



# LEXSHARES MARKETPLACE FUND II

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# LEXSHARES INVESTMENT HIGHLIGHTS

## PROVEN TRACK RECORD

- **47% median IRR**  
(net fees and expenses)
- **70% win rate**  
for resolved cases
- **1.5x median ROIC**  
(net fees and expenses)

## PROPRIETARY ORIGINATION STRATEGY

- LexShares' proprietary Diamond Mine software powers case origination
- Experienced, dedicated in-house origination and business development team

## ACTIVE DEAL FLOW

- 107 investments made since inception
- 49 fully resolved investments
- 58 investments currently in progress

## INSTITUTIONAL BACKING

- Global alternatives asset management firm (\$5+ billion AUM)
- Venture capital firm (\$3+ billion AUM)
- Select family offices

## EXPERIENCED TEAM

- 70+ years of litigation finance experience
- Combination of litigators, corporate finance professionals and technologists
- \$25 million LexShares Marketplace Fund I closed January 2018

## RAPIDLY GROWING MARKET

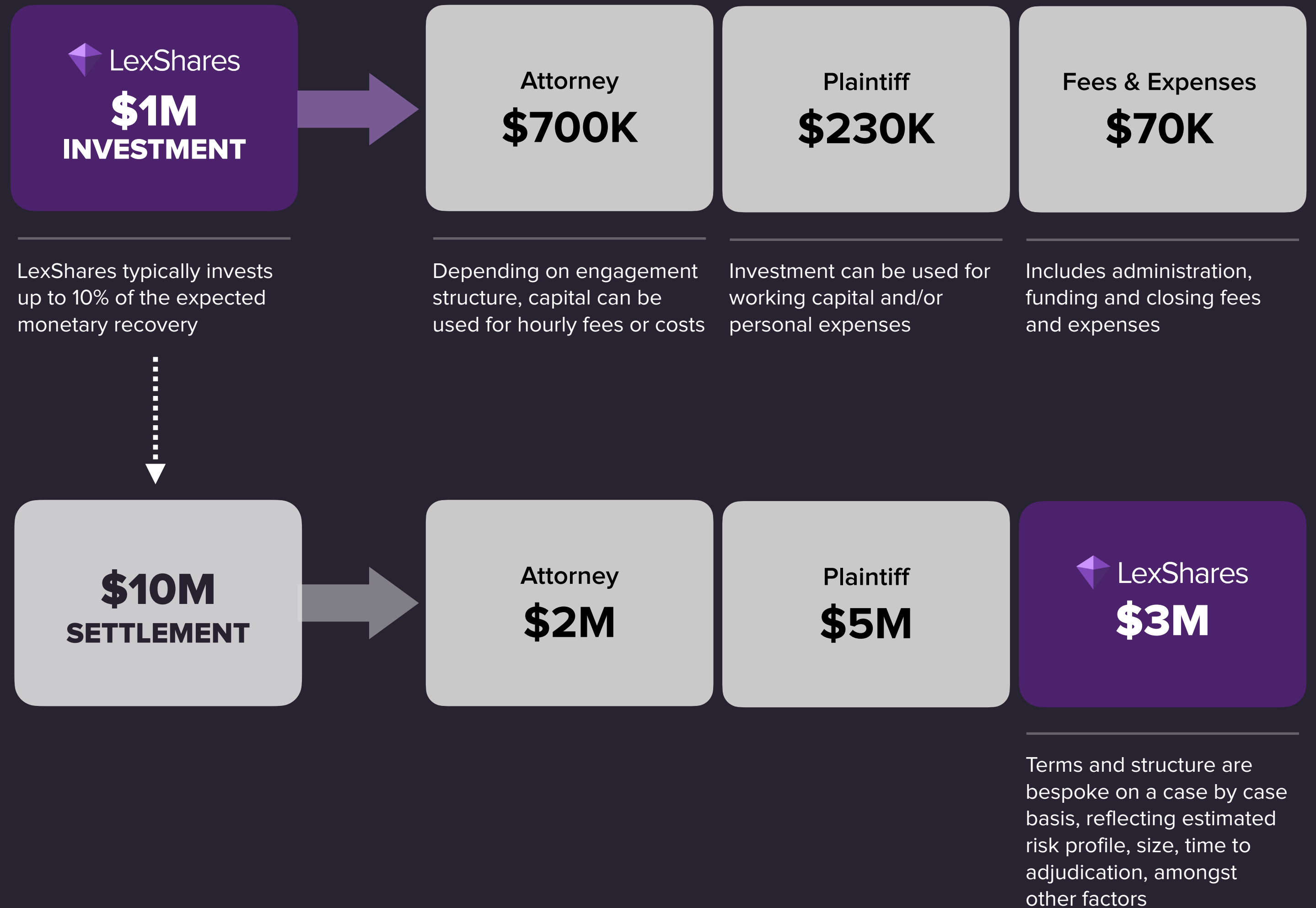
- Greenfield segment of fast growing market
- Typically uncorrelated from macroeconomic factors
- Natural realization event with moderate investment lifecycle

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# WHAT IS LITIGATION FINANCE?

Litigation finance is the practice where a third party invests capital in return for a portion of the financial recovery from a lawsuit.



The above example is purely illustrative, and does not represent an actual investment made by LexShares. A case may not recover positively, and should it, the recovery may not be sufficient in order to enable full payment of the return.

# LexShares overview

## COMPANY OVERVIEW

LexShares is a leading litigation finance firm, with an innovative approach to originating and financing high-value commercial legal claims. LexShares funds litigation-related matters through both its online marketplace and dedicated litigation finance fund.

### COMPANY INFORMATION

- Founded in 2014
- 14 full-time employees
- 2 principal offices in Boston and New York City

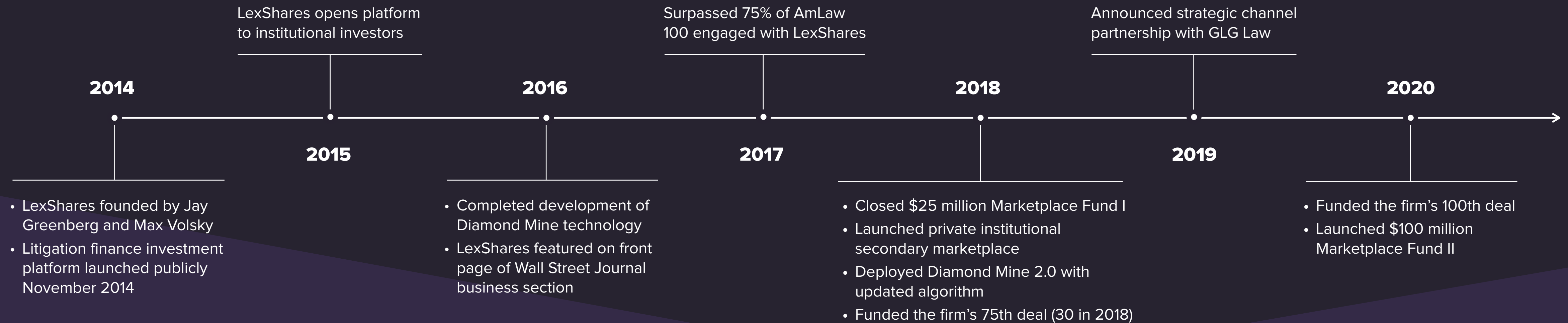
### INVESTMENT HISTORY

- Raised: \$120,511,300
- Deployed: \$79,028,620
- Median net IRR: 47%
- Median net ROIC: 1.5x

### INVESTMENT METRICS

- Investments to date: 107
- Total resolved: 49

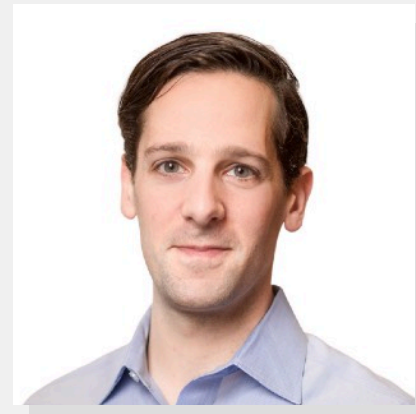
## FIRM HISTORY



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# The LexShares team

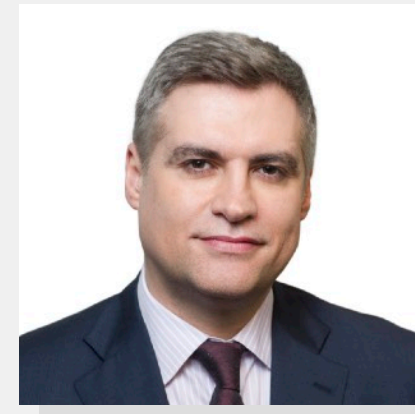
## EXECUTIVE LEADERSHIP



### JAY GREENBERG

CO-FOUNDER & CHIEF EXECUTIVE OFFICER

- Former technology investment banker at Deutsche Bank
- Advised on over \$13 billion in mergers & acquisitions
- Forbes 30 under 30, Law & Policy
- Holds Series 79, 63, 82 and 65 licenses



### MAX VOLSKY

CO-FOUNDER & CHIEF INVESTMENT OFFICER

- Industry pioneer, has overseen 10,000+ legal claim investments
- Founder and Chief Investment Officer of LexStone Capital
- Authored book on litigation finance: *Investing In Justice*
- Former litigator and investment banker

## UNDERWRITING



### MAX SCHMIDT

MANAGING DIRECTOR OF INVESTMENTS

- Former Director of Underwriting at LexStone Capital and LawMax
- Reviewed more than 25,000 cases for investment since 2002
- Member of the Bars in New York and New Jersey



### MATTHEW OXMAN

VICE PRESIDENT OF BUSINESS DEVELOPMENT & INVESTMENTS

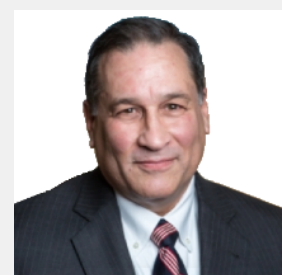
- Practiced at Dewey & LeBoeuf LLP, specializing in securities law
- Magna cum laude graduate of Princeton University
- Holds JD from Columbia, and MBA from New York University



### ALLEN YANCY

DIRECTOR OF INVESTMENTS

- Practiced for 7+ years at Weil, Gotshal & Manges
- Clerked on the Fifth Circuit Court of Appeals
- Graduate of Harvard University, holds JD from Yale Law School



### KENNETH HARMON

DIRECTOR OF RISK & DEPUTY GENERAL COUNSEL

- Former US DOJ federal prosecutor with nearly 30 years experience
- 8+ years serving as Asst. US Attorney in Florida and 20+ in Colorado
- Graduate of University of Pennsylvania, holds JD from Harvard Law

