



**BUREAU VAN DIJK**

A Moody's Analytics Company

**Welcome to the  
business of certainty**

# ***L'importanza della 'corretta' valutazione della struttura societaria e del titolare effettivo***

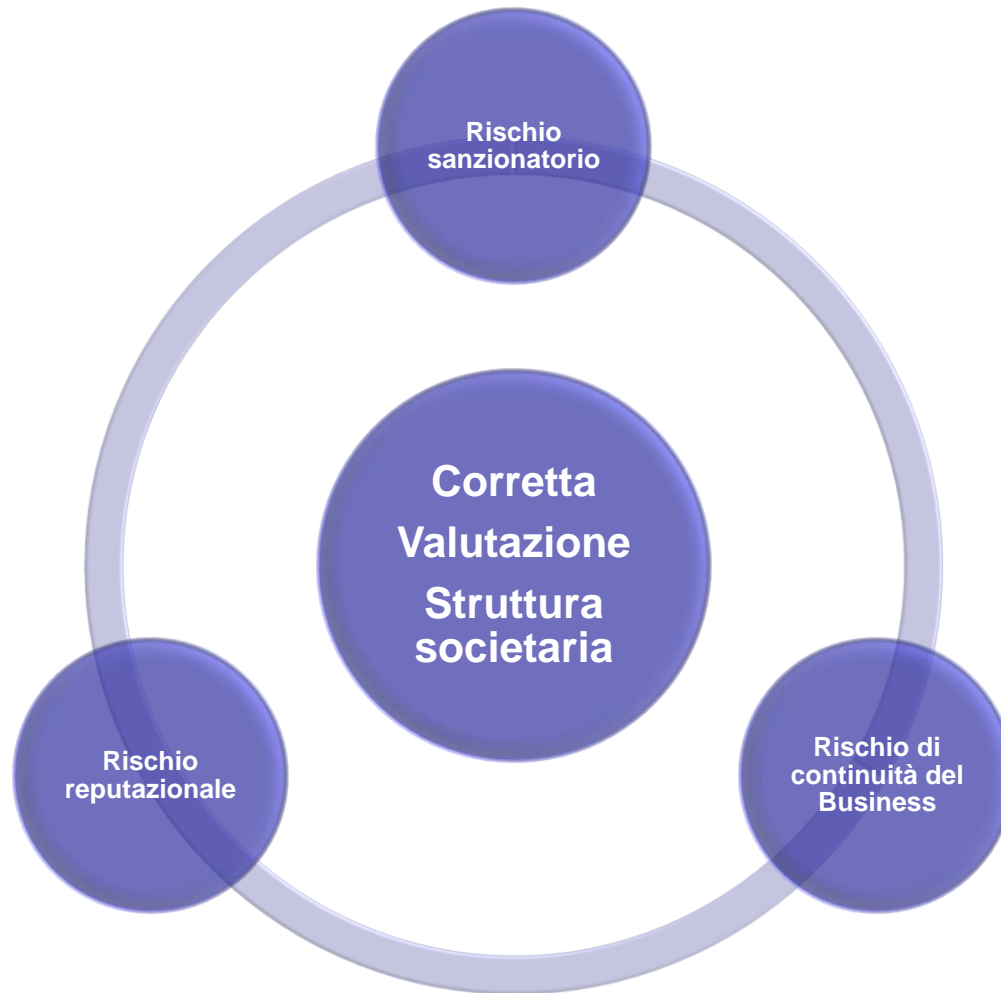
**Domenico Piscitelli**

Core Member Government Group  
Bureau van Dijk Italy



**“Corretta Identificazione”**

# L'importanza dell'analisi societaria e della corretta valutazione



# Valore della reputazione

*«Più del 25% del valore di mercato di una società è indirettamente attribuibile alla sua reputazione»*

World Economic Forum



# Sempre più oltre i confini nazionali



# **Strutture societarie**

# Strutture societarie e titolare effettivo

## Nascondere fondi di provenienza illecita

- Schemi di finanziamento al terrorismo
- Proventi legati a reati di corruzione
- Traffico di droga
- Transazioni di denaro sporco
- Tangenti a funzionari governativi
- Acquisizione di attività per finalità legate al riciclaggio di denaro

