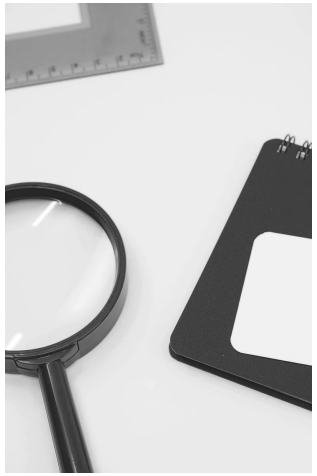
INTERDILIGENCE

Risk & Opportunity Intelligence

WHO WE ARE & WHAT WE DO



INTERDILIGENCE

- **competitive intelligence and risk consulting** company operating in **Eastern and Central Europe, Middle East & Africa.**
- **specialized in gathering, analyzing and delivering competitive intelligence products**.
- certified under **ISO standards 9001 (QMS)** and **IEC 27001** on **Competitive Intelligence & Risk Consulting Quality Assurance by Lloyd's of London (LRQA)**.

Our projects are managed by a **multidisciplinary team of experts**, as follows:

- Project Director
- Intelligence Analysts
- Financial Analysts
- Data Scientists
- Forensic Science Technicians
- Subject Matter Experts
- Profilers
- Field Operatives & Auditors

OUR SERVICE ROADMAP

1. Engage with the client to comprehensively understand objectives, challenges and expectations based on its business needs

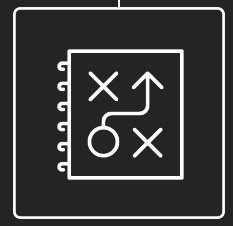
2. Analyze the gathered information and Propose tailored solutions from our portfolio based on service need scenarios

3. Collaborate with the client to define the scope of work, clearly outlining tasks, deliverables, timelines and other details

4. Assemble and deploy specialized teams of experts with necessary experience and skills to navigate the business challenges

5. Present preliminary results and findings, allowing for feedback, insights and fine-tuning the final product

6. Showcase completed project, propose strategic approaches and define targets for business expansions or resilience



Grasp key strategic insights to gain crucial business leverage

RISK & OPPORTUNITY INTELLIGENCE

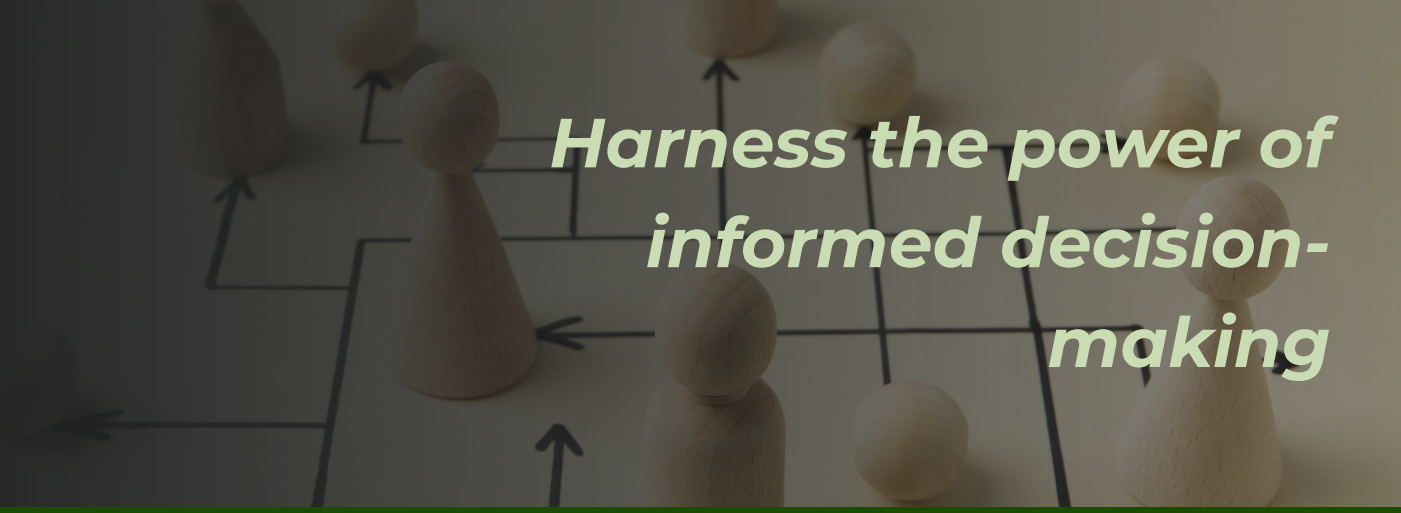
Need Scenarios Description

- **Mergers & Acquisitions:** Accurately assess potential or targeted deals, understand market dynamics, and make strategic, data-driven decisions;
- **Market Expansion:** Need of insights on competitive landscapes, consumer trends, and potential risks, guiding strategic decision-making;
- **Partnerships:** Understand business partner's influencers, legal & financial stability, business practices and reputation, evaluating risks and clear opportunities.

Service Need Scenarios

- Mergers & Acquisitions
- Market Expansion
- Partnerships

RISK & OPPORTUNITY INTELLIGENCE



Harness the power of informed decision-making

Service Need Scenarios

Need Scenarios Description

Insider Threat

- **Insider threat:** Employees or associates who misuse their access to harm the organization involving activities like data theft, sabotage, or fraud;

Key Staff Recruitment

- **Key Staff Recruitment:** Validate a key executive staff to avoid reputational issues, conflicts of interest, leaking of sensitive information, decision making influenced by external biases and fraudulent activities;

Unfair Competition

- **Unfair Competition:** Dishonest or fraudulent business practices that give one company an improper advantage over our client company.

BUSINESS NEED OUR PROPOSED SOLUTIONS

Insider Threat	Risk & Opportunity Intelligence **Individual Intelligence Report**
Key Staff Recruitment	Risk & Opportunity Intelligence **Individual Intelligence Report**
Unfair Competition	Risk & Opportunity Intelligence **Individual Intelligence Report / Company Intelligence Report**
Mergers & Acquisitions	Risk & Opportunity Intelligence **Company Intelligence Report / Top 3 Competition Intelligence Report**
Market Expansion	Risk & Opportunity Intelligence **Top 3 Competition Intelligence Report / Country-Specific Industry Intelligence Report**
Strategic Partnerships	Risk & Opportunity Intelligence **Top 3 Competition Intelligence Report**

Risk & Opportunity Intelligence

Provides clients with **strategic advantages** through **tailored insights and intelligence** across various dimensions and areas of interest related to our deliverables: Individual, Company, Top 3 Competition or Country-Specific Industry **Intelligence Reports**. The service is deliverable-based; internationally available and time bound in 1 to 5 weeks.

RISK & OPPORTUNITY
INTELLIGENCE

PRODUCTS

Individual Intelligence Report

Report Description:
- Profile
- Employment & Education history
- Family
- Business Roles
- Associates' Reputation
- Financial Analysis
- Investments
- Network
- Assets & Liabilities
- Strengths & Weaknesses

Specific Activities:
- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 8+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 4 weeks

Company Intelligence Report

Report Description:
- Company Profile
- Ownership & Leadership
- Financial & Manpower
- External Influences
- Historical Overview
- Connected Entities
- Debts & Litigations
- Operational Details
- Reputation & Controversies
- Risk & Opportunity Assessment

Specific Activities:
- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 9+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 4 weeks

Top 3 Competition Intelligence Report

Report Description:
- Ownership & Directorship
- Products & Services
- Financial Performance & Manpower
- Debts & Legal Matters
- Operational Presence
- Business Partners
- Investment & Expansion Projects
- Strengths & Weaknesses
- Opportunities

Specific Activities:
- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 12+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 5 weeks

Country-Specific Industry Intelligence Report

Report Description:
- Industry Overview
- Competitive Landscape
- Regulatory Environment
- Permitting
- Supply Chain Analysis
- Consumer Behavior
- Emerging Technologies
- Industry Risks
- Industry Opportunities

Specific Activities:
- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 15+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 5 weeks

** The service includes 2 x Report versions (Intermediary + Final)*

TECHNICAL SPECIFICATIONS SHEET

Individual Intelligence Report

Report Description:
- Profile
- Employment & Education history
- Family
- Business Roles
- Associates' Reputation
- Financial Analysis
- Investments
- Network
- Assets & Liabilities
- Strengths & Weaknesses

Specific Activities:
- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 8+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 4 weeks

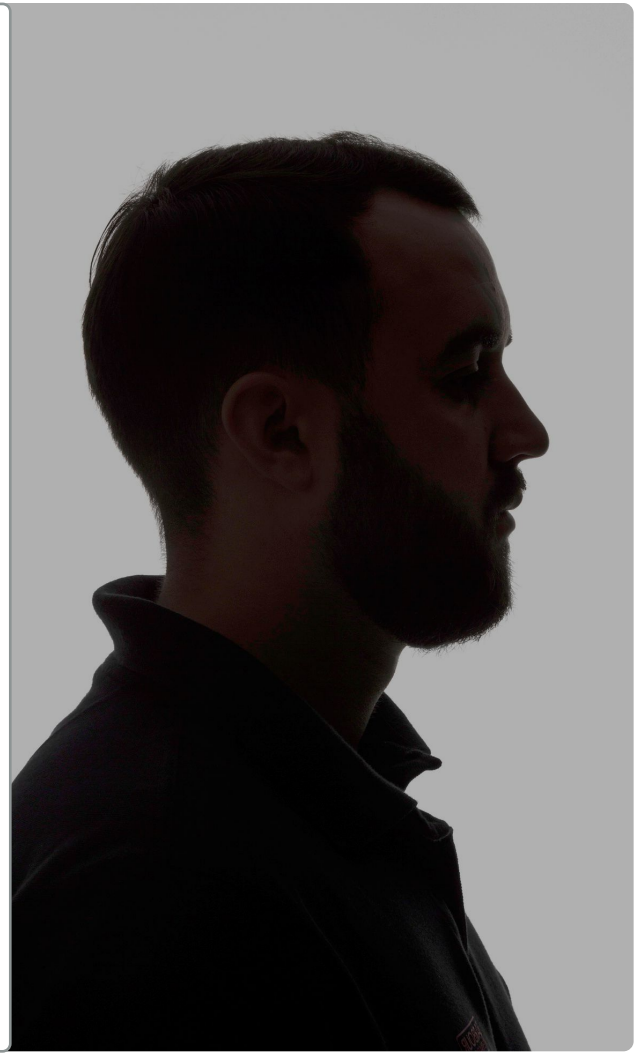
Report Description:
- Profile: Name, residence (photos) and contact details.
- Employment & Education history: Highlighting relationships with people and organizations.
- Family: Names, ages, occupations, shareholdings.
- Business Roles: Shareholding, directorship, management.
- Associates' Reputation: Associates' public image.
- Financial Analysis: In-depth financial review.
- Investments: Hidden investments & priority projects.
- Network: Personal and organizational relationships.
- Assets & Liabilities: Ownership, debts, litigations.
- Reputation & Controversies: Public image and controversies.
- Strengths & Weaknesses: A comprehensive evaluation of social, business and professional characteristics.

Specific Activities:
- Data Collection:
  - Utilize specialized software like Maltego for media and social network research.
  - Review & analyze corporate records and legal/financial platforms, including Sayari.
  - Employ Python scrapers created by Interdiligence analytical team for data gathering.
  - Engage market and industry sources for information gathering.
- Data Processing:
  - Sanitize, structure, and analyze data using dedicated tools such as Tovek Tools, IBM i2 iBase, and UiPath/AI robotic products.
- Source Verification & Validation:
  - Deploy field agents and validated local partners.
  - Conduct field interviews.
  - Cross-check data from human and open sources.
- Reporting:
  - Apply intelligence analysis techniques
  - Generate a comprehensive profile report.
  - Create relational charts illustrating connections between individuals, companies, organizations, and projects.

