# SEVAT
BUSINESS INTELLIGENCE

## Sevat Business Intelligence S.R.L.S. (Sevat)

It is a strategic consulting and risk management firm that has been active in the market for more than 35 years, with extensive experience gained both in Italy and abroad in the field of risk consulting.

In Italy, Sevat provides reputational due diligence and business information services on small and medium-sized companies.

Sevat provides reputational analysis services on counterparties, whether they are partners, suppliers, clients, or institutions.

It carries out pre-acquisition due diligence and asset searches for litigation cases.

## Specific services offered by Sevat

- Analysis of information and the target company's specific market.
- Identification of the most suitable sales channels and partners.
- Selection of potential clients.
- Monitoring of the most significant market parameters.
- Launch of marketing initiatives.

# SEVAT
BUSINESS INTELLIGENCE

🌐 info@sevat.it

📍 Corso Lione, 32
10141 Turin – Italy

📞 (+39) 011.5690720
(+39) 011.5690721

🏠 VAT No. 12727940012
Turin Chamber of Commerce, REA No. TO-1311836

## Business Information
## Due Diligence
## Competitive Intelligence

# Due Diligence

Reputational due diligence is a business intelligence activity carried out on companies with the aim of identifying critical factors that may have a negative impact from an economic, financial, image, and reputational standpoint in the market.It is an investigative methodology focused on companies and their key individuals, aimed at uncovering hidden issues relating to third parties with whom economic and/or professional relationships may be established.Its primary objective is to ascertain, through targeted and analytical information gathering, whether the planned transaction is actually feasible, or whether there are compromising elements and critical issues that could jeopardize its success, while at the same time building a solid basis for the possible negotiation of the contractual terms of the ongoing deal.

## Sevat distinguishes its operations through the following key items:

A targeted approach to business issues based on the client's specific needs;

Processing of information by a team of professionals with expertise in reputational risk analysis;

Use of Risk Assessment tools to evaluate the potential risks associated with relationships with counterparties;

An extensive network of collaborators in Italy and abroad, ensuring solid results even in the most challenging foreign jurisdictions;

Absolute confidentiality in all phases of the assignment.

## Specific services offered by Sevat

- Analysis of information and the target company's specific market.
- Identification of the most suitable sales channels and partners.
- Selection of potential clients.
- Monitoring of the most significant market parameters.
- Launch of marketing initiatives.

# Reputational Due Diligence

Sevat is able to provide informative reports on actual counterparties, both legal entities and individuals, with varying degrees of depth depending on the different levels of risk that clients assign to their counterparties, whether they are potential suppliers, customers, or competitors.

The research is carried out through the consultation of open sources and specialized databases covering all industrial and commercial sectors in most jurisdictions

Sevat analyzes and compiles the news and data obtained through targeted research into structured information reports, providing a final assessment of the counterparties' risk profile based on the overall informational context, and adapting it to the various rating values to be assigned.

Methodologies are used that comply with the highest ethical and qualitative standards in force in the sector, both in Italy and abroad, in line with best practices regarding privacy and data processing.

A further level of investigative activity supports companies that need to make relevant strategic decisions, or require more detailed information in light of the outcomes of previous research conducted on public sources.

These services consist of gathering information in the field through human intelligence activities carried out via confidential contacts with individuals from different backgrounds, selected according to their ability to provide information and evaluations that are relevant and contextualized to the reference scenario.

Human intelligence activities are conducted in a transparent environment, free from conditioning and pressure, and in full compliance with the laws of the various countries in which Sevat operates.

The quality and reliability of the information obtained enable clients to build business relationships based on trust in the counterparty.

## Counterparty Analysis

### Corporate information
Ownership structure, chain of control up to the ultimate beneficial owners; members of the Board of Directors; interests held by shareholders and directors; investee companies; control relationships; core activities; headquarters and local units; acquisitions and demergers; partnerships; internal organizational structure; organizational charts and divisional areas.

### Financial information
Analysis of financial data (financial statements and management reports for the last three fiscal years); financial information from open sources.

### Asset information
Assessment of the company's assets, including tangible and intangible assets owned. Real estate due diligence.

## Competitor Analysis

### Production structure
Quantity and quality of production, description of plants and production lines, logistics structure.

### Technological know-how
Analysis of research and development activities; information on the nature and type of registered trademarks and patents; ownership of know-how and technologies; training plans; ongoing management projects; level of use of IT resources and the company's web integration. Summary of historical background.

### Marketing information
Analysis of the type of offering, product portfolio, market share, competitive positioning, description of sales networks, and development plans.

### The following checks are carried out both on counterparties and competitors, across the entire defined scope of analysis:

- Negative findings and adverse records;
- White List and Legality Rating checks;
- Checks on international databases;
- Research on the profiles of the entities within the scope of analysis on the web and social networks;

## Competitive Intelligence

### Competitor identification, monitoring, and benchmarking.
Identification and presentation of local and general variables that may affect business operations. Insight into every factor impacting the company's relationships with its customers and suppliers. Analysis of hostile factors that may have repercussions on the client's business, along with suggestions for possible strategies to counter external threats.