## Evadere il regime sanzionatorio

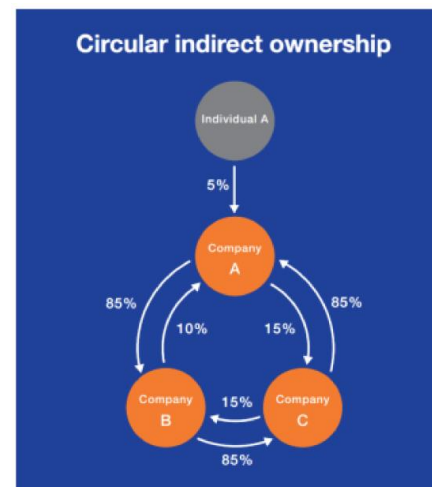
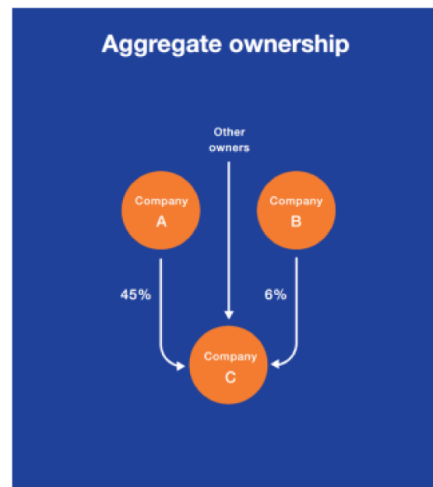
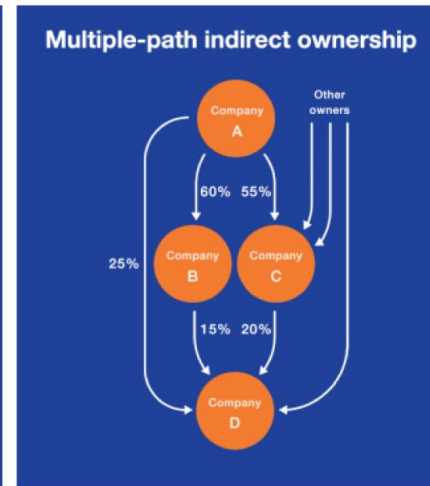
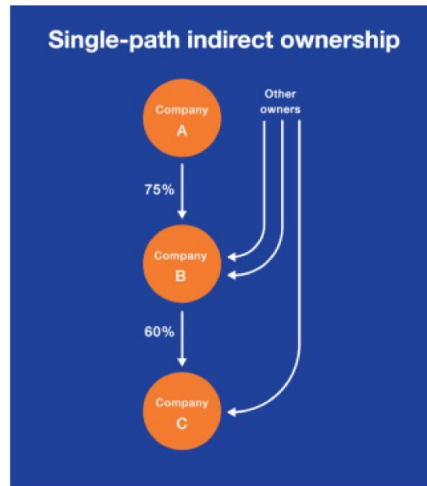
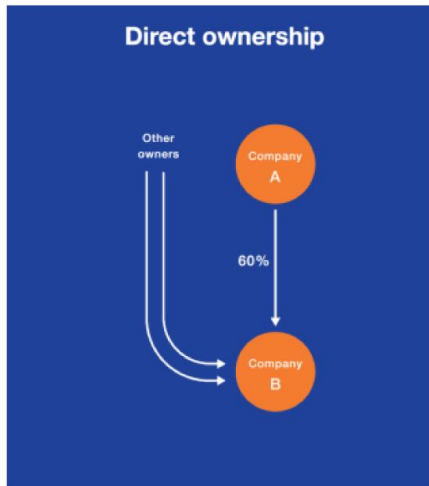
- Regimi di sanzioni internazionali
- Sanzioni ONU - UE
- *Treasury Office of Foreign Asset Controls (OFAC)*

