

Your World First

C/M/S/  
Law . Tax

# Global conflicts check

Marcel Wagner, Bureau van Dijk  
Patrick Torti, CMS

Making the global conflicts check work | 4 December 2019



**BUREAU VAN DIJK**

A Moody's Analytics Company

# The Role of Bureau van Dijk

| Marcel Wagner

| Assistant Director- Teamleader Professional Services

**Welcome to the business of certainty**

# What does Bureau van Dijk do?

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- We capture and treat private company information for better decision making and increased efficiency.
- With information on around 300 million companies we are *the* resource for company data – especially data on private companies.
- A key benefit of our information is how simple we make it to compare companies internationally. We add value to company information, we are much more than an aggregator.



# We capture a wide variety of information

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## We capture data from regulatory and other sources

News	Industry research	M&A deals	PIEs	Industry codes	Directors and contacts	Royalty agreements	Marine vessels	Corporate actions
Company overviews	Original documents	LEI numbers	PEPs and sanctions	Agency ratings	Intellectual property	Patents	Stock data and earning estimates	
		Public tenders	Company financials	AML documents	Financial strength data	ESG Risk info		



# We treat this data to add value

## Addition of user interface and data visualization tools

Standardizing  
financials  
and ratios

Appending and  
linking corporate  
structures

Adding  
bespoke  
research

Applying data verification,  
cleansing and quality control

Create  
unique  
identifiers

Identifying  
beneficial  
owners

Linking data  
sources

Linking  
directors and  
contacts

Integrating  
M&A deals  
and rumours

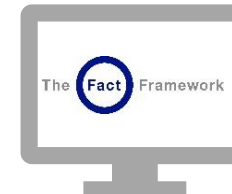
## Output



Data



Catalyst



Custom





**Powering the business of certainty**

## **The world's most powerful comparable data resource on private companies**

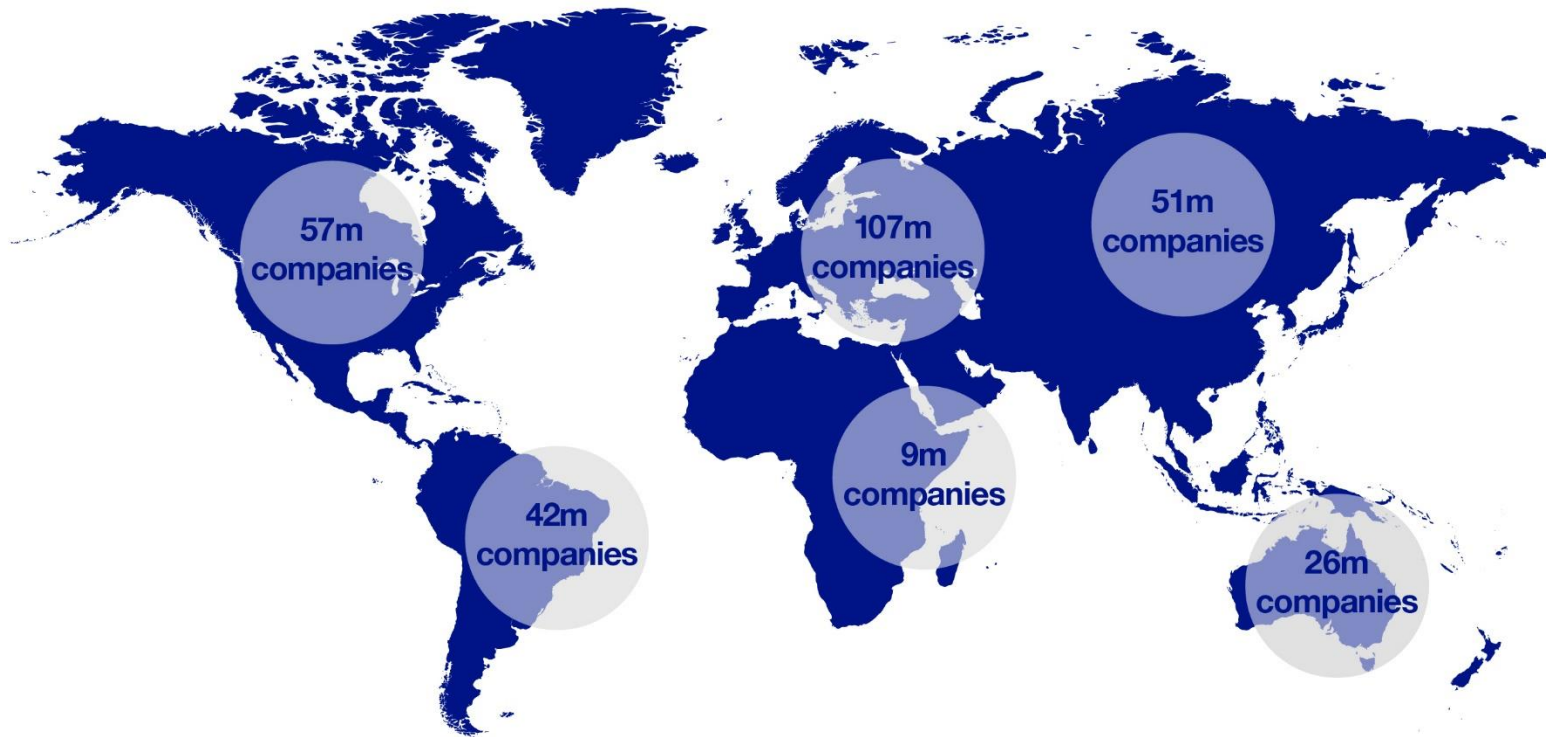
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- Orbis holds information on around 300 million companies across the globe.
- The slick, new interface helps you find, analyze and compare companies for increased efficiency.
- We go further than just providing information. We capture data from over 160 providers, as well as hundreds of our own sources, and treat it to make it richer, more powerful and easy to interrogate.
- And, because we standardize our data, you can instantly compare businesses across the globe.
- Orbis is *the* resource for private company data.
- Regional options include:



