

M&A Watch

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

Introductory Offer

15% Off

Offer ends 31 January

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 Nichas 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
- 25 Consulting Hours

£21,250 until 31 Jan 2026

List Price £25,000

Europe Regional Package

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

£15,300 until 31 Jan 2026

List Price £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