

A person in silhouette is walking through a digital tunnel. The tunnel is formed by a dense grid of glowing lines in shades of blue and purple. The lines are arranged in a way that creates a sense of depth and perspective, leading the viewer's eye towards the center of the image. The overall atmosphere is futuristic and technological.

CLYDE&Co

Our service offering

Insurtech and  
innovation



INTERACTIVE PDF – OPTIMISED FOR DESKTOP



# Contents

# Introduction

Our global insurance capability coupled with local market understanding sets us apart from others. Providing the highest quality advisory services to insurers and their clients operating in both established and emerging markets.

As long-standing specialists in the insurance market, we advise clients at every stage of their development; helping them to raise capital to start or grow their business, managing the issues around regulation, commercial operations and overseas development, helping with acquisitions or disposals and, should the need arise, helping businesses to close their books and manage the resulting legacy.

## ► Full service offering

We advise clients locally across 120 countries, drawing on our foundation of insurance sector specialism, and supported by the resources and knowledge of a multinational firm.

As a global organisation with 52 offices across six continents, you can be assured that we have the full capability to support your business seamlessly across borders. With a combination of our own offices, and an extensive network of established and trusted foreign counsel and law firms in 157 countries, we have a true worldwide offering.

## ► Unique ability to assist in the insurtech landscape

We are uniquely positioned to support the insurtech landscape, providing a complete legal service to clients. We provide a range of corporate, M&A, regulatory, technology, strategic outsourcing, and related services, while at the same time having a unique understanding of how the insurance industry operates as a whole.

Our full-service offering within the insurance sector is unmatched, allowing us to guide insurtech companies to manage risk and maximise return.

If you require any further information or would like to discuss any aspect of our business offering in more detail, then please do not hesitate to contact us.

## About us

We are the world's pre-eminent insurance law firm, providing the highest quality advisory and dispute resolution services to insurers and their clients operating in both established and emerging markets.

Placing our clients at the centre of everything we do, our aim is to combine our specialist market experience with market-leading relationship management to build a service which is tailored specifically to the needs of our clients, based on an understanding of their individual claims philosophies and underwriting appetite, as well as the capital, operational and regulatory issues they face.

We offer an unmatched depth of coverage and defence capabilities across every line of insurance and reinsurance business, from the smallest claim to the most complex loss. Our leading dispute resolution practice covers litigation and all forms of alternative dispute resolution in relation to contentious claims and we also have experience in acting for insurers in contentious regulatory proceedings.

