

LEVERAGING OUR LIFE SCIENCES INDUSTRY EXPERIENCE AND NETWORK TO SECURE ELUSIVE COVERAGE



The Client

- China-headquartered famous brand in gene technology.
- Customers span more than 66 countries, including:
 - Academic institutions
 - Pharmaceutical companies
 - Health care providers
 - And other organizations



The Challenge

When COVID-19 struck, the client expanded their business to developing COVID-19 solutions, including testing kits and laboratory solutions, delivered around the world.

Very few insurers were willing to underwrite Anti-Epidemic products at the time.

Tough to obtain sufficient capacity to cover these new offerings.



Working Around the Challenge

The team identified two areas we could leverage:



Famous brand in gene technology.



D&O policy with a global insurer who was knowledgeable of the client's business.

Obtained a primary layer coverage from the same global insurer.

Reached out to the local market with the secured primary coverage, and emphasized the client's quality control and brand reputation, to gain the market's confidence.

Increased Capacity



Client Feedback

The client was impressed by how we quickly knew which underwriters to approach, as we have developed close working relationships with the top insurers for Life Sciences. This allowed things to progress swiftly, and also for the obstacles to finally be overcome.

"Marsh always maintains a keen understanding of our directions and strategies. Thanks to Marsh's professional risk solution, we have together achieved a meaningful outcome that will help in the global efforts against the COVID-19 pandemic."