## Reynolds, David A

| From: | eugenia@busint.net |
| :--- | :--- |
| Sent: | Saturday, March 13, 2010 4:57 PM |
| To: | Reynolds, David A |
| Cc: | avc@busint.net; BI Operations |
| Subject: | RE: Ozbekoglu Ticaret |
|  |  |
| Attachments: | DFS_Shipstore_Dardnelles_Ozbekoglu_Ticaret_Invoice_WINSTON_KARELIA_MORE_In |
|  | voices_10_March_10.pdf; SAL_MANCHESTER_Pictures_10_Mar_10.pdf; |
|  | SAL_Ozbekoglu_Ticaret_MANCHESTER_1492_cs_11_Mar_10.pdf | sorry send again after you talk to Alain...

Dear David;

ASD passed news on last few days Ozbekoglu Ticaret. He gave the documents and pictures I have attached for you.

## Nikola DRAGANIC

He has found that Nick is

Nikola DRAGANIC (aka Nick)
Email: thegold100@yahoo.com
Bank:
UBS AG
Paradeplatz 6
8098 Zurich
Switzerland
Attention: A9IL-DLN
SWIFT address: UBSWCHZH80A
Beneficiary: Nikola Draganic
Account no.: 206-403426.61C for USD
IBAN no.: CH780020620640342661C for USD

## MANCHESTER Cigarettes

On 11 March, Nicola EL ISSA from International Supplier Group SAL, Hamad Sayegh Building, 5th Floor, Ballouneh, Kesserwan, Lebanon;
Phone/Fax: +961 9236464, Mobile No: +961 3754556; Email:
nic@cyberia.net.lb send offer to Akin OZBEKOGLU of Ozbekoglu Ticaret Ofisi for two containers - one 20-foot with 448 cases and one 40 -foot with 1,044 cases - on MANCHESTEZR cigarettes with English Health warnings and marked "Made in United Kingdom."

## WINSTON from DFS

On 11 March, Metin Cahit OZAR of DFS ShipStore sent to Akin OZBEKOGLU of Ozbekoglu Ticaret Ofisi the final offer for WINSTON, MORE, and KARELIA cigarettes.

Metin Cahit OZAR
DFS ShipStore
Email: metin.cahit@dfsshipstore.com
Hakan Kayali
Email: hakan.kayali@dfsshipstore.com
DFS Gümrüksüz Satis Magaza
Isletmeciligi Ticaret A.S.
Cumhuriyet Mah.Sahilyolu Cad.No:33
K.1. D. 1-17110 Kepez/ÇANAKKALE

Phone : $+902862636454,+90$ 2862636374. pbx
Fax : +902862636600-33
Gsm : +905332314602-+905327270687
Telex : 060758142 falc tr - 58121 dzkc tr

JTI WINSTON and CAMEL from Panos ARGYROPOULOS

On 11 March, Akin OZBEKOGLU of Ozbekoglu Ticaret Ofisi told Panos ARGYROPOULOS of Masri Shipping that he wanted to buy all the JTI cigarettes urgently and asked him to send proforma.

Argyropoulos said he usually keeps cigarettes at this warehouse.

Loendersloot Internationale Expeditie b.v.
Kooldreef 7, 4703 RE Roosendaal
P O box 1419, 4700 BK Roosendaal
Fax: +31 (0) 165555129
Contact Person : Ms Jacintha Hellemons
Email : [mailto:jacintha@loendersloot.com](mailto:jacintha@loendersloot.com) jacintha@loendersloot.com
Tel (direct): +31 (0)165580500


OKURA ULUS.TAS.ILETISIM TIC.VE SANAS I.INONÜ BL ORDUEVI KARSISI SERHAN AP, NO:16 -1 - 4 MERSIN 052

MRRSIN SERBEST BÖLGE GÜMR BANKA 1,459,108.69



DFS SHIPSTORE DARDANELLES
Mağazanın İsmi Bağlı Bulunduğu
Gümrük Müdürlüğü: Çanakkale Gümrük Müdűrlüğ
Tic. Sic. No.
: Çanakkale 5780
SAYIN / MESSAS : OZEEROGL TICARET OFISIAKIN OPPRKCU Serbest Bolge 3. Sok $2 k$ N 10:15 MERSIN
M.V.D. / Tax Office: (Q.A.