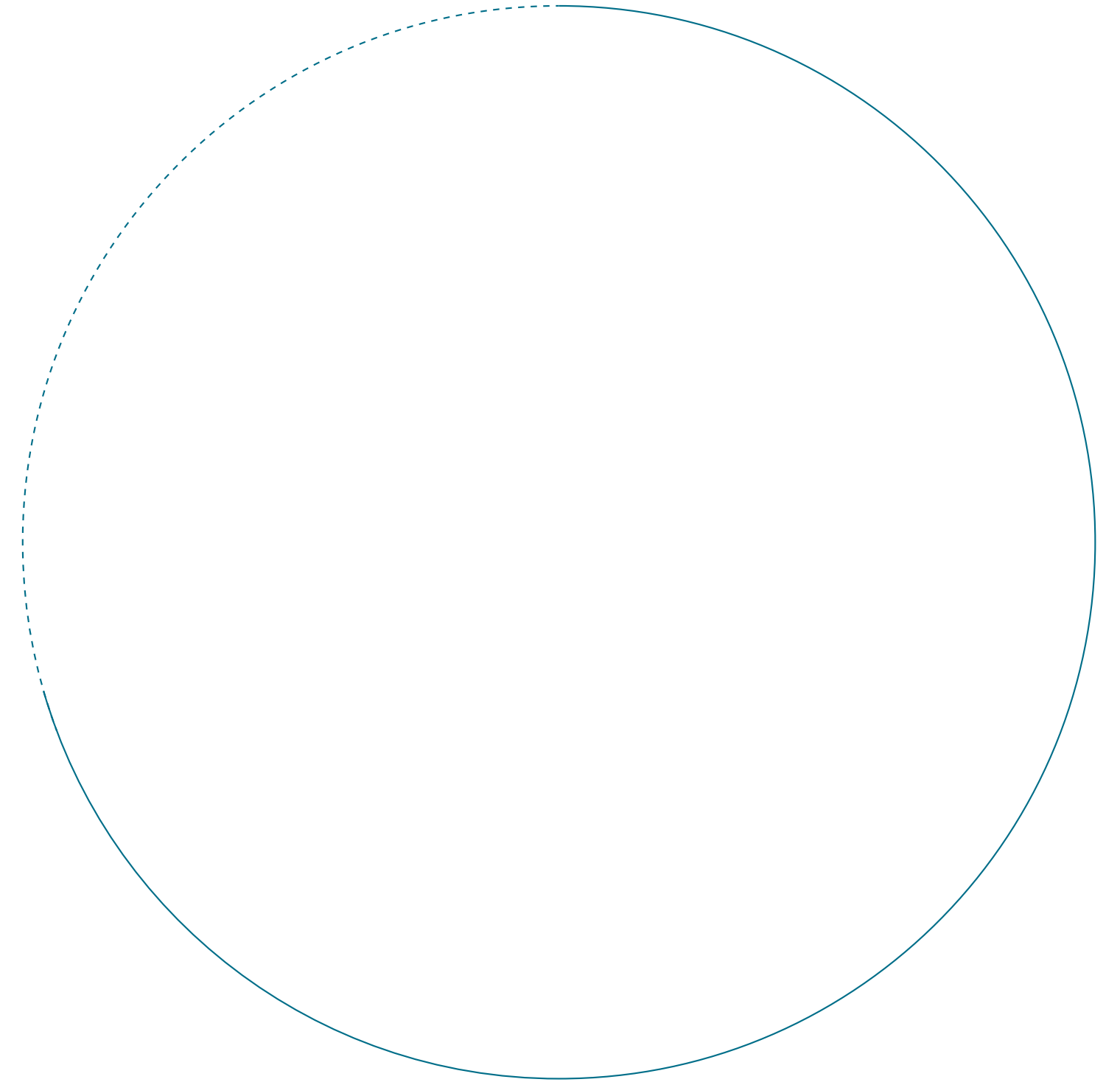
Global risks are increasingly interconnected. We focus on new and emerging cross line products and issues, as well as more traditional lines, and have grown our business internationally, bringing together our global footprint and specialist local knowledge to ensure that we can quickly respond to client issues wherever they arise, and support our clients on the most complex multi-jurisdictional matters.

We provide a complete range of advisory services including advising on policy wording issues, product development, funding options and recoveries. We have dedicated corporate, commercial and regulatory insurance teams working across the globe who advise clients at every stage of their development, and work closely with our employment, real estate and tax colleagues, offering insurance clients the broadest range of legal services underpinned by genuine sector expertise.

 HOVER OVER ON THE ICONS TO  
FIND OUT MORE DETAILS

# Growth cycle

From innovative idea to  
expansion and beyond.



## Our expertise

Understanding the industry inside out is what makes our corporate insurance practice a global leader. We advise clients at every stage of their development; helping them to raise capital to start or grow their business, managing the issues around regulation, commercial operations and international expansion, helping with acquisitions or disposals and, should the need arise, helping businesses to close their books and manage the legacy.

### Insurtech

**Our global insurtech team provide you with tailored legal advice.**

Our global insurtech team advises on matters such as joint ventures, partnership arrangements, acquisitions and disposals. We advise clients on commercial issues including contracts, employment matters, strategic sourcing, intellectual property, data protection, information security, technology licensing, development and procurement. We also provide counsel on regulatory, financing, tax and competition / antitrust matters.

