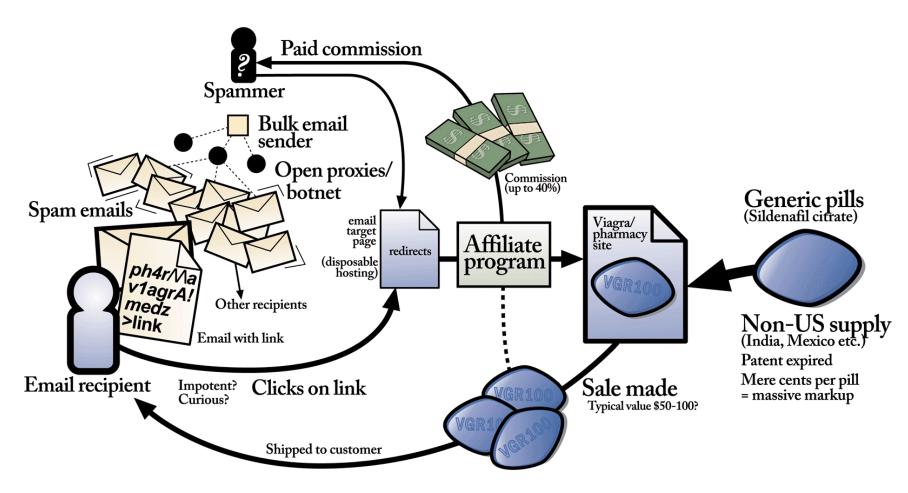


# Anatomy of a modern Pharma spam campaign



Courtesy Stuart Brown modernlifeisrubbish.co.uk

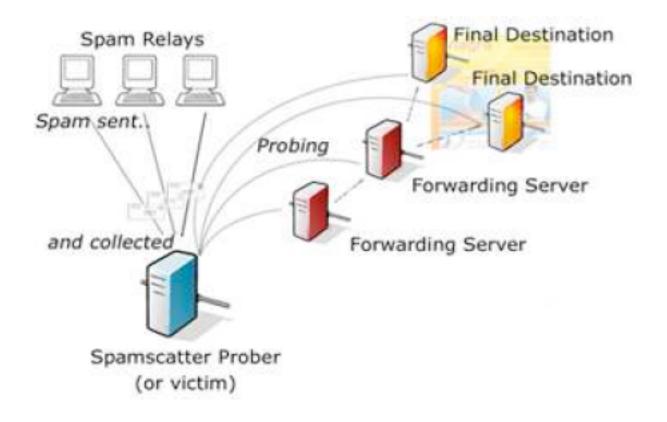


Figure 1: Components of a typical Internet scam.



hDOcrKgDajD0GxuBJpz10330 gubi-soft.com 193.124.8.218



6n9JvOkPZTkuwPEnYzH3918 gro.uronila-soft.com 193.124.8.218





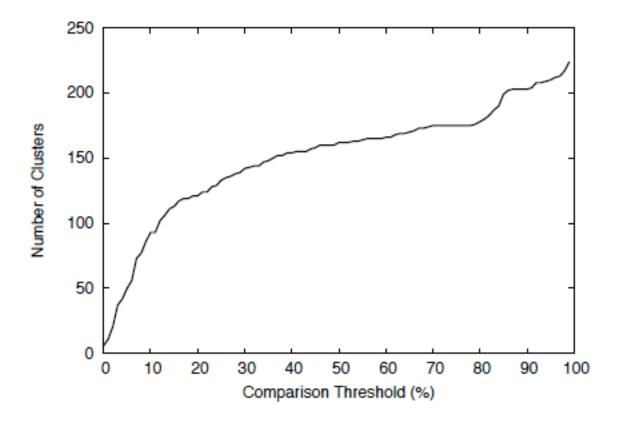


Figure 4: The choice of a threshold value for image shingling determines the number of clusters.

Characteristic	Summary Result
Trace period	11/28/06 - 12/11/06
Spam messages	1,087,711
Spam w/ URLs	319,700 (30% of all spam)
Unique URLs	36,390 (11% of all URLs)
Unique IP addresses	7,029 (19% of unique URLs)
Unique scams	2,334 (6% of unique URLs)

Table 1: Summary of spamscatter trace.

