

xorlab

AVANTEC
Competence. Security. Trust.

E-Mail Security neu gedacht

CISO Roundtable | 29. Februar 2024

Adrian Kyburz, adrian.kyburz@xorlab.com

Agenda

#	Inhalt	Speaker	Dauer
1	Begrüssung und Einleitung	Mark Stäheli, AVANTEC	15 Min.
2	Aktuelle Bedrohungslage in der E-Mail Security	Adrian Kyburz, xorlab	15 Min.
3	Context matters: der Ansatz von xorlab	Antonio Barresi, xorlab	20 Min.
4	Mehr Kontrolle in der E-Mail Security – Erfahrungen nach 3 Jahren mit xorlab	Lukas Kellenberger, Bank Vontobel	15 Min.
5	Q&A und offene Diskussion, anschl. 20 Min. Pause		40 Min.
7	Third-Party Risk Management	Antonio Barresi, xorlab	15 Min.
8	Input: Threat Intelligence	Christian Grob, AVANTEC	15 Min.
9	Trends & Ausblick	Christine Hakenjos, xorlab	15 Min.
10	Weiterführender Austausch beim Stehlunch		Offen



1. Aktuelle Bedrohungslage in der E-Mail Security

E-Mail Security neu gedacht | CISO Roundtable

Adrian Kyburz, adrian.kyburz@xorlab.com

Who am I



Adrian Kyburz

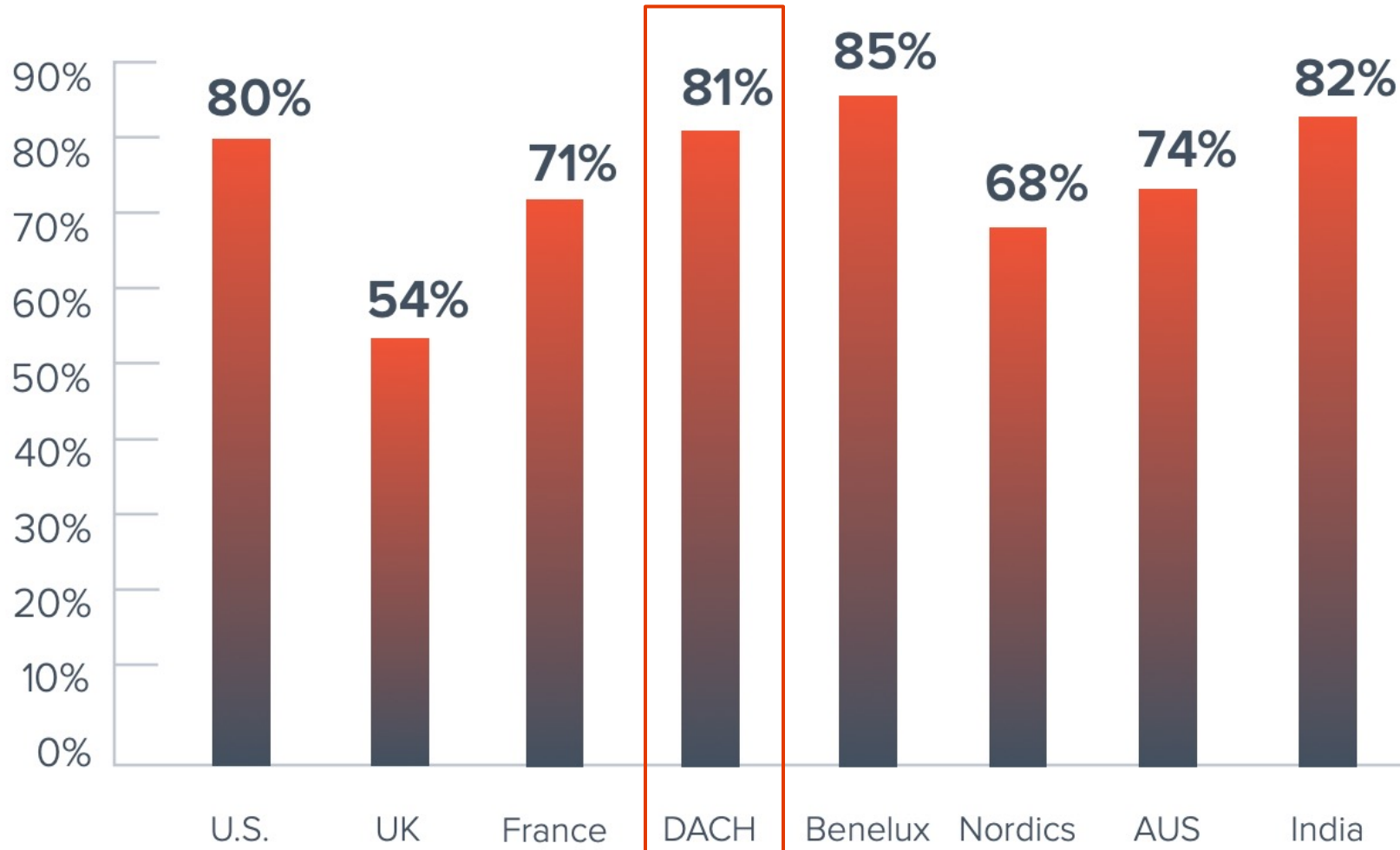
Head of Marketing

- Seit 6+ Jahren mit xorlab auf der Suche nach der bestmöglichen E-Mail Security für unsere Kunden
- Abgeschlossenes ETH-Informatikstudium mit Schwerpunkt Informationssicherheit
- Begeisterter Gleitschirmpilot



Has your organization faced any successful email-based security attacks in the past year?

(n=1,350)

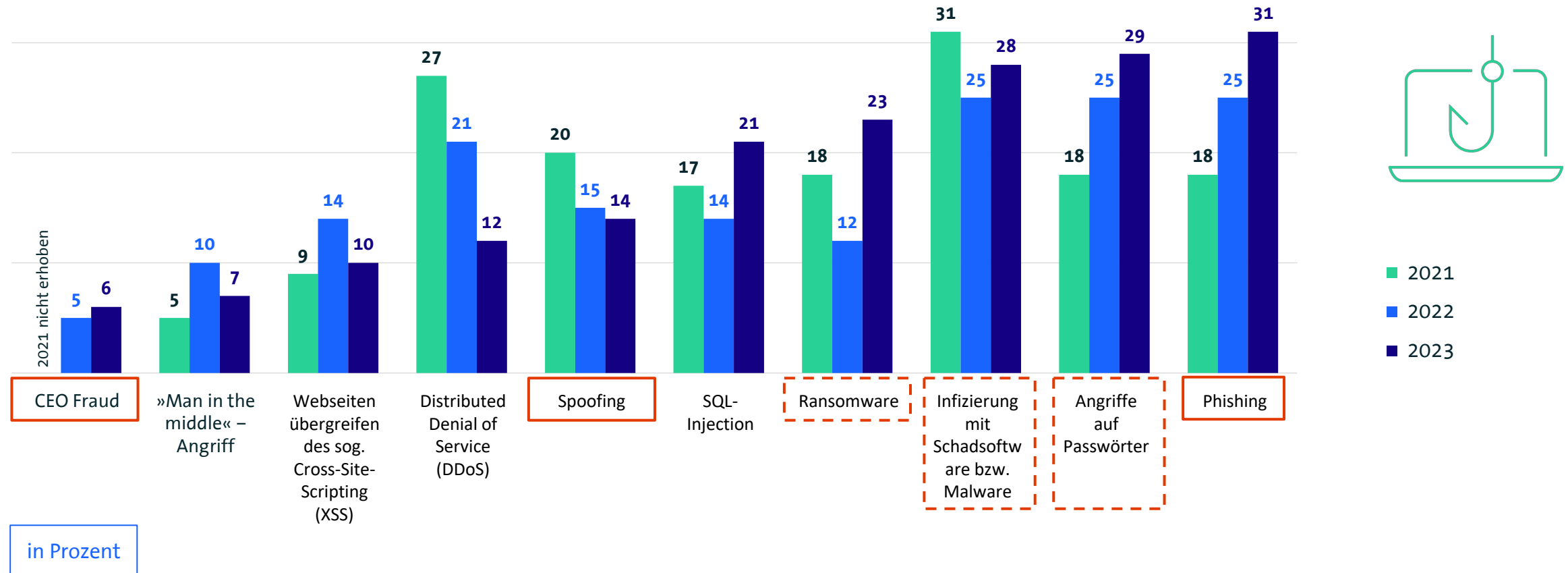


81% der befragten Unternehmen im deutschsprachigen Raum hatten 2022 einen Schaden, der auf einen E-Mail-Angriff zurückgeführt werden konnte.



Häufige Schäden durch Phishing, Passwortklau & Malware

Welche der folgenden Arten von Cyberangriffen haben innerhalb der letzten 12 Monaten in Ihrem Unternehmen einen Schaden verursacht?



