

The Brazilian Cowboy

Emerging Markets Due Diligence

PRESCIENT

Who's involved?

International Hotel Chain

What's the problem?

The client approached Prescient to conduct due diligence on an individual who was heavily involved with an upcoming business deal in South America.

How was it handled?

Initial English language research for the Brazil-based subject returned limited information aside from several news articles and non-descript social media profiles that describe him as a player in the Brazilian agricultural market. Limited connections were found between the subject and the company with which the client was looking to do business.

Additional Portuguese language research, utilizing regional media sources and Brazilian corporate documents, returned results that further describe the subject's business dealings and professional affiliations.

Through this language-specific search, no derogatory information was found, and these results described the subject as an upstanding businessman with generations of experience in the agriculture and construction industries. The subject's family is considered one of the most widely regarded families in the agriculture and construction industries, and has been honored on several occasions by the Brazilian federal government.

So, what happened?

Based on Prescient's findings, the client chose to not only continue their business with this individual and his company, but expand their operations and pursue further projects worth millions of dollars.



Research & Analysis Highlights:

- English-name database and open source searches were conducted to identify derogatory information, although none was discovered.
- Analysts utilized Portuguese-language research and Brazilian corporate document searches to reveal information on the subject's business dealings.
- Further research through regional media sources revealed positive information on the potential business partner, leading the client to enter into a fruitful partnership with the subject.

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