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Adri Dharma

Partner

Background

Adri joined ABNR in 2007 and was made partner in January 2023. He focuses his practice on **mergers and acquisitions (M&A), foreign direct investment (FDI), pharmaceutical and life sciences, fast-moving consumer goods (FMCG)**, and **telecommunications, media and technology (TMT)**. He is recommended for IT, Telecoms & Fintech and Corporate and M&A by *The Legal 500 Asia Pacific* (2024 ed.), and has been lauded as an "Indonesia Rising Star" by *Asian Legal Business (ALB)*.

In **M&A**, Adri has been involved in a number of significant projects, including acquisitions by a Thailand-based pharmaceutical company of a local pharma company, and by a leading EU-based chemical and pharma distributor of a leading local distribution company. He was also involved in a variety of corporate restructurings, including spinoff and asset acquisition/disposal transactions.

Adri has advised several Fortune 500 multinational companies on their participation in investment rounds of diversified digital giants Gojek (now merged with Tokopedia as GoTo) and Bukalapak.

In **FDI**, he has assisted a long list of foreign investors in a variety of sectors to establish operations in Indonesia, including helping them with the complex FDI approval process in Indonesia, use of the country's online investment licensing portal (OSS), and other regulatory and compliance matters.

In **pharma and life sciences**, he has specialised knowledge of pharma legislation and a well-grounded understanding of the industry. He advises leading multinational pharma companies on such issues as distribution, marketing and compliance. He was once seconded to a leading pharma multinational as its acting legal counsel. This invaluable experience boosted his understanding of the industry's commercial considerations, and expanded his familiarity with pharma law.

Adri was a co-author of the Indonesia edition of *The Pharma Legal Handbook*, published by *Pharma Boardroom*. He also has extensive knowledge of the medical-device and healthcare sectors.

In **FMCG**, he advises multinational clients in the food and household industries on distribution and compliance. He also spent time on secondment as acting legal counsel with PT 3M Indonesia, the Indonesian subsidiary of US-based multinational 3M, which helped to further deepen his commercial awareness.

His **TMT** practice includes advising many of the world's leading social-media companies on various aspects of their businesses, such as e-commerce, data protection and content

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regulations.

Adri graduated from University of Indonesia Faculty of Law in 2007.

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