

Report on Acquiring companies in the USA - A Strategy for your Business Expansion in the USA Market

**Organised by: The Global Trade Driver (TGTD)
In association with: SGR Law, Atlanta, USA**

Creating Pathways for Indian Companies to Enter the U.S. Market

The Global Trade Driver organized an informative webinar focused on strategic acquisition of existing U.S. companies as a pathway for international business expansion. The programme brought together industry leadership, international legal expertise and global business-development perspectives to create awareness among Indian companies and entrepreneurs about the opportunities and considerations involved in entering the United States market.

The webinar focused on the strategic advantages of acquiring an existing U.S. company. Such an acquisition can provide instant market access, established operational infrastructure, an experienced workforce, faster market penetration and opportunities for domestic production. These advantages can help an international company reduce the time required to establish its presence and build operations in a new market.

At the same time, the programme emphasised that companies entering the U.S. market must have a clear understanding of the country's laws, regulations and business environment before pursuing an acquisition.

Hans Michel Kraus – U.S. Legal & Regulatory Perspective

Hans Michel Kraus of SGR Law, Atlanta, USA, brought an important legal and regulatory perspective to the discussion on U.S. acquisitions.

The session highlighted the importance for foreign companies to understand the legal framework before pursuing an acquisition in the United States. International acquisitions involve multiple considerations, and companies need to undertake appropriate due diligence and understand the regulatory requirements applicable to the proposed transaction and business activity.

The legal session therefore added significant value by connecting the commercial attractiveness of the U.S. market with the practical legal requirements that international businesses need to consider before entering into an acquisition.



Hans-Michael Kraus
Partner
**Smith, Gambrell &
Russell, LLP**

In his inaugural address, S. Narendra Kumar, Chairman, CII Andhra Pradesh, highlighted the importance of international business opportunities and stronger India-U.S. business connections.

His address placed emphasis on the changing global business environment and the need for Indian enterprises to explore new avenues for international expansion. For companies seeking to grow beyond the domestic market, entering an established ecosystem such as the United States can provide opportunities for market access, business expansion and global positioning.

The discussion highlighted the importance of approaching international expansion strategically. Companies need to understand the target market, evaluate the business opportunity, identify suitable partners and obtain professional guidance before making major investment decisions.

The webinar provided an important platform for industry leaders to understand how acquisition of an existing U.S. company can offer an established foundation for entering the American market while also highlighting the need for proper planning and due diligence.

D. V. Venkatagiri, CEO, The Global Trade Driver, brought the global business perspective to the programme and highlighted the importance of connecting Indian businesses with international opportunities.

The webinar demonstrated the value of creating a platform where Indian entrepreneurs, business leaders and companies can interact with experienced professionals from the United States and gain practical knowledge about international expansion.

The discussion underlined that entering the U.S. market should be viewed as a structured long-term business strategy. Companies need to identify the right opportunity, evaluate the target business, understand the regulatory environment, assess the commercial potential and plan effectively for integration and growth.

Key Takeaways

The webinar highlighted several important considerations for companies exploring U.S. acquisitions:

- Instant Market Access through an established business platform.
- Existing Infrastructure that can support faster operational expansion.
- Experienced Workforce with knowledge of the local market.
- Faster Market Penetration compared with building an entirely new operation.
- Domestic Production Opportunities through an established U.S. business.
- Legal and Regulatory Awareness as an essential component of any international acquisition.



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