



# Steering Clear of Exporter's Red Flags

## What can you do?



Ensure the intended use aligns with the recipient's business. Be cautious of unusual requests or potential repurposing for harmful activities.



Conduct thorough checks on company registration and business operations. Always cross-check government resources.



Consider how conflicts, sanctions, or transshipment points could impact your goods.

**Due diligence** is more than a legal checkbox; it's about **safeguarding lives** and preventing your products from being diverted for harmful purposes.

## Identifying red flags early can prevent your goods from falling into the wrong hands

### Stay on the lookout for:



#### Unusual Requests:

Technical mismatches (e.g., advanced items for a country with no related industry).



#### Evasive or Refusal Behaviours:

Vague responses, refusals of installation or training services, or abnormal shipping patterns.



#### Payment Irregularities:

Overpayment, cash offers, or small payments from multiple accounts are signals to pause and investigate.



**Suspicious Customer Backgrounds:** Hesitation to disclose the end-use or lack of relevant business history.

## Contact us

- [defence.gov.au/business-industry/export/controls](https://defence.gov.au/business-industry/export/controls)
- [exportcontrols@defence.gov.au](mailto:exportcontrols@defence.gov.au)
- 1800 DEFENCE, Option 4