Eine erste Einordnung

- Payload – Phishing / «Zero-Hour Phishing»
 - Zugangs- oder Zahlungsdaten
 - Schadcodeübermittlung über Anhänge oder Links
- Kein Payload – Social Engineering
 - Business Email Compromise / VIP Fraud
- Speziell – Spearphishing & Account Compromise



Praxisbeispiel (1/2): Phishing mit QR-Code

(aka. Quishing)

DocuSign



J Phishing
HIGH CONFIDENCE

Incoming message is **QUARANTINED**

Received on 20.11.2023 at 21:04:17 ⓘ

Custom Tags ⊕

SUMMARY

ATTACHMENTS

DOMAINS & URLS

SIMILAR

HEADERS

MATCHED RULES

Showing 1-2 of 2 URLs



URL

DISPLAY TEXT

GLOBAL

LOCAL

TYPE

SOURCE



http://track.shopcroma.com/link/view_in_browser/?&uri=//xorlab.herbasynt...

n/a

0

0

QR Code

File



<http://xorlab.herbasyntmedicare.com/index.php?userid=YW50b25pby5i...>

n/a

0

0

Embedded

File

Praxisbeispiel (2/2): Business Email Compromise aka. VIP Fraud

Good morning [REDACTED]

Did Mr. [REDACTED] attorney at Baker McKenzie Law Firm, already contact you on my behalf, by telephone or by email regarding the [REDACTED] file currently managed at the Headquarters ?

If he has not done it yet, contact him immediately on my behalf, **from your private e-mail** at the following address:

[REDACTED]@legal-bakermckenzie.com

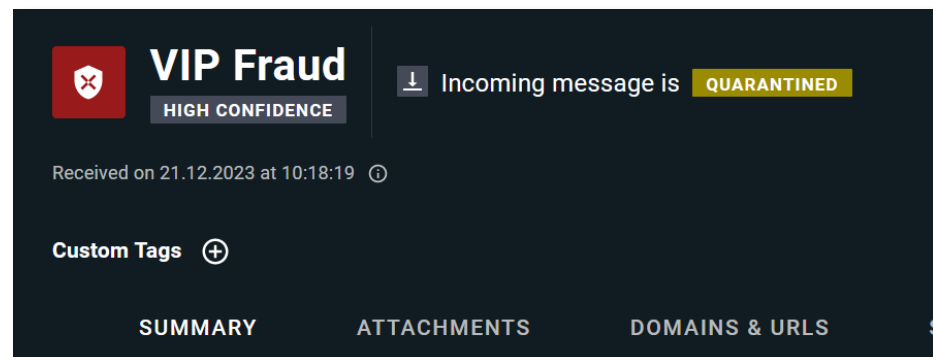
The file reference [REDACTED] must be specified in your e-mail and also a phone number where you are reachable so that he explains to you what we are expecting from you.

I will get back to you once you have spoken to him, to give you my further instructions for the day.

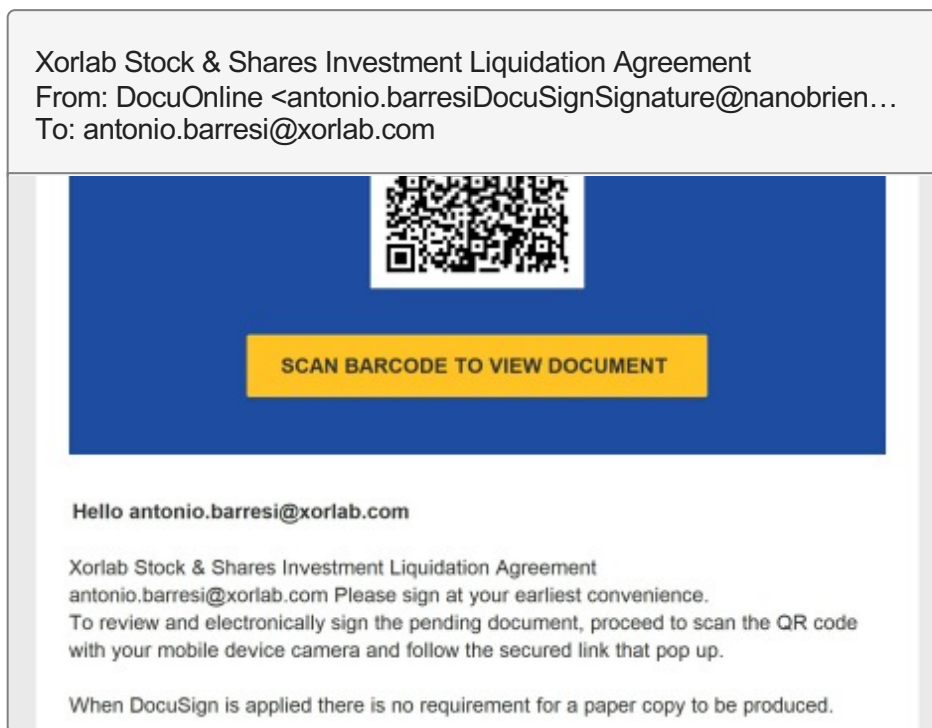
Freundliche Grüße / Best Regards,

[REDACTED]
CEO [REDACTED]

von meinem iPhone gesendet



Mögliche Gründe für die Häufung der Schäden



Beobachtete Probleme:

- Link wird nicht erkannt
- Link ist kein bekannter "Indicator of Attack"
- URL Sandbox Analyse war OK
- Point-of-click Analyse war OK
- «Zero Hour Auto Purge» (ZAP) erfolglos

Fazit: statische Analyse bringt am meisten.

~~proofpoint.~~

~~Microsoft~~

~~CISCO~~

~~FORTINET.~~



Unseren Analysen nach sind die Phishing-Links in >80% der Fälle unbekannt

Frage: wie viele Phishing-E-Mails haben Eigenschaften eines Zero-Hour Angriffs?

Zero-Hour: der Phishing-Link ist in keiner «known malicious URL»-Datenbank enthalten.

Untersucht wurden die als Phishing klassifizierten E-Mails bei einem mittelgrossen Kunden während einem Zeitraum von 90 Tagen.

81% der Phishing-E-Mails sind sog. “Zero-Hour” Angriffe

Anzahl Phishing-E-Mails	12 461 (100%)
Davon «Zero-Hour»	10 147 (81%)
Davon »Known-Malicious«	2 314 (19%)



Solange E-Mail existiert, werden wir uns gegen Phishing etc. schützen müssen.

Die kriminelle Motivation bleibt, nur die Techniken werden sich ändern.

- Technische Ebene: Quishing, Shortener-Dienste, Google AMP, Open Redirects, HTML Smuggling, usw.
- Menschliche Ebene: «Message Injection», Account Compromise, LLMs, Deepfakes, usw.



LLMs senken die Angriffskosten und machen es Menschen gleichzeitig noch schwieriger, Angriffe zu erkennen

An early experiment with ChatGPT revealed powerful new attacker capabilities:

- Create phishing campaigns with completely unique emails
- Dynamically generate campaigns in multiple languages
- Have automated conversations in parallel and at scale
- Classify human responses to adjust and generate better answers
- Improve campaign effectiveness by feeding back the click or response rate
- Launch AI-Powered BEC attacks
- Use open-source intelligence to further customize phishing emails



2. Context Matters: Der xorlab-Ansatz

E-Mail Security neu gedacht | CISO Roundtable

Antonio Barresi, antonio.barresi@xorlab.com

Who am I



Antonio Barresi

CEO & Gründer xorlab

- Security nerd and former security researcher
- Software exploitation and defense
- Mobile security
- Cloud side-channels
- Started with offensive security as a teenager
- Co-founded xorlab, an ETH Zurich Spin-off in cybersecurity



About us

Founded & based

2015 in Zurich

Employees

37

Email accounts
protected

290 000+

Processed emails
per day

20 Mio+

Attacks prevented
in 2023*

10 Mio+

Julius Bär

Vontobel



USZ
Universitäts
Spital Zürich

HAUFE.