**We work with companies active throughout the insurtech value chain, from supporting start-ups to grow through to working with the innovation teams at major insurers.**

We work with incubators, enablers and disruptors who are leveraging emerging technologies such as data analytics, telematics, smart home and wearable technology, blockchain, social networks and mobile apps.

The insurance sector is undergoing a technology-driven revolution. Insurtech creates substantial commercial opportunities and improved operational efficiencies.

This means insurers and insurance start-ups benefit from lower costs and can more profitably serve their customers. However, there are regulatory challenges. One of the biggest is bringing innovative insurance products and services to market in a regulatory landscape which is not always flexible enough to accommodate new concepts.

We will partner with you as you innovate, providing you with the right legal support at every step.

## Our expertise

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### M&A

#### **International M&A advice with market-leading sector experience.**

We advise on the full spectrum of transactions from complex cross-border deals to strategic alliances. We understand the importance of focusing on the key value drivers and jurisdictional issues in M&A transactions, and this is where we concentrate our time and resources.

We have handled transactions in 120 countries around the world. Our team prides itself on its ability to find solutions and achieve results in difficult and challenging markets, and particularly in new and emerging markets. Our extensive disputes capability gives us perspective when assessing risk and advising on potential transactional problem areas.

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### Technology

#### **Support and guidance throughout the digital transformation.**

We provide clients with legal guidance to navigate digital transformation, helping enable businesses across sectors to remain competitive, exploit new business opportunities and improve business resilience.

Organisations across all industry sectors are increasingly adopting and upgrading IT systems, deploying new technologies and engaging in digital initiatives to remain competitive, exploit new business opportunities or improve business resilience. In many cases, technology may be the catalyst for transformation in a business or sector. As a dynamic, global law firm, we provides expert advice to our clients on the technology law and regulation, complex IT outsourcing and procurement agreements, and data protection compliance issues that arise out of these projects.

Our cross-border team of technology, outsourcing and data specialists guide clients through complex IT procurement projects, help manage compliance risks and support the legal evaluation of new technologies.

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We build long-term relationships with our clients, allowing us to assist and guide them during every phase of the investment lifecycle.

## Our expertise

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### Corporate

**Using our intellectual capital to create value for clients worldwide.**

This genuine multi-jurisdictional capability, allied with the depth of resource that we devote to corporate insurance, sets us apart from other firms, along with the high profile transactions we advise clients on.

Our skill-set extends to all aspects of corporate finance, including capital dealings, market listings, mergers and acquisitions, disposals and restructuring. We can guide clients on every aspect of a transaction, supplying cross-border expertise as needed. Another key focus is corporate governance, which is of growing importance thanks to increased regulation and the demand from shareholders and stakeholders for greater accountability. We also help our clients with their equity portfolios, managing risk to maximise returns over the lifespan of an investment and achieve their overall business objectives.

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### Commercial

**Supporting clients with dynamic and commercially astute advice.**

We provide expert guidance on contracts and agreements across the private and public sectors, ensuring clients have commercial arrangements that minimise risk and maximise profitability.

We align with our clients' in-house teams to ensure such arrangements are robust, appropriate and pragmatic. Our knowledge and experience extends across all spheres of activity in both the public and private sectors.

We understand the key issues, including client service levels, confidentiality and security, and dispute resolution. We are also well-regarded for corporate secretarial, company administration and general corporate compliance services.



