



Global Insight Ltd

Risk & Dispute Resolution Consultancy

What we do

Global Insight is a leading independent Asia-based consultancy specialising in -

- Business Intelligence
- Corporate Investigations
- Litigation Support
- Arbitration / ADR Support
- Intellectual Property Rights



Business Intelligence

- Who are these people?
- Are they any good?
- What is their history and what does that tell us about our future with them?
- How do they do business?
- What is their reputation?
- Is our investment going to be safe?
- Are we hiring the right person?
- Will we lose our money?

Do we know enough to make a decision?

Joint ventures, direct investments, mergers and acquisitions & key appointments are best made on the basis of 'good' information. At Global Insight we use our networks, collection and analysis skills and specialist resources to support the due diligence process by:

assessing activities, track record and reputation of businesses and their principals

determining relevant background and history of businesses and key people

assessing the veracity of information provided by counter-parties

identifying key vulnerabilities and risks

gaining an intimate understanding of the business and key people



Corporate Investigations

At Global Insight we handle :

- allegations or instances of fraud and corruption
- breaches of contract, fiduciary duty and code of conduct
- violations of FCPA, UK Bribery Act, OECD Instruments and Guidelines
- whistleblower / hotline reports
- collection, collation and preparation of evidence
- interviews and preparation of witness statements
- forensic examinations
- reports for presentation to boards, legal counsel, regulatory bodies or law enforcement
- global tracing of assets or the proceeds of crime
- * support to litigation and arbitration processes



Litigation Support

At Global Insight we provide investigative support to litigation teams by:

collecting, collating and preparing evidence

conducting interviews and preparing witness statements

conducting forensic examinations

locating assets for attachment to judgments and identification of forums for enforcement of judgments and awards



Arbitration / ADR Support

At Global Insight we provide support arbitration proceedings by :

conducting investigations in support of decision commence arbitration proceedings - factual enquiries, asset location and identification

providing expert witness services to parties in disputes involving allegations of fraud and corruption

conducting investigations to assist in enforcement of arbitral awards - identifying and locating assets

- ✱ providing services as part of the team advising parties in arbitral / ADR proceedings



Intellectual Property Rights

Intellectual Property Rights (IPR) are rights granted to creators and owners of works that are the result of human intellectual creativity. These works can be industrial, scientific, or artistic.

We help by:

- investigating the misuse of trademarks, patents and copyright
- passing off, theft of trade secrets or the loss of confidential information
- product counterfeits grey market diversions
- supporting legal or administrative actions against infringers
- providing monitoring (covert and overt) and due diligence services on manufacturers and distributors to enforce codes of ethics and compliance with licensing, manufacturing and distribution agreements

We have considerable experience in numerous industries including pharmaceuticals, beverages, luxury goods, fashion, computers & electronics, footwear, cigarettes, the motion picture and recording industries, automotive and airplane parts.



Why Choose Us

Global Insight has an unparalleled record of ability, integrity, reliability and efficiency

We are discreet and swift to respond to our clients' needs

We apply rigorous standards to our work

We are independent and provide objective and unbiased reporting

We are small and very flexible

We are well qualified, well trained and very experienced – we have been operating successfully since 1998. Our principal has been working in this business in Asia for 25 years.





- Corporate Investigations

Case Study 1

A European manufacturer of high-tech electrical equipment received an anonymous tipoff alleging corruption in its Asia operation – allegations of corrupt payments to state employees disguised in bidding and contract documents. We conducted interviews of front-line staff, conducted analysis of contract documents and financial records, performed forensic examination of various company owned computers, conducted discreet external enquiries and found direct evidence of numerous questionable payments as well as ‘holes’ in the client’s processes that allowed off-balance sheet and disguised payments to be made. Appropriate actions were taken in respect of the culprit employees, helping to redraft and promulgate the client’s Code of Business Conduct and tightening up on the client’s approvals processes, contract documentation and financial account keeping.

