

## ***Buy-Side and Corporate Development Services for International Companies***

Brookwood Associates is an independent investment banking firm based in Atlanta, Georgia. As international companies consider entry into the U.S. market or expansion of their existing U.S. operations, acquisitions of U.S. companies can often be part of the strategic solution. **We help global companies plan and execute successful acquisition strategies in the U.S.**

### Services

- Developing and refining acquisition strategy
- Identifying and contacting targets
- Managing the information flow (diligence and data room)
- Financial modelling and valuation
- Formulating and negotiating offers
- Coordinating all activities between letter of intent and closing

### Client Profile

- Non-U.S. Company or U.S. subsidiary with a strategy to grow by acquisition
- No experienced M&A personnel in-house (or a small team without enough bandwidth)
- Middle market acquisition sizes not attractive to large banks
- Frustration over the lack of success with past M&A efforts



Advised Japan-based Niterra/CAIRE on two U.S. healthcare acquisitions



Advised Madrid-based Grupo Eulen on U.S. facilities services acquisition and ongoing acquisition search



Advised Yamaha Marine on the strategic investment in and later acquisition of Siren Marine and ongoing acquisition search



Advised Yamaha Marine on the acquisition of two U.S. component manufacturers

***Demonstrated success at avoiding competitive M&A auctions – acquiring U.S. businesses on a direct, negotiated basis.***

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