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January 12, 2006 PR Newswire US **Conning Research: Life Settlements**

**Market Grows to \$5.5 Billion in 2005**

HARTFORD, Conn., Jan. 12 /PRNewswire/— The life settlements market continues to expand rapidly despite some continuing obstacles, according to a new study by Conning Research and Consulting, Inc. Life settlements provide a secondary market alternative to seniors who hold policies they think they no longer want or need. As this market grows, it can provide an attractive alternative to surrender, assuming that the current trend towards increased transparency and disclosure continues.

"Conning estimates that the life settlements market grew to \$5.5 billion in face amount in 2005 thanks to available capital and continued aggressive marketing to producers. This is more than double our earlier \$2.0 billion estimate of the 2002 life settlements market," said George McKeon, analyst at Conning Research & Consulting. "We have seen this move from a capital constrained market struggling for respect to one where there is a lot of capital chasing a limited number of policies available for purchase."

The Conning Research study, "Life Settlements: The Concept Catches On" analyzes and presents the life settlements market's characteristics and drivers, along with the future outlook for the market.

"With the amount of capital available to this market, life settlements are here to stay," said Stephan Christiansen, director of research at Conning Research. "While the settlements market still carries some baggage from the earlier viatical market from which it originated, it is now clearly separate, with signs that it is maturing as it grows. Life insurers need to anticipate the growing impact of life settlements in their ongoing product development and pricing."

"Life Settlements: The Concept Catches On" is available for purchase from Conning Research & Consulting, Inc., by calling (888) 707-1177 or by visiting the company's web site at <http://www.conningresearch.com/>.

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