

FALS – Asset Tracing Services

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| |  | | --- | | WHO WE ARE: FALS are the asset tracing and investigation specialists whose intelligence and report solutions have been specifically developed for legal and corporate clients seeking professional and fixed fee investigations with fast turnarounds. WHAT WE DO: In addition to tracing assets, we gather crucial intelligence to inform your litigation strategy, bridge knowledge gaps, answer crucial questions, reduce risk and maximise recoveries. This is achieved by leveraging advanced open source & expert human intelligence with specialist wealth profiling techniques and extensive forensic analysis. The result of this uniquely holistic approach to fixed fee investigations is the ability to provide maximum investigative insight for your case whilst ensuring scope and fees are proportionate to the matter in hand. CASES: Clients rely on our investigation solutions on matters spanning Commercial Claims & Disputes, Civil Litigation, Financial Fraud, Enforcement of an Order, Claims against a Director (including those on behalf of a Liquidator), Personal Injury, Employee Fraud, Unpaid Debts / Loans, Investigation in respect of Bankrupt’s Assets (on behalf of a Trustee), Matrimonial and Enforcement of Personal Guarantees. A handful of Case Studies are provided on page XX of this brochure. FEES: We urge all legal and corporate clients, where appropriate, to discuss cases with us from the inquiry stage so that we can scope out research possibilities, advise on where we can add most value and, crucially, provide a fee estimate that is both proportionate to your case and adds maximum value. We do appreciate that this is not always an option though and so, with the benefit of having worked on hundreds of cases, we have developed the following report categories under which many asset trace investigations are likely to fall. ‘MOSAIC’ ASSET TRACE REPORTS: Our experts have developed a suite of Asset Tracing products to suit various budgets or quantum / nature of claim which, in addition to tracing specific assets, seek to help clients to manage certain other risks inherent in litigation / enforcement.  Despite the relative simplicity of our service structure, we recognise that every case is unique, and clients should rest assured that we treat every case on its individual requirements - tailoring each investigation accordingly. Thus, the information that follows is to provide a steer in terms of cost and scope for any given investigation in the absence of a more formal scoping exercise.  Our ‘Mosaic’ Asset Tracing products meticulously piece together findings from a myriad of sources to provide an overall picture of the subject, circumstances, and context. For relatively basic pre-sue case, for example, our remit might generally be to:   * Trace physical assets such as residential, investment or commercial property, holiday homes, cars and vehicles, inheritance, private limited company business interests and beneficial ownership searches * Conduct wealth profiling analysis so their lifestyle, background, family, trading history, solvency history, employment, and social media analysis * Perform solvency due diligence through judgment, bankruptcy, credit, charges registers, court record and other proprietary database searches   Beyond these basic investigations, and moving through the Mosaic levels, we assist on more complex cases and individual, trace additional assets (above and beyond the “low hanging fruit”) and provide detailed open source and human intelligence to bridge knowledge gaps. | | ‘MOSAIC’ PRICE & SERVICE GUIDE: | | | | | | |
| PINPOINT MOSAIC | | SNAPSHOT MOSAIC | FOCUSED MOSAIC | ENHANCED MOSAIC | INVESTIGATION / INTERNATIONAL MOSAIC |
| Generally recommended where the primary focus is to trace the whereabouts of the subject | | Generally recommended for claims of up to £80,000 | Generally recommended for claims of up to £250,000 | Generally recommended for higher value claims | Generally recommended in complex and/or overseas claims and bespoke matters |
| - Discreet address and property database enquiries - 1 expert analyst - Investigation on one key subject  - Local enquiries - Email report with supporting document(s) relating to the traced residential address | | - Discreet tier one\* Open Source Intelligence (OSINT) enquiries - 2 expert analysts working on the case - Asset trace investigation on one key subject and current partner/spouse  - Local enquiries - Forensic analysis of most pertinent current corporate interest(s) - Focus points Mosaic executive analysis and summary - Written report with supporting documents - Email updates on progress and key findings | - Discreet tier one & two\* OSINT enquiries - 2 to 3 expert analysts working on the case - Asset trace investigation on key subject, current partner/spouse and immediate family - Forensic analysis of current corporate interest(s) and pertinent previous interest(s) - Human intelligence enquiries - Site attendance and pre-text enquiries - Focus points Mosaic executive analysis and summary - Written report with supporting documents - Regular email/telephone updates on progress | - Discreet tier one, two & three\* OSINT enquiries - 3+ expert analysts/investigators working on the case - Asset trace investigation on one or two key subjects, current partner/spouse, immediate family and close associates - Bank account searches *(subject to GDPR conditions being satisfied)* - International database enquiries - Potential for multijurisdictional source enquiries - Forensic analysis of current and previous corporate interest(s) - Human intelligence enquiries and interviews - Site attendance and pre-text enquiries - Focus points Mosaic executive analysis and summary - Written report with supporting documents - Enhanced report output - tabulated results & charts - Regular email / telephone updates on progress  - Case debrief | - To be determined as per the specific scope of investigation |
| £400 + VAT | | £600 + VAT | £1,200 + VAT | £2,000 + VAT | POA |

