



ACE LIFE SCIENCES GLOBAL ACCOUNTS

Today's life science companies face a host of challenges in bringing new products to market. Ever-increasing regulatory requirements, rising costs and difficulties in patient recruitment have added new levels of complexity to the clinical trial process. As a result, more companies are looking beyond the U.S. to conduct trials in countries around the world creating opportunities for growth and a host of new risk management issues. In response to these challenges, ACE Life Sciences offers a suite of products to meet the needs of clients with global clinical trial programs. Our global network provides both unmatched clinical trials services capabilities in addition to extensive knowledge about the requirements of admitted clinical trial liability insurance policies, certificates, and regulations.

ACE Life Sciences specializes in providing liability coverage for the unique exposures of Life Sciences companies. Through ACE's global network, we offer fronted programs covering:

- Clinical Trials Liability
- Commercial General Liability or Products Only
- Contingent Auto Liability
- Foreign Voluntary Compensation and Employers Liability
- Local Workers Compensation and Employers Liability as required by local statutes
- German Pharmaceutical Products Liability

Clinical Trials Liability Coverage

- Provided on a fully fronted basis
- Claims made coverage trigger and Expenses and Costs within limits
- Master Policy:
 - Stand-alone coverage form for Clinical Trials; or
 - Endorsement to the Commercial General Liability policy; or
 - May be combined with Products-Completed Ops coverage form
 - Usually a \$10 million or \$15 million master policy limit
- Local Policies:
 - Cover multiple trials wherever possible (except Bulgaria, Italy, Georgia, Lithuania, Poland, Russia because coverage is required for each individual trial in these countries)
 - Local policies and certificates are issued for the same duration as the master policy program
- Clinical Trial Certificates for Local Policies
 - Appropriate information included
 - Accurate
 - Timely – provided within one day for many countries
 - ACE tracks and stores certificates and has process to efficiently update and renew certificates at the program renewal.



insured.™

Client Profile

- Biotechnology companies
- Pharmaceutical companies
- Medical device manufacturers
- Medical instrument and equipment manufacturers

Key Competitive Advantages

Global Reach, Local Expertise

- With ACE-owned offices in all major markets and a network of long-term partners committed to our high standards, we can provide unmatched expertise in more than 170 countries.
- We understand local rules and customs and keep abreast of the evolving regulatory environment, enabling ACE to offer policies to meet the requirements of U.S. multinationals around the world.
- Our dedicated ACE Global Services team works to implement global programs, respond to customer needs and deliver superior service.
- Global Services Technology Platform
 - **ACE Worldviewsm**: Award-winning web-based portal enables risk managers and brokers to manage and monitor key aspects and documents of their multinational insurance programs in real time.
 - **ACE Multinational Account eXchangesm**: Internal communications, tracking and reporting system that feeds ACE Worldviewsm
 - **ACE Insurance Directorysm**: Worldwide Guide: Provides office, contact and local capabilities including market, country reports and statistics, including information on insurance requirements
 - **ACE Global Risk Advantagesm**: Loss reporting and analysis and customized claim reports

Well-Positioned for the Current Marketplace and Future Growth*

- Managing Enterprise Risk: “Strong” rating from Standard & Poors is in the top 15% of companies rated
- Financial Stability: Highly rated by A.M. Best (A+) and Standard & Poors (AA-)
- Managing Asset Risk: High quality and conservatively managed \$44.7 billion investment portfolio is broadly diversified across geographies, sectors and issuers
- Managing Liability Risk: Disciplined underwriting culture. We embrace risk as long as we understand it and can generate an acceptable return.

*As of June 2013

Why Choose ACE

- Strong financials & seasoned leadership
- Continued growth of global network and product breadth
- In-depth knowledge of clinical trials and foreign program underwriting expertise
- Locally-admitted policies in most countries, including Africa, South America and the Middle East, where coverage may not be readily available
- Claims coordination through the ACE worldwide network
- Global program compliance
- Advanced customer focused technology

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The above is a product summary only. For current terms and conditions of coverage, please refer to the policy.

ACE USA is the U.S.-based retail operating division of the ACE Group, a global leader in insurance and reinsurance, serving a diverse group of clients. Headed by ACE Limited (NYSE: ACE), a component of the S&P 500 stock index, the ACE Group conducts its business on a worldwide basis with operating subsidiaries in more than 50 countries. Additional information can be found at www.acegroup.com/us

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