



DETEK INVESTIGATIONS
AKTIENGESELLSCHAFT

... focussing on essentials



To be right and to gain right

As the German saying goes: To be right and to gain right are two very different things. In times of global interdependence between national economies this is especially true in the area of economic crime. Criminal offences in the fields of taxes, insolvency and stock markets as well as accounting, cheque, subsidy and credit fraud or even corporate espionage often remain invisible to the outside world.

Even if a fraud is exposed, the initial problem remains. In the field of civil law, private parties are on equal grounds: No authority will investigate for either side. The situation looks the same in the field of prosecution and the hazard protection. Governmental bodies tend to be overstrained and fail to deploy up-to-date equipment, which leads to considerable deficits in the investigative act.

As either a company or a private individual, to gain your right depends significantly on whether your reproaches or lawsuits are substantiated by facts and figures that stand up to legal scrutiny. It is, therefore, of high importance to successfully investigate and solve crimes. Even more so, prevention and control measures help in avoiding potential damages and in minimizing risks. To this end, a modern security architecture is required.

Dr. Thomas Borcholte,
Chairman of the supervisory board of DETEK AG



Economic crimes – an growth market

The numbers are impressive: Almost every second company in Germany is affected by cases of embezzlement, corruption, product piracy or other forms of economic crimes. Nevertheless, this is but the tip of the iceberg: The estimated number of unrecorded cases of “white collar”-crimes is immense. Companies tend to hesitate to report criminal offences out of concern for the consequences it would have for their reputation. Thus, many of these crimes aren’t even put on record.

When investing abroad, companies find higher risks of economic crimes in certain regions of the world. The more world trade grows, the more strongly companies will be exposed to significantly higher risks of damage in growing markets.

Facts

- In 2013: 71,663 offences in Germany involving a business crime
- Estimated total loss to the economy in Germany per year through international economic espionage: € 200 billion
- An average financial damage of € 300,000 in Germany per year
- Approximately 50 % of the culprits come from inside the company

The company

DETEK AG

- Corporate and private investigations
- Security services for hazard prevention
- Founded in 1979
- Operating worldwide
- 24 hours a day, 7 days a week, 52 weeks a year
- Proper legal department
- Over 100 years of investigation experience on corporate group level

... focussing on essentials

Business investigations

Investigation of economic offences

- Corporate espionage
- Economic espionage
- Patent, brand and product piracy
- Debtor and asset tracing
- ...

Private investigations

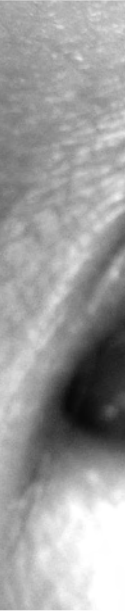
Procurement of evidence for lawsuits

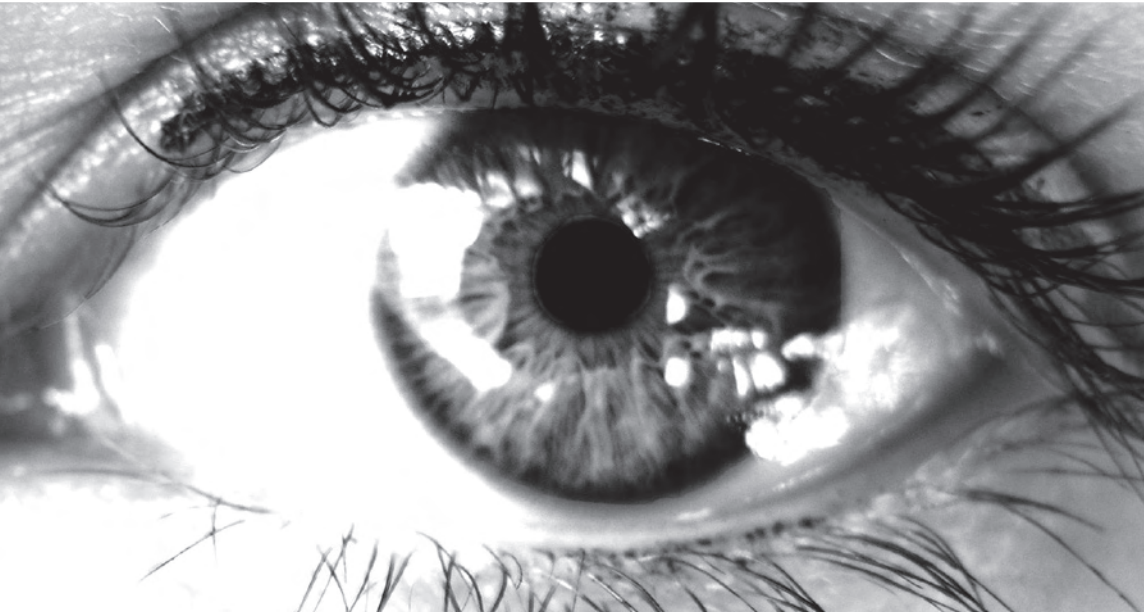
- Inheritance procedures
- Family and divorce matters
- Tenant disputes
- ...