Around 300 million companies across all countries

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Note: Figures are rounded



# Solutions for your role *and* organization

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Corporate credit  
risk



Compliance and  
financial crime



Tax and transfer  
pricing



Business  
development  
and strategy



Corporate  
finance and  
M&A



Data  
management



Supplier risk  
and  
procurement



FI credit



Corporate



Financial



Professional  
services and the  
Big 4



Government and  
not for profit



Academic





# Complex ownership, made simple

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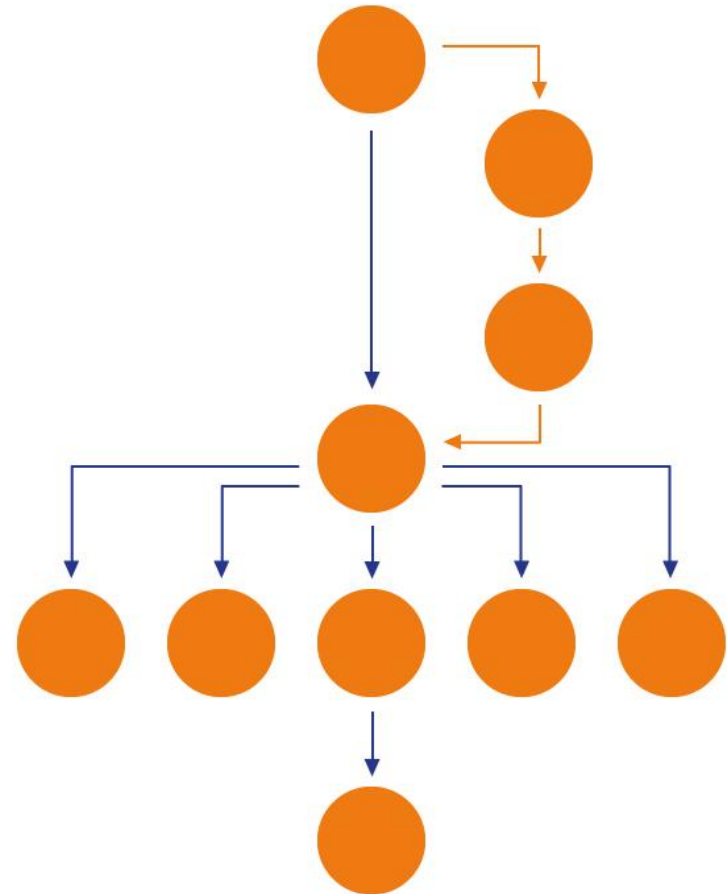
Ownership Explorer, our ownership visualization tool, shows you extensive ownership structures within a corporate family.