## Motivi fiscali

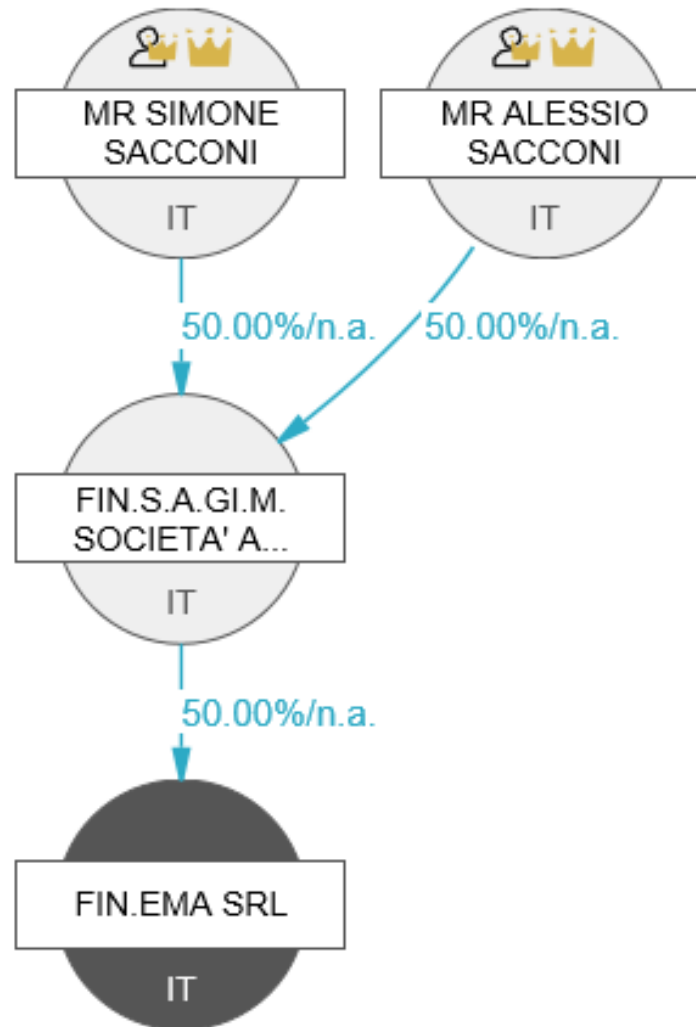
- Pratiche evasive ed elusive



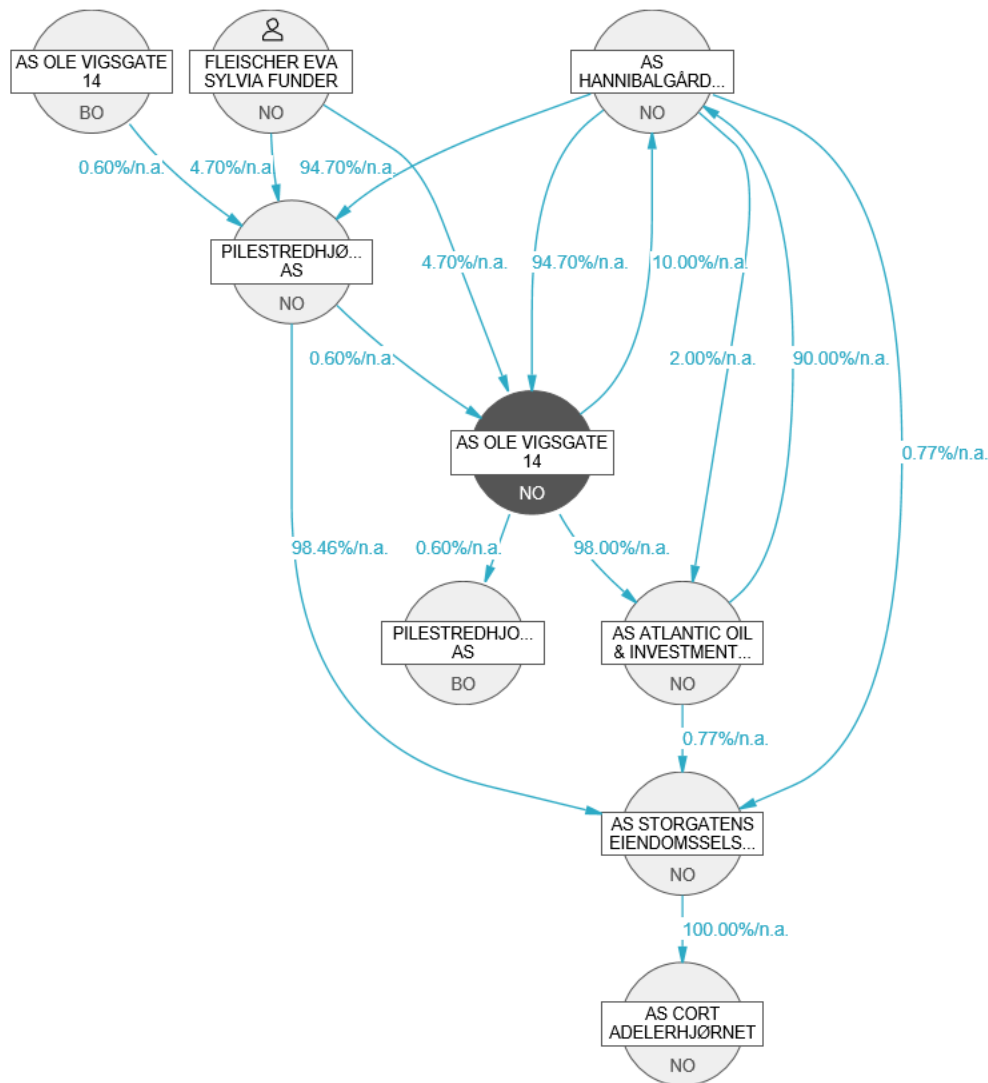
# Strutture societarie



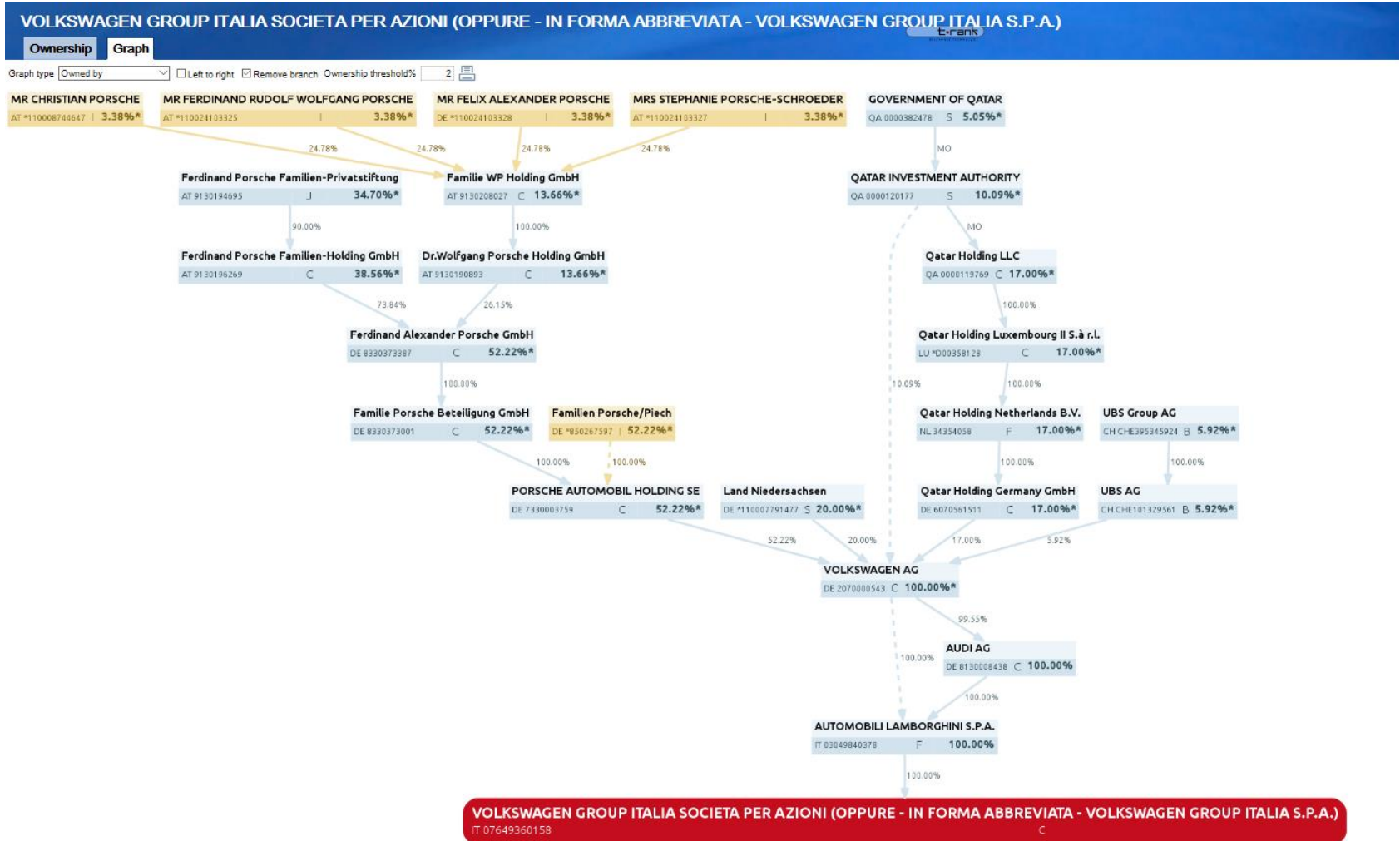
# Struttura societaria semplice



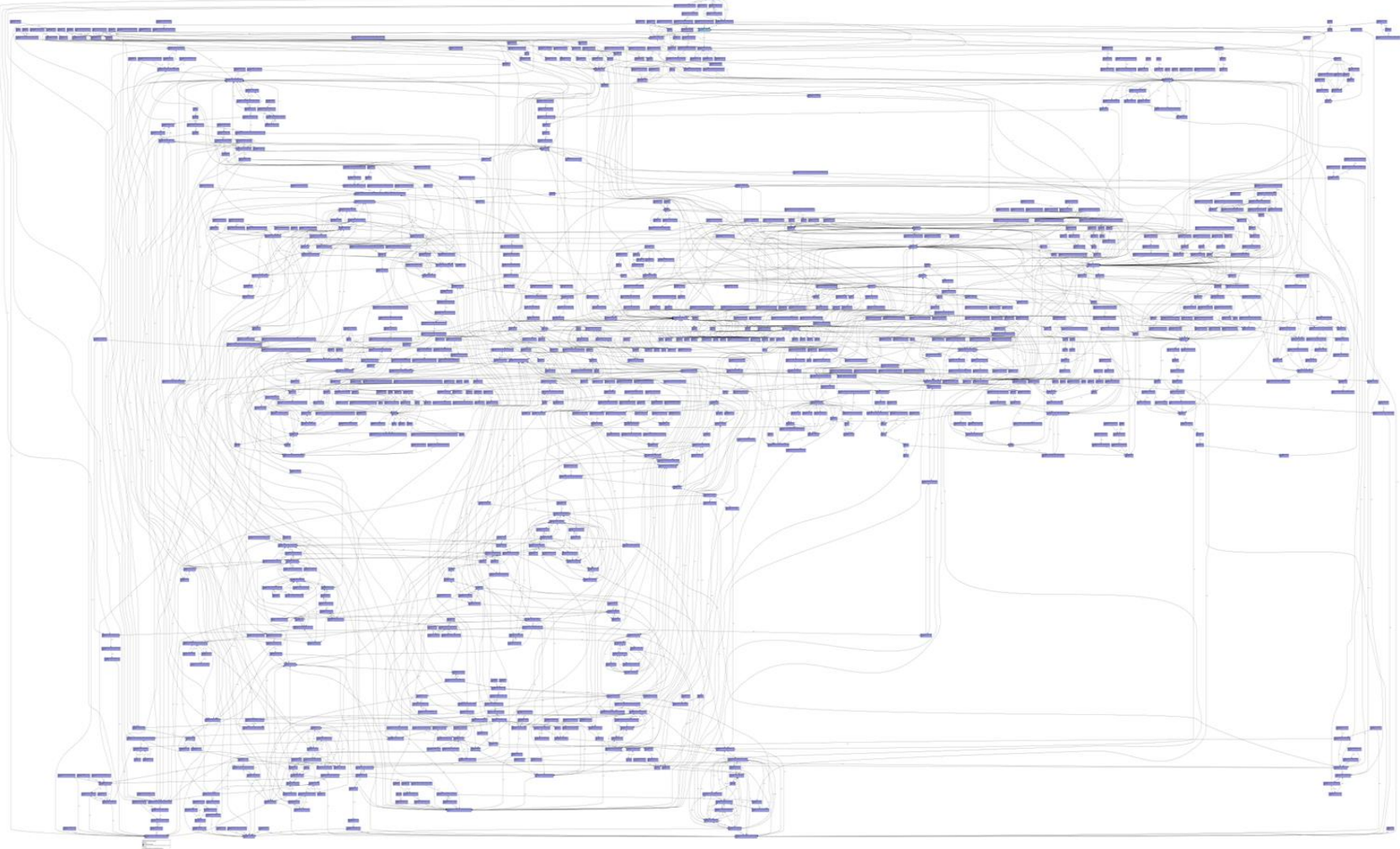
# Struttura societaria complessa



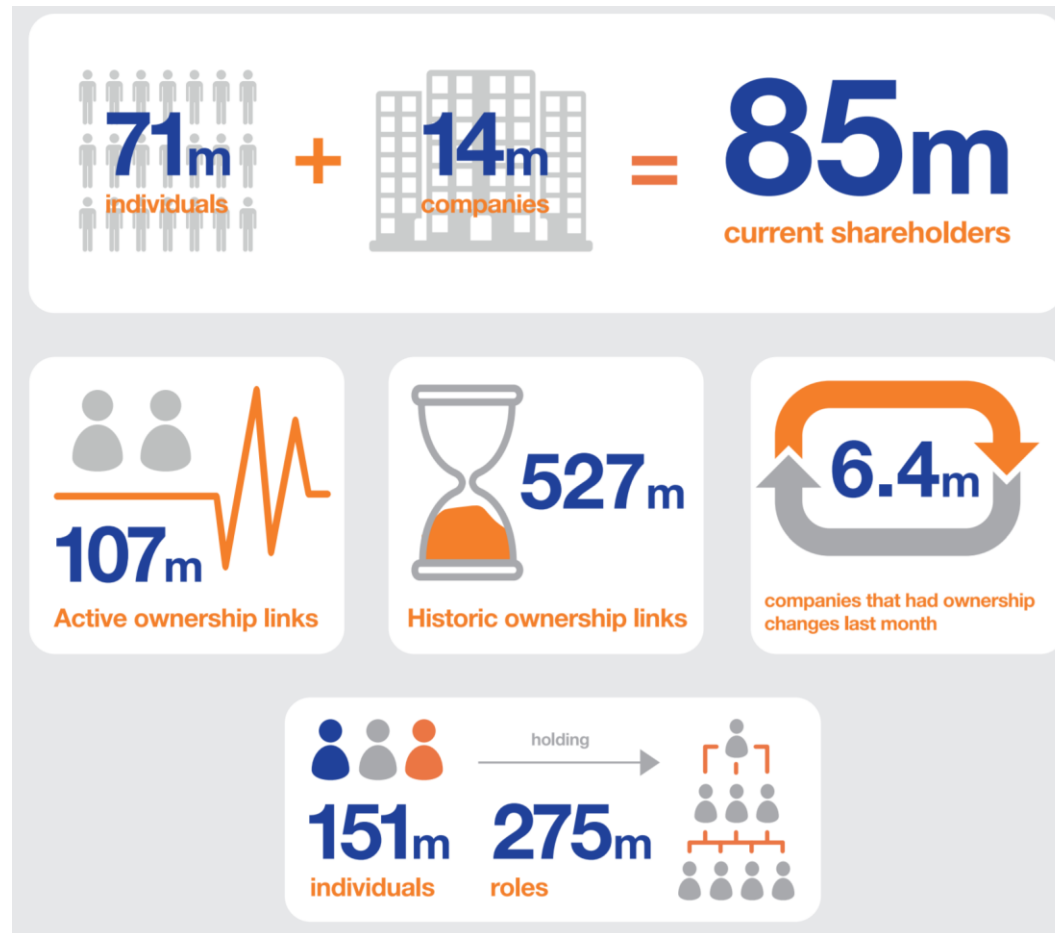
# Struttura societaria complessa



# Struttura societaria complessa



# L'ownership database di Bureau van Dijk

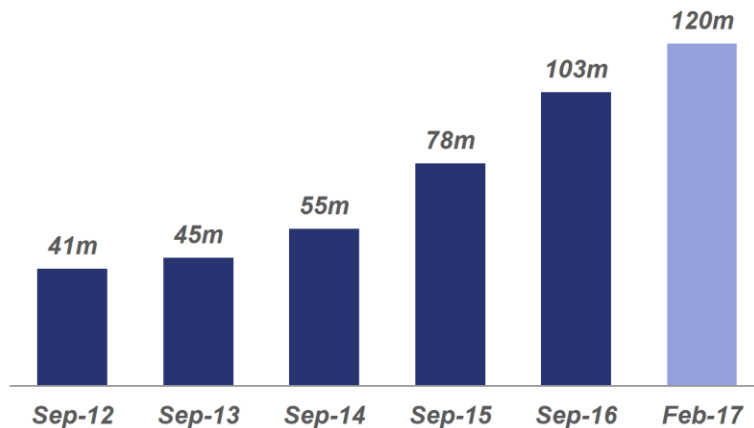


