

To insure or to hazard? That is the central question.

A quote from what would have been the biotech insurance novel of William Shakespeare:

"Hamlet: A Treatise on the Assurance of Biotechnological Endeavors and the Safeguarding of Nature's Bounty"

2025-July-18 Michael Hüfner Senior Client Executive - Marsh Leipzig

One can only truly enjoy Hamlet in the Klingon original

... and so would one with an hamletian insurance manual, too

As the Klingon culture lacks the concept of insurance, you'll need an additional cultural translation to a similar concept: "Should I let someone else fight for me? Or die by myself? That needs to be clarified."

HET YEXPERHYX 5TR EPH HYXETTER

vaj qaStaHvIS poH nuq vIghajnIS'a'?

YTT SEXPERMUX FEOTISTY

'ej qaStaHvIS ramjep, blyaj'a'?

1E1 57M (TIXET) IT! HYY5A

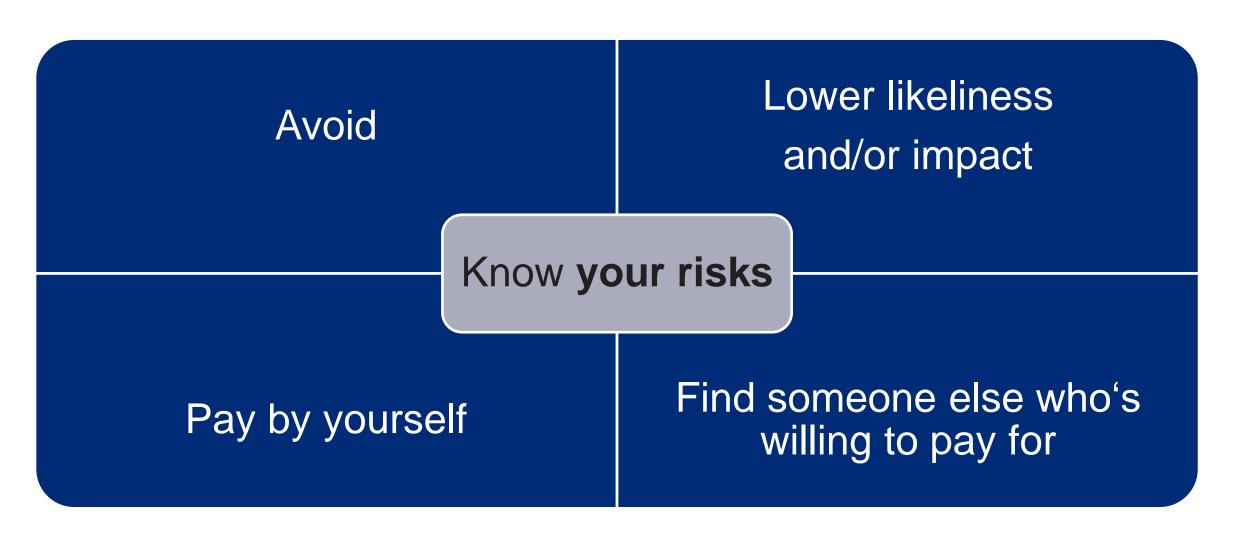
QaQ poch mojlaw' 'e' vl'lp.

- Insurances of life science companies & basic concepts: What is risk transfer?
- Non-insurance risk strategies: Prevent, mitigate and finance risks without insurances
- Intellectural property: Passive risks and active defense
- D&O and Liability Insurance: Valuation of next generation risks
- Risks out of the use of Artificial Intelligence: It thinks, therefor ... it's a risk

Agenda

Basic Concepts of Risk Management

"Your problem is risk, not insurance."





Likeliness

Likeliness

Basic Concepts of Risk Management

Surely expected

Very likely

More likely

Likeliness or probability of occurence

Less likely

Not likely

Nearly Impossible

Avoid or self-funded

Frequency risks should be treated as costs and are to be calculated into your sales prices

Lowering risk likeliness is needed to get insurance offers

Measures lowering risk likeliness often lowering insurance premiums

Insurance most likely to be the most economic risk strategy

Insurable at a affordable premium for the unlikliest risks



Impact

Basic Concepts of Risk Management

Impact

or expected costs if risk is realized

No need for Lower risk impact.

Frequency risks should be treated as costs

and are to be calculated into your sales

insurance. Insure, if impact is greater than insurance premium.

Avoid.

Or lower impact.

Or have someone else to

pay for, e.g. an

insurer or investor.

