

# Investigative Due Diligence and Corporate Intelligence Services

Our Risk & Investigations team collects intelligence for Australian and global private equity firms and fund managers to identify business risks not visible from financial reviews.

## THE FTI CONSULTING DIFFERENCE

### Specialist techniques

Our methodology is principally comprised of research and analysis of available online public records. For higher risk third parties, FTI's approach and methodology includes performing on-site inspections, overt interviews and discreet source inquiries with knowledgeable industry sources including suppliers, customers and competitors.

### Legal and ethical

Our consultants undertake all inquiries in compliance with local laws and regulations, giving you confidence that our investigations will withstand legal and regulatory scrutiny.

### Supporting your broader needs

Collectively, FTI Consulting offers a comprehensive suite of services designed to assist clients across the business cycle. We adapt our team based on your needs, bringing together the most relevant experts to seamlessly surround the issues.

### Global reach

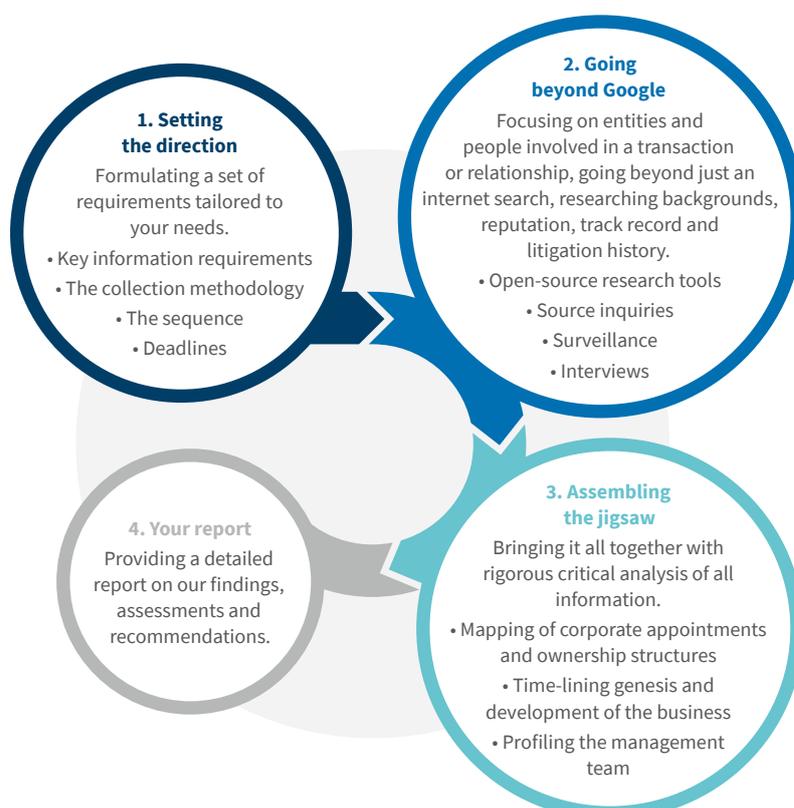
With offices in 27 countries, we can support you wherever your operations and investments take you. Our local professionals have deep experience operating in their respective jurisdictions and are familiar with the relevant laws and customs in the regions where they operate.

## THE VALUE OF AN INTELLIGENCE-LED APPROACH

Whether your potential business partner is a government entity, listed company, private firm or entrepreneur, knowing the associated reputational, legal and compliance risks beforehand is crucial when assessing the value of any investment. This can include investigating the partner's reputation, history, business acumen and market influence.

Our integrity due diligence experts provide reliable and well-sourced information so you can identify potential risks and red flags, minimise uncertainty and make more informed business decisions before you invest. Our investigations identify areas of the transaction that need further risk mitigation.

## OUR APPROACH



**OUR SERVICES**

**Opportunity mapping**

- Developing risk profiles for new markets
- Advising on compliance and risk strategies

**Pre-transactional due diligence**

- Research and inquiries into the potential risks of an investment opportunity
- Background and track record of management and owners
- Reputation and industry relationships

**Business intelligence**

- Identifying the ‘real’ ownership and control of competitors and targets
- Obtaining intelligence to support negotiation and litigation strategy
- Verifying claims made by counter-parties

**Asset tracing**

- Identifying assets and ownership structures

**Anti-bribery and ethical compliance**

- Identifying issues of corruption, fraud, improper vendor relationships or business ethics and labour issues

**CASE STUDIES**

<p><b>Investigative due diligence</b></p> <hr/> <p>Investigated the risks associated with our client’s potential investment in an Australian marketing company. Our in-depth open-source research and inquiries with knowledgeable sources enabled us to develop a comprehensive understanding of the company’s history, track record and reputation. We found several workplace culture issues and reasons for strained relationships between the company founder and investors involved in a prior business. Our client was able to structure a successful transaction with a clear view of the risks and opportunities involved.</p>	<p><b>Investigative due diligence</b></p> <hr/> <p>Engaged by a Singapore-based private equity fund to investigate the reputation and background of an Australian IT company, its owners and managers prior to an acquisition. Our research identified prior litigation relating to breaches of intellectual property. Inquiries identified several product performance issues leading to the loss of key customers. Our client was provided a detailed overview of the current directors’ diverse business interests and reputations. This informed our client to formulate a sound post-acquisition strategy.</p>	<p><b>Business intelligence</b></p> <hr/> <p>Investigated a crude oil terminal operator based in the United States of America. Our investigation identified that the operator’s main client had recently been designated as a sanctioned entity and was a defendant in civil litigation relating to misleading and deceptive conduct. Our client took our findings into consideration during negotiations with the operator.</p>
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**MARK PULVIRENTI**  
 Senior Managing Director  
 +61 414 236 919  
 mark.pulvirenti@fticonsulting.com



**GEOFF PECK**  
 Managing Director  
 +61 402 890 019  
 geoff.peck@fticonsulting.com

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