NO:
553423916

## Geminin Adi : Jrekogul Tic

DFS GÜMRÜKSÜZ SATIS MAĞAZA
íSLETMECILIGGi TICARET A.S
Cumhuriyet Mahallesi, Sahilyolu Caddesi No. 33
Kat-1 Daire-1 17110 Kepez - CANAKKALE
Tel : +902862636374.75-76 $/+902862636454$ - 55
Fax: $+902862636600 /+902862636633$
Telex : 58121 dzke tr / 58142 falc tr
E-mail : sales@dfsshipstore.com Çanakkaie V.D. 2950442666


IL KODU 17
FATURA
INVOICE


www.dfsshipstore.com

## Reynolds, David A

| From: | Reynolds, David A |
| :--- | :--- |
| Sent: | Friday, March 12, 2010 10:57 AM |
| To: | Francis, David |
| Cc: | Perreard, Jean-Luc |
| Subject: | RE: JM Dolphin and DFS/Falcon - Panos ARGYROPOULOS |
| Sensitivity: | Confidential |
| Attachments: | Masri Panos WINSTON CAMEL Pictures.pdf |

Dear David,

Sorry we haven't had the chance to chat yet. I just want to bring you up to date. In addition to the unauthorized sales of our cigarettes to/from JM Dolphin and DFS Dardanelles Shipstore/Falcon, it does now appear that Panos ARGYROPOULOS of Masri Shipping has managed to get his hands on a fairly sizable amount of our cigarettes. Our source claims that Argyropoulos obtains similar numbers about every two months or so. I think its important we find the source of these sales and close this down.

Following is the list and prices that Argyropoulos is currently offering. I also attach some pictures he provided. We are running an investigation now in order to try and get access to this shipment. Any insights you may add based on your review of the pictures would be most welcome. I know you confirmed previously that we have no sales relationship with Argyropoulos, but it may be worthwhile at this point for BI to do a full run of the names and details of all your customers and their principal buyers via our database, just to ensure none of them show up as being known as entities we should be careful about. JM Dolphin obviously is the case in point. This firm and its principals are known smugglers, regularly traffic in counterfeits of our brands, and are investigative targets of OLAF and other enforcement agencies. I must apologize since we should have approached you on this earlier and offered to run these sorts of checks to ensure the likes of Dolphin never got - or stayed - on our customer list.

As you know, we do regular checks for Sumida-san, as well as JT-HK, and just recently advised him again about dealings with JK International, which purportedly obtained some of our cigarettes last year from IBCS, and also now regularly smuggles sizable amounts of other cigarette company brands into Iran.

Panos ARGYROPOULOS - 9 March 2010 Offer

CAMEL FF Ks Box 10M - 76 cases - US $\$ 385$ per case
CAMEL FF Ks Box 8M - 12 cases - US $\$ 306.50$ per case
CAMEL Lights Ks Box 10M - 60 cases - US $\$ 410$ per case
WINSTON FF Ks Box 10M - 35 cases - US\$390 per case
WINSTON Lights Ks Box 10M - 35 cases - US $\$ 390$ per case
Swiss MARLBORO Red Ks Box Big HW - 50 cases at US $\$ 545$ per case
Total $=268$ cases

All the best. - Dave

David A. Reynolds
Vice President
Brand Integrity Global Operations
JT International (Asia Pacific) Limited
Direct: +852 25859388

Mobile: +852 91892093
Fax: + 85225064556
Suite 4205-11, Tower One, Times Square
1 Matheson Street
Causeway Bay, Hong Kong

## PRIVILEGED \& CONFIDENTIAL

ATTORNEY WORK PRODUCT
This e-mail and any attachments are confidential and may be subject to legal or other professional privilege. They are intended solely for the attention and use of the named addressees. They must not be disclosed to any person without authorization.
This e-mail and any attachments are also subject to copyright. They may only be copied or distributed with the consent of the copyright owner.
If you are not named addressee and/or you have received it in error, please notify us immediately so that we can arrange for its return.
-----Original Message-----
From: Francis, David
Sent: Monday, March 01, 2010 8:29 PM
To: Reynolds, David A
Subject: RE: JM Dolphin and DFS/Falcon

Dear Dave,

Thanks for this.