# L'ownership database

## Proprietary Ownership Database

- ▶ Proprietary ownership database underpins Bureau van Dijk's competitive advantage
- ▶ Provides customers with up-to-date shareholder structures for 84 million listed / unlisted companies around the world
- ▶ Meets the rapidly increasing demand for ownership information required by new regulations

Number of current ownership links



## Maintained by our Specialist Team

- ▶ Spread across Brussels, Manchester, Rome, Dubai and Beijing
- ▶ Key functions:
  - Quality control
  - Information updates
  - Client requests
  - Data matching

## Key Achievements in 2016

- ✓ Data for private US companies from FR Y-6
- ✓ Optimised archived ownership database
- ✓ New IPs for 12 different countries
- ✓ Encoded data for funds
- ✓ Creating global investment groups
- ✓ Flagged shareholders who are also directors



# Dal dato originale al dato standardizzato e confrontabile

**orbis**

Companies: شرکت ملی نفت ایران

Active  
BvD ID n° IR0000047087

TEHRAN, Islamic Republic of Iran  
The GUO of this controlled subsidiary is  
GOVERNMENT OF ISLAMIC REPUBLIC OF IRAN  
State-owned: Islamic Republic of Iran

Directors & managers

Current directors & contacts  
Directors/Managers/Contacts - Boards & committees (3)

Boards of directors

Mr احمد جاله بايی  
P132812788  
Vice Chairman of the Board  
Confirmed on 01/03/2017  
1 source

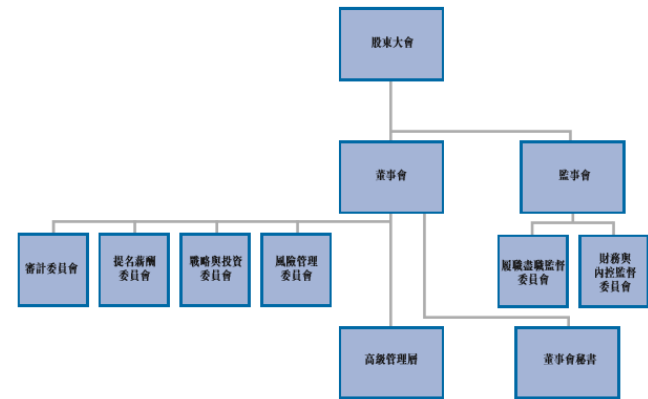
Mr جيهري  
P046790063  
Vice Chairman  
Confirmed on 11/07/2016  
1 source

