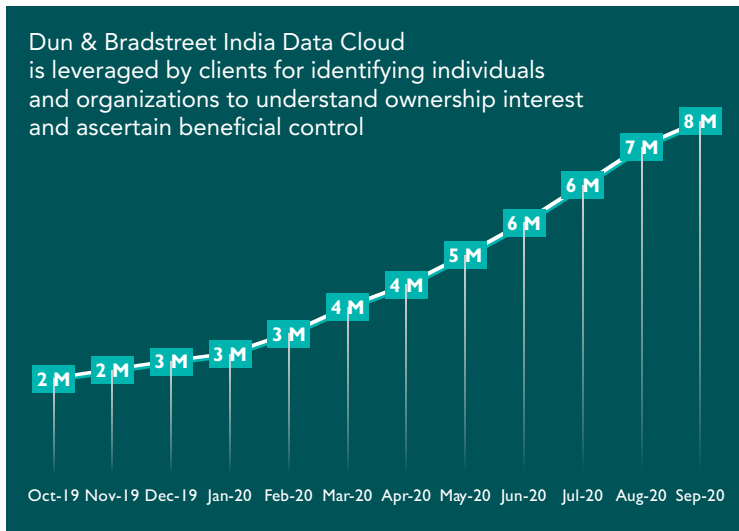


## Dun & Bradstreet India Data Updates

### Ultimate Beneficial Ownership (UBO) Coverage of Indian Companies

Dun & Bradstreet India's UBO coverage has increased by 4 times to 8 million records in the last 12 months. This enhanced coverage will equip clients to better scrutinize their third-party relations in India.

#### Increase in D-U-N-S with UBO coverage in last 12 months



#### UBO data enables due diligence of third parties to ensure compliance

- Anti-Bribery/ Anti-Corruption
- Anti-Money Laundering
- Know Your Customer
- Sanctions Laws and Regulations

### Individual and Corporate UBO Coverage

Clients can now leverage the UBO data to ascertain connected relationships between businesses and natural person(s) who ultimately own or control a business.

- Individual
- Corporate
- Direct Entity



Note: Direct Entity shareholder is a shareholder that has not been classified as a corporate shareholder with D-U-N-S or an individual shareholder by the local market



Company details | Management information  
 Legal & Compliance information  
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## Beneficial Ownership: Seeing Through Smoke and Mirrors



By Dr. Arun Singh, Global Chief Economist, Dun & Bradstreet

Enhancing the transparency of beneficial ownership has been high on the agenda of G20 countries. More than ever, companies now need to know who they do business with.

Understanding the Ultimate Beneficial Owner (UBO) of a business helps companies in combating money laundering and other illicit activities. However, the benefits of UBO identification goes beyond staying on the right side of the law and the use cases of UBO identification are aplenty. UBO data can help companies mitigate concentration risks in supply chains by revealing the level of interdependencies between their suppliers. UBO data is a crucial tool for private and public entities involved in large scale tenders. It helps ensure that a single ultimate owner isn't behind multiple bids, and thereby maintains fair competition and price integrity. UBO data can be used by fund managers to ensure portfolio diversification and to assess the true level of risk of an investment. Exporters and Importers also need to be aware of the UBO before filing a suit in which a vessel (ship) is involved since suing the wrong party could result in regulatory delays and additional costs.

However, the complexity and broadness of UBO data adds a huge burden on a company's operations. One of the key challenges faced by companies in the UBO identification process

is the lack of publicly available UBO registry data. Although UBO disclosure is mandatory in many countries, peeling back the complex legal structures designed to conceal UBO represents a significant challenge. There are legitimate reasons for owners to conceal their identity, e.g. certain information could expose them and their families to crimes such as extortion and robbery. And there is a vector of lawful mechanisms to conceal one's identity. The most popular ones are the use of derivatives, appointment of nominee shareholders, creation of omnibus accounts, issue of multiple voting-rights shares and creation of complex structures such as indirect and looping ownerships that extend across multiple jurisdictions. While companies disclose UBO information, a majority of them indulge in boilerplate disclosure. Adding to the UBO identification burden is the non-standard documentation in Offshore Financial Centers (OFCs) and flexible change of ownership in OFCs. The solution to this problem is harnessing data and analytics to automate the identification and verification of beneficial ownership. The ability to identify beneficial owners in a few clicks not only increases the accuracy and reliability of the data but also reduces operational costs. By partnering with a trusted third-party data provider, companies can enhance the advantages of a data-inspired approach to become more agile and competitive.



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