

Life Sciences Win in Singapore – Leveraging our Industry Knowledge to Address the Client’s Needs



The Client

- Biopharmaceutical company developing immunology-focused treatments in Singapore.



The Challenge

- As the client is a clinical-stage biotech company, maintaining a healthy operational revenue is a constant challenge.
- COVID-19 aggravated this as they have to grapple with higher uncertainty of their clinical trial outcomes. This even had an impact on their stock prices.



Our Approach

Establishing Trust and Rapport with our Industry Expertise

- From the first meeting, the client appreciated our understanding of their industry.
- We continue to engage them via Industry-led thought leadership articles, case studies, webcasts, etc.
- The client’s confidence and trust in us grew. When the time for renewal came, this provided the opportunity to demonstrate our value.



Overcoming the Challenge

- As US-specific D&O rates had increased significantly compared to Asia, it was a challenging placement.
- We approached almost 30 insurers to source for the best deal and finally also secured for the client an installment plan that helped with their premium financing.



Client Feedback

“Marsh has been a key partner in the establishment of our D&O and clinical trial insurance policies. They have provided crucial advice to ensure that all aspects of our risk mitigation are covered and we are insured appropriately, considering our US public market listing. Knowing that we have these aspects of our business covered, it allows us to focus more effectively on advancing our clinical trial programs.”