

Watching over your
M&A Journey in
Consumer Healthcare
from beginning to end



Start your M&A Watch
journey today: focus your
acquisition strategy, buy
well, build long-term growth
and exit high!

M&A Watch **Foundation Report**

Comprehensive global
transaction database
with complete
financial metrics

Critical data,
insights, analysis
of “must-do’s” and
success factors

Credible valuation
ranges and
benchmarking

Watchlist of likely
assets that might
come to market in
next 2-3 years

M&A Watch **Essential**

Our Essential subscription service delivers the most reliable insights into the global M&A landscape month-on-month to understand the playbook and what is ahead

M&A Watch **Spot the Deal**

Focused on prospects and the deals-matrix, ideal if you are actively seeking opportunities and want a balanced view on market potential and prospective targets

Make Buy-to-Build
and Divestment
decisions
with confidence

Portfolio Strategy

Capital Allocation

Competitive Intelligence

Transaction Readiness

1 Consumer Healthcare specialist

We have unparalleled Consumer Healthcare market knowledge and foresee future trends unlike generic data providers or management consultancies.

2 Extensive advisory experience

We have hands-on transaction experience and have supported many PE sponsors and strategic buyers on actual deals, on both the buy and sell side.

3 Objectivity & facts. No rumour-mongering.

Investment banks only tell you what is good about a deal. We give you a balanced view of the pros and cons of each target and the size of the prize.

4 Forward-looking strategic support

Our insights and interpretations will help you better understand the playbook and anticipate future trends and the likely assets that might come to market.

Trusted advisors to leading strategic and financial buyers on high-profile Consumer Healthcare transactions

CapVest/Stada

Specialist adviser to CapVest on the Consumer Healthcare workstream

Dr Reddy's/Haleon

Buy-side due diligence on the Nicotinell acquisition plus integration

Cooper/Viatris

Sell-side strategic consulting on Viatris's OTC portfolio divestment

Zentiva/Sanofi

Commercial due diligence for Zentiva's acquisition of Sanofi OTC assets



Nicholas Hall Executive Chairman & Creative Solutions Director is widely recognised as a global authority on OTC, Rx-to-OTC switch and the retail healthcare sector, with 40+ years service in the industry. Following extensive marketing and general management experience at Procter & Gamble, Vicks and GD Searle (Pfizer), he set up his own consultancy in 1978.



Chirag Sharma Associate Director, M&A, Creative Solutions joined Nicholas Hall Group in 2023, after 8+ years at Ernst & Young's Strategy and Transaction team focusing on Consumer Healthcare. He is an expert on M&A and managed and delivered many strategic projects for top multinationals including Haleon, Bayer, Sanofi, and J&J as well as small-to-medium sized companies.

M&A Watch Foundation Report

M&A Watch starts with the Foundation Report and outlines the fundamental strategic framework for successful dealmaking in the Consumer Healthcare sector, drawing on the analyses of 150+ recent acquisitions. The report provides credible valuation ranges and benchmarking for buy-to-build and divest decisions, the critical success factors and the likely assets that might come to market in the next 2-3 years.

1

M&A Transaction Database with complete financial matrix (150+ deals 2020-YTD'25)

Transaction Details

- Announcement date
- Target company name
- Buyer/Acquirer name
- Geographic headquarters
- Transaction type

Financial Metrics

- Enterprise Value (€m)
- Revenue (€m)
- EBITDA (€m)
- EV/Revenue multiple
- EV/EBITDA multiple
- Buyer category classification

Coverage

- Europe, North America, APAC, Latin America
- Geographic & sub-sector breakdown
- All buyer profiles: Big Pharma, FMCG, Private Equity

2

Strategic Intelligence Report to help develop your portfolio strategy, competitive positioning and optimise capital allocation

Multiple Trend Analysis

Benchmark valuations across segments and deal types

Comparable Transaction Analysis

Find relevant precedents for your specific situation

Buyer Behaviour Patterns

Understand how PE sponsors vs strategic buyers approach valuations

Deal Rationale Context

Understand the strategic drivers behind valuation premiums

Valuation Analysis & Benchmarking

Benchmark by deal size, geography, and product category

Case studies of notable transactions

Strategic rationale and implications for sellers, buyers and strategists

3

Company & Assets Watch List to help identify potential targets

Profiles high-probability, corporate carve-out and asset-specific opportunities and identifies local hero brands and sleeping beauties for strategic portfolio expansion.

M&A Watch Annual Subscription Modules customised to your needs for maximum value



M&A Watch **Essential**

Delivers objective and critical insights into the global M&A landscape month-on-month to understand the playbook and what is ahead

M&A Watch **Foundation Report**

News alerts & monthly round-up of M&A deals
Quarterly strategic M&A intelligence reporting
Year-end annual review

25 Consulting Hours for customised M&A support

M&A Watch **Spot the Deal**

Focused on prospects, ideal if you are actively seeking opportunities and want a balanced view on market potential and prospective targets. We will help you get the right deal at the right price and optimise value beyond the deal.

M&A Watch **Essential** (as above)

Quarterly hot target identification
PE ownership & exit analysis
Consumer Healthcare sales data & portfolio analysis

50 Consulting Hours for customised M&A support

M&A Watch **Consulting Add-on**

Our specialist consultants will provide customised M&A support for specific engagements to help you to close the loops throughout the process.

Asset profiling including financial & commercial assessment
Strategic M&A analysis on key live situations
Customised Segment Attractiveness Heat Map
Deep-dives into recently completed deals

Note: High-level M&A advisory, including due diligence, is a separate engagement

Ask for a Quote

Our annual subscription modules are flexible, can be customised and offer high return on investment.

To find out more, or to arrange a confidential discussion, please contact Chirag Sharma, Associate Director, M&A via chirag@nicholashall.com or +44 7721 521813