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# FOXO Technologies Announces First Distribution Partner and Begins Product Rollout in California; Expands Executive Team With Insurance Industry Talent

- *Recruits first distribution partner representing over 4,000 independent agents*
- *FOXO LIFE to hold its first agent recruitment events in Southern California*
- *James Grauel, Jr. appointed as Chief Distribution Officer of FOXO LIFE*

MINNEAPOLIS--(BUSINESS WIRE)-- FOXO Technologies Inc. (NYSEAM: FOXO), a technology platform company whose products and services seek to address long-standing, core problems within the life insurance industry through epigenetic longevity science, today announced that its insurance distribution subsidiary, FOXO LIFE, recruited its first distribution partner, California-based BGA Insurance, to begin rolling out Life Insurance Designed to Keep You Alive™ to agents across the state. FOXO also announced the appointment of James Grauel, Jr. as Chief Distribution Officer ("CDO") of FOXO LIFE to spearhead the launch of longevity-focused life insurance products with independent agents.

FOXO LIFE is partnering with leading independent insurance agencies across the United States who share its vision and goal of modernizing the industry. Grauel joins the team with decades of experience working in the life insurance industry from both the carrier and independent agent distribution viewpoints. As CDO, Grauel will manage the development of FOXO LIFE's network of independent agents selling longevity science-powered life insurance.

"I am thrilled to join a team that is building the most exciting thing I've seen in this industry over the course of my career," said **Jim Grauel, Jr., Chief Distribution Officer of FOXO LIFE.** "Creating more value for life insurance consumers by aligning their healthy longevity with the natural financial interest of life insurance carriers is an incredible and obvious innovation the industry needs."

FOXO LIFE will be holding its first agent distribution rollout events in Southern California with BGA Insurance, its first broker-general agent, who represents over 4,000 independent agents who are now able to sell life insurance products with FOXO LIFE's Longevity Report.

"We are excited to work with FOXO LIFE to bring our agent base the opportunity to reframe the life insurance conversation from death protection, to life, health, and longevity," said Barry Zimmerman, President. "The real game changer will be when FOXO LIFE introduces saliva-based underwriting protocols to mitigate the need for blood and urine specimen collection."

FOXO LIFE's first agent recruitment events will be held:

- October 19th in Huntington Beach
- November 1st in San Diego
- November 2nd in Los Angeles, El Segundo
- November 3rd in Sacramento, Roseville

For agents interested in attending an event – contact Alicia at sales@foxolife.com or 888.405.8957.

"We like to say that FOXO LIFE was created by agents, for agents," said **Jon Sabes, Founder and CEO of FOXO.** "This means that the products and services we are bringing to market are designed to address major industry pain points that fall most directly on agents. Making it easier and more exciting for agents to sell life insurance is our first order of business."

Today's news comes four weeks after FOXO became a publicly traded company on the New York Stock Exchange American under the symbol "FOXO" via its merger with Delwinds Insurance Acquisition Corp ("Delwinds"), valuing the combined company at an estimated enterprise value of $369 million.

**About FOXO Technologies Inc. ("FOXO")**

FOXO is a technology platform company focused on commercializing longevity science through products and services that serve the life insurance industry. FOXO's epigenetic technology applies AI to DNA methylation to identify molecular biomarkers of human health and aging. FOXO seeks to modernize the life insurance industry by simplifying the consumer underwriting journey with saliva-based biomarkers and enhancing life insurance's consumer value proposition with the FOXO Longevity Report™. For more information about FOXO, visit www.foxotechnologies.com. For more information about FOXO LIFE, visit www.foxolife.com. For investor information and updates, visit https://foxotechnologies.com/investors/.

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**Forward-Looking Statements**

This press release contains certain forward-looking statements for purposes of the "safe harbor" provisions under the United States Private Securities Litigation Reform Act of 1995. Any statements other than statements of historical fact contained herein, including statements as to future results of operations and financial position, planned products and services, business strategy and plans, objectives of management for future operations of FOXO, market size and growth opportunities, competitive position and technological and market trends, are forward-looking statements. Such forward-looking statements include, but not limited to, expectations, hopes, beliefs, intentions, plans, prospects, financial results or strategies regarding FOXO and the future held by management teams of FOXO, the future financial condition and performance of FOXO and the products and markets and expected future performance and market opportunities of FOXO. These forward-looking statements generally are identified by the words “anticipate,” “believe,” “could,” “expect,” “estimate,” “future,” “intend,” “strategy,” “may,” “might,” “strategy,” “opportunity,” “plan,” project,” “possible,” “potential,” “project,” “predict,” “scales,” “representative of,” “valuation,” “should,” “will,” “would,” “will be,” “will continue,” “will likely result,” and similar expressions, but the absence of these words does not mean that a statement is not forward-looking. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. Many factors could cause actual future events to differ materially from the forward-looking statements in this press release, including but not limited to: (i) the risk that changes in the competitive and highly regulated industries in which FOXO operates, variations in operating performance across competitors, changes in laws and regulations affecting FOXO’s business, and changes in the combined capital structure, (ii) the ability to implement FOXO’s business plans, forecasts, and other expectations, (iii) potential inability of FOXO to establish or maintain relationships required to advance its goals or to achieve its commercialization and development plans, (iv) the enforceability of FOXO’s intellectual property, including its patents and the potential infringement on the intellectual property rights of others, and (v) the risk of downturns and a changing regulatory landscape in the highly competitive biotechnology industry or in the markets or industries in which FOXO’s prospective customers operate, including the highly regulated insurance industry. The foregoing list of factors is not exhaustive. Readers should carefully consider the foregoing factors and the other risks and uncertainties described in the “Risk Factors” filed with the SEC, and risks and uncertainties indicated in the Registration Statement, including those set forth under “Risk Factors” therein, and other documents filed or to be filed by FOXO from time to time with the SEC. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and FOXO assumes no obligation and do not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise.



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