



## Vanessa Baic

### Special Counsel

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## OVERVIEW

Vanessa Baic is a corporate and commercial lawyer whose practice focuses on the health, aged care/retirement living and therapeutic goods sectors.

Vanessa advises clients on a range of issues affecting the above industries including compliance with regulatory requirements, contracting, risk management, privacy, structuring and mergers and acquisitions.

Her clients include some of Australia's most well known companies in the health, aged care/retirement living and therapeutic goods sectors and comprise for-profit and not-for profit entities as well as government.

## PROFESSIONAL BACKGROUND

Prior to joining the firm, Vanessa worked as an in house lawyer for Australia's largest private health insurer, Medibank Private Limited. She also previously spent over five years at a large national Australian law firm where part of her time was spent on secondment to Symbion Health Limited.

## ACHIEVEMENTS

- Monash Vice Chancellor's Undergraduate Research Scholarship
- AMRAD Prize for Top Student in 3rd year Biochemistry
- AMRAD Prize for Top Student in 2nd year Biochemistry

## PROFESSIONAL / CIVIC ACTIVITIES

- Royal Women's Hospital Human Research Ethics Committee member
- Intensive Care Foundation non-executive director
- Law Institute of Victoria member
- Victorian Women's Lawyers member

- Victorian Women's Lawyers mentor

## EDUCATION

- LL.M., University of Melbourne, 2009
- B.S., Monash University, 2003 (*Honours*)
- LL.B., Monash University, 2003 (*Honours*)

## ADMISSIONS

- Federal Court of Australia
- Supreme Court of Victoria

## AREAS OF FOCUS

- Mergers and Acquisitions
- Technology Transactions and Sourcing
- Data Protection, Privacy, and Security
- Food, Drugs, Medical Devices, and Cosmetics (FDA)
- Health Care and FDA

## INDUSTRIES

- Digital Health
- Health Care Sector

## REPRESENTATIVE EXPERIENCE

- Advising The Brotherhood of St Laurence in relation to retirement village regulation, the disposal of land containing a retirement village and the proposed future development of the retirement village property. Advising Uniting Aged Care in its AUD9.5 million acquisition of Wyndham Manor Aged Care Facility, and also assisting Uniting Aged Care with an aged care related sale. Advising The Salvation Army on what is one of the largest aged care and retirement village asset sales ever to take place in Australia, namely, the sale of 15 retirement villages and aged care centres in Victoria, Tasmania, South Australia, Western Australia and the Northern Territory (a critical part of this advice was consideration of matters relevant to the redevelopment of retirement villages and aged care facilities).

- Advising the City of Whitehorse in relation to the sale of two residential aged care facilities, the City of Monash in relation to the sale of one residential aged care facility and the Manningham City Council in relation to the sale of one residential aged care facility.
- Advising the City of Glen Eira, City of Monash, City of Whitehorse, Manningham City Council and Melbourne Citymission in matters relating to their residential aged care facilities and/or retirement villages.
- Acting as an aged care and retirement village regulatory advisor to Stockland Corporation Limited in its acquisition of Australian Retirement Communities (ARC) (an acquisition valued at AUD329 million). The ARC retirement business consisted of 17 existing retirement villages, three villages under construction and a development pipeline of another three villages.
- Assisting Stockland Corporation Limited with the integration of 28 retirement villages it acquired with its acquisition of Aevum Limited.
- Advised on a range of issues affecting private health insurers including compliance with the National Health Act and Private Health Insurance Act, employee health fund arrangements, portability of private health insurance, discounts, overseas student and overseas visitor health cover and a variety of commercial agreements such as hospital purchaser-provider agreements, chronic disease management programs and commercial ventures.
- Advised a research-based biopharmaceutical company on commercial agreements such as contract manufacturing, research, marketing, collaboration, distribution, appointment to advisory boards, sponsorship and speaker agreements.
- Advised numerous clients in the aged care and retirement living industries including for profit entities, not for profit entities, local Councils, government and financiers and is familiar with their specific needs and objectives. This has included advising on compliance with regulatory requirements and contracting with residents, providing advice relevant to the sale of aged care facilities and retirement villages and issues relevant to the development or redevelopment of the same.
- Provided extensive privacy advice to many of her clients in the health, aged care/retirement living and pharmaceutical industries. This has included conducting privacy audits on a number of organisations and assisting them with the preparation of standard operating procedures to deal with privacy. Also provided extensive privacy training and assisted organisations to establish appropriate privacy policies. Also advised on matters relevant to electronic health records.
- Advised on a range of issues affecting the health industry including compliance with regulatory requirements, contracting, risk management, privacy and structuring. She has also provided extensive advice relevant to the sale and acquisition of medical and dental practices.
- Advised GMHBA Limited in its acquisition of the health insurance business of Druids Friendly Society.
- Advising Catalent Pharma Solutions, Inc., a global listed pharmaceutical company headquartered in the U.S., in relation to the sale of 100% of its tablet and soft-gel capsule manufacturing facility in Victoria, Australia for AUD43.2 million to Blackmores Limited.