# *\*OPEN SOURCE INTELLIGENCE (OSINT) TIERS:*

***Tier One*** *OSINT sources are essential public and proprietary datasets and may include: Voters Roll Records, Consensual Marketing Data Footprints, Current Active Credit File Footprints, Land Registry, Landline, Mobile & Ex-Directory (hidden) Telephone Records, Corporate Records, Other Proprietary Database Sources, Social Media, County Court Judgment Databases, High Court Judgment Databases, Bankruptcy Searches, Proprietary Database Shareholder Searches, Historical and Concurrent Credit File Footprints, House Prices Information Database Checks, Property Company Reverse Land Registry Enquiries, Probate / Inheritance, Company Credit Files and Accounts Analysis, Genealogy Databases & Family Searches, Interim Charging Orders / Property Charge Databases, Insurance Data Indicators, One-the-ground Enquiries, Historical HM Land Registry searches, Corporate Payment Data, Risk Scores, Government Databases, Data Leaks, Royal Mail Forwarding Database, Vehicle Finance Enquiries, International Corporate Databases, Regional News, Business Publications.*

***Tier Two*** *sources may sit behind paywalls, require more advanced data mining/analysis or represent more time intensive investigations such as: Deep Internet, GRO enquiries, Human Intelligence / Source Enquiries, Third Party Credit Agency Enquiries, Local Language News Sources, Vehicle Finance Enquiries, Specialist Paywalled Data Repositories, Archived Domain & Website Registration, Archived / Hidden Corporate Data, Archived Voters Roll Footprint Searches, Local Authority Planning Application, Specialist Employment Checks.*

***Tier Three*** *sources, enacted by specialists in their respective fields, require individual expert manipulation, advanced human intelligence enquiries, the use of technology or AI, and/or sit behind advanced paywalls. These include: human intelligence enquiries and interviews, Dark Web, Physical Attendances, Pre-Text Enquiries, Bank Account Searches (subject to GDPR conditions being satisfied), International Database Searches, In-Person Registry Searches, Physical Asset Identification, Large Data Gathering and Analysis Software.*