Security services

Preventive measures for risk reduction

- Risk, security and vulnerability analysis
- Seminar and training program for security in the economy
- Personal protection
- Surveillance and monitoring equipment
- ...





Networked operations

Operating locations in Germany

DETEK has branch offices in nine of Germany's most important cities. From these operating bases, we are able to work on your behalf all over Germany.



Berlin

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D-10117 Berlin
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Hamburg

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Fax: +49 (0) 40 32 00 48 08

Leipzig

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D-04103 Leipzig
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Fax: +49 (0) 341 14 96 91-3

Stuttgart

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D-70173 Stuttgart
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Fax: +49 (0) 711 90 12 96-1

Bremen

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D-28199 Bremen
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Fax: +49 (0) 421 34 66 500

Frankfurt am Main

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D-60327 Frankfurt am Main
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Fax: +49 (0) 69 74 74 87 80

Hannover

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D-30161 Hannover
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Fax: +49 (0) 511 90 96 96-96

München

Maximilianstraße 35
D-80539 München
Tel.: +49 (0) 89 38 30 721
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International operating locations

Through our network of representative offices in the United Kingdom, Spain and Switzerland as well as our qualified external partners worldwide, there are no limits for DETEK's international investigation.

London

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Marbella

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Fax: +34 952 83 40 55

Zürich

Am Schanzengraben 27
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Fax: +41 (0) 44 201 89 80

Our philosophy

Why DETEK?

- Legal
- Professional
- Quick
- Flexible
- International
- Confidential
- Connected



DETEK – Focussing on essentials

DETEK is one of the leading and most renowned business investigation agencies in Germany. Our strengths include the quick, discrete, precise and legal collection of all essential facts, both nationally and internationally. DETEK was founded in Hannover in 1979. Together with our subsidiaries, we are able to draw on know-how and experience accumulated over almost 100 years.

Individual teams

Each investigation project is unique. Standardized procedures fail to meet the needs of complex situations. If appropriate, we come up with new investigation methods that suit the singularity of particular scenarios. Hence, we put together individual project teams, including specialists such as former federal criminal police officers or IT specialists.

Law in force

As our customers in manufacturing, commerce and insurance already know: In every investigation, no matter how complex, DETEK always operates within the framework of the laws in force at the time. Our legal department makes sure that the information obtained in the investigation process is admissible in a court of law.



Trained staff

Expert investigation requires trained personnel. The team members involved are proven experts in the fields of criminology, anti-eavesdropping measures, law, economics, finance and many other areas.

To be able to recruit appropriately trained and qualified personnel at all times and thus meet our quality assurance aspirations, we provide specialized basic and further training for business and private investigations through one of our subsidiary companies, Deutsche Akademie für Ermittlungsdienste GmbH.

Sensitive data

DETEK holds the data of its clients to be an especially protection-worthy asset. All data furnished to DETEK is therefore subject to strict security and confidentiality standards. Our standards for the protection of client data even exceed those specified by law. They apply not only in Germany but throughout the world and are extended to third parties contracted.

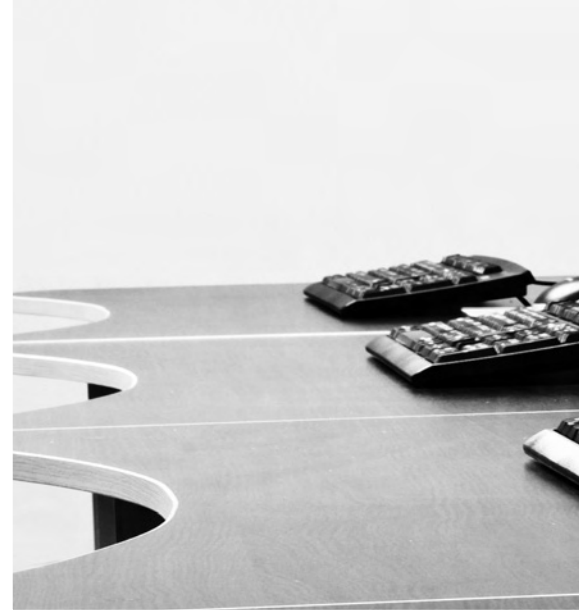
Full availability

To be able to act fast and solution-oriented requires maximum flexibility. We fulfill this requirement by being available by phone around the clock in all of the German operating locations.