We are masters of corporate ownership, and the way we treat our ownership data reflects this.

- 7,000 updates an hour
- 456 million ownership links since 2012
- 43 million beneficial owners identified
- 5 million edits, every month

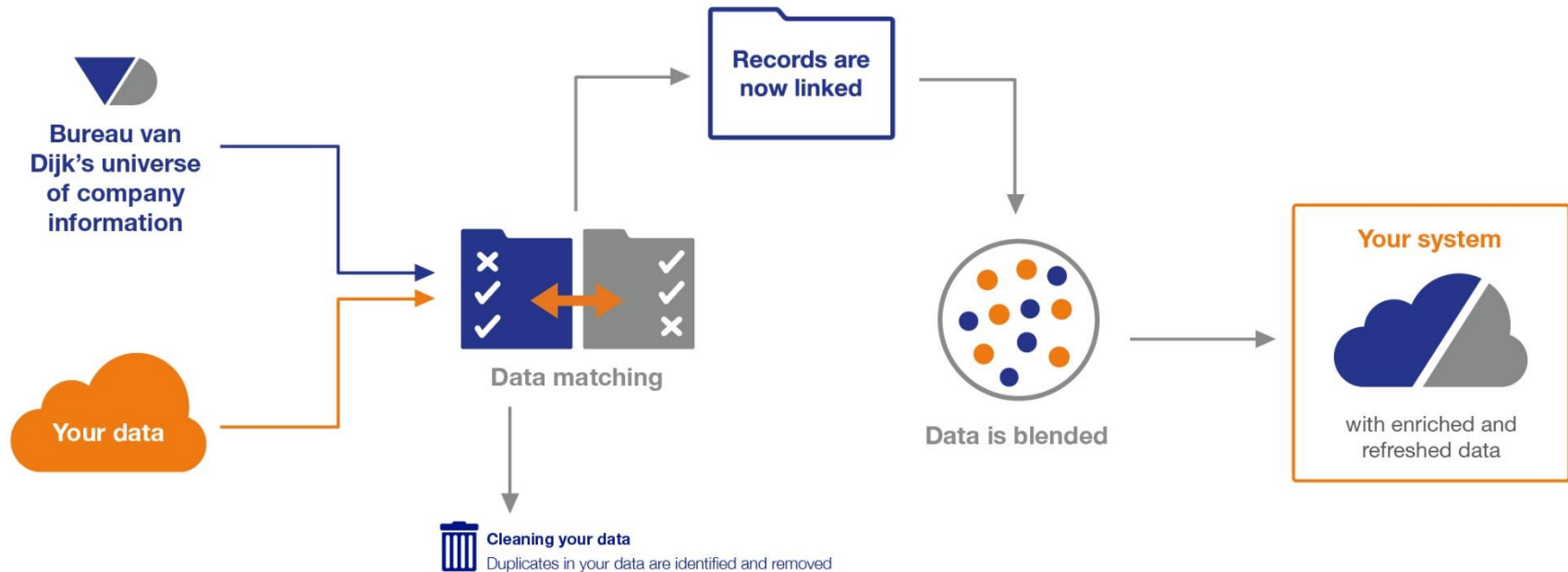
The added detail Ownership Explorer gives means you can be more efficient and make better informed business decisions about the companies you work with.

