

Health Care

Global expenditures on health care are approaching seven trillion US dollars a year, or roughly 10 percent of the world's gross domestic product. More than 70 percent of these expenditures occur in North America and Europe alone. Not surprisingly, opportunities are immense and growing in the health and life sciences industry, for businesses that include: pharmaceutical and device manufacturers, research and development organizations, information technology companies, providers, clinicians, insurers and entrepreneurs of every stripe.

These opportunities are local, national and global. A 100-bed community hospital in Kansas City wants to form a joint venture for an ambulatory surgery center with 11 cardiologists from St. Louis. A children's hospital in Abu Dhabi wants to partner with a teaching hospital in Paris. A device manufacturer headquartered in Bonn wishes to market its products in Hong Kong. A Russian pharmaceutical company seeks approval from the US Food and Drug Administration for a new anti-coagulant. An e-health company headquartered in Barcelona wants to license its health records software to an IT consultant in Kampala. The list may be long, but the number of law firms that can handle this range of matters is not.

The firm must have a presence, on the ground and around the world. The firm must have a deep bench of lawyers who have spent decades immersed in the health and life sciences sector, helping organizations navigate continuously evolving political, regulatory and economic landscapes. The firm must understand each jurisdiction's health care delivery system—from manufacturer to distributor to provider to patient to payor to policy maker—and the firm must be able to provide each of these players with the full range of strategic transactional, regulatory and dispute resolution counseling services.

With offices in 79 locations in 52 countries across four continents, and with more than 100 lawyers, consultants and policy professionals who have spent their entire professional careers exclusively counseling health care life sciences organizations, Dentons is proud to be that firm.

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Hotels and Leisure

Across the globe you can draw on Dentons' in-depth knowledge of the hotel and leisure industry to address today's opportunities and challenges in a thoughtful way based upon decades of unsurpassed experience. Whether you're a hotel owner, investor, lender or owner/operator, we can provide you the value-added guidance and counsel you are seeking. Turn to us for creative and practical solutions regarding acquisitions and dispositions, financing, management agreements, mixed-use projects and much more. Very few lawyers in the world focus exclusively on hotels and other leisure facilities. Because that is all our core team does, your industry is our industry. We address your issues not only from a legal perspective, but a business perspective and a "market perspective."

Consistently ranked among the best in the world, Dentons' Hotels and Leisure practice comprises a core team of recognized industry leaders who are focused exclusively on the hotel and leisure industry. The core practice team is complemented by cross-disciplinary support from more than 175 partners and colleagues throughout the Firm who regularly work on hotel and leisure industry matters. These lawyers include tax, REIT, trademark, labor, dispute resolution, real estate and corporate practitioners. Uniquely situated to serve our clients across all jurisdictions and to leverage our firm's capabilities in multiple regions, we function internally as an integrated team across the globe. Our team specializes in thoroughly understanding the hotels and leisure industry from a global perspective, at every level. We are also keenly aware of the multitude of issues involved in doing cross-border and multi-jurisdiction transactions and how to successfully navigate through the same. Whether developing a complex mixed-use project, refinancing a hotel or portfolio, negotiating a management agreement, or looking to expand a portfolio through a corporate acquisition or joint venture, you'll gain the support of a trusted and experienced partner.

Providing top-ranked, value-added service to our clients, we are proud to serve as trusted advisors to some of the industry's most respected owners, investors, developers, operators and financial institutions, on sophisticated transactions to ensure every aspect of every deal is addressed accordingly. Our clients are distinguished and unique—they expect best in class service at every level to address their legal needs and we deliver.

You can rely on us for advice on:

- Management, franchise and license agreements: hotels, resorts, gaming, food and beverage, golf and spa
- Creation, operation and restructuring of complex mixed-use projects
- Development matters
- Company and asset acquisitions and dispositions
- Equity and debt financings
- REITs
- Trademarks
- Operational Issues

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Middle East

The Middle East is a key market for global business. The scale of deals, projects, developments and investment opportunities attracts the major players from all commercial and industrial sectors.

At Dentons, we provide both the legal and strategic advice you need as well as the important local knowledge and experience, to help you maximize the opportunities for your business. Our extensive and experienced resources, tailored approach and long-standing presence in the Middle East region enable us to undertake the most complex of assignments.

Our clients benefit from our knowledge of the laws, language and business customs in all the countries in which we operate. Our presence in the Middle East is the largest of any international law firm and spans the United Arab Emirates, Saudi Arabia, Oman, Qatar, Jordan, Lebanon and Egypt. With decades of experience in this market, our long-standing relationships within these communities provide strategic advantage for you and your business endeavors.

You can leverage our long-established and highly credible reputation with government officials, financial institutions and other intermediaries. These strong ties allow us to help you develop business opportunities, speed up approval processes and make progress. When conducting business in the Middle East, choose the partner that makes sense. Choose Dentons.

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