

## 中间市场的并购（1千-1亿美元交易）

### Middle Market (\$10 to \$100 M) Mergers & Acquisitions



#### 5. 中间市场的并购交易

中国公司的美国并购交易正在逐年上升。在美国，大部分的大型律师事务所都侧重在上市公司的并购案，而我们事务所的服务对象侧重于市场的中间部分的并购交易，一般交易额在1千至1亿美元之间。

#### 5. Middle Market Mergers and Acquisitions

Chinese businesses are now seeking U.S. businesses to purchase. While most large U.S. law firms concentrate on publicly traded mergers and acquisitions, our firm concentrates on the middle market of mergers and acquisitions where the purchase price is between \$10 million to \$100 million.

## Darin Good

- 投资银行公司主任  
Managing Director of Headwaters MB
- 投资银行公司**2560**亿美元  
Investment Banking Firm \$ 256 Billion
- **1千至2亿美元**交易市场  
\$ 10 M to \$200 M Market



We are experts serving  
Middle-Market  
Businesses,  
Entrepreneurs, and  
Business-Owning  
Families.



很多中国公司经常会询问是否能够在美国寻找到某一种类型的中间规模的公司来收购。比如，一个中国的公司想要购买一个美国的化工品供应公司、或是一个管道工程公司、或大门分销公司。由于这些中间市场的公司大部分为非上市公司，财务和战略信息是很难在公众渠道找到的。而在该领域做的最为成功的投资银行之一就是 Headwaters MB，他们在丹佛办公室的主任 Darin Good 也是我们长久的合作伙伴。Headwaters MB 通过他们庞大的数据库可以帮助客户定位到潜在合适的美国卖家并和他们洽谈收购意向。他们的收费一般为每个月 1 万至 3 万美元。

Many Chinese businesses often inquire regarding whether a certain type of middle market companies may be purchased in the U.S. For example, a Chinese firm may be looking to purchase a U.S. chemical supply company, a plumbing distributorship, or a U.S. door distributorship. Financial and strategic information regarding these middle market companies are generally not readily available to the public, since these companies are not publicly listed. Therefore, select U.S. investment bankers compile their own databases regarding the middle market companies. One of the most successful investment banking company's in the middle market is Headwaters MB, and we have a long standing relationship with Darin Good the Managing Director at the Denver office. For a fee of between \$10,000 to \$30,000 a month plus a bonus fee, Headwaters MB will use its database to identify potential U.S. sellers and negotiate the acquisition to purchase a U.S. middle market company.