



Lockton Life Sciences

The broker for the emerging landscape



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OVERVIEW

Lockton is the world's largest independent insurance broker.

What makes Lockton stand apart is also what makes us better: independence. Lockton's private ownership empowers its 9,000+ Associates doing business in over 125 countries to focus solely on clients' risk and insurance needs. With expertise that reaches around the globe, Lockton delivers the deep understanding needed to accomplish remarkable results.

Our 97% client retention rate speaks for itself.

9,000⁺

Associates

97%

Client retention rate

27%

Organic growth in 2022

65,000⁺

Clients in over 125 countries

100⁺

Offices worldwide

\$2.69bn

Global revenue

\$49bn⁺

Premiums placed

90%

Reinvestment due to our private ownership

\$5m⁺

Annual charitable donations

OUR CULTURE

As a family-owned organisation, we're not driven by the quarterly pressure of financial markets. This kind of independence frees us to always act in the best interest of our clients and creates an entirely different dynamic—one that's focused on your success.

Independence changes everything



INTRODUCTION

The life sciences industry is evolving fast. Businesses in this growing Industry are facing ever-changing regulatory requirements and a wide range of emerging risks. That's why appropriately tailored insurance is absolutely critical in protecting your organisation, whether you are involved in Research and Development, Medical Devices manufacturing, Pharmaceuticals, or Nutraceuticals.

Our expert team will create a tailored solution that offers the right protection for you and your business, allowing you to do what you do best.

Bespoke policies offering exceptional value

We are different from your traditional insurance broker and go beyond offering just a transactional service. We view ourselves as advisors, and your trusted partner. We will take the time to fully understand your business – so we can help you anticipate the risks and exposures that could have an impact on your organisation.

Our approach allows us to deliver solutions that meet your specific requirements. And that means we optimise your costs, so you only pay for the coverage you need.

Our expert team will create a tailored solution that offers the right protection for you and your business, allowing you to do focus on, what you do best.

Not only do we offer tailor-made solutions, we also aim to provide exceptional value to our clients. By doing this, we can help you better manage and mitigate your risks and protect your business.

In addition to providing a consultative placement process we can also provide further added value to your business including but not limited to:

- Risk management advice, training and consultancy
- Contractual Review – if you are looking to enter into a new client contract, Our own legal experts can review the terms and advise you how they interact with your Insurances.
- Furthermore, they will also review your standard Terms of Engagement from an Insurance point of view, at the outset of our relationship too.

INTRODUCTION

At Lockton, we are not just a leader in your industry, we are the world's largest independent insurance brokerage a clear differentiator from many of our competition. Our independence is fiercely protected and is one of our key strengths, as a family-owned business without shareholders or private equity stake to answer to we focus purely on our clients and their satisfaction, hopefully our market leading client retention rate is testament to this.

Leveraging long-term relationships with insurers worldwide

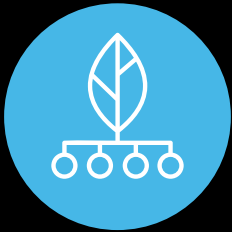
We are formidable negotiators with our associates very close to all the leading insurers and very well placed with them. We currently place over \$6.87bn Gross Written premiums into the insurance market annually meaning that our clients benefit from the strong relationships that we have nurtured through the years

From start-ups to IPOs, we understand the full life cycle of your business and needs, whether that's Intellectual Property for a new patented product, or Clinical Trials cover for early stage testing on a pharmaceutical product.



COMPANIES WE WORK WITH

These include but are not limited to:



Biotechnology



Clinical trials



Dental product manufacturers



E-Health and Health Technology



Health & Beauty



Importers / wholesalers / distributors



Medical devices – invasive and non-invasive (including implants)



Research and experimental development companies



Pharmaceutical manufacturers and distributors



Responsible Person organisations



Nutraceutical companies



Service organisations, e.g. contract manufacturers, contract research, site management, analytical and testing laboratories



Veterinary drug manufacturers and distributors

WHAT WE OFFER



Employers Liability



Public Liability & Products Liability



Management Liability



Professional Indemnity Insurance



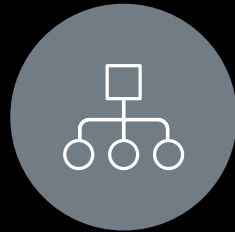
Cyber Liability



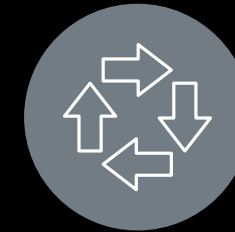
Intellectual Property



Clinical Trials Cover



Property, Business Interruption



Product Recall



Employee Benefits

WHO WE ARE

Unlike many of our peers, Lockton has a very flat structure enhancing our collaborative culture and ‘team spirit’ which we are incredibly proud of. We attract and retain the insurance industry’s finest talent. It is central to our value proposition to provide clients with high quality intellectual capital and excellent service delivery, this depend on us having market leading talent.

The Lockton difference

Lockton’s flat structure means that our clients benefit from a ‘hands-on’ approach from our most senior people. We’re driven by your firm’s needs and strategic direction, not by the renewal cycle. Both our client and Associate retention rate is the highest in the industry, which translates to service continuity and a lasting understanding of your business.



Quality

At Lockton, our dedicated life sciences specialists are true industry experts who understand the full lifecycle of a life science company. We tailor insurance solutions to meet your requirements, optimising costs so you only pay for the coverage you need.



Innovation

Companies who are involved in the Life Science sector have seen many new and challenging regulations over the last few years, and this trend is set to continue. Our Expert and diverse associate base are forward thinking and creative, we strive to implement innovative updates to coverage options, providing the most appropriate insurance solution for you and your business.



Unique

Because the life science industry is growing at such a fast rate, we will design a policy that can grow and adapt with you. We offer solutions for the whole lifecycle of a business, from new start up in Research & Development stage through to an established global enterprise and everything in between.

TALK TO US

To find out more, or to discuss a particular aspect of your risk management requirements, please get in touch with our team.

Darci Edwards

Client Services Executive

E. darci.edwards@lockton.com

T. +44 1179 065 016

James Page

Senior Vice President

E. james.page@lockton.com

Freddy Drummond-Brady

Vice President

E. freddy.drummond-brady@lockton.com

Nick Rains

Legal Contract Manager

E. nick.rains@lockton.com



Get in touch
enquiries@lockton.com

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