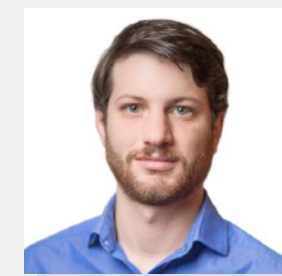
## ORIGINATION



### MATT REASON

VICE PRESIDENT OF INVESTMENTS & PARTNERSHIPS

- Led partnerships and business development for Booster.com
- Co-founded Spark Commerce, acquired by CustomInk
- Built sales at BuyWithMe to \$30+ million, acquired by Gilt Group



### ALEX WIECK

INVESTMENTS & PARTNERSHIPS ANALYST

- Strategic account manager for fundraising arm of CustomInk
- Bachelor of Arts in Psychology from UNC Wilmington



### RICHARD CHAPMAN

ORIGINATION ANALYST

- Account Executive with Worldwide Express
- Advertising Sales Director with Strategic Value Media



### ANGELINA XING

LEGAL ANALYST

- Previously Legal Analyst at Sanford Heisler Sharp, LLP
- Yale University graduate, with MA from University of Cambridge
- Supports the LexShares origination and legal underwriting teams

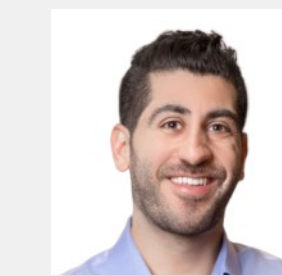
## TECHNOLOGY, MARKETING & OPERATIONS



### DINO SIMONE

VICE PRESIDENT OF ENGINEERING

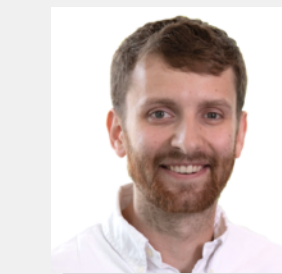
- Developed network infrastructure software at Akamai
- Lead acquisitions engineer at Endurance International Group
- Co-founder of The Black List, top screenwriting marketplace



### DAVID SHACK

VICE PRESIDENT OF MARKETING & PRODUCT STRATEGY

- Led product and growth at Flyp, global communications startup
- Founded and sold Spogo, mobile sports gaming company
- Managed marketing programs for Volvo, Panasonic, LEGO



### ALEC SHIRKEY

MARKETING STRATEGIST

- Content marketer at Brainshark, a B2B software company
- Writer for Major League Baseball, and SEC Football media firm



### RAY MARCHAND

INVESTMENT OPERATIONS ANALYST

- Director of Investment Operations for Northwestern Mutual
- Purchasing Analyst with Timken Aerospace
- Holds Masters in Accounting, Series 63, 6 and 7 licenses



# Compelling asset class and market dynamics

## INNOVATIVE ASSET CLASS



### UNCORRELATED

Typically, investments in legal claims generally do not depend on capital markets or broader macroeconomic factors.



### PROVEN TRACK RECORD

Offerings through LexShares reaching resolution have produced a 47% median net IRR since inception.<sup>(1)</sup>



### NATURAL REALIZATION EVENT

Unlike other asset classes where monetization events are uncertain, legal claim investments are realized—favorable or not—by way of settlements and adjudications.



### MODERATE INVESTMENT CYCLES

On average, a civil lawsuit in the United States takes 27 months from filing to disposition.<sup>(2)</sup>

## COMPELLING MARKET DYNAMICS

### LARGE ADDRESSABLE MARKET

The global legal industry is estimated to be \$600 billion (\$120 billion for litigation) annually. The largest funder in the world only deployed \$1.1 billion in 2018—there is significant room for growth.<sup>(3)</sup>

### ECONOMIC PRESSURE

Capital constrained companies lead to demand for new financing options. Plaintiffs are also demanding alternative fee arrangements and risk sharing with counsel.

### BARRIERS TO ENTRY

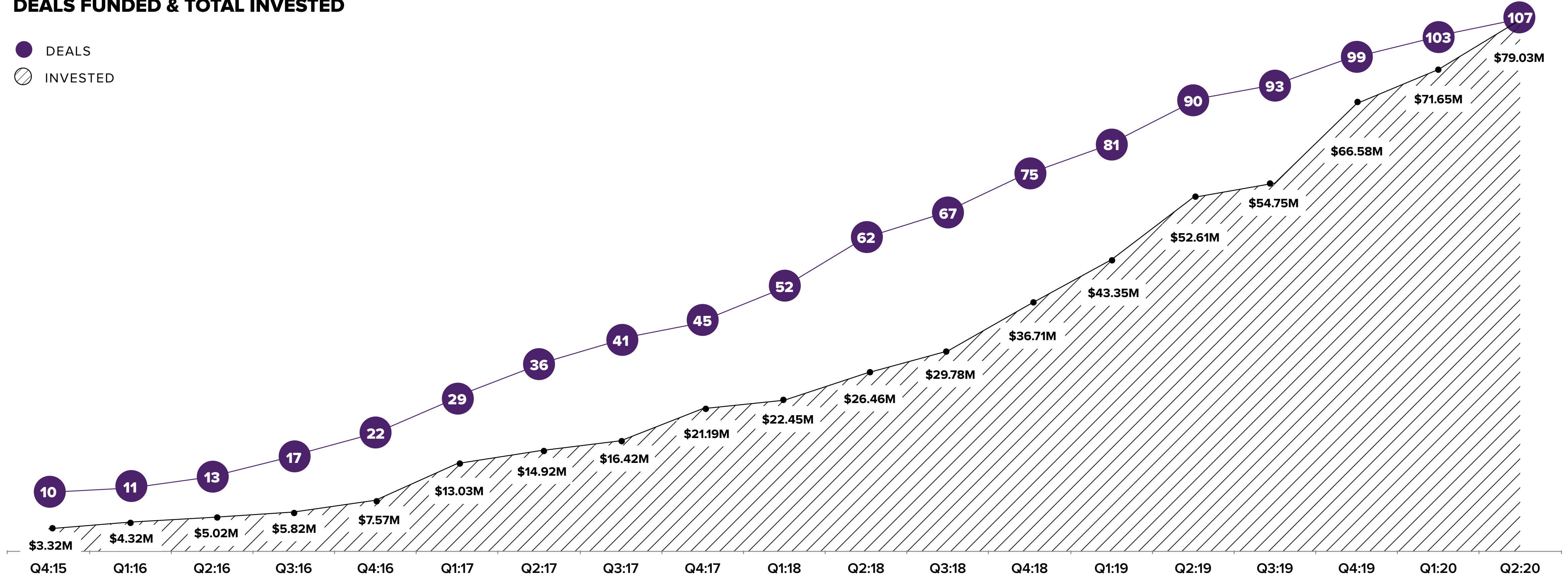
Building the necessary origination network and technology, underwriting team, risk assessment capabilities and capital resources are major barriers, even to well-funded, sophisticated entrants.

1) LexShares internal reporting as of August 31, 2020; 2) Source: Bureau of Justice Statistics, Civil Bench and Jury Trials in State Courts, 20015 10 (2008); 3) Jefferies equity research dated January 14, 2019, and public filings. Past performance is not indicative of future performance. Investments in legal claims are speculative, carry a high degree of risk and may result in loss of entire investment. Investments in legal claims may be subject to long holding requirements, and are intended for investors who do not need a liquid investment. Returns are based on principal's internal reporting for offerings through the LexShares platform reaching resolution as of August 31, 2020. Results reported reflect the simple median annualized rate of return per the xirr function, net of fees and expenses.

