

## Mikael Salmela

Partner

Paris

### Biography

As a partner in the Hogan Lovells' Paris office and a member of our Corporate & Finance Commercial practice, Mikael focuses on commercial, regulatory and contractual work. Mikael has considerable experience dealing with a variety of complex and strategic agreements in various industry sectors, such as life sciences, energy and IT. Mikael's experience in regulatory matters covers a wide array of topics, including various consumer products and export controls, with a particular focus on life sciences.

Mikael has in-house counsel experience since he was seconded for several months to an online mass retailer of consumer products and to the French subsidiary of a U.S.-based pharmaceutical company. Mikael was also seconded to our London office for six months.

### Representative experience

Advises companies in life sciences industry on regulatory issues in lifecycle of products (marketing authorizations, classifications of products, advertising, anti-benefits regulations, and sunshine regulations).

Mikael regularly advises pharmaceutical and medical device companies on their joint development and co-marketing agreements with other industry players.

Advises leading energy company on



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### Languages

English  
French  
Finnish

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### Practices

Commercial  
Gaming Law  
Privacy and Cybersecurity  
Mergers and Acquisitions

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### Industries

Life Sciences and Health Care

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drafting/negotiating several R&D consortium agreements involving multiple parties on EU subsidized pan-European projects relating to smart grids and electric vehicles.

Advises international groups in banking, pharmaceutical, power generation, hygiene, and security sectors, on drafting/negotiating agreements with outsourcing services providers in France and abroad.

Mikael advises a leading Asian oil and gas company in relation to production sharing contracts and joint operation agreements in Africa.

Mikael advises a leading resource group in relation to a procurement agreement for oilfield goods and services in North Africa.

## Awards and rankings

- Healthcare and life sciences (France), Recommended, *Legal 500 EMEA*, 2018-2020
- Acritas Star, *Acritas Stars Independently Rated Lawyers*, 2019-2020
- Mikael Salmela: Recommended as a National Leader in Life Sciences, *Who's Who Legal*, 2020
- Mikael Salmela: Recommended as a Global Leader in Life Sciences: Regulatory, *Who's Who Legal*, 2020
- Mikael Salmela: Recommended as a Global Leader in Life Sciences: Transactional, *Who's Who Legal*, 2020

## Latest thinking and events

- Hogan Lovells Publications
  - Life sciences and health care horizons 2021
- T&T Academy: Life without contact
- Insights
  - Artificial intelligence in medical devices: the creation of a French regulatory framework

## Areas of focus

Agency and Distribution  
Corporate and Commercial Transactions  
Digital Health  
Fashion and Luxury Brands  
IP Licensing, Commercialization, and Technology Transfer  
Logistics  
Medical Devices  
Outsourcing  
Pharmaceuticals and Biotechnology  
Regular Contracts and Business Issues  
Regulated Industries and Utilities  
Sponsorship  
Technology Contracts

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## Education and admissions

### Education

Magistère Juriste d'Affaires/ DJCE, University of Montpellier, 1999

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## Bar admissions and qualifications

Paris

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## Accolades

'He provides 'strategic advice' and is 'greatly respected' by peers.'

- Insights
  - Therapeutic cannabis in France: publication of the decree authorising the experiment
- News
  - Anti-benefits regulations: the last piece of the regulatory puzzle published
- News
  - Getting The Deal Through: Automotive 2020

*Who's Who Legal, 2015*

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'Mikael Salmela is praised for his "very good understanding of how to combine the 'academic' laws, rules and regulations with the 'practical' questions we are facing in our day to day business"

*Who's Who Legal, 2013*

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'The 'very talented' Mikael Salmela is renowned for his 'adept handling' of complex and strategic agreements in the life sciences sector '

*Who's Who Legal, 2014*

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