



For immediate release

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THIRD ELSA INVESTOR SUMMIT TO BE HELD IN LONDON

The European Life Settlement Association (ELSA) will host its Third Investor Summit, entitled “A New Spring in the Life Settlements Market: The Re-emergence of an Alternative Asset Class”, on Wednesday 25th September at the Institute of Directors in London.

The re-emerging of the life settlements market is characterised by a reinvigorated industry driven by new research confirming its excellent potential for return to investors; better and more effective regulation; and increased interest in the potential benefits to policy holders.

Leading figures from the industry will provide insight into the current key issues in the life settlements markets including the dynamics of investor demand vs policy supply; regulatory developments and transparency; the benefits to consumers of new applications of life settlements; the evolution of the market to date; viability of stop-loss and performance guarantee products; use of life expectancy estimates and mortality distributions; and raising long-term debt financing in difficult times.

ELSA Chair Simon Erritt states, “The life settlements market has recently turned a corner, entering into a new and promising phase of its evolution. This year’s ELSA Investor Summit will highlight these recent changes and the potential for growth and expansion that will be of great benefit to investors.”

NOTES TO EDITORS

ABOUT LIFE SETTLEMENTS

Life settlements are the sale of a life insurance policy by its owner to a purchaser that pays the owner a cash settlement. As an alternative to the lapse or surrender of a life insurance policy American policyowners have the right to sell their policies and receive

a market value for their property. Life settlements are regulated in 42 of the United States, covering more than 90 percent of the US population.

According to a 2010 US government report on life settlements, policy owners entering into a life settlement received \$5.62 billion more than they would have received from their life insurer for the years 2006-2009. The report also estimated that the life settlement market grew from \$200 million in 1998 to a between \$5.5 and nearly \$13 billion in the years 2006-2009. Today, the life settlement market today is estimated at between \$4-7 billion.

A 2011 Conning Research & Consulting report, entitled "Life Settlements: An Asset Class Resets", while detailing the risks and past performance of life settlement investments stated that "[a]s the life settlement market reboots, investors will continue to find an opportunity to make returns that are higher than other fixed income investments" and pointed out that investors "will find clearer, and more stable, regulation" and "a legal landscape that has seen several recent cases that strengthened their ability to receive death benefits."

ABOUT ELSA

The European Life Settlement Association (ELSA) was founded in 2009 to set standards for the European life settlement industry. We represent European funding sources, service providers and intermediaries in the life settlement market who are looking to promote transparency by providing accurate, authoritative information to retail and institutional investors, regulatory bodies and the media. Our focus is on the promotion of best practice and the positive development of the European life settlement industry's reputation amongst all stakeholders. We encourage fair competition and investor protection within the European market.

www.elsa-sls.org

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