

DENTONS

LINK LEGAL

Practice credentials

Life Sciences and Health Care

Grow | Protect | Operate | Finance

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The Firm

An Overview

A full service corporate and commercial law firm, Dentons Link Legal has flourished for over twenty years, with over 50 partners and 200 lawyers across multiple practice areas, and offices in New Delhi, Mumbai, Hyderabad, Bengaluru, Chennai and GIFT City (Gandhinagar).

Blending a deep commercial insight with our legal proficiency, our practice provides you with responsive advice to help you achieve your business objectives.

With a clientele that includes international and domestic businesses, public sector undertakings, public and private banks and individuals, we work with you across the globe.

Our strength stems from our team of experienced, well-trained and qualified lawyers, who integrate their skills to provide comprehensive legal advice and strategy on complex commercial issues that meet your needs and expectations. Each partner brings their hands-on expertise and a client-first approach from a strategic perspective, by understanding your objectives and identifying potential issues in areas of public policy or litigation. Clients enjoy a high level of professional service with the advantage of discussing matters directly with their assigned partner.

The oldest practice group of its kind amongst our peers, our China Desk consists of experienced lawyers proficient in English and Mandarin. Designated as the official partner for legal services in India by the largest chamber of commerce in China, we have advised over 100 Chinese clients across diverse sectors, and work closely with their government agencies, universities, and think tanks to conduct legal research and promote economic ties between the two countries.

Globally, we have advised clients through our multiple practice areas across diverse sectors, including water and wastewater, airports, metro rail & urban transport, roads, ports, oil, gas, energy, power, aviation, media, broadcasting, advertising, pharmaceutical, information technology, business process outsourcing, consumer goods, real estate, mining, software, entertainment, insurance, and banking, and we also work extensively with international clients on regulatory approvals from the Indian authorities for establishing legal entities or other forms of business presence in India.

Our practice areas

A full service law firm with over 250 lawyers and a pan-India presence, our practice areas span:

- Alternative Dispute Resolution
- Aviation and Aerospace
- Banking and Finance
- Capital Markets
- Construction / Engineering Firms
- Corporate
- Defense and Space
- Employment and Labor
- Foreign Investment Review
- Statutory Risk Management and Global Compliance and Investigations
- Hotels and Leisure
- Intellectual Property and Technology
- Life Sciences and Health Care
- Litigation and Dispute Resolution
- Manufacturing
- Maritime
- Mergers and Acquisitions / Joint Ventures / Private Equity
- Project Contracts and Claims Management
- Projects, Infrastructure and Energy
- Real Estate
- Restructuring, Insolvency and Bankruptcy
- Technology / Media, Entertainment and Sports / Communications

Accolades



Chambers and Partners Global:

Consistently ranked high.

Chambers and Partners Asia-Pacific:

Consistently ranked high.

The Legal 500 Asia-Pacific:

Consistently ranked high.

IFLR1000:

Recommended Firm.

Asialaw:

Consistently ranked high.

Benchmark Litigation Asia-Pacific:

Consistently ranked high.

Asian Legal Business:

Asia's Top 50 Largest Law Firms.

India Business Law Journal Indian Law Firm Awards:

Consistent winner.

Top Ranked Law Firms: India Top Ranked Legal:

Ranked high.

Forbes India Legal Powerlist:

Top Law Firm.

RSG Consulting:

Top 40 Indian Law Firms.

Economic Times Summit:

One of the Best Brands.

IDEX Legal Awards:

Best Law Firm of the Year – Large: Runner-Up.

Our offices

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Our Life Sciences and Health Care Practice

Background and Expertise

Global success, in driving widespread improvements in healthcare and life sciences, depends on the technology, learning, and adaptability to be in the front line for this change. The rise of chronic and lifestyle diseases, more informed and demanding patients, a growing focus on wellness and prevention, and advances in health information technology are the trends which shape this sector at an incredibly fast pace today, with mankind making progress on everyday basis.

These changes have created transformational changes in the approach that healthcare and pharma companies, medical institutions, and hospital chains have towards patients, their practice, and their ways of working. The skills, high-quality patient care, and the rapid evolution of medicine/medical devices, redefine the sector's operating models and patient offerings. We understand these factors and are fully equipped to partner with this sector during these innovative times.