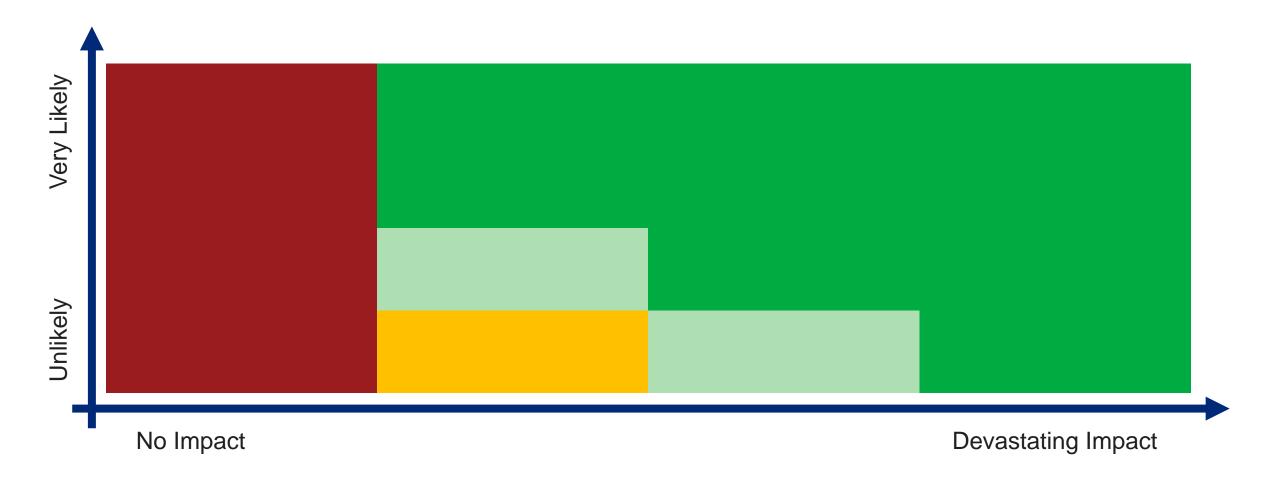
Impact



prices

When use of insurance is rational

Basic Concepts of Risk Management





Insurability

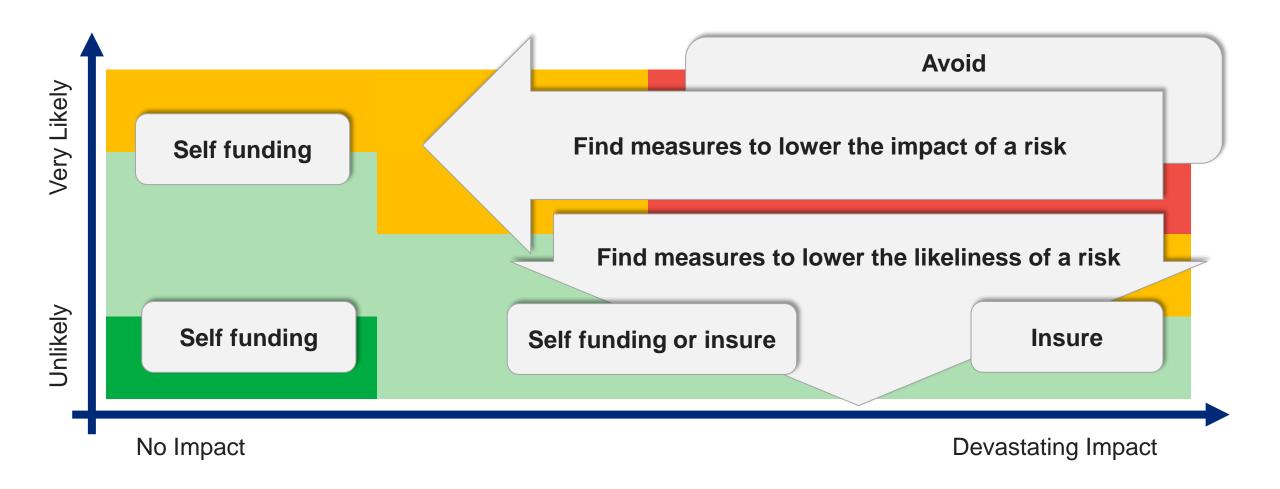
Basic Concepts of Risk Management





Non-insurance risk strategies

Prevent, mitigate and finance risks without insurances





D&O and many other Liability Insurances

To be sued or not to be sued ...



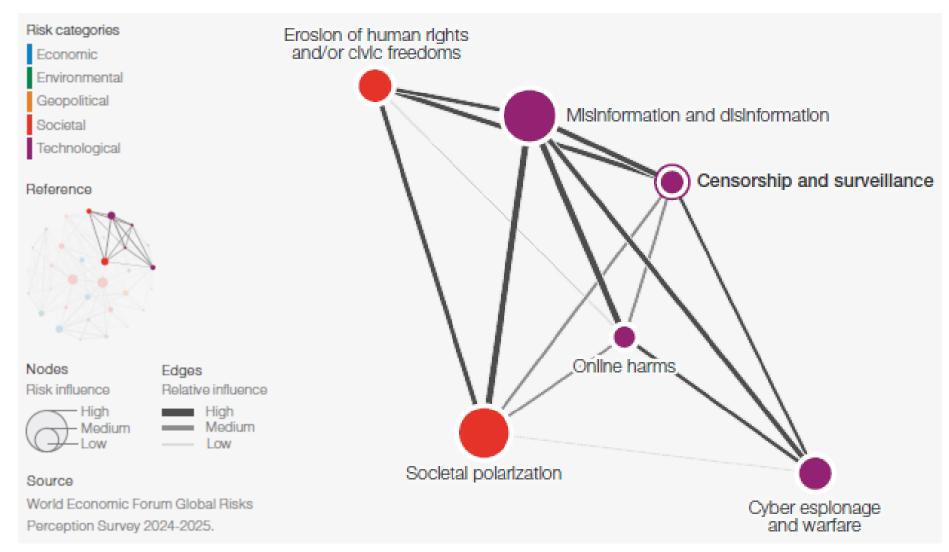
Intellectural Property

Passive risks and active defense



Risks of Artificial Intelligence

It thinks, therefor ... it's a risk





Marsh



Thank you and let's stay in touch

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