



UNCOMMONLY INDEPENDENT

Stay Connected

Life Sciences

Lockton Global Real Estate and Construction

locktonglobalreac.co.uk

OVERVIEW

Lockton is the world's largest privately owned global insurance broker

Lockton is a **global professional services firm** with over 8,500 Associates who advise clients on protecting their people, property and reputations. Lockton has grown to become the world's largest privately held, independent insurance broker by helping clients achieve their business objectives.

For nine consecutive years, Business Insurance magazine has recognised Lockton as a **'Best Place to Work in Insurance'**.

Our **97% client retention** rate speaks for itself.

8,500+

Associates

97%

Client retention rate

\$39.5b+

Premiums placed

65,000+

Clients

125

Clients in over 125 countries

100+

Offices worldwide

13.4%

Annual organic growth since 2000

\$2.16bn

Billion revenue

30+

Global partnerships in over 130 countries

OUR EXPERTISE

Insurance solutions built
around you.

In the last few years, the life sciences sector has been growing at an exponential rate. To support this expansion, there is an urgent requirement for laboratory, office and ancillary space.

Lockton Global Real Estate and Construction (GREAC) has a track record of delivering exceptional insurance solutions for our real estate and developer clients in the life sciences sector. We challenge the insurance market, finding innovative ways to deliver the optimum programme for each client's unique requirements.

We will work closely with you to understand your individual requirements and shape our service around your needs. For us, this is not a static task. We will strategically plan and adapt our service across all lines of business, to always be ready for your next move or challenge and to ensure you are adequately protected for the long-term.

We act as a committed partner to our clients, adapting our approach to meet their changing needs.

Our clients work with:



Pharma and biotech



Drug discovery, research and development



Pharmatech



Medtech



Agricultural biotech



Industrial biotech

PROVEN TRACK RECORD

We put our clients needs first.

We have been designing and arranging real estate and construction insurance programmes for life science assets in the UK and Europe* for many years, well before the sector grew rapidly. During this time we have worked hard to educate insurers and built bespoke policy structures which include nuanced covers. We represent key life science owners and developers and our broad policy wording covers the insurance requirements of a life science investor.

*All of our clients' EEA insurance placements are managed through Lockton European Brokers Limited (LEBL).

We arrange cover for over EUR 2 billion of Sum Insured into the insurance market for life science assets across the UK and Europe.



- UK (GBP 1.7bn)**
- Germany (EUR 95m)**
- Poland (EUR 75m)**
- Italy (EUR 57m)**
- Netherlands (EUR 48m)**
- Finland (EUR 33m)**

The map below shows our experience in placing life science assets across the UK and Europe.



TOTAL PROTECTION THROUGHOUT THE RISK LIFECYCLE

We will support your business throughout its journey.



OPERATIONAL RISKS FOR THE COMPLETED ASSET

Property Damage, Loss of Rent and Property Owners Liability

Even once the development is complete, landlords and building owners still face a range of property risks. If the building becomes damaged, they could face loss of rental income. Operational factors like hazardous chemicals and crisis containment also represent an increased liability risk. Cover for the building/property, landlord contents/stock, loss of rental income and property owners' liability should be considered in order for landlords to protect their assets.

Crisis Management

Situations may arise where the immediate services of a security consultant are required. For example, when a large fire occurs or if there are protests on site due to sensitive operations carried out by a tenant. We offer direct access to a Crisis Management team, who will provide support through a crisis, including PR management, in order to minimise the impact.

Machinery Breakdown and Inspection

Some engineering plant items require regular statutory inspections, under the Provision and Use of Work Equipment Regulations 1998 (PUWER), Electricity at Work Regulations (EAWR) and Lifting Operations, Control of Substances Hazardous to Health (COSHH), Pressure Systems Safety Regulation (PSSR) and Lifting Equipment Regulations 1998 (LOLER). This can include items such as lifting equipment, air conditioning, boiler plants and ventilation plants.

Cyber Cover

Cyber threats are on the rise, and issues of data protection continue to impact landlords. Therefore, it's vital to consider a cyber policy. Tenants may hold data that is commercially and politically sensitive, which increases the risk of unauthorised parties accessing the systems. Landlords should also consider how the building management system may be affected in the event of a security breach and how this can impact the day-to-day operation of the asset.