This evolution of global healthcare, pharmaceuticals, & life sciences holds a great potential for innovation and growth, and we provide a full range of advisory and transactional expertise to medical device companies, pharmaceutical companies, hospitals & hospital chains, medical institutions & centres, pharmaceutical & drug manufacturers, medical devices, biotech companies, medical marketing, tourism companies, investment banks, investment funds, start-up incubators, start-up companies, digital health companies, and digital information companies.

Life Sciences and Health Care: Spectrum of Services

We are one of the leading firms in Life Sciences and Health Care and related matters, and our expertise lies in advising our clients on every aspect during the lifecycle, including drawing upon advice from our other practice areas as needed, and we are trusted advisors to a host of Indian and multinational companies. Our services include Legal Advisory, Transactional, and Documentation Services provided to our Healthcare and Pharma Sector clients:

- **Regulatory Issues**
Related to FDA, CDSCO, DGCI, Customs, and NPPA;
- **Tenders;**
- **Consumer Litigation;**
- **Mergers & Acquisitions**
Including advisory and documentation for post transaction integration issues;
- **Corporate Training**
Conduct, design compliance, ethics, and sexual harassment trainings and policy drafting and updating with current changes in the laws;
- **Data Privacy**
Advisory, training, and compliance review for agreements, policies and other issues directly impacted by the new Data Protection Bill;
- **Operations & Expansion**
Advisory, structuring and documentation for leasing of capital equipment on revenue share models, logistics solutions, growth solutions, and for manpower solutions, including structuring and documentation between companies and medical institutions or hospital chains;

- **Public Private Partnerships**

For tenders issued by government including the Swiss Challenge methodology for proposed partnerships between the MNCs and state governments;

- **Unique Capital Products**

Advisory, structuring and documentation for unique capital products like Robotic Surgery Equipment for hospitals and medical device companies.

Client Types Served

The firm advises various types of manufacturing, importing, exporting, consuming, and trading clients in the healthcare and pharma industry including:

- Hospitals / Medical Institutions;
- Pharmaceutical and Drug Manufacturers;
- Medical Devices;
- Telemedicine and Consultations;
- Medical Tourism;
- Health Insurance, and
- Digital Health Industry.

Your Advantage

Guidance

We combine our proven expertise and knowledge to guide our clients through high stakes commercial matters across the world, and we work hard to find strategic solutions to deliver the best possible outcome.

Experience

We combine our specialized skills, our decades of experience with laws, and our diverse backgrounds to handle complex litigation cases, and we offer our clients bespoke advice with a high degree of efficiency. This gives our clients an edge in dealing with complex legal matters and voids the need to hire a multitude of attorneys.

Global Reach

The trusted global partners with whom we work together across borders and jurisdictions, enable us to provide a seamless service to our clients. With an unrivalled depth and breadth of expertise, we provide you unparalleled legal and commercial support globally in more than 160 locations and in India.

Proactive Approach

Our proactive approach with our “can do” attitude boosts our capability to provide quick, personalized services, allows us to offer end-to-end solutions and deliver cost-effective and time-efficient services during a dispute.

Transparency

We share detailed proposals that clearly display our costs and timings, based on our initial discussions. Once confirmed, we periodically share detailed invoices based on our agreement.

Our clients

Some of the clients we've had the pleasure of representing in our Life Sciences and Health Care practice are:

- Medtronic;
- State Government of Odisha;
- Wanbury Limited;
- Wipro GE Healthcare Private Limited;
- BSN Medical Private Limited;
- Alkem Laboratories Limited;
- HealthKart;
- 1MG;
- Medops Technology Private Limited;
- Fortis Healthcare;
- Healthcare Global Enterprises Limited;
- Premas Biotech Private Limited;
- Healtheminds;
- DSM International, The Netherlands;
- AMI Lifesciences Private Limited;
- Cyber Carrier.

Life Sciences and Health Care: Awards

The Legal 500 Asia-Pacific:

Tier 2.

The Legal 500 Asia-Pacific:

Partners highly recommended.

Our practice team

Our lawyers and associates work to provide comprehensive expertise and advice, led by our partners, specialists in Life Sciences and Health Care:



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ABOUT DENTONS

Across over 80 countries, Dentons helps you grow, protect, operate and finance your organization by providing uniquely global and deeply local legal solutions. Polycentric, purpose-driven and committed to inclusion, diversity, equity and sustainability, we focus on what matters most to you.

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