

Life Sciences

Zurich U.S. Middle Market



Experienced underwriting and long-term financial strength¹ for your clients' unique needs

Why Zurich for Life Sciences?

Your life science clients have unique exposures that can expose them to different risks than more traditional companies. Zurich's experience and capabilities can help identify exposures and provide the protection your clients need so they can focus on what matters most – bringing their product to market.

- Dedicated, experienced underwriters
- Broad appetite
- Global footprint
- Robust risk engineering capabilities

Our underwriting approach

Our underwriting approach is built on a foundation of industry experience and knowledge.

- Underwriters who have worked at life science companies
- A consultative approach to help identify risks and provide the right mitigation approach
- Coverage available for companies under \$1 billion in revenue
- A broad appetite for the life sciences space
- Life science tools to help provide quicker turnaround times

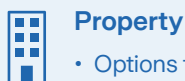
Global reach and capabilities

Zurich offers coverages and services to help address your clients' international operations and growth.

- 210+ countries and territories served through Zurich's global network
- 2,500 Zurich professionals certified to manage international programs
- Life Science underwriters work directly with a dedicated resource on the international team
- 7,100 claims professionals in 32 countries
- 750 Risk Engineers in 40 countries
- Digital tools to help identify and manage global risk exposures

Zurich Life Sciences coverages

Zurich delivers a broad range of property and liability coverages needed by today's innovative life sciences companies. Utilizing their industry experience, Zurich underwriters develop risk transfer and mitigation solutions designed to give your clients peace of mind.



Property

- Options for Business Income for Gross Earnings or Gross Profit
- Off-premises coverage available for research and development property
- Specific coverage for material damage/loss of production animals used in manufacturing drug or device components
- Sudden and accidental triggers built in for key coverages, like Life Science Contaminants and Change in Conditions causes of loss
- Stated value approach for property with hard-to-calculate replacement cost
- Continuing Expense Endorsement available for net-loss companies



Workers' compensation

- Level and variable dividend options available²
- Flexible payroll reporting options
- Loss sensitive programs available
- Headcount option for larger risks



General Liability (Premises / Operations)

- AI/PI included
- Ability to write coverage on payroll (for certain coverages)



Umbrella

- True Coverage A "follow form"
- Coverage B Lead umbrella liability coverage
- Coverage C Casualty Business Crises Expense reimburses emergency expenses up to \$250,000
- Products liability is excluded
- Limits up to \$10 million



Excess Product Liability

- Limits up to \$10 million
- Follow form, true claims made
- Non-admitted coverage



Future coverage³

- Primary product liability (planned 2024)



Auto

- Ability to consider large sales fleet on HCNO basis when part of a package

Out of appetite

- Dietary supplements
- Cannabis and CBD
- Large joint implants

Zurich services can help your clients mitigate exposures and reduce total cost of risk

Zurich Resilience Solutions

Utilizing a consultative-based approach, Zurich Resilience Solutions can help your clients better understand their exposures and mitigate their risks.

Property

- Business continuity exposure assessments & mitigation services
- Water intrusion evaluation and mitigation
- Supply chain risk assessment
- Climate change resiliency

Casualty

- Remote & on-site ergonomic assessments assisted by wearable technology
- Disruptive event response and workplace violence training
- Slip, trip and fall assessment and management
- Fleet program review and telematics
- Video on demand training and LMS

Self-service

- EZ-Ergo self-evaluation tool
- OSHA program development kits
- Safety calendars
- Risk Topics to help identify and mitigate large losses and/or trending exposures

Zurich Claims

Having the right people and programs in place can help reduce total cost of risk and drive ongoing, sustained savings.

Service that excels

- Award-winning, 24/7 Customer Care Center⁴
- 24/7 Major Case and Large Loss unit response teams
- Claim assignment by line of business, type and complexity
- Zurich Claims team professionals average over 15 years of experience across all lines of business

Flexible reporting options

- Customer scorecards and benchmarks
- Total cost of risk analysis
- Exposure-based analysis
- Customized dashboards

Customer focused

- Informative webinars, seminars, infographics and more
- Customer surveys that inform and help optimize processes
- Online tools and resources
- When utilized, integrated Medical Management yields a 63% reduction in medical bill costs on average⁵
- Zurich Claims Investigative Services digs deep to confirm the legitimacy of claims and identify, diligently pursue and deter fraudulent activity

For questions or additional information on Zurich Life Science coverages and services, contact your underwriter or Territory Leader.



References

1. Financial strength based on A.M. Best rating of A+/stable
2. Dividend plans not available in all states
3. Primary product liability coverage is not currently available through Zurich in North America
4. ContactCenterWorld - Top Ranking Performers Awards Americas 2021: Ranked #1 for Best Contact Center.
5. Zurich claims data 2021.

Zurich

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