



### Petr Samec

**Senior Associate**

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### Prague

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Petr Samec focuses on corporate law, especially mergers and acquisitions, general corporate law and commercial contracts. He regularly advises foreign clients on launching their business in the Czech Republic, transformation, reorganisation and corporate governance.

During his career he has participated in projects that have included legal audit/due diligence, preparation and negotiation of contractual documentation, and related commercial law issues.

However, Petr's primary focus is in the field of pharmaceutical and medical law (life sciences). He provides legal counselling to a wide range of Czech and foreign clients in relation to pharmaceutical products and medical devices, including launching new products on the market, drug marketing authorisations, reimbursement from public health insurance and pricing regulation, clinical trials, promotion and advertising, sponsoring, interactions with healthcare professionals, etc. A significant part of the agenda is constituted by commercial contracts, in particular distribution contracts, goods supply contracts, warehousing agreements, volume bonus agreements, marketing and PR contracts, as well as special pricing arrangements with health insurance providers.

Petr also has experience in the area of labour law, including individual employment contracts and sensitive manager agreements, employee benefits and premium plans, reductions of workforce and redundancy, as well as agency employment.

Petr is also familiar with personal data protection issues.

## LANGUAGES SPOKEN

- Czech
- English

• Corporate

Czech English

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- Advising a multinational pharmaceutical company in connection with the implementation of a new (direct-to-hospital) distribution model, including preparation of related contractual documentation
  - Providing legal support to the local subsidiary of a multinational pharmaceutical company as a seconded 'in-house' lawyer for one and half year
  - Advising an international biopharmaceutical company on the preparation of a local master distribution agreement for selling innovative medicinal products in the Czech Republic
  - Successful representation of a multinational pharmaceutical company in appellate proceedings against the decision of the State Institute for Drug Control regarding the termination of the proceedings concerning the extension of a drug marketing authorisation
  - Continuous day-to-day advice to pharmaceutical companies on a number of commercial contracts, in particular drug supply agreements, volume bonus agreements, special pricing arrangements with health insurance providers, agreements on purchase of strategic business and statistical data, sponsoring agreements, etc.
  - Reviewing promotional and marketing materials for medicinal products, including TV spots, for an international pharmaceutical company

## CREDENTIALS

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### Prior Experience

- Since 2011, Senior Associate, DLA Piper Prague LLP
- 2009 – 2011, Associate in one of the leading law firms in Central and Eastern Europe
- 2005 – 2008, Junior Associate in one of the leading law firms in Central and Eastern Europe
- 2001 – 2005, Paralegal in one of the leading law firms in Central and Eastern Europe

### Education

- Charles University in Prague, Faculty of Law, Mgr., 2005

### Memberships

- Czech Bar Association

## INSIGHTS

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### Publications

- Article - *Zdravotnické noviny*: 'First foray into the battle with re-export of drugs', Issue 8/2013
- Article - *Zdravotnické noviny*: 'Healthcare professional and gifts from pharmaceutical companies', Issue 8/2012
- Article - *Zdravotnické noviny*: 'Healthcare professional and drugs promotion', Issue 22/2011
- Article - *Zdravotnické noviny*: 'Physician as consultant of pharmaceutical company', Issue 20/2011
- Article - *Zdravotnické noviny*: 'Direct supplies of drugs', Issue 17-18/2011