



December 30, 2018

To whom it may concern:

The Life Insurance Settlement Association ("LISA") is the largest international trade association representing the interests of the public and its members in the life settlement sector of the life insurance industry. Since 1994 LISA has actively worked with various federal and state regulators and their respective agencies to promote the benefits of the life settlement option and to advocate for comprehensive consumer disclosure and protections in a support of our marketplace. Protecting the consumers right to sell their personal life insurance property they may no longer need or can afford. During this timeframe, forty-three (43) states, representing more than ninety percent (90%) of the US population who own life insurance, have promulgated and modernized regulations to provide an active and well-regulated marketplace through which consumers can access the excess value of their unwanted or unneeded policies. LISA has also had the opportunity to support similar efforts in other countries including the United Kingdom, Germany and Japan.

While we understand that the Canadian life settlement market is lagging that of the U.S. and other developed countries, it is our understanding that this is due to insurance regulations in some provinces that are inclined toward preserving the rights of life insurers to limit the access of Canadian consumers to a regulated secondary market. LISA is working work closely with one of our member companies, Canadian Life Settlements Inc. ("CLS") and its CEO, Paul Tyers to support their efforts to work with Canadian regulators to establish and configure a vibrant, well-regulated secondary market in Canada.

Mr. Tyers has been asked to keep us abreast of any regulatory developments in the Canadian market and we have promised him the support we provide to each of our members to promote and protect consumer rights and their ability to access the full economic value of their life insurance property in the life settlement marketplace.

Respectfully yours,

A handwritten signature in black ink that reads "Darwin M. Bayston". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Darwin M. Bayston, CFA
President and Chief Executive Officer