# LexShares investment history

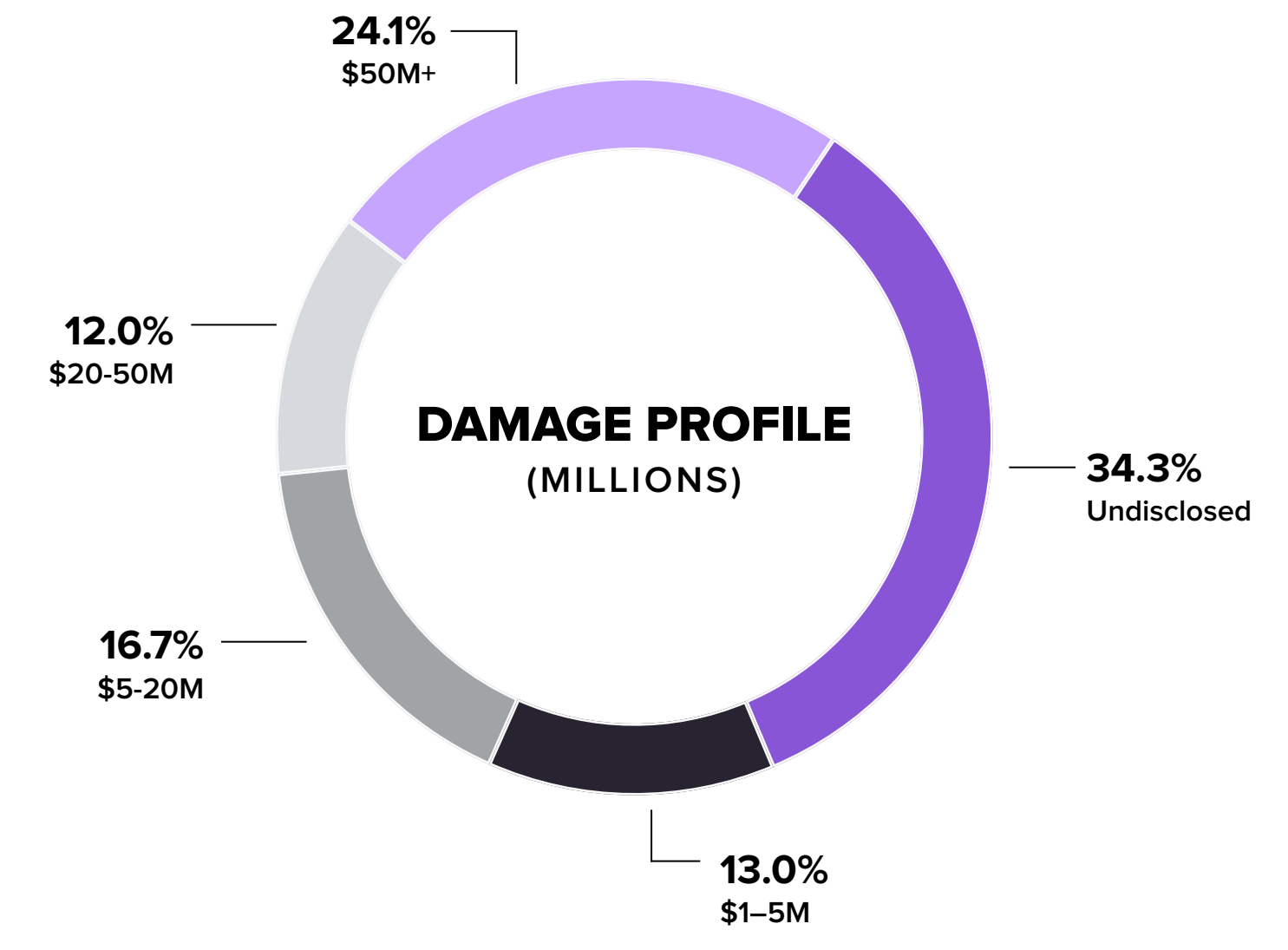
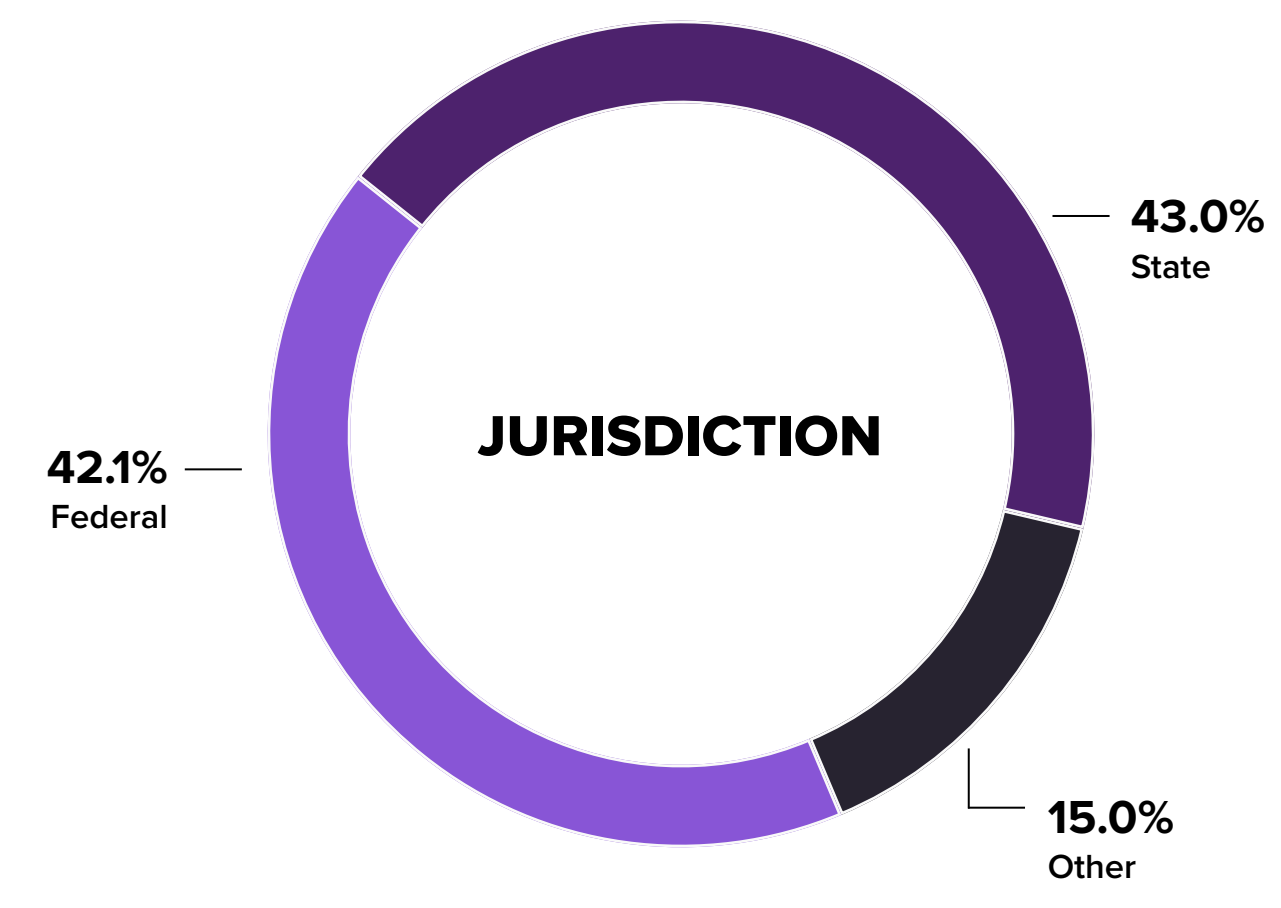
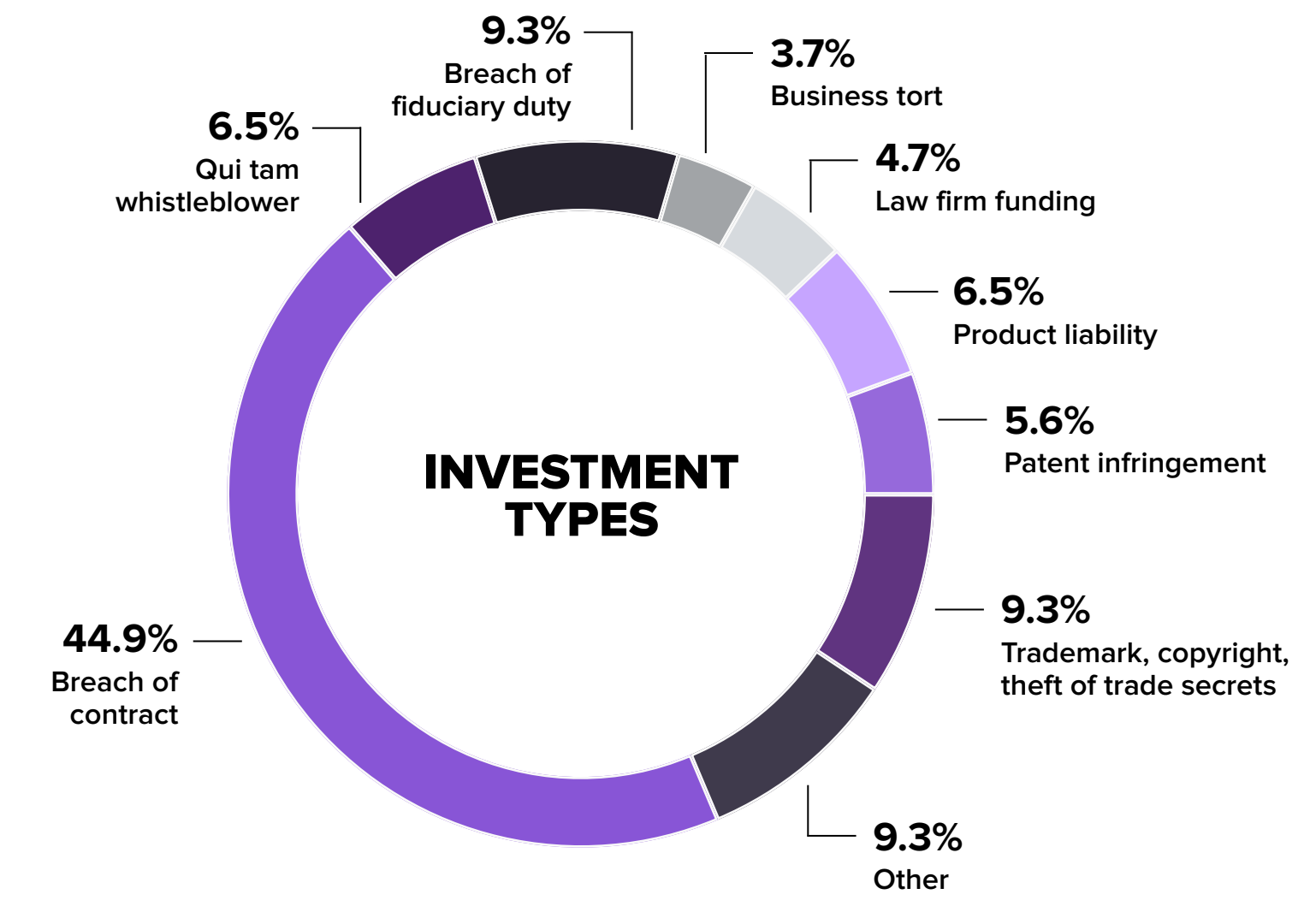
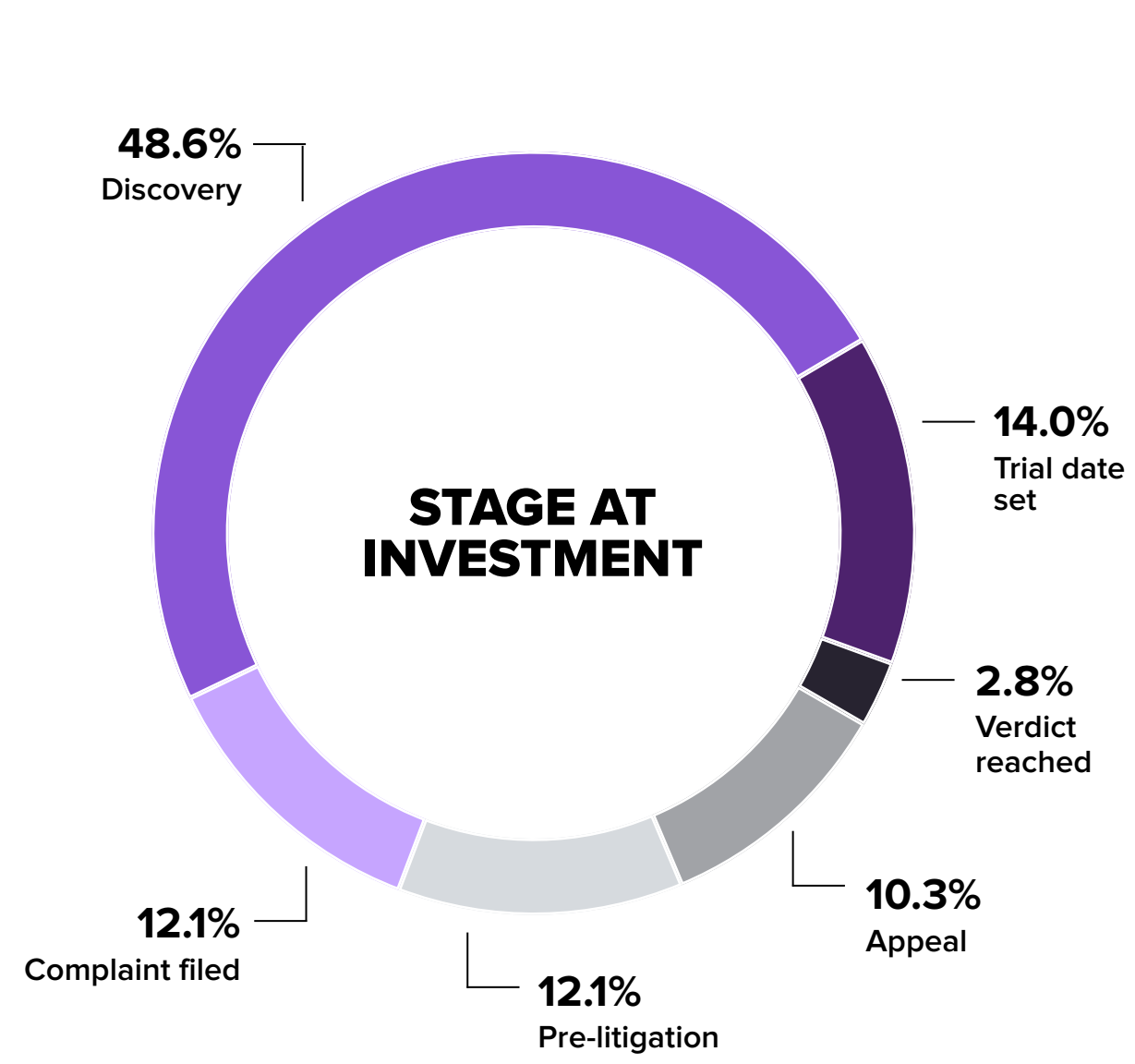
## DEALS FUNDED & TOTAL INVESTED

- DEALS
- ▨ INVESTED



Please note that these representative investments are prior LexShares offerings, and that LexShares Marketplace Fund II will not be investing in them. Past performance is not indicative of future performance. Investments in legal claims are speculative, carry a high degree of risk and may result in loss of entire investment. Investments in legal claims may be subject to long holding requirements, and are intended for investors who do not need a liquid investment. There is no guarantee that these investments were or will be successful.