Scam category	% of scams
Uncategorized	29.57%
Information Technology	16.67%
Dynamic Content	11.52%
Business and Economy	6.23%
Shopping	4.30%
Financial Data and Services	3.61%
Illegal or Questionable	2.15%
Adult	1.80%
Message Boards and Clubs	1.80%
Web Hosting	1.63%

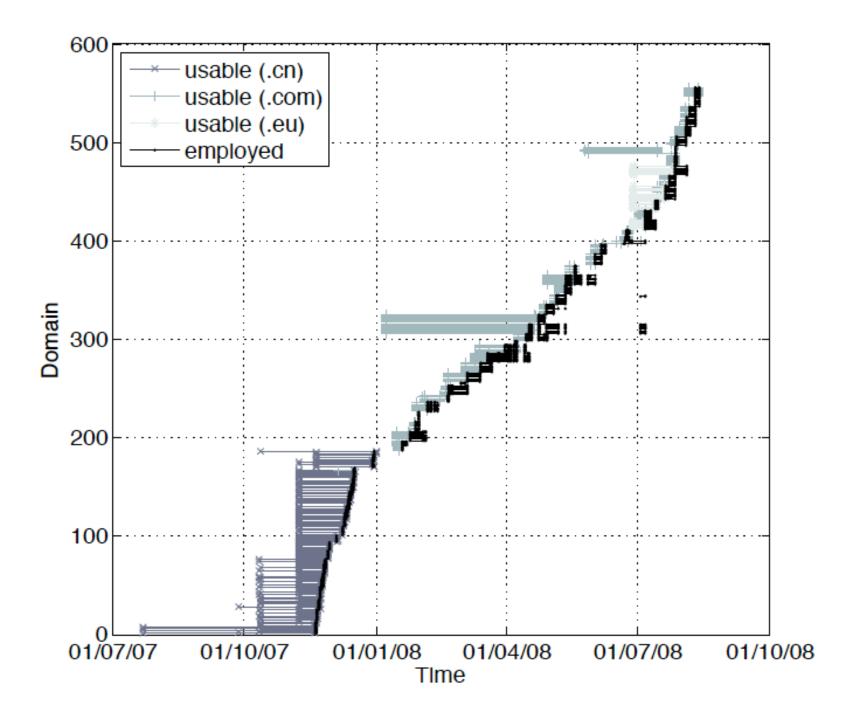
Table 2: Top ten scam categories.

Table 5. Proportion of Websites Still Alive After 6 and 4 Weeks Respectively

-	Sites > 6 weeks	Sites > 4 weeks	Sites
Child sexual abuse images	20.0%	38.0%	1400
Rock-phish domains	0.0%	0.0%	33
Fast-flux phishing	10.5%	15.7%	38
Ordinary phishing	24.0%	24.0%	25
All phishing combined	10.4%	12.5%	96

Table 2. Phishing Website Lifetimes by Attack Type

-	Sites	Lifetime (hours)	
		Mean	median
Free web-hosting			
a11	395	47.6	0
brand owner aware	240	4.3	0
brand owner missed	155	114.7	29
Compromised machines			
a11	193	49.2	0
brand owner aware	105	3.5	0
brand owner missed	155	103.8	10
Rock-phish domains	821	70.3	33
Fast-flux domains	314	96.1	25.5



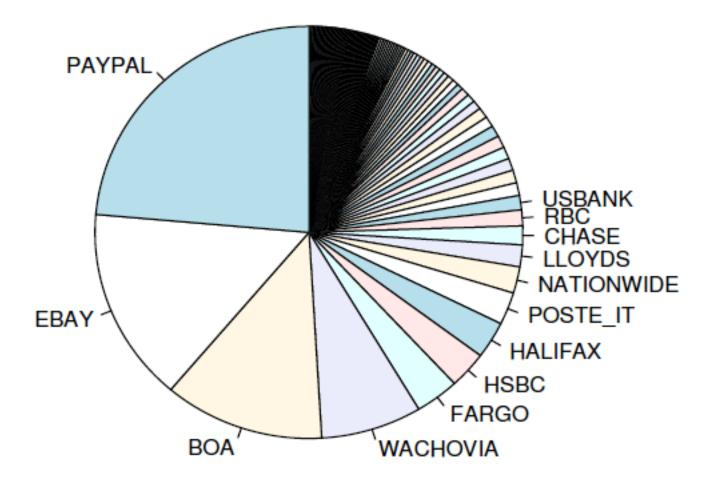


Figure 7: Proportion of ordinary phishing sites impersonating each bank.