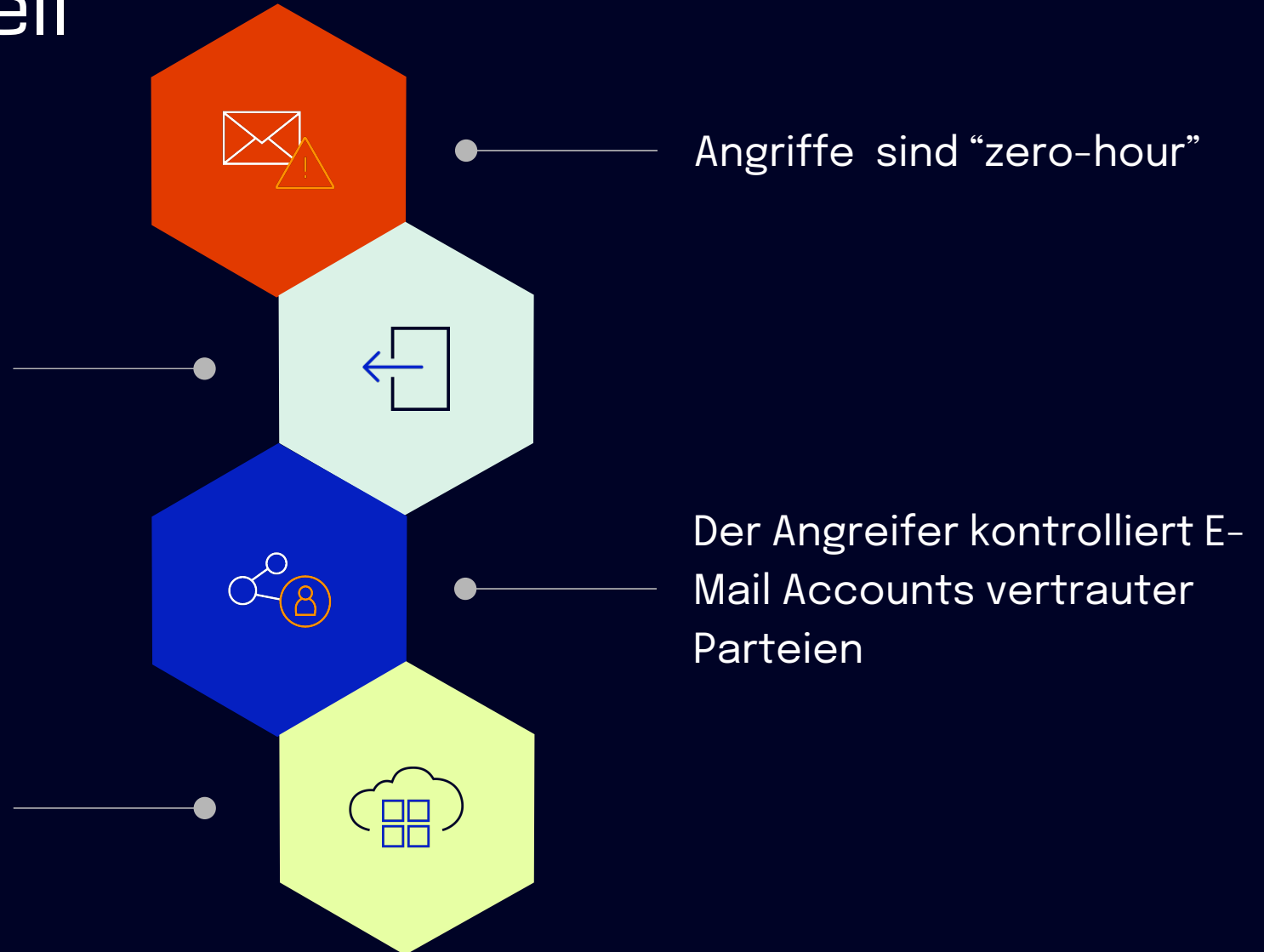
ilb¹⁸⁶¹



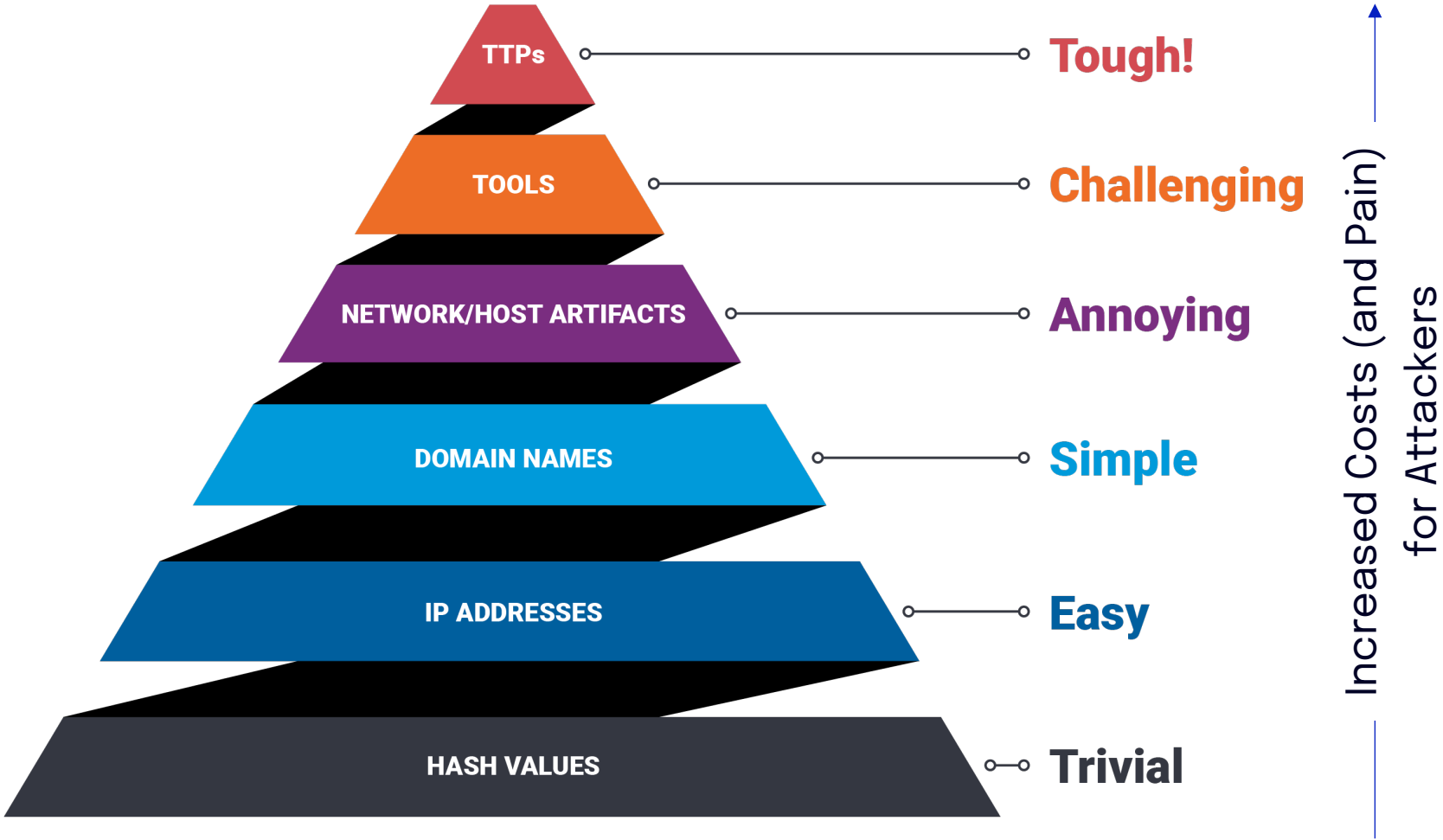
E-Mail Security braucht neues Angreifermodell

Der Angreifer kann Sandbox-Checks umgehen (URL & Dateien)

Der Angreifer nutzt legitime Infrastruktur (z.B. M365)



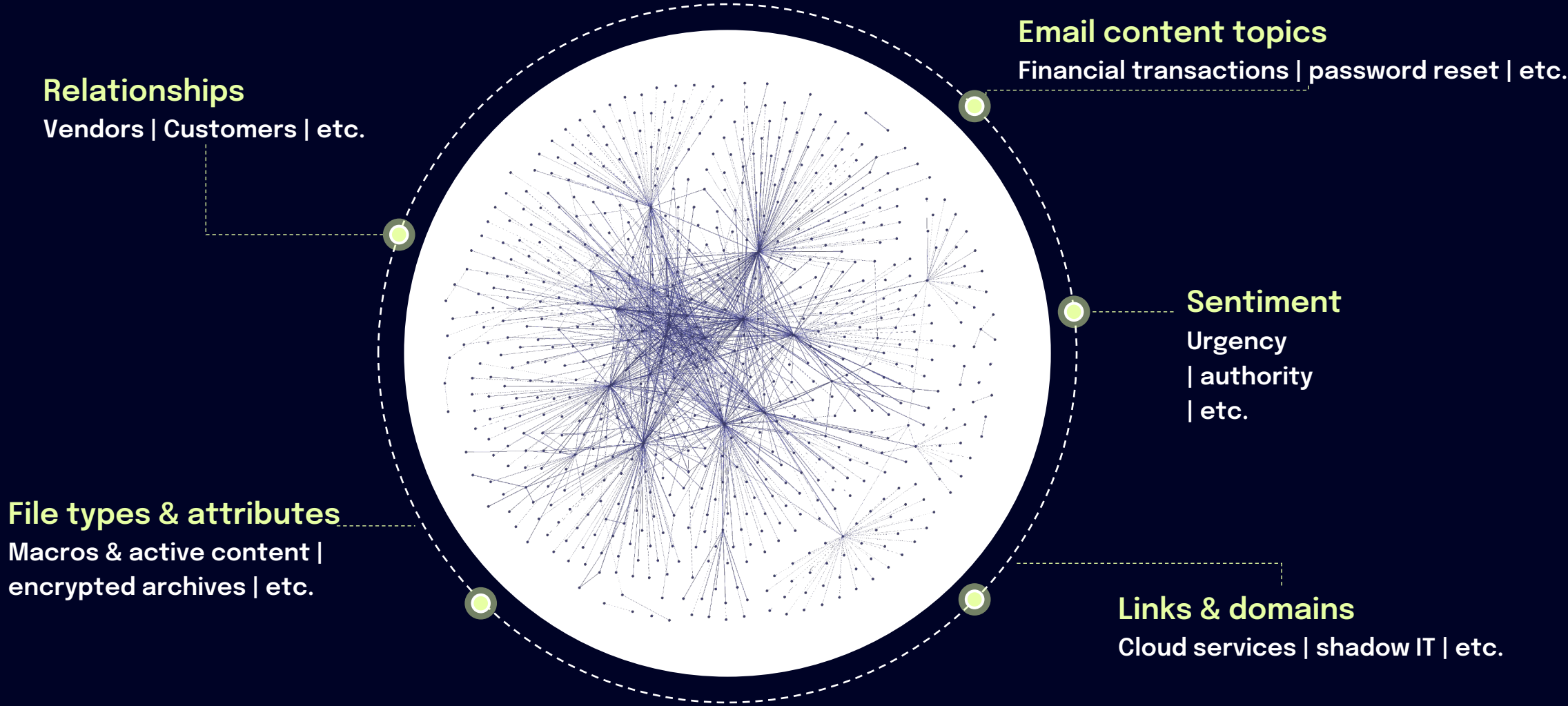
Pyramid of Pain in Email Security



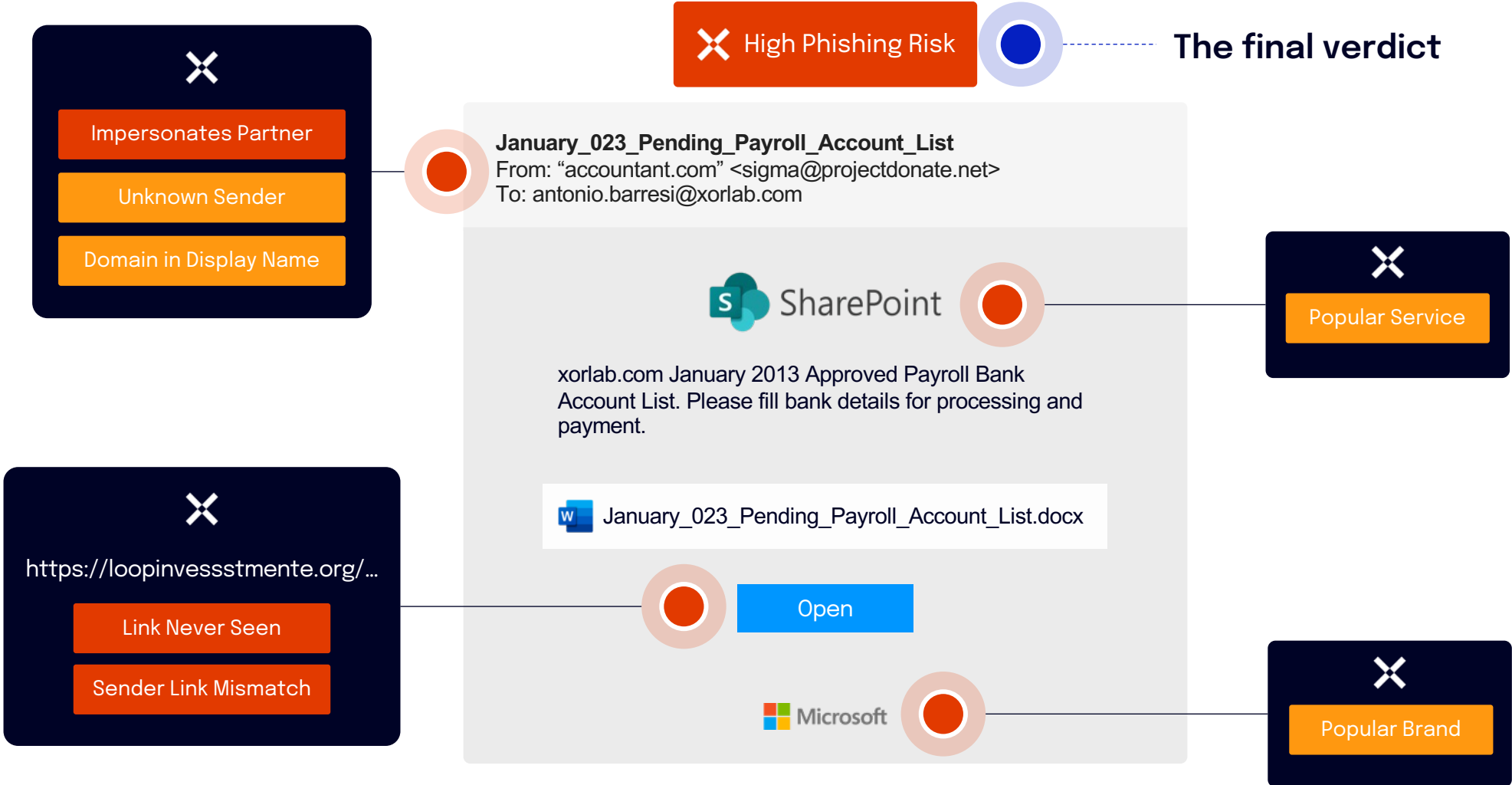
Die Pyramid of Pain gilt auch für E-Mail-basierte Angriffe



Context-Intelligence



Example



xorlab

Demo

Unsere Vision

1st line of defense	Tech E-Mail Security Filter
2nd line of defense	Mensch Mitarbeiter + SecOps
3rd line of defense	Tech SIEM + SOAR + XDR

- Stoppt Bedrohungen proaktiv
- Reduziert Angriffsfläche
- Ist transparent (keine Blackbox)

- Sinnvolle Warnungen (Banner)
- Alles wird gemeldet und triagiert
- Isolation bei Verdacht

- Datenaustausch in Echtzeit
- Korrelation mit anderen Daten
- Integration mit E-Mail Security Filter



3. Mehr Kontrolle in der E-Mail Security

Erfahrungen nach 3 Jahren xorlab

Lukas Kellenberger
IT Security Engineer
Platform Security

Ausgangslage 2021

E-Mail Gateway als Managed Service bei Open Systems

- «Abhängigkeit» vom Support & Engineering
- Sinkende Service-Qualität, keine Innovationen
- Schlechte Filter-Qualität insbesondere bei Phishing-Attacken

Wohin wollen wir?

- On-Prem Lösung – mehr Transparenz für Administratoren
- Verbesserung der Filter-Qualität
- Unabhängigkeit

Potentielle Kandidaten

- Proofpoint
- Symantec Messaging Gateway
- Cisco ESA
- Trustwave Mail Marshal
- xorlab Security Platform

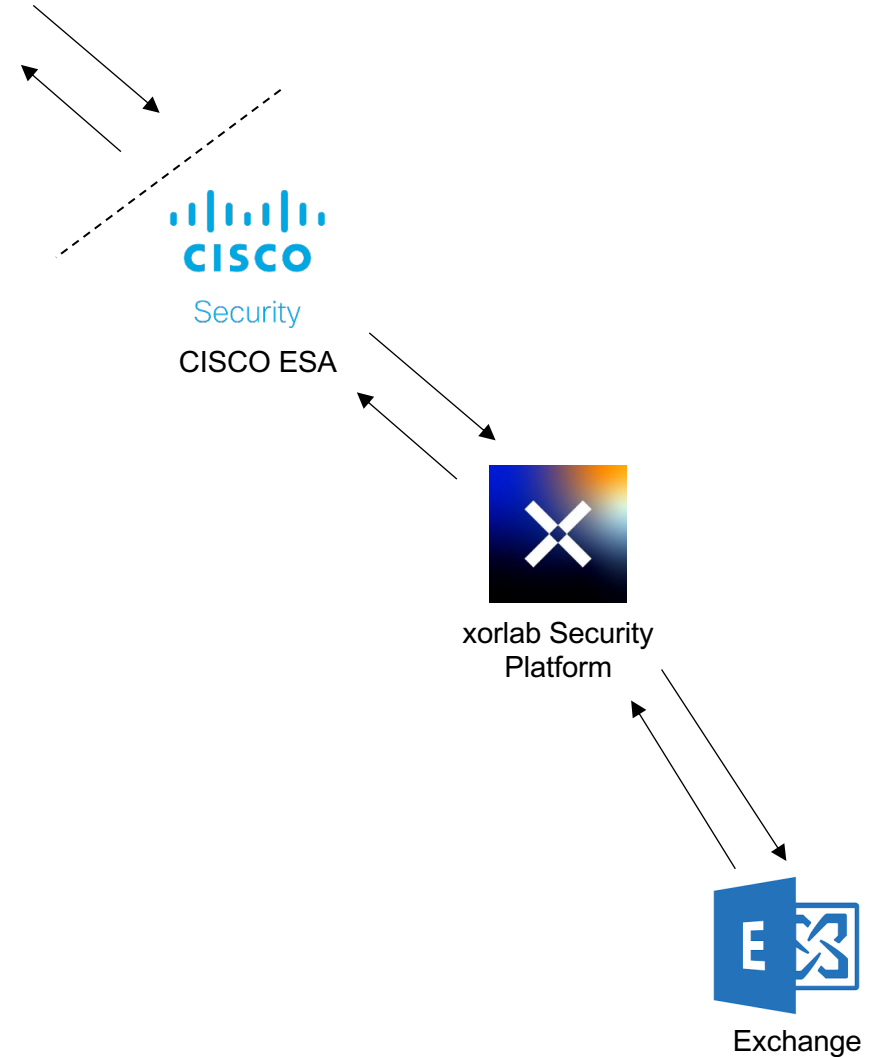
Wo wir heute stehen

Rollen, Funktionen & Prozesse

- User – Self-Service Quarantäne
- Analyst – Cyber Defense Team
- Helpdesk – 1st & 2nd Level Support
- Admin – Platform Security Team

