

Driving the Pharmaceutical and Biotech Industries towards Excellence in Manufacturing, Supply and Quality

SITE SALE

NDA has extensive experience with the successful marketing and sale of redundant manufacturing sites.

We help you position sites for sale and decide what technology you should leave at the site to make it attractive to potential purchasers.

We work with your staff to ensure successful transition of operational sites to new owners.

We help you manage your existing supply commitments and contracts, and negotiate sale with supply contacts including;

- Transitional supply contracts allowing you to transfer production in the midterm to alternative suppliers whilst giving the prospective purchaser relief with their cash flow during the transition period.
- Long term supply contracts.

We help manage the Risks during the transaction process.

We work with you to engage potential purchasers and manage the sale process to a successful outcome.

We help you and the new purchaser develop and implement a successful transfer of ownership and manage the risk to supply.

SITE SALE CASE STUDY

ISSUE:

The successful rationalization of a major pharmaceutical company's manufacturing network resulted in manufacturing sites which were no longer required.

OBJECTIVE:

Identify potential purchasers for manufacturing sites no longer required and negotiate sales to deliver win/win for the selling and buying organizations.

DELIVERABLE:

Directed the sale of pharmaceutical manufacturing facilities in the USA, UK, France, China, Korea, India, Pakistan, Brazil, Chile, and South Africa.

Developed and distributed site sale marketing literature.

Assembled due diligence data. Established and managed data rooms and websites.

Identified potential purchasers and marketed site capabilities and opportunities.

Conducted the sales process including purchaser screening, due diligence review, review of proposals, etc.

Negotiated terms of sale including purchase price, transitional supply agreements, transition of employees, environmental remediation, etc.

Generated tens of millions of dollars in net proceeds by negotiating the sale of manufacturing facilities located in Brazil, Chile, China, and the UK.

Contact Us

To learn more about how Nick Davies & Associates LLC (NDA) can help you, please contact us:

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