



Specialist insurance for the
Life Science sector



**Life Sciences | Biotech | Pharmaceuticals | E-health | Healthcare
IT | Medical technology | Bionanotechnology | Science Parks
& Incubators | Investors**

Partners&

- People who stand shoulder to shoulder with you
- Advice that makes a difference
- Outcomes that shape your future
- Global capability, on your doorstep

What are the risks facing the **Life Science** sector?

The **Life Science** sector is a key driver of innovation and growth globally – and companies are under pressure to innovate at pace as revenue declines after patent expiry. But working at the cutting edge presents significant challenges.



What if...

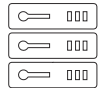
...you're accused of **IP infringement** – patents, copyrights, trademarks, domain name rights? Or your own IP is infringed? Intellectual property is the holy grail; but what if someone else claimed your idea - in India? Do you have the right **IP insurance**?



...your **R&D materials** are lost in a power outage? Did you ask about **stock deterioration** insurance?



...a **data breach** lands you in court? More than half of all cyber incidents start with employees, and the average breach costs \$4 million. Are your **risk management** processes and **cyber liability insurance** fit for purpose?



...your **clinical trial** goes pear-shaped? Nearly 25% of US class actions in 2019 were against **Life Science** companies*. Where do you start with **clinical trials liability**? We'll review your protocol and patient consent forms to secure the right protection to satisfy the ethics committee.



...you inadvertently supply **counterfeit drugs**? The counterfeit pharmaceuticals market is worth \$200 billion a year**, greater than almost everything else in the underground economy, including human trafficking and illegal arms sales.



*Packaging World, November 2019

**Dechert Survey, 2019



...your **supply chain** is compromised? Business interruption, including supply chain failures, remains the top peril for companies worldwide – and Brexit, Covid and climate-related natural disasters are adding to the risk.



... you're planning a funding round or acquisition - or perhaps you're heading for the exit? Fundraising, M&A, trade sales and IPOs make you vulnerable. We'll explain the pitfalls and help you ring-fence your liabilities with **warranties & indemnities insurance**.



...you're sued for contract breach or a client dispute threatens to escalate? Will your brand and relationships suffer a very public spat? **Errors & omissions insurance** with **brand protection** can really help.



...you're **an investor?** Bought into the vision, like the team, love their business plan? Now, wouldn't it clinch it if your investment could be comprehensively protected? We can help with this too.



...your **board members** are sued personally for their decisions?

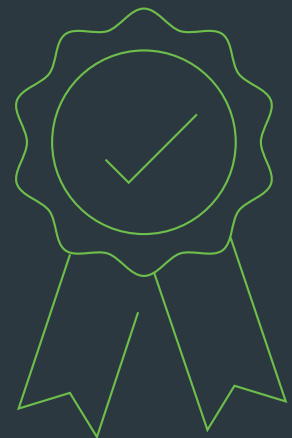


...gaps appear between your **US and UK insurances?**

What about the **people risk** in your business?

What if something happens to a **shareholder** – or a **key rainmaker** falls critically ill – could it impact your income?

How do you **attract great people** in the war for talent? Looking after the wellbeing of your people helps keep them motivated, loyal and productive. Have you considered how **employee benefits** could make you stand out from the crowd?





The **right insurance** advice can make the difference.

Does your insurance adviser really **'get'** what you do you? Do they understand the value in your R&D materials - the months of blood, sweat and tears invested in critical cell lines or a beautiful piece of code?

What about H&S on site? Do you have access to expert **risk management** that can help keep you, your people and anyone visiting your premises safe?

Are you protected if an employee were to leave under difficult circumstances? Do you have the **HR/legal advice** in place to mitigate against any reputational or financial damage?

Insurance is based on historical data – but in **Life Science**, there may be little precedent for the emerging risks.

You need an adviser who understands the risk inherent in your business – from **biomaterials** to **IP Infringement** and **supply chain risk**.