Resultate

- Mehr Kontrolle
- Stabile Upgrades
- Mehr Transparenz für User
- Zeitersparnisse für Supporteinheiten, SOC und Administratoren
- Verbesserte Filter-Qualität
 - Rückgang der gemeldeten Phishing E-Mails um ca. 70%



Persönliche Erfahrungen

Zusammenarbeit

- Enge Zusammenarbeit
- Offene Kommunikation
- Spannende und lehrreiche Meetings
- Hilfsbereit

Produkt

- Sehr detaillierte Konfigurationsmöglichkeiten
- Campaigns erlauben es schnell, präzise Massnahmen zu treffen
- Das Tool macht Spass! :)

4. Third-Party Risk Management

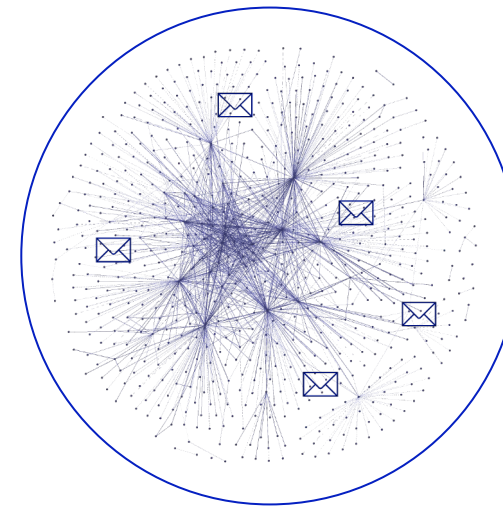
E-Mail Security neu gedacht | CISO Roundtable

Antonio Barresi, antonio.barresi@xorlab.com

Was hat Email mit 3rd-Party Risks zu tun?



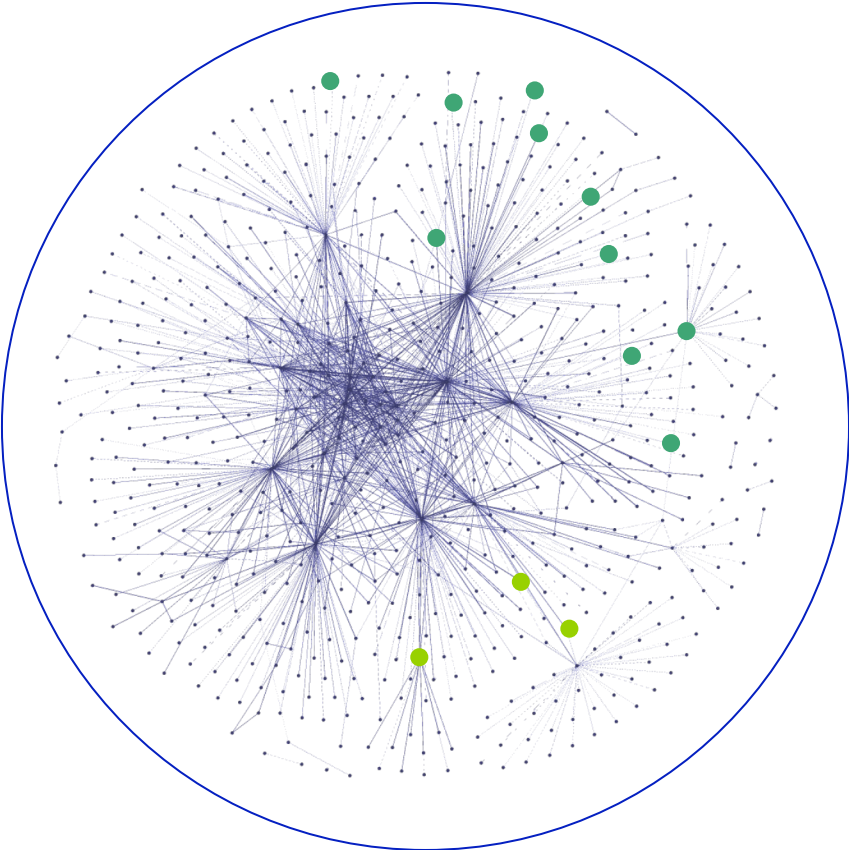
Attack vector



Intelligence



Identifikation der Third-Parties



NexaWealth Partners

100



LegalPeak Associates

82



SkywardTech Cloud Solutions

67



Datalogix

42



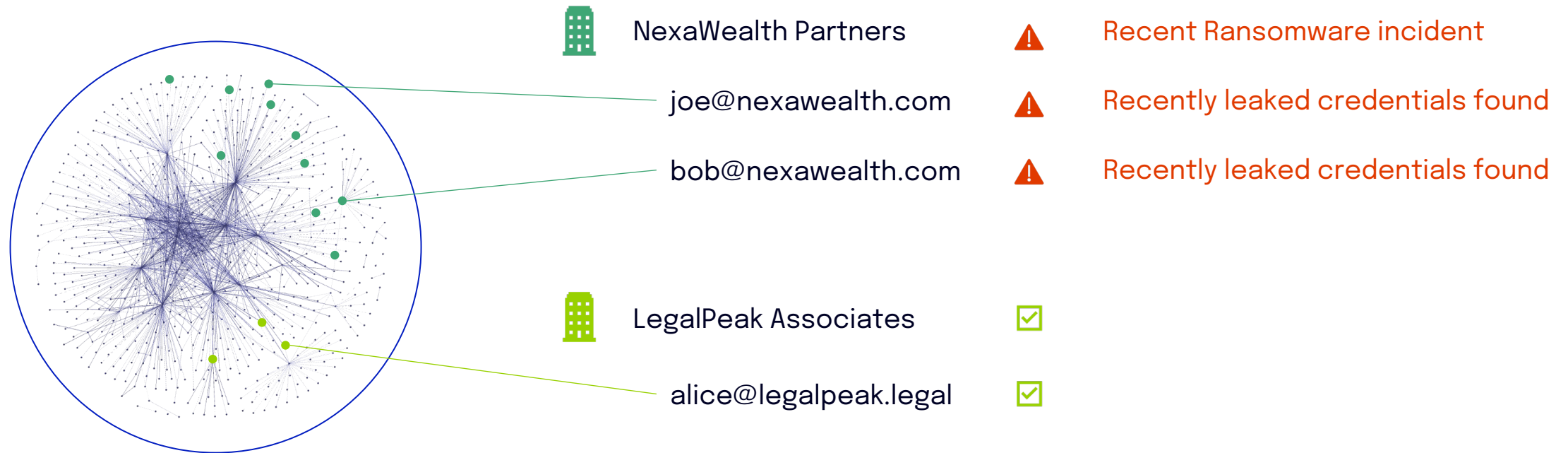
BuildCraft Contractors

30

RELEVANCE



Anreicherung mit Threat Intelligence



Threat Intelligence



Deutsch **English** 中國 USA Ambassador About us Contact FAQ 🔍

KINEMATICA PRODUCTS SERVICE INDUSTRIES SCIENCE MEDIA CENTER

Homogenizing in pharma technology

DISCOVER MORE

PHARMA CHEMICAL COSMETICS

Suche am 28.2.