- ✓ Highlight both domestic and international ownership
- ✓ Combine direct and indirect ownership
- ✓ Find out who, and where, the beneficial owners are
- ✓ See sanctioned companies and the businesses they have shares in
- ✓ Customise the structures to highlight key information
- ✓ Change the definition of ownership according to percentage levels
- ✓ Upload your customers and third party companies



# Integrate external data into your CRM

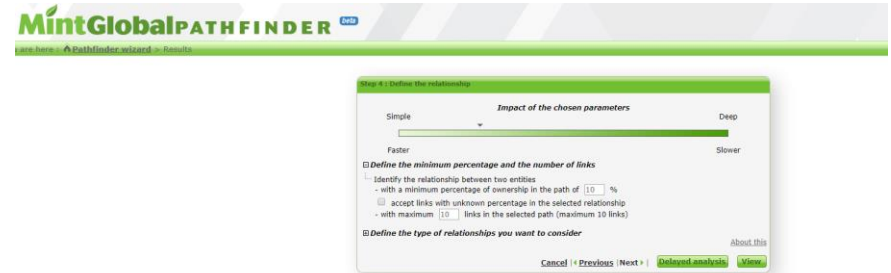
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# Conflict Checks

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- We can help you find out if companies are linked, even indirectly. Our Pathfinder tool runs checks between two companies and tells you if they're directly or indirectly linked. You can adjust the depth of your analysis
- You can also run tests between one company and a group of companies — so you can see if a potential clients has any links with your existing customers.
- We are experts in analyzing complex ownership structures and associated risks.





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# Global conflicts check

Patrick Torti, CMS

Making the global conflicts check work | 4 December 2019



49 new partners in 2019, taking the total to over 1,100



**Top rankings  
in 2018**  
M&A League Tables  
(by deal count)

**#1 CEE,  
DACH,  
Germany**  
(Mergermarket)

**#1 Europe,  
Germany,  
UK**  
(Bloomberg)

**#1 Germany,  
UK**  
(Thomson Reuters)

**EUR 1.36bn**  
turnover for 2018

Ranked  
**5th**  
largest law firm  
(by headcount)  
in the 2018 Am Law  
Global 100



Operating in 70 cities  
across 43 countries



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# AmLaw top 100, 2018 / 19

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Rank	Firm name	Gross revenue, most recent fiscal year	Number of lawyers	Revenue per lawyer	Country with the most lawyers
1	Dentons	USD 2,360,000,000	8,658	USD 273,000	China
2	Yingke	USD 445,619,000	7,438	USD 60,000	China
3	Baker McKenzie	USD 2,900,000,000	4,273	USD 614,000	United States
4	DLA Piper	USD 2,634,094,000	3,609	USD 730,000	United States
5	CMS	USD 1,461,526,000	<del>3,558</del> 4,800	USD 411,000	United Kingdom
6	Norton Rose Fulbright	USD 1,958,000,000	3,339	USD 586,000	United States
7	King & Wood Mallesons	USD 1,072,000,000	2,762	USD 388,000	China
8	Hogan Lovells	USD 2,036,000,000	2,685	USD 758,000	United States
9	Jones Day	USD 1,959,360,000	2,513	USD 780,000	United States
10	Latham & Watkins	USD 3,063,992,000	2,436	USD 1,258,00	United States

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## Making the organisation work

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... the role of CMS to “establish high professional standards of work for the performance of services and common systems and methodologies”. Each member shall “observe and be bound by the quality standards, policies, methodologies, guidelines and systems adopted by the Executive Committee”

