



Asset research

Introduction to Deloitte Corporate Intelligence

Deloitte Corporate Intelligence Services

Deloitte's Corporate Intelligence team comprises dedicated specialists trained in how to gather and analyse information from a wide range of public and non-public sources.

Our team members have diverse backgrounds, including those from the legal sector, specialists in international affairs, former journalists, those with investigative experience, and multi-linguists.

All key languages are covered in-house by analysts with native or equivalent knowledge. Each researcher has their jurisdictions and regions of focus, ensuring they have an in-depth understanding of the resources available to them, and of how to present findings in the correct business, cultural and political context.

For further information please contact the team's Director, **Jorge Rivera** (jorrivera@deloitte.co.uk)

Our information gathering options for asset research



Online public record research

Deloitte's researchers can access **numerous online public record databases**, ranging from those with global coverage to individual jurisdiction-specific records (including corporate databases, litigation database, property records and other asset registries).



Social media analysis

The sheer volume of publicly-accessible data available through social media platforms globally necessitates the use of **specialised tools to analyse media profiles**. Deloitte has extensive experience of using such tools to draw out the data needed.



Human intelligence (market interviews)

Our network of well-informed and discreet sources external to Deloitte, operating in various industries and jurisdictions globally, can **provide valuable personal knowledge and insights** on a Subject's activities and assets which are not reported in the public domain.



Manual retrieval of local and hard copy public records

In many databases, key public record resources (such as land registry and corporate registry records) are not accessible online. We maintain a network of record retrieval agents who are able to support with the **quick and cost-effective retrieval of local documentation**.



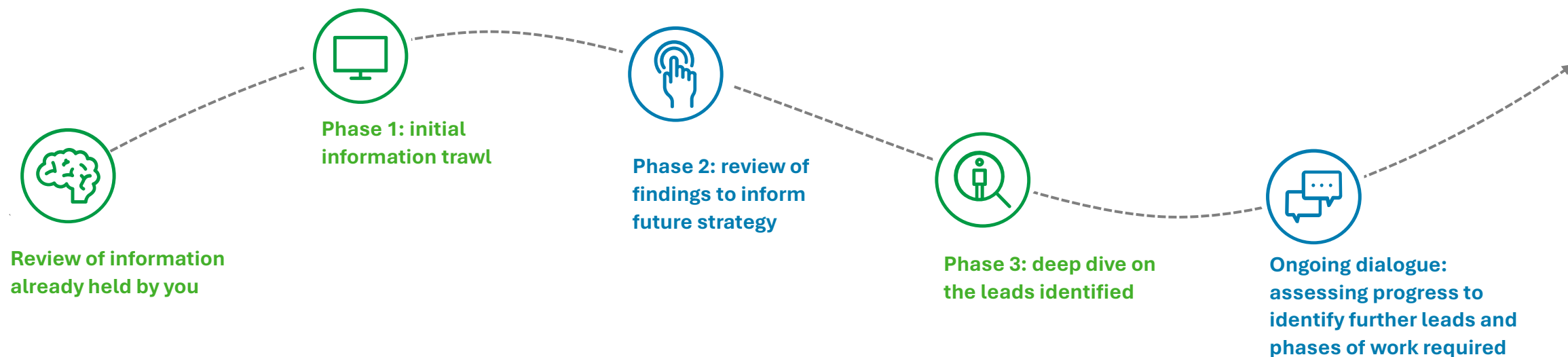
Physical site visits

Sometimes a physical visit of a location is required, for example to gather information on a property, its nature and state, and the location of businesses, vehicles or other assets at the site. We have **access to agents globally to undertake these visits**.

The role of analysis in creating intelligence

Deloitte always undertakes a full analysis of the data gathered – to identify the information which is relevant to our clients – so rather than providing a 'data dump', our reports always comprise clear and actionable intelligence.

Our typical asset search journey



We would typically work on the basis of a multi-phased project, tailored at each stage to assess the information gathered so far and the best strategy going forwards to ensure we focus on the jurisdictions and assets of most relevance to you.

Examples of our previous work

We can assist with both large-scale, multi-target cross-border asset investigations as well as individual pieces of smaller, ad hoc research

1

Ongoing support to a bank seeking to recover bad loans

We provided on-going support to a European bank, conducting global asset search reviews on dozens of their larger debtors to support them in the recovery of bad debts.

Our work identified a range of assets – including real estate, vehicles, vessels, active businesses and intellectual property – across Europe, the Middle East, Africa, and North America.

2

Global asset search on a rogue executive

A publicly-listed business was seeking to recover costs from a former executive whom they believed had been embezzling from the company.

Our 'Phase 1' asset search strategy identified dozens of high value assets owned by the Target globally, after which we put together an asset verification strategy which enabled us to confirm his ownership of each asset through official documentation and records.

3

Searches for US-based real estate held by guarantors

A US-based bank instructed us to undertake quick-turnaround searches for real estate associated with twenty Targets in the US, who had served as guarantors on loans.

Our work identified almost USD 800 million worth of properties beneficially owned by these entities (including indirectly through other legal entities), supporting our client's strategic planning of its next steps against the guarantors.



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