

CENTRAL & SOUTH AMERICA

Uncovering successor liability risks

Scenario

Our client aimed to acquire a rival business with operations in Central and South America. The target company did not have in-house sales functions. To avoid any future liabilities, our client asked us to conduct due diligence on more than 50 sales agents.

Impact

Our process focused on the specific modus operandi, background, and reputation of these agents. We looked into their records for corruption and bribery, and also checked for any political connections they might have.

Outcome

We found several companies in our detailed research that were involved in bribery and the misuse of political connections. This allowed our client to make an informed decision based on our findings.