## Our experience

- Advising a major insurer on its first global project to develop and use AI software to carry out back-office administration processes on a fully automated basis
- Advising a major insurer on the pan-European roll-out of a new innovative product based on the use of parametric data
- Advising a major insurer on its roll-out of an innovative global “pay-as-you-roam” travel insurance product via a dedicated app
- Advising an asset management and investment firm on its acquisition (together with a tech conglomerate) of a strategic stake in a life insurance company with a view to establish the first on-line digital life insurer in Hong Kong
- Advising a leading digital general insurance company in Asia on numerous commercial and regulatory matters including collaborations with Singapore telecommunications providers, banks and motor vehicle servicing centers
- Advising a leading insurer on the implementation of an insurtech SaaS product to enable the build and launch of new products to SMEs on a near real-time basis
- Advising insurtech service providers on data privacy and security issues in connection with data-sharing, data processing and retention across the platforms
- Advising a leading trade credit insurer on the development/use of technology aimed at making policy administration easier for both policyholders and the insurer
- Advising various insurtech entities and their partners on forthcoming electronic insurance regulations in the UAE
- Advising various global technology and internet clients on insurance regulatory issues and insurance/insurtech partnership agreements
- Establishment of compliance and legal risk management systems in connection with work processes of digital insurers (to include customer due diligence for on-line customers on-boarding, designing on-line sales distribution platforms and establishing on-line customer complaints and inquiries handling protocol using chat-box in compliance with regulatory requirements)
- Advising a life insurer on implementing digital distribution channels including mobile applications and USSD channels to distribute certain life insurance policies to its policyholders whilst ensuring compliance with all applicable laws, including data protection laws and the Policyholder Protection Rules relevant to such products
- Advising an insurer in relation to the establishment of its insurtech offering, including providing guidance in relation to the structure of the arrangements between the insurer and the technology partner appointed by it to create the insurtech platform, drafting agreements between the parties to govern the arrangements between the parties and providing regulatory advice to ensure that all applicable laws (including data protection laws and insurance laws) are complied with
- Advising a major multinational life insurer on its USD 100 million investment in an ASEAN based digital life insurer
- Main legal advisers to the leading accelerator of insurtech startups in Germany, the UK and the US
- Advising on one of Australia’s first insurtech start-ups from their establishment of operations through their growth phase and transition between insurance carriers, including advising on shareholder agreements, agency and authorised representative distribution agreements, product development and compliance with regulatory requirements

## The latest from Clyde & Co

### **Insurtech M&A dealmaking will rise to new heights in 2022**

M&A deals involving insurtechs will accelerate to reach new levels in 2022. This will include deals in which insurtechs are the targets of larger existing players in the insurance industry. However, there will also be an increasing number of deals with insurtechs as the acquirors and/or deals between insurtechs. More information can be found [here](#).

### **We launched our new digital platform for casualty claims**

We have launched a new platform which provides insurance claims teams with a suite of innovative, digitally enabled products to help speed up the handling of their casualty insurance claims while reducing costs. The platform initially comprises six specific products. These include an AI costs assessor, a loss of earnings & pensions calculator, a recoveries assistant and an accommodation claim calculator. Read more [here](#).

### **Clyde Code**

Investment in smart contract and distributed ledger technology has been gathering pace. With over USD 1.5 billion invested in related projects in the last five years and industry consortiums making headway, focus has now turned to making these innovative ideas a reality. Clyde Code supports companies with smart contracts needs by providing fully integrated legal and technical advice to help them realise the growing potential of smart contracts and DLT. Find out more [here](#).



Insurance Law Firm  
of the Year.

JUVE Awards 2021

## Our awards



**2022 Insurance  
Law Firm of the Year - France**  
Best Lawyers



**2022 Insurance  
Law Firm of the Year - Germany**  
Best Lawyers



**Straits Times Best Law Firms 2022**  
The Straits Times



**Recognized as one of  
Canada's Best Law Firm**  
The Globe and Mail 2022



**Insurance Law Firm of the Year**  
Juve Awards 2021



**Insurance Law Firm of the Year –  
Hong Kong Law Awards 2021**  
Asian Legal Business



**Golden Trophy  
“Industrial Risks and Insurance” 2021**  
Trophées du Droit



**Winner of  
China Business Law Awards 2021**  
China Business Law Journal



**Specialist Law Firm of the Year**  
African Legal Awards (AFLA) 2021

# Our team

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480

Partners

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2,400

Lawyers

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3,200

Legal professionals

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5,000

Total staff

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60+

Offices worldwide\*

[www.clydeco.com](http://www.clydeco.com)

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\*includes associated offices  
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