

Life Sciences

Capability Statement



There are many good reasons why we are ranked as the top destination for life sciences work in the Thames Valley

Manches' dedicated life sciences team is the largest in the Thames Valley, with a national reputation for our work in this sector. We bring decades of legal, scientific and industry knowledge to provide our clients with practical, commercially-minded advice. We understand that the life sciences sector is both fast-moving and competitive. Therefore, good legal advice is essential at an early stage and throughout an organisation's life if vital commercial interests are to be properly secured and protected.

Our portfolio of life sciences clients benefit from the full range of legal and regulatory advice, with an emphasis on commercial agreements, regulatory compliance and advisory work, employment issues, corporate finance and corporate governance.

We know our clients appreciate our commercial and responsive approach. We also know they appreciate receiving City-quality advice at regional rates. Manches combines the best of both worlds: the expertise and excellence of a City-firm with the personal service of a local one.

We act for a spectrum of businesses active in the life sciences field from small innovators to industry leaders and enjoy building long-term relationships with our clients, seeing them develop, grow and adapt through differing circumstances or changes of ownership.

We get involved

We take an active role in organisations that support the life sciences industry locally and further afield. We are a founder sponsor of the Oxfordshire Bioscience Network which we continue to support. We are also active members of the Thames Valley Life Sciences Network and attend Bio networking events in the US, Europe and India in order to strengthen our relationships with clients and law firms overseas. We also hold our own life science related events including a series of round table lunches for senior executives, and we publish a regular newsletter **BioBrief**.

Many of our clients are based or operate outside the UK. Although we only advise on English and EU law, where we require input on overseas law we obtain this from our network of firms in other countries with whom we have regular dealings. Owing to our frequent dealings with US companies we have good relationships with a large number of US law firms and are familiar with many of the US legal issues affecting companies in the life sciences sector.

What we can do for you

- Company formation, funding and governance
- Company and product acquisitions and sales
- Commercial agreements - research, pre-clinical, clinical development, manufacture and marketing
- Contract disputes - domestic and international; litigation and arbitration
- Human resources - employment advice and litigation
- Intellectual property licensing and strategic advice
- Patent and other IP litigation
- Private and public debt and equity funding
- Property and construction
- Regulatory and competition issues

You benefit from

- The largest firm with a genuine focus on the life sciences market in the Thames Valley. With offices in Oxford, Reading and London you have access to over 170 lawyers.
- A multi-disciplinary team of specialists from our corporate, commercial/IP, employment, litigation, property and technology teams. Our lawyers will work for you as a team, matching the right skills to the right task.

- Recognised specialists who are leaders in their fields with decades of sector-specific experience across the life cycle from university-led research to post-marketing issues.
- Lawyers who have experience of working in-house and on secondment in life science organisations, giving us 'insider knowledge' on the issues you are facing.
- Long-lasting relationships based on understanding and trust, a friendly approach, responsiveness to the task and the quality and delivery of results.

What others say

We are very proud of our reputation as being the top destination for life sciences work.

"Manches provides EUSA Pharma with a first class service in all areas and in particular in the areas of intellectual property and regulatory. EUSA Pharma would have no hesitation in recommending Manches to others looking for professional and thorough legal advice."

Zoe Evans, General Counsel and Company Secretary, EUSA Pharma

"Evotec has, for more than 15 years, had excellent contact with what I consider to be the leading law firm in Oxford and the Thames Valley. Their lawyers, from my experience, all have top experience and deliver really excellent services - at rates which are not as high as London City hourly rates."

Christian von Spiegel, Senior Vice President Legal of Evotec AG

"The Manches team pulled out all the stops in an often complex negotiation, working to tight timescales with key participants located in UK, USA and Australia. We are delighted with the successful outcome."

Steve Ruston, CEO, Prolysis (now Promic) on its sale to Biota

"Sources say: 'The lawyers care about our company as much as we do.'... acting on behalf of companies in the life sciences sectors."

Chambers & Partners UK

"Distinguished by its knowledge of the UK life sciences industry, this 'thorough and attentive' team advises top universities and multinational pharmaceutical companies on [patent matters]."

Chambers & Partners UK

"Location, client base and experience combine to make Manches LLP a top destination for life sciences work."

Legal 500

Some examples of our work

Acting for the UK affiliate of a multi-national pharmaceutical company in the re-negotiation of a contract with a CMO for the manufacture of approximately 70 marketed products. This work included attending a number of negotiation meetings, drafting amendments to the agreement and liaising with various departments within the client company including quality, commercial, finance and legal.

Representing a quoted pharmaceutical company in a multi-million dollar arbitration claim against its development partner, a global pharmaceutical company entrusted with the development and marketing of a promising new antibiotic. The claim, which went to a two-week international arbitration hearing, was for breach of the licence and development agreement after the development partner failed to obtain approval for the licensed drug in the US or EU after its Phase III trials were rejected on data integrity grounds. The case was handled in an extremely tight timescale after the clients transferred to Manches from other lawyers part-way through the proceedings. Details of the arbitration are confidential.

Our cutting edge technology client had an underperforming employee who fell out with her manager in a crucial sales team, then disclosed she had a serious illness and raised numerous grievances. As a result of a carefully planned and executed capability process the employee resigned without complaint. We were centrally involved in identifying the issues, setting the strategy for dealing with those issues, preparing briefings for meetings and assisting the Directors involved throughout.

Advising a listed biotechnology company on the terms of a licence, co-development and co-promotion agreement with a global pharmaceutical company relating to our client's phase III anti-fungal product. Under the terms of the agreement, our client received an upfront payment of £50m and is eligible to receive up to £300m in additional payments on achievement of certain milestones as well as double digit, tiered royalties on sales. The licensee will take the lead on development and will contribute most of the remaining investment required for development. Our client retained the right to co-promote the product in key territories.

We recently advised UK based licensors of cell lines in relation to a potential dispute with a major US biotech company over the interpretation of royalty provisions in a licence for the manufacture and use of monoclonal antibodies that form the basis of a blockbuster psoriasis drug. The dispute related to the interpretation of a royalty stacking provision in the licence. Several millions of dollars of royalties were at stake. The potential dispute was settled by amendment of the licence agreement on a satisfactory basis to all concerned, without the issue of proceedings.

Our clients include:

Multi-national pharmaceutical and life sciences companies and those with a presence in the south-east of England: Evotec, R&D Systems (a subsidiary of Techne Corporation) and UCB

VC-backed specialty pharmaceutical companies: Archimedes Pharma and EUSA Pharma.

Small and emerging biotech, pharmaceutical and medical device companies, many spun-out from UK universities, in particular in Oxford and London, and research institutions: Adaptimmune, Immunocore, Kimal, Owen Mumford, Oxagen, Oxford Biodynamics, Oxford BioMedica, Oxford Gene Technology, Plaxica, Smart Surgical Appliances, Syntaxin and Veryan.

Public sector institutions involved in life sciences and medical research: Biotechnology and Biological Sciences Research Council, Institute for Animal Health, Medical Research Council, Natural Environment Research Council, Oxford University and a number of other UK universities.

MANCHES

The Thames Valley Life Sciences team is led by Jim Kinnier Wilson.

For further information, please contact Jim Kinnier Wilson on 01865 813637 or by email: jim.kinnierwilson@manches.com.

Manches is a leading law firm in Oxford, Reading and London. We advise clients on all areas of business law, including property, corporate, commercial litigation and dispute resolution, employment, intellectual property and technology law.

Manches' Life Sciences team issues a regular newsletter, **BioBrief**. To subscribe, please email oxford@manches.com

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