

MPL SEES GROUNDSWELL OF INTEREST IN LIFE SETTLEMENT FUNDS IN ASIA

- **MPL is first provider to gain regulatory approval for life settlement fund in Korea**
- **Pension funds focusing on LDI show 'intense' interest in life settlements**

**London, 02.02.2010** – Managing Partners Limited (MPL), the international investment company that manages funds that invest in life settlements, is encountering a groundswell of investor interest in Asia, having become the first company to have a life settlement fund authorised for distribution to institutions in South Korea and completing a marathon tour of presentations to pension scheme providers in Japan.

MPL's Traded Policies Fund (the 'Fund') has been filed with the Financial Services Commission (Financial Supervisory Service) in South Korea and was registered as of December 2009, authorising it to be distributed to institutions. MPL is also in advanced discussions with two asset management companies in Korea with a view to launching feeder funds into the Fund.

Jeremy Leach, MPL's Managing Director, and Harvey Athwal, MPL's Sales Director for Asia, have also just completed a tour of 55 pension schemes in Tokyo and Osaka, where they presented on the benefits of the Fund and life settlements as an asset class. MPL has also signed a distribution deal with a Japanese asset management company that will distribute the Fund in Japan.

Life settlements are US-issued, whole of life assurance policies sold before the maturity date to allow the original owner to enjoy some of the benefits during their lifetime.

**Jeremy Leach** commented: "Asia is proving to be a key market for us with intense interest from investors in several countries, but particularly Japan and Korea. We are finding that liability driven investment is becoming increasingly important to pension funds in Asia, which appreciate the steady, incremental returns that life settlements offer as an asset class, irrespective of what is happening elsewhere on financial markets. Investors only have to look at how life settlement funds performed during the financial crisis of the last two years to see that they truly proved themselves in some of the most difficult conditions imaginable."

**Harvey Athwal** commented: "We were extremely pleased by the positive reception we had from pension scheme providers in Japan. They are typically wary of equities and are drawn towards safety



assets with steady returns and extremely low volatility. Also, anything above a 6% annual return is considered to be excellent in Japan. The pension scheme providers we met clearly understood a fund that is based upon mortality rates and tables - which every actuary understands - and that provides a predictable return with a super-low volatility.”

The Traded Policies Fund is available as institutional share classes in Japanese Yen, US dollar, Euro and Sterling denominations. Growth share classes, which are suitable for retail investors, are available in Japanese Yen, US dollar, Euro, Sterling and Swedish Krona. The Fund is fully hedged in these currencies. The longest-running share class in the fund, the US dollar institutional, was launched on 30 June 2004 and has returned 59% since then up to 1 January 2010, net of all charges. Over the year to that date, it returned 8.72%.

In April last year, MPL also opened an office in Hong Kong to meet a significant growth in demand from Asian investors for the asset class. In November, it published in traditional Chinese a translated version of a report by Professor Merlin Stone of the UK’s Bristol Business School that provided a major insight into the burgeoning market for life settlements. The report is available free to investors from Managing Partners Limited’s (MPL) website: [www.managing-partners.com](http://www.managing-partners.com).

Professor Stone’s report, entitled **The Market for Traded Life Policies**, contained research that showed both institutional and retail investors significantly stepped up their investment in life settlements as they sought assets uncorrelated to equities or bonds during the financial crisis.

**Professor Merlin Stone** said: “The returns delivered by just about any other asset class over the last couple of years stand in stark contrast to those delivered by life settlements. There aren’t many other investments that have delivered double-digit returns in the markets we have seen in that time and institutional investors are increasingly recognising the value of life settlements as an asset class.”

**For more information please contact:**

Harvey Athwal  
Sales Director  
[hathwal@managing-partners.com](mailto:hathwal@managing-partners.com)  
+852 6770 4171