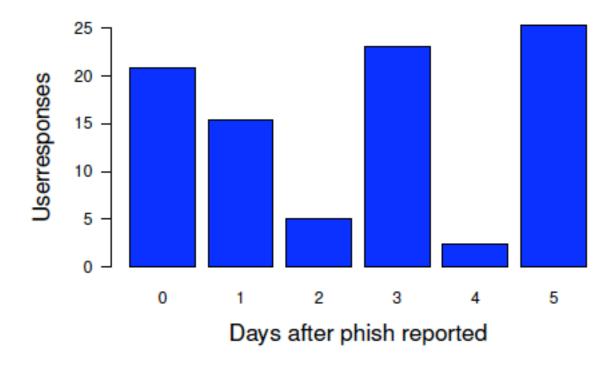


Figure 5: User responses to phishing sites over time. Data includes specious responses.

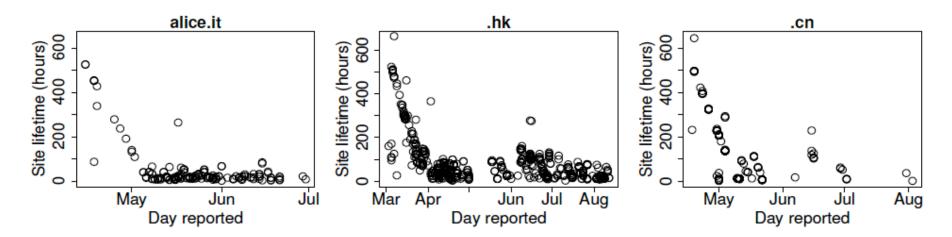


Figure 9: Scatter plot of phishing site lifetimes over time.

### Are Bots & Spam the New Black Gold?

#### Storm worm 'making millions a day'

Compromised machines sending out highly profitable spam, says IBM security strategist

Clive Akass, Personal Computer World 11 Feb 2008

The people behind the Storm worm are making millions of pounds a day by using it to generate revenue, according to IBM's principal web security strategist.

Joshua Corman, of IBM Internet Security Systems, said that in the past it had been assumed that web security attacks were essential ego driven.



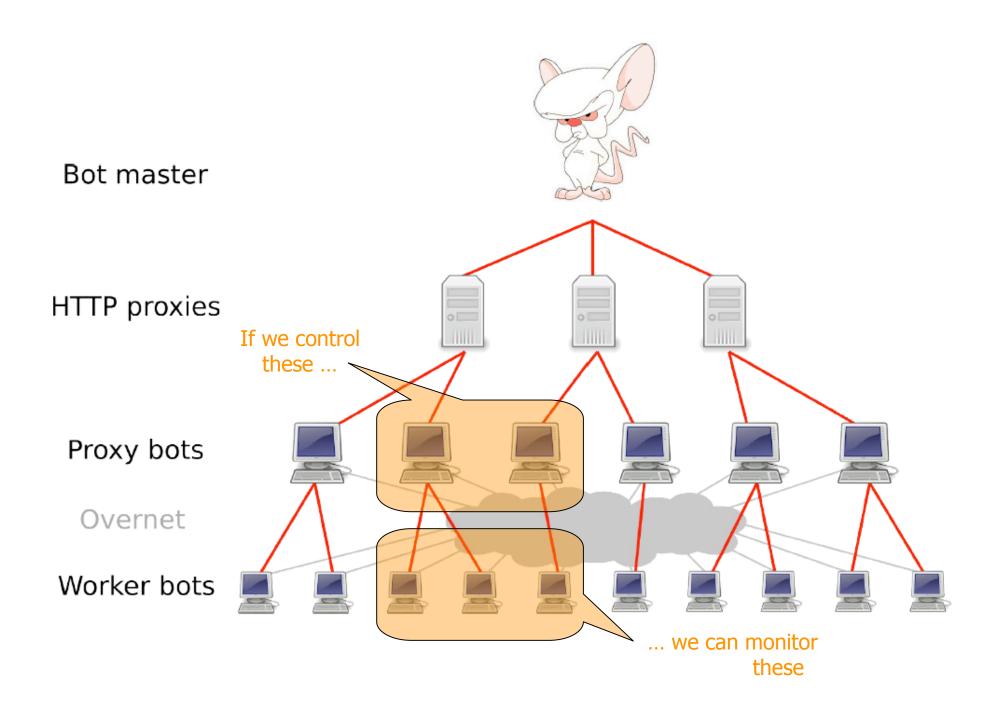
How can we **measure** this? Seemingly only knowable by the spammers themselves.

