



# Ransomware as a Service (RaaS)

**The Black Hat Industry is More Professional Than You Think**

## **NT230 – Malware's Modus Operandi**

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# Overview

## 1. The overview of Ransomware

## 2. Ransomware as a Service

## 3. Methods of RaaS Protection and Detection

# The overview of Ransomware

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# Ransomware



Figure: Ransomware, named "Mã độc tổng tiền" in Vietnamese



# Ransomware: Definition

- Ransomware (ransom software) is a subset of malware designed to restrict access to a system or data until a requested ransom amount from the attacker is satisfied.
- Based on the employed methodology, ransomware is generally classified into two types:
  - Cryptographic ransomware: encrypts the victim's files
  - Locker ransomware: prevents victims from accessing their systems.

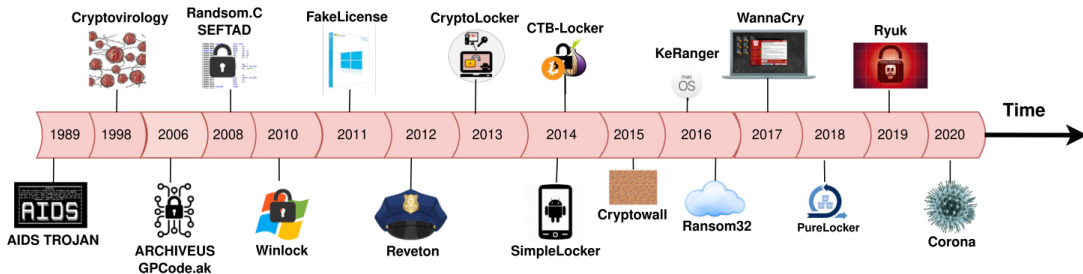


# Ransomware: Generalized overview of attack phases of ransomware



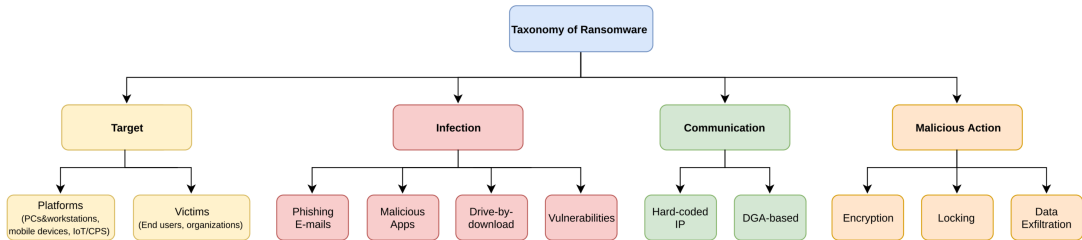


# Ransomware: Evolution of major ransomware families from 1989 to 2020





# Taxonomy of ransomware

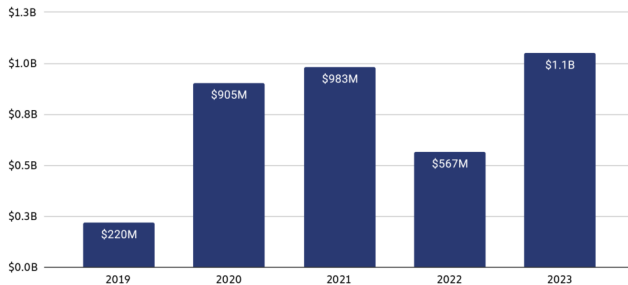






# Ransomware Payments Exceed \$1 Billion in 2023

Total value received by ransomware attackers, 2019 - 2023



© Chainalysis



# The State of Ransomware (1)



**+184%**

Average  
Ransom  
Payment



**9.6 days**

Average  
Downtime



**925**

Average  
Victim  
Company  
Size (Q2)



**116**

Average  
Victim  
Company  
Size (Q1)

Source: Coveware Q2 2019 Ransomware Marketplace Report

Figure: Ransomware Marketplace Report by Coveware (2019)



## The State of Ransomware (2)

Ransomware payments drop to record low as victims refuse to pay.