(Activity intensity and comprehension is based on report type and client scope of work)

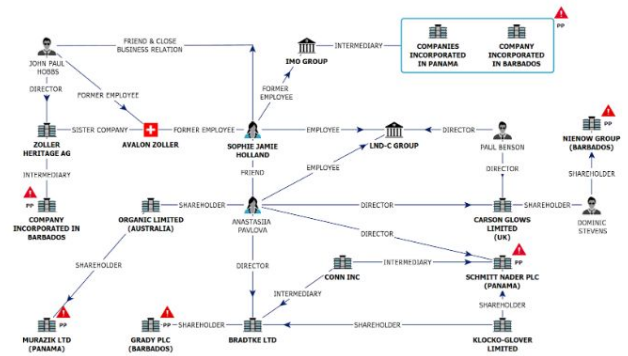
Staff Involved:
- Operations Director
- Project Manager
- Intelligence Analyst Coordinator
- Field Agents
- Intelligence Analyst
- Data Scientists
- Multilingual Experts
- Subject matter experts

(Size of the team deployed is based on report type and client scope of work)



** VAT excluded*
*** The service includes 2 x Report versions (Intermediary + Final)*

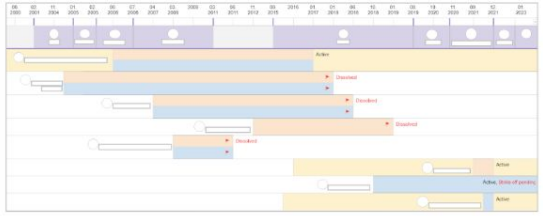
INDIVIDUAL INTELLIGENCE REPORT SAMPLE



Above: Sophie Holland's indirect links to the Panama Papers (▲ PP) through employers and colleagues

Sophie Holland was also an entrepreneur in the United Kingdom. She was involved in the activity of companies **Carrack Management Limited** (in the field of letting of owned or leased real estate, between 2006-2017), **Eurotax Administration Limited** (in the field of consultancy, between 2004-2018), **Tasklist Limited** (in the field of business and domestic software development, between 2007-2018), **Style & Grace Limited** (in the field of manufacture of fashion and related articles, between 2012-2019), and **Beechen Grove Property Management Limited** (in the field of real estate management, between 2008-2011).

As revealed in the chart below, we note that **Sophie Holland and her husband Jorge Holland are usually involved as shareholders and/or directors in the same companies**.



Above: Overlap of relevant timelines: Sophie Holland's employments + Sophie Holland's involvement in companies + Jorge Holland's involvement in companies

(the forced dissolution of companies by strike-off ▶, and active periods of the companies, are also marked in the graph)

Findings indicate an irregular and potentially fraudulent activity of the companies, such as:

- Most of them were **dissolved by forced Strike off** (at the decision of the United Kingdom Businesses Chamber, given repeated fails by the companies to provide / turn in the due financial reports);
- These companies have **numerous debts and loans to and from associates** (the Holland couple);
- The companies have generic name components which makes them difficult to track;
- Over their lifespan, there have been frequent changes in location of main offices and personal information of the associates (spellings of names, name components, citizenships, residence addresses, etc.).

As an example, we note that almost all the profit registered by company **Eurotax Administration Limited** during 2005 - 2015 was either **borrowed by directors or by Sophie Holland and Jorge Holland's other companies, or paid as dividends**. On 31 October 2017, Eurotax Administration Limited received a notice for compulsory strike-off and was dissolved on 6 January 2018 after the directors failed to show cause for not filing the annual statements.

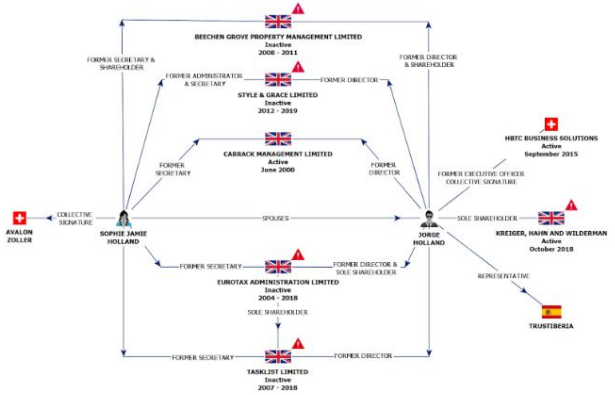


Chart above: Company involvement of the Holland spouses, highlighting the "strike off" warnings (▲) issued by the United Kingdom Businesses Chamber

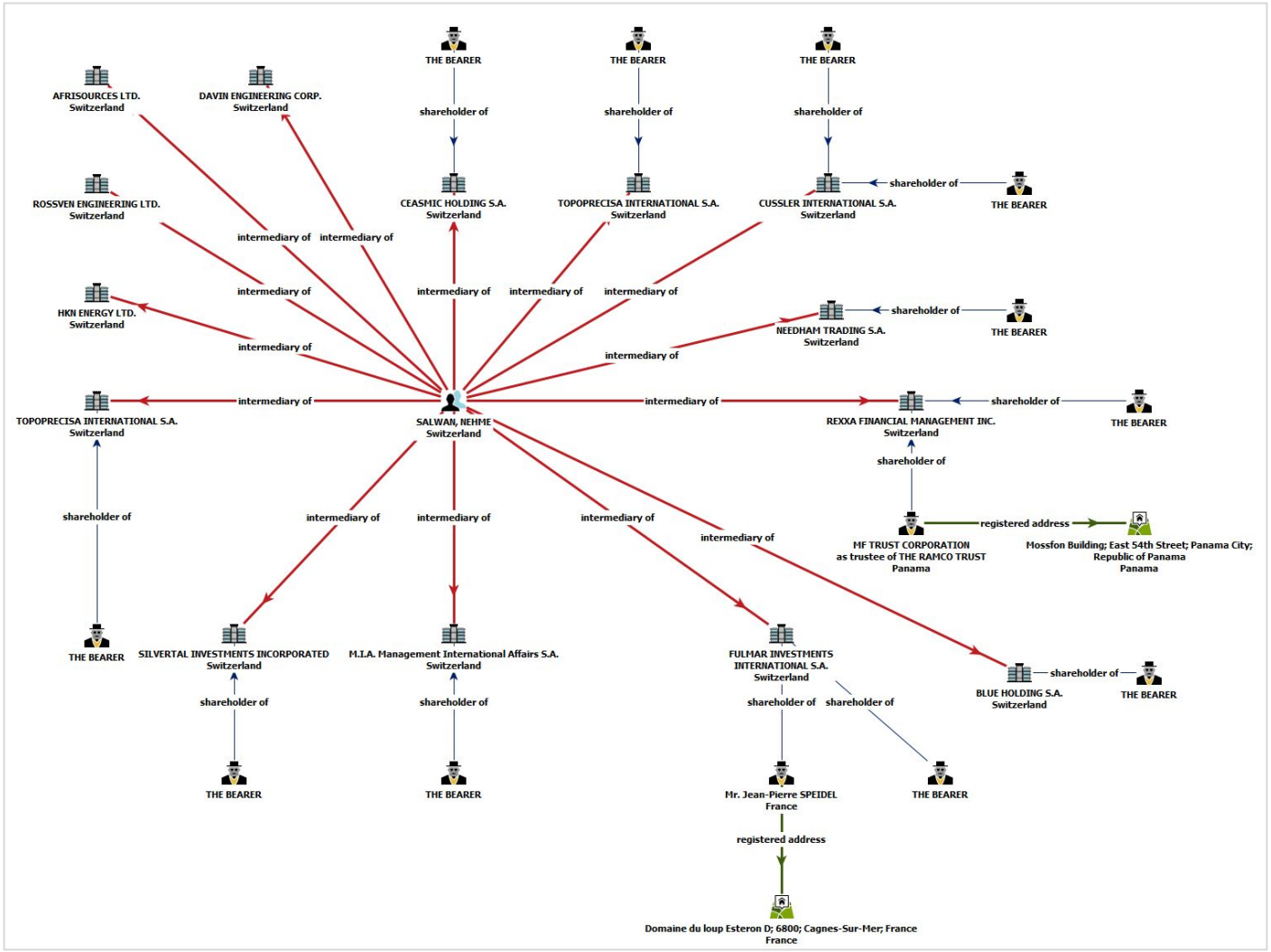
3. Identity key points, financial & legal highlights

Sophie Jamie Holland is a South African citizen, **working for over 20 years in the finance, wealth management, and private investments field**. She is also an **entrepreneur**.

Sophie Jamie Holland		
	Full Name:	Sophie Jamie Holland (born Sophie Porter) Most commonly known as Sophie Holland (signature below)
	D/POB:	10 October 1969, South Africa
	Citizenship:	South African
	Family members:	Husband: Jorge Holland Daughter: Consuela Holland
	Address:	Seefeldstrasse 100 8512 Bern
Contact:		https://www.linkedin.com/in/sophie.holland5b861669
		https://www.facebook.com/sophie.holland https://www.facebook.com/soph.hollnd
		https://www.instagram.com/soph.hllnd
		https://twitter.com/sofholl
		sophie55holl@supra.com (work contact detail, as LND-C)
		0066491373983 (work contact detail, as LND-C employee) 0075918383642 (landline in Geneva, Switzerland)

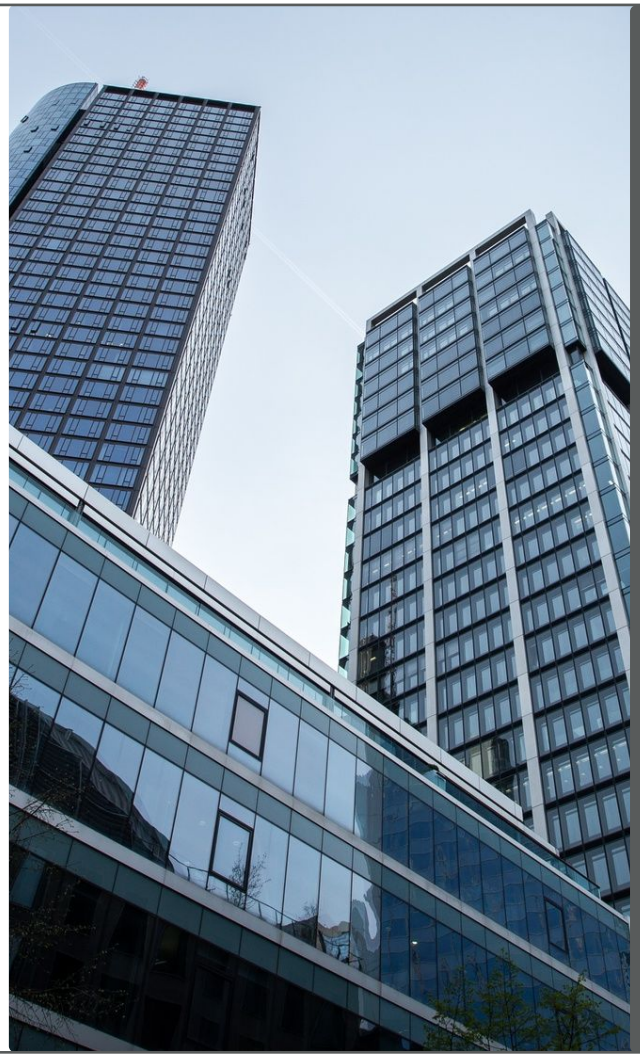
In Mid-November 2022, Sophie Holland was announced as Bartoletti Group's next Financial and Markets Head, who would report directly to the Corporation Director of Board, Fouad Chambers.

INDIVIDUAL INTELLIGENCE RELATIONAL CHART SAMPLE



RISK & OPPORTUNITY INTELLIGENCE

TECHNICAL SPECIFICATIONS SHEET



Company Intelligence Report

Report Description:
- Company Profile
- Ownership & Leadership
- Financial & Manpower
- External Influences
- Historical Overview
- Connected Entities
- Debts & Litigations
- Operational Details
- Reputation & Controversies
- Risk & Opportunity Assessment

Specific Activities:
- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 9+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 4 weeks

Report Description:
- Company Profile: Corporate identity and business overview.
- Ownership & Leadership: Shareholding, Directorship, and Networks.
- Financial & Manpower: Financial performance and organizational structure.
- External Influences: Third-party influencers affecting the company.
- Historical Overview: Shareholding and directorship history.
- Connected Entities: (1) Shareholding and directorship of the business partners; (2) Reputation and strengths of related entities.
- Debts & Litigations: Outstanding debts and litigations.
- Operational Details: Work locations, partners, products, and services.
- Reputation & Controversies: Company's reputation, strengths, and vulnerabilities.
- Risk & Opportunity Assessment: A comprehensive understanding of the company's position, connections, and potential areas of growth or concern for informed decision-making.

Specific Activities:
- Data Collection:
  - Utilize specialized software like Maltego for media and social network research.
  - Review & analyze corporate records and legal/financial platforms, including Sayari.
  - Employ Python scrapers created by Interdiligence analytical team for data gathering.
  - Engage market and industry sources for information gathering.
- Data Processing:
  - Sanitize, structure, and analyze data using dedicated tools such as Tovek Tools, IBM i2 iBase, and UiPath/AI robotic products.
- Source Verification & Validation:
  - Deploy field agents and validated local partners.
  - Conduct field interviews.
  - Cross-check data from human and open sources.
- Reporting:
  - Apply intelligence analysis techniques
  - Generate a comprehensive profile report.
  - Create relational charts illustrating connections between individuals, companies, organizations, and projects.

