

AGMA CONFERENCE - NOVEMBER 2025

# INVESTIGATING ILLICIT SUPPLY CHAINS WITH SUPPLY CHAIN INTELLIGENCE



# INTRODUCTION - APIRASOL

OSINT

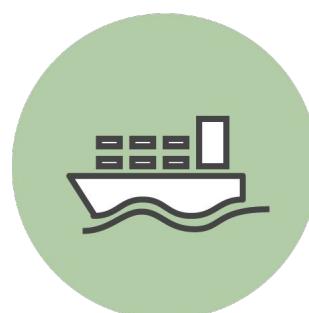
TRADE  
DATA

COVERT  
ENQUIRIES

UNCOVERING  
THE SUPPLY  
CHAIN



+



+



ANALYSIS

MANUFACTURERS

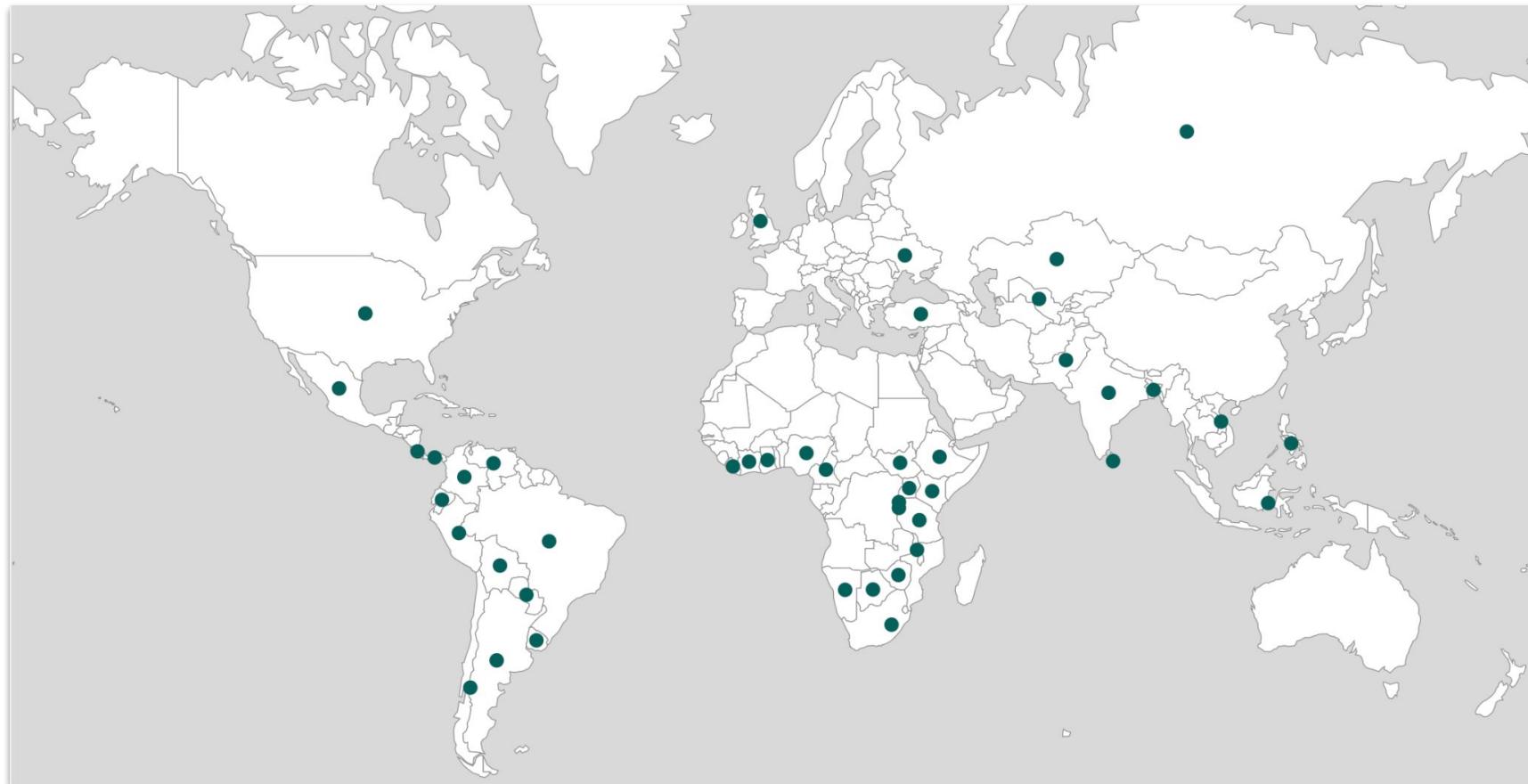
EXPORTERS

IMPORTERS

DISTRIBUTORS

RETAILERS

## COUNTRIES WITH ACCESSIBLE CUSTOMS DATA



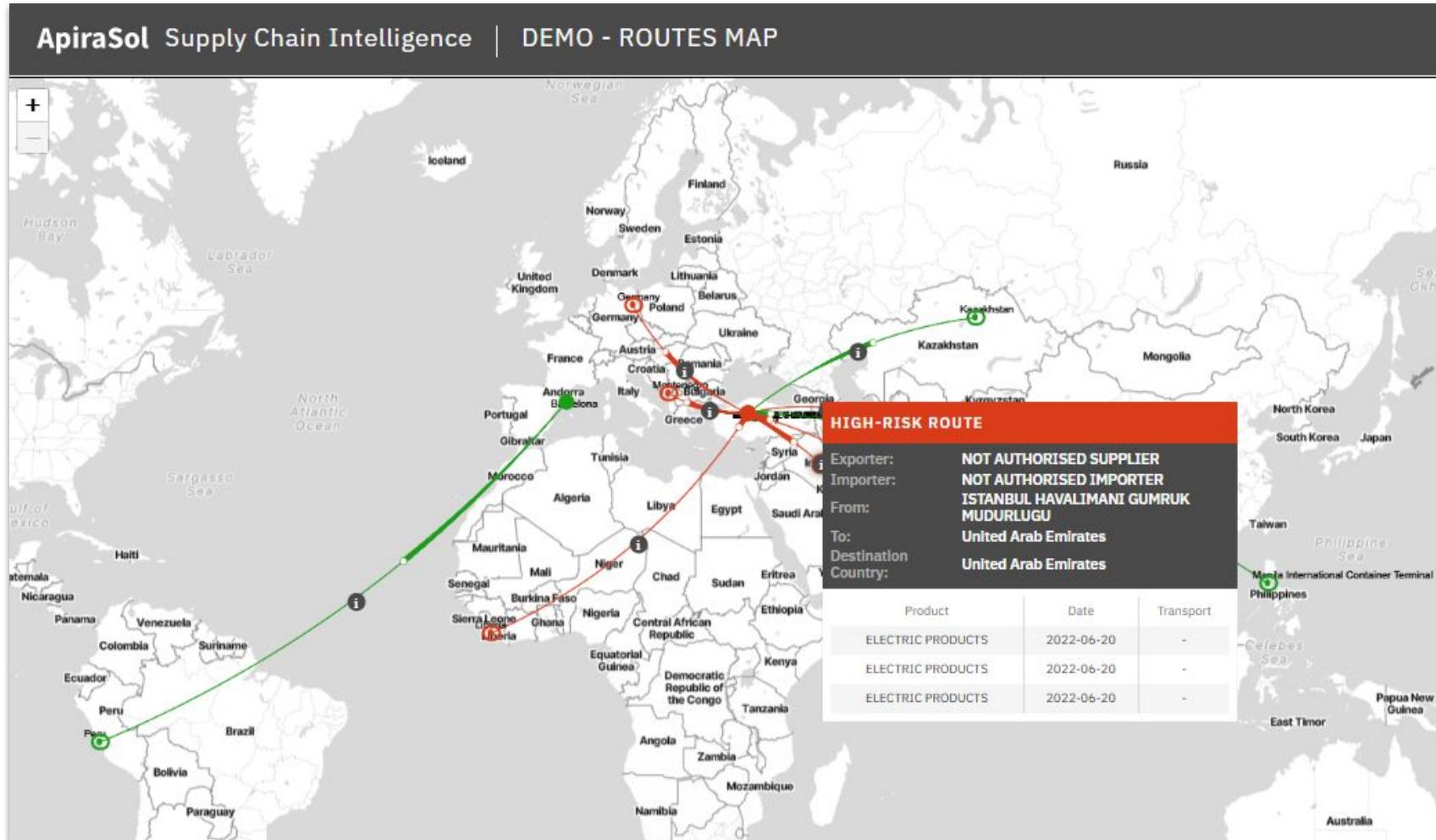
### Example: India

<https://www.apirasol.com/shipment-records-countries.html>

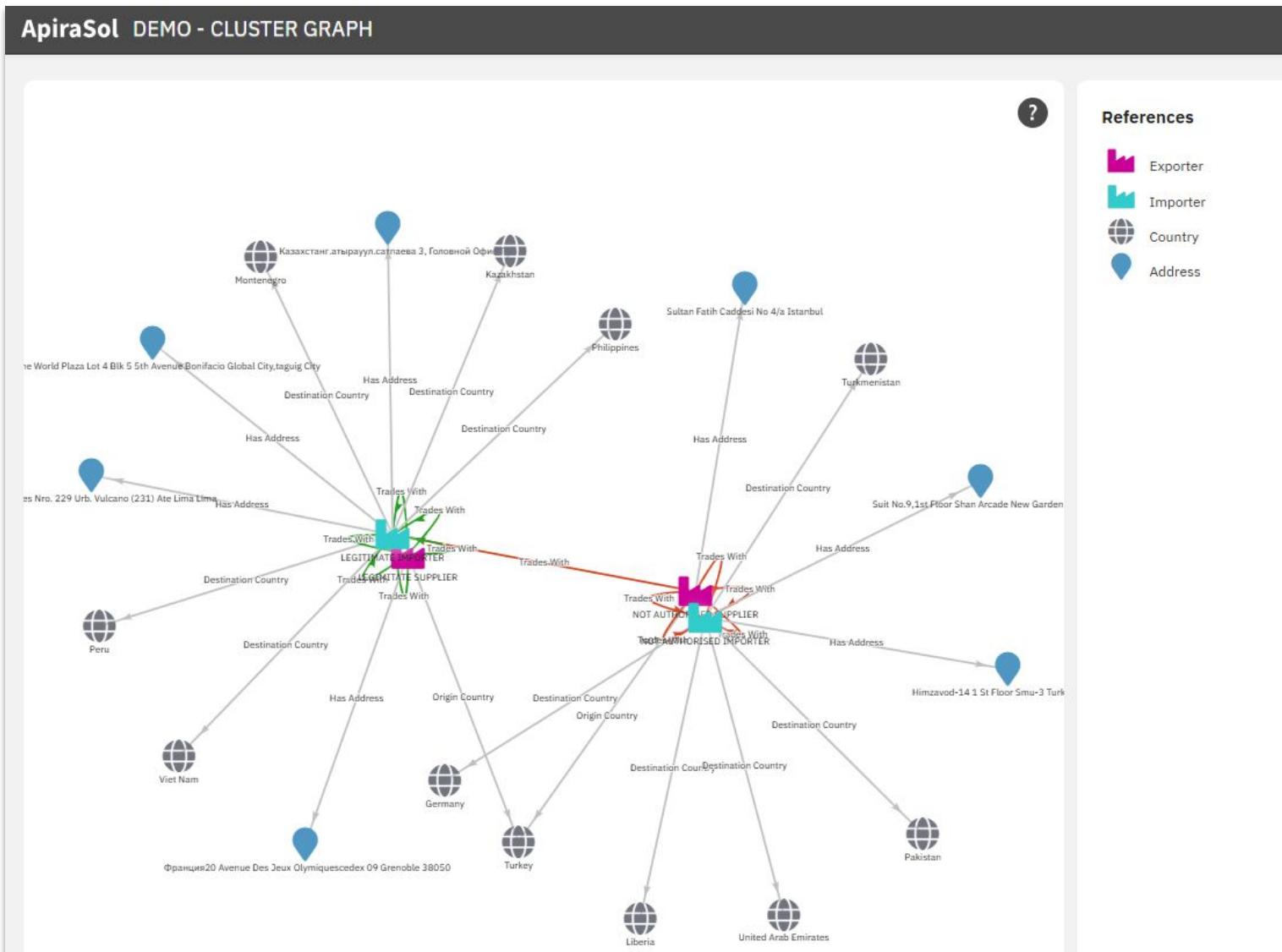
India													X
IMP/EXP	Start Date	Publish. Delay	HS code	Description	Importers	Exporters	Weight	Quantity	Price	Origin	M. of Transport		
Import	Jan 2017	2 months	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	
Export	Jan 2017	2 months	✓	✓	✓	✓	✗	✓	✓	✓	✓	✓	

