Entity A

Address 123 Main Street, Damasc

Identifiers:
Acuris Unique ID
Sayari Internal ID
USA Treasury OFAC SDN
EU Financial Sanctions R
UK HM Treasury Sanction

Sources
Acuris Risk Intelligence K
Sayari Intel (Sayari Curate

Show 5 More

Relationships (2)

Attributes ●

🔔 **Updates** Mark All As Read

Risk Alerts (5)   **New Information (202)**

Added New Risk Factors (5)

Sanctioned Critical Risk
USA Treasury Specially Designated Nationals (SDS) List

Export Control Lists Critical Risk
USA Treasury Non-SDN Chinese Military Industrial Complex (NS-CMIC) List

Owned by State Owned Enterprise High Risk
Link to State Owned Enterprise Owner

Related to SOE Elevated Risk
Link to SOE Entity

Corruption Perceptions Index Relevant
UK - 45/100   *14 Min Ago*

SAYARI

November Newsletter: I can't find an entity in Sayari—what do I do now?

NOVEMBER 2024

Introduction

We've all been here before: you take a company or a person's name, run it in Sayari Graph, and don't get any results. At this point it is easy to throw in the towel and assume that Sayari does not have the information you're looking for. But before you do, read this newsletter for tips and tricks Sayari analysts use every day to more effectively and efficiently find what they are looking for in Sayari Graph.

Leave off corporate extensions

Corporate extensions can be written in a variety of ways; as such, it is almost always best practice to remove them from your queries.

Don't: "JBF Properties LLC"

Do: "JBF Properties"

Use boolean operators

Use Boolean operators to identify potential name variants and/or narrow your results.

In the example above, let's say "JBF Properties LLC" went by the names *JBG Properties LLC* AND *JBF Property LLC*. To capture both iterations of the name, we could construct the following queries:

Query 1: Using the "OR" operator ("|")

"JBF Properties" | "JBF Property" (the "|" operator serves as an "or" operator)

The above query will yield results including the terms JBF Properties or JBF Property.

Query 2: Using the wildcard operator (*)

JBF Propert*

The above query will yield results including the terms *JBF* and *Property, properties, etc.*

A comprehensive list of all available boolean operators can be found on the far right side of the Sayari Graph Search Bar.
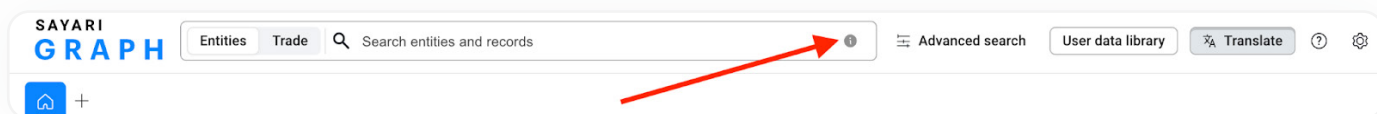
Address Searches

Corporate entities can sometimes assume one or multiple trade names (aka "doing business as" names), complicating efforts to identify the correct entity in corporate records. In cases where you've been provided an address for a specific entity or individual, try running the address itself—you may find that the entity is registered under a different name.

As with corporate extensions, there are certain components of an address that should be removed from your query. Terms like "street," "avenue," "suite," etc. can be written in different ways and therefore should not be included in your query.

>   Don't: 2458 Hexagon Avenue, Suite 342, Miami, FL 33101

>   Do: 2458 Hexagon 342 Miami

If a general search for certain components of an address yields too many results, run the search terms as an address-specific query using the Advanced Search tool. Advanced Search allows users to query search terms within specific fields of the entity profile (i.e. name/alias, address, business purpose, etc.)
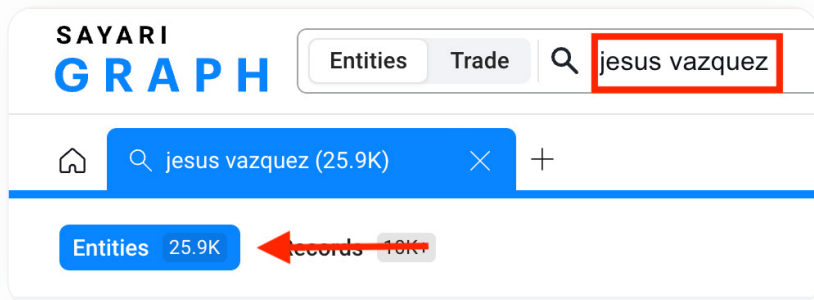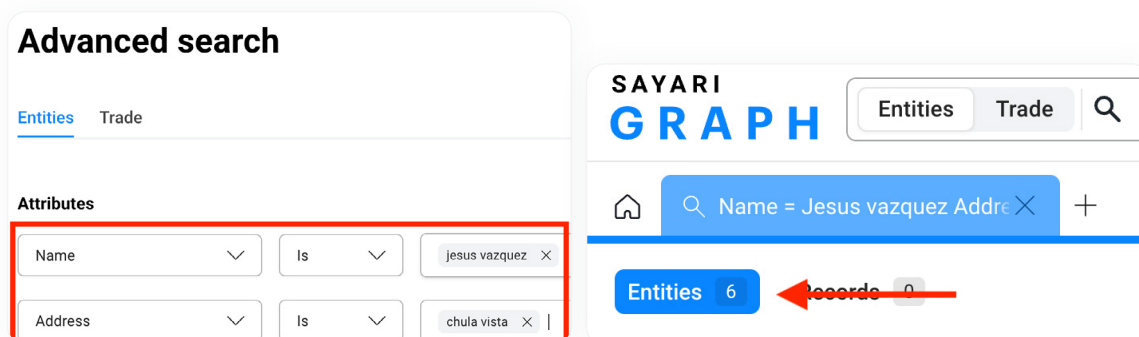

In the same vein, combining name and address searches in the Advanced Search tool can help narrow down results for individual or company name queries that result in large numbers of entities.

Over 25K entities result in a query of the terms "Jesus Vazquez."

Querying Name = "Jesus Vazquez" and Address = "Chula Vista" narrows the search results from over 25K to six.

China-specific tips and tricks

Chinese naming conventions present significant challenges to investigators. The use of Pinyin— a romanized system of the Chinese language—paired with Chinese to English translations and trade names, means that Chinese companies can and do assume a number of different aliases when conducting business. Chinese companies can use any or a combination of the following names:

- Chinese name in Chinese characters
- Pinyin transliteration of Chinese name
- English translation of Chinese name
- English trade name

Legal Name (Simplified Chinese)	Pinyin Transliteration	Translated English Name
丹东鸿日典当有限公司	Dandong Hongri **Diandang** Co., Ltd	Dandong Hongri **Pawn** Co., Ltd

Under Chinese law, generally, no two companies can share the same legal name in Chinese characters. The challenge, however, is that analysts and investigators are typically starting with only the Pinyin transliterated name, English translation, or English trade name. It is important to highlight that Pinyin transliterations are not bi-directional—you can move from the Chinese characters to the Pinyin spelling, but you can't move from the Pinyin spelling back to the original Chinese characters (and therefore the original meaning) with any confidence. This, in part, is why attempting to translate a Chinese company name from English to Chinese often does not return the correct string of Chinese characters.

As such, if you're not having success with querying the Pinyin transliteration or English translation of a company name in Sayari Graph, your next best bet will be to attempt to **find the company's official self-reported name in Chinese characters.** This usually requires some open-source research.

Your first stop should be looking for the company's website. Chinese companies often have both English and Chinese-language websites. Once you've identified the English website, look for a link to access the Chinese version—this will often be in the top right-hand side of the site.
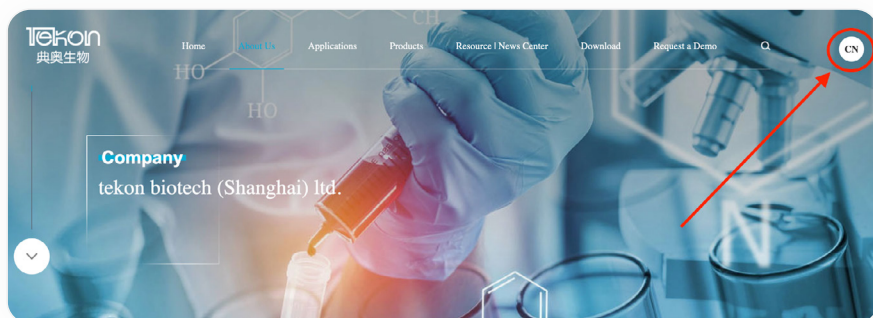

After you've navigated to the Chinese version of the site, look for the Chinese characters for "Limited Company" (有限公司). These four characters rarely show up alone in bulk text on a company website, so you can often assume that at least some of the characters preceding it are part of the company's name.


Once you have the original name in Chinese characters, then you can head back into Graph and run your query.

For example, a query of Tekon Biotech (Shanghai) Co., Ltd. in Sayari Graph using the English name of the company does not yield any results:
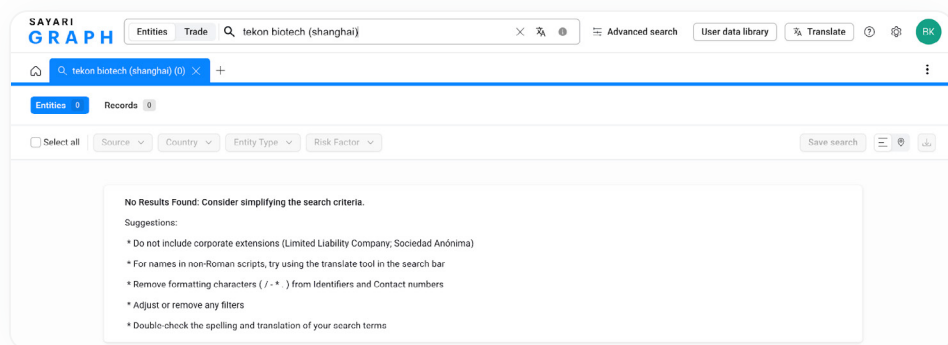
However, when we run a query of the company's self-reported Chinese name as pulled from the company's website, we get one result for a limited company and what appears to be a branch of the same company. Given Chinese legal stipulations regarding entity names, the exact name match in Chinese characters suggests we're likely looking at the correct entity.
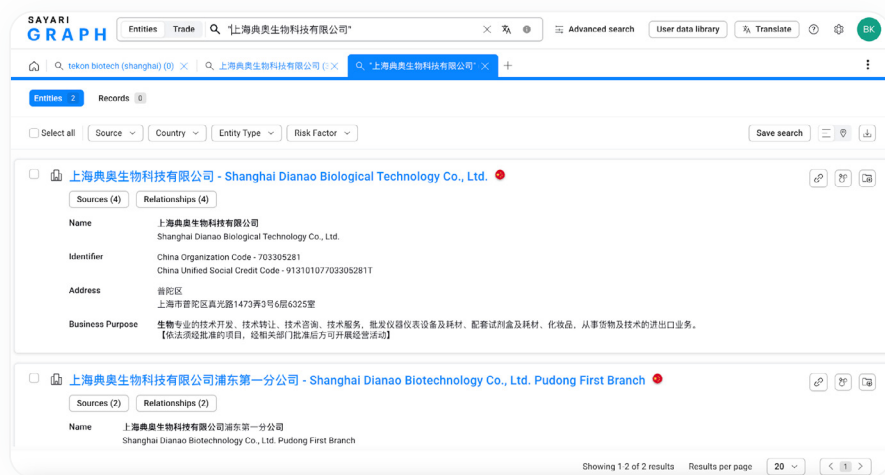
And as you probably noticed, the translated name of the company is Shanghai Dianao Biological Technology Co., Ltd. This is a great example of how English trade names—in this case Tekon Biotech (Shanghai) Co., Ltd.—don't always resemble the English translation of an entity's legal name from Chinese characters.

Of course, Chinese websites vary widely. Some companies may host their English and Chinese versions on separate domains; others may not have a Chinese language website at all. If you cannot find the company website, the next most reliable place to look for the self-disclosed name is news media, particularly if you have one or two other identifying attributes to go on, such as an English address or the name of an associated person. Sayari analysts also often run searches in Baidu, a Chinese search engine.

Download our Ebook for additional techniques for overcoming language barriers in open-source investigations.

If you have any questions or would benefit from additional assistance, please reach out to your Sayari contact at IRS.