

M&A early strategy

Challenge



Need for significant M&A strategy experience and expertise to support development of divestment framework

- Needed expert support for the negotiation phase of a significant divestment of a business unit, during negotiation and strategy development phases.
- Wanted external support to contribute to separation agreement, transitional service agreements (TSAs) and marketing authorization transfer (MAT) planning / implementation phases
- Challenge to simplify the complexity of MATs to a simple model for ease of communication.

Solution



PharmaLex strategic inputs help to shape divestment parameters

- Rapidly deployed senior strategists with extensive M&A expertise.
- Translated legal jargon needed for separation agreements into understandable language and communicate through to key stakeholders.
- Developed well considered and detailed MAT model covering over 139 markets worldwide.
- Provided close collaboration with the client and a team from one of the 'Big Four' accountancy firms, offering multi-national professional services.

Outcome



Successful development of MAT and TSAs model to support post-divestment activities

- Significant benefit to client from having regulatory M&A expertise and inputs at such an early stage in divestment transaction negotiations.
- Early PharmaLex involvement resulted in realistic and manageable timelines negotiated in the separation agreement.
- Added value provided through strong regulatory / commercial partnership to develop overarching MAT model with valuable inputs translated into high gloss management presentations.