Details of our Greece distributor below who is also responsible for the domestic market.

I am travelling for the next two days but would like to discuss with you how best to proceed.

Perhaps we can speak on Thursday.
Regards,
David.

Athanassiou SA
63, Loutrou Street
13671 Acharnai Attikis
Greece

Mr. Evangelos Vassiliou
Tél: $\quad+302111047700$
Fax: +302102445282
Email: Vassiliou_e@athanassiou.gr
------Original Message-----
From: Reynolds, David A
Sent: Saturday, February 27, 2010 4:09 AM
To: Francis, David
Subject: RE: JM Dolphin and DFS/Falcon

David,

Please see attached from our investigators. It seems to confirm that JM Dolphin - in addition to DFS/Falcon is selling outside agreed channels.

- Dave
----- Original Message -----
From: eugenia
To: Reynolds, David A;
Cc: BI Operations;
Sent: Sat Feb 27 11:00:22 2010
Subject: RE: Ozbekoglu Report
Hello David;
The invoice Baks mentioned is attached.
Best Regards Eugenia

From: Reynolds, David A
Sent: Friday, February 26, 2010 9:10 AM
To: Francis, David
Subject: Possible Diversions of JTI Cigarettes to/via Ozbekoglu Ticaret
Sensitivity: Confidential

Dear David,

I hope you are well.

You may have wondered why Willem and Steve have recently asked about some of our DF customers, notably DFS Shipstore.

For the last few months, we have been monitoring the activities of the company Ozbekoglu Ticaret in Mersin, Turkey, which seems to regularly trade in sizable amounts of our brands, as well as those of BAT, PMI, and often smuggled brands such as Jin Ling and Tradition. While our investigation remains in its early stages, we have noted both what appear to be sales from DFS, but also fairly regular movements of Winston, and especially large loads of Monte Carlo.

I copy below for your background some of the recent reports from our investigators and attach a copy of a proforma invoice issued by DFS. As you can imagine, the fact we have been able to obtain this information is sensitive and we need to protect our investigators involved in this case.

That said, I wonder if you can help us on several points.
We are having trouble reconciling the amount of product reportedly sold to DFS - and I presume its affiliated company Falcon Tax Free - and what they claim to have access to when selling to Ozbekoglu - over 200 cases of Winston.

We also cannot determine how the firm J.M. Dolphin Transit Stores S.A. and Panos Argyropoulos of the firm Masri Shipping acquire our brands. Are either of these firms customers of ours?

Lastly, given the references to large amounts of Monte Carlo for sale - 730 and 640 cases in different instances - I wonder if you could tell us if we sell such amounts (which may be consolidated over several months) to any one or several customers.

Many thanks for your help. All the best - Dave

Intelligence Report
URN: HCRR00003421
Subject: DFS Shipstore Issues Proforma Invoice to Ozbekoglu Ticaret Ofisi for 218 Cases of WINSTON and MORE

On 16 February 2010, Metin CAHIT (possibly aka Metin Cahit OZAR) and Hakan KAYALI of DFS ShipStore issued the attached (see below) Proforma Invoice for WINSTON, MORE, and KARELIA in favor of Ozbekoglu Ticaret Ofisi.

Source provided the following background on Cahit / Ozar:
Metin Cahit Ozar
DFS Gumruksuz Satyt Maeaza
Ytletmeciliei Ticaret A.T.
İ ş letmeciliğ i Ticaret A.Ş .
Cumhuriyet Mah.Sahilyolu Cad.No:33
K.1. D. 1 - 17110 Kepez/CANAKKALE

Phone : + 90 286 2636454-26363 74. pbx
Fax : + 90286 2636600-33
Gsm : 0533 23146 02-0532 7270687
Telex : 060758142 falc tr - 58121 dzkc tr
mail : metin.cahit@dfsshipstore.com
DFS SHIPSTORE DARDANELLES
Sayı n, OZBEKOĞ LU Ti CARET OFi si
Mersin Serbest Bolge. TURKi YE
ORIGINAL PROFORMA INVOICE
DATE 16/02/2010
NO 201000001
REF CIGARETTES
NO DESCRIPTION QTTY UNIT U.PRICE T. PRICE
1 Karelia Slims 35 Box 286,00€ 22.880,00€