Name is the same as, or similar to, a PEP or risk relevant name

有關未能滿足企業管治守則第A.4.2條的事宜，由於陸健瑜先生的董事任職資格尚待中國保監會核准，因此蔡國先生將繼續擔任本公司董事。因此本公司於報告期內未能滿足上市規則附錄十四的企業管治守則中每名董事應輪流退任，至少每三年一次的要求。有關詳情，請參考本公司於2014年3月11日刊發的公告。

有關未能滿足《上市規則》3.10A條的事宜，於2014年9月26日，項懷誠先生辭任本公司獨立非執行董事，而令本公司獨立非執行董事未有佔董事會成員人數三分之一。於2014年12月30日，本公司已召開董事會審議通過提名湯世生先生為獨立非執行董事候選人的議案，但其委任仍待股東批准。有關詳情請參考本公司於2014年9月26日及2014年12月30日刊發的公告，本公司將在年度股東大會上提出有關議案。

本公司公司治理結構圖如下：



Коды эмитента	
ИИН	7736050003
ОГРН	1027760070518

Раздел I. Состав аффилированных лиц на 3 1 1 2 2 0 1 6

№ п/п	Полное фирменное наименование (наименование для некоммерческой организации) или фамилия, имя, отчество (если имеется) аффилированного лица	Место нахождения юридического лица или место жительства физического лица (указывается только с согласия физического лица)	Основание (основания), в силу которого (которых) лицо признается аффилированным	Дата наступления основания (оснований)	Доля участия аффилированного лица в уставном капитале акционерного общества, %	Доля принадлежащих аффилированному лицу обыкновенных акций акционерного общества, %
1.	Общество с ограниченной ответственностью «Газпром ЛНХТ»	Российская Федерация, 142770, г. Москва, п. Соосенское, пос. Газопровод, 101	1. ПАО «Газпром» вправе распоряжаться более чем 20% голосов, принадлежащих на доли, составляющие уставный капитал ООО 2. Принадлежит к группе лиц ПАО «Газпром»	19.03.2007 19.03.2007	-	-
2.	Шилзов Сергей Викторович	-	Принадлежит к группе лиц ПАО «Газпром»	27.11.2007	0,0001267239	0,0001267239
3.	Общество с ограниченной ответственностью «Газпром подморозком Уренгой»	Российская Федерация, 629300, Тюменская область, Ямальско-Ненецкий автономный округ, г. Новый Уренгой, ул.Набережная, 52 «г»	Принадлежит к группе лиц ПАО «Газпром»	29.03.2013	-	-



# Processi KYC e approccio basato sul rischio

**ALTO**  
**IN PROGRESS**

**OCTO TELEMATICS S.P.A.** - ROMA, ITALY  
GUO: VEKSELBERG VIKTOR FELIKSOVICH

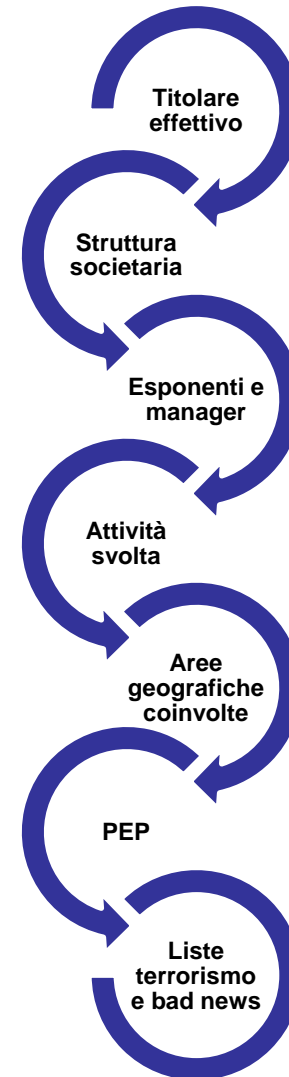
Created: sibra (22/05/2017 5:46 PM) - Status: In progress

Outcome

Rating: **Alto** Score: **85**  
Status: **In progress**

Processes

Process	Rating	Score	Process details
<a href="#">Analisi Cliente</a>	Molto basso	0	Subject source list(s): Molto basso
<a href="#">Forma giuridica:</a>	Basso	25	Lo stato giuridico è:Active La forma giuridica è:Public limited companies
<a href="#">Titolare Effettivo</a>	Alto	85	1 BO is a PEP.
<a href="#">Rischio territorio</a>	Medio	60	Provincia : ITI43 - Roma
<a href="#">Rischio settore e prevalente attività svolta</a>	Basso	20	NACE Code : 2620 NACE Label : M... of computers and peripheral equipment
<a href="#">Analisi del gruppo societario</a>	Alto	85	Corporate... : SOC unknown.
<a href="#">Azionisti Controllanti</a>	Medio	50	1 CSH is a PEP.
<a href="#">Esponenti e Manager</a>	Medio	60	1 Director has potential adverse media. 1 manager/staff member has potential adverse media.
<a href="#">FATCA</a>	Molto basso	0	NFFE active



