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HOUSEKEEPING



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INTRODUCTIONS



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>Who's Who & Agenda



James Redfern
Director Diligencia

Mina Mouhoub
Managing Director, Head of Corporate Intelligence

John Grimshaw
Business Development Director, Financial Services

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>Who's Who & Agenda



Mathew Beale CEO/Founder Comsure Group
James Redfern Director Diligencia
Mina Mouhoub Managing Director, Head of Corporate Intelligence
John Grimshaw Business Development Director, Financial Services

08:00-08:30 Registration / Breakfast
08:30 Welcome / Introduction (Mathew Beale)
Setting the scene: 'What is Invisible?' (James Redfern)
Making the Invisible Visible (Mina Mouhoub)
Fire-side chat / Q&A
10:00 Close (John Grimshaw)

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OUR COVERAGE MAP

> Since 2008

c.20 million
Entities on our database
Across the Middle East & Africa region

70+ employees across 3 continents:
Oxford, UK
Tangier, Morocco
Dubai, UAE

73 countries covered
All of Arab world
Iran
Africa

10,000 Ruling Families
200+ Family Offices
40 Free Zones

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CONTACT US TO FIND OUT MORE
WWW.DILIGENCEANALYTICS.COM | INFO@DILIGENCEANALYTICS.COM

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SELECTED CLIENTS

> Clients & strategic partners

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Do you Really Know Who You Are Dealing With?

Do you rely on client/target-provided sources?
Are you identifying proxies for e.g. ruling families?

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ENTITY DATA IN THE MEA REGION

> The MEA Region

- What is invisible?

FRAGMENTED

Legacy structures
Non-centralised
Multiple stakeholders



NON-DIGITAL

Gazette system
Transliteration issues
Notable exceptions

PROTECTIONIST

Inward facing
Counter-cultural
Self-defeating?

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> Making the Invisible Visible

Mina Mouhoub

Managing Director, Operations
Head of Corporate Intelligence

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> Challenges – the ‘Dark Side’...

- Languages
- Culture (e.g. naming conventions)
- Business mindsets (e.g. local sensitivities)
- Lack of digitalization
- etc.

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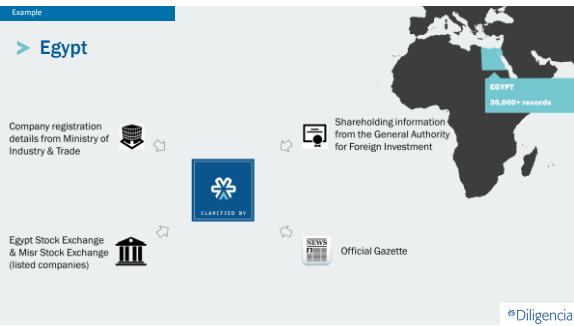
2

> The Challenge Multiple Original/Official Sources



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Example > Egypt



4

> Arabic transliteration challenges

حامد

Hamad
Hammad
Hamid

Hamed
Humd
etc.

Entity Resolution is key....

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Standardised Data & Reports

The screenshot displays a Diligence report for Green Globe Technologies SAE. On the left is a document cover with the company name and logo. In the center is a detailed data table with columns for various metrics. On the right is a network diagram showing a central node connected to multiple other nodes, representing relationships between entities.

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ادبي للرحطيات (شركة مساهمة عامة)
Dubai Refreshment PJSC

جمعة الماجد عبدالله قربان مهري
Juma Al Majid Abdulla Quraiban Muhairi

The image shows two network diagrams side-by-side. The left diagram is for Dubai Refreshment PJSC, and the right diagram is for Juma Al Majid Abdulla Quraiban Muhairi. Both diagrams consist of a central node connected to a large number of peripheral nodes, illustrating the network structure of each entity.

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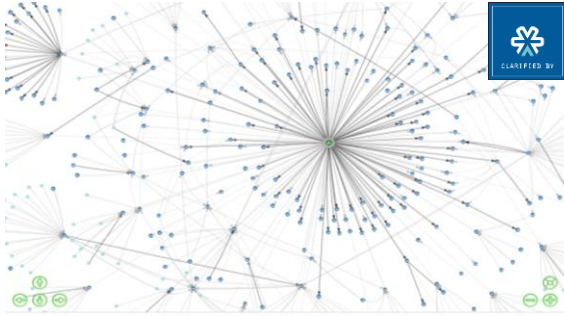
جمعة الماجد عبدالله قربان مهري
Juma Al Majid Abdulla Quraiban Muhairi

Ruling Family Connections

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The screenshot shows the 'Ruling Family Connections' feature in Diligence. It features a central network diagram on the left with red lines connecting to several data tables on the right. Each table lists names and details for different family members or entities. At the bottom, there is a section for 'OUR SOURCES'.

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> Corporate Intelligence Services

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"I have long believed that easy access to accurate company information can only be good for the economies we serve."

Nouri Bakkali, Founder & Managing Director, Diligencia

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SELECTED CLIENTS

Clients & strategic partners

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FINISH ANY QUESTIONS...?

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- **Comsure** was founded in 2005 to provide comprehensive business risk advisory services. It can **offer** your organisation a wealth of **skills and experience**.

managing the risks so you can focus on the rewards

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Mathew Beale

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