



Jenseits des Lösegelds: Die verborgenen Realitäten der Cyber-Erpressung

Robert Dampier

Security Operations Manager – Northwave Cybersecurity



Initial access broker



Data manager



Negotiator



Accountant



Ransomware affiliate



Ransomware developer



Chaser





They develop in their approach

“We are looking for direct insiders at major corporations. With our solid reputation, we guarantee safety and huge payouts. Let's connect and discuss further”

- Coin Base Cartel



They develop in their approach

“No-code malware: a cybercriminal with limited programming skills used Claude to develop multiple ransomware variants, including encryption and anti-recovery mechanisms. These were then offered as a service on underground forums – priced between \$400 and \$1,200 per package”

- Anthropic, August 2025



They develop in their approach

“The second quarter of 2025 marks a turning point in ransomware, as targeted social engineering and data exfiltration have become the dominant playbook... Data theft overtakes encryption as the primary extortion method”

- Coveware, August 2025

Recovery



1	2	3	4	5	6	7
8	9	10	11	12	13	1
15	16	17	18	19	20	
22	23	24	25	26	27	
29	30	31				



Forensics



2



Crisis Communication & Threat Actor Communication



Hello, it looks like you have encrypted our environment. What are the next steps?

5 min ago

3





Crisis Communication do's & dont's

**Balance
Transparency
and Timing**

**Prioritise Clear
and Simple
Language**

Involve Legal





Threat Actor Communication do's & dont's

**Call in experts
immediately**

**View the
conversation with
the threat actor
as a strategic tool**

**Report any
contact attempts
by threat actors
immediately.**



Mitigate Mental Impact



4





Clinical threshold



Wants more professional help



Wants more knowledge & tools





Mental Impact do's & dont's

**Practice for
resilience**

**Monitor &
Minimise**

**Evaluate &
Support**







Thank you!

24/7 Soforthilfe

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Lageeinschätzung in 30 Minuten

