

Senior citizens in Canada walk away from almost as much money in existing life insurance as is raised in all charitable giving across the country. Every year, people over the age of 70 abandon close to \$7 billion of their insurance for little or no value compared to \$10 billion raised by charities.<sup>(1)</sup> You can substantially increase your annual giving by accessing some of this abandoned insurance and, in turn, help seniors obtain the financial value they deserve after decades of paying premiums. Saskatchewan, Quebec, Nova Scotia and New Brunswick are the four provinces that allow the sale of life insurance.<sup>(2)</sup>

Turn your  
small donors  
into major  
givers.

## SUITABLE POLICIES

- Whole, universal or term-to-100 policies
- Insured lives over age 70
- In-force for greater than 2 years
- Death benefit between \$250,000 and \$3 million
- Issued and sold in Saskatchewan, Quebec, New Brunswick or Nova Scotia<sup>(3)</sup>

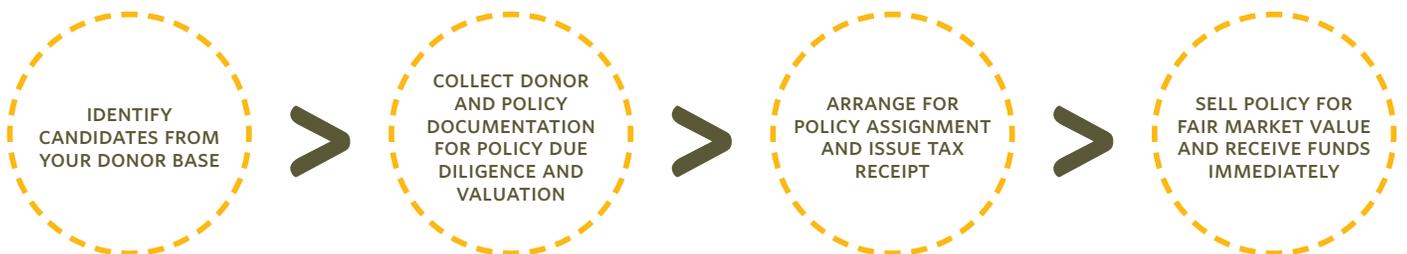
## ADVANTAGES TO FOUNDATIONS AND CHARITIES

- » Access an untapped source of funds representing hundreds of millions of dollars
- » Receive large cash proceeds immediately as a result of donations of life insurance that would otherwise be abandoned
- » Acquirer pays fair market value<sup>(4)</sup>, funds the premiums and collects the benefit on maturity so there is no financial requirement to maintain the policy and the proceeds can be used immediately and without restriction

## ADVANTAGES TO SENIORS

- » Receive a valuable tax receipt for their donation of insurance<sup>(5)</sup>
- » Eliminates the burden of annual premium expenses for insurance that is unaffordable or no longer needed
- » Fund retirement living and/or long-term care expenses
- » Have extra cash to use for gifts or paying off debt

## SUMMARY OF PROCESS



General Enquiries

1 (888) 950-8445 | [www.perisen.com](http://www.perisen.com)



### LIFE SETTLEMENTS AS A GLOBAL MARKET

In the United States, life settlements have been in existence for more than 100 years when the U.S. Supreme Court established them as property in *Grigsby v. Russell*, 222 U.S. 149 (1911). Over the last two decades, the development of a stringent regulatory framework has paved the way for major global investors such as Berkshire Hathaway, Apollo Global Management, The Blackstone Group and California Public Employee Retirement System, to make significant investments in the asset class. The market has grown to over \$60 billion today.

### PERISEN LIFE SETTLEMENTS

Perisen Life Settlements Corporation I was formed in late 2013 with the mandate to purchase Canadian and U.S. life settlements. The portfolio is managed by Spartan Fund Management<sup>(6)</sup>, a Toronto-based investment fund manager that specializes in emerging investment strategies, and sub-advised by SL Investment Management<sup>(7)</sup>, a U.K.-based life settlements asset manager with over 20 years' experience in the global longevity markets.



Canada's first  
mainstream  
life settlements  
option backed  
by world class  
expertise.

#### Footnotes

- (1) Based on a joint study by Society of Actuaries and Life Insurance Market Research Association (2013); Perisen believes Canadian lapse statistics are similar.
- (2) There is currently no licensing required to facilitate the sale of a life insurance policy in the provinces in Canada where it is legally permitted; Perisen follows procedures consistent with U.S. state regulations.
- (3) Life insurance policies can only be acquired in the provinces of Saskatchewan, Quebec, New Brunswick and Nova Scotia. Perisen will not acquire policies underwritten in other provinces, by residents of other provinces or on insured persons resident in other provinces.
- (4) Price is dependent on life expectancy, premium level, total benefit, cash value, loan value and other terms; suitable policies likely to be valued between 10% and 30% of total benefit; pricing reflects cash value retained to fund future premiums.
- (5) Advice should be sought from a professional tax advisor in connection with the issuance of tax receipts.
- (6) Spartan Fund Management Inc. is the manager and investment advisor to Perisen Life Settlements Corporation I Inc. The manager is registered with the Ontario Securities Commission as an investment fund manager, a portfolio manager, a commodity trading manager and an exempt market dealer, is registered in Québec as an investment fund manager and a portfolio manager and is registered in Alberta and Nova Scotia as an exempt market dealer.
- (7) SL Investment Management Limited is the sub-advisor to Perisen Life Settlements Corporation I Inc. and is authorized and regulated by the Financial Conduct Authority in the United Kingdom as an Investment Manager and Investment Advisor and maintains a passport with the Markets in Financial Instruments Directive of the European Commission.

#### Disclosures

- (1) All parties should seek their own independent professional legal, tax and financial advice prior to engaging in a life settlement transaction.
- (2) Life insurance policies can only be acquired in the provinces of Saskatchewan, Quebec, New Brunswick and Nova Scotia. Perisen will not acquire policies underwritten in other provinces, by residents of other provinces or on insured persons resident in other provinces.
- (3) Financial advisors, insurance brokers and agents and other advisors that are party to agency agreements with life insurance companies in Canada should consult their agreements prior to facilitating the sale of a life insurance policy on behalf of their clients. Certain agreements prohibit agents from participating in these transactions. Advisors seeking to assist their clients in receiving additional information may direct them to our attention by phone or email or to our website at [www.perisen.com](http://www.perisen.com).
- (4) A change of ownership of a policy may in the future limit the insured's ability to purchase future insurance as a result of limits on how much coverage insurers will issue.
- (5) Policy sellers/donators will be required to consent to access to medical records for purposes of evaluating the life insurance policy. This information will be maintained on a confidential basis.
- (6) The sale of securities such as investment in a life settlements fund are regulated under the provincial Securities