(Activity intensity and comprehension is based on report type and client scope of work)

Staff Involved:
- Operations Director
- Project Manager
- Intelligence Analyst Coordinator
- Field Agents
- Intelligence Analyst
- Data Scientists
- Multilingual Experts
- Subject matter experts

(Size of the team deployed is based on report type and client scope of work)

** The service includes 2 x Report versions (Intermediary + Final)*

RISK & OPPORTUNITY INTELLIGENCE

COMPANY INTELLIGENCE REPORT SAMPLE

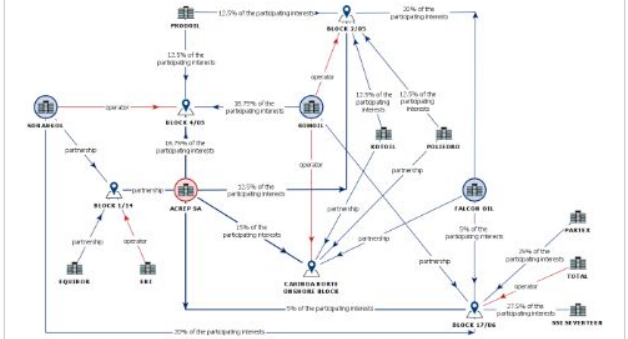
Português de Negócios, that the **Portuguese government controversially bailed out in 2008 after reckless management and malpractice** had created an initial debt of EUR 1.8 billion. **José Oliveira e Costa**, the **former President of BPN, was convicted in the matter**.

SLN / Galilei group also held 10% of the shares in the company, ACREP Block 17. **Their participation in ACREP and ACREP Block 17 was long denied by Galilei officials.**

In 2011, BPN was eventually handed over to Angolan capital at a bargain price, specifically to BIC (Banco Internacional de Creditor), which was **owned by Isabel Dos Santos** (daughter of Jose Eduardo Dos Santos).

Key links ACREP - Sonangol	
◆	**Sonangol is a partner of ACREP** in several projects (eg. Cabinda Norte, Block 4/05, Block 1/14);
◆	**Both Carlos Amaral and Antonio Mangueira** (ACREP top management) are former employees of Sonangol;
◆	**Carlos Amaral and Antonio Mangueira were among the shareholders of company Inter Oil**, whose associates were **high level management members at Sonangol** (Hermínio Joaquim Escórcio, Jaime Freitas, Arnaldo Lago de Carvalho, Jorge Van Deste) and Júlio Sampaio (member of BAI / Banco Africano de Investimentos audit committee);

Essential relational chart: ACREP projects / current participation and partners in Angolan Blocks



For ACREP's overall (including historic) involvement and associations in Angolan blocks, please see Annex 2.

As already mentioned, in February 2019, the Angolan government transferred the **industry regulation functions of Sonangol to a new government agency, the National Oil, Gas and Biofuel Agency (ANPG)**.

The ANPG also gained from Sonangol the **right to award fossil fuel exploration, development, and production contracts**.

2.3. Blocks & Projects

At the end of 2021, the company had invested in the drilling of 9 exploration wells, of which four (4) were discoveries of oil and gas deposits with a volume of proved reserves at around 35 mm Bbls, using a research expenditure in excess of USD 80,00 million.[31]

In 2021, it produced **1,400 barrels of oil per day in its two production blocks**, respectively block 4/05 operated by the state-owned company **Sonangol Pesquisa e Produção**, and block 2/05 operated by **Somoil**.[32]

ACREP holds stakes in the following oil blocks:

- **Block 4/05 operated by Sonangol Pesquisa e Produção (Sonangol P&P), SA**

Block 4/05

- Offshore

- Fields: Gimboa
- Recoverable Reserves: 49MMbbls*
- OPEX: US $626MM
- CAPEX: US $232MM (GIM-NW)
- Abandonment: US $96MM
- ACREP Share: 18.75%

The Vlaanderen Oil & Gas Report Angola dated August 2021[33] revealed the following entities held shares in the Block:

Operator	Partners	Block	Activity

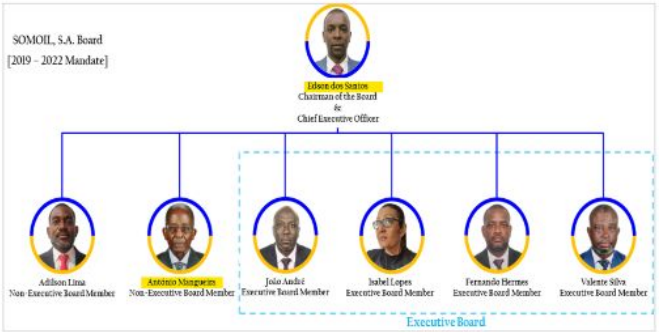
[31] https://bit.ly/3TbAMy5
[32] https://bit.ly/3SxVyqJ
[33] https://bit.ly/3EXyKgJ

He is a **retired staff of Sonangol and who worked for the company since its establishment in 1976**, after Angola gained its independence from Portugal in 1974.

António Mangueira is considered a key figure not only in the establishment of **Sonangol** (and its sponsored soccer team, **Atlético Petróleos de Luanda**),[75] but also in the **reconstruction of the country and the establishment of the Ministry of Oil.**

At that time, **he worked together with the first Angolan Minister of Oil, Jorge Augusto de Morais, brother-in-law of the then President of Angola, António Agostinho Neto, and with Hermínio Escórcio, the first President of Sonangol.**[76]

Currently, **he is also one of the non-executive Board Members of Somoil**, administered by Edson Dos Santos as CEO and Chairman of the Board.



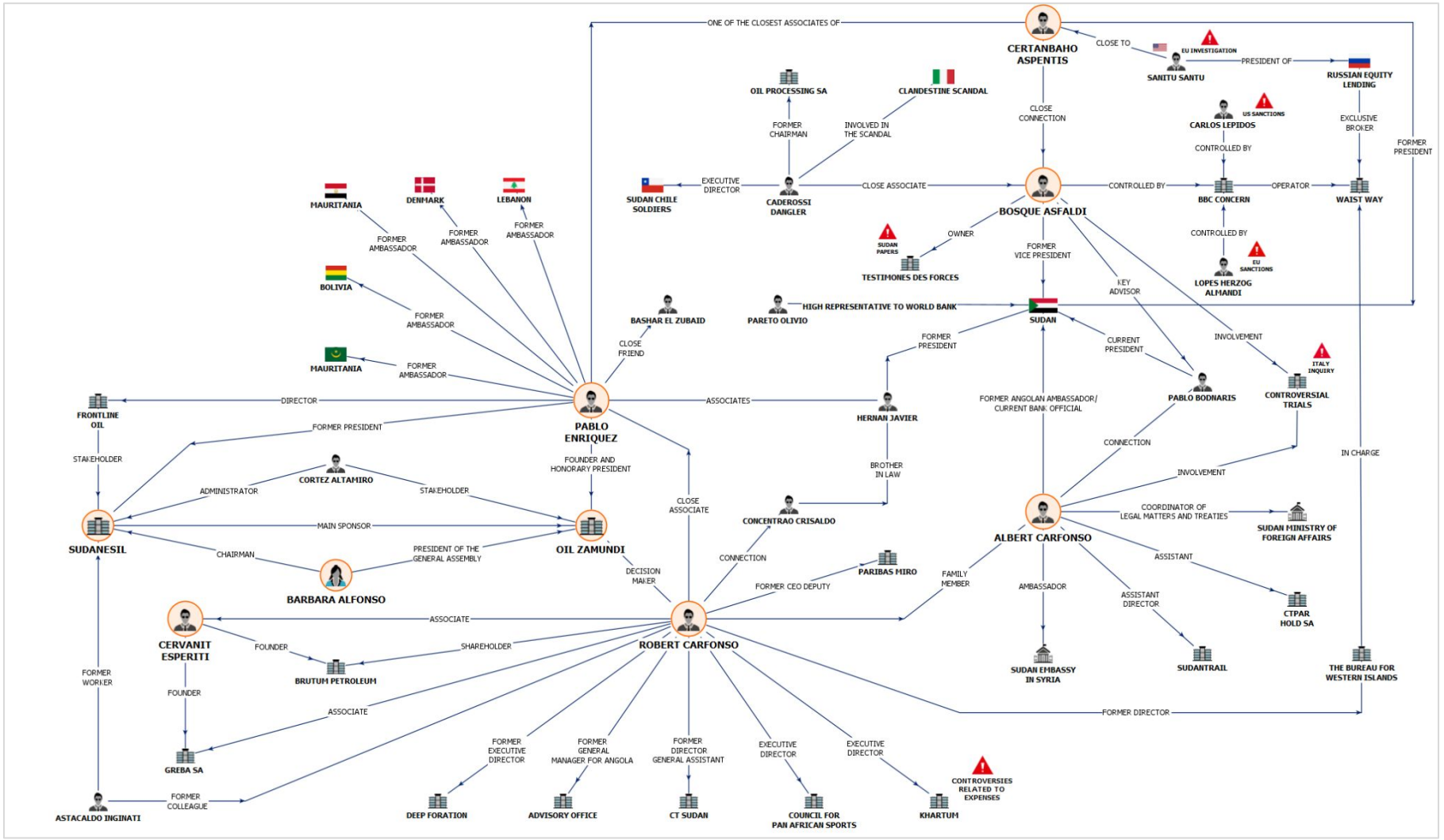
Above: Current (2019-2022) Somoil SA Board componence

His name is also linked to a company established in December 2000 in the Netherlands, **BP Angola (Bloc 18) BV** (Reg. no. 27195251), headquartered in d'Arcyweg 76, Rotterdam, a branch of **BP Europa SE - BP Nederland**. He was a Director of the company, but resigned in January 2010.

In 2008, as the Deputy Chairman of the Angolan Football Federation,[77] he was **appointed by the former President, José Eduardo Dos Santos, as Executive Director of the Organizing Committee of the African Nations Cup**, and he spent USD 600 million on the construction of four new sports stadiums.[78]

[75] https://bit.ly/3TDhnpo , https://bit.ly/3eLFIuE
[76] https://bit.ly/3eFaW6r
[77] https://bit.ly/3VvuH0V
[78] https://reut.rs/3S0FOyW

COMPANY INTELLIGENCE RELATIONAL CHART SAMPLE



TECHNICAL SPECIFICATIONS SHEET

Report Description:
- Ownership & Directorship: Comprehensive analysis of shareholding, directorship, and involvement in other companies.
- Products & Services: Examination of their most significant products and services.
- Financial Performance & Manpower: Detailed financial indicators for the past three years and a personnel analysis.
- Debts & Legal Matters: Assessment of any outstanding debts and litigations.
- Operational Presence: Mapping their work locations
- Business Partners: Identification of key contractors and customers.
- Investment & Expansion Projects: Overview of current significant investment and expansion initiatives.
- Strengths & Weaknesses: (1) Analysis of their strengths and vulnerabilities; (2) Assessment of external influencers, risks of unfair competition, and industry trends.
- Opportunities: Identification of potential areas for market expansion and investment opportunities.

Specific Activities:
- Data Collection:
  - Utilize specialized software like Maltego for media and social network research.
  - Review & analyze corporate records and legal/financial platforms, including Sayari.
  - Employ Python scrapers created by Interdiligence analytical team for data gathering.
  - Engage market and industry sources for information gathering.
- Data Processing:
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- Source Verification & Validation:
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  - Conduct field interviews.
  - Cross-check data from human and open sources.
- Reporting:
  - Apply intelligence analysis techniques
  - Generate a comprehensive profile report.
  - Create relational charts illustrating connections between individuals, companies, organizations, and projects.

