

M&A Watch

Strategic M&A Intelligence Service from Deal Advisors
Specialised in Consumer Healthcare



Maximise value beyond the deal
in Consumer Healthcare

New three-part service offers
transaction data, analysis and strategic
insights to successfully navigate the
evolving M&A landscape

Part

1

M&A Watch Foundation Report

Comprehensive global
transaction database
with complete
financial metrics

Strategic Intelligence
Report to inform board-
level decisions for M&A
success

Companies &
Assets watch list
to help identify
potential targets

Part

2

M&A Watch Quarterly Transactions Review (coming 2026)

Regularly refreshed transaction data, emerging trends and market
developments

Part

3

M&A Watch Quarterly Intelligence (Coming 2026)

Strategic interpretation of standout deals and implications for market
participants: What are the market signals?

Helping strategic
decision-making
at both the buy-
side and sell-side

Portfolio Strategy

Benchmark your business
units against comparable
transactions to inform build
vs buy vs divest decisions

Capital Allocation

Understand valuation ranges
and premium drivers to
optimise investment timing
and resource deployment

Competitive Intelligence

Track consolidation patterns
and buyer behaviour to
anticipate market shifts

Transaction Readiness

Arm your corporate
development team with
credible valuation expectations
and comparable precedents

- 1 Specialist**
We have an in-depth Consumer Healthcare market knowledge and foresee future trends unlike generic database providers
- 2 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 Actionable intelligence**
Not just raw data -- includes interpreted trends, buyer behaviour patterns, deal rationale and strategic context to support decision-making at the transaction table
- 4 Affordable premium service**
Fraction of the cost of broad M&A databases (PitchBook, CapIQ) while providing more relevant, curated Consumer Healthcare insights from practitioners

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/Viatrix

Sell-side strategic consulting on Viatrix'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 12+ 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: What's included?

1 M&A Transaction Database (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 Companies & Assets Watch List

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

Modular Package Options

Global Package (Europe, NA, APAC, LatAm)

- Foundation Report with Transaction Database for 150+ deals
- Q1 & Q2 2026 updates

List Price £GP 25,000

Europe Regional Package

- Foundation Report with Transaction Database for 90+ deals
- Q1 & Q2 2026 updates

List Price £GP 18,000

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