## DEMO - ROUTES MAP

- Period: Jun - Sep 2022
- **GREEN** Routes used by the legitimate company or trusted partners
- **RED** Other suspicious routes



## DEMO - CLUSTER GRAPH



<https://graph.apirasol.com/277adda1d5bee82ec8b9b0250938bd83/index.html>

## DEMO - EXPORTERS RANKINGS

## ApiraSol Supply Chain Intelligence

## DEMO - EXPORTERS RANKINGS

Rank	Exporter	Importer	Weight (KG) 	Value (USD) 	Transactions	Country	RISK SCORE	NOTES	URL
1	LEGITIMATE SUPPLIER	1	31.85	1,725.60	7				
2	NOT LEGITIMATE SUPPLIER	1	2.8	841	3				
3	LEGITIMATE SUPPLIER	1	10,870.00	115,241.20	2				
4	LEGITIMATE SUPPLIER	1	60	31,131.10	2				
5	NOT LEGITIMATE SUPPLIER	1	51.51	1,015.25	2				
6	LEGITIMATE SUPPLIER	1	24.11	1,537.13	1				
7	NOT LEGITIMATE SUPPLIER	1	5	250	1				
8	LEGITIMATE SUPPLIER	1	-	-	1				
9	NOT LEGITIMATE SUPPLIER	1	-	3,694.13	1				
10	NOT LEGITIMATE SUPPLIER	1	4.67	197.53	1				

<https://graph.apirasol.com/56a0fb3de418fbb18d9b6eb3a96df0ea/index.html>

## INTELLIGENCE NEW OR RECONFIRMED

- **LABELS SHIPPED SEPARATELY**
- **“BUYOUTS” OF GENUINE PACKAGING/SECURITY LABELS**

There are a number of requirements for the appearance and condition of the boxes:

Packages must be new, original and carefully opened.

They must not have any defects (traces of tape, abrasions, marker marks, scratches, punctures, etc.).

The expiration date on the packaging is no earlier than 2018. Packaging with an earlier expiration date may be accepted upon agreement.

The black inscription located under the perforated tape must not be damaged when opened.

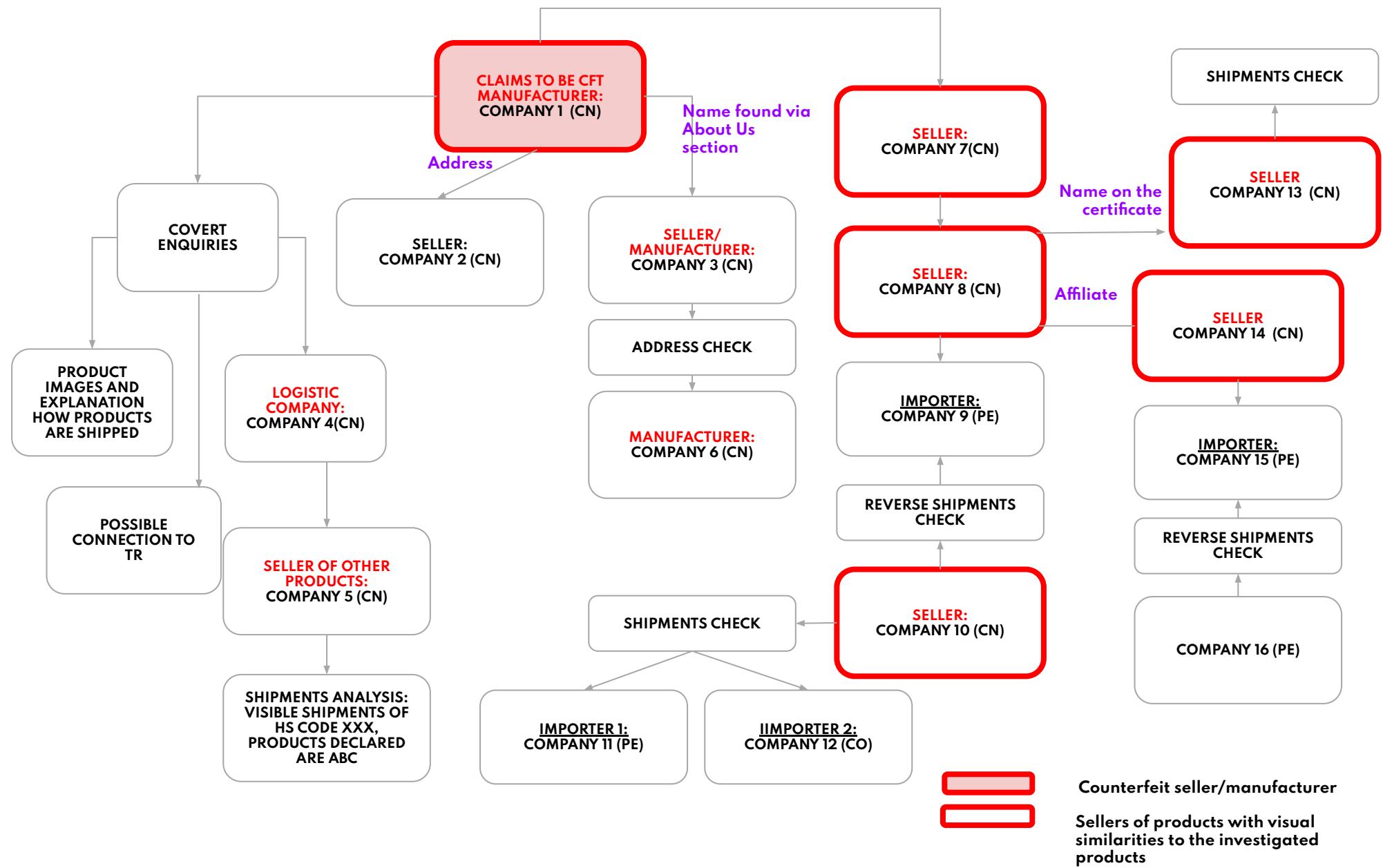
How to open a box without damaging it?

