

ADVANT

Your life sciences and healthcare advantage

ADVANT Altana | Beiten | Nctm

www.advantlaw.com

OUR LIFE SCIENCES AND HEALTHCARE PRACTICE

ADVANT member firms provide best-in-class support and advice to businesses operating in nearly every area of the **life sciences and healthcare** industry, a cornerstone of European innovation and progress. Our experienced experts – spanning the full spectrum of legal and commercial needs – understand the particular requirements of this truly unique and highly regulated industry.

Our clients include:

- Some of the leading pharmaceutical and biotechnology companies across Europe and around the world
- Health-related and biotech start-ups and technology pioneers
- Medical device and equipment makers and distributors
- Public and private hospitals, clinics and other healthcare service providers
- Major European and international medical institutions
- Healthcare industry regulators and advisors



MEMBER FIRM AWARDS AND RECOGNITIONS

Our professionals have been recognized by many leading rankings, awards and publications, both regionally and globally. In addition, **ADVANT** was named the 'International Firm of the Year' at the 2022 Legal Business Awards, and a finalist for 'Global Network of the Year' at The Lawyer European Awards 2022.

Best Lawyers

Chambers
AND PARTNERS



JUVE

The
LEGAL
500



OUR SECTOR EXPERTISE

In the **life sciences and healthcare** industry, we offer the experience and insight needed to advise on even the most complex of needs and challenges, including:

- Product liability and class-action lawsuits
- Regulatory, authorization and compliance matters
- Clinical trial management
- Pharmacovigilance matters
- Data protection and privacy
- Procurement
- Advertising and promotion
- Intellectual property and rights enforcement/defence
- Employment and labor issues
- Complex commercial contracts or licensing agreements
- National and international disputes
- Mergers, acquisitions, JVs and restructuring

KEY CONTACTS



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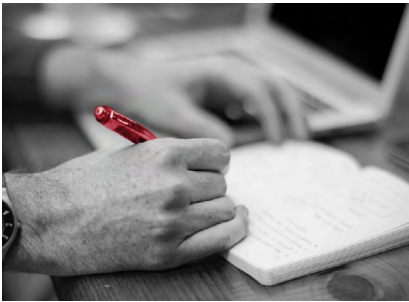
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RELEVANT MEMBER FIRM EXPERIENCE



Commercial

We advise clients on the full spectrum of commercial and legal issues which are of critical importance to the life sciences and healthcare industry, such as:

- Complex commercial contracts
- Co-marketing and product placement agreements
- Commercial issues arising from the production and distribution of pharmaceuticals, medical devices, or health and personal hygiene products
- Shareholders agreements or family business succession
- Compliance and corporate governance
- Consumer regulation
- Product liability

Dispute Resolution

We support clients to seek the most appropriate in-court or out-of-court solutions when disputes arise, including:

- Contractual disputes
- Commercial arbitration
- IP litigation and enforcement
- Product liability disputes
- Highly complex, cross-border litigation
- Employment and trade union disputes
- Post-judgement enforcement, and damages recovery
- Domestic and international arbitration proceedings

Employment

ADVANT member firms provide robust expertise on a range of employment and labour matters, including:

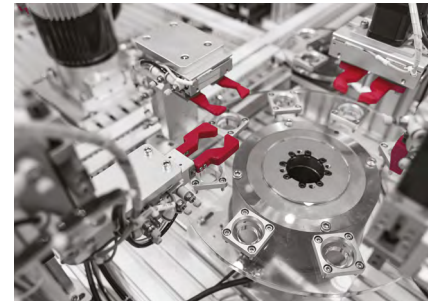
- Employment contracts and disputes
- Workforce restructuring and redundancies
- Major industrial disputes
- Collective bargaining, trade union relations and negotiations
- Health and safety incidents
- Workplace investigations
- Workforce policies and procedures



Intellectual Property

We provide assistance in relation to strategic and highly complex IP issues for the sector such as:

- Drafting and negotiating licensing agreements
- Domestic and international patent, trademark and copyright litigation
- Anti-counterfeiting and customs enforcement
- Trademark enforcement and unfair competition
- Europe-wide patent enforcement (UPC)



Manufacturing, Supply Chain and Logistics

We frequently advise clients regarding manufacturing and industrial issues such as:

- Supply chain logistics and compliance
- Procurement
- Environmental and sustainability considerations
- Health and safety policies and procedures

Corporate/M&A

As businesses evolve, grow and change, clients rely upon **ADVANT** member firms to advise them regarding:

