

Asia Pacific Mega-Trends and Legal Solutions Simplifying Business in a Complex World



48% feel doing business in Healthcare is becoming more complex

Technologies that will have the greatest impact on Healthcare businesses in the next two years:



Cloud computing



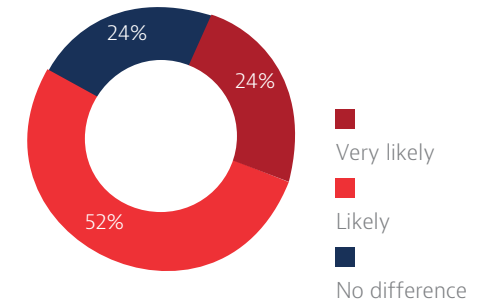
Artificial Intelligence



Nanotechnology

76%

expect greater pressure on costs in the next two years



Biggest macro economic challenges/complexities:



Compliance



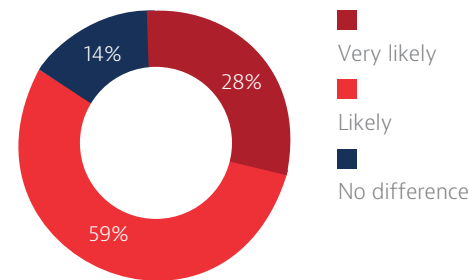
Environmental



Innovation

87%

believe Healthcare will see major technological disruption in the next two years



Healthcare businesses are investing most in:



Big data - 34%



Cloud computing - 34%



97%

expect the number of mergers and acquisitions involving companies from Healthcare to increase in the next two years



79%

expect the number of cases of dispute resolution/litigation involving companies from Healthcare to increase over the next two years

Major focus for Healthcare in the next two years:



Regulatory change



Business systems innovation



Optimizing tax structures

" Healthcare companies also need to be proactive in managing compliance efforts, a process that includes managing distributors, agents and other service providers. While much of this will be based on having thorough internal compliance processes in place, a large part is also dependent on due diligence of business partners, in particular understanding about how business partners do business."

Vivian Wu, Partner, Beijing, Baker McKenzie

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Steps for success: Upping the dosage of compliance and due diligence

Tips and tactics to comply with healthcare laws, mitigate risks, and avoid litigation.



Prioritize compliance with anti-bribery and corruption laws.

This begins with a thorough compliance due diligence of business partners and associates in target markets, and follows with monitoring and auditing measures.



Know data protection laws inside and out.

Know data protection rules within your operating jurisdictions, and remain compliant with new regulations.



Perform a regular corporate health check.

Have a full 'health check' on the condition of the company, and consult advisors for a new perspective and solutions, as well as propose a strategy to move forward.



Acquiring patents or medtech? Implement thorough IP due diligence.

It is important to properly scope the IP due diligence at the outset and following the completion of the deal.

Justin Wang, Managing Director at L.E.K. Consulting in China, discusses how Asia Pacific healthcare business can zero in on industry pain points.

- 1** Industry players that monetize healthcare IT will stay ahead of competitors.
- 2** Mobile healthtech will be the central component of healthcare business models.
- 3** Healthtech decentralization will require businesses to adjust operational structures and distribution channels.

"To stay ahead in the transition to digital healthcare, corporations should embrace the latest revolutions in tech and also anticipate policy changes and the creation of new laws."

Ben McLaughlin, Partner, Sydney and Head of Global Healthcare, Baker McKenzie

"Development of healthtech and demands for related backend support, while presenting challenges, also mean opportunities for players in the sector. We will likely see more business going from products to services, as we have seen for the ITC and other sectors."

Isabella Liu, Partner, Hong Kong and Head of Asia Pacific Healthcare, Baker McKenzie