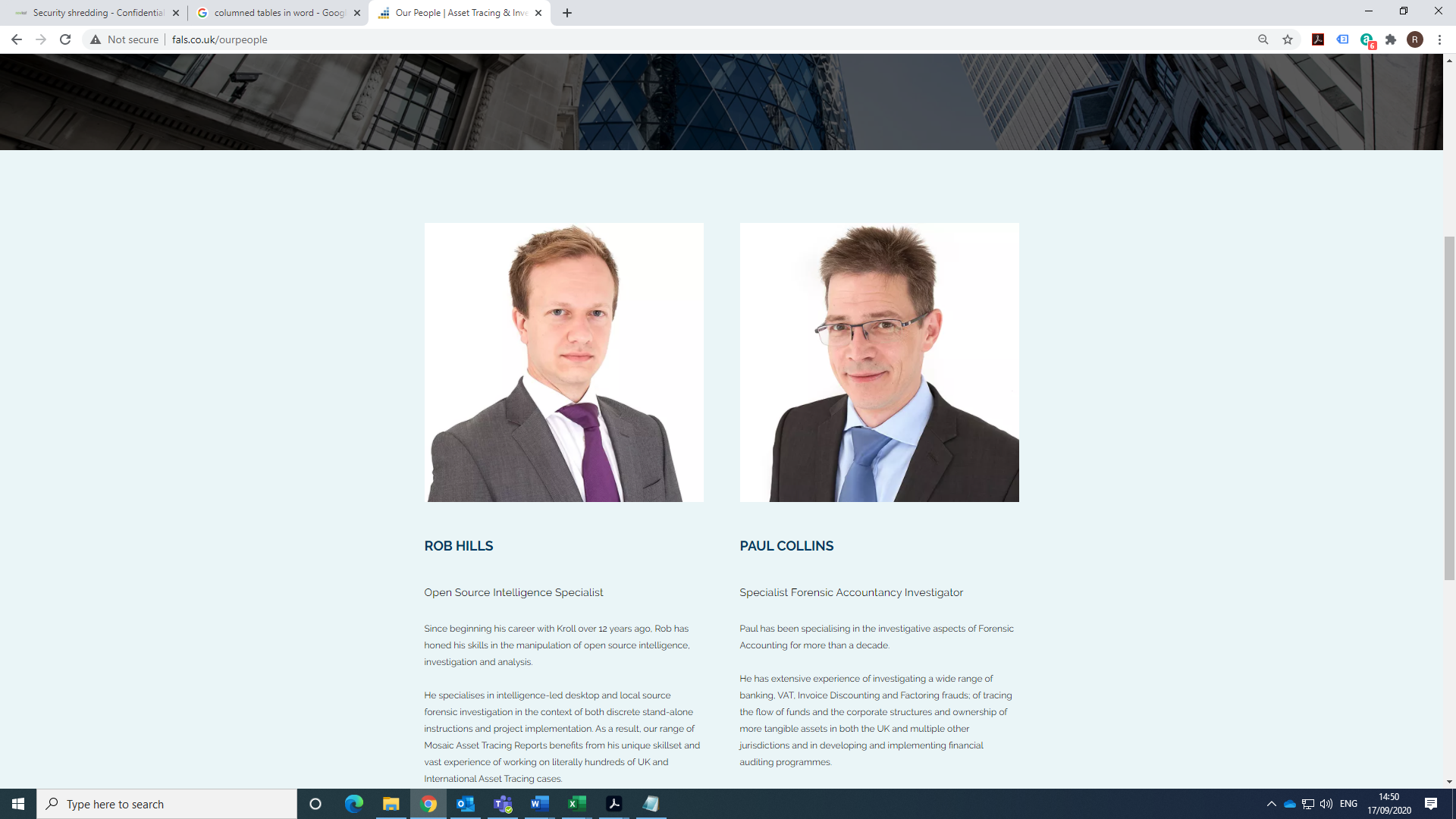
# DIRECTOR OF ASSET TRACING:

**ROB HILLS -** Open Source Investigations & Intelligence Specialist

Since beginning his career with Kroll over 14 years ago, Rob has honed his skills in the manipulation of open source intelligence, investigation and analysis.

He specialises in intelligence-led desktop and local source forensic investigation in the context of both discrete stand-alone instructions and project implementation. As a result, our range of Mosaic Asset Tracing Reports benefits from his unique skillset and vast experience of working on literally hundreds of UK and International Asset Tracing cases.

As well as contentious civil litigation, pre-sue and fraud investigation, Rob’s experience also spans business intelligence, KYC / AML, compliance projects and other due diligence, all of which feeds into the scope of our investigations.



# MOSAIC REPORT EXAMPLE CASE STUDIES:

**UK LOCATION TRACE AND ASSET SEARCH INVESTIGATION**

**Client:** Law Firm

**Scenario:** The end client had obtained Judgment in a UAE court following the collapse of a business venture. Significant assets had already been identified in Dubai but the Director was suspected of having moved back to the UK. We were engaged to trace the individual and locate UK assets.

**Result:** The subject was found to own a £3m property in a prestigious private housing estate, in which he lived with his wife, children, and members of their wider family. We also identified a family property portfolio (consisting of high street retail outlets and residential flats) held through a British Virgin Islands company, as well as a successful local business of which his wife was the sole Director but which they jointly owned.

**OVERSEAS LOCATION TRACE AND ASSET SEARCH INVESTIGATION**

**Client:** Law firm

**Scenario:** The end client had provided an interest free, unsecured loan of over £500,000 to an associate on the understanding that, after a specified period of time, the full amount would be repayable on demand. Instead, the recipient of the loan liquidated his UK assets and moved overseas with his wife to the country of her birth.