# Integrazione

# Processi KYC: integrazione dati in sistemi terzi

- Titolare effettivo
- Struttura societaria
- Esponenti e manager
- Attività svolta
- Aree geografiche coinvolte

Sistemi di  
Transaction  
Monitoring

- PEP
- Liste terrorismo
- Embargo
- Bad press
- Titolare effettivo
- Struttura societaria
- Esponenti e manager
- Attività svolta
- Aree geografiche coinvolte

Sistemi di  
Analisi  
Visuale

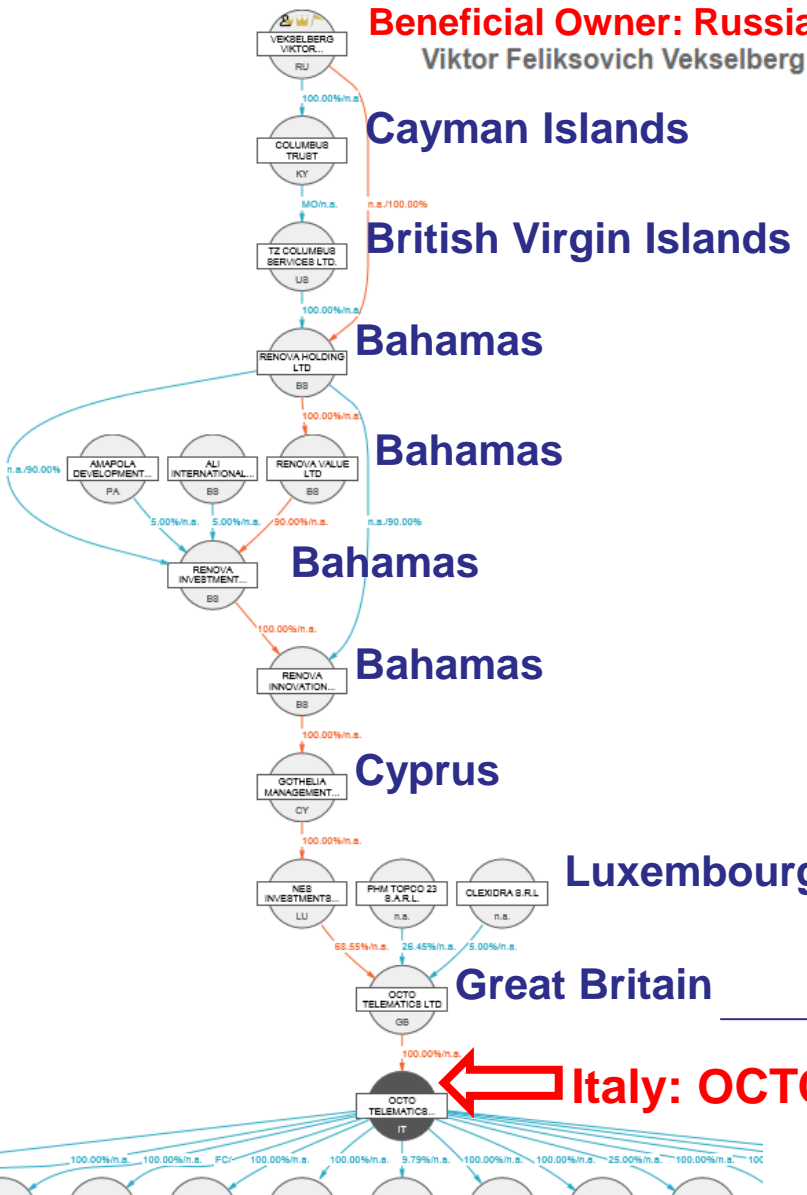


# Conclusioni

# Conclusioni



**Beneficial Owner: Russian PEP**  
Viktor Feliksovich Vekselberg



## Registro titolare effettivo UK

Companies House

BETA This is a trial service – your feedback will help us to improve it.

Search for a company or officer

### OCTO TELEMATICS UK LIMITED

Follow this company  
File for this company

Company number 06408826

Overview Filing history People Charges

Officers Persons with significant control

0 active persons with significant control / 1 active statement

Statement **ACTIVE**

The company knows or has reasonable cause to believe that there is no registrable person or registrable relevant legal entity in relation to the company

Notified on 26 October 2016

Luxembourg

Great Britain

**Italy: OCTO TELEMATICS S.P.A.**

Fonte: database ORBIS, Bureau van Dijk





**BUREAU VAN DIJK**

A Moody's Analytics Company



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Roma, via Morgagni 30E - 06.8404611  
marketing.italy@bvinfo.com

| [bvinfo.com](http://bvinfo.com)