# LexShares investment history (continued)



Data represents all LexShares case investments as of August 31, 2020.



# LEXSHARES MARKETPLACE FUND I PORTFOLIO OVERVIEW

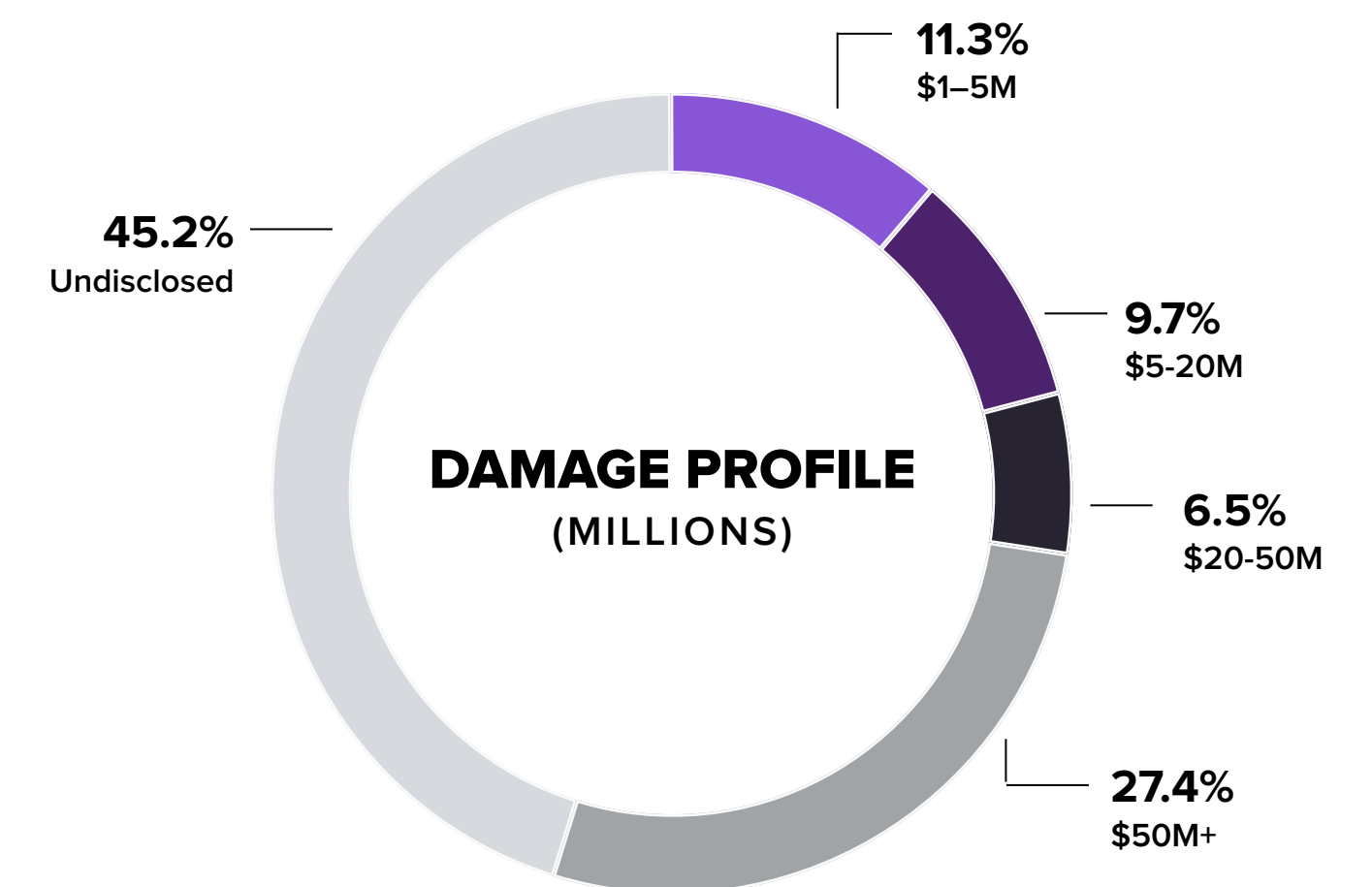
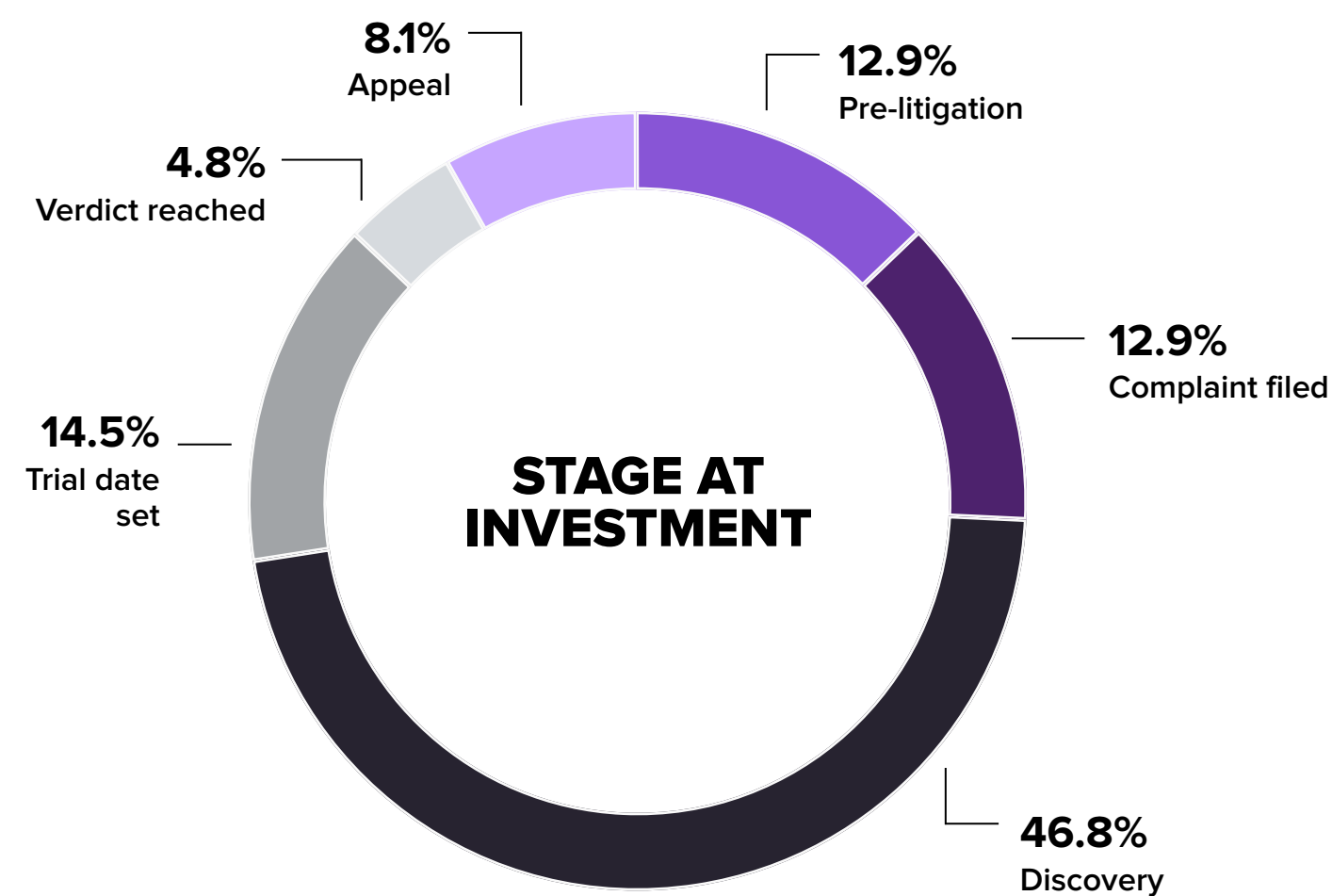
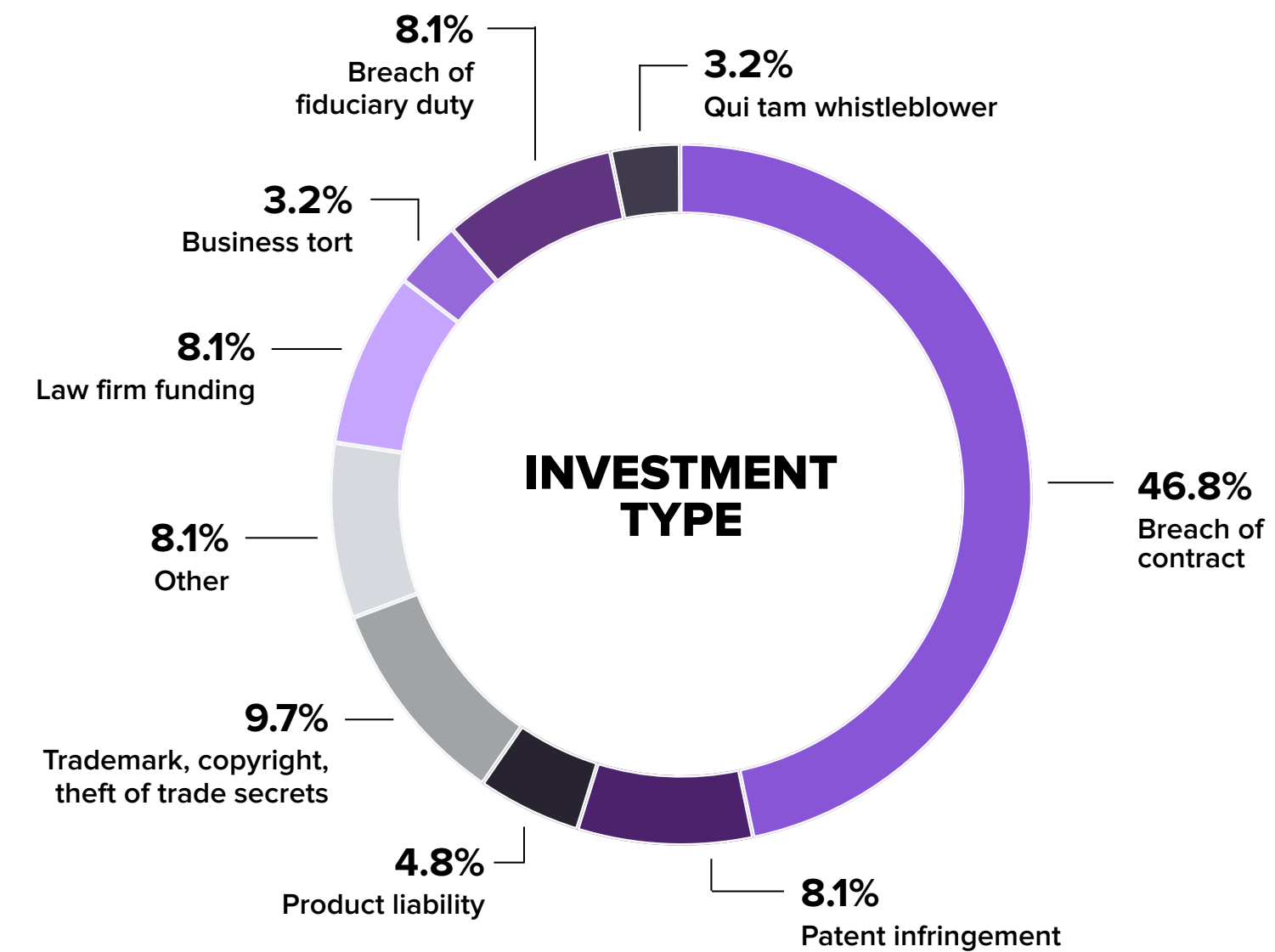
LexShares Marketplace Fund I closed on January 10, 2018. This was LexShares' first dedicated litigation finance fund, and was fully subscribed for \$25 million.