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# CMS policies framework

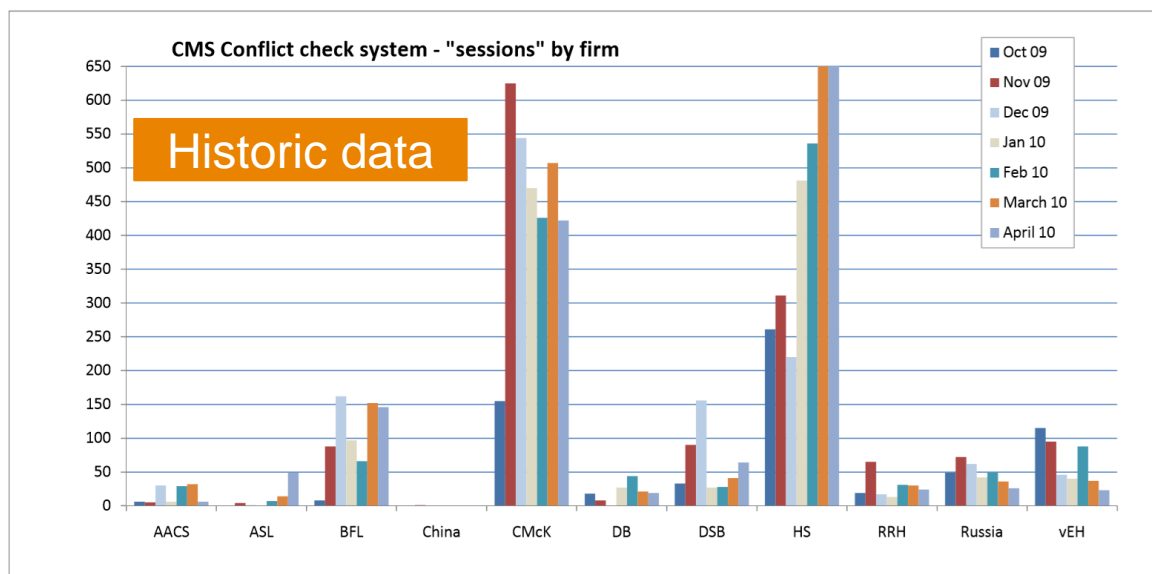
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CMS Agreement			
Appendix: Client service & handling policy, professional standards – client code of conduct			
CMS global - specific			Local specific
Global conflict check policy	CMS global data sharing agreement	Reporting policy "Rule book"	Local client terms
Marketing protocols and procedures			Local internal & Regulatory
KYC policy	Global client terms, CMS T&Cs		Affiliates / subsidiaries



# Launch of system in 2009

Firm	Oct 09	Nov 09	Dec 09	Jan 10	Feb 10	March 10	April 10
AACS	6	5	30	6	29	32	6
ASL	0	4	1	0	7	14	49
BFL	8	88	162	97	66	152	146
China	0	1	0	0	0	0	0
CMcK	155	625	544	470	426	507	422
DB	18	8	0	27	44	21	19
DSB	33	90	156	27	28	41	64
HS	261	311	220	481	536	743	678
RRH	19	65	17	13	31	30	24
Russia	49	72	62	42	49	36	26
vEH	115	95	46	40	88	37	23
<b>Grand Total</b>	<b>664</b>	<b>1364</b>	<b>1238</b>	<b>1203</b>	<b>1304</b>	<b>1613</b>	<b>1457</b>



# Customisation of standard tool (1)

**MintGlobalPATHFINDER** beta

You are here : [Pathfinder wizard](#) > Results

**Location**  
[United States of America \(US\) \(3,203\)](#)  
[Australia \(AU\) \(575\)](#)  
[United Kingdom \(GB\) \(143\)](#)  
[France \(FR\) \(66\)](#)  
[Brazil \(BR\) \(52\)](#)  
[More...](#)

**Industry**  
[Other services \(1,137\)](#)  
[Construction \(246\)](#)  
[Wholesale & retail trade \(238\)](#)  
[Education, Health \(178\)](#)  
[Primary sector \(167\)](#)  
[More...](#)

**Exclude subsidiaries**  
**Exclude branch locations**

**C/M'S' CONFLICTS CHECKING APPLICATION**


1.  
2.  
3.  
4.  
5.  
6.  
7.

Country ISO Code	City	Rev. (Turnover) th EUR Last avail. yr	GUO Name	Conflict type
DE	FRANKFURT A...	-7,719		A1 - Priority "A1" clients
US	NEW YORK	39,972,231	LEHMAN BROTHERS HOLDINGS ...	
US		34,961,452		
US		1,262,957		
US	NEW YORK	579,912		
GB	LONDON	293,687	NBSH ACQUISITION LLC	

Getting started: [1-page user guide](#)

[Previous](#) | [Run conflict check](#)