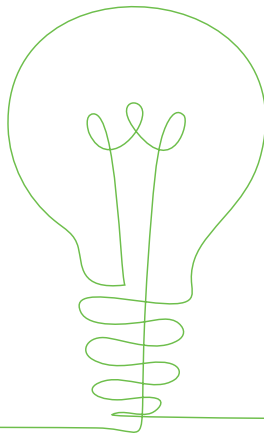
From IP to IPO, the **Partners& specialist Life Science** team can help you protect your business with smart, flexible, high-performance insurance, business protection and employee benefits programmes, with a friendly human UI, tailoring a package to your needs.



Science is fast-paced, global and borderless.

Exposing you to new risks and liabilities, often in unfamiliar places – even legislation is struggling to keep pace. We have earned a reputation as insurance gurus for the innovative, emergent and plain disruptive, helping clients unlock opportunities for growth.

As a specialist with international capability, we understand the pressures and complex risks you face... **we speak your language.**







keeping your **business** **safe** as it grows.

With our ecosystem of trusted advisers across the sector, we keep abreast of the shifting sands of emerging risk, regulation, legislation, and compliance. With this wide-angle insight and a data-driven approach, we can advise you on keeping your business safe as it grows.

“

Thanks for all of your help with this, you've been incredibly helpful!

– Paul H, Life Science client

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The Partners& difference

“Focused on building **long-term**, supportive **relationships** and business understanding. We couldn't ask for more from an insurance broker”

– Eric M, CEO at Endomag



Technical expertise and international capability are givens. What makes us different?

#1 The quality of our advice – getting the right advice genuinely makes a difference to your business. We take time to analyse your risk environment and give you the tools to manage it – a combination of expert risk management advice and insurance that fits like a glove at every stage of your growth. Effectively, we're helping you to build an immune system for your business.

#2 The quality of our people: we're a team of specialists with over 100 years' collective **Life Science** experience. Our job satisfaction comes from knowing that our clients have the right cover that will kick in when things go wrong.

#3 The quality of our delivery: we also understand the competitive commercial environment of **Life Science**, the risks and pressures you face – and our clients love our approachable, flexible and responsive approach. We have a proven track record of working with entrepreneurs and supporting them to fast-track their business safely. And if you're expanding overseas, we can do that too.

“ I like that you can put together a small package suitable for us as a start-up that this can be easily adapted as our needs develop without breaking the bank on the way! – Mark, start-up client ”

Our **values** are in our **DNA**

Progressive: We're always looking to make improvements and challenge conventional thinking. We encourage and nurture ambition, growth and a can-do attitude.

Approachable: We strive to make things easy, cutting through the noise and providing advice that's clear and easy to understand.

Collaborative: We understand that the needs of our clients are changing, and we work together to develop bespoke and appropriate programmes that meet their needs.

Enablers: Our insights and expertise provide the reassurance, security and advice that enable our clients to achieve their business objectives and personal ambitions.

It's no coincidence that these values spell out **PACE**
It reflects our energy, dynamism and optimism.

P
A
C
E





“When you get **good service** it’s
worth **shouting about...**”

Partners& will help you to map out pitfalls and tread confidently as your enterprise grows and changes. And if you need to make a claim, we’ll stand shoulder to shoulder with you, getting you back on your feet fast and supporting you through the next challenge.

Consequential loss
Commercial general liability
Professional indemnity
Employers' liability
R&D insurance
Key person insurance
Environmental liability
Product liability
Employment practices liability
Business travel & overseas working
Intellectual property infringement
Terrorism insurance
Business interruption
Lab insurance
Property & network protection
Stock deterioration
Mergers & acquisitions
Data recompilation & breach notification
Cyber liability
Professional liability insurance
Product recall
Clinical trials liability
Risk management
Supply chain insurance
Directors' & officers' liability

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I feel we're in safe hands, with people who understand what we do.

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Chartered

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