



# 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

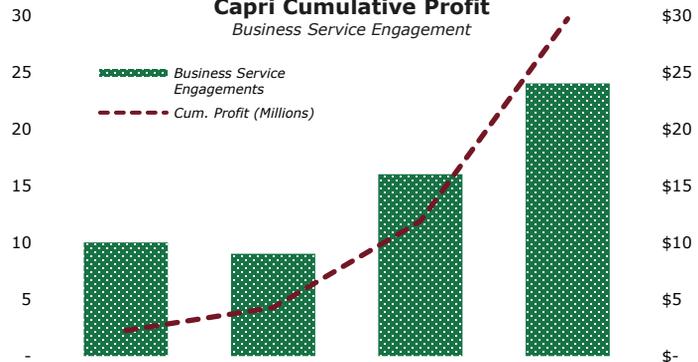
Results uncovered multiple areas for concern, including allegations of share price manipulation and insider trading, corruption and influence peddling, and financial difficulties - *this was later confirmed by the parent company's share price*. In addition, discrete inquiries indicated that the Target 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*



This document has been prepared by 375 Park Associates for advertising and general information only. 375 Park Associates makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information, including, but not limited to, warranties of content, accuracy and reliability. Any interested parties should undertake their own inquiries as to the accuracy of the information. 375 Park Associates excludes unequivocally all inferred or implied terms, conditions and warranties arising out of this document and excludes all liability for loss and damages arising therefrom. This publication is the copyrighted property of 375 Park Associates. ©2020. All rights reserved.

**YOUR GROWTH PARTNER®**

**375 Park Associates**

26<sup>th</sup> Floor | Seagram Building | 375 Park Avenue | New York, New York 10152

[www.375parkllc.com](http://www.375parkllc.com) | [@375ParkAssoc](https://twitter.com/375ParkAssoc) | +1 (212) 763-0159