# Customisation of standard tool (2)



[You are here : !\[\]\(f9ccf36cb8f1dba8b11feb5692e99a8b\_img.jpg\) Pathfinder wizard > Pathfinder Result List](#)

**The system has found a relation between a reviewed company and the CMS conflicts database.**  
**You can print or email this page; to view a map of the company relation, click on the little icon on the left of the client name.**  
**To take appropriate action, please review the ["Conflicts of Interest Policy"](#).**


[Start new analysis](#)  
[View the parameters of the analysis](#)  
Definition of the GUO: any entity (cannot be modified in Pathfinder module)

**Display the following relationships :**


☐ none - single locations (2)  
☐ none - cos with links (1,7)  
☒ identical (1)

Results 1 - 1 of 1


Reference companies (2,041 Companies)

 [Sort](#)

Name

 [Sort](#)

BvD ID number

 [Sort](#)

Relationship type

Lehman Brothers Bankhaus AG

DEFEB14148

Identical

[Client company: Lehman Brothers Bankhaus AG](#)

[Conflict type: A1 - Priority "A1" clients](#)

[Member firm: CMS Hasche Sigle](#)

[Responsible partner: Michael C. Frege](#)

[Contact details: Michael.Frege@cms-hs.com / Tel: +49 341 21672 337 / Leipzig](#)

# Follow up ...

The screenshot displays the 'Pathfinder wizard' interface. At the top, the breadcrumb 'You are here : Pathfinder wizard' is visible. A red message states: 'The system has detected a conflict of interest. You can print or email this path. To do this, click on the printer or email icon in the top right corner of the diagram.' Below this, there are links for 'Start new analysis' and 'View the parameters of the analysis'. The 'Definition of the GUO: any entity (cannot be deleted)' is also shown.

**Display the following relationships :**

- ☒ control (1)
- ☐ none - single locations (253)
- ☐ none - cos with links (1,786)

**Results 1 - 2 of 2**

Subject companies (1 Companies)	
	Sort
	Name
1.	AON RISK SERVICES (CHILE) S A
	AON RISK SERVICES (CHILE) S A
	Common Ultimate Owner: AON P
	Lowest percentage in the path: MO

The central diagram shows a corporate structure:

- AON PUBLIC LIMITED COMPANY** (BvD ID : GB07876075, Op. Rev. : 10,770m USD, No of empl. : 50,000, No of shareholders : 111, No of subsidiaries : 1,050)
- Relationship: **- / MO**
- AON RISK SERVICES HOLDINGS (CHILE) LIMITADA** (BvD ID : CL788103107, Op. Rev. : 14m USD, No of empl. : n.a., No of shareholders : 0, No of subsidiaries : 5)
- Relationship: **99.93 / n.a.**
- AON RISK SERVICES (CHILE) S A** (BvD ID : CL937830009, Op. Rev. : 14m USD, No of empl. : 150, No of shareholders : 3, No of subsidiaries : 2)

At the bottom of the diagram, it says: 'Click here to see the full diagram of the pathfinder wizard. Member firm: CMS CMNO'.

On the right side, there is a 'CONFLICTS CHECKING APPLICATION' section with a 'Log out' button. Below it, a link for 'CMS Conflict of Interest Policy Help' is provided. At the bottom right, a table shows the relationship type:

