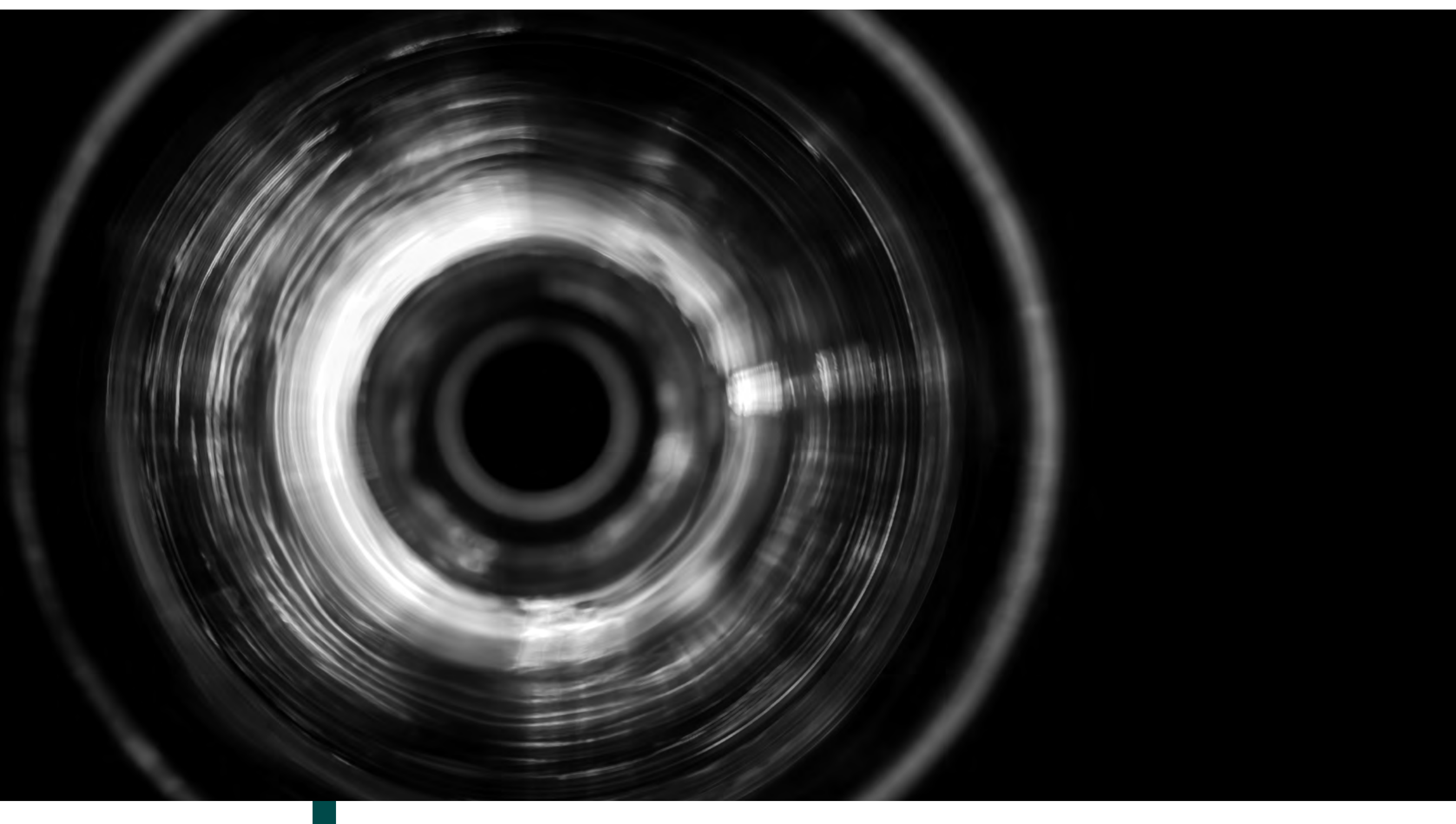


CAPABILITIES

LIFE SCIENCES AND HEALTHCARE

We provide expert legal services to top-tier companies in the pharmaceutical, chemical, vaccine, biotechnology, medtech, medical device, consumer health, and direct healthcare services industries. Our team is dedicated to understanding the unique challenges and opportunities within these segments, ensuring our clients receive tailored solutions that drive success and compliance



By consistently embracing advanced technology and implementing sophisticated sustainability practices, while proactively enhancing patient access to essential products, services, and solutions, this industry maintains a crucial and relevant position in the global economy. Its unwavering commitment to innovation and responsible practices fuels growth and ensures that critical healthcare advancements are readily available to those who need them most, solidifying its importance and impact on a worldwide scale

OUR TAKE ON INDUSTRY TRENDS

The emergence of new technologies is propelling a transformative shift in the market, particularly evident in the rapid advancements in digitalization and innovative business models within the medical technology and pharmaceutical sectors.



