

Research Project

Cross Border Transactions – Drivers and Success Factors

An initiative of The Center for Venture Capital and Private Equity Finance (University of Michigan) and VectorSpan

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The research addresses the rising tide of cross border transactions that are a result of the rise of powerful new economies. The first phase focuses on the cross border transactions involving India – both inbound as well as outbound.

India is a market of choice for US and European companies looking for growth and acquisitions are preferred market entry and growth mechanisms. Indian groups with global ambitions are also very active acquirers in the US and Europe.

Our research focuses on the drivers, success factors and best practices in making cross border transactions successful. Interviews with key players involved in cross border transactions form a key part of our research. Contributors to our research are:

- Corporate leaders of Indian companies acquiring overseas
- Corporate leaders of US and European companies acquiring in India
- VC, PE, Sovereign Wealth Funds & Financial Institutions with India interests
- Corporate leaders of Indian financial and non-financial corporations
- Policy makers and Regulators
- Consulting Companies, Attorneys, Accountants, Auditors with cross border expertise

If you would like to participate in this project, please contact:

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