Google kinematica 🔍

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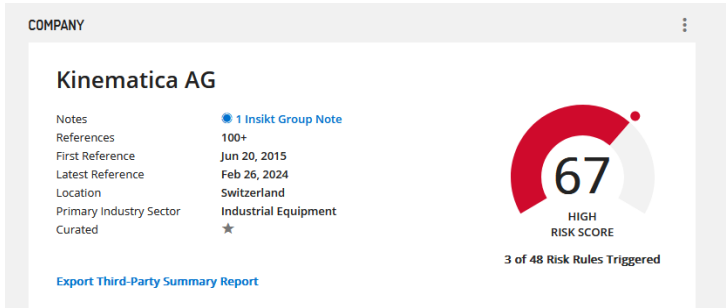
7 results (0.14 seconds)

N Newswire.com
Bioz Inc Has Partnered With Kinematica AG to Bring Evidence-Based Product Recommendations to Customers
Bioz is the world's most advanced AI search engine for life science experimentation, with evidence-based product ratings and recommendations to...
27 Jun 2023

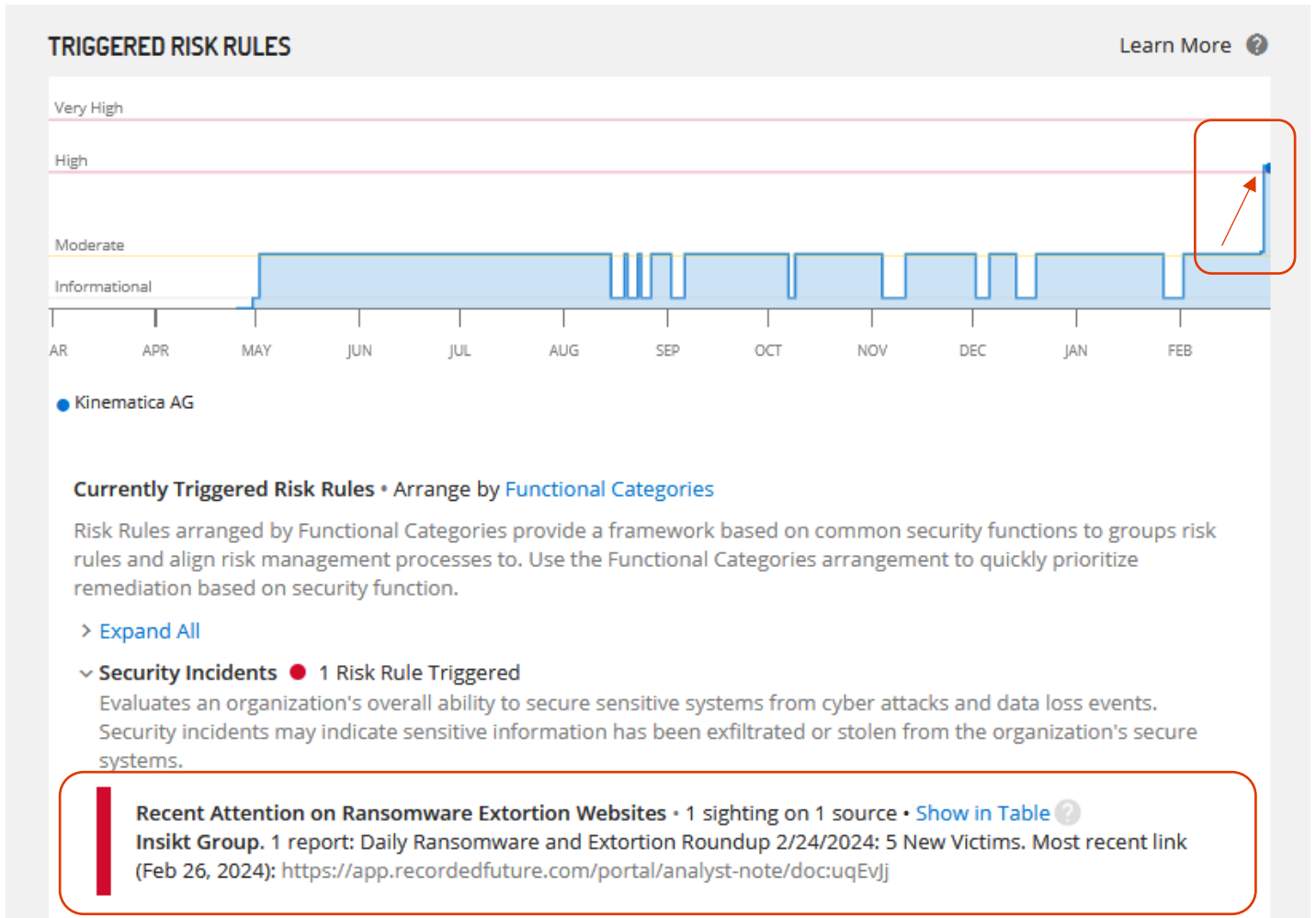
C Cosmetics & Toiletries
Foam Format Improves Skin Cream Application, Penetration
Foam products have recaptured the attention of beauty consumers. The present study describes their benefits and compares the spreadability...
29 Aug 2023



Threat Intelligence (Recorded Future)



On 26.2.2024 the Risk Score went from 27 to 68






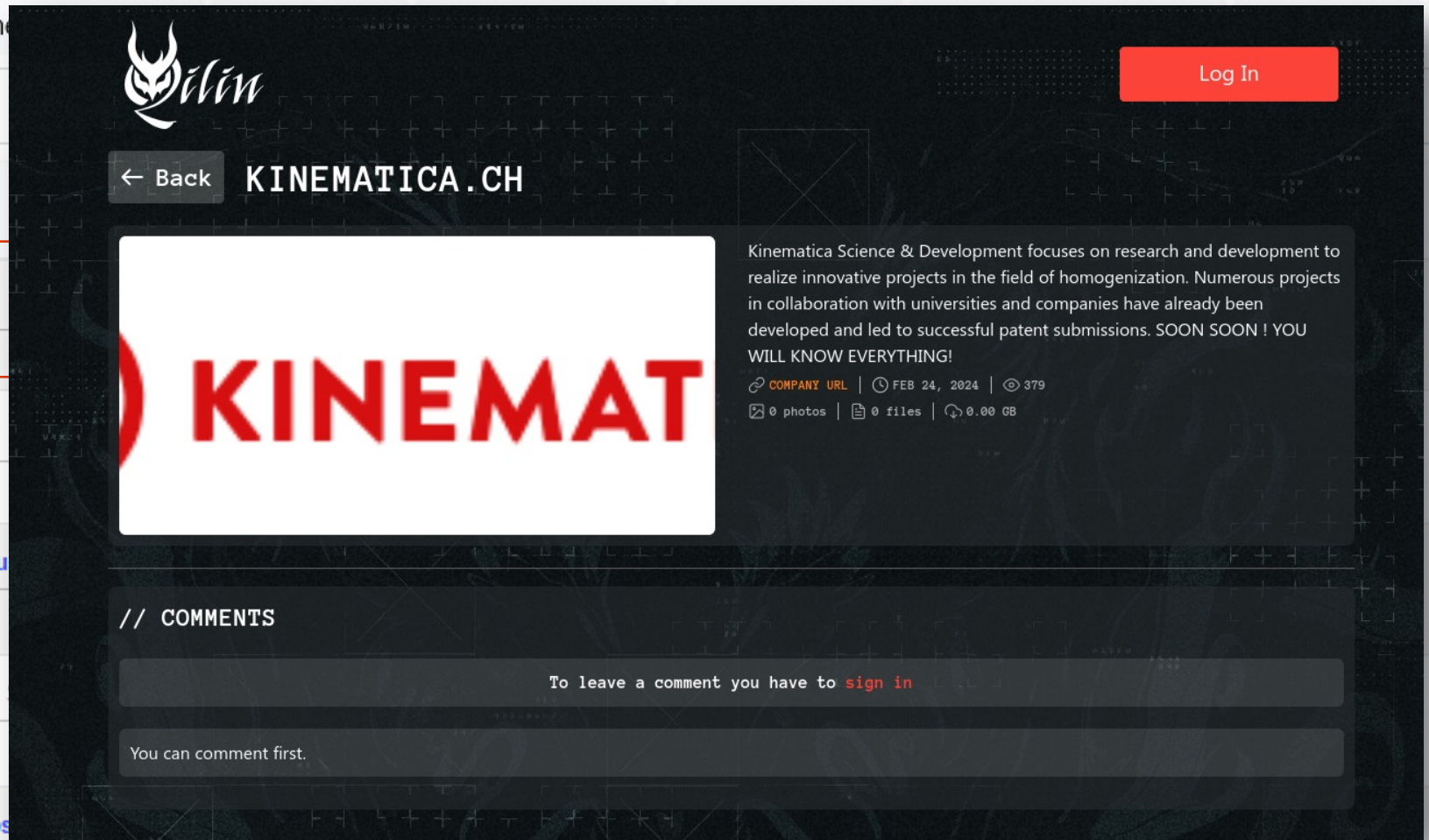
Threat Intelligence (eCrime.ch)

Details | Last 30 days

Online 3 Seen in last 24h 0 Offline 0


Type a keyword...

Online	Organization
●	 Kinematica AG
●	 dasteam AG
●	Bucher & Strauss Versicheru...
●	ATB SA Ingénieurs-conseils
●	 Diener Precision Pumps



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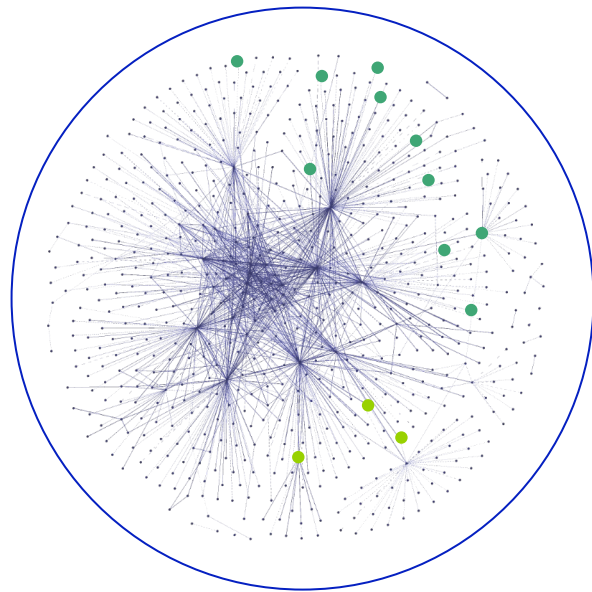
[COMPANY URL](#) | [FEB 24, 2024](#) | [379](#)
[0 photos](#) | [0 files](#) | [0.00 GB](#)

// COMMENTS

To leave a comment you have to [sign in](#)

You can comment first.

