

## Press Release

**FOR IMMEDIATE RELEASE**

**March 29, 2012**

### **ILMA WELCOMES WILMINGTON TRUST AS ALLIED MEMBER** *Becomes Tenth Allied Member to growing Trade Association*

WASHINGTON, D.C. – The Institutional Life Markets Association (ILMA) is pleased to welcome Wilmington Trust to the not-for-profit trade association as an Allied Member.

“Wilmington Trust is looking forward to becoming part of the ILMA organization and helping open and support the longevity and mortality life insurance markets,” said Joe Nardi, Wilmington Trust Life Insurance Services Division Manager. “Wilmington Trust is committed to developing this asset class in a prudent manner and supporting the institutional investors that participate in it.”

“ILMA membership is bringing together an outstanding group of companies working in the longevity-mortality markets,” said Jack Kelly, ILMA Managing Director. “ILMA’s efforts representing the interest of investors in this marketplace are strengthened by each quality new member like Wilmington Trust joining the association.”

Membership in ILMA provides networking opportunities with fellow members, research and regulatory updates, and input into ILMA’s agenda, collectively joining and creating a substantial voice in the future direction of the longevity-mortality markets.

ILMA Members agree to comply with ILMA’s “Guiding Principles” which were developed by ILMA leadership to facilitate the promulgation of appropriate regulation and the development of industry “best practices.” The “Guiding Principles” focus on transparency, consumer choices, fiduciary duty, insurable interest principle, policy origination, protection of insured’s identity, competition, and marketplace education.

Wilmington Trust provides institutional services and customized solutions for clients worldwide. It specializes in serving those who use capital markets financing structures and who seek to establish or maintain nexus or legal residency for special purpose entities. Wilmington Trust is distinguished from many of its competitors by the depth of experience and expertise of its global staff, its multi-jurisdictional presence, and its reputation for superior service and execution. Wilmington Trust serves as verification agent, escrow agent, trustee, securities intermediary, premium paying agent, and other similar roles in life settlement and life insurance premium finance transactions.

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#### About ILMA:

ILMA is a not-for-profit trade association focused on the longevity marketplace. By creating innovative capital market solutions, ILMA members seek to expand consumer choice in one of their most important assets - their life insurance. The Association is a leader in establishing best practices and in raising awareness about this growing and vital industry.

ILMA’s MISSION is to expand and apply capital market solutions in life insurance, educate consumers that their insurance may be a valuable asset, expand consumer choices about how to manage it, and support the responsible growth and regulation of the industry. We believe that expanded consumer choice and full disclosure of all fees is good for the consumer and for the industry.

In 2010, ILMA released the “Life Settlement Provider Best Practices”, a guide of minimum compliance and diligence procedures for life settlement providers which is available at <http://www.lifemarketsassociation.org/>.

#### About Wilmington Trust:

Wilmington Trust provides Wealth Advisory Services for high-net-worth clients throughout the United States and Europe, and Corporate Client Services for institutional clients throughout the world. Wilmington Trust has offices in Arizona, California, Connecticut, Delaware, Florida, Georgia, Maryland, Massachusetts, Michigan, Minnesota, Nevada, New Jersey, New York, Pennsylvania, South Carolina, Texas, Vermont, the Cayman Islands, the Channel Islands, London, Dublin, Frankfurt, Luxembourg, and Amsterdam. Wilmington Trust is an M&T Bank company. For more information, visit [wilmingtontrust.com](http://wilmingtontrust.com).