

# M&A Watch

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

**Introductory Offer**  
**15% Off**

Offer ends 31 December

Maximise value beyond the deal  
in Consumer Healthcare

New three-tier 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

# Why Nicholas Hall Group

- 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/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 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

**£21,250 until 31 Dec. 2025**

List Price £25,000 from 1 Jan. 2026

### Europe Regional Package

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

**£15,300 until 31 Dec. 2025**

List Price £25,000 from 1 Jan. 2026

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