## LMFI DEALS FUNDED METRICS

- Case Investments: **62**
- Fully Resolved Case Investments: **25**
- Investments Currently in Progress: **37**

## LMFI INVESTMENT METRICS

- Principal Invested in Fully Resolved Case Investments: **\$4,798,500**
- Gross Return from Fully Resolved Case Investments: **\$6,162,016**



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# Representative LexShares investments

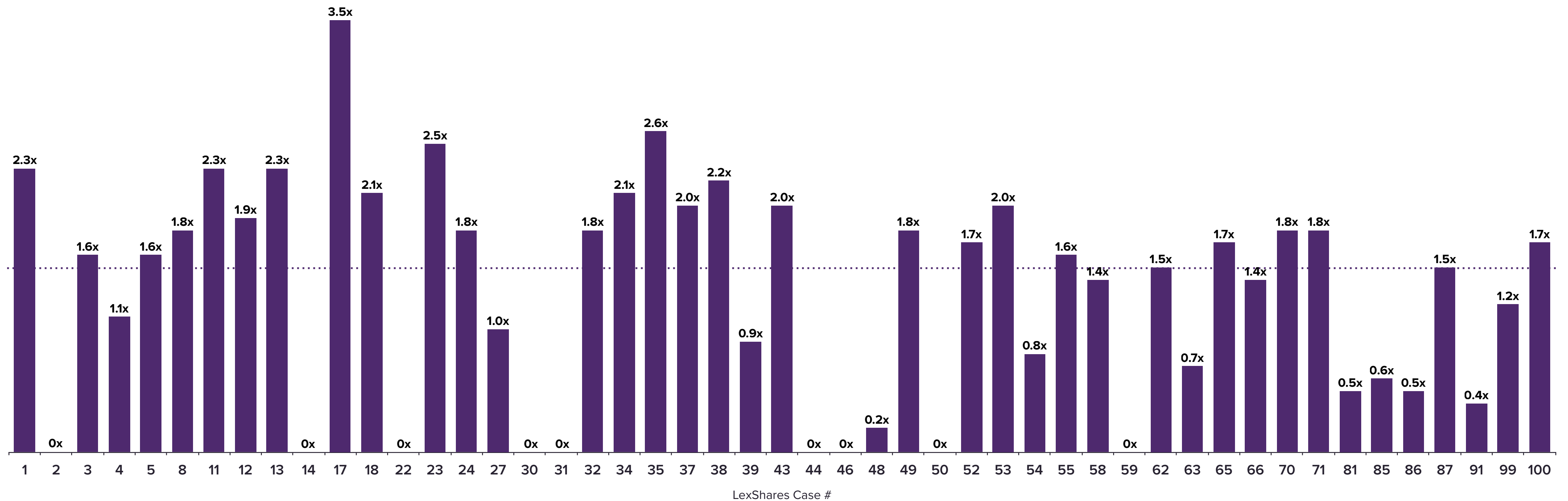
<p><b>BUSINESS PARTNER VS. BUSINESS PARTNER</b></p> <p>100% FUNDED <b>\$750K</b></p> <p><b>Breach of Contract</b></p> <p>Defendant allegedly engaged in a scheme to misappropriate millions of dollars from the Plaintiff through hidden financial dealings, false accounting, and numerous other acts of fraud.</p>	<p><b>CONFIDENTIAL PLAINTIFF VS. GOVERNMENT ENTITY</b></p> <p>100% FUNDED <b>\$2.00M</b></p> <p><b>Breach of Fiduciary Duty</b></p> <p>Plaintiff alleges that Government Entity, in its capacity as trustee, breached duties to Plaintiff by mismanaging Plaintiff's assets resulting in significant economic damage.</p>	<p><b>TECHNOLOGY COMPANY VS. FORTUNE 500 COMPANY</b></p> <p>100% FUNDED <b>\$2.25M</b></p> <p><b>Theft of Trade Secrets</b></p> <p>Defendant allegedly misappropriated Plaintiff's trade secrets, infringing on Plaintiff's intellectual property and breaching multiple contractual obligations.</p>	<p><b>REAL ESTATE DEVELOPER VS. MUNICIPALITY</b></p> <p>100% FUNDED <b>\$2.50M</b></p> <p><b>Breach of Contract</b></p> <p>Defendant allegedly breached a lease agreement, failing to comply with its joint venture obligations for commercialization of certain municipal properties.</p>	<p><b>TRADEMARK OWNER VS. MULTIPLE ENTITIES</b></p> <p>100% FUNDED <b>\$620K</b></p> <p><b>Trademark Infringement</b></p> <p>The Defendants allegedly infringed on the Plaintiff's registered trademarks by using them without authorization.</p>
<p><b>VARIOUS PLAINTIFFS VS. GOVERNMENT ENTITY</b></p> <p>100% FUNDED <b>\$500K</b></p> <p><b>Law Firm Funding</b></p> <p>This is a law firm funding for a firm that represents numerous Plaintiffs against a municipal utility. Defendant was allegedly negligent and caused the Plaintiffs substantial damages.</p>	<p><b>PROFESSIONAL ATHLETE VS. FINANCIAL ADVISORY FIRM</b></p> <p>100% FUNDED <b>\$750K</b></p> <p><b>Breach of Contract</b></p> <p>Wealth management advisors are accused of defrauding the Plaintiff out of tens of millions of dollars that they were entrusted to manage, leading to the closure of the Plaintiff's business.</p>	<p><b>TECHNOLOGY COMPANY VS. FORTUNE 500 COMPANY</b></p> <p>100% FUNDED <b>\$3.78M</b></p> <p><b>Patent Infringement</b></p> <p>After ending a multi-year partnership with Plaintiff, Defendant introduced a software application that allegedly infringed on Plaintiff's patents, causing damages to Plaintiff's business.</p>	<p><b>MANUFACTURING COMPANY VS. MULTINATIONAL CONGLOMERATE</b></p> <p>100% FUNDED <b>\$4.00M</b></p> <p><b>Theft of Trade Secrets</b></p> <p>Defendant allegedly misappropriated Plaintiff's confidential trade secrets for manufacturing while also intentionally interfering with Plaintiff's supplier.</p>	<p><b>ESTATE BENEFICIARIES VS. ESTATE</b></p> <p>100% FUNDED <b>\$700K</b></p> <p><b>Breach of Fiduciary Duty</b></p> <p>Two beneficiaries seek to remove the executors of an estate due to alleged conflict of interest and self-dealing and monetize their share of the estate.</p>

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# LexShares track record

## NET RETURN ON INVESTED CAPITAL FOR ALL RESOLUTIONS

..... MEDIAN NET ROIC: 1.5X



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# Origination

## OUTBOUND CHANNELS

- Diamond Mine Technology (see next page for detail)
- Strategically segmented email marketing campaigns facilitated by customer relationship management software
- Webinars and one-to-many in-person meetings with qualified law firms
- Variety of assorted business development tactics designed to build relationships with high-value partners