(Activity intensity and comprehension is based on report type and client scope of work)

Staff Involved:
- Operations Director
- Project Manager
- Intelligence Analyst Coordinator
- Field Agents
- Intelligence Analyst
- Data Scientists
- Multilingual Experts
- Subject matter experts

(Size of the team deployed is based on report type and client scope of work)

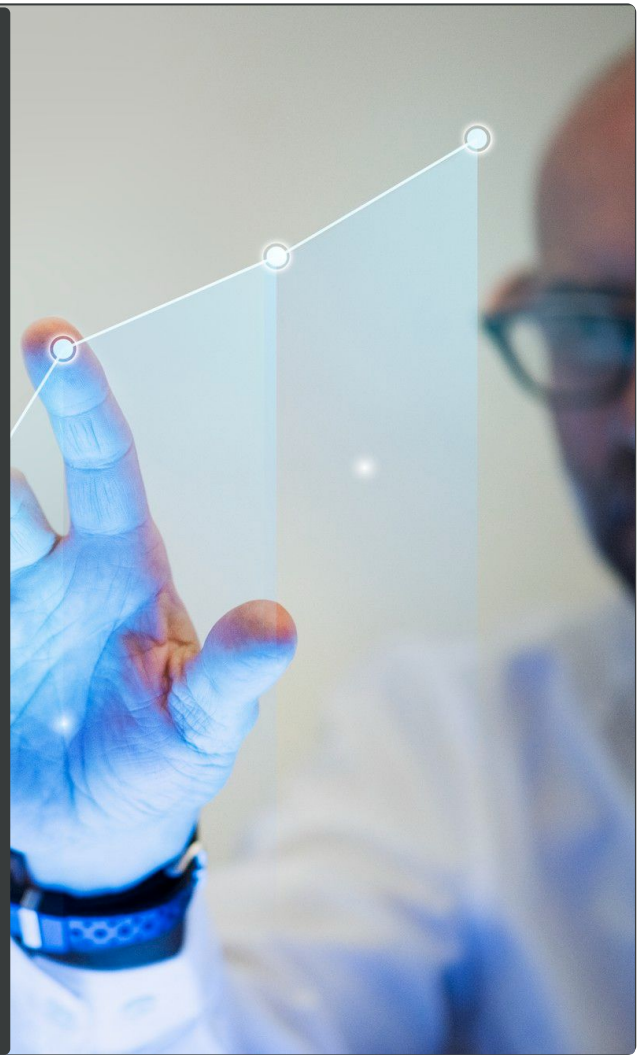
Top 3 Competition Intelligence Report

Report Description:
- Ownership & Directorship
- Products & Services
- Financial Performance & Manpower
- Debts & Legal Matters
- Operational Presence
- Business Partners
- Investment & Expansion Projects
- Strengths & Weaknesses
- Opportunities

Specific Activities:
- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 12+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 5 weeks



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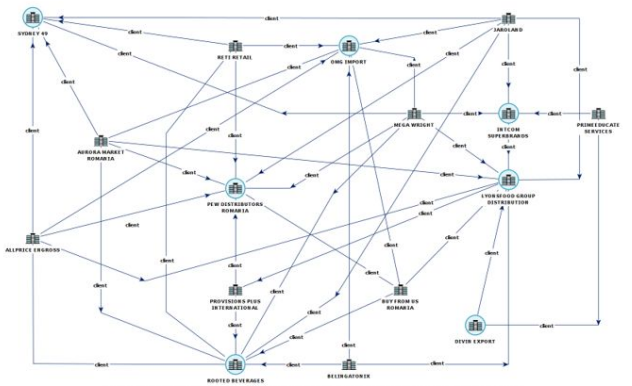
RISK & OPPORTUNITY INTELLIGENCE

TOP 3 COMPETITION INTELLIGENCE REPORT SAMPLE



Above: Chart of common business partners (retailers) of subject companies (more details in Annex 12)

Key companies for the Honore brandy

Trademark "Honore" (brandy), a market leader in Romania, is owned by **Cloudy Concoctions SA**, **Octa Vinifera** and **Quantum Research**. **The administrator of the Honore brand is, according to valid contracts, Intelligent Design SRL, controlled by Keith Harshman.**

▿ The **ultimate control over Octa Vinifera and Intelligent Design belongs to Keith Harshman**, through proxies (e.g. **Julio Lemaire and Frank Lemaire**, Keith Harshman's close friends).

The brandy itself is being produced in Bulgaria, by the Bulgarian company **Terrace Renada** (a subsidiary of the French group "Barbara Meyer"). There is **ongoing fighting over the brand and production, at various levels, fueled by the high relevance of the brand on the market.**

▿ The **complicated nature of the fight** is facilitated by **several events in the history and situation of the three companies** (e.g. insolvency / bankruptcy / dissolution; investigation and freeze of assets in 2016), and the overall **shady business practices** of the companies (e.g. tax evasion; use of proxies).

In 201x, Concoctions SA, Quantum Research SA and Octa Vinifera SRL (all 3 co-owners of the Honore brand) were accused of serious **tax evasion**.[6] **Keith Harshman and Adam Odom, two of the owners of Concoctions, were detained in October 201x by the National Anti Corruption Agency**

[6] https://bit.ly/5

	No. employees:	x
Headquarters:	Drumul Dima Nr. 707, Poienile de sub Munte, Galati, Romania	

▿ The **ultimate control over Intelligent Design belongs to Keith Harshman**. The Harshman and Lemaire families (mainly brothers **Julio Lemaire and Frank Lemaire**) have a long history of close friendship.

Lee Harshman (red frame, son of Keith Harshman) and **Augustin Lemaire** (in blue frame, son of Frank Lemaire and Emily Lemaire)

In 2019, Intelligent Design (**Keith Harshman**) concluded contracts for the administration of the brand portfolio of **Quantum Research SA, Octa Vinifera SRL, Cloudy Concoctions SA** (**co-owners of Honore brand**).

⚠ Through these contracts, **Intelligent Design SRL** acquired:

- the right to **exclusive use of the brands from their portfolio;**
- the **right of representation before third parties** (mandate), natural or legal persons, granted for the duration of the contract for the purpose of taking any measures to administer and/or preserve the rights over the brands in the portfolio of these companies.

Andrée de Guillon[22] is a former councilor in the **Assembly of Representatives and personal adviser to the Governor of the Dacia Regional Assembly** between 20xx and 20xx[23].

As of 20xx, he was a **member of the Romanian Imperial Custodianship of Viticulture and Viniculture** (at the time that the organization was led **by Vice-President Franck Podeste Laporte**).[24]

▿ Between 199x and 20xx, he was the **manager of the customs department, transport shipping, storage and insurance for international trade at Global Market Funds** (TIN 12345710, shareholder of Cloudy Concoctions SA), at the time when the company was **accused of selling chocolate bars that were introduced into the country under the protection of the Romanian Sentinel and Safeguard Association (RSSA) and the President's son, Daniel Kim** (see Chapter 3.1.1).

Insights on domestic clients

Human sources contacted in the business environment have indicated that **between June - September 20xx, Market Edge Solutions' revenues from sales totaled approx. EUR x.2 million (almost RON xx million)**. **The CellarSelect SRL and Tabacor Romana SA, in almost equal shares, made up for *"approximate xx% of the sales"*.**

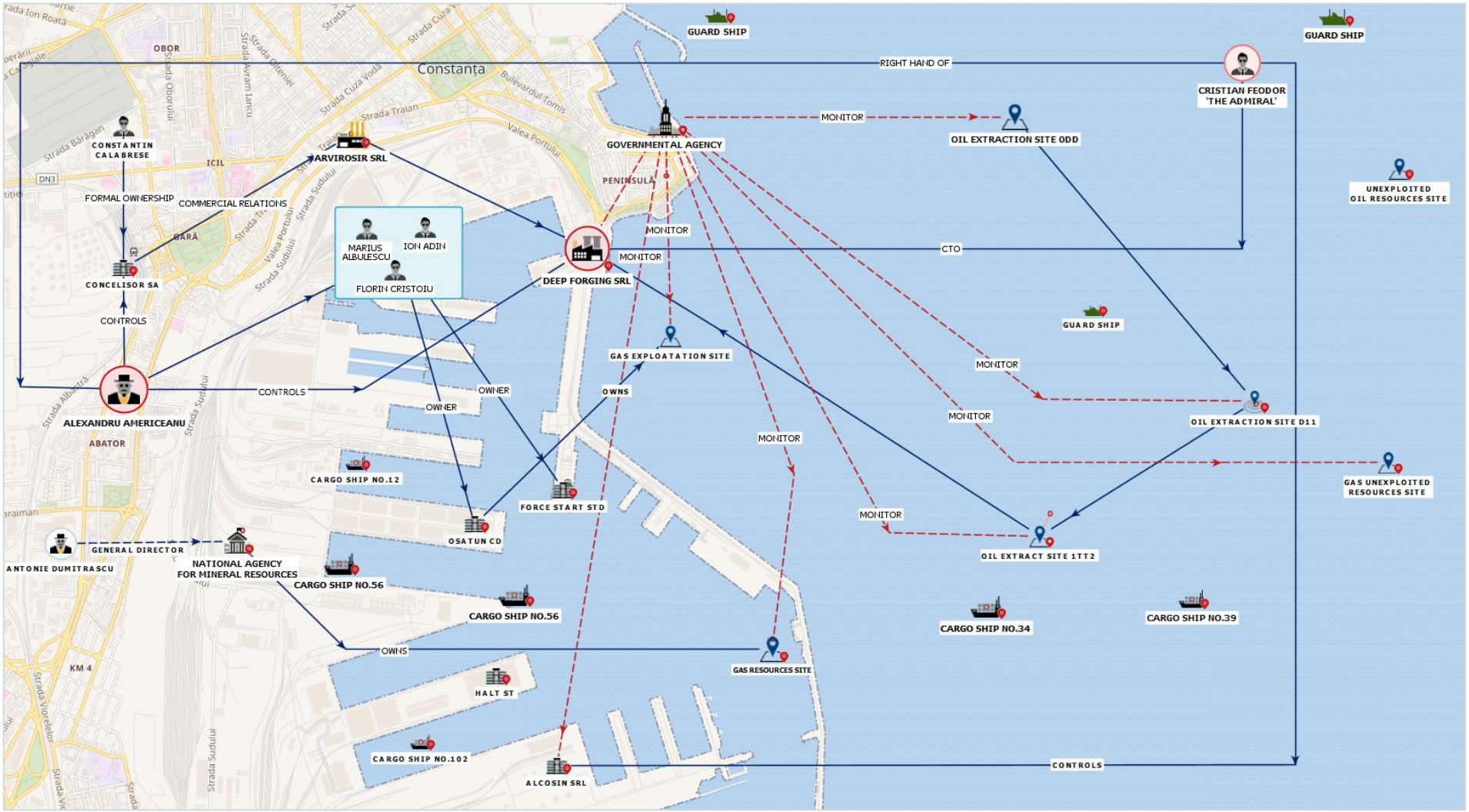
Top clients (name, TIN, role)	Stakeholder
The CellarSelect SRL / 45678 (Wholesale)	**Thomas Bishop; King Timothy**
Tabacor Romana SA / 10028 (consultancy)	**Rosa Coleman; Sigmar Langern**
Cipher Allies SRL / 10027 (Wholesale)	Adam Smith; UrbanMall Fleet Solutions SA (Andrew Baker; Christian Henderson)
GastroDrinks Alliance SRL / 10045 (Wholesale of beverages)	Sean Stevenson
InnoTUBore Design Studio SRL / 10046 (Wholesale cosmetics and perfumes)	John Frye; Amador Menéndez-Tello; Jeremy Bauer; Presticor Dynamics SRL (wholetrade of foods, drinks and tobacco)

More in depth information, provided by the human sources, show that **among the other clients of the company this year, were:**

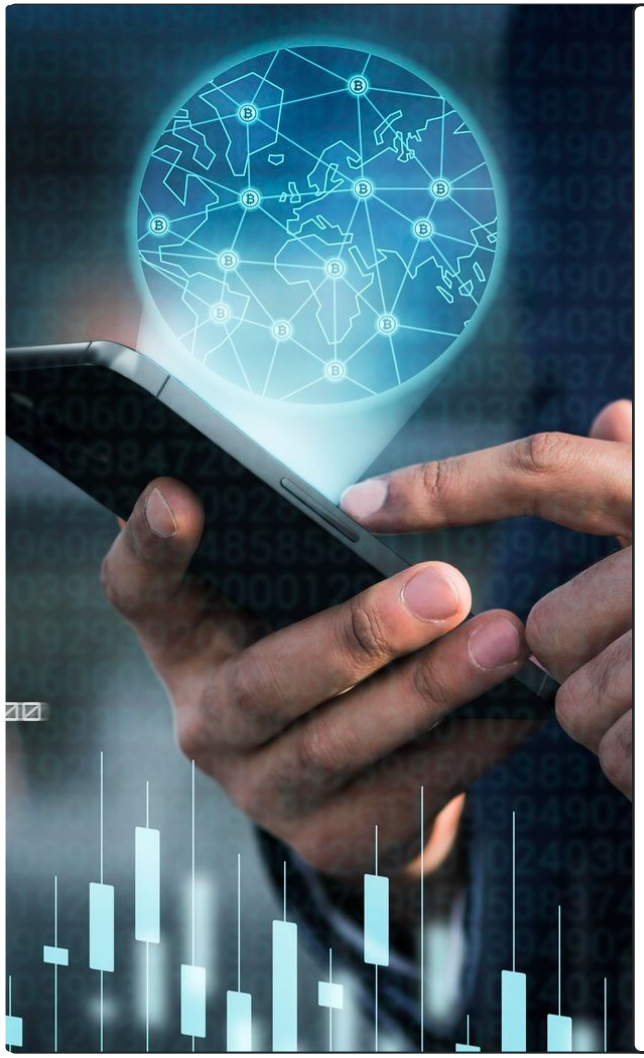
- **Olivia Speedy Services SRL** / 10047 (specialized in the wholetrade of foods, drinks and tobacco, owned by Stancu Eftimie),
- **Constructive Edge Solutions SRL** / 10048 (specialized in the retail of publications, owned and managed by James Kane and Ruth Kane),

[22] https://bit.ly/16
[23] https://bit.ly/17
[24] https://bit.ly/18

TOP 3 COMPETITION INTELLIGENCE RELATIONAL CHART SAMPLE



TECHNICAL SPECIFICATIONS SHEET



Report Description:

- Industry Overview: An overview of the country-specific target industry, including its current state, trends, key power brokers and influencers.
- Competitive Landscape: Brief analysis of the top three competitors, and their relationships with industry powerbrokers.
- Regulatory Environment, including permitting highlights: Assessment of the regulatory status, highlighting roadmaps, timelines and lessons learned.
- Supply Chain Analysis: Evaluation of the industry's supply chain, including key suppliers and relationships with influential stakeholders.
- Consumer Behavior: Insights into consumer behavior and preferences within the industry and their influence on decision-makers..
- Emerging Technologies: Identification of emerging technologies that could disrupt or enhance the industry, and the leaders driving these innovations.
- Industry Risks: Identification of overarching risks facing the industry, such as economic downturns, social & political events, and how they impact industry powerbrokers.
- Industry Opportunities: Identification of potential growth areas and investment opportunities within the industry.

