



ASSET VALUATION AND DUE DILIGENCE

Commercial and Technical Due Diligence:

DRG independently (and/or cooperatively with some of the world's largest investment advisory firms), has performed due diligence on a vast array of undersea network investment and/or sale opportunities. We customize our assessment to the needs of the client to provide either a deep-dive or high-level red flag analysis.

We critically examine the technical, commercial, financial and program risks of the opportunity and explore new opportunities to enhance the value of the target investment. Our understanding of all the elements associated with network design, implementation, operation and maintenance, including technology, commercial arrangements, competition, market pricing and demands for various products and services, provides DRG with the ability to make informed judgments. We have the knowledge and experience to assess any undersea network within its competitive environment, to determine potential revenues along with the anticipated costs and risks associated with continued operation and maintenance. We can provide a comparative basis of the cost/advantages/disadvantages of a new entrant overbuilding an optimized network with current technology. Clients considering either the sale or acquisition of networks/businesses can benefit from DRG's capabilities.

Replacement Cost Valuation and Remaining System Life Investigation:

Whether for acquisition or proper reflection of an asset value on the balance sheet, DRG can provide an independent assessment of costs to replace assets under current market conditions.

Advances in transmission capabilities have continued to extend the economic life of undersea cable systems. DRG can provide an independent technical review of key performance data, fault histories and system supplier information to assess the remaining life of aging systems, potentially beyond the anticipated 25-year design life.

More About DRG:

DRG is a consulting and project management firm specializing in the development of international undersea communications infrastructure. Over the last 20+ years, DRG has supported network developers in every region of the world, on projects spanning hundreds of thousands of kilometers of undersea cable (planned and deployed) which now connect countries on every continent (except Antarctica) across the world's oceans. We've supported large and small networks- some valued individually hundreds of millions of dollars which connect 20+ countries and some valued far less as they connect island neighbors.

At DRG, we pride ourselves on working closely with our clients to understand their needs; delivering value exceeding their expectations; pro-actively supporting their work programs and building lasting, trusted relationships. Our unique blend of market, technical and commercial expertise, coupled with our experience overseeing the construction of innumerable networks across the globe over several decades, we offer an exceptionally broad understanding of the market, players, technology, network solutions, and what it takes to realize a new network and evaluate the value of both new and existing networks. Our broad vision enables us to see opportunities from many perspectives giving you a complete solution for your project.

At DRG we help your clients realize their visions. DRG has specialized capabilities to assist you across the lifecycle of your telecom venture – from concept through planning, design, operation, maintenance and upgrade.



More About DRG (continues):

At DRG we adapt our working-relationship with each Client to meet their specific needs and expectations.

At DRG we know the industry suppliers and their capabilities. We regularly keep abreast of their technology and product advances and have managed projects supplied by all of the major industry players. Our experience with, and knowledge of, the spectrum of suppliers helps us adjudicate offers with a skillful eye, negotiate contracts which protect our clients, and manage projects in a way which minimizes risks.

We regularly meet with vendors to assure we have the most up-to-date information and understanding of their technology.

At DRG we have a “library” of industry accepted project documents that minimize cost and time in any new project. We maintain a standards library of proven commercial and technical contractual documents which can readily adapt to new projects. Our library includes Supply Contracts, Construction & Maintenance Agreements, Fiber Pair Right of Use Agreements and Landing Party Agreements.