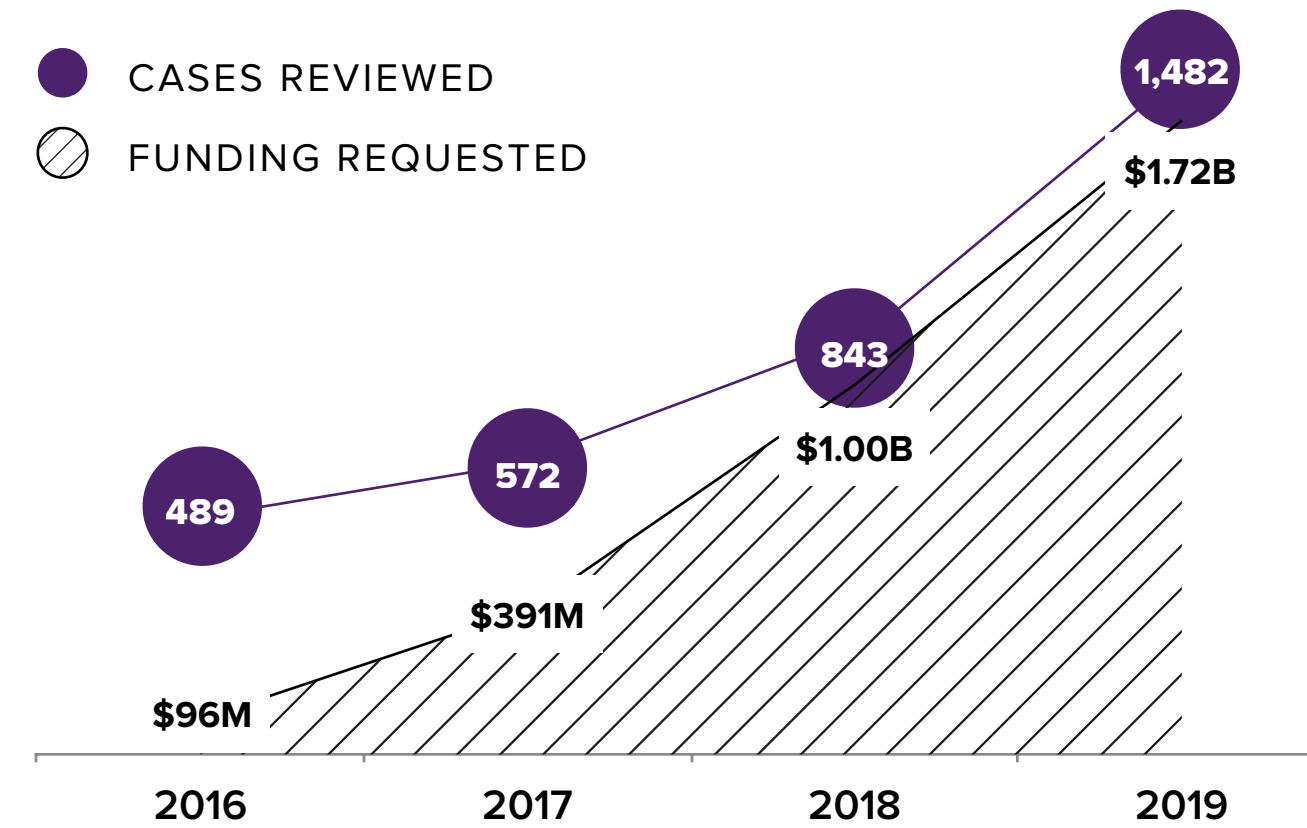
# 79%

OF ALL CASES FUNDED SINCE 2019 WERE ORIGINATED BY DIAMOND MINE OUTBOUND PROCESS

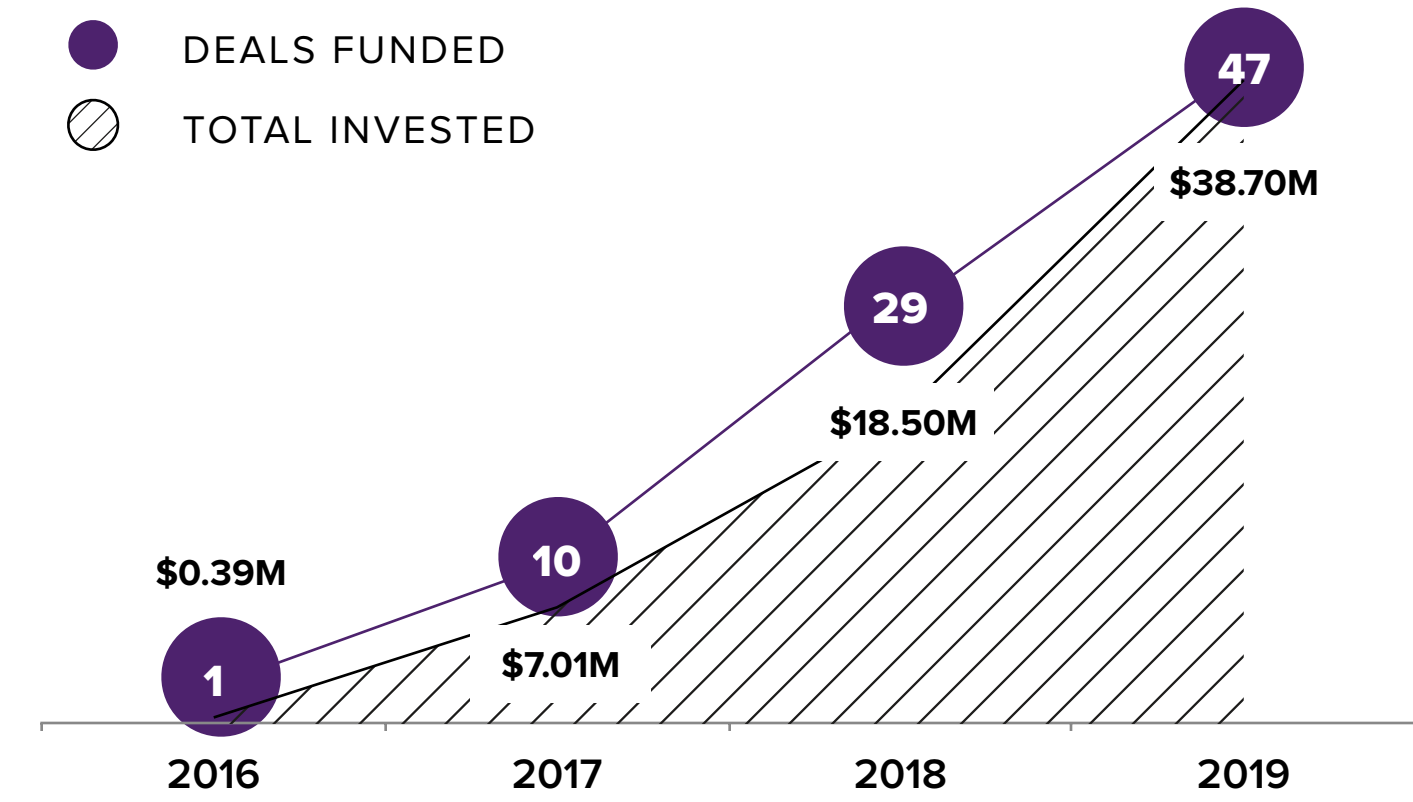
# \$2.28B+

TOTAL FUNDING REQUESTED TO DATE FOR ALL OUTBOUND CASES REVIEWED

### CASES REVIEWED & FUNDING REQUESTED



### DEALS FUNDED & TOTAL INVESTED



### DEAL PIPELINE SNAPSHOT

DEAL STAGE	DEALS \$1M+	TOTAL DEALS	TOTAL FUNDING REQUESTED
Investment prospect	10	32	\$27,900,000
Approved for term sheet	18	12	\$33,100,000
Term sheet signed	9	5	\$13,850,000
Watchlist	238	676	\$905,745,000
<b>Active Pipeline</b>	<b>37</b>	<b>49</b>	<b>\$74,850,000</b>
<b>Total</b>	<b>275</b>	<b>725</b>	<b>\$980,595,000</b>

## Origination (continued)

# DIAMOND MINE TECHNOLOGY

LexShares' Diamond Mine is proprietary software developed in-house by LexShares to search and analyze federal and state court cases in order to identify and score case investment opportunities. The Diamond Mine is currently mining US federal courts and 100+ state courts. *Here is how it works:*

### SOURCE

The Diamond Mine originates cases by identifying legal complaints in near real-time from federal and state court data feeds, with a modular infrastructure.

↳ **79%** of LexShares deal flow has been generated by the Diamond Mine channel since 2019

### NORMALIZE

Regardless of the format of the complaint, the Diamond Mine normalizes the data and processes it into raw text.

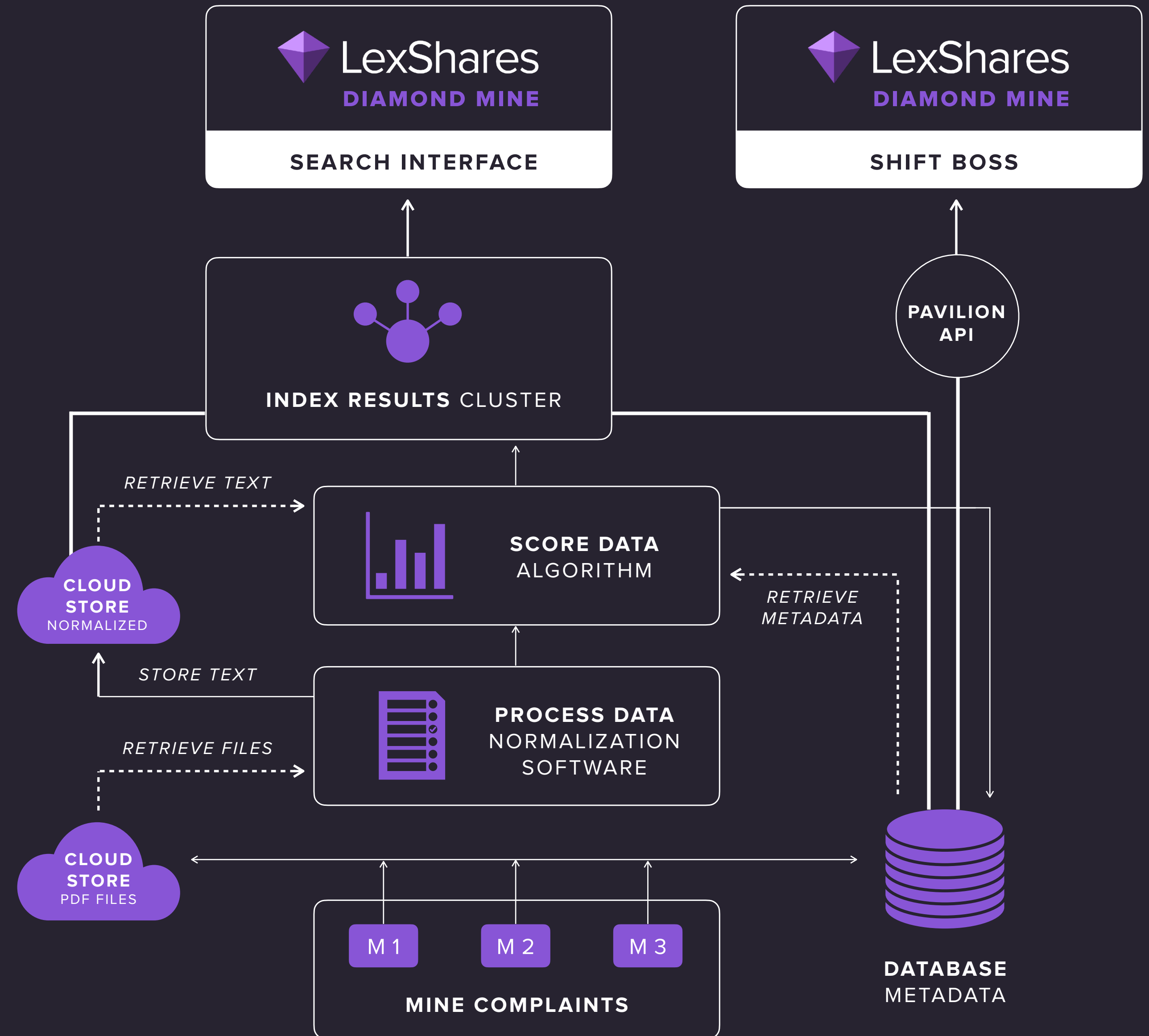
↳ **948,000** cases for outreach

### SCORE

Subsequently, the complaints are scored on a 5-diamond scale by a proprietary algorithm assigning a score to indicate qualification tier.

