

# Licensing

Pharmaceuticals and biotechnology companies are turning to licensing arrangements to combat high research and development costs. By collaborating with others in a mutually beneficial partnership, such as through in-licensing for the distribution of products in new markets, or exploiting technology in different fields of application, companies can bring new technologies and products to market more expediently and efficiently.

Companies which are licensees can grow the business without having to acquire the underlying intellectual property asset. Conversely, companies with market expansion plans can license the IP to local distributors to leverage on the local distributor's expertise in the market.

Key issues that frequently arise in such marketing and distribution licence agreements include the allocation of responsibility for product approval, product registration, product development, pharmacovigilance and safety concerns, quality control, payment milestones, ownership of IP, know-how and post- termination considerations.

The divergence of national regulatory requirements for healthcare and biotechnology products across the region means that companies must conduct multiple clearance checks to ensure that the license agreement is compliant with the regulatory frameworks of each of the applicable territories.

We are no stranger to navigating complexities across jurisdictions.

## Awards & Accolades

Band 1 for Life Sciences  
**Chambers Asia Pacific 2014 - 2024**

Medical and Healthcare Law Firm of the Year  
**Asian Legal Business Southeast Asia Law Awards 2020 and 2021**

Band 1 for Intellectual Property  
**Chambers Global 2009 - 2024**

Band 1 for Intellectual Property  
**Chambers Asia Pacific 2010 - 2024**

Tier 1 for Intellectual Property  
**Legal 500 Asia Pacific 2010 - 2024**

Tier 1 for Patents and Copyrights/ Trademarks in Singapore  
**ALB Asia IP Rankings 2018 - 2024**

Asia Pacific Patents Firm of the Year  
**Asia IP Law 2023**

Tier 1 for Copyright, Trademark Contentious and Trademark Prosecution in Singapore  
**Asia IP Law 2023**

Asia Pacific IP Firm of the Year  
**Managing IP Asia Pacific Awards 2018 - 2022**

Global IP Firm of the Year  
**Managing IP Asia Pacific Awards 2017, 2018 and 2022**

Baker & McKenzie has a legal network spanning 46 countries. Within Asia-Pacific, we have a large footprint, particularly in the Healthcare and Life Sciences industry, as we advise and act for the largest and leading global companies.

Our Healthcare and Life Sciences group in the Asia-Pacific region comprises more than 100 people with experience and specialist knowledge of the particular needs of the industry, enabling us to advise on the best ways to bring value to your business.

## Contact Us



**Andy Leck**

Principal

Tel: +65 6434 2525

Fax: +65 6337 5100

[andy.leck@bakermckenzie.com](mailto:andy.leck@bakermckenzie.com)



**Ren Jun Lim**

Principal

Tel: +65 6434 2721

Fax: +65 6337 5100

[ren.jun.lim@bakermckenzie.com](mailto:ren.jun.lim@bakermckenzie.com)

## **bakermckenzie.com**

Baker McKenzie Wong & Leow  
8 Marina Boulevard #05-01  
Marina Bay Financial Centre, Tower 1  
018981 Singapore  
Tel: +65 6434 2606  
Fax: +66 6338 1888



**Access over 1000 pages of legal summaries in Asia Pacific relevant to the healthcare industries anywhere, anytime.**

Download from iTunes or Google Play and search for "**Baker MapApp**"