

Paris Petranis

Partner

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OVERVIEW

Paris Petranis is a corporate and commercial lawyer with a background in health law and policy, having previously worked as a healthcare professional for almost 10 years. His practice focuses exclusively on the aged care/retirement living, health and therapeutic good sectors, with a particular emphasis on arrangements with aged care providers, healthcare providers, health facilities (including medical centres, hospitals and day procedure centres), pathology, diagnostic imaging and private health insurance.

Paris 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.

His 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 entities.

Paris is an Associate Fellow of the Australasian College of Health Service Management and has previously served on the Health Services Review Council in Victoria.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Paris worked as a healthcare professional for almost 10 years and then spent over a decade at a large national Australian law firm.

ACHIEVEMENTS

- Listed in *The Best Lawyers in Australia*™
  - Commercial Law, 2020-2027
  - Health and Aged Care Law, 2014-2027
  - Mergers and Acquisitions Law, 2019-2027
  - Retirement Villages and Senior Living Law, 2026-2027
- Listed in *The Best Lawyers in Australia*™ as Lawyer of the Year

  - Commercial Law, 2023
  - Health and Aged Care, 2022
- Recognised by *Doyle's Guide* as a Leading Health & Aged Care Lawyers – Victoria, 2025
- RJ Hamer Prize (for Constitutional and Administrative Law)
- Harry Emerton Law Scholarship (for Criminal Law and Procedure)
- John Iliffe Scholarship in Bachelor of Dental Science (received this award on two occasions)
- Bertha Bennett Prize in Dental Sciences
- Auxiliary Prize in Dental Science

PROFESSIONAL / CIVIC ACTIVITIES

- Australasian College of Health Service Management Associate Fellow
- Law Institute of Victoria member
- Served on the Health Services Review Council in Victoria

SPEAKING ENGAGEMENTS

- "Lessons from the field – what's happening with mergers and acquisitions" co- presented at Leading Age Services Australia Congress, 12 October 2015.
- "It's all about the members" presented with Vanessa Baic at the Informa 2015 Health Insurance Summit, 29 July 2015.
- "Compliance Issues: Misleading and Deceptive Conduct" presented at Private Healthcare Australia, Private Health Insurance Code of Conduct seminar, 21 July 2015.
- "What To Look Out For In Aged Care / Retirement Village Transactions" presented at Legalwise Aged Care and Retirement Villages Law Conference 2015 on 18 June 2015.
- "Implementing Integrated Housing and Services Solutions" presented at Leading Age Services Australia Inaugural Congress, 30 October, 2012.
- "Integrated Housing and Care Offerings" presented at Aged Care Association Australia Annual Congress, 7 November, 2011.
- "Privacy – Where Pharma Gets It Wrong and How To Get It Right" presented at Pharmaceutical Law Conference, 25 July, 2011.
- "Practical Considerations in Commercial Contracts" presented to the Leo Cussen Institute, 6 October, 2010.

- Paris is also a regular presenter on issues of relevance to the aged care/retirement village industries and has presented at the last three Aged Care Association Australia Annual Congresses and a number of Leading Age Services Australia Congress.

EDUCATION

- LL.B., University of Melbourne, 1999 *(Honours)*
- Bachelor of Dental Science, University of Melbourne, 1989

ADMISSIONS

- Federal Court of Australia
- Supreme Court of Victoria

THOUGHT LEADERSHIP *POWERED BY HUB*

- 25 June 2020, COVID-19: K&L Gates Triage: United States vs Australia-Future of Nursing Homes and Long Term Care Facilities and What it Will Take to Succeed
- 11 June 2020, COVID-19: K&L Gates Triage: Nursing Homes and Long Term Care Facilities in the COVID-19 Environment: Huge Disparity between United States and Australia
- 26 March 2020, COVID-19: (Australia) Illegal Therapeutic Goods Advertising and COVID-19
- 17 September 2018, Royal Commission into Aged Care Quality and Safety
- 4 May 2017, Implications of the Chevron Case on the Pharmaceutical Industry

OTHER PUBLICATIONS

- "Symbion Medical Centre Operations Pty Ltd v Alexander," *Australian Health Law Bulletin*, January 2011, Co-author.
- "A strong dose of regulation to shake up industry," *Australian Health & Medical Law*, September 23, 2005, Co-author.
- “Best practice processes for university research commercialisation – final report”, *Australian Biotechnology*, June 30, 2003, Co-author.

NEWS & EVENTS

- 11 June 2026, K&L Gates Advises Cannatrek on Merger With Little Green Pharma

- 16 April 2026, More Than 80 K&L Gates Lawyers Across Asia-Pacific Recognised in 2027 Best Lawyers, Ones to Watch Editions

OTHER MEDIA MENTIONS

- Mentioned, "Leading Health & Aged Care Lawyers – Victoria, 2025", *Doyle's Guide*, 10 August 2025

AREAS OF FOCUS

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

INDUSTRIES

- Digital Health
- Healthcare
- Life Sciences

REPRESENTATIVE EXPERIENCE

- Advising the St Ives Group (WA) in relation to matters relating to their retirement villages including contracting and matters before the WA Department of Commerce.
- Advising Pacific Smiles Group Limited on corporate, health regulatory and commercial matters, including structuring, acquisitions of dental practices and contracting with dental surgeons.Advising Alfred Health on the divestment of its residential aged care business.
- Advised a government department responsible for health research and funding in cases where aged-care operators were in financial distress.
- Advising the Walter and Eliza Hall Institute of Medical Research on general contracting and licensing arrangements including collaboration and material transfer agreements. Advising on commercial agreements such as contract manufacturing, research, marketing and distribution, collaboration, licensing, appointment to advisory boards, sponsorship and speaker agreements.
- Advised a general hospital in Australia in relation to a co-location of a cancer treatment center.

