

Cargo solutions for life sciences companies

Balance sheet protection



Expense reduction



Decision support through analytics



Our unique perspective



Is your current broker providing you with in-depth trends and insights on the life sciences industry and insurance marketplace? How about information on emerging risks in the industry?



Are they assisting you with evaluation and analysis of your risks in order to minimize your total cost of risk to enable you to achieve the goals of your life sciences organization?



Are they providing direction and consultation regarding risk mitigation improvement opportunities to enhance your life sciences organization's performance? Do they offer a full range of solutions to address your people, risk and capital issues?



Does your broking team include product specialists who are Life Science experts? D&O, Cyber, Product Liability, Workers' Comp, Cargo, Property and Risk Control?

Pharmaceutical and life sciences organizations

Willis Towers Watson's cargo team is proud to have the pharmaceutical and life sciences practice group to serve the unique needs and requirements of these industries. Our experience allow us to share our knowledge and provide innovative solutions for the day-to-day challenges you face.

Protecting your goods while in-transit or held in inventory.

The value and sensitivity of the products manufactured life sciences companies makes the risk management of cargo a critical and strategic function. Your supply chain is vulnerable to many risks:

- Complex geopolitical issues could threaten the distribution of products into unstable parts of the globe.
- Cargo theft and security threats are constant reminders that companies need to be vigilant.
- Temperature sensitivity, spoilage or deterioration of cargo including suspected damage/fear of loss

Complementing our industry expertise, we have robust analytic capabilities and supply chain consultancy services, meaning that our life sciences practice group is well equipped to assist you in managing this complex risk environment.



Tailored & innovative cover

We seek to obtain the most cost effective and robust program customised to your individual and unique needs, from raw material, through manufacturing to delivery of finished product to final destination.



Analytics

To complement our risk focused approach and specialty insurance expertise, we use in house actuaries to provide analytics, loss modelling and risk retention analysis.



Claims advocacy

We use our own team of actuaries to provide pro-active claims advocacy, using industry sector expertise and knowledge to effectively negotiate with insurers and loss adjusters to achieve successful outcomes.



Expertise to create global programs

We can assist in bringing together your global exposures into one insurance program, ensuring your policy is streamlined, fully compliant and in line with sanctions requirements.



Risk mapping

Using industry sector knowledge, our approach is to accurately profile your risk, ask the right questions to ensure we understand risks exposures and assess the key factors which will drive premium.

Risk issues	Willis Towers Watson solutions
Temperature sensitivity	Insure risks for deterioration, decay, and/or spoilage caused by: <ul style="list-style-type: none"> ▪ Derangement and/or loss of integrity of a non-mechanical shipping container (i.e. dry ice shipments); ▪ Interruption of services provided by any public or private utility or other service organisation; ▪ Failure of the carrier to follow shipping instructions ▪ Zero time frame deductible with respect to mechanical breakdown
Supply chain interruption/goods at 3rd party locations	<ul style="list-style-type: none"> ▪ Supply chain consultancy – cost effective approach to supply chain risk management and sustainability, including supply chain mapping, supplier loss modelling and risk profiling ▪ Contractual review of your supply chain by our in-house logistics specialists ▪ Coverage throughout the supply chain and whilst in the care, custody and control of third parties
Global risks & compliance	<ul style="list-style-type: none"> ▪ Global operations with local market industry knowledge and relationships ▪ Global programme with resultant costs efficiencies and compliance with local legislation
NAT CAT exposure	<ul style="list-style-type: none"> ▪ Sufficient limits/aggregates to cover potential NAT CAT exposures/risks
Brand protection	<ul style="list-style-type: none"> ▪ Provision to ensure that you retain full and absolute discretion and control over products involved in a loss ▪ Control of Damaged Goods (Fear of Loss, Regulatory Compliance, Quality Control Department)
Basis of valuation	<ul style="list-style-type: none"> ▪ Finished product insured at “Selling Price” ensuring that full business interruption cover is afforded with a wraparound provision coordinated with your property policy
Processing risk	<ul style="list-style-type: none"> ▪ Seamless coverage throughout both manufacturing and processing
Pairs and sets	<ul style="list-style-type: none"> ▪ Wording amended with a specific focus on the pharmaceutical sector in the event that part of a batch is damaged rendering the remainder unsaleable
Shelf life	<ul style="list-style-type: none"> ▪ Extends coverage for financial loss suffered from being unable to sell product when failure to arrive from a breakdown of carrying conveyance results in a delay, thereby reducing shelf life
Testing, sorting and segregation	<ul style="list-style-type: none"> ▪ Extension to provide coverage for testing of potentially damaged product, whether or not a loss is subsequently found ▪ Important as proportional sampling of pharmaceuticals is very likely to be destructive in nature

We guard the present with one eye on the future.

Excess of
US\$750 bn
of cargo values
handled annually



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countries



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of trials,
International teams

200+

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- Contract Research Organizations
- Contract Manufacturers
- Medical Laboratories
- Nutraceutical and OTC Companies

Online database of

Life Sciences expertise throughout our global network. Specific information requirements for each country.

By country:

- Non-admitted status
- In-Country regulations
- Insurance limits
- Medical professional liability
- Certificate protocols
- Specific Information requirements

About Willis Towers Watson

Willis Towers Watson (NASDAQ: WLTW) is a leading global advisory, broking and solutions company that helps clients around the world turn risk into a path for growth. With roots dating to 1828, Willis Towers Watson has 45,000 employees serving more than 140 countries and markets. We design and deliver solutions that manage risk, optimize benefits, cultivate talent, and expand the power of capital to protect and strengthen institutions and individuals. Our unique perspective allows us to see the critical intersections between talent, assets and ideas – the dynamic formula that drives business performance. Together, we unlock potential. Learn more at willistowerswatson.com.



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