

On April 20, 2022 Andrew Poole, the Chief Executive Officer of Delwinds Insurance Acquisition Corp., which is party to a previously disclosed Transaction Agreement, dated as of February 24, 2022, with FOXO Technologies Inc., among other parties, through his social media accounts, shared the following posts on LinkedIn.



FOXO Technologies – Business Highlights*

Commercializing epigenetic science and AI to modernize life insurance and bring longevity to the forefront

**Information derived from FOXO Investor Presentation, dated February 24, 2022, a copy of which is contained in Exhibit 99.1 to Delwind's Current Report on Form 8-K filed with the SEC on February 25, 2022*

- FOXO plans to use proprietary epigenetic science to modernize the way life insurance policies are currently underwritten and the way customers benefit from buying life insurance policies
- What is Epigenetics?
 - Epigenetics is the study of how behaviors, lifestyle and environment impact the expression of a person's genetic code. Epigenetics change over time and can be impacted by various health and life-style factors such as diet, exercise, and smoking.
 - FOXO has identified patterns of DNA methylation at over 800,000 (CpG) sites along the epigenome that correlate to measures of health and wellness and can be used to inform life insurance risk classifications.
- Current Life Insurance Industry Practices
 - Today the industry relies heavily on medical underwriting, which includes blood and urine collection and is expensive, time-consuming and invasive, and can be a significant customer deterrent, resulting in many lost sales
 - Some life insurance carriers employ accelerated underwriting techniques, where no medical exam or fluid collection is required, but in many cases these are not sufficiently accurate to be applicable for larger face value policies or useful with regard to older age applicants
- Saliva-Based Epigenetic Underwriting
 - FOXO intends to introduce saliva-based epigenetic underwriting to the life insurance industry, as an addition to current insurance underwriting techniques.
 - By supplementing accelerated underwriting with FOXO's saliva testing protocols, FOXO aims to improve underwriting accuracy and enable life insurance carriers to address complex underwriting risks and provide larger face value policies on an accelerated basis, while also creating a faster and more user-friendly sales process for agents and consumers.
- FOXO's Goals and 'Value-Add'
 - FOXO plans to:
 - Provide life insurers valuable information for risk assessment and policy underwriting
 - Use FOXO's proprietary technology to generate "longevity reports" for insurers to deliver to customers alongside policies sold
 - FOXO longevity reports will be tangible deliverables for life insurance customers, who currently receive only posthumous benefits from life insurance policies
 - Customers may be able to use the information contained in FOXO longevity reports to improve their health or make decisions to favorably impact their longevity





Andrew Poole

Chairman and Chief Executive Officer at Delwinds Insurance Acquisition Corp.
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Some info on \$DWIN and [FOXO Technologies](#)

IMPORTANT INFO: bit.ly/3vDwnJU

The world has seen a rapid escalation of scientific advancements in recent years leading many to say we are in the "Biological Century". One specific area that has garnered increased attention has been longevity science, where the goal is to help people live healthier longer. @foxo_tech has a mission of making longevity science fundamental to life insurance, which will align the interests of consumers with insurance companies. Insurance policies are expected to be bundled with epigenetic based health and wellness reports, to give consumers the knowledge and power to live longer and healthier. @foxo_tech also plans to commercialize their proprietary epigenetic science to introduce saliva-based underwriting, which is expected to have many advantages over traditional medical underwriting using blood and urine. We believe the life insurance industry is overdue for innovation and our SPAC platform \$DWIN [Delwinds Insurance Acquisition Corporation](#) is excited to partner with a company like @foxo_tech that has the opportunity to really make a difference [#SPAC](#) [#insurtech](#) [#epigenetics](#)

- In the United States there is currently a \$25 trillion mortality protection gap, which suggests millions of people are potentially underinsured or uninsured against the death of a loved one, and many households are not well prepared to handle the loss of the primary breadwinner's income.
- Despite the clear need for increased life insurance penetration, both incumbent and new market entrants have struggled innovate in a significant way and as a result there has been little improvement in the mortality gap in recent years.
- Newer to market insurtech companies have been focused on the smaller, direct to consumer subsegment, and innovation has been limited to digital sales.
- FOXO products and technology, by contrast, have potential applicability for the entire individual life insurance market (direct and agent-sold, term and permanent) with enhanced underwriting protocols and offering value at point of sale with the FOXO's longevity report



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