### STORE

The LexShares team vets the highest-scored complaints, all searchable and exportable from the Diamond Mine.



## Origination (continued)

# INBOUND CHANNELS

### CHANNEL MIX

- Content marketing via contributed thought leadership to legal media partners
- Focus on building organic search rankings (SEO) and paid search advertising presence (PPC)
- Active email marketing campaigns to engage growing list of qualified attorneys
- Speaking engagements at industry conferences and events

### STRATEGIC PARTNERSHIPS

- Exclusive relationships with top-tier companies in adjacent litigation support categories
- Adds value to existing client base by offering direct access to premium products and services
- Ability to leverage deep attorney and law firm relationships through entrenched vendors
- Generates investment leads through new distribution channels

**\$717M+**

**TOTAL FUNDING REQUESTED FOR INBOUND CASES REVIEWED**

**2,000+**

**ONLINE INBOUND ATTORNEY & PLAINTIFF INQUIRIES & CASE SUBMISSIONS OVER THE PAST TWO YEARS**

# GLG

## PARTNERSHIP WITH LEADING GLOBAL EXPERT WITNESS SERVICE

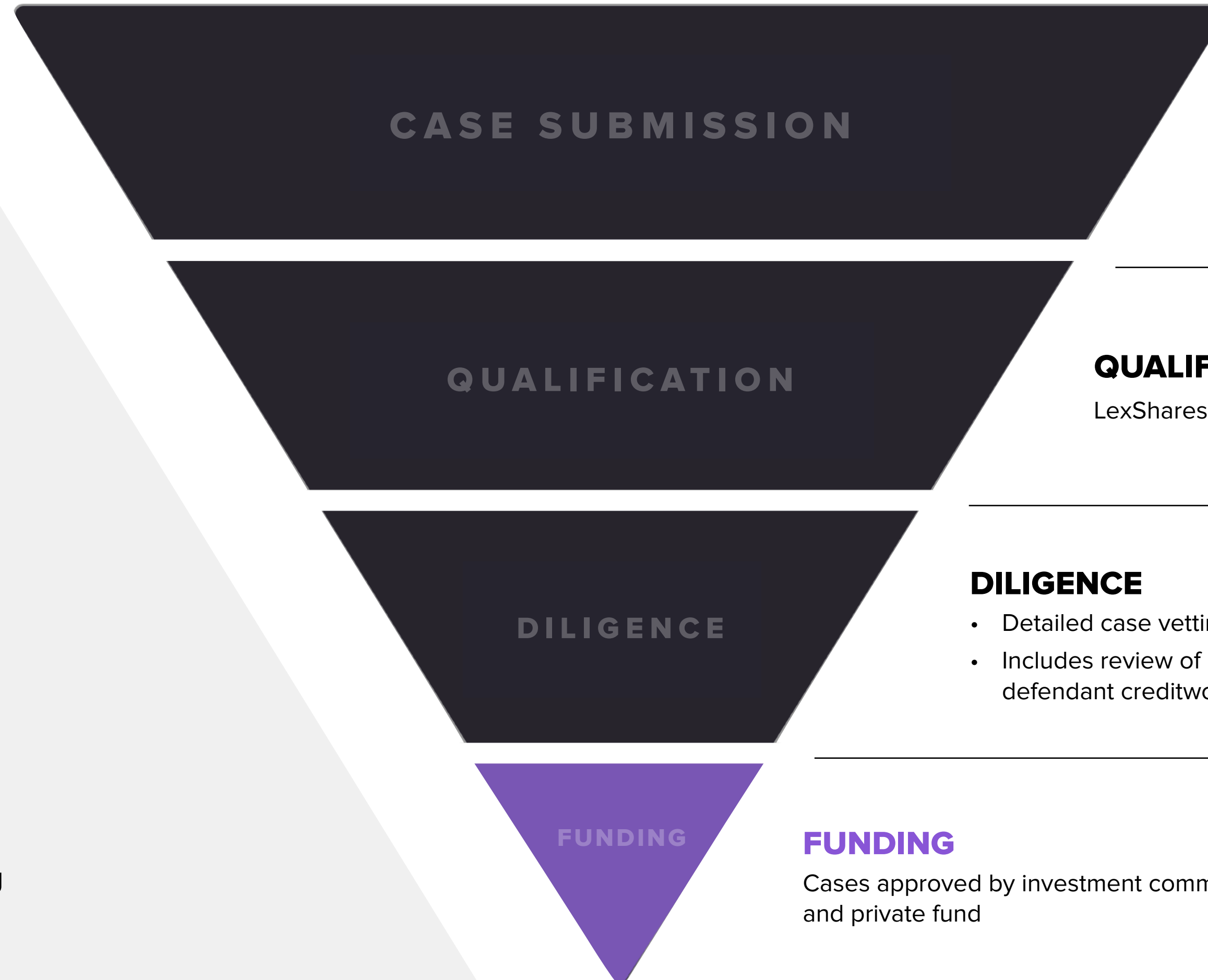
LexShares and GLG entered into an exclusive marketing partnership in February 2019 to deliver value to attorneys through cross selling opportunities. This takes the form of individual referrals, digital promotion, content marketing and public relations.

### ABOUT GLG LAW

GLG Law is a division of GLG (Gerson Lehrman Group), the platform that connects professionals to insight. GLG Law serves leading law firms and corporations around the world, including 8 of the top 10 American law firms, delivering expert witness and consultant recommendations and solutions by leveraging GLG's membership of more than 650,000 experts around the world.



# LexShares investment process & methodology



## CASE SUBMISSION

- Plaintiffs or attorneys submit an application for funding
- LexShares originates a claim via Diamond Mine channel

## QUALIFICATION

LexShares begins initial review of legal merits and parties

## DILIGENCE

- Detailed case vetting
- Includes review of legal merits, interviews with plaintiff and counsel, defendant creditworthiness and litigation budget analysis

## FUNDING

Cases approved by investment committee are funded via the LexShares platform and private fund

## MONITOR & SERVICE

LexShares case management team actively monitors investments post close

## INVESTMENT TENETS

### LEGAL MERITS

Procedural history and alignment of facts with prevailing law

### STRENGTH OF COUNSEL

Legal team's track record litigating similar claims

### DEFENDANT'S ABILITY TO PAY

Assessment of defendant's ability to pay recovery

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# TYPES OF INVESTMENTS

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## SINGLE CASE COMMERCIAL LITIGATION

- Non-recourse funding for legal fees, litigation expenses, working capital, etc.
- Case types include: breach of contract, breach of fiduciary duty, qui tam, theft of trade secrets, patent infringement; stage agnostic

## PORTFOLIOS & COMPLEX FINANCING

- Funding for portfolios of multiple matters cross-collateralized
- Custom financing solutions addressing complex needs of corporations and law firms

## INTERNATIONAL ARBITRATION

- Financing international arbitration across multiple forums

## INTELLECTUAL PROPERTY

- Finance plaintiffs to protect intellectual property
- Help unlock capital that can be used to pursue assertion campaigns or reinvest into the operating companies

## LAW FIRM FUNDING

- Similar to portfolio financing, firm funding can reduce overall risk and enable firms to grow their docket
- Recourse and non-recourse options. Cases are cross-collateralized.

## POST-SETTLEMENT MONETIZATION

- Help claimants and law firms expedite payment of awards and fees
- Eases collection pressure and alleviates cash flow concerns

# Litigation finance industry landscape

## TYPICAL FOCUS

### INSTITUTIONAL INVESTORS

HEDGE FUNDS  
INVESTMENT BANKS  
INSURANCE COMPANIES

- Large one-off litigation-related investment opportunities
- Attracted to litigation finance given its lack of correlation to capital markets
- Typically lack in-house litigation finance focus and underwriting capabilities

**LARGE**  
COMMERCIAL  
CASES /  
PORTFOLIOS

### DEDICATED LITIGATION FINANCE FUNDS



- Commercial litigation at all stages
- Typically cases with >\$5 million financing requirement
- Investments include law firm loans, case portfolios and complex structures



- Commercial litigation at all stages
- Cases with >\$200,000 financing requirement
- Investments include single case commercial litigation, law firm loans, case portfolios and complex structures

### CONSUMER/ PERSONAL INJURY FUNDERS



- Predominantly personal injury cases
- Cases with >\$500 financing requirement

**SMALL**  
TORT CASES

# LEXSHARES MARKETPLACE FUND II

## FUND OVERVIEW

LexShares Marketplace Fund II is LexShares' second dedicated litigation finance fund. Capital from LMFII will be invested in opportunities on the LexShares platform as well as directly in litigation-related assets.

## BENEFITS OF INVESTING

- Ability to invest in a portfolio of legal claims
- Gain exposure to multiple litigation assets, which may include commercial claims, portfolios of legal claims, torts, law firm loans, fee and settlement acceleration
- Reduces cost and resources previously required to evaluate and invest in legal claims
- Leverage LexShares team's 70+ years combined experience investing in litigation
- Portfolio effect reduces binary risk exposure of investing in an individual legal claim

## SUMMARY OF TERMS

<b>INVESTMENT APPROACH</b>	General litigation finance strategy, whereby LMFII makes direct or indirect investments in legal claims by purchasing the right to receive a portion of any prospective recovery from such matter
<b>TARGET SIZE</b>	\$100 million
<b>MINIMUM COMMITMENT</b>	\$250,000
<b>DRAWDOWN CAPITAL CALL STRUCTURE</b>	10% of commitment at initial closing and thereafter as needed to fund investment activities during the investment period
<b>TERM</b>	7-year fund life subject to two (2) discretionary one-year extensions
<b>FEES</b>	2.5% annual management fee, 25% carried interest
<b>INVESTMENT PERIOD</b>	Capital to be deployed over a 36 month period subject to one (1) discretionary 6-month extension
<b>SERVICE PROVIDERS</b>	Legal Counsel: Seward & Kissel, LLP Auditor: BDO USA, LLP Administrator: SS&C Technologies, Inc.



**AMTRUST  
INTERNATIONAL  
INSURANCE, LTD.**

# PRINCIPAL PROTECTION INSURANCE

LexShares Marketplace Fund II has secured a principal protection insurance policy from **AmTrust International Insurance, Ltd.**, an industry-leading global insurance provider.

## POLICY DETAILS

### HOW IT WORKS

This policy protects an investment in LMFII. If, upon all fund investments concluding, the gross recoveries generated from investments made by LMFII are not sufficient to return an investor's initial commitment, the protection policy will respond. Investors can choose to cover all or a portion of their commitment to LMFII.

### PRICING

- 1) A premium of 5% (plus taxes) of the capital commitment in the Fund is payable at closing.
- 2) The remainder of the premium is only payable when LMFII distributes returns from successful investments. Initially, this contingent element of the premium is 10% (plus taxes) of each gross recovery and, depending on fund performance, may be reduced over time.

