



CENTRAL AND EASTERN EUROPE/ ROMANIA
COMMERCIAL
DUE DILLIGENCE



Marker Global Ltd

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CLIENT:

Marker Global was instructed by the London offices of an international financial institution to carry out an investigation into the companies comprising the portfolio of a large energy company.

In particular, we were able to address our client's concerns with regard to the impact of criminal investigations into some of the companies of the group and to promptly advise the client of the reputational implications of extending financing to the target.

THE MARKER FLAG APPROACH:

01 Review of documents held by the client

The client's concern was the authenticity of the documentation they received from the target. We were able to verify the documents – most of them commercial contracts with state entities – and establish which ones had been falsely prepared to inflate the company's material contracts ahead of the transaction.

The verification was carried out locally, via confidential interviews at the contracting entities.

We were also asked to verify personal information supplied to our client by the target concerning their managers.

02 Public sources

- A comprehensive review of the Romanian press since 1990 in Hungarian, Slovak and English.
- Full review of the corporate structure via public records held at the local Hungarian/ Slovak Corporate Registers as well as the Dutch Companies Register.
- Full review of the level of indebtedness of the target based on information available with the Finance Authorities.

03 Interviews:

Our senior researcher carried out 18 interviews with local sources in Hungary and Slovakia.

04 Quality Mark

The local findings were verified by one of Marker Global's directors who also travelled to Hungary for extensive interviews with politicians and directors associated with the target.

05 Marker Update

We provided our client with regular analysis on the target and the companies in its portfolio to keep clients informed ahead of developments in the relevant sector. We also analysis political risks associated with a company reliant on state contracts.

06 Time to completion

Four (4) weeks from the date of receiving the client's instructions.