Environmental Impairment Liability (EIL)

Landlords have a responsibility to ensure that environmental exposure to pollution and potential contamination is managed effectively. However, if a tenant is responsible for pollution, this is difficult for a landlord to prevent. A major pollution incident can incur large costs, which the landlord may be liable for. The risk does not only extend to tenant trades, but a claim could also arise from pollution caused by the materials used in the construction of the building.

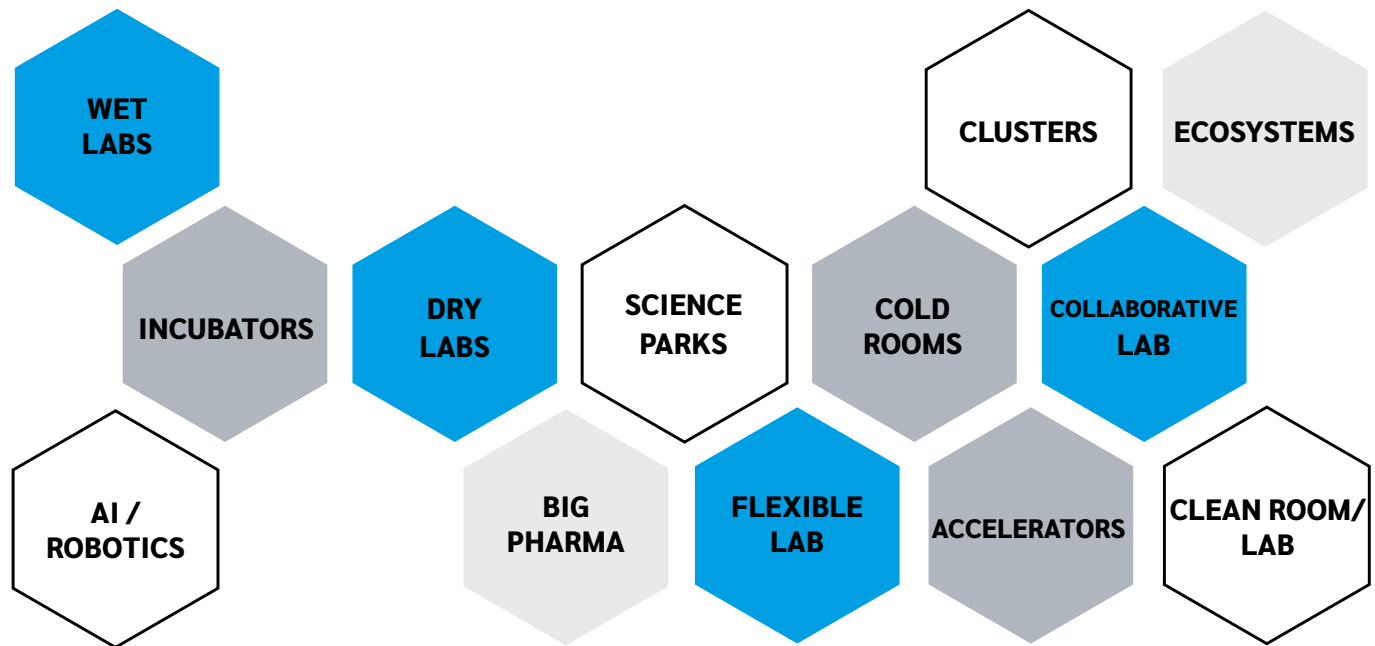
Damage caused by pollution could also become evident years after an event has occurred and be deemed 'gradual'. This will typically be excluded under all real estate policies. EIL insurers can provide cover for both unknown historic uses as well as current uses.

UNPARALLELED KNOWLEDGE

“As a global leader in the life sciences sector, we chose Lockton as our strategic insurance advisor because of their experience and in-depth knowledge of the industry, and they continue to perform exceptionally well for us.”

Harrison Street

We take the time to truly understand our clients. With a wealth of knowledge in the life sciences sector, we are able to advise our clients on how to handle the complex risks associated with their assets. As a combined team, we can dovetail both construction and real estate covers, ensuring all our clients receive the best possible coverage for their risk.



DELIVERING EXCEPTIONAL SERVICE THROUGH INNOVATIVE SOLUTIONS



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OUR CULTURE

As a family-owned organisation, we're not driven by the quarterly pressure of financial markets. This means we are free to always act in the best interests of our clients.

Independence changes everything.

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