2 Karelia Blue 100'S 300
3 Winston Blue KS FTB 200
4 More Menthol 120'S 3 3

5 Winston Red KS FTB 15

Box 286,00€ 22.880,00 €
Box 206,00€ 120.640,00 €
Box 265,00€ 53.000,00 €
Box 375,00€ 1.125,00 €
Box $265,00 € \quad 3.975,00 €$

GRAND TOTAL 553.Box
201.620,00 €

Intelligence Report
URN: HCRR00003406
Subject: Akin OZBEKOGLU Discusses Purchases and Shipments of JTI Brands with Hakan KAYALI of an Unknown Firm and Tassos LNU of JM Dolphin

On 12 February 2010, Hakan KAYALI passed to Akin OZBEKOGLU of Ozbekoglu Ticaret the following list of cigarettes and prices which he labeled as "Ozbekoğ lu BAT and JTI proposal."
(NB: A web search - http://www.shipping-international.com/companies/falcon-management-trade.html indicates that a Hakan Kayali is listed as the contact for Falcon Tax Free Store Management \& Trade Inc. of Cumhuriyet Mah. Ataturk Cad. No.20/8 Kepez Dardan, Canakkale, Turkey; Tel +902862636454, +90 2862636633 (fax). End NB)
no
ürün
satış adeti
satış fiyatı
toplam

1
Winston Blue 50 crt
100
$265.00 €$
$26,500.00 €$

## 2

Winston classic 50 crt
15
$265.00 €$
3,975.00€

3
Monte Carlo 50 crt
50
$195.00 €$
9,750.00€
4
Rothmans Int. 25 crt
15
195.00 €
$2,925.00 €$
5
Dunhill Int. 25 crt
45
$215.00 €$
9,675.00 €

6
Pall Mall 25 crt
75
$110.00 €$
$8,250.00 €$

```
7
Viceroy 50 crt
100
200.00 €
20,000.00 €
8
Benson&Hedges 25 crt
6
220.00 €
13,200.00 €
9
Kent 100's 50 crt
5
335.00 €
1,675.00€
1 0
More Filter 50 crt
5
395.00 €
1,975.00€
More Mentholl 50 crt
3
395.00 €
1,185.00€
TOPLAM
4 7 3
99,110.00 €
```

Also on 12 February, Ozbekoglu advised Tassos LNU at JM Dolphin that "I asked JTI conex for me."
(NB: "Conex" presumably is a reference to a container. The web site http://www.jmdolphin.gr/ indicates that at Tassos KOROSSIS is the Sales Manager for J.M. Dolphin Transit Stores of Marina Zeas A2-A3-A4, Piraeus, Greece. End NB)
Tassos LNU then sent to Ozbekoglu the following list which is said would be the "next conex."
730 cases MONTE CARLO
190 cases WINSTON BLUE
80 cases WINSTON RED
13 cases WINSTON SLIMS
40 cases MARLBORO LI
Ozbekoglu also received the embedded picture of WINSTON Blue from an unknown sender.
Intelligence Report
URN: HCRR00003117

Subject: Recent Ozbekoglu Ticaret Ofisi - JM Dolphin Transit Stores SA Transactions
Nick LNU at J.M. Dolphin Transit Stores S.A. (NB: it is not clear if this is Nikos MAVRIKOS himself or another "Nick" at Dolphin) advised Akin OZBEKOGLU at Ozbekoglu Ticaret Ofisi that he would ship to him the following cigarettes:
170 C/S WINSTON BLUE
$60 \mathrm{C} / \mathrm{S}$ WINSTON RED
80 C/S MARLBORO LIGHTS
430 C/S MONTE
60 C/S MONTE LIGHTS
8 C/S WINSTON S.SLIMS

Intelligence Report
URN: HCRR00003115

Subject: JM Dolphin Issues Invoices to Ozbekoglu Ticaret for 924 Cases of MONTE CARLO, WINSTON, and CAMEL
J.M. DOLPHIN TRANSIT STORES S.A.

