

The Dentons logo consists of the word "DENTONS" in a bold, white, sans-serif font, enclosed within a white arrow-shaped graphic pointing to the right.The dga logo features the lowercase letters "dga" in a white, lowercase, sans-serif font.

# Market Disruption Readiness

A joint offering provided by Dentons and DGA Group to anticipate major business interruption risks and adapt operations or exit countries in turmoil in a timely manner.

Grow | Protect | Operate | Finance

Multinationals face an increasingly challenging international operating environment due to complex and evolving geopolitical risks and global crises, which can result in sanctions and export controls, forced market exits, and compliance exposures. These present legal peril to cross-border businesses as they pursue opportunities in high growth markets, as well as across interconnected supply chains.

With a successful track record in legal counsel, strategic advisory, and public policy, Dentons and DGA Group are here to help. On the strength of our global footprint, and drawing on experience in dozens of successful exits or stay reorganizations, we have developed an exhaustive offering to help you prepare for and navigate legal, geopolitical, regulatory, reputational and commercial risks around the globe.

Our Market Disruption Readiness offering allows you to take a front-footed, preventive approach through comprehensive risk assessments, strategic planning and leadership training.

Should the worst happen and you are forced to exit the market, not only will you be ready to act fast and mitigate risks, but you will also be better prepared to return in better times, shortening your time to market. This can give you a distinct competitive advantage over less prepared competitors.

# The process

Our team will support you in every step of the process, from strategic planning to implementation.

## Preparedness Services



### Risk assessment and scenario planning

- Assess the nature and potential impact of geopolitical scenarios in key markets.
- Identify specific risks connected to potential scenarios or events impacting the organization over a specified timeline.
- Factor in developments in the geopolitical environment and emerging legal restrictions, political pressures and reputational considerations.
- Identify specific market exit or disruption scenarios.

### Strategic and legal planning

- Audit current organization structures for the given market (shareholding and corporate structure, financial/banking, product components and suppliers) in order to assess potential weak points for emergency exits and stay adaptation.
- Based on the audit, develop a customized plan to improve exit or stay readiness (amending JV agreements, corporate forms or shareholding locations; finding alternate banking and supply routes; protecting assets to facilitate a return under better times; ensuring competition-law compliant restrictive measures to ensure the assets left do not harm ongoing business activities).

### Stakeholder engagement and communications planning

- Develop a strategy to guide the organization's engagement with key stakeholders in relevant markets ahead of and during critical moments.
- Develop a communications strategy that supports the legal and political risk strategies and objectives.

## Deliverables



- **Tabletops/leadership briefings:** Conducting tabletop exercises with CEOs and Boards to guide them through the execution of your customized plan.
- **Risk assessment and scenario report:** Detailed risk assessment and scenarios to guide planning.
- **Stress test report:** Considerations for strategic decision making for each scenario (Stay, Exit, Reorganize, etc.)
- **Comprehensive stress situation guidelines:** Playbook in case board members, officers and employees face conflicting political, legal or communications imperatives and/or physical safety threats.

## Implementation Support



- **Renegotiation of agreements.**
- **Ongoing stakeholder engagement.**
- **Determination of alternate banking/supply/logistics partners and routes** (and negotiation of new agreements).
- **Crisis communications support/training.**
- **Ongoing monitoring and intelligence:** Monitor the ongoing geopolitical, legal and economic situation, and adapt your customized plan as needed.



# Selected case studies

- **Industrial joint ventures in a highly volatile legal environment:** We reconciled long-term investment plans and the sudden threat of a forced exit by building business disruption measures upon which the local JV partner would manage the assets under certain terms and conditions, while our clients would exit and have the right to come back into the JV within an agreed number of years, shortening the time to market.
- **Management buy out with return options:** We advised on a subsidiary take over by local managers ensuring continuation of business activity and return under better times, while advising on the global competition law aspects of the operations of the former subsidiary after the exit.
- **Stay adaptations:** We helped companies in non-sanctioned sectors (food, life sciences) to continue operating in a market subject to political and legal constraints, by adapting the various aspects of their operations (including governance, components, supply chain, banking and financial flows in and out of the market.).

## DENTONS

### About Dentons

Across over 80 countries, Dentons helps you grow, protect, operate and finance your organization by providing uniquely global and deeply local legal solutions. Polycentric, purpose-driven and committed to inclusion, diversity, equity and sustainability, we focus on what matters most to you.

