



Pharmaceuticals & Healthcare

Understanding your industry

Health laws, regulations and interpretations change quickly and frequently — and sometimes dramatically. Understanding and mastering the nuances of this dynamic environment is a constant challenge. It is also absolutely essential if you want to stay in business, make a profit and stay out of trouble.

Billing practices, quality of care, surveys, enforcement, fraud and abuse, reimbursement, referral-source relations, licensure and certification, patient privacy; the list of issues and exposures goes on. And that's before you get to the issues every business faces such as finance, M&A, joint ventures, benefits, labor and employment, taxes, litigation and technology.

What others say about us:

"Especially skilled in handling transactional matters for clients operating in the life sciences sector. Experienced teams in Europe, Asia and Latin America that frequently collaborate to assist clients with issues involving multiple jurisdictions."

Chambers Global, Life Sciences 2016

"The lawyers are always available and the quality of their advice has been impeccable."

Chambers Global, Life Sciences 2016

You need sophisticated advisers — lawyers who understand the applicable laws, regulations and policies that govern your healthcare business. You also need practical advisers who know how these rules are applied and interpreted, and how they are likely to change.

At Baker McKenzie, our Health Law practitioners have made it their business to know and understand the intricacies of the healthcare industry. We are steeped in the regulatory requirements and standards for compliance. And we bring a lawyerly business perspective to help you deal with strategic, legal and operational concerns.

The scope of our practice is broad. We serve the entire industry, from hospitals, LTCHs, nursing, independent and assisted living facilities to home health agencies, labs and medical groups, and from ESRD centers and rehab centers to continuing care retirement communities and hospices. We also serve pharmaceutical, biotech, medical device, DME suppliers and many other healthcare markets.

Our Regulatory capabilities

The pharma regulatory and commercial team at Baker McKenzie comprises over 150 lawyers. We have dedicated regulatory lawyers across our network of offices, including 10 of the largest pharmaceutical markets in the world.

Our Pharmaceuticals and Healthcare commercial and regulatory lawyers are adept in assisting clients in the negotiation of agreements relating to agency, distribution, manufacturing, supply, co-marketing, co-promotion, joint-development, services, clinical arrangements (including R&D, clinical trial, investigator and informed consent), outsourcing, transfers of regulatory licenses, often in trans-border transactions, and privacy.

Representative Deals

🔗 **Abbott Laboratories**

- Advised on the Middle East aspects of the spin off of its research based pharmaceuticals business.

🔗 **Takeda**

- Advised on a review of its standard operating procedures across 13 Middle East and African countries.

🔗 **Novartis Egypt Healthcare SAE and Sanofi-Aventis**

- Advised clients in connection with combating counterfeit products sold in Egypt.

🔗 **Al Mokhtabar Medical Laboratories**

- Advised on its merger with Al Borg Laboratories creating the combined entity "Integrated Diagnostic Holding" - the largest privately held medical diagnostics business in the Middle East and South Asia.

🔗 **NMC Specialty Hospital**

- Advised on the USD109 million acquisition of a strategic equity stake in a leading healthcare holding company with subsidiaries throughout the GCC.

🔗 **An Abu Dhabi-based private equity fund**

- Advised on raising AED200 million for the development of an integrated healthcare delivery system comprised of specialty hospitals and ambulatory healthcare centres in Abu Dhabi.

🔗 **DaVita Inc.**

- Advised on a joint venture with Dubai Healthcare Authority, including all aspects of establishing a hospital in Dubai.

🔗 **Dubai Healthcare City (DHCC)**

- Drafted the Companies Licensing Regulations, the dispute resolution provisions as well as the decree establishing the DHCC.

🔗 **Valeant Pharmaceuticals**

- Advised on the acquisition of a stake in MedPharma Pharmaceutical & Medical Industries, based in Sharjah, UAE.

🔗 **Cleveland Clinic**

- Advised on 3rd party contracts in Abu Dhabi with firms like IMS Health, Dell, etc.

🔗 **Sanford Health**

- Advised on its expansion plans for the Middle East.

🔗 **Arabian Healthcare Supply Company**

- Advised on its joint venture with Baxter Holding B.V. to produce kidney dialysis products.

Key Contacts



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