



CENTRAL AND EASTERN EUROPE / MOLDOVA
INTEGRITY REPORT
(Individuals)



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CLIENT:

A London-based financial institution looking to provide a loan facility to a manufacturing concern located in Moldova.

Apart from safeguarding its reputation, our client's key aim was to ensure the viability of entering into a transaction with a low profile company based in a high-risk country. In addition, our client wanted to gain a better understanding of the political changes that may affect the transaction timetable.

MARKER FLAG APPROACH:

01 Public sources:

a.

Review of media coverage since the company was established, in 1992:

- Local languages used: Moldovan, Romanian, Russian
- Geographical scope of enquiries: Moldova, Russia, Romania, Cyprus

b.

Review of public corporate records and regulatory filings in Moldova, Russia and Cyprus.

02 Interviews:

Most of the report compiled by Marker Global was based on locally-sourced information and interviews with people associated with the subjects being investigated.

a.

Moldova

Due to the country's high political risk, Marker Global decided that the best approach to ensure the quality of the information supplied by our sources was to send a senior director to Moldova to conduct high-level enquiries above the investigations made by our local researchers. All meetings were granted on a confidential and anonymous basis.

b.

Russia

A highly experienced senior researcher carried out all local enquiries. The Russian element of the enquiry was mainly focused on the distribution network used by the target to export to Russia, which was indirectly controlled by a Russian business.

03 Quality Mark

The local findings were verified by one of Marker Global's directors, an expert on Eastern Europe. Marker Global's main aim was to identify any risk areas – not identified by the client - that could be of concern with regard to the management style of the individuals in question as well as the general "operational health" of their business interests.

04 Marker Update

Our client received regular analysis on the subjects and their companies as well as any political changes that could impact the transaction timetable or the market share of the companies in the subjects' portfolios.

05 Time to completion

Seven (7) weeks from the date of receiving the client's instructions.