

It pays to be aware

Corporate & Business Intelligence

Entering into any new business relationship involves risk. You need to be certain that you won't run into any problems or risks that could adversely affect your business. You need to have the facts about prospective partners, investments or acquisition targets in order to make informed decisions with confidence.

Benefits for our clients

- Top-market expertise in assessing third-party integrity risks for greater confidence in the success of your partnerships or relationships with new counterparties
- In-depth understanding of and extensive experience in dealing with the potential risks associated with entering into a new business relationship so as to minimise reputational damage and financial loss
- A globally connected network of corporate intelligence specialists, which allows us to perform large-scale investigations and asset tracing
- A tried and true investigative research methodology and a range of services that can be tailored to your specific needs across all industries
- Support in implementing “adequate procedures” programmes on third party due diligence to mitigate the risk of regulatory investigations

Services we offer

Due diligence on prospective business partners

Our research and recommendations will help you minimise financial, commercial and reputational exposure regarding potential intermediaries, suppliers and investment targets, and negotiate better deal terms or avoid getting involved with disreputable partners.

Asset tracing

We can track down your debtors' global assets, including funds, properties and other assets that can be recovered through litigation.

Market entry support

The markets of Central and Eastern Europe and the former Soviet Union offer many opportunities for profitable investments, but are often characterised by weak regulation and high-level, pervasive corruption. We can help you to better understand the potential risks a new markets could entail for your business, allowing you to make informed strategic decisions with confidence.

Litigation support

We can equip you with the information and analysis necessary to defend your position. We gather information on adversaries to: determine the credibility of their claims; cross check testimony; and assist in finding hidden assets.

Fraud investigations

If you suspect that financial abuses have occurred within your firm, we can help you determine whether the suspected individuals were indeed involved in wrongdoings or faced conflict of interest.

Regulatory anti-corruption due diligence

Whether you are about to engage a contractor to promote your business or suspect a current partner of having corrupt ties, we can help you gather reliable information.

Success stories

An industrial conglomerate engaged us to carry out an Intelligence Survey on their partner and a potential investment target in the sphere of extracting mineral resources. We discovered the company's hidden beneficial ownership, its poor financial position, and various reputational risks. Our client was able to negotiate several modifications to the proposed deal, increase organisational and operational transparency, and gain additional financial guarantees.

For a group of companies in Kazakhstan, we reviewed a newly acquired company's financial results under the previous owners. We uncovered non-market terms for land and equipment purchases, and related-party contracts pre-dating the target's sale to its current owners. Our client sued to recover its losses. Based on this experience, the client created strict internal procedures to prevent similar situations from arising in the future.

Contact us

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