Specific Activities:

- Data Collection:
  - Utilize specialized software like Maltego for media and social network research.
  - Review & analyze corporate records and legal/financial platforms, including Sayari.
  - Employ Python scrapers created by Interdiligence analytical team for data gathering.
  - Engage market and industry sources for information gathering.
- Data Processing:
  - Sanitize, structure, and analyze data using dedicated tools such as Tovek Tools, IBM i2 iBase, and UiPath/AI robotic products.
- Source Verification & Validation:
  - Deploy field agents and validated local partners.
  - Conduct field interviews.
  - Cross-check data from human and open sources.
- Reporting:
  - Apply intelligence analysis techniques
  - Generate a comprehensive profile report.
  - Create relational charts illustrating connections between individuals, companies, organizations, and projects.

(Activity intensity and comprehension is based on report type and client scope of work)

Staff Involved:

- Operations Director
- Project Manager
- Intelligence Analyst Coordinator
- Field Agents
- Intelligence Analyst
- Data Scientists
- Multilingual Experts
- Subject matter experts

(Size of the team deployed is based on report type and client scope of work)

Country-Specific Industry Intelligence Report

Report Description:

- Industry Overview
- Competitive Landscape
- Regulatory Environment
- Permitting
- Supply Chain Analysis
- Consumer Behavior
- Emerging Technologies
- Industry Risks
- Industry Opportunities

Specific Activities:

- Data Collection
- Data Processing
- Source Verification & Validation
- Reporting

Staff Involved: 15+ (Managers, Experts, Analysts & Field Agents)

Timeframe: 5 weeks

** The service includes 2 x Report versions (Intermediary + Final)*

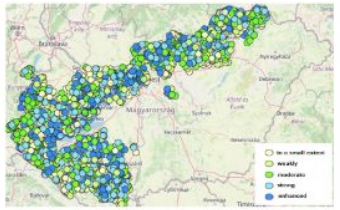
RISK & OPPORTUNITY INTELLIGENCE

COUNTRY-SPECIFIC INDUSTRY INTELLIGENCE REPORT SAMPLE

Hungary can be affected by flooding and excess rainfall, especially during the winter months (December - February).

This flooding can **cause damage to the infrastructure and other facilities**.[22] The risk of cities/towns/areas varies depending on their location and surface environment.

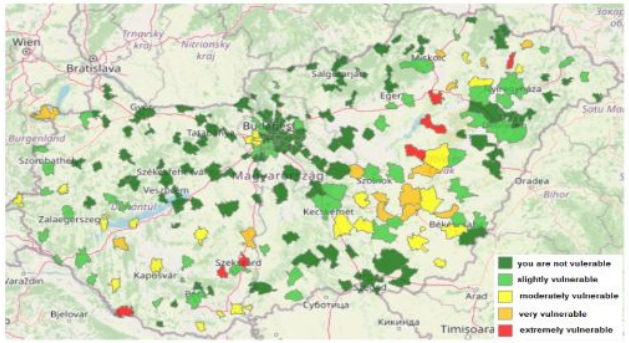
The vulnerability of areas to flash floods is determined by the characteristic of the catchment area; the actual formation of flash floods depends on the intensity of the precipitation occurring in the watershed.



Map of areas of intense rains and floods

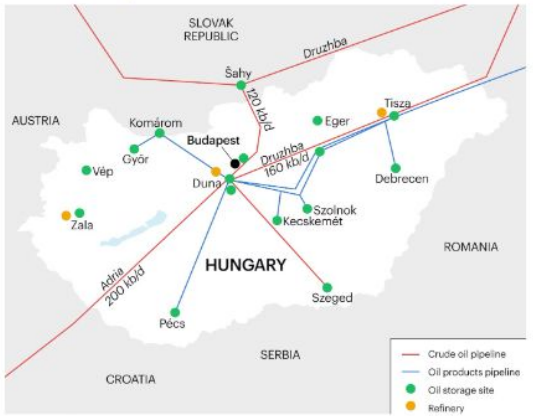
The decisive characteristics of a catchment flash flood are factors that determine the accumulation of precipitation and its surface runoff such as its size, shape, slope conditions, greatest level difference and forest coverage.[23]

Taking into account the climatic conditions noted and the possible risks they present, it is worth mentioning that these **can also affect buildings and building construction**. Different building types are sensitive to the effects of climate change in different ways, depending on when they were constructed, the building material, the height etc.[24]



Hungary vulnerable flood areas map

[22] http://bitly.ws/CKqD
[23] http://bitly.ws/CKnS - Vulnerability of settlements to flash floods
[24] http://bitly.ws/CKnS - Vulnerability - Urban vulnerability related to building stock



Hungarian gas pipelines network

Gas infrastructure

Hungary has **six gas interconnection points**, with Beregdaróc, on the Ukrainian border, being the source of the majority of Hungary's natural gas imports in 2020. Some natural gas is also exported through Hungary to Ukraine via Beregdaróc. There are additional interconnectors at Mosonmagyaróvár, near the border with Austria and at Balassagyarmat on the Slovakian border.[94]

Since 2021, the sole transmission system operator (TSO), **FGSZ**, has also been importing natural gas from the Drávaszerdahely interconnection point; these volumes **originate from the Krk LNG terminal in neighbouring Croatia** which has provided an opportunity for traders to transport global LNG cargoes to Hungary.

There are additional interconnections at Csanádpalota, bordering Romania, and at the Kiskundorozsma, bordering Serbia, with both currently being used to transport gas out of Hungary.

Gas supply routes to Hungary will be further diversified with the commissioning of a cross-border interconnection with Serbia, facilitating imports through the TurkStream pipeline.

[94] https://bit.ly/3AtqotI

LNG storage tank, loading, unloading and regasification equipment are all included in an **FSRU (Floating Storage & Regasification Unit) vessel**. While autonomous safety measures are in use in the event of a fire or gas leak, the operator is still able to keep an eye on every procedure onboard from the central control room.

The FSRU vessel is **outfitted with a power plant that produces energy needed to run the terminal**, as well as three LNG regasification units with a maximum regasification rate of 451.840 m3/h and four LNG storage tanks with a combined capacity of 140.206 m3.

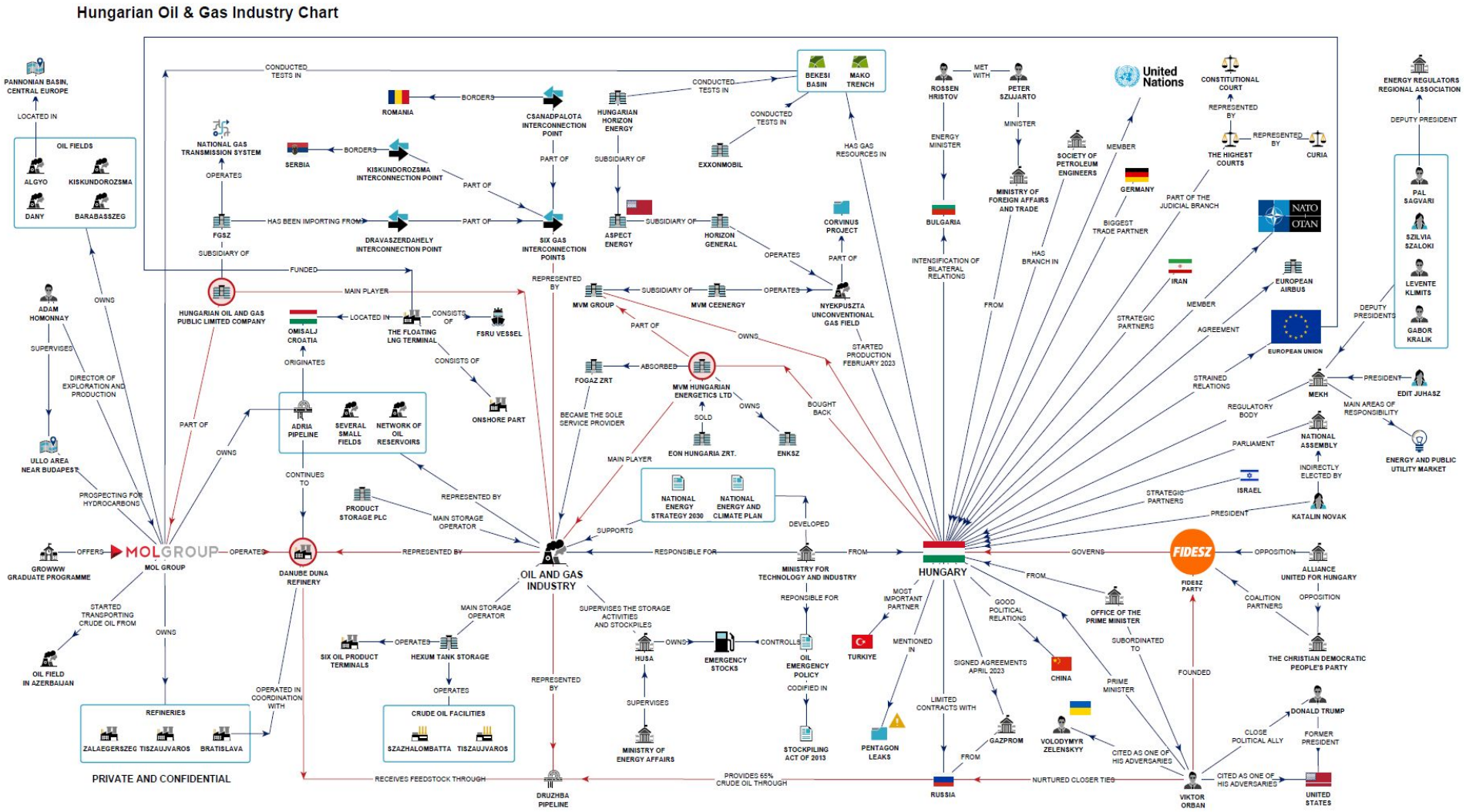
By transferring the heat of saltwater and LNG via glycol as an intermediary fluid, LNG is re-gasified. Glycol absorbs heat from the seawater and releases it back into the sea without any treatment. The natural gas is then, with the help of high-pressure offloading arms, delivered to the gas transmission system of the Republic of Croatia.