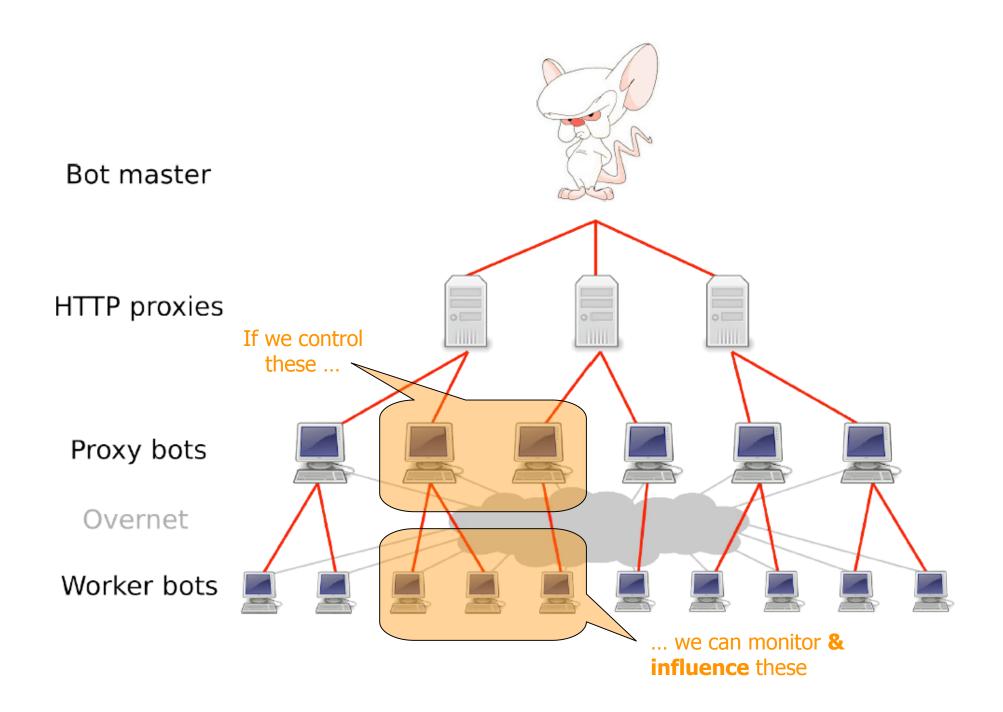
- Spam finance elements:
  - Retail-cost-to-send vs. Profit-per-response
  - Key missing element: spams-needed-per-response, i.e., conversion rate