[www.dentons.com](http://www.dentons.com)

## dga

### About DGA Group

DGA Group is a global advisory firm that helps clients protect – and grow – what they have built in today's complex business environment. We understand the challenges and opportunities in an increasingly regulated and interconnected world. Leveraging the expertise and experience of our team at Albright Stonebridge Group, a leader in global strategy and commercial diplomacy, and a deep bench of communications, public affairs, government relations and business intelligence consultants, we help clients navigate and shape global policy, reputational and financial issues. To learn more, visit [dgagroup.com](http://dgagroup.com).

# Key contacts



**Konstantin Kroll**

Dentons, London

[konstantin.kroll@dentons.com](mailto:konstantin.kroll@dentons.com)



**Clemens Maschke**

Dentons, Frankfurt

[clemens.maschke@dentons.com](mailto:clemens.maschke@dentons.com)



**Pierre Parvine**

Dentons, Paris

[pierre.parvine@dentons.com](mailto:pierre.parvine@dentons.com)



**John Hughes**

DGA Group, Washington DC

[john.hughes@dgagroup.com](mailto:john.hughes@dgagroup.com)



**Meredith Miller**

DGA Group,

Albright Stonebridge Group,

Washington DC

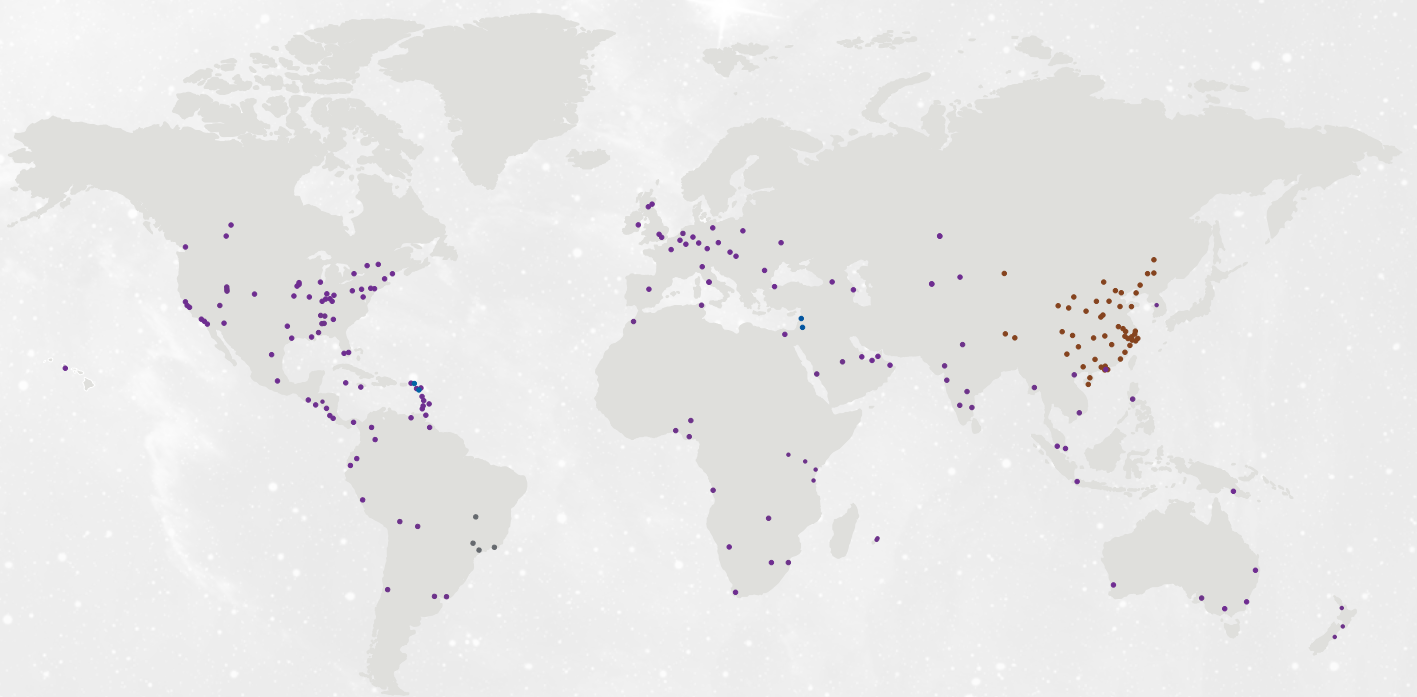
[meredith.miller@dgagroup.com](mailto:meredith.miller@dgagroup.com)



**Gregoire Poisson**

DGA Group, Brussels

[gregoire.poisson@dgagroup.com](mailto:gregoire.poisson@dgagroup.com)



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