

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.

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

THE VALUE OF AN INTELLIGENCE 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 in assessing the value of any investment. This can include looking at the partner's reputation, history, business acumen and market influence. Do they have a positive track record, or poor business practices and credit history? Are there compliance issues with bribery and corruption, environmental concerns, human rights abuses or money laundering?

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 show you where the real risks and opportunities lie, can help get you a better deal, or underline areas of the transaction that need further risk mitigation.

OUR APPROACH



The FTI Consulting difference



A tailored approach

We work with you to understand the nature of the proposed business relationship, assess the known geographic and industry risk and identify the key information gaps, asking the right questions aligned with your risk appetite.



Specialist techniques

Using techniques drawn from the intelligence and policing sectors, we collect and analyse information from a range of sources - public records, open source media, and social and professional networking sites - speak with knowledgeable industry sources, conduct site visits, and make inquiries with government and regulatory bodies, suppliers, customers, distributors and competitors.



Supporting your broader needs

FTI Consulting gives you access to leading corporate finance, business transformation and restructuring advisors, valuation experts, forensic accountants and communications specialists. We draw on this wealth of expertise to offer comprehensive services for private equity firms and fund managers, including:

- Transaction advisory
- Restructuring and business transformation services
- Business and intangible asset valuations
- Investment portfolio valuations
- Communication & reputation support, including deal-related communications
- Post-acquisition and earn-out disputes advisory



Global reach

With offices in 28 countries, we can support you wherever your operations and investments take you, with location-specific knowledge and language skills.



Legal and ethical

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

CASE STUDIES

Investigative due diligence

Investigated the potential risks associated with our client's potential investment in an Australian marketing company. Via in-depth open source research and inquiries with knowledgeable sources, we developed a comprehensive understanding of the history, track record and reputation of the company. We identified several potential work-place culture issues and the 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.

Investigative due diligence

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 previous litigation relating to breaches of intellectual property. Inquiries identified several product performance issues that had led to the loss of key customers. We also provided the client with a detailed overview of the current directors' diverse business interests and reputations. The client was able to factor this information into the formation of a sound post-acquisition strategy.

Business intelligence

Investigated the financial capacity of a crude oil terminal operator in the United States and identify any adverse issues relating to the company and its directors. Our investigation identified that the terminal's main client had recently become the subject of trade sanctions and that the company was the subject of multiple civil suits relating to breach of contract and misleading and deceptive conduct. Our client used this information to revise their risk assessment of the deal and during their negotiations with the company.



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EXPERTS WITH IMPACT

About FTI Consulting

FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities.