#### Introductory questions

**Institutional and professional background of expert interviewed**

**What kind of cases related to counterfeit products trading does your institution handle? (e.g. cross-border smuggling, production)?**

#### General characteristics of the counterfeiting business in the country:

**How is the market structured (e.g. hierarchical and centralised, fragmented with loose networks)? What is the profile of the smugglers/traders?**

**Are all of them linked to organised crime groups? If they are linked to OC groups – what is there profile? What is the ethnicity of their members?**

**Are there any links from legal businesses of any kind?**

**Do you have any estimation on the number of the active OC groups involved in the counterfeiting business? What is the size of these groups? Are there any ‘hotspot’ regions?**

**Are these groups involved solely in the counterfeiting business? What other criminal activities they are involved in?**

**Source of capital for initiating/sustaining counterfeiting businesses**

**Could you describe the last big case of counterfeiting that you have worked on in the last 5 years? /**

**What was the source of the money used to set up the operation? Own money invested? ‘Business loan’ received from other criminal businessman for interest and capital repayment? Crime money invested by other criminals for a share of profits?**

***If the source of money is criminal ‘financiers’/’investors’, then ask:***

**What was their profile and background?**

**How/ where were the counterfeiting entrepreneurs and the investors/financiers linked in the first instance?**

**How did the financers/investors ensure that their share of the profit or loan repayment would be returned?**

**Could you provide examples for interest of these business loans / share of profits expected (ask for specific figures)? Can you provide examples about size of business loan /size of investment? What is the usual term of these loans/investments – 1 week, 1 month?**

**What is the most typical source of financing?**

#### Settlement of payments in the counterfeiting business

**What were the typical methods for payment used? Cash up-front? Revolving credit front (payments are done when the amount/a proportion of it has been sold)? Other arrangement? Could you provide examples with detailed description on settlement of up-front payment/other payment?**

**Are there any specific actors who are used mainly (or solely) to facilitate the payment process? Could you please provide one or more examples that describe the role played by these employees and the type of relationships with the organised crime groups?**

**What would these facilitators/employees receive for the services provided?**

#### Costs in the counterfeiting business

**Can you provide some more details on costs and prices related to some recent big case of counterfeiting investigated by your institution?**

**Do you have any information on differences in costs related to the modus operandi and level in the supply chain (e.g. importation/exportation, wholesale/retail)? What about ‘extra’ costs organised crime groups may face as for example police or customs seizures, assets stolen by competitors, corruption fees?**

#### Profits and profit sharing in the counterfeiting business

**Quantities of merchandise traded?**

**Any specific marketing/promotion techniques the entrepreneurs used to sell the merchandise?**

**What were the overall profits (subtracting costs for running the scheme and corruption) of the organised group while it was operational? Are there any variations in prices and profits depending on method of smuggling/distribution?**

**Could you describe who is benefiting and how profits are shared?**

**What is the most typical way for spending the profits?**

**What is the most typical area for investments?**

**What is the most typical ways for money laundering?**