

CASE STUDIES: DUE DILIGENCE, CORPORATE INTELLIGENCE & RESEARCH,



INTRODUCTION

While there are potentially rich trade, business and investment opportunities in MENA region, there are still challenges to operating successfully there. From selling products, providing services to choosing potential business partners. It's imperative to know, who you are dealing with, and obtaining accurate, reliable information and data on individuals, officials, companies or projects is absolutely crucial for success and can make the difference between a successful or catastrophic venture.

The importance of carefully carrying out due diligence, business or corporate intelligence, strategic studies and researches, investigation, background checks etc. is particularly significant to any foreign company or organisation doing/ wishing to do business in MENA.

SERVICES

We at MENA DIRECT Ltd have been carrying out such services since 2008. Our Clients are well-known international consultancy, companies & firms.

We conduct bespoke services which make us ahead. Our services include business & corporate intelligence, background screening, companies' existence and activities, site visits, verifications of documents, individuals, officials, entities, connections to particular groups or regimes, political and business affiliation & links, investigation, reporting, analysis researching etc.

Our track records of excellent findings & cost-effective reports made us a reliable source of information. We have been helping clients to make the right decisions and enabling them to cast new light on potential or existing business partners by providing previously unknown data, facts and information.

Our assets are:

- Capability
- Reliability
- Local Expertise
- Experience
- Confidentiality
- Sourcing & gathering data
- Network of contacts & sources
- Resources in UK & MENA
- Cost-effective reports

Areas of practice:

- Integrity & reputational due diligence
- Professional & Educational Background
- Company Registry
- Document verification
- Sites Visit
- Business & career history
- Political Connections & Affiliations
- Property assets & ownership

Navigating Risks – Unlocking Potential – Achieving Success

WHAT MAKES US UNIQUE AT WHAT WE DO?



PROJECTS IN MENA

We have been carrying out various types of cases, projects, tasks and assignments. Due to confidentiality we only can give limited information about some of those tasks in countries such as:-

LIBYA

- Covering key figures & decision makers and analyzing & valuation of NOC, NTC, GNC, interim (previous & current) governments, elections, political parties or groups, tribes and Oil & gas industry.
- Some major disputes with international banks & investment houses.
- Due diligence, investigation, background and reputation screening & risk assessment into public & private companies, their shareholders, directors or owners such as:
 - A background screening into a list of profiles of contacts in Libya oil sector.
 - Background checks on UK-based Libyan companies & individuals .
 - International and local private oil and gas services companies, shareholders, directors and owners .
 - International and local airlines and travel & car hire and dealers & companies .
 - Telecom & mobile, consulting & Informatics Companies & law firms.
 - Individuals who were seeking settlement abroad.
 - Private pharmaceutical and Medical Equipment companies.
 - Technical Engineering and Oil and Gas Consultancy companies.
 - A Finance and Management Advisory firm.
 - Food Import/Export and bottling, catering Companies.
 - Risk assessment for a major hotel and hospitality company.
 - Libyan state-owned and local Investment & financial firms.
 - Two major Libyan banks & directors.
 - Mega construction & infrastructure projects and local construction companies and aboard.
 - And many more .

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PROJECTS IN MENA

SAUDI ARABIA

- Major Holding Groups & Companies.
- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.
- Wholesale & Retail Companies & Department stores.
- A major family-owned marketing company.
- Construction & building materials and cement companies and manufacturers.
- Insurance & re-insurance companies.
- Large Financial & investment firms and major banks.
- Major oil & gas and petrochemical companies.

UAE

- Various general trading companies.
- Free zone registered companies.
- Spare parts & car accessories companies.
- Heavy transport equipment & vehicles manufacturers.
- Cargo & transport Oil & gas companies.
- Strategic studies & researches on major family-owned groups.
- News, media and research firms.
- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.

TUNISIA

- A private medical company.
- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.
- Hotels management group.

EGYPT

- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.
- Real estate, property development & construction companies.
- Hotels and resorts groups.
- Trading, medical & insurance companies.

LEBANON

- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.
- A real estate company.

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PROJECTS IN MENA

JORDAN

- Hotels and resorts groups & tourism companies.
- Investment & financial firms and banks.
- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.

MOROCCO

- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.
- A major pharmaceutical manufacturing company.

QATAR

- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.
- Hotels management group.

SYRIA

- Background & reputation checks on some individuals, businessmen, investors, shareholders, directors, owners, CEOs, board members of various companies and entities at various sectors.
- A general trading company.
- A home appliances & electronics company.

We have conducted other cases on individuals, entities and companies in other countries such as Iraq, Iran, UK, USA, France, Austria, Malta, Turkey, etc.

WHAT MAKES US UNIQUE AT WHAT WE DO?

TASKS

Each assignment and territory require a special methodology and when we receive a project we plan a strategic approach to each specific task in which we first use our in-house data and create a list of business associates, contacts and sources that might have some links through family, friendship, business, work to the subject or the company and gather any public information available.

We launch and conduct comprehensive interviews, meetings, phone calls, search, analysis to data etc with the task's personal & professional associates, family, friends, officials etc.

We provide in-depth research into the individuals, officials, companies or projects upon which present success and sustainability in the market for a long term. We have been able to discover previously unknown data which shed light on the sustainability of our clients.

CHALLENGES

Generally speaking, each task or territory presents a special challenge, as there is little, sometimes none, public domain data or open source information available about individuals, officials, projects or companies. It's no secret that we sometimes face challenges and difficulties from allocating individuals or companies to find the correct "surnames" names or persons who own/manage/run those companies.

There is also a risk of rumours, unproved accusations or allegation against or about those who we conduct research upon. We work hard and dig deep to distinguish between what is correct and wrong and to uncover the truth.

We launch our own methodology of filtering and assessing the findings. Since we are totally independent, we carry out research with a total independent approach and are unbiased to reach the ultimate findings.

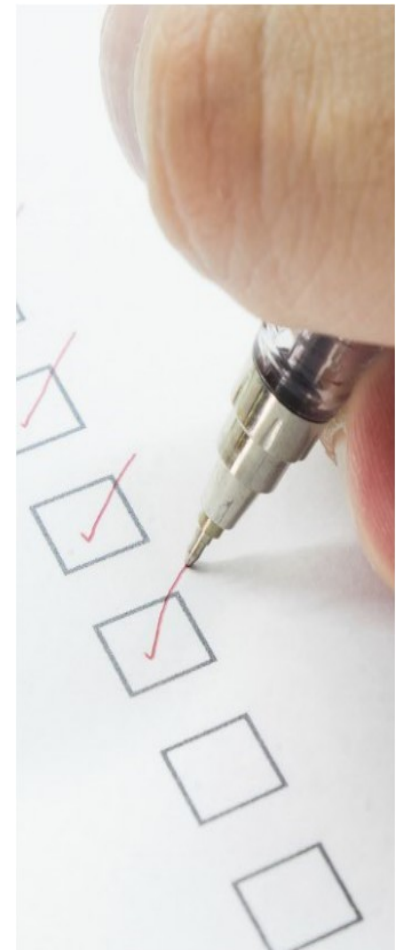
IN SUMMARY

Our tasks and assignments are always delivered on, or before, the deadline which again make us a very reliable company.

We have been an excellent source for accurate and reliable data, information, reports, analysis, details for our clients.

Our results are successful and since then we have been a trusted source of data.

Our clients trust us.



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