



**Disrupting criminal trafficking and smuggling networks  
through increased anti-money laundering and financial investigation capacity  
in the Greater Horn of Africa  
(AML-THB in the GHOA)**



# FINANCIAL PROFILING

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- **Person Profiling**
- **Company/Business Profiling**
- **Financial Profiling**



- ▶ The most common profile is the person profile. The person profile collates the information under the key characteristics of a person's physical description, personal particulars, former and present behaviour and relationships. It is similar to a resume, only is tailored to meet the needs of an investigation.
- ▶ The profile is used to gain an appreciation of the history of the person of interest and how that person came to be where they are today. Profiles provide knowledge of the person, which can be useful in trying to predict their behaviour or determine the truth in an interview/interrogation situation. It also allows a large amount of information to be broken down in a logical manner.

# Company profiles

- ▶ More and more criminals are using legitimate businesses and companies as fronts to disguise or facilitate criminal activities. A simple profile of the business or company can help an investigator understand how and why the criminal may use it.
- ▶ Like the person profile, the company profile looks at the key characteristics of a business or company that may be relevant to an investigation.

# Financial Profile

The benefits of compiling and maintaining a financial profile in respect of a target are numerous. Apart from providing an excellent source of intelligence in respect of the target, a financial profile also serves the following purposes:

- ▶ **a means by which money laundered associated** with a target may be identified;
- ▶ may provide **valuable information in relation to the target's criminal activities**; and
- ▶ Provide a ready information package that will enable a more effective and efficient proceeds of crime action or counter financing of terrorism in respect of the target.

# Financial Profile

Most financial profiles will collate information under the following (this list is not exhaustive):

- ▶ bank accounts;
- ▶ other financial institution accounts;
- ▶ business/company associations;
- ▶ casino accounts;
- ▶ vehicles/vessels owned/controlled;
- ▶ real estate owned/controlled;
- ▶ aircraft owned/controlled;
- ▶ Charities – owned or controlled;
- ▶ shares/stocks owned/controlled;

# Financial Profile

- ▶ other assets owned/controlled;
- ▶ off-shore assets owned/controlled;
- ▶ income; and
- ▶ expenditure.

**As with any investigation a target will have his/her peculiarities and as such the profile should be adjusted to suit.** It may be that the particular target under investigation collects valuable stamps and coins, is involved in the horse racing industry, or is interested in jewellery for investment purposes.

# Financial Profile

In Compiling a Financial Profile - Three questions the investigator should always continuously ask:-

- ▶ **Are amounts of known or documented sources (legal) in line with expenditures and assets purchased by a suspect?**
- ▶ **If not, what is the suspected source of funds involved in the transactions?**
- ▶ **How did the subject dispose of funds or property known to have been in the subject's possession or control?**





# Financial Profile

## Sources of information:

### Public domain

- ▶ Land Registries
- ▶ Companies office
- ▶ Births Deaths and Marriages office
- ▶ Motor vehicle registry
- ▶ Electoral Rolls
- ▶ Credit Control agencies
- ▶ The internet

# Financial Profile

## Sources of information:

- Welfare agencies
- Health Department
- Housing Authorities
- Education authorities
- Corrective/Prison/Probation services
- Insolvency/Trustee departments
- Customs
- Immigration
- Revenue authorities
- Valuation department
- Land Transport authority
- Passport office
- Armed Services
- Mapping agencies
- Financial Regulatory agencies
- Agriculture Ministries
- Land Transport authority
- Passport office
- Armed Services
- Mapping agencies
- Financial Regulatory agencies
- Agriculture Ministries

# Financial Profile

## Sources of information:

### Financial Institutions and other businesses

- ▶ Banks, Insurance companies, Stock Brokers, Finance Companies
- ▶ Credit card companies
- ▶ Money Exchange/FX dealers
- ▶ Casinos
- ▶ TAB or betting agencies

# Financial Profile

Sources of information:

## Utility Agencies

- ▶ Telecommunication companies
- ▶ Gas companies
- ▶ Water companies
- ▶ Electricity authorities
- ▶ Postal services
- ▶ Local Council
- ▶ Rental agencies
- ▶ TV network companies

# Financial Profile

## Sources of information:

### Businesses

- ▶ Transport companies (airlines, shipping, buses, rental cars)
- ▶ Communication outlets (mobile phone providers, paging services)
- ▶ Travel agencies
- ▶ Retail businesses supported by subject of analysis
- ▶ Manufacturers
- ▶ Hotels/licensed premises
- ▶ Restaurants/food vendors
- ▶ Trades persons (plumbers, builders, vehicle maintenance, electricians etc.)
- ▶ Video and entertainment businesses

# Financial Profile - Outcome

- ▶ **Specialized financial statements showing what the profiled subject owns, owes, earns, and spends at any given point, or over a period of time.**
- ▶ **May yield direct evidence of illegal income or hidden assets, or circumstantial (indirect) evidence of illegal activity by showing that the subject's expenditures exceeded known sources of funds**
- ▶ **Systematic method for collecting and analyzing financial data concerning the subject.**
- ▶ **Allows analyst/investigator to follow the money**