



Sameer Sah

Partner

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Practices:

Corporate and Commercial
Joint Ventures and
Collaborations
Mergers and Acquisitions
Private Equity
Regulatory

Education:

B.Sc., LL.B., (Hons.), National
Law University, Jodhpur (2007)

Professional Affiliations:

Bar Council of Maharashtra &
Goa
International Bar Association
Association Internationale des
Jeunes Avocats
All India Federation of Tax
Practitioners
Chamber of Tax Consultants
American Bar Association
(Health Law and International
Law Section)
American Health Lawyers
Association

Sectors:

Pharmaceuticals and Healthcare
Retail and Franchising

Sameer Sah is Partner in the Corporate and Commercial Practice Group in the Mumbai office. Sameer specialises in the areas of strategic M&A, joint ventures, collaborations, foreign investments, private equity, and regulatory approvals for investing in India. He also advises clients on regulatory and other issues pertaining to the pharmaceutical, healthcare, retail and franchising sectors.

Representative Matters:

In his areas of expertise, some of the clients Sameer has represented and advised are as follows:

Mergers and Acquisitions:

- **Reliance Jio** on acquisition of the mobile business assets (including the spectrum, mobile towers and optical fibre network) of Reliance Communications;
- **Ingenico Group** (as Indian Legal Counsel) on acquisition of 100% of TechProcess Payment Services Limited;
- **GlaxoSmithKline Plc (GSK)** on its three-part global transaction with Novartis AG (Novartis), pursuant to which GSK is forming a consumer health joint venture with Novartis, while at the same time buying Novartis' vaccines business and divesting its cancer drugs portfolio to Novartis;
- **Meiji-Seika Pharma** on acquisition of Medreich Limited;
- **Weener Plastik GmbH** on acquisition of Weener Empire Plastics Limited; and
- **MK Ingredients & Specialities** and **SSD Industries** on sale of their food ingredients and speciality chemicals distribution business to Azelis India Private Limited.

Joint Ventures:

- **Mitsui & Co. (Asia Pacific) Pte. Ltd** on acquisition of a minority stake in Keimed Private Limited;
- **Essilor India Private Limited** on its investments in GKB Vision and Prime Lenses; and



- **Otsuka Pharmaceutical Factory, Inc.** and **Mitsui & Co., Ltd** on their joint venture with Claris Lifesciences Limited.

Private Equity Investments:

- **Lyndsay Goldberg** on (i) divestment of their investment in Weener Plastik AG, and (ii) on the investment in Weener Plastik AG;
- **Advent International Corporation** on their affiliates' investment of US\$105 million in Quality Care India Limited;
- **Eris Lifesciences Private Limited** on the stake purchase by Chrys Capital; and
- **Blackstone** on its investment of US\$33 million in FINO.

Publications and Presentations:

Sameer is often invited to conferences and seminars to discuss topical legal issues and is very active in the publication space. Some of his articles are mentioned below:

- **"The dominance of Big Four auditors & India's prescription of joint audits"**, (26 March, 2018) CFO published by the Economic Times;
- **"Consolidated FDI policy 2017 - Implications on pharmaceuticals and healthcare sector"** published by Express Pharma (15 October, 2017);
- **"Taking shape: biosimilar rules in India"** published in the Lifesciences Intellectual Property Review (14 April, 2016);
- **"Corporate Social Responsibility and the Indian Experience"** published by the Practical Lawyer (October 2015);
- **"Upcoming changes to Indian securities laws and implications for M&A transactions"** published by Lexology (15 December, 2014);
- **"India's Investment Regime and its New Government: Looking Positively Ahead"**, published by FICCI | CAPAM 2014 | The Experts' Voice (8 October, 2014);
- **"Foreign Direct Investments in Limited Liability Partnerships"** published by the Practical Lawyer (June, 2014);
- **"Issues with Recent Changes to Clinical Trials' Regulations"** published by the Express Pharma (May, 2014);
- **"Misrepresentation and due diligence: The HSBC Case"**, published by the India Business Law Journal (April, 2014);
- **"Dividend distribution can be a great deal"** published by the Economic Times (13 November, 2010); and



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- **"An Evolving Framework - Special Report on India and Private Equity Investments"**, Vol. 8 Issue 8 of the Asian-Counsel 40 (2010).

Recognitions and Accomplishments:

- Chambers Asia Pacific has noted that sources single Sameer out for being 'solution-oriented and pragmatic';
- AsiaLaw has recognised him more than once as a 'Leading Lawyer' in India; and
- Leading publications such as Economic Times, Business Standard, Reuters, Mint, Express Pharma, DNA, Financial Chronicle, etc., have frequently quoted him on topical legal / business issues.