

# Health & Medical

Capability Statement

**HILLHOUSE**  
legal partners



simply strategic

# Health & Medical Capability

Our specialist health and medical team offer extensive industry specific knowledge and expertise to the entire medical profession.

From individual physicians and specialists, medical groups of all sizes, through to various hospitals and ASX-listed corporate medical providers, nationally.

We understand that all doctors and senior management of medical practices and organisations have intense demands on their time.

We take a flexible approach to servicing our medical clients enabling them to focus on their core business of practising medicine and treating patients.

This includes responsive communication and meeting our clients at times and locations that fit within their busy schedules (frequently out of hours).

## We have the capability and resourcing

Our team deliver tailored legal advice and strategic solutions in a timely and efficient manner.

With a business and commercial focus, we partner with our clients to support them in achieving their career and business objectives.

## We understand the medical career lifecycle

We support all types of medical professionals from interns and registrars, the transition into private practice, from inception and start up through to selling a practice or group, and all stages in-between.

## We support medical professionals

We appreciate that medical practitioners need legal advice to uniquely structure their businesses and personal financial arrangements. Our experience allows us to deliver effective commercial outcomes.

# Expertise

## ADVISORY

Initial structuring

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Trusts and service arrangements

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Partnerships, shareholder and unit-holder agreements

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Business succession and estate planning

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Commercial contracting and terms and conditions of trade

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Share and unit acquisitions and disposals

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Business acquisitions and disposals

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Employment matters

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Privacy, data retention and confidentiality issues

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Property acquisitions, disposals and leasing

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Intellectual property

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## OTHER EXPERIENCE AND SPECIALITIES

Software and app development and licencing

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Commercial leasing including industry specific permitted use and fit-out requirements

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Establishment of and advice to professional associations

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Establishment of and advice to charities and research foundations

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# Our Approach

We take a commercial approach to all matters. We appreciate that different clients within the medical industry have varied levels of corporate and commercial experience, with diverse risk profiles and appetite.

We adopt a holistic and strategic approach at the commencement of matters to fully understand our client's needs, appetite for risk, commercial objectives and desired outcomes.

We then tailor our advice and work plan to ensure we diminish or eliminate unacceptable risks, while delivering a strategic, efficient and cost-effective solution for each and every client.

Our clients are confident in knowing they are being advised by industry experts.

*"Our group has been advised by Hillhouse Legal Partners for over 15 years. The Hillhouse team are approachable, efficient and commercial. We have been repeatedly impressed with the technical capability and responsive service provided across a vast array of matters, including medical industry specific: commercial, contract, employment and property matters. We gladly and confidently refer our clients to Hillhouse Legal Partners and recommend their services to friends and family also."*

*Managing Director,  
Qld's largest Neurosurgical and Spine group*

# Our Solutions

While we offer expert legal services to the health and medical sector, Hillhouse can also provide strategic practical advice across all legal specialities:

## Corporate

- ◆ Corporate and Commercial
- ◆ Debt recovery, Insolvency and Restructuring
- ◆ Employment and Industrial Relations
- ◆ Intellectual property and Technology
- ◆ Litigation and Dispute Resolution
- ◆ Property and Projects

## Sectors

- ◆ Agribusiness
- ◆ Building and Construction
- ◆ Government
- ◆ Health and Medical
- ◆ Hotels, Accommodation and Resorts
- ◆ Mining, Energy and Resources
- ◆ Retirement and Aged Care
- ◆ Technology and Startups

## Private

We are trusted to provide a range of personal legal services for individuals and families, often across generations. We are able to assist you with the following personal legal services:

- ◆ Conveyancing
- ◆ Family law
- ◆ Wills, Estates and Trusts

## Key Contacts



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# Why Hillhouse:

## Expert

Team capability with over 30 years' experience in the health and medical industry, enabling us to set an effective and efficient pathway to meet your objectives

## Engaged

Client-centric partnership approach with direct liaison and frequent open communication about issues and progress, delivered wherever and whenever needed to fit in with busy client schedules

## Commercial

Focused on your business objectives and commercial expectations

## Specialist services

Full range of legal services for the entire health and medical industry ranging from individual practitioners, large and small-scale medical groups through to listed medical funds and corporate operators

## Responsive

Cognisant of the fast pace of the health and medical industry and its needs. Responsive, attentive service delivery within required time frames

## Transparent

Working to agreed strategy with cost transparency, flexible fee options, all within budget

See how we can assist you with the most efficient and effective legal solution. Contact us at 07 3220 1144 or [email@hillhouse.com.au](mailto:email@hillhouse.com.au) for an obligation free consultation and appraisal. As your legal partners, Hillhouse provides a diverse range of legal services delivered in a flexible way.

We understand our clients need legal support to suit their varied routine and locations. We always engage as needed, whether that be a meeting at your location or ours, by phone, email or video conferencing.

To see how we can meet your varying and changing needs, please review our full service offer at [www.hillhouse.com.au](http://www.hillhouse.com.au).

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