settlement advances, it is important to realize that your exposure is not to the individual that has received pre-settlement funding or to the defendant, but to the institution(s) providing the financial backing once a settlement or award has been decided. Typically an insurance company.

A portfolio of pre-settlement advances should represent a wide range of case types. Major categories can include motor vehicle accidents, assault, labor law, and Jones Act and Federal Employers Liability Act (“F.E.L.A”) cases as well as slip and fall, medical malpractice and premises liability.

The portfolio will be comprised of cases drawn from a multitude of states and jurisdictions to ensure diversification.

The funding company carefully selects the cases and the law firms. The Uinta Income Fund LP (the Fund) relies on LawStreet Capital and external agencies to provide additional due diligence and on-going monitoring.

As cases settle, we receive cash flows that include both a return of capital and fees that accrue on a preferred basis.

#### **Purchase Price for Acquired Advances:**

These advances accrue fees monthly once they are originated. The rate charged to the plaintiff will vary, but is typically between 2.5 and 3.0% per month. These are the rates that accrue to the funding company.

The Fund will purchase these advances from the funding company when they are between 12 and 24 months old with an average age of approximately 18 months. The funding company typically sells these advances to adhere to covenants from their lenders and/or to manage their balance sheet exposure. The accrued value of the advance is typically around 1.6X the original funding amount and the fund typically purchases these advances at a substantial discount to the accrued value of the advance.

#### **Exposure:**

The Fund typically purchases senior interests in these advances, with the residual value remaining with the funding company. We are entitled to all cash flows (return of capital and fees paid) received less a servicing fee until we achieve a minimum level of return (currently 1a low double digit IRR). Once we meet this target, we receive a smaller percentage of cash flows until the next target is reached. At that point, we retain a small interest in all future cash flows. We typically receive payment twice each month.

Our exposure is over collateralized, as we purchase the advances at a substantial discount to the accrued value. Our return is a preferred return, as the fund is paid before the funding company and we participate in every dollar that they collect.

## Source of Advances:

Typically, the funding company will source and/or originate the Advances that will comprise the Portfolio Investment. The funding company that we currently work with sources and/or originates over 98% of their funded claims from a network of over 2,800 law firms nationwide with the remainder coming from unrelated third-party brokers.

Here are details on two recently purchased pools of pre-settlement advances:

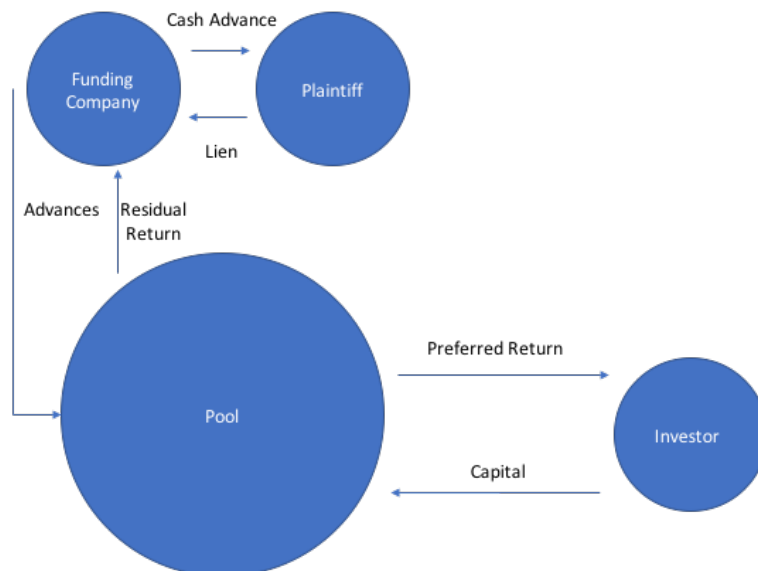
In July 2017, the Fund purchased a pool of advances with the following characteristics:

- Accrued Value = 1.66x Principal
- Multiple Paid = 1.245x Principal
- Average Client Principal = \$4,039.25
- Weighted Average Client Age = 16.64 months
- The settlement date was 7/12/2017

The characteristics of the October 2017 purchase were as follows:

- Accrued Value = 1.74x Principal
- Multiple Paid = 1.25x Principal
- Average Client Principal = \$5,509.87
- Weighted Average Client Age = 16.85 months
- The settlement date was 10/6/2017

Illustration:



**Definitions:**

**Accrued Value** represents the multiple of the original advance reflecting the accrual of monthly fees to the plaintiff.

**Multiple Paid** reflects the purchase price for the advances.

**Average Client Principal** is the average total amount advanced to the plaintiff.

**Weighted Average Client Age** is the average number of months since each advance.

**Settlement Date** is the date that the Fund pays for and begins accruing fees on the advances.