



Pan-European Healthcare Advisory

Case Studies



Engagement Type

Transaction Diligence

Transaction Diligence

Situation

A multinational private equity investor sought an outlook on a complex and diverse portfolio of female health pharmaceuticals with exposure to multiple policy, legislative, regulatory and reimbursement frameworks across Europe.

A multinational private equity investor was considering an investment in a UK generic drug company. Before making a final decision, the client wanted to understand the main policy, legislative and regulatory risks the company was exposed to, how risks compared to the wider industry and potential ways to mitigate these risks.

- Provided an in-depth product price and volume outlook in view of the relevant headwinds
- Identified and selected relevant policy, legislative, regulatory and reimbursement headwinds affecting key products in the relevant territories
- Performed portfolio segmentation analysis and identified key territories and products by revenue

- Developed a baseline scenario, including stakeholder mapping and analysis of their motivations
- Identified regulatory and legislative risk based on this scenario
- Benchmarked the company against the wider sector to evaluate the specific degree of risk the company was exposed to

Description of Marwood's Work and Analysis