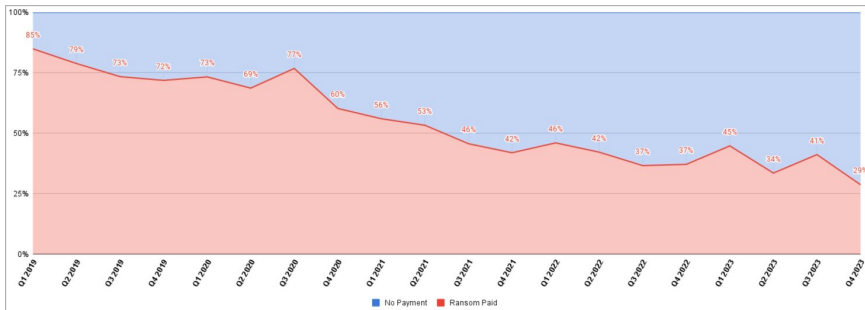


Figure: Ransomware Payment rates – Source: Coveware 2024



## The State of Ransomware (3)

Coveware says that ransom payments in Q4 2023 had an average amount of \$568,705, a 33% drop from the previous quarter, while the median ransom payment was \$200,000.

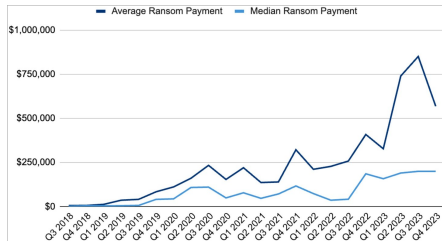


Figure: Ransomware Payment Size – Source: Coveware 2024



## The State of Ransomware (4)

In Q1 - 2024, anti-forensic tactics led to a rise in attacks where the original attack vector remained unknown.

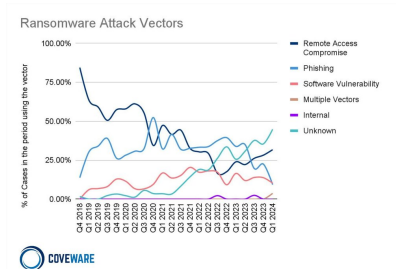


Figure: Attack Vectors in Q1 2024 - Source: Coveware 2024

# Ransomware as a Service

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## What is Ransomware as a Service (RaaS)?

- Ransomware as a service (RaaS) is a business model that involves selling or renting ransomware to buyers, called affiliates.
- RaaS can be credited as one of the primary reasons for the rapid proliferation of ransomware attacks, as it has made it easier for a variety of threat actors – even those who have little technical knowledge – to deploy ransomware against targets.
- *RaaS is based on the **software-as-a-service (SaaS)** model, in which software can be accessed online on a subscription basis.*



# Ransomware vs. RaaS

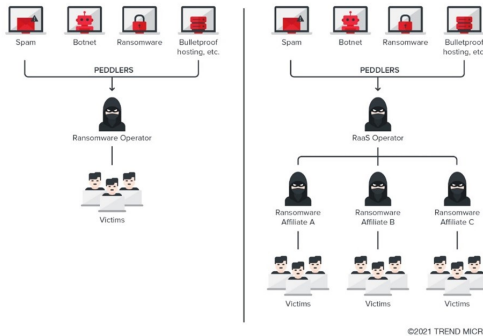


Figure: Comparison of direct ransomware operations (left) and RaaS operators (right)





## Ransomware as a Service (RaaS)

- Ransomware-as-a-Service (RaaS) emerged in 2015.
- RaaS aimed to provide user-friendly, and easy-to-modify ransomware kits that could be purchased by anyone in underground markets.
- That was a momentous step for the evolution of ransomware, as it could be easily repackaged to infect any platform, which made it platform-agnostic.
- RaaS escalated the number of ransomware attacks around the world



# RaaS: BlackCat

- Active Since: 2021
- Number of victims (2023): 170



## RaaS: LockBit 3.0

- Active Since: 2020
- Number of victims (2023): 474



## RaaS: CLoP

- Active Since: 2020
- Number of victims (2023): 106



# RaaS: Black Basta

- Active Since: 2022
- Number of victims (2023): 101



# RaaS: Royal

- Active Since: 2022
- Number of victims (2023): 110



# RaaS: Akira

- Active Since: 2023
- Number of victims (2023): 37



## RaaS: BianLian

- Active Since: 2022
- Number of victims (2023): 46





# The State of RaaS: Marketplace

## Affiliate Model



**\$0**

Cost of  
Entry



**20-40%**

Average  
Profit  
Share

## Licensed Model



**\$250-650**

Average  
Cost of  
Entry



**\$12-125**

Average  
Estimated  
License  
Cost

Source: Deloitte Black-Market Ecosystem Report

Figure: Ransomware as a Service Marketplace Report by Deloitte



## RaaS: How is a Service provided?

Services are offered in a variety of forms such as:

- Unlimited access by paying a one-time fee
- Monthly subscriptions
- Profit sharing wherein the developer gets a share of every successful attack and ransom earned



# RaaS: Value Chain for the RaaS economy

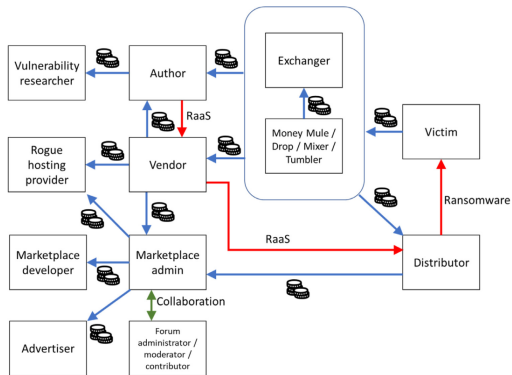


Figure: Value chain for the RaaS economy



## RaaS Value Chain: Actor Descriptions (1)

1. **Vulnerability researcher (VR)**: discover and sell information about zero-day vulnerabilities to others who can write the exploit code.
2. **Authors**: are professional developers who create the malware that takes advantages of vulnerabilities, some of which are purchased from VR
3. **Vendor**: do marketing and sale on marketplaces or on their private website. Vendors can be authors, or sellers of any other goods.
4. **Victim**: suffers from ransomware infections and may lose their data or pay the ransom. They may need the help of an exchanger to obtain the ransom amount in cryptocurrency.
5. **Marketplace admin**: provides a market platform that vendors and distributors can use for trade.



## RaaS Value Chain: Actor Descriptions (2)

1. **Marketplace developer advertiser**: person with technical expertise that develops the marketplace platforms for the administrators.
2. **Forum admin/moderator/contributor**: People responsible for managing the forum contents and membership access. Usually have a close relationship with the admin of one or more marketplaces.
3. **Rogue hosting provider/ Money Mule/ Drop/Mixer/Tumbler**: Provide website hosting services on the darknet that reduces the risk of getting caught. Transaction received from victims are transferred through an intermediary, either a professional money launderer or someone who unknowingly forwards the money.
4. **Exchanger**: Exchangers own verified accounts and use their immunity to offer currency exchange services to cybercriminals.



# Ransomware as a Service (RaaS): Starting for Sales

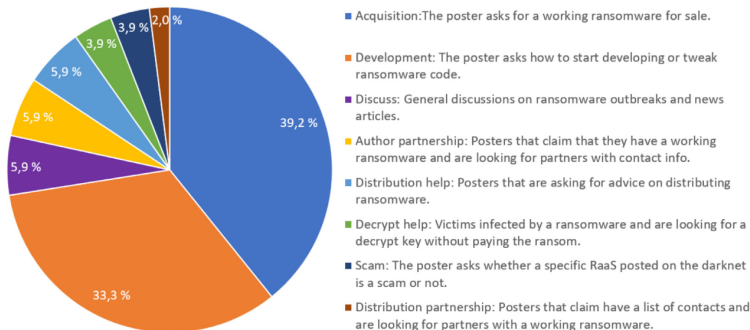



Figure: Question categories related to ransomware in the Hidden Answers forum



# RaaS: Selling 0-day vulnerabilities for Malware Authors

**Outlook RCE 0day**  
by C [profile icon] - Tuesday May 14, 2024 at 05:07 AM



GOD User

Posts: 26  
Threads: 5  
Joined: Sep 2023  
Reputation: 126

Yesterday, 05:07 AM (This post was last modified: Yesterday, 05:54 AM by Crisp)

**Outlook RCE Exploit 0-day**

**Tested versions x86/x64:**

- Microsoft Office 2016
- Microsoft Office 2019
- Microsoft Office LTSC 2021
- Microsoft 365 Apps for Enterprise

**Price: \$1,700,000**  
**Success rate: 100%**  
**Exploit details in private**

[Message me on Telegram](#)

Only dealing through escrow @ [Owner] [escrow icon]

**UPDATE:** Don't message me without proof of funds. Stay away journalists.

[Reply](#)