**Result:** We traced the whereabouts of the individual and were able to identify, through an Enhanced Mosaic Report, a new business which the subject had started overseas (with assets against which to enforce) and residual assets in the UK. This assisted our client in developing a suitable recovery strategy.

**PERSONAL INJURY PRE-SUE REPORT**

**Client:** Law firm

**Scenario:** The end client had been injured at a racing circuit due to the alleged negligence of the target subject. The subject had not complied with our client's request for motor and public liability insurance details and our client wished to assess the subject's net worth to determine whether, in the absence of the requisite insurance cover, the end client would be able to seek potential damages from the subject directly.

**Result:** As well as identifying several high value vehicles and other chattels, our investigations found and proved that the target subject's marital home and three investment properties had been transferred into his wife's sole name just days after our client's letter before action would have been received. The marital home was unencumbered and, whilst the three investment properties were all subject to mortgages, our enquiries had uncovered all the hallmarks of an attempt to place the assets beyond the reach of a claimant. We estimated there to be significant equity in the property portfolio to satisfy a large proportion of any damages awarded. Our enquiries also established that the subject continued to trade with some commercial success through a limited company.

**SEARCHING FOR UK ASSETS AGAINST WHICH TO ENFORCE**

**Client:** Law Firm

**Scenario:** The end client had what our client considered to be an extremely strong legal claim. Unfortunately, the target subject (a high net worth individual) was an overseas national and domiciled in a jurisdiction in which it is notoriously difficult and extremely expensive to enforce. The client instructed FALS to carry out UK enquiries to ascertain whether the subject had any UK assets against which they could enforce.

**Result:** On this occasion, whilst the target clearly had a history of UK property ownership, he had long since liquidated his assets and moved back overseas. Although this was not the desired outcome, the client was at least able to make a pragmatic decision prior to incurring the costs of litigation.

**LENDER CALLING ON PERSONAL GUARANTEES**

**Client:** Specialist Lender

**Scenario:** Our client provided bridging finance to an SPV (a limited company) for the development of a listed building. The company was already subject to two secured charges and thus our client had taken additional security by way of personal guarantees from four guarantors. The development project ultimately failed and our client was forced to call on the guarantees.  We were instructed to investigate the potential for recovery against the guarantors.

**Result:** All four guarantors had very different asset and corporate portfolios. Property assets (including those held via holding companies) against which the client could potentially enforce were identified for two of the guarantors and in-depth financial analysis of a third guarantor's corporate interests provided yet further leverage. The fourth guarantor was assessed to be a man of straw. Our findings enabled our client and their lawyers to devise a suitable strategy for recovery.

**INVESTIGATIONS IN DEFENCE OF A CLAIM**

**Client:** Investigator

**Scenario:** The end client had entered into a joint venture with three private individuals on a development project to be run through a special purpose vehicle. However, the project did not proceed and the three individuals subsequently commenced legal proceedings, claiming breach of contract. Our end client's defence was that the project could not proceed because, contrary to their undertakings, the individuals possessed neither the personal wealth nor external financial backing to enable them to make good on their commitments under the joint venture. We were engaged to review the target subjects' current and historical financial positions dating back to the period, several years prior, when the individuals’ obligations should have been discharged under the agreement.

**Result:** The three individuals were proved not to be men of significant financial means. At first blush, one of the subjects (who was the individual expected to contribute the funding) was found to have had a large number of property assets previously under his control, although these proved to have already been heavily leveraged and the companies in which they were vested had entered into liquidation at or around the time in question. The other individuals, whilst having comfortable levels of personal wealth, were expected to contribute their expertise to the project and none of them possessed sufficient assets to have been able to finance it. Our findings were presented in detailed reports which enabled the end client and their lawyers to adapt their defence strategy accordingly.

**USE OF AN ALIAS - ASSET TRACE**

**Client:** Investigator

**Scenario:** The end client had provided an invoice finance facility to a small business and obtained a personal guarantee from its Director. The director abused the facility and we were instructed to carry out standard pre-sue due diligence.

**Result:** We found that not only was the Director joint proprietor together with his wife of their residential address but also, crucially, owned four other investment properties using an alias. The client was subsequently able to significantly broaden its scope for recovery.