	Relationship type
Sort	Sort
BvD ID number	
GB07876075	Control

# Local workflow integration and core data mgmt.

## Conflicts Report

### Results - International Conflict Check

Subject Company

Name  
Commerzbank Finance Limited

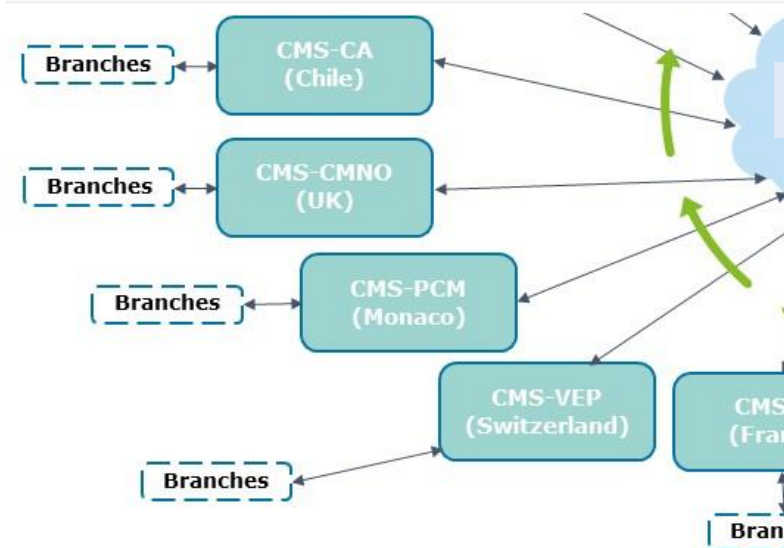
GUO (GUP) Name  
BANK AG

Common Ultimate Owner:  
(DEFEB13190) BANK AG  
Lowest percentage in the path: WO  
Distance: 2 links

Reference Company

Name  
Name: BANK AKTIENGESELLSCHAFT  
Client Company Aktiengesellschaft - GUP  
Conflict Type: A1 - CMS Key Client  
Member Firm: CMS CMNO

Relationship  
Cousins



Go to the most recent version of the Orbis interface >

ICS, no...	NACE Rev. 2 Core code (4 digits)	US SIC Core code (3 digits)	US SIC Primary code(s)	Cons. code	Last avail. year	Operating revenue (th USD) Last avail. yr	ByD Indicati	European VAT number	LEI (Lc
	2110	283	2833	U1	2018	389,398	C	BE0403078352	549300
	6420	671	6712 6719 6722	LF	2018	n.a.	D		
	3511	491	4911	C1	2018	6,335,940	D		529900
	4649	509	5099	U1	2018	372,080	D	BE0403482188	549300
	6619	609	6091	U1	2018	444,429	D		549300
	4773	591	5912	LF	2015	n.a.	D	ATU61803169	529900
	4649	509	5099	U1	2018	118,082	D	BE0404754274	
	6500	630	6311 6331	C1	2018	6,910,065	A+		
	4638	514	5146	U1	2017	122,126	D	ATU56768359	529900

# Managing the ongoing processes



## TOOLKIT

[CMS Tools >](#)

[Conflicts policy](#)

[CMS Contracting](#)

[Pitch & Panel Alerts](#)

[Video Conference Calendar](#)

[Global hotels list](#)

[CMS Conflict clients \(ABC-D list\)](#)

## CMS Conflicts Policy

Clients expect from CMS to act as one organisation. Part of that expectation is for you to check for each matter, if any of the parties involved is on one of the CMS firms' "critical client list". The firms have agreed to apply a new [conflicts policy](#) from October 2009 onwards.

With each check you are not only discovering direct potential conflicts, but also if an organisation is directly or indirectly linked to one of CMS clients. The list of "critical clients" (also known as ABC list) includes ca. 1,200 client organisations from across CMS.

## Definition of clients and matter parties and sanctions clients

To perform a CMS global conflict check [click here](#) . To get in touch with offices across CMS, click here for a list of [conflict check key contacts](#) .

The conflict ABC-D list is updated on a quarterly basis - click [here](#) to review (restricted to partners only - [request access](#)). Use this list as reference only, it does not replace the conflict check.

## Conflict Search

Type in counterpart in the boxes below, then click on search to launch the CMS wide conflict check

SEARCH

## Training Video



# Taking the necessary actions and solving conflicts

Welcome to the CMS Global Conflict Check Questionnaire!