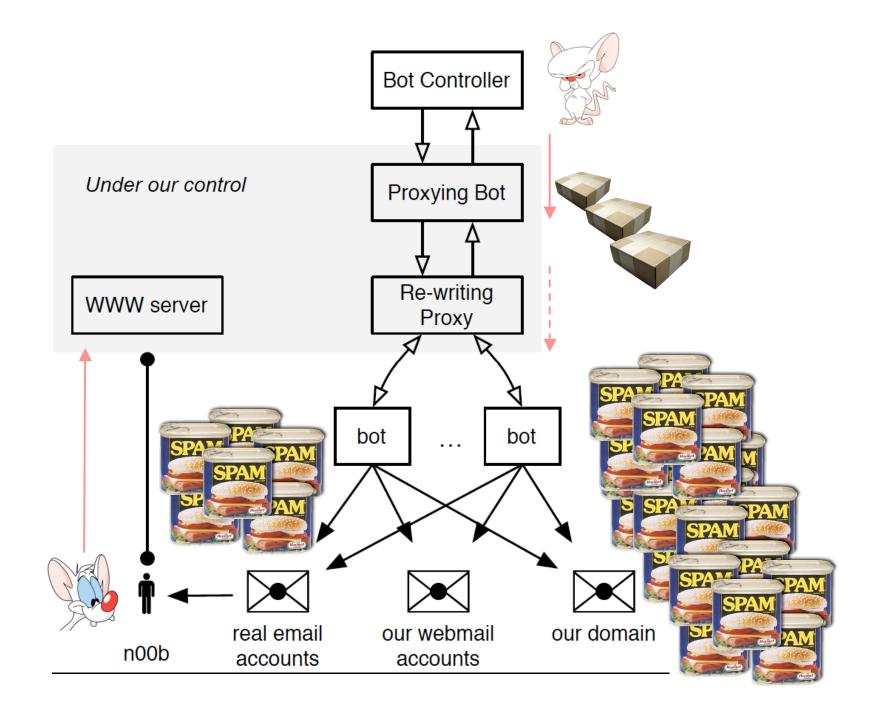








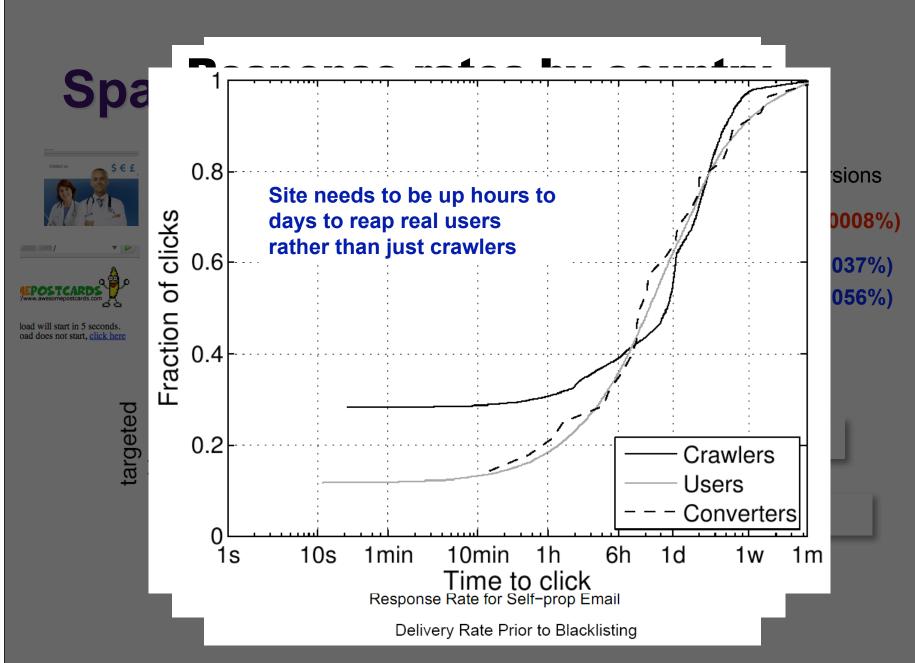




## Spam conversion experiment

- Experimented with Storm March 21 April 15, 2008
- Instrumented roughly 1.5% of Storm's total output

	Pharmacy Campaign	E-card Campaigns		
		Postcard	April Fool	
Worker bots	31,348	17,639	3,678	
Emails	347,590,389	83,665,479	38,651,124	
Duration	19 days	7 days	3 days	



## The Spammer's Bottom Line

- 28 purchases in 26 days, avg. "sale" ~\$100
  - Total: \$2,731.88, \$140/day
- **But**: we interposed on only ~1.5% of workers:
  - \$9,500/day (8,500 new bots per day)
  - \$3.5M/year (back of envelope be very careful!)
    - Though if selling Viagra via Glavmed affiliation, cut is 40%
- Storm: service provider or integrated operation?
  - Retail price of spam ~\$80 per million
    - Pharmacy spam would have cost 10x the profit!
  - Strongly suggests Storm operates as an integrated operation rather than a reseller