

## Life Sciences



## HEALTHCARE

CNA is the 8th largest U.S. commercial property and casualty insurance company. Founded in 1897, CNA has approximately 7,000 employees, serving businesses and professionals in the U.S., Canada, Europe and Asia. CNA products and services are sold by highly regarded independent agents and brokers.

For more than 25 years, CNA has been a market-leading provider of insurance solutions to life sciences companies. We evaluate risks in the following areas:

- **Biotechnology** – The applied research, development and manufacture of human or animal diagnostic or therapeutic products or procedures using organic elements (those composed solely from humans, plants or animals).
- **Pharmaceuticals** – The applied research, development and manufacture of human or animal diagnostic or therapeutic products using synthetic/inorganic elements.
- **Medical device and instrument manufacturing** – Nonchemical, nonmetabolized; an instrument, apparatus, implement, machine, contrivance, implant, *in vitro* reagent, or other similar or related article that is intended in: the diagnosis of disease or other conditions; the cure, mitigation, treatment, or prevention of disease; or intended to affect the structure of any function of the body of humans. All classes are considered.
- **Nutraceuticals** – Research, development, manufacture and retail sale of dietary supplements purchased over the counter with limited or no FDA regulation.
- **Contract research** – Organizations performing the research and development functions, such as clinical trials and FDA regulatory requirements on behalf of others.
- **Contract manufacturing** – Outsourced services to organizations contracted to manufacture or distribute another company's life sciences products.
- **Research and development** – Drug and device research and development, including execution of human clinical trials.

- **Distributors of life sciences products** – Third-party companies contracted to distribute life sciences products to the healthcare community.
- **Academic institutions** – Institutions supporting research and development, site investigation and clinical trials.
- **Institutional review, data safety monitoring and observational review boards** – Boards chartered to review the clinical trial results that are often compiled with representatives from a variety of organizations and institutions.

### Core coverages

- Products and Professional Liability:
  - Admitted and surplus lines product availability: Claims made, defense costs inside the limit.
  - Primary and Excess
  - Worldwide coverage available
  - Personal and Advertising Injury coverage when arising from clinical trials.
  - Available limits of liability up to \$10 million in the aggregate for qualified and eligible insureds.
- Clinical trials liability available in 12 countries.
- International locally admitted property and casualty coverage available in more than 150 countries.
- CNA Paramount® with Life Sciences specific property coverages.
- General Liability
- Commercial Automobile
- Umbrella Liability
- Workers' Compensation

For more complex needs, we offer alternative risk insurance programs, such as large deductibles, self-insured retentions, captive reinsurance and group risk-sharing arrangements.



### CNA and Life Sciences key facts

- 50 years serving the healthcare industry
- 25 years with a dedicated Life Sciences team
- 40 specialized Life Sciences underwriters
- 67 underwriting locations in 14 countries

### More of what your clients value

**Deep industry and product expertise.** Insurance solutions from CNA are based on a deep understanding of our Life Sciences customers and their industries. Your clients benefit from insurance coverage designed for their business and aligned with their goals.

**Broad underwriting appetite.** In addition to our broad appetite for general business risks, CNA focuses on emerging and established companies in the life sciences industry. The breadth of our product portfolio enables CNA to provide customized insurance solutions that anticipate and address your clients' insurance needs in all stages of company development.

**Claim and risk control excellence.** Our dedicated Life Sciences services will help your clients better understand their risks, reduce loss costs, restore their operations and increase productivity. CNA's risk control consultants were the first in the industry to be awarded the UL Recognized Risk Engineer professional designation.

**Local presence.** CNA has opened new offices and added staff to respond even more effectively to your clients' needs with Life Sciences underwriters locally placed. We know your time is valuable. From providing you with a quick quote to walking your client through the claim process, CNA is focused on delivering service when and where you want it.

### Financial strength your clients can count on

We are highly rated for financial strength by several major independent rating agencies.

- A.M. Best: A (Excellent) with a stable outlook
- Standard & Poor's: A (Strong) with a stable outlook
- Moody's: A3: (Good) with all rating outlooks stable

### Life Sciences leadership team

We value our relationship with our agents, brokers and policyholders with hands-on leadership engagement at the point of sale, focusing on your clients' needs and emerging trends in the life sciences industry.

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**When it comes to extensive life sciences knowledge and experience ... we can show you more.®**

For more information, please visit [www.cna.com/lifesciences](http://www.cna.com/lifesciences).