Business investigations

„As national and international competition continues to grow, the cases of economic espionage rapidly increase. Thus, our competitors lower their research and development expenses. Theft instead of research: This decreases the production costs.”

Dr. August Hanning,
former State Secretary at the German Federal Ministry of the Interior
and former head of the German Federal Intelligence Service

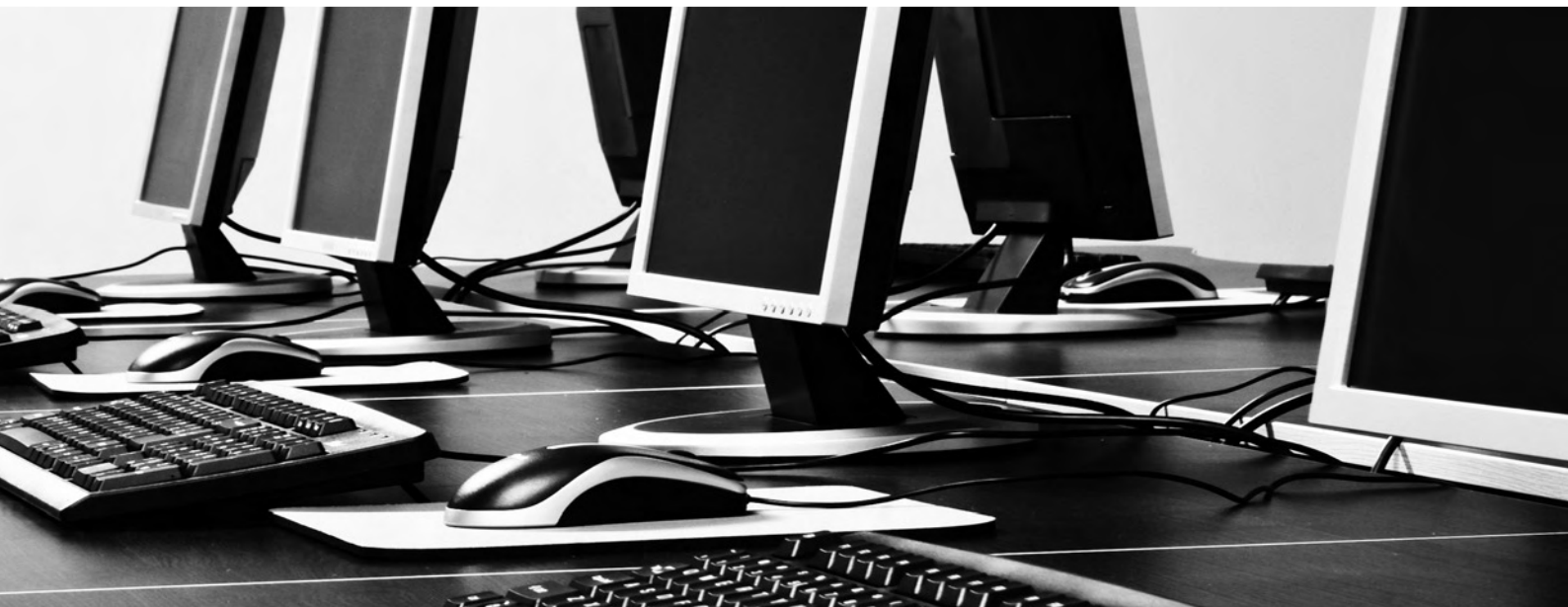


Facts

- Plagiarisms and illicit imitations make approximately 10 % of world trade
- Estimated economic loss through plagiarisms in Germany: € 30 billion per year
- Industries especially affected by economic crimes: insurance and finance (70 %)
- Most common form of illegal attacks: information outflow from inside the company and hacker attacks on IT systems

Corporate espionage and economic espionage

Corporate espionage and economic espionage have the common objective of obtaining economic know-how unlawfully. The difference is that economic espionage is carried out by states, corporate espionage – often referred to as industrial espionage –, on the other hand, is carried out by competing firms. Espionage is not limited to big corporations and large groups of companies. To an increasing degree, innovative small and medium-sized enterprises fall victim of economic or corporate espionage, too. The matter of interest for espionage include not just information on R&D or production processes, but also on cost calculations and general financial data.