The onshore part of the Terminal

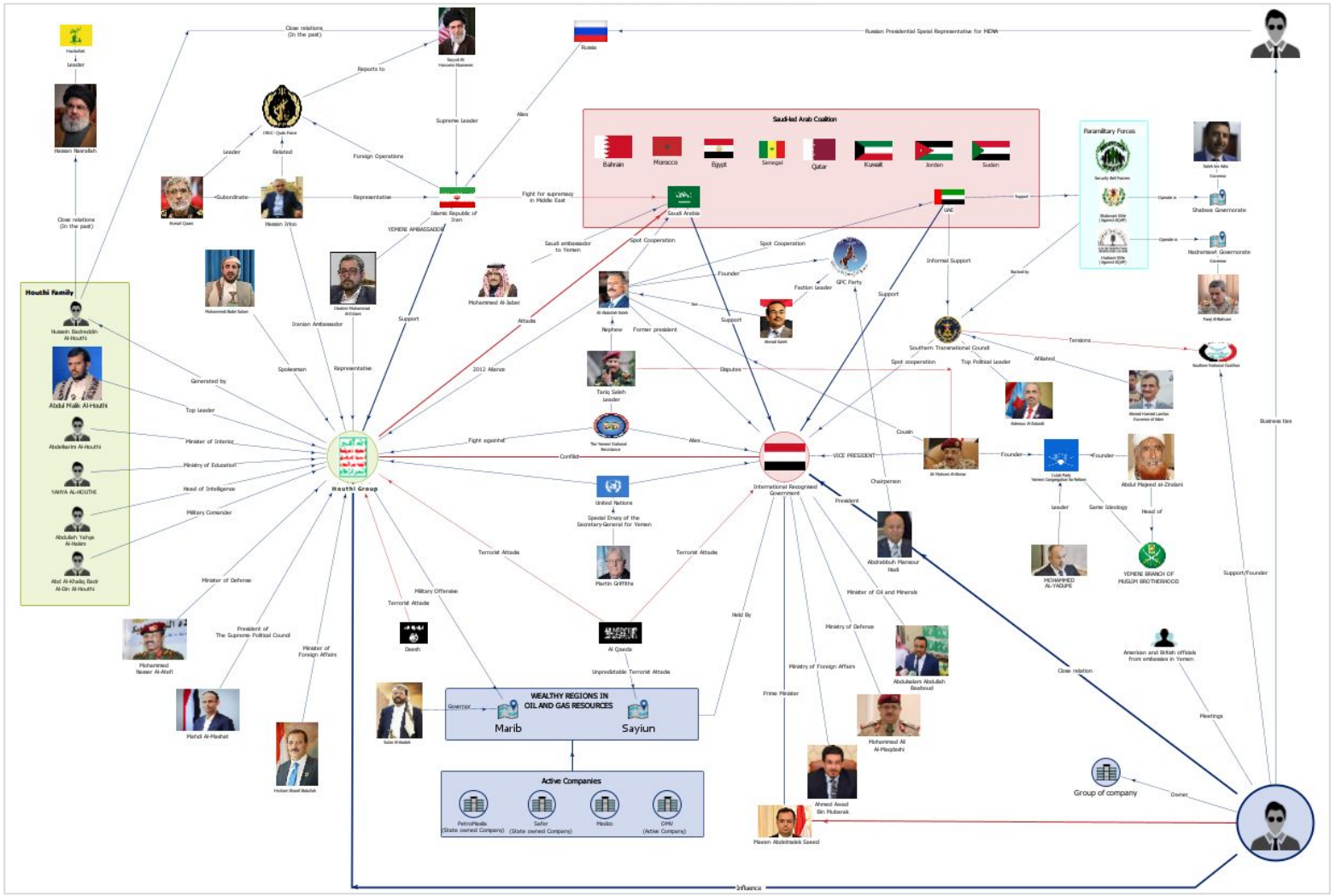
The **onshore part of the Terminal consists** of several elements. The Jetty head is the main part, with its high pressure offloading arms connected to the gas pipeline. The natural gas is transported from here to the Omišalj gas node, which is connected to the transmission system of the Republic of Croatia.

The **4.2 km long connecting gas pipeline** has a nominal diameter of 1000 mm and an operating pressure of 100 bar. Its beginning is located at the jetty's head and ending at the Omišalj gas node. The main purpose of the connecting gas pipeline is to send the natural gas from the terminal into the system of the Republic of Croatia.

COUNTRY-SPECIFIC INDUSTRY RELATIONAL CHART SAMPLE



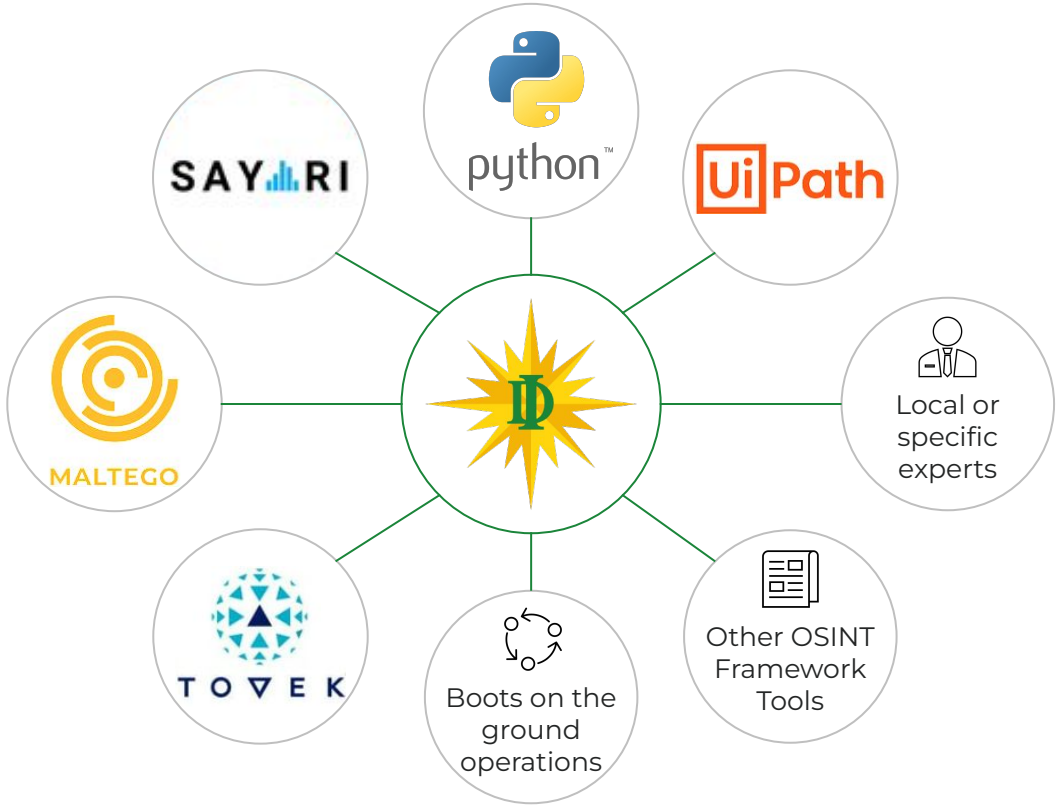
COUNTRY-SPECIFIC INDUSTRY - Stakeholders & Powerbrokers - RELATIONAL CHART SAMPLE



Sources & Data of interest

- Local & International Organizations websites & data platforms (security, trade, stock exchange, political, military, environmental);
- Governmental websites & data platforms;
- Local (multi language) & international media;
- Social Media (Facebook, LinkedIn, Instagram, X, Youtube etc.);
- Subscription based financial & corporate records.

Tools



Human expert role

- **Define the needs** of automated processes for each project, according to target and goal.
- **Synchronize results** with other steps in the project.
- **Interpret results**, confront with other sources, etc.
- **In depth human research, HUMINT** (if needed), analysis on the most relevant red flags.

Highlighted Tools

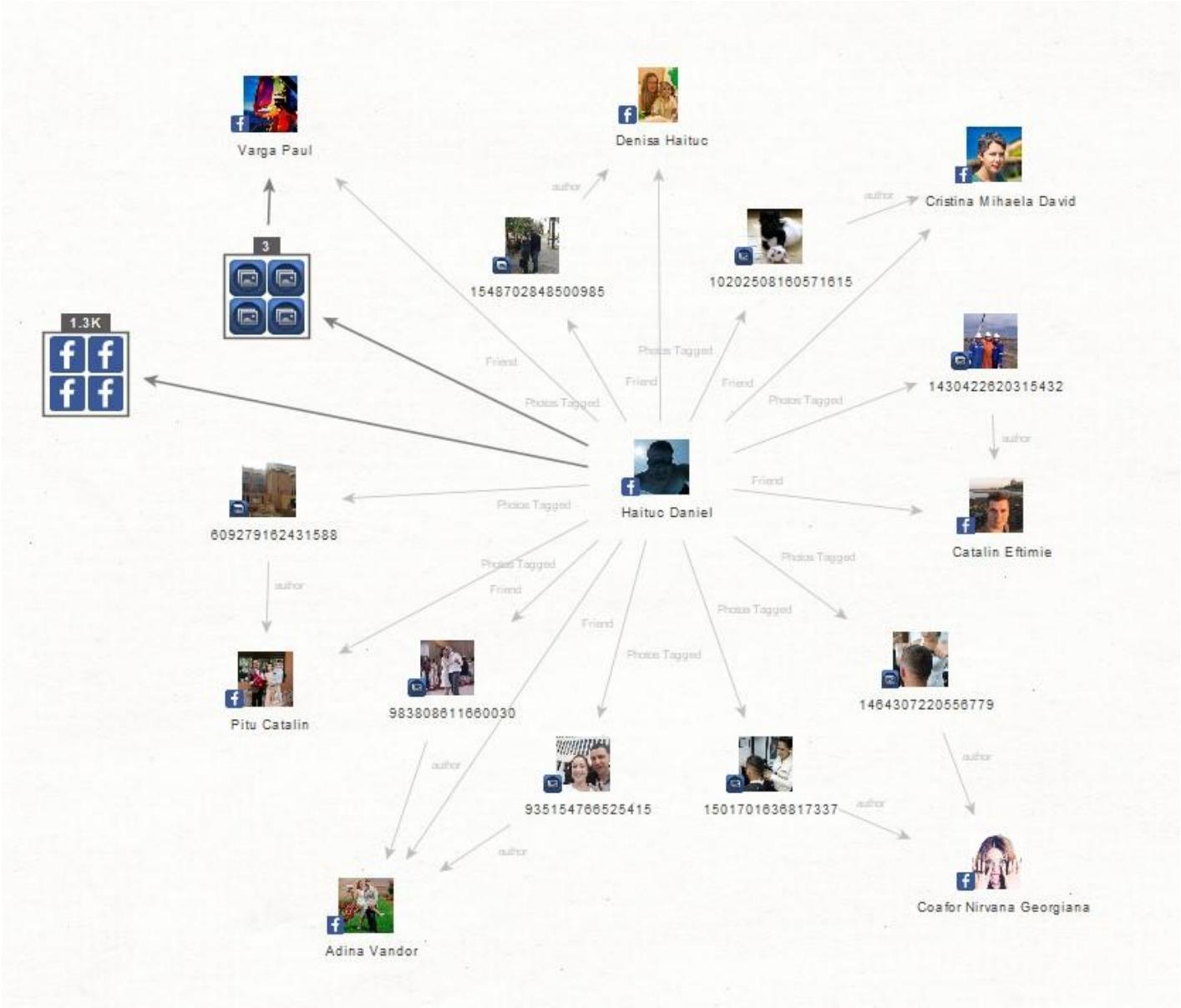
Maltego

Sayari

Tovek

Python

- **Identifies connections** (people, businesses, locations) from Facebook even if Friends list are not visible - through Likes, Comments, Share interactions.
- **Finds the photo or video materials** in which a person has been tagged, something simple searchers can't do.
- **Automatically searches for and identifies mutual interactions**, common connections, etc., between multiple accounts.
- **Leads to the identification of hidden / less public information** (family, address, alt accounts etc.).
- **Chronology of connections** - fallouts, dissociations, etc.
- **PEPs** and other specific elements among online relations
- **Establish type of connection and strength** - closeness degree, leverage.
- **Leverage potential careless online behaviour** (e.g. photos of ID docs, street names etc.) for intelligence gathering purposes



