



# Background Profiling

Providing valuable corporate insight



BTG Intelligence offers a background profiling service that mitigates client risk by giving greater comfort to clients entering into negotiations with, or persuading, third parties for a variety of purposes. A report is produced on the target subject that is suitable for use as part of a formal due diligence process.

The current requirements for sponsors or nominated advisers, in the Alternative Investment Market for example, place an onerous responsibility on the advisor to ensure that the appropriateness of applicant companies and their board of directors are thoroughly researched when evaluating their suitability for support.

The Background Profiling service is designed to support

- Protection against money laundering association
- Client take-on procedures
- Transaction due diligence
- Legislation compliance
- Independent verification of the bona fides of a third party

We provide accurate, prompt and cost effective reports. Highlighting specific issues where there is scope for further verification or raising questions of the third parties integrity and concluding with our recommendations. All of our profile reports are bespoke to the individual needs of each client.

We provide our clients with the confidence of knowledge about the target subject with whom they are doing business.

Background Profiling can be conducted at three levels depending on the detail required.

### Level 1 – Critical Issues Profiling

We will review and comment on the efficacy and breadth of questionnaires used to obtain information from UK directors on their personal background and that of associates and any target company.

Execution of checks on the public record are performed to ensure the validity of any;

- Disclosures made under any client take-on questionnaire
- Presence on a company register (UK or elsewhere)
- Addresses
- Business activities
- History of formal insolvency
- Creditworthiness
- Media coverage

Profiling may be restricted to this level where the target is either known or the client has a higher inherent level of comfort as to the target's probity.

A critical issues report can be delivered within 7 days of our instruction. Please note that with targets outside of the UK jurisdiction, time scale and cost may vary.

### Level 2 – Depth Profiling

If a client requires more detailed knowledge of a target we deliver a 'Depth Profiling' report which will provide a greater level of intelligence. The extent of work undertaken will depend on the importance of the target to the transaction being considered and the level of risk attached to the target.

There are a number of instances in which depth profiling should be considered

- A critical issues profile has raised questions regarding the probity of the target
- The target is a non UK based/originating entity
- The target lacks a trading history or commercial track record
- Specific concerns have been raised which require examination

Depth profiling will cover

- Anomalies identified in a critical issues profile
- Reference checks
- Criminal Records Bureau checks
- Wider verifiable checks on business activity

Depth profiling should be performed where a target is unknown or where there has been a significant change of association or commercial activity since any previous profile was performed.

Depth profile reports include all items in the critical issues report and can be delivered within 21 days of our instruction.

Please note that with targets outside of the UK jurisdiction, time scale and cost may vary.

### Level 3 – High Level Profiling

In the event that a target organisation or individual presents further concerns regarding integrity or a full depth profile is required to address circumstantial requirements of a commercial relationship we will perform detailed research into the target's background. This level of profiling typically arises with non UK targets or targets with non-transparent beneficial interests or activities.

We will verify target lifestyle, business activity and other research necessary in order to deliver a comprehensive understanding of a target. Interim reports on progress towards delivery will be made with a full report delivered within 21 to 45 days.



A network of offices across the UK (including Channel Islands) and overseas. [www.btg-intelligence.com](http://www.btg-intelligence.com)

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