Damage sustained by companies from economic or corporate espionage range from minor financial losses to cases so severe that the survival of the company is jeopardized. Fearing to lose their reputation, companies only tend to report every fourth case of economic crime.

Illegal methods employed in espionage are extremely varied. Especially through today's means of mass communication, doors are often unwittingly left wide open to the perpetrators. It should be noted, however, that in many cases the perpetrators come from inside the company.

Patent, brand and product piracy

Successful ideas and innovative products are copied ever faster and at an ever increasing rate. Plagiarisms and illicit imitations tend to account for around ten percent of total world trade and cause damage equivalent to almost € 300 billion (Germany: € 30 billion). In the past, pirating of goods was largely limited to the textile industry; today, however, almost all areas of the manufacturing sector and even the service sector are affected. Enterprises that fall victim to patent, brand or product piracy do not only suffer direct financial losses but also, through the poor quality of the copies, substantial image losses and hence very long-term damage. As a matter of principle, the owner of the rights has a claim against the infringing party to cease and desist from committing the infringement, to furnish all necessary information and to pay compensation. In cooperation with our own legal department, we are able to make a substantiated assessment of the often highly complex legal issues and to initiate appropriate investigations to help you gain the legal redress to which you are entitled.



„Damages through corporate and economic espionage can even jeopardize the continued survival of the company.”

Debtor and asset tracing

“The debtor has moved to an unknown address, leaving no attachable items behind.” This is the kind of sober statement that can often be found in letters from bailiffs. In the worst case, if debtors default on payments, this can result in liquidity bottlenecks that may even jeopardize the survival of the company.

Asset tracing and debtor tracing often go hand in hand. There are many ways for debtors who wish to avoid payment to conceal assets and, thus, deny access to them by the creditors. Convoluted and opaque company arrangements with complicated legal structures, the transfer of assets abroad, illegal employment relationships and other revenues from obscure sources make it virtually impossible for creditors to collect their outstanding claims.

With our operating bases in other European countries, especially in Zürich, and through cooperation with highly reputed business investigation agencies throughout the world, we are also able to trace debtors who have gone abroad and thus help you, the creditor, to recover the money you already believed lost.

DETEK business investigations

- Corporate espionage / Economic espionage
- Patent, brand and product piracy
- Malicious use of process
- Insurance fraud
- Investment fraud
- Insolvency offers
- Sabotage
- Eavesdropping attacks
- Unfair competition
- Shareholder disputes
- Staff theft and unlawful appropriation
- Accounting fraud and expenses fraud
- Illegal employment
- Feigned unfitness for work
- Verification of CVs
- Creditworthiness checks
- Debtor tracing
- Asset tracing
- Vehicle tracing

Private investigations



Watertight

Business investigation is our core competence. Our investigators also have the necessary experience to provide you with all assistance required in connection with private disputes. In this context the main focus lies on procuring evidence for lawsuits.

Generally speaking: our efforts pay off. All documentation and evidence by witnesses are meticulously put together. They form watertight facts and evidence which will stand up in court. As pre-legal-action costs, detective expenses are refundable, if the investigation is directly related to an actual litigation and appears absolutely imperative for conducting the legal dispute according to the Code of Civil Procedure.

DETEK private investigations

- Inheritance disputes
- Issues / Problems in family and partnership
- Tenant disputes
- Slander and defamation
- Traffic accidents and incidents
- Investigation of place of residence
- Alimony and custody issues
- Stalking
- Missing persons investigation

Security services

Facts

- 60 % of companies judge their own corporate preventive measures against industrial espionage as being sufficient
- 20 % of companies have established proper forms of security measures against espionage
- 50 % of companies have rules and policies concerning the treatment of sensitive data

Hazard protection through prevention

Security analysis and vulnerability analysis

To prevent criminal offences is always better than having to lead investigations afterwards. Preventive measures are therefore key in order to minimize the risk of espionage and illegal information outflow. Nevertheless, there are no model solutions. Every measure has to be adopted to the singular requirements of each company, the individual threat and distinct economic conditions. It is recommendable to meet some standard safety procedures in order to effectively protect a company's know-how. Among others, this includes technical measures as protection from hacking attacks or eavesdropping. Lasting common security within the company can only be established through the corporate culture a company lives.

DETEK copes with the complexity of a comprehensive security approach in our security and vulnerability analysis. They include organisation, personnel, processes, property security and safety coordination. In order to come to a recommendation for security actions, every single risk is identified and assessed. This procedure leads to an overall concept, effectively ensuring a company's data protection and security right after implementation.





Personal protection

DETEK offers personal protection for all those who are threatened or subject to constant peril. Depending on your needs, we provide you with armed or unarmed bodyguards. The availability of special armoured vehicles rounds off the capabilities we can offer in the field of personal protection. In the recruitment of our personnel, we place utmost importance on professional competence, classy behaviour and respectability. Our employees operate discretely in order to put as little restrictions as possible on the protected person in their daily life.

Use of surveillance equipment

With our well-developed, intelligent camera monitoring and video surveillance technology, we offer anti-theft protection around the clock and assist in convicting the perpetrator. We offer solutions that are individually tailored to the needs of your company. We are also available for evaluating the image material and, if necessary, for conducting professional interviews with suspects.

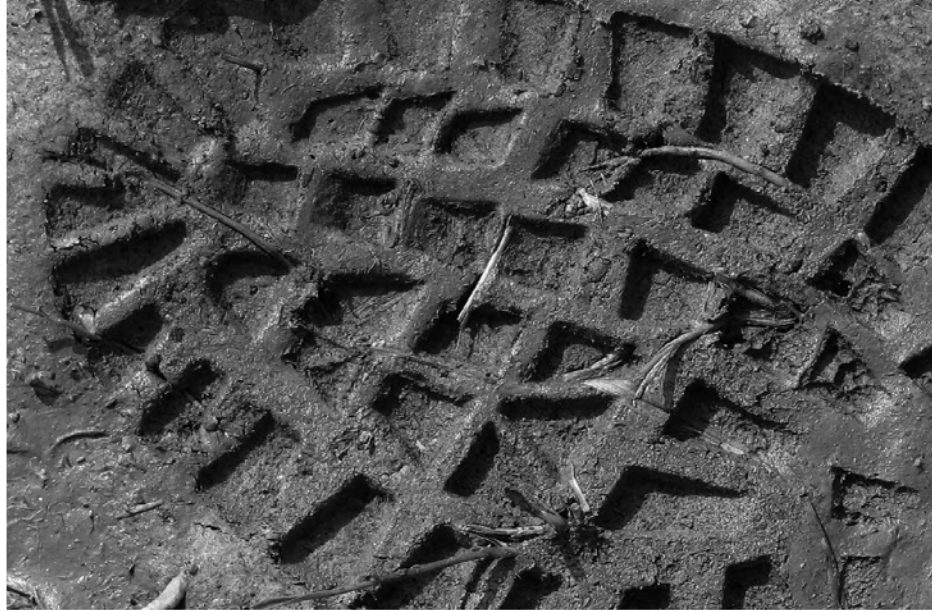
DETEK security services

- Security and vulnerability analysis
- Use of surveillance equipment
- Personal protection
- Individual seminar offers

Investigation methods

„We need a method if we are to investigate the truth of things.”

René Descartes



Quality and efficiency

Evidently, we cannot give a detailed description of all of our ways of legally acquiring information. They are our main asset and facilitate efficient procedures as well as substantial results. In using the latest professional forensics and communication technology, we always stay within the framework of what is legally permissible.

Our worldwide network allows us to deploy even unusual methods, e.g. interviews. They have proven to be a high-quality means for the procurement of qualified information. As far as business legends are concerned, we can make use of existing firms that have been specifically formed for that purpose and in some cases are engaged in operating activities. Therefore, we are always able to present firms with actually existing personnel, addresses and telephone connections, thus considerably reinforcing the credibility of investigations of this kind.

Selected methods of investigation

- Covert investigations
- Observation
- Interviews, both open or with leading questions
- Technical investigation support
- Social environment research
- Site reconnaissance
- Securing and evaluation of evidence
- Database research
- Archive evaluation



Advantage through modern technology

Investigation and security technology

The fast development of modern information and communication technology, the permeability of borders all around the world and the very many distinct networks of criminal organization keep challenging established standards. Therefore, we are constantly adjusting and developing investigation methods for our investigators using state-of-the art technology. In the field of criminal forensics and the securing of evidence, we cooperate with renowned labs all over the world. We take care to ensure that every piece of evidence stemming from investigation results complies with the legal framework and, thus, stands up to legal scrutiny.

On duty for you

- CCTV surveillance equipment
- GPS systems
- Special sweep equipment (technical equipment for the detection of bugging devices)
- Encryption technology (phone, fax, e-mail, VoIP)
- Eavesdropping technology
- DNA-analysis
- Biometric procedures

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Right of representation:
Hartmut Hoppe (chairman of the executive board)

