

PUBLICATIONS

Cross-Border PE Buyer/Public Target M&A Deal Study

March 2013

In this chapter, published in the 2013 edition of *The International Comparative Legal Guide to: Mergers & Acquisitions*, SRZ partner Peter Jonathan Halasz presents data on how cross-border deals and acquisition agreements differ from purely domestic ones. SRZ regularly conducts domestic deal studies that provide an instructive starting point for analyzing cross-border deal data. The SRZ domestic studies cover private equity buyer acquisitions of U.S. public companies with equity values greater than \$100 million (to monitor market practice reflected by these high-profile transactions). These studies, together with those conducted by others, have been very helpful in providing guidance to practitioners, clients and academics, among others, in how to understand and better negotiate deals. With this expertise to draw on, and recognizing the importance of international M&A activity, this chapter presents findings from a new SRZ deal study of cross-border financial buyer acquisitions, such as M&A transactions in which either the buyer or the public-company target is located outside of the U.S.

The International Comparative Legal Guide to: Mergers & Acquisitions is published by Global Legal Group Ltd, London.

Related People



**Peter
Halasz**

Of Counsel
New York

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