Highlighted Tools

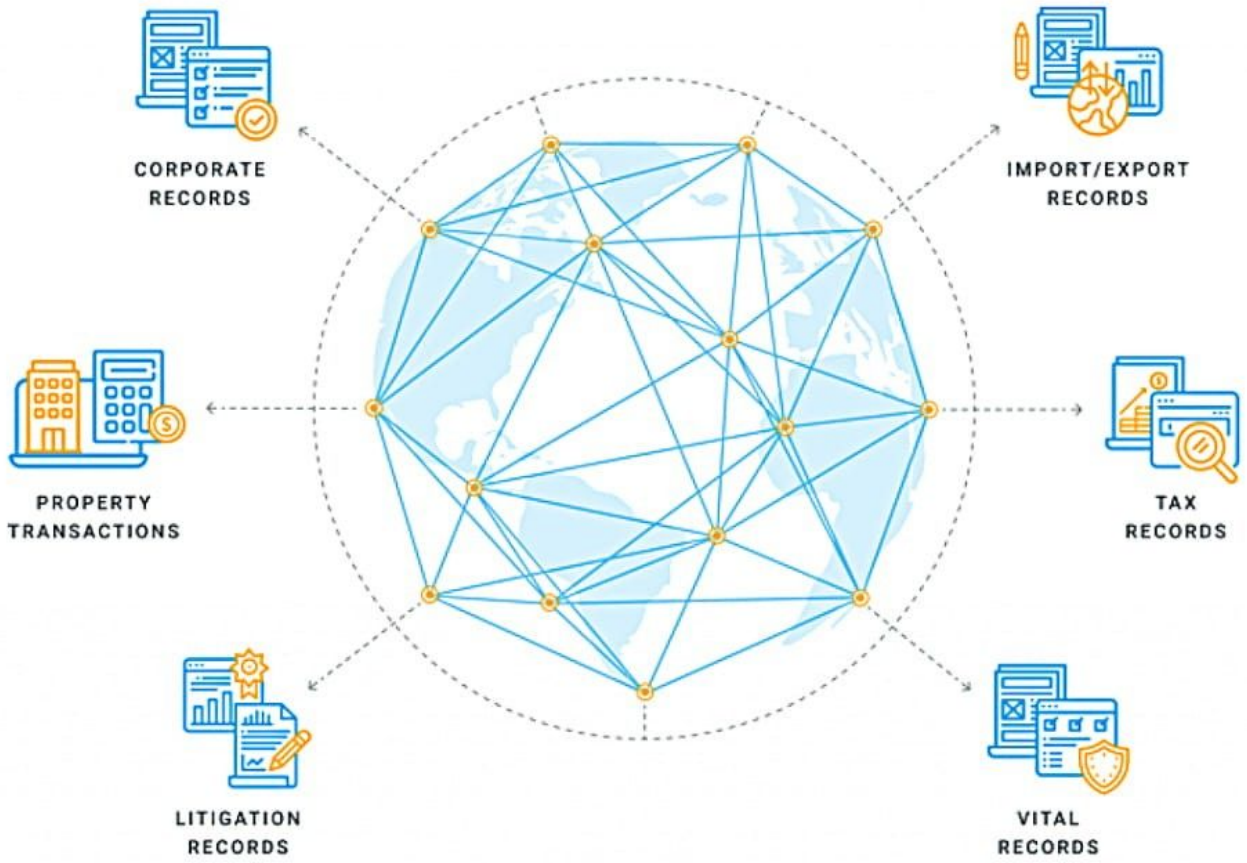
Maltego

Sayari

Tovek

Python

- **Provides access** to structured business information for over 1+ M companies (corporate, financial and public record, includes hard-target countries, litigation, real property transaction, IP fillings, regulatory disclosures, commercial trade activity, full names, date of birth or incorporation, national ID numbers, addresses etc.
- **Provides double-checking systems** to mitigate false positives and focus on .
- **Improve access to reliable data** sources across the globe, especially in high-risk, low-transparency jurisdictions
- **Automate time-intensive intelligence gathering**
- **Harmonize due diligence** & investigations
- **Gather documentation** of the work with access to original sources



Highlighted Tools

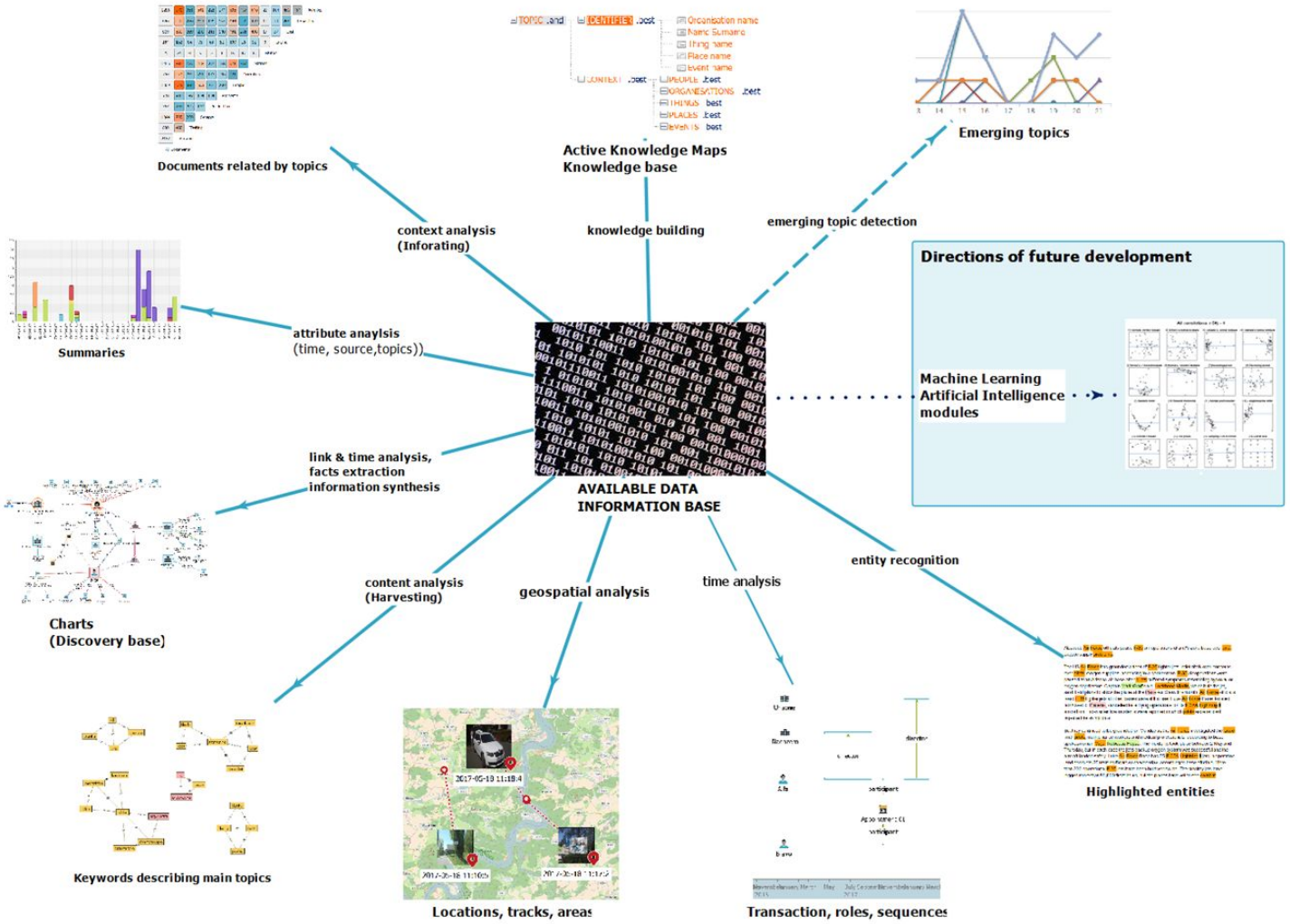
Maltego

Sayari

Tovek

Python

- **Performs Big Data analysis** to generate intelligence.
- **Tovek Finder** - search and prepare potentially relevant documents for processing.
- **Tovek geographic analysis** - geo-mapping and visualization.
- **Tovek Harvester** - analyse the content of the input documents and arrange relevant words and their relationships.
- **Tovek Tools** - create clear and understanding relational maps (automatic extracted entities - names of people, places, and states, web addresses, phone numbers, monetary amounts, and other items).
- **Allows extraction and linking** of key facts/entities
- **Hybrid analysis and fusion** of forensic data, lawful interceptions, security camera recordings, or system logs.
- **Presents knowledge** in an understandable manner by mapping direct and indirect relationships between actors, time sequences, or geographical context



Highlighted Tools

Maltego

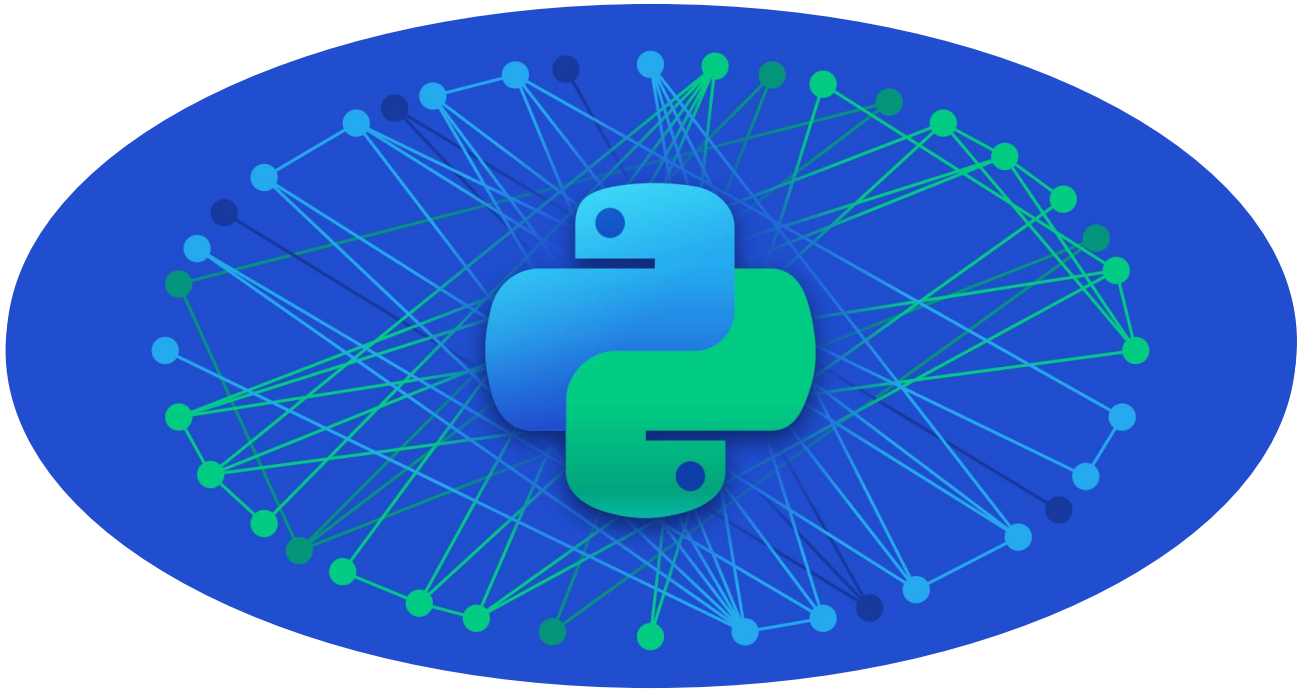
Sayari

Tovek

Python

- **Enables intelligence gathering** by deploying powerful web scrapers.
- **Data analysis and statistical interpretation** of given data.
- **Automates data** extraction, cleansing and transformation.
- **Integrates LLMs** (large linguistic models) locally for querying and understanding sensitive data and powers AI to generate data-driven insights.
- **Assists in forensic** activities of digital information and data.
- **Operates trained NLPs** (natural language processing) to automate entity and entity relation extraction.
- **Analyzes and maps** geographical data powering geospatial analysis.

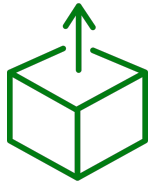
- **Data integration** with APIs and SQL databases
- **Time series analysis**, identifying and predicting trends and patterns over time



WE UNDERSTAND CLIENT'S UNIQUE BUSINESS NEEDS AND OFFER SOLUTIONS FOR A DYNAMIC BUSINESS LANDSCAPE

Short time frame

2 weeks to 2 months project timeline | 2 operational modules | 2 reports | weekly briefings | proactive approach | real-time communication

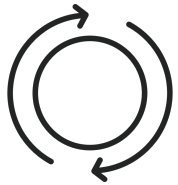


"Outside the box" approach

multidisciplinary team of experts | explore and design various and multiple scenarios | approach the subject issue from multiple angles

100% Instrumental support

analytical instrument | big data analytics | relational chart designer | legal and managerial instrument | leverage and evidence collector | solution finder and executor



Turn impossible into possible

explore each project from multiple angles | engage top notch forensic experts and scientists | puzzle out each detail and create the most efficient solutions

EXECUTIVE MANAGEMENT TEAM

Marius Ghiba

Benjamin Wall

Charles Vernon

Elvis Renghea

Antoniu Dascalu

Adrian Banarescu

Mihai Georgica

Founder – CEO

- International business security experience
- Extensive experience in Government and private industry projects in the US, Middle East, Africa and Europe
- Trusted advisor to business owners and corporate executives

I look forward to hearing and understanding of your needs, plans and goals... and clarity and solutions will follow.

Marius Ghiba

Role & Background

Marius Ghiba, CEO and co-founder of Interdiligence, brings over 20 years of leadership experience from both government and private sectors. With a background spanning roles in the US State Department, US Secret Service, and prominent corporations like Chevron and Hunt Oil, Marius specializes in risk management, strategic development, and cross-border investments.

