

CAPABILITY STATEMENT

POLITICAL RISK & STRATEGIC INTELLIGENCE

We deliver customized business intelligence that helps our clients navigate politically challenging environments, including those where opaque governments and systemic corruption present significant operational challenges.

In a global business environment, leaders close information gaps to make informed decisions. Time and again, leaders choose Nardello & Co. as their political risk advisory firm. They rely on us for our strategic intelligence and global risk mitigation services.

We understand the need to provide information in real time, ethically, and in compliance with relevant laws and regulations.

A leading risk management firm, we offer best-in-class political risk and strategic intelligence management services by supplementing the experience of our multi-disciplinary business intelligence team with intelligence gleaned from our global network of confidential sources. From offices in New York, London, Washington DC, Hong Kong, Tokyo, Milan, and Dubai, our team works worldwide in every type of business environment. Corporations use our political risk and strategic intelligence consulting services to manage:

- **New market entry.** We identify, assess, and help you manage the real risks to a proposed investment, the most powerful established players and their likely responses to you, the authorities' attitudes towards you, and the geopolitical and regulatory risk.
- **Pre-transaction due diligence.** Because we find out whether potential partners or agents are politically exposed persons, we help you determine who can deliver in a new territory without damaging your reputation.

Our Services

With Nardello & Co. as your best kept secret, we've got you covered with worldwide capabilities working in your best interest:

- Due Diligence
 - Third-Party Agent & Intermediaries
 - Board & C-Suite Vetting
- Anti-Corruption & Fraud Investigations
 - Foreign Corrupt Practices Act
 - UK Bribery Act Investigation
 - Fraud Investigation Services
 - Forensic Accounting Services
- Litigation & Arbitration Support
 - White Collar Criminal Defense
 - Civil Litigation Support
 - Arbitration Support
- Asset Tracing
- Activist Defense
- Political Risk & Strategic Intelligence
- Digital Investigations & Cyber Defense
- Monitorships & Independent Investigations
- Compliance

- **Engagement in tenders and privatizations.** We identify whether a genuine situation or a “shoo-in” situation exists, who the real decision makers and stakeholders are and how to approach them, and whether a bid is worth the effort and cost.
- **Political risk mitigation.** We help you identify reasons for delays, unforeseen costs, and the potential for regime change. We help you manage labor and local community engagements, problems with local and national authorities, difficulties in obtaining critical licenses and permits, international scrutiny, and difficulties in raising finance.
- **Government and sanctions advisory.** We help you avoid unwelcome attention from governments or regulators by identifying the countries in lawmakers’ sights and assessing the exposure of agents and partners to sanctions violations.
- **Environmental, societal, and governance assistance.** We investigate supply chains to ensure compliance with stated ESG policies such as those concerning human rights, climate change, management conduct, and modern slavery. We also investigate allegations of the breach of ESG policies and procedures by overseas subsidiaries, subcontractors, or suppliers.
- **Special situations.** We can recommend the investors you should consider approaching and the best ways to maximize your chances of success. We can identify the motives and agendas of political activists, the likely outcome of litigation pending in a place where rule of law is not firmly established, and the likelihood that a judgment is enforceable in a given jurisdiction.

SELECT POLITICAL RISK & STRATEGIC INTELLIGENCE EXPERIENCE



Case Study | **Likely Agent Not So Likely in the Middle East**

For an international aerospace company, Nardello & Co. conducted a due diligence investigation of a potential agent in various Middle Eastern countries, including the United Arab Emirates. Inquiries with government and military sources in Abu Dhabi and the wider region and a review of public records in Arabic and English found that the potential agent had a limited footprint in the UAE and no obvious connection to Abu Dhabi police or the armed forces. Based on Nardello & Co.’s findings, the client did not proceed with the proposed appointment.



Case Study | **Digging into Possible Fortune 500 Deal Derailment**

Nardello & Co. was retained by a Fortune 500 company considering the acquisition of a company with subsidiaries in Asia and Africa. The client was concerned that local agents acting on behalf of the subsidiaries may have been guilty of FCPA violations, which would derail the acquisition. No FCPA violations were identified, but Nardello & Co.’s investigation determined that certain subsidiaries were particularly vulnerable to corruption. As a result, the client planned to proceed with the acquisition with the understanding that certain subsidiaries would be closed.



Case Study | **Understanding the Media in Ghana**

Nardello & Co. was retained by a client who was considering investing in the media sector in Ghana. Before proceeding with the investment, the client wanted to supplement internal research with a series of source inquiries to develop a deeper understanding of the issues. The aim of Nardello & Co.’s research was to identify key decision-makers and actors within the government and regulatory bodies, identify the political and commercial relationships of the main media owners in Ghana, explore how diversified or consolidated the market is, and establish the level of government influence over the media. With the benefit of Nardello & Co.’s findings, the client proceeded with the investment.

WHAT SETS US APART

Nardello & Co.'s adherence to core values has led clients to retain us time and again on matters of the utmost importance and sensitivity. Our relationships are built on:

- **Integrity.** Acting ethically and legally is of paramount importance to us. We respect the laws of the countries and the jurisdictions in which we work. We regard our clients' confidences as sacrosanct and we rigorously screen for conflicts.
- **Analysis. Creativity. Thoroughness.** We don't believe in menu-driven investigations or a democracy of facts. Our investigations are exhaustive but focused. We are adept at teasing out inferences, providing corroboration, and separating "information" from evidence.
- **Responsiveness. Hands-on management.** We focus on our clients' objectives and tailor our investigative strategies accordingly. There are no layers between the professionals who do the work and the clients we serve.
- **Client focus.** We communicate with our clients clearly, succinctly, and in real time. We respect budgets and deadlines.
- **Independence. Collaboration.** We are independently owned and answer only to our clients—not to investors, not to shareholders. Instead of competing, our offices collaborate to provide our clients with seamless service.

No parachutes needed

We're already on the ground with in-country resources worldwide. We speak the language, we're on top of the politics, we understand the regulatory environment, and we know the key players.

About our firm

Nardello & Co. is a global investigations firm whose experienced professionals handle a broad range of issues including due diligence, anti-corruption and fraud investigations, civil and white collar criminal litigation and arbitration support, asset tracing, activist defense, political risk and strategic intelligence, digital investigations and cyber defense, monitorships and independent investigations, and compliance.

Our clients include the world's leading law firms and financial institutions, Fortune 500 and FTSE 100 companies, high-net-worth individuals and family offices, governments, NGOs, sports organizations, and academic institutions.

With offices in New York, London, Washington DC, Hong Kong, Tokyo, and Dubai, Nardello & Co. maintains a professional staff that includes former US federal prosecutors, US and international lawyers, former law enforcement personnel and intelligence operatives, licensed investigators, research analysts, former journalists, financial crime specialists, forensic accountants, and computer forensic experts.

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