### ABOUT AMTRUST

AmTrust International Insurance, Ltd. is an insurance company rated "A-" (Excellent) with a Financial Size of "XV" by A.M. Best.

Should the returns from successful investments be sufficient to cover the initial capital commitment, which would no longer require the insurance protection, the policy may be terminated, providing a reduction of the contingent premium to between 7% and 9.5%, based on when this occurs. All investments are subject to risk. Investments and recoveries are subject to expenses. The policy will cover permitted fund expenses up to an amount equal to 15% of capital commitments. The policy is subject to terms and conditions which should be reviewed in full and considered before a decision is made to proceed with insurance protection. The full insurance policy will be made available for review prior to consummating your capital commitment.





# LEXSHARES MARKETPLACE FUND II

**LexShares, Inc.**  
125 High Street  
25th Floor  
Boston, MA 02115

[investors@lexshares.com](mailto:investors@lexshares.com)  
(877) 290-4443



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# APPENDIX

# The Executive Leadership Team

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**Jay Greenberg**  
Co-Founder & CEO

Jay Greenberg is LexShares' Co-Founder and Chief Executive Officer, responsible for the strategic oversight and operational management of the firm.

Prior to founding LexShares, Mr. Greenberg worked in Deutsche Bank's technology investment banking group where he focused on merger and acquisition advisory, debt and equity financings primarily for enterprise software, technology services and financial technology companies. There, he advised on over \$13 billion of mergers and acquisitions and was involved in raising more than \$5 billion of equity and debt financing.

Mr. Greenberg holds a Bachelor of Science in Finance and Corporate Reporting & Analysis from Boston College where he graduated Magna Cum Laude. He also holds Series 79, 63, 82 and 65 licenses.



**Max Volsky**  
Co-Founder & CIO

Max Volsky is LexShares' Co-Founder and Chief Investment Officer, responsible for leading the firm's underwriting and investment strategies.

Prior to founding LexShares, Mr. Volsky was instrumental in fostering the growth of the litigation finance market for more than a decade, having overseen more than 10,000 investments in legal claims.

Mr. Volsky holds a Bachelor of Arts from New York University and a Juris Doctor degree from the Rutgers School of Law-Newark. He is a member of the New York State Bar and holds a Series 65 license. Max also authored the first book about litigation financing, titled *Investing in Justice: An Introduction to Legal Finance, Lawsuit Advances and Litigation Funding*.



# The Underwriting Team



**Max Schmidt**  
Managing Director of  
Investments

Max Schmidt is LexShares' Managing Director of Investments, where he is responsible for managing the underwriting of the firm's legal investment opportunities.

Prior to joining LexShares, Mr. Schmidt was Director of Underwriting at LexStone Capital, which specialized in commercial litigation finance. Mr. Schmidt was also President and Director of Underwriting at LawMax Legal Finance. Since 2002, Mr. Schmidt has reviewed more than 25,000 cases, making him one of the leading industry experts for evaluating litigation finance assets.

Mr. Schmidt holds a Bachelor of Arts in Economics with Honors from NYU, and a Juris Doctor from the Benjamin N. Cardozo School of Law at Yeshiva University. He is a member of the Bars of the states of New York and New Jersey, as well as the United States District Courts for the Southern District of New York, Eastern District of New York and District of New Jersey.



**Matthew Oxman**  
VP of Business Development  
& Investments

Matthew Oxman is LexShares' Vice President of Business Development & Investments, responsible for developing industry partnerships and key relationships, as well as underwriting investment opportunities.

Prior to joining LexShares, Mr. Oxman, an experienced attorney and investor, practiced litigation at Dewey & LeBoeuf LLP, where he specialized in antitrust law, securities law and white collar defense. While at Dewey, he successfully represented various multibillion dollar corporations in complex matters, including arbitrations, class action litigations, and state, federal, and international government investigations.

Mr. Oxman holds a Bachelor of Arts in Politics from Princeton University where he graduated Magna Cum Laude. He also holds a Juris Doctor from Columbia Law School and a Masters in Business Administration from NYU Stern School of Business. He is a member of the New York State Bar.



**Allen Yancy**  
Director of Investments

Allen Yancy is LexShares' Director of Investments, responsible for underwriting the firm's investment opportunities.

Prior to joining LexShares, Mr. Yancy practiced for over seven years at Weil, Gotshal & Manges in New York and Miami, where he successfully represented Fortune 500 companies in complex commercial litigation, including contract disputes, business torts, intellectual property and securities matters. Before Weil, he clerked for the Honorable Edward C. Prado on the Fifth Circuit Court of Appeals.

Most recently, Mr. Yancy served as counsel at The Shapiro Firm in New York. He holds a Bachelors of Arts in History from Harvard University, where he graduated Magna Cum Laude, and a Juris Doctor from Yale Law School.



**Kenneth Harmon**  
Director of Risk and Deputy  
General Counsel

Kenneth Harmon is LexShares' Director of Risk and Deputy General Counsel, responsible for evaluating investment opportunities and monitoring investments in legal claims.

Prior to joining LexShares, Mr. Harmon was a federal prosecutor who served over eight years as an Assistant US Attorney in the Southern District of Florida, and over twenty years as an Assistant US Attorney in the District of Colorado. He began his legal career as a litigation associate with Paul Weiss based in New York City, and has primarily focused on whistleblower matters and white-collar criminal and business-related disputes.

Mr. Harmon holds a Bachelor of Arts from the University of Pennsylvania where he graduated Magna Cum Laude, and a Juris Doctor from Harvard Law School. He is licensed to practice law in New York and Colorado and is a member of the Colorado, New York and Arapahoe Bar Associations.

# The Origination Team



**Matt Reason**  
VP of Investments  
& Partnerships

Matt Reason is LexShares' Vice President of Investments & Partnerships, responsible for leading the firm's origination and business development strategies, as well as engaging with clients to facilitate the end-to-end investment process.

Prior to joining LexShares, Mr. Reason raised millions for causes and led business development and partnerships for Booster.com, the community fundraising arm of CustomInk. He joined CustomInk through the acquisition of Spark Commerce, a company he co-founded that changed how online stores used digital gifts to transform the shopping experience.

Before Spark, Mr. Reason built sales operations for BuyWithMe, which he grew to \$30 million in annual sales and 190+ employees. He holds a Bachelor of Business Administration from Emory's Goizuetta Business School.



**Alex Wieck**  
Investments &  
Partnerships Analyst

Alex Wieck is LexShares' Investments & Partnerships Analyst, responsible for driving the firm's origination efforts, and developing relationships with key legal partners.

Prior to joining LexShares, Mr. Wieck was the Strategic Account Manager for Booster.com, the community fundraising arm of CustomInk. In that role, he focused on managing partnerships and relationships with the company's largest and most influential organizers. He also worked as the Residential Shift Manager for Leading Into New Communities, a non-profit organization focused on offender reintegration.

Mr. Wieck holds a Bachelor of Arts in Psychology and Bachelor of Fine Arts in Creative Non-Fiction, both from the University of North Carolina Wilmington.



**Richard Chapman**  
Origination Analyst

Richard Chapman is an Origination Analyst at LexShares, where he drives origination and education efforts for prospective legal clients.

Prior to joining LexShares, Mr. Chapman worked as an Outside Sales Associate for Worldwide Express, where he managed regional sales initiatives across multiple New England territories. Before Worldwide Express, he was a National Sales Associate for Strategic Value Media in Kansas City.

Mr. Chapman holds a Bachelor of Business Administration from Evangel University in Springfield, Missouri, where he played all four years on the men's basketball team.



**Lina Xing**  
Legal Analyst

Lina Xing is LexShares' Legal Analyst, responsible for assisting the underwriting team with evaluating investment opportunities and monitoring investments in legal claims.

Prior to LexShares, Ms. Xing was a litigation paralegal at Sanford Heisler Sharp, LLP, a boutique public-interest law firm specializing in employment discrimination, qui tam, and class-action litigation, where she assisted attorneys in all stages of discovery and motion practice.

Ms. Xing received her Bachelor of Arts in Political Science from Yale with honors, and a Master of Philosophy in Political Thought & Intellectual History from the University of Cambridge.



# The Technology, Marketing & Operations Team



**Dino Simone**  
VP of Engineering

Dino Simone is LexShares' Vice President of Engineering, responsible for the full-stack development and oversight of the firm's entire suite of technologies.

Prior to joining LexShares, Mr. Simone developed software tools for the network infrastructure team at Akamai Technologies. Previously, he served as the lead acquisitions engineer at Endurance International Group (EIG). There, he integrated more than five acquisitions, which helped establish EIG as one of the largest web hosting companies in the world.

Mr. Simone is also the Co-founder of The Black List, a two-sided marketplace for connecting screenwriting talent to industry professionals. He holds a Bachelor of Science in Computer Engineering from Tufts University and a Masters in Engineering Management from the Tufts Gordon Institute. Mr. Simone also holds CEH, CSM and Network+ certifications.



**David Shack**  
VP of Marketing &  
Product Strategy

David Shack is LexShares' Vice President of Marketing & Product Strategy, responsible for the firm's brand and growth activities, as well as the design and management of its product and technology initiatives.

Prior to joining LexShares, Mr. Shack led marketing at Flyp, a consumer mobile telecommunications startup that built an international calling and texting platform. Before Flyp, he co-founded Spogo, a mobile product in the sports gaming space, which was acquired by publicly traded NTN Buzztime.

Mr. Shack began his career building marketing programs for Panasonic, Volvo and LEGO at Arnold Worldwide, a global advertising agency. He holds a Bachelor of Science in Business Administration from the University of Richmond.



**Alec Shirkey**  
Marketing Strategist

Alec Shirkey is LexShares' Marketing Strategist, responsible for the firm's market education, media relations, and sales enablement initiatives.

Prior to joining LexShares, Mr. Shirkey planned and executed content marketing programs at Brainshark, a SaaS platform for B2B sales teams. Before Brainshark, he focused on content development and marketing in the sports world, as an early hire for digital media startup SEC Country and an in-house journalist for Major League Baseball.

Mr. Shirkey holds a Bachelor of Business Administration in Finance and a Bachelor of Arts in English from the University of Georgia.



**Ray Marchand**  
Investment Operations  
Analyst

Ray Marchand is LexShares' Investment Operations Analyst, responsible for the firm's investor relations, financial operations processes and compliance.

Prior to joining LexShares, Mr. Marchand was a Director of Investment Operations for Northwestern Mutual affiliated wealth management advisors. He also served as a purchasing analyst with Timken Aerospace, a manufacturer of helicopter transmissions.

Mr. Marchand holds a Bachelor of Science in Criminal Justice and Psychology from Westfield State University, and a Masters in Accounting from Southern New Hampshire University. He maintains Series 63, Series 6, and Series 7 licenses.