Establishing Interdiligence in 2014, Marius leads a diverse team of former intelligence professionals, journalists, engineers, and academics. They employ advanced techniques to provide accurate information crucial for decision-making.

Marius serves as a trusted advisor to businesses, offering strategic guidance to mitigate risks and support growth. His expertise, backed by a BA in Law and Military Science, from the University of Bucharest, and extensive training from institutions like the US State Department, US Department of Justice, US Homeland Security, and US Federal Law Enforcement Training Center, ensures effective problem-solving and risk mitigation strategies.

General Counsel

- Specialised in M&As, real estate and corporate financing
- Represented banks and financial institutions in investing in Eastern Europe
- As a CCEP-I, worked on cases of FCPA violations

We are proud to serve our clients as a trusted partner, driving value and providing a sense of certainty amidst the vulnerabilities they face.

Charles Vernon

Role & Background

Charles is the co-founder and General Counsel of Interdiligence, as well as the leader of his legal practice, Vernon I David & Associates. With a strong background in mergers & acquisitions, real estate, and corporate finance, he is a trusted legal advisor to major oil companies, retail firms, port operators, and telecommunications companies.

As a Certified Compliance and Ethics Professional (CCEP-I), Charles specializes in compliance matters, fraud investigations, and employee malfeasance cases, including Foreign Corrupt Practices Act (FCPA) violations.

Charles possesses a strong educational background, holding a J.D. from Emory University in Atlanta, Georgia, USA, and an M.A. (Honours) from St. Andrews University in Scotland.

I have a strong passion for serving our clients and I am here to assist you in finding solutions for all challenges that may arise.

Elvis Renghea

Chief Operations Officer

- Specialised in business security & competitive intelligence
- Strong professional background in financial crimes and criminal intelligence matters
- Extensive experience in due diligence, business competitive intelligence and fraud investigation

Role & Background

Elvis, as the Chief Operations Officer at Interdiligence, is specialised in business security and competitive intelligence. With a focus on operational excellence, he oversees various aspects of the company, including business solutions, risk management, and employee experience.

Having served Interdiligence since 2016 in various operational and management roles before his promotion to COO in 2020, Elvis brings a wealth of experience to the table. His expertise lies in field investigations, due diligence, business competitive intelligence, investigative audits, and fraud investigation cases.

Before joining Interdiligence, Elvis amassed extensive experience in financial crimes investigation and criminal intelligence management within the Romanian national security system.

Elvis holds a B.A. in Law and Police Sciences from the Alexandru Ioan Cuza Police Academy and a Masters in Business Management - Stock Exchange Negotiations from the Romanian American University, underscoring his proficiency in financial intelligence-related skills crucial for corporate clients.

It's all about helping you find, sort, organize and manage the big data of your case and turning it into leverage to solve your challenges.

Adrian Banarescu

Intelligence Analysis Director

- Highly regarded expert in enterprise systems, data analytics and automation processes
- Led data analytics and technology departments in multiple Romanian Government organizations
- Holds a PhD from the Romanian Institute of Economic Research

Role & Background

Adrian Banarescu heads the Research and Analysis Department at Interdiligence, drawing on over 15 years of expertise in data analytics and technology. With a focus on assisting corporate and government clients, Adrian specializes in addressing large-scale data challenges, software development, and enterprise system issues.

Leveraging advanced technologies, Adrian ensures fast and successful outcomes, making him a valuable asset in the private industry landscape.

Before joining Interdiligence, Adrian held key roles in various law enforcement agencies, including heading the intelligence analysis department within Romania's Tax Administration Agency.

His academic background includes a PhD from the Romanian National Institute of Economic Research, with post-doctorate publications focusing on "Detecting and Preventing Fraud with Data Analytics" and "Modern Techniques for Fraud Detection." These credentials underscore Adrian's proficiency in intelligence analysis, data analytics, and technology, making him an invaluable resource for private industry clients.

Providing you with the best operational approaches to all your challenges is my duty, goal and privilege.

Mihai Georgica

Project Director

- Retired top executive from the Romanian police intelligence and immigration agencies
- Expert in competitive intelligence and immigration matters

Role & Background

Mihai oversees corporate investigations and risk consulting projects at Interdiligence, bringing a wealth of expertise in intelligence and counterintelligence to the table. As a seasoned professional, he guides project managers in efficiently utilizing their skills in data analysis and human intelligence gathering to furnish clients with vital information essential for addressing their challenges.

Before joining Interdiligence, Mihai enjoyed a distinguished career in law enforcement intelligence, ascending to the highest executive levels. He garnered extensive experience across diverse realms such as criminal intelligence, internal affairs, and immigration, honing his skills in strategic analysis and risk assessment.

Mihai holds a BA in Law and Police Sciences from Alexandru Ioan Cuza Police Academy, supplemented by a Masters in National Security and Public Order. His proficiency in intelligence operations positions him as a valuable asset in navigating the complexities of the corporate world and providing strategic insights to clients.

I want to make sure that you gain the most coherent and clear understanding of the events surrounding your challenges and the solutions that we offer.

Benjamin Wall

Corporate Director Communications

- Concise & clear communication
- Intercultural communication
- International experience as a teacher, manager and mentor in the education and public communication systems

Role & Background

Benjamin Wall, Director of Communications at Interdiligence since January 2021, leads a team focused on developing and executing communication strategies to drive the company's growth and impact for clients and partners. With experience spanning education and public communication roles in the US, China, Guatemala, and Romania, Benjamin brings a diverse skill set to the table.

His expertise lies in leveraging various channels such as publications, partnerships, web marketing, social media, media outreach, and conferences to enhance clarity of communication and public image for clients. Benjamin's international experience lends a unique perspective, ensuring effective communication between organizations and local communities.

He holds a BA in History and an M.Ed with a concentration in curriculum development from the University of North Carolina at Greensboro.

It is my pleasure to be your liaison to the world of intelligence and my privilege to make you feel at home with the Interdiligence team.

Antoniu Dascalu

Project Logistics Coordinator

- Logistics & Administration
- International business liaison

Role & Background

As the Administration and Logistics Director at the company, Antoniu serves as the primary point of contact for clients and contractors, ensuring seamless communication and efficient coordination of project logistics. With a keen focus on client satisfaction and operational excellence, he plays a vital role in enhancing organizational efficiency and client relationships.

Antoniu brings a solid educational foundation to his role, holding a BA in languages with a specialization in English and German from the University of Bucharest. Additionally, he holds a Master's degree in Security and Diplomacy from the University of Political Studies and Public Administration (SNSPA), further bolstering his expertise in managing complex multidisciplinary challenges.

Fluent in English, Romanian, and German, Antoniu's multilingual proficiency enables effective communication and collaboration with diverse stakeholders, underscoring his value in facilitating smooth operations and fostering strong partnerships within the private industry landscape.

WHAT OUR CLIENTS & PARTNERS SAY ABOUT US

You approached our project with professionalism, flexibility, sensitivity, and quickness. You understood the time pressure of our situation, were always available for communication, and were transparent about the progress of our project. We hope that our company will never face another case like this again but if we do, your company will be who we call.

CEO of major food industry company

I am writing to express my gratitude to Interdiligence for the support and consulting services offered to our company over the past 2 years. Your staff's dedication and "roll-up your sleeves" attitude provided the needed input and insight that made all the difference during complex negotiations with the Romanian State. I particularly appreciated your involvement in our case and look forward to recommending your services moving forward.

CEO of a major corporation operating in the advertising industry

Marius and his team were professional and upheld high ethical standards throughout the process of the investigation. They clearly articulated a strategy and provided regular updates throughout the process including a final report that could be used by our legal team in prosecuting a case. We met and communicated regularly so the feedback that I provided was incorporated into the process. The investigation culminated in a successful outcome that occurred primarily due to the strong evidence that was gathered. I would highly recommend Interdiligence services for fraud, extortion, or simply for background checks prior to hiring key employees.

CEO of a financial investment corporation

We engaged Interdiligence in a difficult property ownership and tenancy matter. They acted discreetly and competently and provided the necessary evidence to pursue our case. Reports were provided in agreed stages and detailed with clear recommendations. We were completely satisfied with the service and are grateful for the help and assistance Interdiligence provided.

Agri-business Country Manager

As a former CIA officer with thirty years experience in conducting investigations overseas, Interdiligence has become my most trusted partner for intelligence, security, cybersecurity and M&A due diligence in the region. The Interdiligence team features experienced law enforcement investigators, cyber security experts, true human intelligence professionals drawn from the intelligence services, all combined with leadership who understand the perspective and needs of commercial businesses, seeking to maximize value creation in a geography with significant risks.

John Bass, Managing Director, Kroll, Duff & Phelps

Interdiligence is an absolute must for any business or individual serious about risk management, internal/external business security concerns, investigations or conducting accurate and reliable due diligence in any field.
Their services are extremely valuable for new businesses unfamiliar with the Eastern European challenges. They will assist you in navigating through a myriad of obstacles and red tape you never knew existed. When you approach them with problems, they bring viable solutions. This is a team of true professionals with real experience, skills and integrity that will make personal sacrifices for your success.

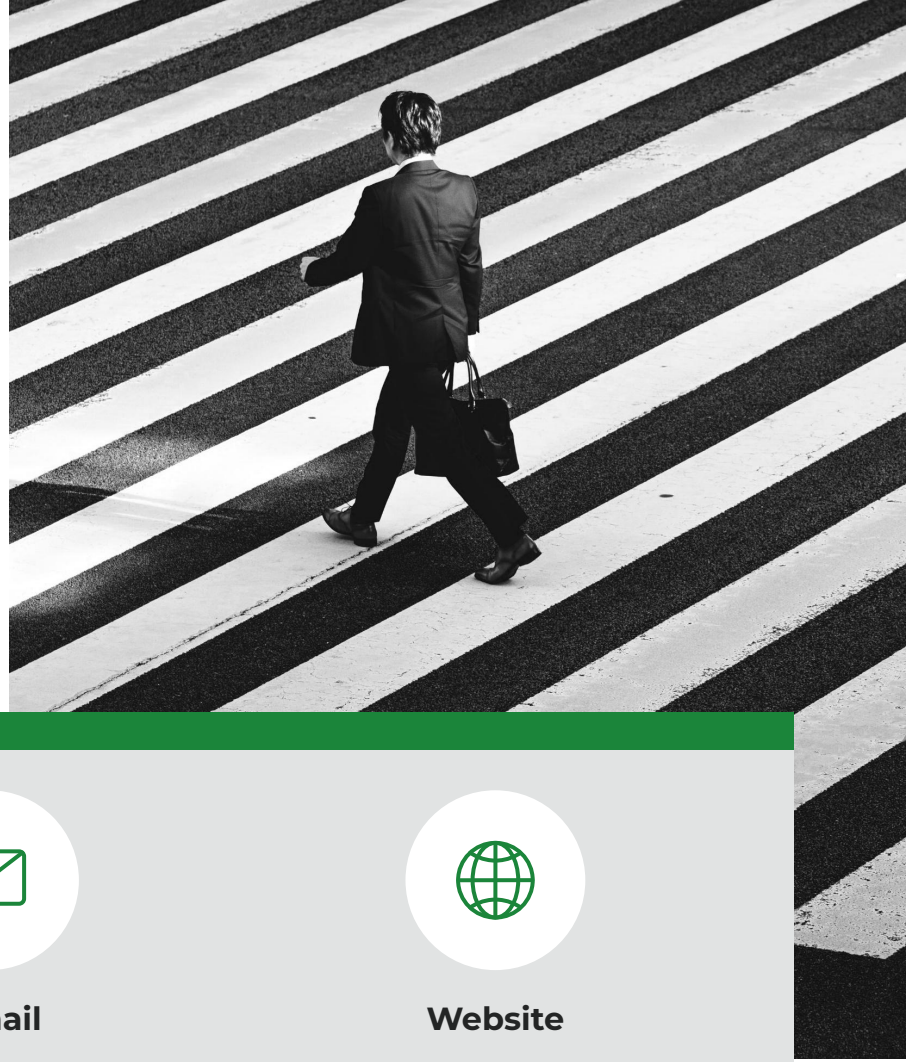
Department of Homeland Security Investigator

Marius Ghiba and his team at Interdiligence are the best at what they do, period. Honesty, trustworthiness and professionalism are the cornerstones of this company.
If you are looking for a Risk Management company in Eastern Europe, my strong recommendation is Interdiligence. There is no one else that I would trust to get the job done.

Christopher Toledo
Security and Risk Management Consultant
US Secret Service Attaché for Eastern Europe (retired)

AVAILABLE 24/7

We look forward to working with you!



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