Third-Party Risiken zeitnah erkennen



Potenzielles Risiko
wird erkannt und kann
zeitnah adressiert werden!



Qualität der Threat Intelligence

Microsoft

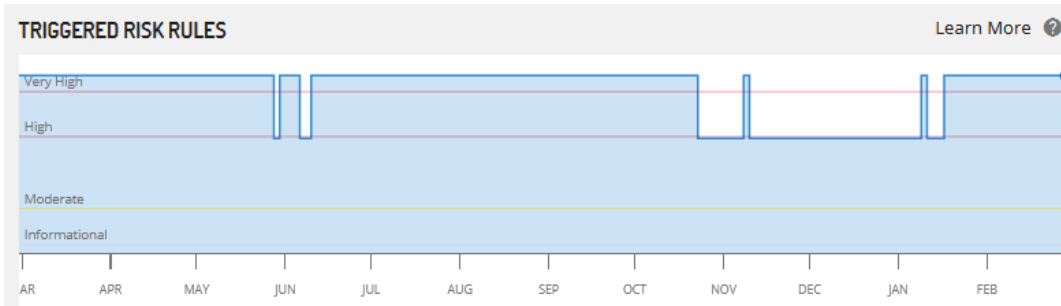
Notes	2891 Insikt Group Notes
References	1 000 000 000+
First Reference	Jan 28, 2009
Latest Reference	Feb 28, 2024
Location	United States
Primary Industry Sector	Software
Curated	★



39 of 48 Risk Rules Triggered

- Used in List [Companies Susceptible to Ivanti Connect Secure and Ivanti Policy Secure](#)
[Companies susceptible to CVE-2022-41040 and CVE-2022-41082](#)
[Companies Susceptible to Ivanti EPMM Vulnerability](#)

[Export Third-Party Summary Report](#)



Malicious Network Activity ● 9 Risk Rules Triggered

Evaluates an organization's ability to implement security controls that protect against machine compromise and external communications to known bad indicators of compromise. Observed malicious network activity may indicate an organization's machine is compromised or infected with malware.

Hosts Recently Communicating With C&C Server • 214 sightings ?

Active command and control communication on uncommon ports related to malware from 17 hosts including 3.120.253.178, 52.11.171.106, 15.181.145.235. 3 related malware families: Cobalt Strike, PlugX, Quasar. Last observed on Feb 25, 2024.

Likely IT Policy Violations • 4 sightings ?

Recent Tor Node seen for 4 IP Addresses on company infrastructure including 52.214.94.163, 13.127.5.47, 18.233.162.212

Possible IT Policy Violations • 10000+ sightings ?

Honeypot Host seen for 31,477 IP Addresses on company infrastructure including 51.17.62.122, 13.208.56.168, 13.40.168.17

Infections Recently Reported in Company Infrastructure • 100+ sightings ?

Resolution of Fast Flux DNS Name seen for 217 IP Addresses on company infrastructure including 18.141.146.247, 13.212.175.108, 54.169.183.167. Recent Host of Many DDNS Names seen for 111 IP Addresses on company infrastructure including 54.207.241.159, 3.21.245.172, 3.236.167.187. Suspected Malicious Packet Source seen for 96 IP Addresses on company infrastructure including 3.8.6.16, 18.130.104.69, 18.130.50.26. Recent Botnet Traffic seen for 808 IP Addresses on company infrastructure including 78.13.48.172, 18.212.86.39, 18.167.17.158

Recent High-Impact Abuse of Company Infrastructure • 10+ sightings ?

Validated C&C Server seen for 6 IP Addresses on company infrastructure including 3.66.38.117, 3.121.139.82, 18.198.77.177. Recently Reported C&C Server seen for 30 IP Addresses on company infrastructure including 3.126.37.18, 18.158.249.75, 3.68.171.119. Mitigated by being in Amazon Web Services Infrastructure (Allow List), Multi-Domain IP Addresses (Allow List).

Recent Possible Malware in Company Infrastructure • 10+ sightings ?

Recent Positive Malware Verdict seen for 48 IP Addresses on company infrastructure including 100.25.39.123, 18.239.63.203, 35.171.144.152



Identifikation der Third-Party Risks

Showing 8 business partners

NAME	BUSINESS	TYPE	RELEVANCE	RISK
NexaWealth Partners nexawealth.com	Financial services	VENDOR	100	LOW
FinTrust Capital Solutions fintrustcapital.com	Financial services	VENDOR	100	HIGH
StriveInsight Consulting AG striveinsight.ag	Consulting	VENDOR	75	HIGH
LegalPeak Associates legalpeak.legal	Legal services	VENDOR	50	LOW
SkywardTech Cloud Solutions skywardtechcloud.com	IT supplier	CUSTOMER	50	MEDIUM
Datalogix datalogix.com	IT supplier	CUSTOMER	25	LOW
BuildCraft Contractors buildcraftpros.com	Contractor	VENDOR	25	LOW
ACME acme.com	Manufacturing	CUSTOMER	25	HIGH

8 of 15 < >

Vendor Risk Intelligence

FinTrust Capital Solutions
fintrustcapital.com

The partner relevance is 100 with HIGH 95% risk

Info
The partner is a VENDOR of financial services
First time seen: August 2021
Last activity: Today

Topics
The email traffic analysis found the following communication topics

invoice payment iban pdf dropbox negative germany en de

Threat Intelligence
The following breaches and attacks involving the partner have been detected

- 1 Recent ransomware attack
- 36 Leaked records

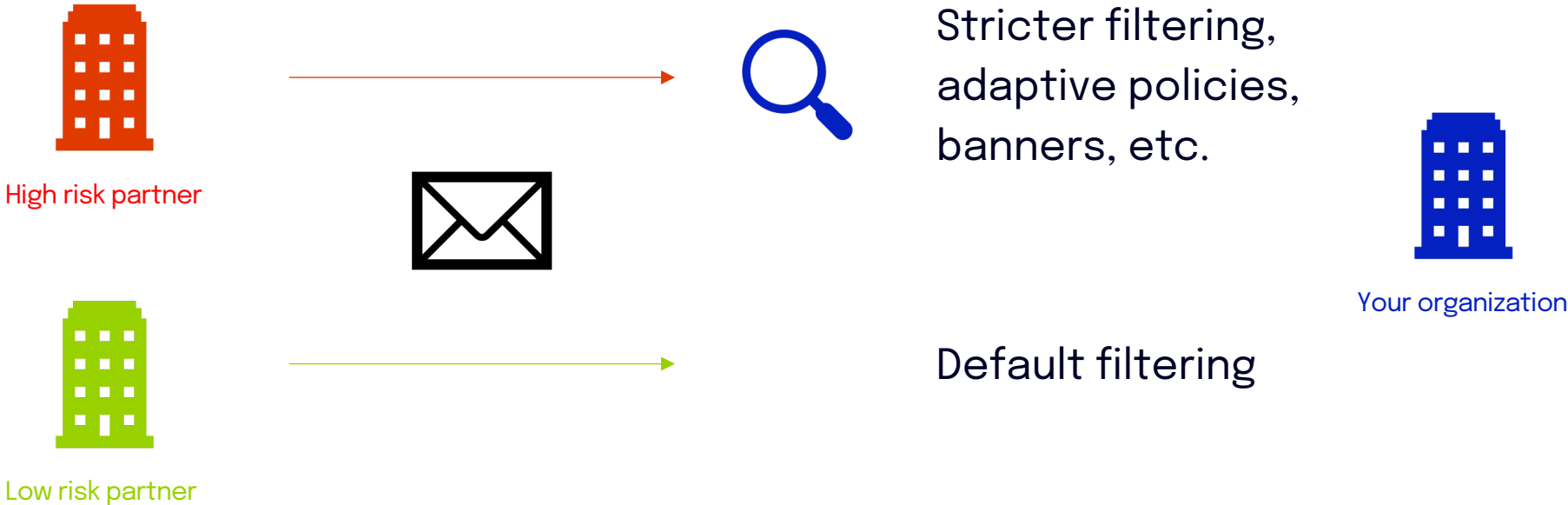
Policies
The email traffic exchanged with the partner is not secure, enable these policies to be protected

- 5 Quarantine Word documents with VBA script CREATE
- 85 Quarantine HTML attachments with JS CREATE

CLOSE SEND



Erhöhte E-Mail Sicherheit



E-Mail ist
eine wertvolle
Informationsquelle,
um zeitnah und
dynamisch 3rd-
Parties zu
identifizieren.

- Angereichert mit der richtigen Threat Intelligence können so Risiken erkannt werden.
- Richtig reagiert kann zusätzlich die Sicherheit erhöht werden, in dem die E-Mails von Partnern mit hohem Risikopotenzial strikter beurteilt werden.