Case Studies

- Corporate Investigations

Case Study 2

A manufacturer of printed circuit boards became suspicious of the amount of 'waste' product being produced in its operation in Asia. We discovered the presence of a syndicate of staff members in production and warehousing departments to classify perfectly good product as 'reject' and to remove it from the company for lucrative private sale. We also found that waste copper (which should have been recycled into new production or sold off at a reasonable price to local copper dealers) was being syphoned off by the syndicate and sold privately to dealers. The results of our investigation included helping the client save millions of dollars in lost revenues from the production process and from recovering recyclable high value copper, as well as ridding the company of the members of the syndicate and helping foster a 'no tolerance' stance on fraudulent practices.



Case Studies



- Corporate Investigations

Case Study 3

A financial institution suffered a significant loss through operation of various fraudulent electronic transactions created by a sophisticated criminal syndicate operating under the cover of a 'bank' domiciled in Vanuatu (South Pacific). We were able to collect sufficient evidence of the syndicate's activities to result in the arrest by the authorities in Indonesia of some of the members of the syndicate (from where they were operating), identify the location of much of the money that the syndicate had managed to extract from the institution, and work with the financial services authorities in Vanuatu to have the 'bank' and its principals closed down and declared persona non grata. A side issue in this matter was that one of the syndicate members had been accredited with diplomatic status and was able not only to operate with that protection but also to help create a positive profile to help lure the victims of various frauds the syndicate indulged in.

Case Studies

- Arbitration

Case Study 1

A party to an international contract involving supply of large industrial machinery was in a dispute with the manufacturer. Manufacturing contracts were guaranteed by a third party introducer. Machinery under dispute was installed and failed testing and this resulted in a flurry of claims and counterclaims. We conducted factual enquiries in relation what appeared to be dilatory tactics by the manufacture concerning production problems, delays due to force majeure and lack of continuing financing. We conducted enquiries to provide advance indications of appropriate forums for enforcement of any awards made against both the manufacturer and the guarantor in various countries under the New York Convention on the Recognition and Enforcement of Foreign Arbitral Awards.



Case Studies



- Arbitration

Case Study 2

A tendering process was held by an Asian government for a concession agreement for operation of a strategically important industry. After a change of government various allegations emerged that the original bidding was tainted by corruption and that this was evidenced by the fact that terms for the winner were seriously disadvantageous to the government. These allegations added to what was already a dispute over the repudiation of the concession by the new government and in relation to which arbitration proceedings had already commenced. We provided an independent review of the tendering process, examined a mass of correspondence relating to the process (computer forensics and document examination), studied the history of relationships between the various parties to detect any indications of corrupt dealings and provided advice on how to proceed with a detailed collection of evidence to present to the arbitral tribunal.

Case Studies

- Business Intelligence

Case Study 1

An asset management company was approached by a potential investor who wanted to place over US\$100 million under their management. We conducted extensive research into the businesses associated with the investor and found a trail of poorly performing businesses, opaque ownership structure that pointed towards government figures, apparent attempts to ‘creditor proof’ the businesses and, generally, little evidence of any legitimate means to invest \$100 million. Suspecting that the investor was actually laundering money, further enquiries found evidence of thinly veiled business connections with political figures that created significant ‘red flags’ in an assessment of the investor’s bona fides. This provided our client with some focused issues to address in further dealings with the investor. A feature of this matter was that the investor had created a very positive public profile as a philanthropist.



Case Studies



- Intellectual Property Rights

Case Study 1

The owner of a patent for a pharmaceutical product had spend tens of millions of dollars developing a drug in an ingestible form only to reach the point where it failed to gain final stage approval for commercial production. The client then found that the drug was available in online sales into markets in Europe and the USA. We helped quantify the trade in the drug to give the client an advantage in discussions with the Asian producers to pay a license fee or royalty for use of the drug. This was a novel approach by the client who, wisely, opined that it would be cheaper and better for their future business potential to try to work with the infringers rather than shut them down. An important part of our work therefore included identifying the main producers (in terms of quality and quantity - there were a number with varying degrees of quality) and gaining an assessment of their position vis-à-vis cooperating with our client.

Case Studies



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