



**INFORTAL WORLDWIDE**

STRATEGIC CORPORATE INVESTIGATIONS

# Investment Due Diligence

---

Solving Risk Before It Starts™



## Does your 2024 investment strategy account for today's market risks?

*Infortal Worldwide's bespoke due diligence programs equip your team with the knowledge to head to the negotiation table with a deep understanding of the risk profile of your investment opportunity.*

**In the current economic climate, investment decisions require careful risk assessments.**

This requires a deep understanding of the companies you plan to invest in, partner with, or acquire. The only way to understand the actual risk profile of a company is through specialized, intelligence-based due diligence investigations to understand the track record of a given company. This includes closely examining a company's reputation, litigation history, and social media presence and checking for regulatory risk.

### Knowledge is Power

Imagine starting the negotiation process armed with an in-depth report charting out the complete track record of the other party, including better knowledge of risk factors that may lead including better knowledge of risk factors to a favorable valuation. **Who You Do Business with Matters**

You do not want to inherit the baggage of a business partner, client, or investment target.

Reputational damage through association can cause significant loss.

If you are considering investing in or partnering with another company, you need to understand all the risk factors that can impact your investment. This requires uncovering any undisclosed or hidden risks.

### Regulatory Compliance

The current administration has emphasized that the federal government will no longer tolerate corporate compliance failures. In fact, the Department of Justice (DOJ) recently announced hiring 25+ prosecutors tasked with enforcing corporate compliance through the DOJ National Security Division.

The stakes couldn't be higher for investors.

Conducting due diligence in a business involves checking for past regulatory violations or the potential for future violations based on past patterns of activity.

The Infortal Worldwide **due diligence** process involves screening investment targets through 1400+ databases to scan for regulatory issues. This includes screening for a wide range of areas: OFAC sanctions, FCPA, and other financial regulatory and sanctions violations.



## Timing is Everything

It is a best practice to map out a company's risk profile before moving forward with the more in-depth and expensive financial and legal due diligence processes.

## Strengthens Business Resilience

Infortal Worldwide's proprietary approach to due diligence is based upon the analysis of open-source intelligence (OSINT) coupled with in-country risk assessments that can uncover the actual risk profile of any company. Identifying your company's risk landscape is key to improving business resilience. Complete discretion is critical to the process.

## Key Due Diligence Focus Areas:

- Reputational Risk
- Litigation Risk
- Fraud & Corruption Risk
- Regulatory Risk
- Sanctions Risk
- Criminal Risk
- Supply Chain Risk
- ESG Risk

## M&A Due Diligence

While most companies conduct legal and financial due diligence, they often fail to conduct due diligence on the track record of the business and the people behind the target company. This can lead to an inflated valuation.

On the buy side, Infortal Worldwide's due diligence assessments fit neatly into the operational due diligence process conducted before finalizing the deal.

For sellers, it is advantageous to understand the true background of potential buyers. This enhances your negotiation position and ensures trust in the event of an earn-out situation.

Place your firm in a stronger position to excel in the M&A market in 2024 by ensuring that your deal documents actually match reality.

## Private Equity

Suppose you are investing your firm's assets into an existing business. In that case, the first step should be to understand the operation's risk profile before kicking off the expensive, and time consuming financial and legal due diligence process. The risk intelligence gained can also significantly impact how the business is run, maximizing profitability.



## International Investment

Infortal Worldwide recently launched a full **geopolitical risk** practice.

Our due diligence capabilities stretch far beyond the borders of the United States. In fact, we can provide boots-on-the-ground intelligence in 160+ countries.

If you are considering investing overseas, it is essential to understand the unique characteristics of the local jurisdiction.

## Infortal Worldwide Due Diligence focuses on Actionable Recommendations™.

Infortal Worldwide employs a due diligence process focused on providing our clients with clear, easy to understand actionable recommendations™ that allow your team to take tangible actions to facilitate the investment process in a stronger position.

## White Glove Service

From the initial consultation, throughout the due diligence process, and even after presenting our Actionable Recommendations™, our experts will work closely with you throughout the investment lifecycle.

This includes availability to discuss findings, strategy, or anything else that will help drive your investment forward.

**SCHEDULE A 30 MINUTE CONSULTATION**

Contact us today



## **Candice D. Tal**

*Chief Executive Officer and Founder, Infortal Worldwide*

As CEO of Infortal Worldwide, Candice Tal helps companies mitigate risks to their business, employees, and assets while maximizing operational success. With over 30 years of expertise in the investigative field, she is one of the most highly-regarded subject matter experts on global due diligence investigations and has been interviewed in numerous media and business publications and featured in the seminal industry book *The Compliance Handbook* by Thomas Fox (4th Ed Published by LexisNexis).



## **Christopher Mason, Esq., CAMS**

*VP Global Compliance & Investigations at Infortal.*

As the Vice President of Global Compliance & Investigations at Infortal Worldwide, Chris Mason leads the International Investigations Team and works with clients to coordinate due diligence investigations to facilitate private equity investment, M&A deal-making, and international business expansion. Mr. Mason is a CAMS-certified attorney with over 10+ years of experience investigating financial crime on behalf of the US federal government and a leading global investment bank.



## **Dr. Ian Oxnevad**

*Director, Geopolitical Risk at Infortal Worldwide.*

Dr. Ian Oxnevad leads the firm's Geopolitical Risk Intelligence & Analysis efforts. Ian's Geopolitical Risk (GPR) thought leadership informs Infortal Worldwide's GPR training program, due diligence investigations, and geopolitical risk advisory services.

Dr. Oxnevad is a political scientist and political economist by training; where he combined economics with security studies to examine issues of geopolitical risk, economic warfare, intelligence, terrorism, corporate espionage, and money laundering.





**INFORTAL WORLDWIDE**  
STRATEGIC CORPORATE INVESTIGATIONS