



Sameer Sah

Partner

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Practice/s

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

Sectors:

Life Sciences and Healthcare
Retail and Franchising

Education

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

Professional Affiliation/s

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

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:

Life Sciences and Healthcare (illustrative)

- A **global specialty pharmaceutical group** on executing master services agreements for conducting clinical trials in India;
- A **global specialty pharmaceutical group** on finalizing informed consent documents and regulatory filings for clinical trial in India;
- **Sarepta Therapeutics** on compensation for clinical trial participants under the extant clinical trials regime in India;
- **Sarepta Therapeutics** on regulatory compliances applicable to their interactions with Indian healthcare practitioners and conduct of clinical trials in India for treatment of a rare genetic disorder on compensation for clinical trials regime in India;
- A **listed Indian subsidiary of a large French multinational pharmaceutical and healthcare company** on regulatory implications (under provisions of Drugs and Magic Remedies (Objectionable Advertisements) Act 1954, Drugs and Cosmetics Act 1940, and Drugs Rules 1945) of their proposed direct to consumer awareness campaign for certain pharmaceutical formulations;
- A **listed Indian subsidiary of a large French multinational pharmaceutical and healthcare company** on applicable labelling requirements under the Drugs and Cosmetics Act 1940 in relation to drugs manufactured and marketed under manufacturing arrangements with third parties;
- An **Indian health-tech company** on the implications of provisions of the Indian Medical Council (Professional Conduct, Etiquette and

Recognitions & Accomplishments

Chambers Asia Pacific has noted that sources single Sameer out for being "solution-oriented and pragmatic";

Recognised as "Leading Lawyer" by AsiaLaw

Ethics) Regulations 2002 on (a) their contractual arrangements with hospitals, and (b) process of onboarding registered medical practitioners onto their digital health platform;

- **A listed Indian company** on compliance of their proposed arrangements with third party service providers with provisions of the Uniform Code of Pharmaceutical Marketing Practices 2024, inter alia in relation to procuring digital campaign visibility for their owned brands to doctors on a digital platform;
- **Johns Hopkins Medicine International LLC** on provisions of the (Indian) Telemedicine Guidelines 2020 and implications of the same on their proposed relationship with an Indian entity to facilitate cross-border diagnoses and educational discourses with foreign physicians in relation to brain tumour(s) and treatment options;
- **Johns Hopkins Medicine International LLC** on regulatory compliances applicable to their proposed short term contracts with Indian universities and medical centres for provision of certain remote and on-site services;
- **Boiron** on regulatory restrictions in relation to interaction with healthcare practitioners and applicability to a company manufacturing homeopathy drug in India;
- **An Indian company engaged in management and operation of hospitals** in India on compliances applicable to their interactions with registered medical practitioners; and
- **Akston Biosciences Corporation** on executing a license and manufacturing agreement for manufacturing and commercializing COVID-19 vaccine in India;
- **A large Chinese pharmaceutical company** on executing definitive agreement with Indian clinical research organization for conducting clinical trial of a COVID-19 medication;
- **Large east cost based lifesciences company** in finalisation of clinical trial agreement with clinical research organization and site management organization for conducting clinical trials in India;
- **An American telehealth company** on market entry advice in India for its medical device software;
- **CMR Surgical Limited** on licensing requirements of their local distributor and revisions to the draft distribution agreement for sale and distribution of advanced robotic surgery device in India, from a local law perspective;
- **A listed Indian Company** on multiple contract manufacturing and supply agreements; and
- **Alkem Laboratories** on various in-licensing transactions.

- A **global insurance group** on regulatory requirements and compliances around launch of their new e-health and insurance-based project in India.
- An **American multinational pharmaceutical company** on regulatory requirements and compliances in relation to marketing of pharmaceutical products in India.
- **Shockwave Medical** on regulatory requirements and compliances in relation to distribution of their medical devices in India.
- An **Indian listed Company engaged in healthcare sector** on life sciences regulatory aspects of their digital platform which *inter alia* offers telemedicine services.

General Corporate and Mergers and Acquisitions

- **Advent International, L.P.** on the sale of 100% of their shareholding in Bharat Serums and Vaccines Limited to Mankind Pharma Limited.
- **Bharat Serums and Vaccines Limited** and its promoters on acquisition of Bharat Serums and Vaccines Limited, engaged in the business of manufacturing of vaccines, by certain funds controlled by Advent International;
- **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;
- **Otsuka Pharmaceutical Factory, Inc. and Mitsui & Co., Ltd** on their joint venture with Claris Lifesciences Limited;
- **Oman Investment Authority** on investment in **Biogenomics Limited**, a biopharmaceutical company engaged in the development and manufacture of biosimilars and insulin analogs;
- **Advent International Corporation** on their affiliates' investment of US\$105 million in Quality Care India Limited;
- **Susquehanna International Group, LLP** on their investment in Healthplix Technologies Private Limited; and
- **Eris Lifesciences Private Limited** on the stake purchase by Chrys Capital.

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 Proposed Right to Affordable Healthcare: A Constitutional Conundrum' (February 2025, published by Lexology);
- 'Leveraging Technology to Drive Inhouse Value' (August 2024, published by Lexology);
- 'Union Cabinet Approves National Medical Devices Policy 2023' (May 2023, published by Lexology);
- 'Navigating Through the Challenges of Cross Border Transactions and Investments - Aftermath Of COVID-19 Pandemic' (April 2022, published by BW Legal World);
- 'Lifesciences and Healthcare in 2020: Year-in-Review' (December 2020, published by Lexology);
- 'Classification For Newly Notified Medical Devices' (September 2020, published by Mondaq);
- 'Contract Manufacturing of Medicines' (August 2020, published by Mondaq);
- 'Impact of COVID-19 on pharma supply chains' (April 2020, published by Express Pharma);
- 'Software as a medical device' (March 2020, published by Express Healthcare);
- 'Deal-Making in the COVID-19 Times' (March 2020, published by Mondaq);
- 'How will the new medical-device rules impact financial investors?' (March 2020, published by VC Circle);
- 'Directors And Their Liability for Company Actions Under Foreign Exchange Norms' (August 2020, published by Mondaq);
- 'E-pharmacies: New rules to the game' (June 2018, published by Express Pharma);
- 'Consolidated FDI policy 2017 - Implications on pharmaceuticals and healthcare sector' (October 2017, published by Express Pharma);
- 'Taking shape: biosimilar rules in India' (April 2016, published in the Lifesciences Intellectual Property Review);
- 'Corporate Social Responsibility and the Indian Experience' (October 2015, published by the Practical Lawyer);
- 'Issues with Recent Changes to Clinical Trials' Regulations' (May 2014, published by the Express Pharma);

- 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.