B client

This base Conf In ca resp proc

Contentious

Other side

Member Fir

Other side

B Client of I Firm II wish

Other side

Contentious

Ligitation matters

Other side

Member Fir

Other side

B Client of I Firm II wish

Other side

Generally no conflict

*But before accepting instructions you must contact the Client Relationship Partner.*

*In the event of disagreement the Member Firm to be instructed may submit the matter to the Escalation Process.*

CLICK HERE

Back

Restart

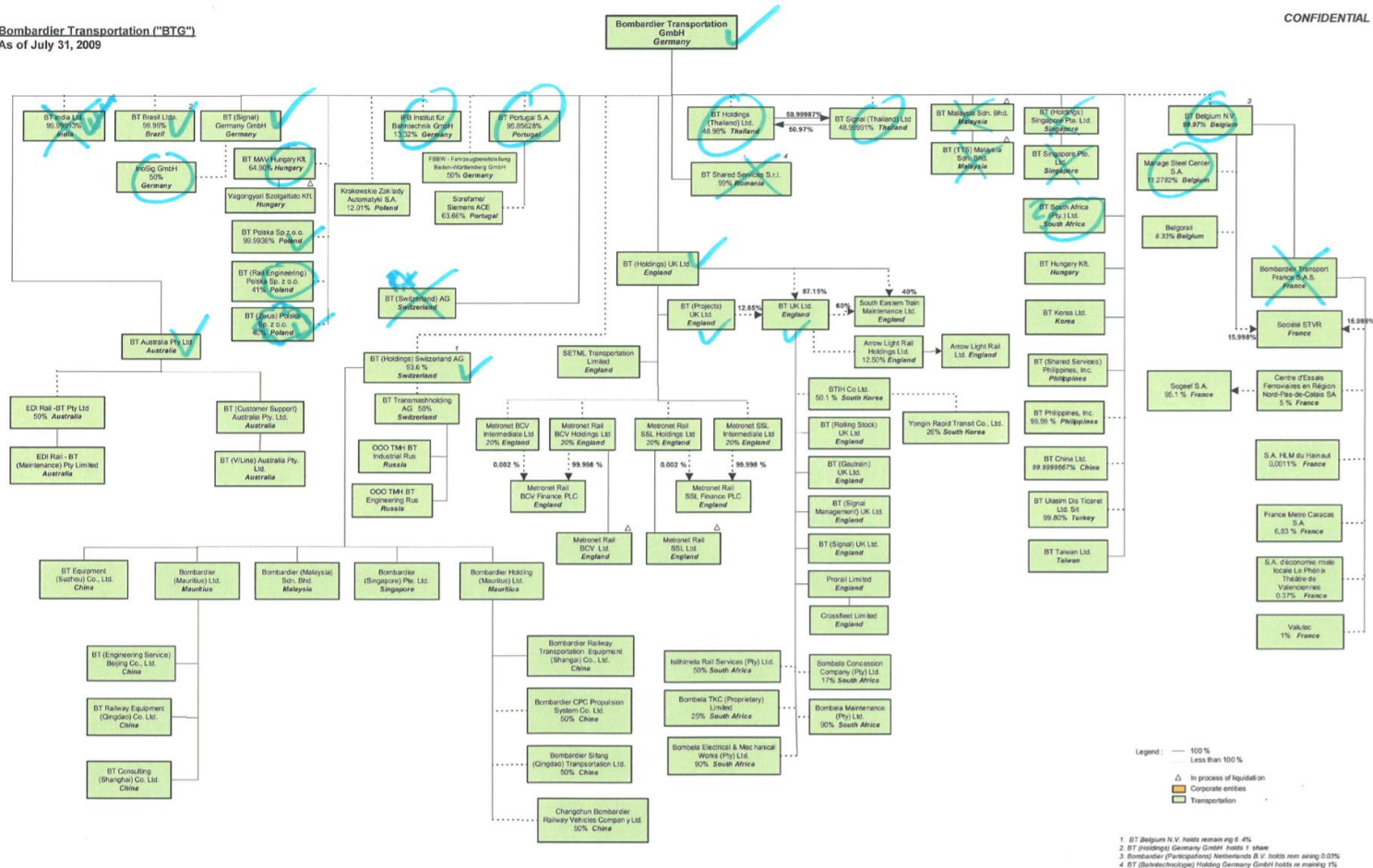
Back

Restart



**Bombardier Transportation ("BTG")**  
As of July 31, 2009

**CONFIDENTIAL**



Note: BY means Bombardier Transportation



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# Any questions

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Assitant Director-  
Teamleader Professional Services  
Bureau van Dijk- A Moody`s Analytics Company





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