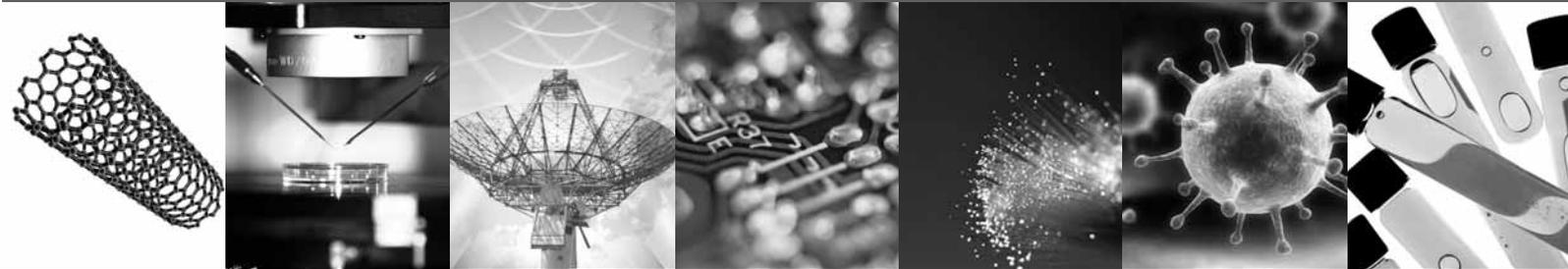


La Playa Science & Technology

Insurance with Intelligence

A critical support service for science & technology investors - tailor-made insurance programmes for VCs, angels and other investors



Information Technology • Communications Technology • Electronics
Life Sciences • Nanotechnology • Cleantech • Mediatech • Alternative Energy

Do you provide early stage investment for high growth high technology companies? Perhaps you also offer mentoring services or provide other resourcing for disruptive new technologies?

Then here's something you need to know...

La Playa Science & Technology works with a broad range of people and organisations involved in new science and technology firms, including private investors, VC's and institutional investors, securing their capital and entrepreneurial investments with expert insurance and risk management assessments tailored to need.

La Playa's **Golden Egg** investor services will help protect your investment and save you time and money through a comprehensive range of risk management measures:

Considering an investment.....?

- 60% of businesses in the UK are inadequately insured. 70% either won't reopen or will fail within 3 years of a serious fire*. How safe is your investment?
- You've done your own due diligence and you've identified areas of vulnerability. Can insurance help you ring-fence some of this investment risk?
- This is hard, disruptive technology, untried and untested. There's risk in that. But how can it be managed?
- You're confident that the right management team is in place, but before you give them the cash, do you know if they've ticked the insurance box? After all, it's your money that needs protecting.

* The Office of the Deputy Prime Minister

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How does La Playa add value?

- We'll review the business plan of the investee, reporting on insurable risk exposures affecting the enterprise at each stage of growth – from start up to IPO. Identifying these risks will impact positively on the commercial potential of disruptive new technology.
- We can identify the best insurance providers for the enterprise – specialists in science & technology risks - negotiating competitive and flexible insurance solutions, providing the broadest available cover with the most secure providers.
- Our clients are assured of our expert claim handling services and ongoing risk management reviews, from start up to IPO.

An award-winning independent broker, La Playa is one of the few specialists working in insurance and risk management for science and technology. We speak your language – and our combination of specialist policies, expert advice and first class service is a great antidote to the vast corporations and call centre mentality of much of the insurance industry today.

Planning a merger.....or heading for the exit?

Your investee firms may be plotting an acquisition, merger, trade sale or even an IPO. All of these events represent a major mark of success - but they're also moments of great vulnerability. La Playa will explain the pitfalls and explain how you can ring-fence your M&A exposures - or mitigate your vendor warranties - with insurance. What's more, we'll help you put specific insurance policies in place that will control your risk exposures.

Why not partner with us to provide an insurance scheme for your investee companies?

We'll guide the insurance needs of your investments through:

- Property & R&D activity
- Business Interruption
- Intellectual Property
- Product Trials
- Public & Product Liability
- Employers' Liability
- Professional Indemnity/Technology Errors & Omissions
- Directors & Officers Liability
- Environmental Liability
- Crisis Management Programme

Contact: Matthew Clark ACII, Director: Science & Technology

La Playa: Insurance with Intelligence

T: 01223 200667 E: matthew.clark@laplaya.co.uk W: www.laplaya.co.uk

CAMBRIDGE: La Playa, The Stables, Manor Farm, Milton Road, Impington Cambridge CB24 9NG

LONDON: La Playa, 60 Cannon Street, London EC4N 6NP