- 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.
- Advised an Australian provider of telephonic health coaching on commercial arrangements relevant to the provision of chronic disease management programs, contracting generally, and health regulation.
- Advised an Australian ophthalmology provider on corporate, health regulatory, and commercial matters, including in relation to the company's day surgeries, structuring, acquisitions and sales of medical practices, and contracting with medical practitioners.
- Advising on a range of issues affecting private health insurers including compliance with the 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.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 Australian Unity Limited on health regulatory matters, contracting with dental surgeons and the acquisition of a health business.Advising Capitol Health Limited on acquisitions of diagnostic imaging practices (including Southern Radiology) tenders and regulatory matters.Conducting privacy audits on a number of organisations and assisting them with the preparation of standard operating procedures to deal with privacy, as well as providing extensive privacy training and assisted organisations to establish appropriate privacy policies.Advising on pharmaceutical mergers and acquisitions, including advising on regulatory issues relevant to the same (for example, advised Amneal Australia in its acquisition of substantially all of the assets of the Actavis business in Australia).
- Advising on a range of issues affecting cosmetics companies including restrictions on advertising and the cosmetic/therapeutic goods interface as well as cosmetic product labelling.
- Advising on the listing of pharmaceutical products on the Pharmaceutical Benefits Scheme (PBS), including risk sharing agreements with the Commonwealth and compliance with price disclosure requirements.
- Advising St Vincent's Hospital Melbourne on structuring issues, contracting with medical practitioners and privacy.
- Advising public health networks including The Royal Children's Hospital (Melbourne), Peninsula Health and Alfred Health on health and aged care related matters.
- Advising the Royal Australian College of General Practitioners on commercial arrangements and regulatory/governance matters.
- Advising Innovative Care Limited on the development and sale of six residential aged care facilities (located in Victoria, ACT and Queensland) to BUPA.
- Assisting clients with submissions in relation to proposed reforms or areas of concern with the regulatory environment.
- Advising on matters relevant to health records, including electronic health records.

- Advising the Medibank Group, Australia's largest private health insurance and health solutions provider, on private health insurance and health regulation, health related contracts, tenders and privacy.
- Providing privacy advice to many clients in the health, aged care, retirement living and pharmaceutical industries and regularly giving presentations on privacy regulation.
- 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 three residential aged care facilities (in 2 separate transactions a number of years apart) and the Manningham City Council in relation to the sale of one residential aged care facility.
- 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.
- Assisting Australian Unity Limited with a restructure of its aged care operations and also advising AMP on structuring issues.
- Advising The Salvation Army on 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).
- Advised numerous general health service providers, including Symbion Health Limited, St John of God Health Care Inc, Medibank Health Solutions and its subsidiaries, Healthways Australia Pty Ltd, Vision Eye Institute Limited, Pacific Smiles Group Limited, and Dental Corporation Limited. Also advised these health service providers on a broad range of commercial and regulatory matters relevant to the health service industry, including: - Sales and acquisitions. - The regulation of medical and dental practices, medical and dental practitioners, hospitals, pathology, and diagnostic imaging providers (particularly in relation to anti-kickback provisions). - Chronic disease management programs and contracts with private health insurers in relation to the same. - Arrangements between health service providers and medical and dental practitioners. - Arrangements between private health insurers and hospitals, day surgeries, and medical practitioners (hospital purchaser provider agreements and medical purchaser provider agreements). - Product recalls. - Structuring of health service providers (taking into account both general corporate and specific health regulatory requirements).
- Advised an Australian ophthalmology provider in commercial matters.
- Advising a number of pathology and diagnostic imaging providers on service agreements, compliance with the Health Insurance Act and the structuring of pathology and diagnostic imaging businesses.
- Advising a number of organisations on clinical trials including clinical trial agreements, ethics approvals, issues relevant to HRECs and patient consent as well as compliance with the Therapeutic Goods Administration and National Health and Medical Research Committee Guidelines, informed consent and ethics approvals.

- Advising Dental Corp on contracting with dental surgeons.
- Advising Japara Healthcare Limited on the acquisition of the Whelan Care residential aged care portfolio which comprised five residential aged care facilities and a retirement village.
- Advising the City of Banyule, City of Glen Eira, City of Monash, City of Whitehorse, Manningham City Council, Anglican Aged Care Services Group, Melbourne City Mission, Illawarra Retirement Trust, and the City of Bayswater (WA) in matters relating to their residential aged care facilities and/or retirement villages.
- Assisting cosmetics companies in addressing concerns made to regulators and establishing procedures to assist in compliance with regulatory requirements.
- 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.
- Advised an Australian manufacturer of professional hair care products in relation to compliance with legislation, policy, and codes of practice, in particular advertising restrictions and labeling regulations.