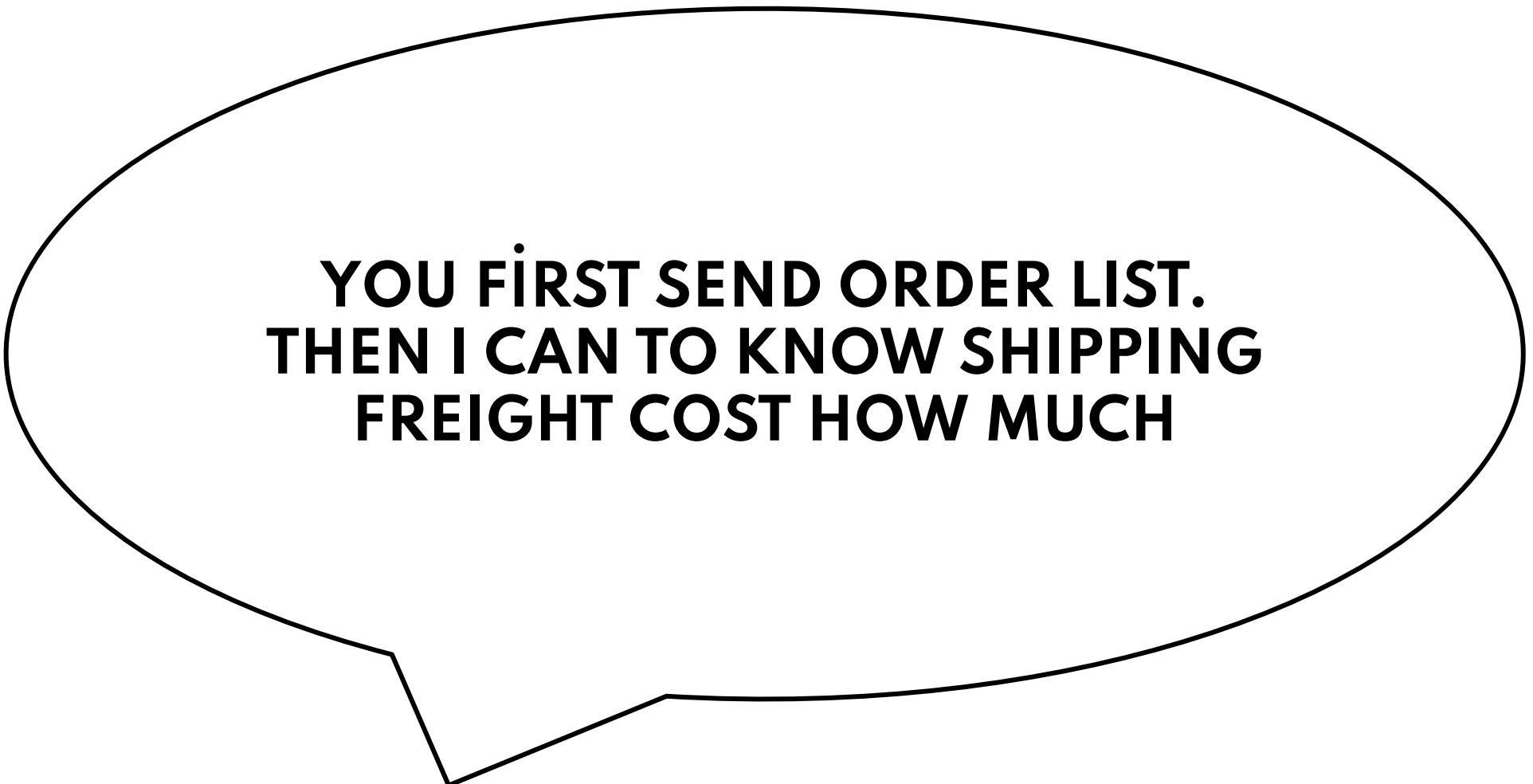
You can open the box with a wide knife, or even a kitchen knife. Insert it into the seal and carefully cut off the top lid, bringing the blade all the way to the opposite edge. If the product is genuine, this should be easy. However, be careful not to damage the lid itself, the hologram, or the tear-off tape.

[...]

- **MORE COMPLEX NETWORKS**

## MORE COMPLEX SUPPLY CHAINS AND COMPANY SET UPS - CASE EXAMPLE



**INTELLIGENCE NEW OR RECONFIRMED**

**YOU FIRST SEND ORDER LIST.  
THEN I CAN TO KNOW SHIPPING  
FREIGHT COST HOW MUCH**

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**(O ZAMAN NAKLİYE NAVLUN  
ÜCRETİNİN NE KADAR  
OLDUGUNU ÖGRENEBİLİRİM)**

## **INTELLIGENCE NEW OR RECONFIRMED**

- **IMPORTANT MARKETS - CHINA, HONG KONG, TURKEY, UAE, SINGAPORE**
- **MIXED SHIPMENTS (GENUINE AND FAKE PRODUCTS SHIPPED TOGETHER)**

## LIMITATIONS AND CHALLENGES - EXAMPLES

### CUSTOMS DATA LIMITATIONS

COVERT ENQUIRIES - MAY OR MAY NOT REPLY

HOW TO PRIORITISE TARGETS

MORE COMPLEX SUPPLY CHAINS

COMPENSATE WITH OSINT, COVERT ENQUIRIES

ATTEMPT SEVERAL TIMES FROM DIFFERENT PROFILES

NEW SOLUTION BY APIRASOL UNDER DEVELOPMENT

MORE TIME REQUIRED

## **TAKEAWAYS - COMPONENTS OF A SUCCESSFUL COLLABORATION BETWEEN THE BRAND OWNER & VENDOR**



**COMMUNICATION  
INVOLVEMENT OF RELEVANT STAKEHOLDERS**



**CREATIVITY**



**PLAN DO ACT ADJUST  
RESPOND TO CHALLENGES**

**...IT IS NOT JUST ABOUT THE  
CUSTOMS DATA**

**Apira****Sol**

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