# RaaS: Affiliate recruitment adverts

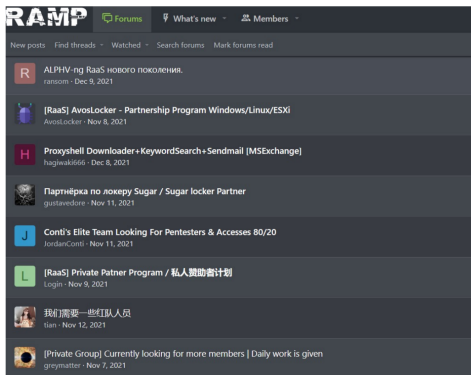


Figure: Conti, AvosLocker, BlackCat are currently active ransomwares by RAMP forum (Source: PwC)  
UIT InSecLab - Email: inseclab@uit.edu.vn





# RaaS: Affiliate recruitment adverts

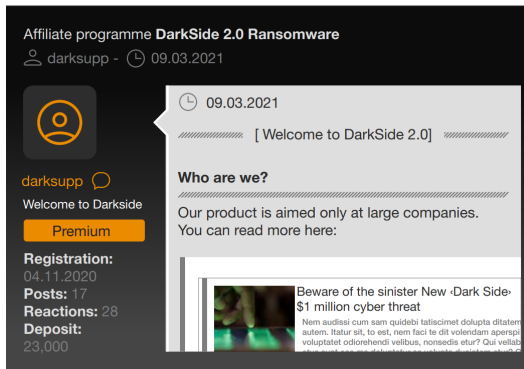


Figure: "Welcome to Darkside 2.0" announcement post (Source: PwC)



# RaaS: Access as a Services (AaaS)

White Apep (aka BlackMatter, DarkSide) seeking access to corporate networks on the forum Exploit

Affiliate programme **BlackMatter**  
🕒 10.07.2021

**BlackMatter**  
Byte

**B**

**Seller**

**Registration:**  
07.19.2021  
**Posts:** 3  
**Activity:** Other  
**Deposit:**  
4,000,000

🕒 10.07.2021

Looking for corporate networks in the following countries:

- USA
- CA
- AU
- GB

**All sectors except:**

- Medical
- State institutions

**Requirements:**

- Zoom revenue from \$100 million
- 500 - 15,000 hosts
- We do not take networks which someone has already tried to exploit

**2 options for work:**

- Buy; from 3 to 100k
- We take it to work (to be discussed individually)

**Work scheme:**

- Choice of work option -> Transfer access
- > Verification -> We take it or not (in case of discrepancy)

**Deposit:**

- 120k

# Methods of RaaS Protection and Detection

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# Ransomware Research Taxonomy

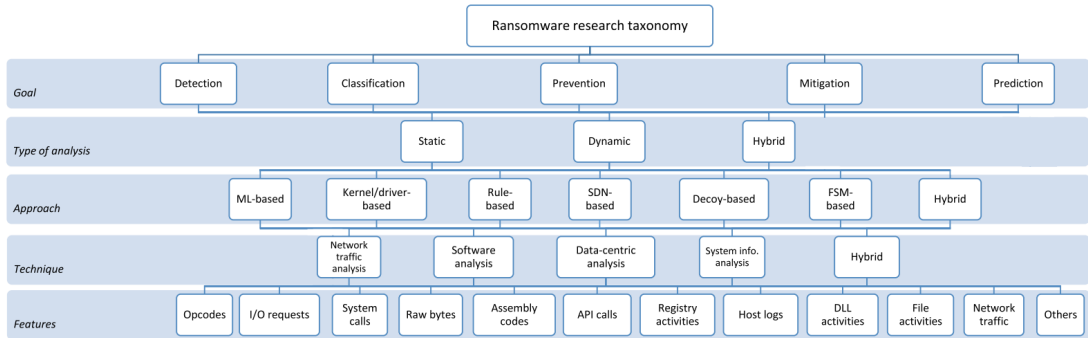


Figure: Research Taxonomy of Ransomware



# Methods of RaaS Protection and Detection

1. Preparation comes from a few angles
  - Environment: Layered Security
  - Systems/Data: Backups
  - Users: Security Awareness Training
2. Detection can be accomplished in a number of ways:
  - Endpoint: Abnormal processes, application behavior
  - Backups: Excessive changes to backup sets
  - Systems: Honeypots



# Anti-Malware Alone is Not Enough – You Need a Multi-Layered Approach

Thwarting Encryption and Prepare Backups:

- Intercepts all encrypt commands
- Makes a secure local copy
- Restore your files in minutes

Honeypots for Deceiving Ransomware & Incident Response

- Honeypots added to catch zero-day malware
- Alerts when attacked
- Catches variants to the new ransomware
- Immediately blocks the user account, minimizes restoration effort



# Thank you for your attention

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