



Finding the Truth Behind the Numbers

CHALLENGE

A leader in next-generation communication technologies for service providers and enterprise networks, Capri was considering establishing a joint venture with a leading distributor and installer of communication equipment in Southeast Asia.

As the joint venture was a departure from their traditional distribution channel, it was strategically important for Capri to identify and avoid risks by exposing the concealed elements of the prospective relationship.

Capri retained the 375 Park team to identify and evaluate risks associated with the Target's parent company, its shareholders, directors, and subsidiaries.

APPROACH

Working in Southeast Asia and the United States, the 375 Park team conducted an investigation to identify the following information.

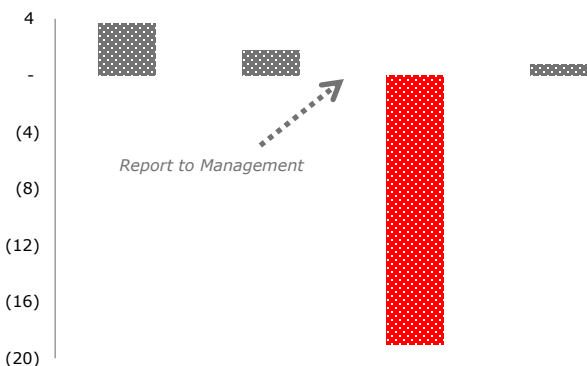


RESULTS

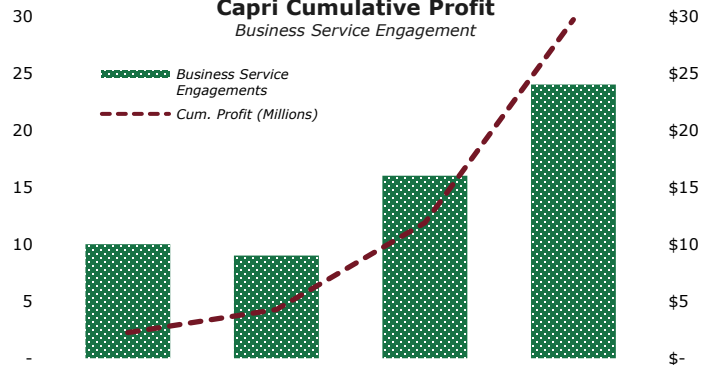
Results uncovered multiple areas for concern, including allegations of share price manipulation and insider trading, corruption and influence peddling, and financial difficulties - *this was later confirmed by the parent company's share price*. In addition, discrete inquiries indicated that the Target is considered less than 'World Class' by some of its customers and distribution partners.

Based on the recommendations of the 375 Park team, Capri decided against pursuing a joint venture with the Target and implemented a strategy to maximize in-house capabilities in support of a customer-centric model.

Net Profit Margin - Subject Company



Capri Cumulative Profit
Business Service Engagements



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