- Strategic or distressed mergers, acquisitions and disposals of assets or businesses
- IPOs
- Joint ventures and strategic partnerships
- Minority or majority stakes
- Management or leveraged buyouts
- De-mergers
- Public or contentious takeovers
- Private equity and venture capital investment, fundraising or exit



Real Estate

When property-related issues arise, we are able to provide support regarding:

- Real estate asset purchases and disposals including commercial offices and manufacturing facilities
- Portfolio management, financing and restructuring
- Planning and construction of healthcare facilities, including hospitals and clinics
- Commercial leases and disputes



Restructuring and Insolvency

When businesses in the sector face commercial difficulty, we can advise regarding:

- Complex business or corporate reorganizations
- Operational or financial restructuring
- Carve-outs and distressed M&A
- Insolvency
- Mandatory provisions (ie clawbacks or damages stemming from past transactions or business conduct)
- Non-mandatory provisions



Tax

We advise clients on even the most complex of domestic and international tax issues, including:

- Business and corporate tax
- VAT
- R&D benefits and other tax incentives
- Pension and stock option schemes
- International tax obligations
- Customs and import taxes
- Transfer pricing
- Tax implications from major transactions or organizational restructuring
- Tax disputes and investigations, including those involving the relevant regulatory authorities



ABOUT ADVANT

ADVANT is comprised of leading European lawyers, and is uniquely positioned to deliver a distinctive advantage to clients navigating the complex commercial landscape of Continental Europe.

Representing a combined team of nearly 600 professionals, including nearly 140 equity partners, **ADVANT** is comprised of **ADVANT** Altana in France, **ADVANT** Beiten in Germany, and **ADVANT** Nctm in Italy.

With a presence in 15 locations across Europe and beyond, these firms serve their clients, both in Europe and internationally, by providing the highest-quality advice and results – efficiently and cost-effectively through technical excellence, dedication, and true collaboration.

A unique venture in the European legal market, **ADVANT** brings together strong national players to provide clients with the 'best of both worlds': deep local foundations and an international vision and reach.

ADVANT is your European advantage.

AREAS OF EXPERTISE

All of our members are full-service business law firms, offering a complete breadth of capability to meet client needs. We have significant shared strength in a number of key legal areas and industry sectors:

PRACTICE AREAS		SECTOR AREAS	
Antitrust and Competition	Insurance	Art, Luxury and Fashion	Private Clients
Arbitration	Intellectual Property	Energy	Private Equity and Venture Capital
Banking and Finance	IT and Data	Financial Services	Real Estate
Capital Markets	Public Law and Procurement	Industrials	Retail and Leisure
Commercial	Real Estate	Insurance	Shipping
Compliance	Restructuring and Insolvency	Life Sciences and Healthcare	Technology, Media, Entertainment and Telecommunications
Corporate/M&A	Tax	Mobility	
Dispute Resolution	White Collar Crime	Public Sector	
Employment			



ADVANT Altana

Founded in 2009, **ADVANT** Altana is an independent law firm with 85 lawyers, and is one of the leading business law firms in France. It offers top-level expertise on both advisory and litigation matters to clients, often in highly regulated sectors, from its base in Paris.

ADVANT Altana is an active member of numerous influential legal and industry associations around the world, including the International Bar Association (IBA), International Trademark Association (INTA), the American Bar Association (ABA) and INSOL International. In addition, the firm is a founding member of LCLIA, an international alliance dedicated to the construction sector.



ADVANT Beiten

Founded in 1990, **ADVANT** Beiten is an independent law firm with about 240 lawyers, accountants and tax advisors, and is one of the leading commercial law firms in Germany. It advises medium-sized companies, large corporations, banks, foundations and public sector organisations on German and international commercial law from six offices across Germany, as well as Belgium, Russia, and China.

ADVANT Beiten is an active member of numerous influential legal associations around the world, including the Employment Law Alliance (ELA), International Bar Association (IBA), American Bar Association (ABA), International Trademark Association (INTA), etc.





ADVANT Nctm

Founded in 2000, **ADVANT** Nctm is an independent law firm with about 270 lawyers and tax advisors, and is one of the leading commercial law firms in Italy. It advises companies, banks and financial institutions, multi-national corporations and public entities on all areas of business law from its offices in Milan, Rome and Genoa, as well as London and Shanghai.

ADVANT Nctm is an active member of numerous influential legal associations around the world, including the International Bar Association (IBA), International Trademark Association (INTA), the Employment Law Alliance (ELA), etc.



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