SPETSON \& IPPOLYTOU $1 / 18538$ PIRAEUS
Tel: 2104538063 - 2104537947 Fax: 2104520050
E-mail: jmdolphin@jmdolphin.gr
VAT No: 094080370

To: OZBEKOGLU TICARET OFICI
3 SOKAK No 15
Piraeus 21/10/09
MERSIN - TURKEY

INVOICE No: /09
Cases description price total

560 MONTE CARLO 145.00 81200.00 Euro
80 MONTE CARLO LIGHTS 145.00 11600.00 Euro
64092800.00 Euro

BANK DETAILS :
ROYAL BANK OF SCOTLAND
Akti Miaouli 61 PIRAEUS - GREECE
Account No : 250449-011
IBAN No : GR65 06400010000000250449011
J.M. DOLPHIN TRANSIT STORES S.A.

SPETSON \& IPPOLYTOU $1 / 18538$ PIRAEUS
Tel: 2104538063 !V 2104537947 Fax: 2104520050
E-mail: jmdolphin@jmdolphin.gr
VAT No: 094080370

## To: OZBEKOGLU TICARET OFICl

3 SOKAK No 15 Piraeus 21/10/09
MERSIN - TURKEY

INVOICE No: /09
cases description price total
70 WINSTON RED $240.00 \quad 16800.00$ Euro
180 WINSTON B. BLUE 240.0043200 .00 Euro
14 WINSTON slim BLUE 275.00 3850.00 Euro
20 CAMEL blue KSF 305.006100 .00 Euro
284 69950.00 Euro

BANK DETAILS :
ROYAL BANK OF SCOTLAND
Akti Miaouli 61 PIRAEUS - GREECE
Account No: 250449-011
IBAN No : GR65 06400010000000250449011
J.M. DOLPHIN TRANSIT STORES S.A.

SPETSON \& IPPOLYTOU $1 / 18538$ PIRAEUS
Tel: 2104538063 !V 2104537947 Fax: 2104520050
E-mail: jmdolphin@jmdolphin.gr
VAT No: 094080370

To: OZBEKOGLU TICARET OFICI
3 SOKAK No 15 Piraeus 21/10/09
MERSIN - TURKEY
Conex:
PACKING LIST
cases description total
70 WINSTON RED X 50035000 Pkts
180 WINSTON B. BLUE X 50090000 Pkts
14 WINSTON slim BLUE X 5007000 Pkts
20 CAMEL blue KSF X 50010000 Pkts
284142000

Intelligence Report
URN: HCRR00003110

Subject: Panos ARGYROPOULOS Selling JTI WINSTON and CAMEL to Akin Bey Dik of Ozbekoglu Ticaret

On 21 October 2009, Akin Bey Dik of Ozbekoglu Ticaret agreed to buy a 40-foot container packed with a mixed load of duty-free WINSTON, WINSTON LIGHTS, and CAMEL LIGHTS from Panos
ARGYROPOULOS. Argyropoulos passed to Akin the attached pictures and claimed that he could supply the "new design with round corner." He further claimed that as of January 2010, he would be able to supply WINSTON SUPER SLIMs per the attached picture.

According to Argyropoulos, he had a total of 150 cases of CAMEL that he purchased from JTI and was offering at US $\$ 390$ per case. He was offering the CAMEL LIGHTS at US $\$ \$ 400$ per case CNF and the mixture would be 70-80 percent Lights versus 20-30 percent full flavor.

Argyropoulos also claimed to be regularly buying containers of WINSTON from JTI.
Intelligence Report
URN: HCRR00003420

## Subject: Akin OZBEKOGLU of Ozbekoglu Ticaret Ofisi Offers Nikola DRAGANIC 730 Cases of MONTE CARLO

On 12 February 2010, Akin OZBEKOGLU of Ozbekoglu Ticaret Ofisi offered Nikola (aka Nick) DRAGANIC of Maglajska 32, 11000 Belgrade, Serbia; Tel: +381 63222169
thegold100@yahoo.com, 730 cases of MONTE CARLO at Euro 160 per case.
Nikola told Ozbekoglu on 16 February 2010 that he has a new customer who wants to see a sample. He asked Ozbekoglu to send a pack to the following address:
Ivan LNU
Meta Tobak DOO
Pristaniska Str. 8, 2000 Maribor, Slovenia
Tel: +381645810000

From: Francis, David
Sent: Thursday, February 25, 2010 12:28 PM
To: Van Adrichem, Willem
Subject: FW: DFS Shipstore Dardnelles
Dear Willem,
As requested, information regarding DFS Shipstore Dardanelles attached with comments below.
Regards,
David.