Breakthrough therapies, such as cell and gene therapies, along with cutting-edge developments in medtech, are set to continue capturing attention and driving progress. Venture capital remains a vital catalyst for growth in this sector, while strategic collaborations and licensing agreements among industry players are opening promising investment opportunities.

Despite the volatility of market dynamics – shaped by shifts in capital flows, geopolitical influences, global inflationary pressures, and economic uncertainty – there is a wealth of opportunity on the horizon. The industry is witnessing a surge in transactions and pioneering advancements, characterized by a strategic focus on B2B collaboration, licensing arrangements, and divestments. Moreover, an increased emphasis on contractual arrangements within supply chains highlights the sector's commitment to resilience and sustainability.

Navigating this dynamic landscape requires skillful expertise and strategic insight, positioning our clients to thrive amidst continuous change and capitalize on emerging opportunities.

OPPORTUNITIES

- China
- Venture capital essential for sector financing
- Small/medium-sized transactions (instead of mega transactions)
- Divestments of non-core assets
- Strategic B2B partnerships
- Regulatory convergence
- Innovative therapies, such as cell and gene therapy
- Generative AI
- Medtechs
- Carbon market

CHALLENGES

- Market correction post-pandemic, requiring a continuous cycle of experimentation, learning, and action
- High volatility and macroeconomic pressures
- Sustainability
- Financial returns in emerging markets
- Revenue loss due to patent expirations or competition from generics
- Rising R&D costs
- Stringent oversight on price controls and entry of generics or biosimilars
- Health litigation
- China

MACROTRENDS

- International Collaboration in Health, with China Leading the Way
- Clinical research, in an effort to offset market share loss due to patent expirations
- Regulatory convergence
- Patient data interoperability / Real World Data (RWD)
- Precision medicine
- Preventive medicine
- Generative AI
- Medtechs
- Wearable technology / Health gadgets
- Carbon market

WORK HIGHLIGHTS

- ▼ **New horizons in genetic and oncology therapy research in Brazil**
We played a key role in providing specialized guidance to a prominent U.S. biopharmaceutical company, closely collaborating on corporate strategy development, establishing strategic partnerships, and ensuring regulatory compliance in innovative clinical trials of genetic and oncology therapies conducted in Brazil.
- ▼ **Expanded access to medications for rare diseases**
As leaders in regulation, we are involved in developing initiatives aimed at increasing access to medications for rare diseases on behalf of one of the world's leading pharmaceutical companies. We refined market entry strategies, forged strategic alliances, and implemented measures to significantly improve the availability of these vital treatments in Brazil.
- ▼ **Defining responsible generative ai policies**
In partnership with a global pharmaceutical giant, we played an important role in formulating ethical and regulatory policies to guide the responsible use of generative artificial intelligence. We aim to ensure regulatory compliance and promote the ethical utilization of this innovative technology across its operations by establishing clear and transparent guidelines.
- ▼ **Guiding the implementation of health solutions in Brazil**
We facilitated the expansion of a leading infection prevention solutions company into the Brazilian market. By providing specialized guidance in areas such as asset acquisition, tax strategies, regulatory compliance, client management, and operational structuring, we helped ensure a successful and sustainable market entry.
- ▼ **Carbon neutrality for health and well-being**
We collaborated with a large investment fund and a Brazilian company committed to energy transition, health, and well-being. Our work aims to drive the decarbonization journey by developing and implementing innovative programs for generating and offsetting carbon credits, aligned with principles of sustainability and regeneration.

AREAS OF PRACTICE

A cross-sector and multidisciplinary team specialized in the sector

A range of technical professionals dedicated to supporting the daily operations of the sector



- | Commercial Contracts | Corporate/M&A | Environmental | EGVC | Government Affairs |
- | Government Contracting | Labor | Litigation and Arbitration | Project Finance |
- | Regulatory, Policy Issues, and Compliance | Sustainability | Tax |

GET TO KNOW OUR PARTNERS



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