



CIS/ RUSSIA  
**COMMERCIAL DUE DILIGENCE  
AND BACKGROUND CHECKS**



**Marker Global Ltd**

Finsgate  
5-7 Cranwood Street  
London EC1V 9EE

Telephone: (0044) 020 8133 2704  
Email: [info@markerglobal.com](mailto:info@markerglobal.com)

## CLIENT:

Marker Global was instructed by a French corporate to carry out an investigation into the target company's dealings as well as the commercial interests of the six beneficial owners and managers.

The target is based in St Petersburg.

## 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 identify the documents – most of them commercial contracts with state entities – that were falsely prepared to inflate the company's material contracts portfolio 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 about the managers supplied to our client by the target.

### 02 Public sources

- A comprehensive review of the Russian press since 2003, when the target was set up.
- A comprehensive review of the Russian press since 1993 in connection to each one of the individuals associated with the target.
- Full review of the corporate structure via public records held at the Russian Corporate Register.
- Enquiries with Regulatory Authorities & Law Enforcement.

### 03 Interviews:

Our senior Russia researcher carried out 11 interviews with local sources in Russia including: investigative and financial

journalists; acquaintances of the main shareholder and managers familiar with their corporate interests; investment bankers and insurance specialists based in London and St Petersburg that worked with the target; lawyers; customs officials; retail industry analysts familiar with the leasing market in Russia.

The local findings were verified by one of Marker Global's directors and we were thus able to address the client's concerns with regard to the management of the target and its regional reputation.

### 04 Time to completion

Five and a half weeks (5.5) from the date of receiving the client's instructions.