



Nicholas Hall's
DB6 GLOBAL CHC DATABASE

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*Succeed in CHC with comprehensive, robust and reliable sales information -
DB6 is the complete solution to your company's CHC data needs*



NICHOLAS HALL GROUP OF COMPANIES
BENCHMARKING THE WORLD OF CHC

www.db6.NicholasHall.com | www.NicholasHall.com

Kayleigh Griffin-Hooper

Director of **DB6**

kayleigh.griffinhooper@NicholasHall.com

Matthew Woodroff

Associate Director, **DB6**

matthew.woodroff@NicholasHall.com

Why Nicholas Hall's DB6 Global CHC Database?



DB6 / NICHOLAS HALL

Nicholas Hall's
DB6 GLOBAL CHC DATABASE



As a company, we offer a wide range of services; our unique database, DB6 sits at the top of the pyramid.

DB6 is built for your needs to grow your business in existing or new markets.

With knowledge and connections around the world, we are strategically placed to offer the most comprehensive CHC sales database to our clients.



Robust data



Strategic planning



Forecasts



Assess competition

CHC expertise



Global coverage



Client support



Bespoke packages

MARKETS

ASIA

EAST & SOUTH EAST ASIA

China*
 Hong Kong
 Indonesia*
 Malaysia*
 Philippines*
 Singapore*
 South Korea*
 Taiwan
 Thailand*
 Vietnam

AUSTRALASIA

Australia*
 New Zealand*

INDIAN SUBCONTINENT

India*
 Pakistan*

JAPAN

Japan*

AMERICAS

NORTH AMERICA

Canada*
 USA*
 Puerto Rico

LATIN AMERICA

Argentina*
 Brazil*
 Chile
 Colombia*
 Ecuador*
 Mexico*
 Peru

EUROPE

WESTERN EUROPE

Austria*
 Belgium*
 Denmark*
 Finland*
 France*
 Germany*
 Greece*
 Ireland
 Italy*
 Netherlands*
 Norway*
 Portugal*
 Spain*
 Sweden*
 Switzerland*
 UK*

CENTRAL & EASTERN EUROPE

Bulgaria*
 Croatia
 Czech Republic*
 Hungary*
 Lithuania*
 Poland*
 Romania*
 Russia*
 Slovakia*
 Slovenia*
 Ukraine*

REST OF WORLD

REST OF WORLD

Algeria*
 Egypt*
 Israel
 Iran
 Morocco
 Nigeria
 Kazakhstan*
 Saudi Arabia*
 South Africa*
 Turkey*
 UAE *

DB6 tracks 97% of the global CHC market, including all major and key markets across 6 continents

Pharmacy

- Hospital pharmacies
- Independent pharmacies
- Chain drugstores

Mass Market

- Supermarkets
- Mass merchandisers
- Mass discounters
- Convenience stores

Expanded channels

Topline data for Direct sales, Internet & Mail order & CBD available as an additional extra

Nicholas Halls' **DB6** includes over 150,000 pieces of data, hosted in a fully-functional online platform and incorporating more than 30,000 records, covering over 13,000 brands and 3,000 companies!

* Volume sales available. **DB6** volume sales are displayed in terms of absolute number of packs sold, unadjusted for pack size or dosage

CATEGORIES

ANALGESICS

Systemic analgesics
Topical analgesics
Mouth & dental analgesics

GASTROINTESTINALS

Antacids
Antiflatulents
Laxatives
Antidiarrhoeals
Oral rehydration
Antinauseants
Digestive enzymes
Liver & bile remedies
Antispasmodics
& IBS remedies

LIFESTYLE CHC

Smoking control
Sedatives & sleep aids
Stimulants
Eye care
Ear care
Urinary products
Prostate remedies
Systemic cardiovasculars
Obesity treatments
Emergency hormonal
contraception
Erectile dysfunction

COUGH, COLD & ALLERGY

Cough remedies
Systemic cold & flu
Systemic decongestants
Topical decongestants
Chest rubs & inhalants
Sore throat & medicated
confectionery
Allergy remedies
Asthma remedies

DERMATOLOGICALS

Acne remedies
Haemorrhoid preparations
Antifungals – VYI treatments
General antifungals
Nail antifungals
Anti-itch
Antiseptics & disinfectants
Cold sore treatments
Wound healers
Scalp treatments
Head lice treatments
Hair loss treatments
Wart & verruca treatments
Circulatory aids
Lip care
Feminine intimate care
Eczema & psoriasis

VITAMINS, MINERALS & SUPPLEMENTS

Multivitamins
Single vitamins:
A, B, C, D, E, other
Minerals: Calcium,
Iron, Zinc,
Magnesium, Fluoride,
Herbal & natural supplements:
Garlic, Ginseng, Fish oils &
Omega 3, CoQ10, Lecithin,
GLA, Royal jelly
Pregnancy vitamins
Hair & beauty supplements
Eye health supplements
Sexual health supplements
Herbal memory
& brain health
Herbal antidepressants
Herbal & natural joint health
Herbal menopause
supplements
Immune supplements
Tonics & cure alls
OTC tonic drinks
Chyawanprash

DB6 tracks the CHC market
across all therapeutic areas

COVERAGE

Types of products covered:



non-prescription
products



semi-ethicals



traditional medicines
like TCMs



homeopaths



medical devices



food supplements



cosmetics



grocery goods

DB6 SOURCES

DB6 data is compiled from a range of sources in order to provide the most meaningful and comprehensive coverage of the global CHC market over the last 5 years:

- Audit data from a range of local and global suppliers
- Manufacturer interviews
- Published data
- Industry validations
- Nicholas Hall Network Partners
- Knowledge and insights provided by **Nicholas Hall, Executive Chairman & Creative Solutions Director**

Our data partners include



DB6 FEATURES & BENEFITS

Customised reporting

Merge data tool

Highlight company / brand

Consistency

Consultancy Support

DB6 PUBLICATION

With MAT publications each quarter, keep on top of the latest trends in CHC with **DB6** data

Year End Data

- Full and complete update of the entire database, with 5 years of data included as standard
- 5 and 10 year forecasts
- Market Movers
- Published online

MAT Q1

- Topline update of the top 20 markets
- Global and regional sales by major category and subcategory
- Market Movers
- Top 20 company sales
- Published in MS excel

MAT Q2

- Full update of the top 20 markets
- Global and regional sales by major category and subcategory
- Market Movers
- Top 20 company sales
- Published online

MAT Q3

- Topline update of the top 20 markets
- Global and regional sales by major category and subcategory
- Market Movers
- Top 20 company sales
- Published in MS excel

DATA SOURCE OF CHOICE

Nicholas Hall's **DB6** is the global CHC data source of choice for many leading CHC players, including...

 ALLIANCE



dsm-firmenich 

GALDERMA
EST. 1981

HALEON

 kenvue

 MENARINI
group

Perrigo



 SANDOZ

sanofi



DB6 FORECASTS

DB6 forecasts are calculated using regression-based analysis, incorporating multiple factors in order to provide the most accurate market projections for the next 5 and 10 years. 1 & 2 year forecasts reviewed regularly.



FORECAST CALCULATIONS

Historical sales

Industry expertise

Macro-economic factors, including GDP & inflation

Industry-specific factors, including switch and regulatory changes