From: Warburton, Simon
Sent: Thursday, February 25, 2010 11:15 AM
To: Francis, David
Subject: FW: DFS Shipstore Dardnelles
Dear David,
Please find information regarding DFS Ship Store Dardnelles as requested.
Kind Regards
Simon

From: Tezel, Oguz
Sent: Thursday, February 25, 2010 10:00 AM
To: Warburton, Simon
Subject: RE: DFS Shipstore Dardnelles
Dear Simon,
DFS Ship store in Dardanelles is operational for a very long time. Over 19 years.
Due to new Custom Legislation, each Duty Free area has to run by one Duty Free Operator (sole operator). Therefore, ex DUZ-KOC and FALCON shipchandling companies are merged and established a new shipchandling company called DFS SHIPSTORE. This merger took place May 22, 2009.

Last year (2009) we have shipped them 19.20 mm .
In 2010 there is no shipment so far.
Owner of the company called Mr. Recep DUZGIT.
If you need more information, please let me know.
Kind regards,
Oguz

From: Howard, Edward
Sent: Tuesday, February 23, 2010 7:27 PM
To: Van Adrichem, Willem
Cc: Warburton, Simon
Subject: FW: Distributors MENENAT region

## Dear Willem

Weybridge hub has four distributors - IBCS, Yagmur, Weitnauer and Cobweb
Contact details are as below
The attachment shows the sales month by month in 2009, the brands and the end market supplied
Please let me know if you require any more information
Kind regards
IBCS contact details
Main contact
Petros Vardas
0035725837141
Address for shipments to Lebanon, Syria, Jordan, Cyprus, Libya
Omiiros and Arouzos Tower
7th Floor
Olympion Str 3035
PO Box 3049
Limassol
Cyprus
Address for Gulf and E African shipments
IBCS Trading \& Distribution
IBCS SHARJAH
Corniche Plaza 1 Bldg.
P.O. Box 23489

Al-Majaz, Corniche Road
Sharjah
Utd.Arab Emir.

Yagmur - Turkey


From: Warburton, Simon
Sent: 22 February 2010 08:00
To: Howard, Edward
Subject: FW: Distributors MENENAT region
Dear Edward,
Could you please prepare the requested information
Thanks
Simon

From: Francis, David
Sent: Monday, February 22, 2010 7:51 AM
To: Warburton, Simon
Cc: Van Adrichem, Willem
Subject: FW: Distributors MENENAT region
Dear Simon,
Would you please send Willem the information requested.
Regards,
David.
----- Original Message ----
From: Francis, David
To: Payne, Steve

Sent: Thu Feb 25 09:13:07 2010
Subject: FW: Duty Free Distributors_SWE-CEN
Dear Steve,
Information as requested attached.
Regards,
David.
-----Original Message-----
From: Tronchet, Nicolas
Sent: Thursday, February 25, 2010 9:26 AM
To: Francis, David
Cc: Moskovchenko, Eugenya
Subject: Duty Free Distributors_SWE-CEN
Dear David,
See attached requested file with DF Distributors of SWE and CEN regions.
Note the split per Brands is at Ship To level.
Let me know should you need anything else.
Kind regards
Nico

[^0]




$4$


$$
\exists Z \mid S \quad ⿹ N 1>1
$$



Sヨ11ヨyทำ yㅋTำ















[^0]:    David A. Reynolds
    Vice President
    Brand Integrity Global Operations
    JT International (Asia Pacific) Limited
    Direct: +852 25859388
    Mobile: +852 91892093
    Fax: +852 25064556
    Suite 4205-11, Tower One, Times Square
    1 Matheson Street
    Causeway Bay, Hong Kong
    PRIVILEGED \& CONFIDENTIAL
    ATTORNEY WORK PRODUCT
    This e-mail and any attachments are confidential and may be subject to legal or other professional privilege. They are intended solely for the attention and use of the named addressees. They must not be disclosed to any person without authorization.
    This e-mail and any attachments are also subject to copyright. They may only be copied or distributed with the consent of the copyright owner.
    If you are not named addressee and/or you have received it in error, please notify us immediately so that we can arrange for its return.