6. Trends & Ausblick

E-Mail Security neu gedacht | CISO Roundtable

Christine Hakenjos, christine.hakenjos@xorlab.com

Who am I



- Start-up and product marketing enthusiast
- With xorlab since January 2024
- Product Marketing: Customer Success Stories / Product Roadmap / Value and Benefits

Christine Hakenjos

Product Marketing



Awareness is not enough

ETH Study Findings

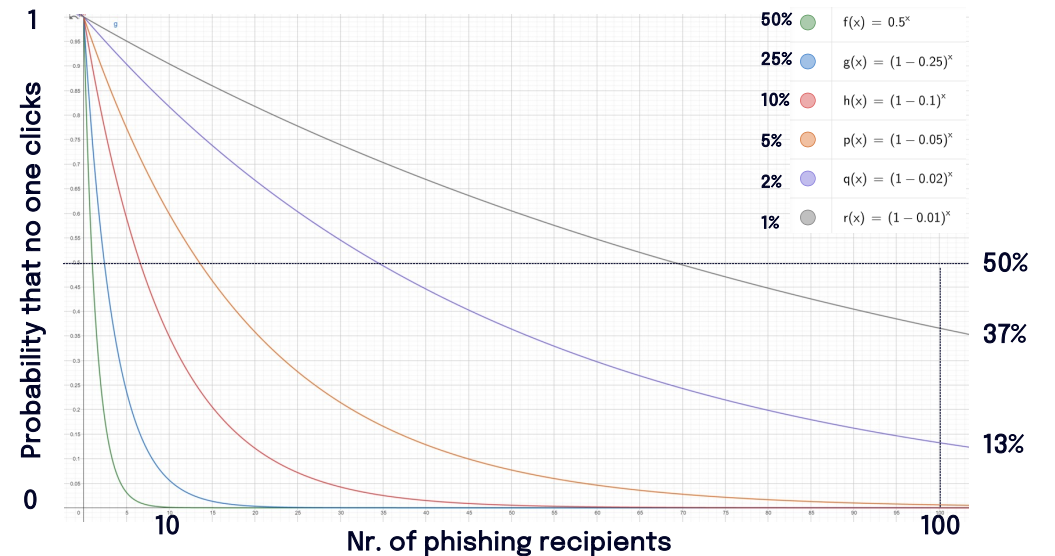
Phishing in Organizations: Findings from a Large-Scale and Long-Term Study

Daniela Lahn, Kurt Korfmann, and Selma Capan
 Department of Computer Science
 ETH Zurich, Switzerland
 {daniela.lahn, kurt.korfmann, selma.capan}@inf.ethz.ch



- There are several “repeated clickers” in a large organization.
- Voluntary embedded training in simulated phishing exercises is not effective.
- Many employees will eventually fall for phishing if continuously exposed.


Assuming that 1% falls for any given phishing attack, the chance that no one clicks is less than 10% if more than 230 people receive the phish ($.99^{230} = .099$)



External sender banners

CAUTION: This e-mail originated from outside the organisation. Do not click on links or open attachments unless you recognise the sender and know the content is safe.

Be aware: This is an external email.



Decision Support Systems
Volume 92, December 2016, Pages 3-13

Your memory is working against you: How eye tracking and memory explain habituation to security warnings

Bonnie Brinton Anderson^a ✉
C. Brock Kirwan^{b c} ✉, David



Front Psychol. 2020; 11: 528079. PMCID: PMC7751389
Published online 2020 Dec 7. doi: [10.3389/fpsyg.2020.528079](https://doi.org/10.3389/fpsyg.2020.528079) PMID: [33364992](https://pubmed.ncbi.nlm.nih.gov/33364992/)

Repetition of Computer Security Warnings Results in Differential Repetition Suppression Effects as Revealed With Functional MRI

[C. Brock Kirwan](#)^{1,2,*}, [Daniel K. Bjornn](#)², [Bonnie Brinton Anderson](#)³, [Anthony Vance](#)⁴, [David Eargle](#)⁵, and [Jeffrey L. Jenkins](#)³

▶ [Author information](#) ▶ [Article notes](#) ▶ [Copyright and License information](#) ▶ [PMC Disclaimer](#)

people unconsciously scrutinize that habituation sets in after only a few exposures to a warning and progresses rapidly with further repetitions. Using guidelines from the warning science literature, we design



Contextual banners

Alert

New external sender and organization

The sender including its organization is not known to us. If you have not expected this message please ignore or report it.



Warning

New external sender

The external sender is not known to us but the organization is. If you have not expected this message please ignore or report it.



Info

Weak relationship with external sender

Be cautious with new relationships in new communication channels. When in doubt, please report the message.



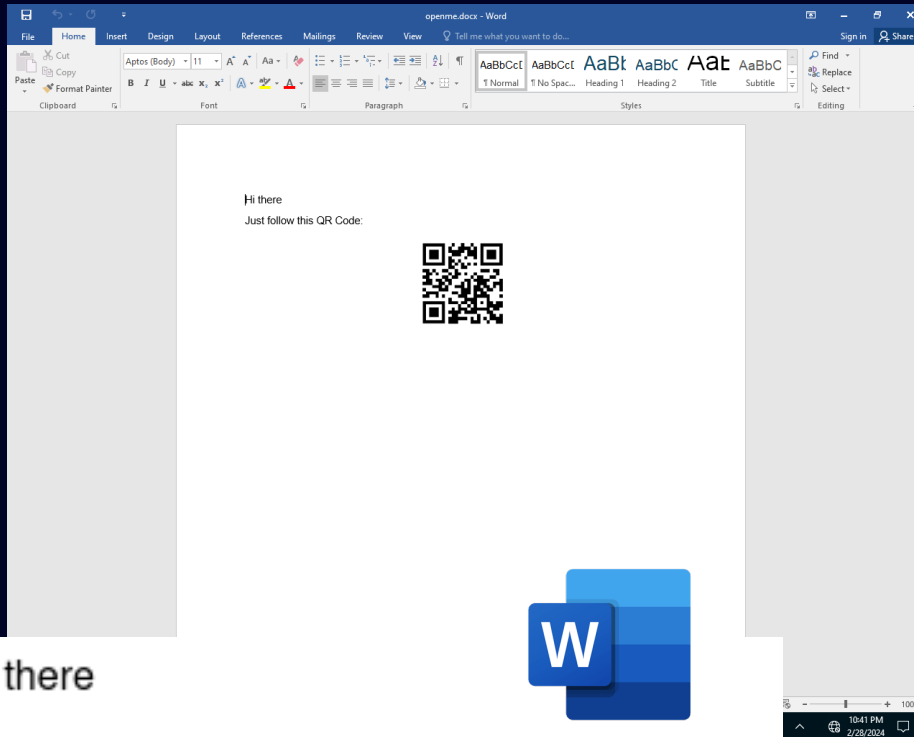
Erregung

- Invoice from never seen before organization
- Invoice from known organization
- Graymail
- Potential Phishing, BEC, Spam
- Dangerous file types

Goal: no banners with most legitimate emails!



Stay in control with adaptive policies



Hi there

See the document attached.

Best

```
1 // Sets tags #untrusted #youngsender
2
3 messages.inbound
4 and not(sender.is_tusted)
5 and sender.domain.registered_date < 5d
6 and link.in_document: {
7     link.relevance <= 5
8     and (link.is_shortened
9         or link.is_in_qr_code)
10 }
11
```

































Sharing of policies across customers

Adaptive Policies

Search

Today

Showing 1-15 of 100 policies

<input type="checkbox"/>	NAME	MATCHES	TREND	DESCRIPTION	CREATED ON	STATUS	
<input type="checkbox"/>	 UPS notifications with QR codes in PDF	942		Emails with QR codes are blocked if QR code link points to untrusted domain	11:03:43 10.12.2023	ACTIVE 	
<input type="checkbox"/>	  New sender with link to Dropbox	2'771		Quarantine emails from unknown senders with links Dropbox cloud storage	08:33:11 10.12.2023	ACTIVE	
<input type="checkbox"/>	 Block non-relevant new file types	58		Handle attachments with never observed file types in company communication	15:55:29 27.10.2023	ACTIVE	
<input type="checkbox"/>	  High risk untrusted sender to VIP target	595		Block emails from first time senders to VIPs with a link to a domain not yet observed	13:13:17 20.10.2023	ACTIVE 	
<input type="checkbox"/>	  HTML attachment with embedded content	673		Resolve all cases having HTML attachments with embedded content	23:05:43 01.08.2023	ACTIVE 	
<input type="checkbox"/>	  PDF file with active JS	270		Do not allow PDF files with JavaScript active content	12:09:12 18.05.2023	ACTIVE	
<input type="checkbox"/>	 Block all encrypted attachments	28		Block all the attachments that are encrypted	12:00:39 27.04.2023	ACTIVE	
<input type="checkbox"/>	DHL phishing	3'304		There's no description for this policy	08:00:39 27.02.2022	INACTIVE	



Trends we observe and support



**Support the
human factor**



**Stay in
control**



**Benefit from
collaboration**

