

PRE-Crime™

Non-Public Briefing —▶▶



Q4 2022

www.rpost.com



RPost[®]

**Leaders in Innovation.
Champions of Service.
We're Here for You.**

Hand crafted in California,
served to the world.

R | **RPOST[™]**



RPOST™

E-Sign & E-Security

RPostONE: One Install Does It All

Track | Prove | E-Sign | Encrypt | Share | Certify | Digitize | Control | Pre-Empt

www.rpost.com

Organizations worldwide have relied upon RPost's award-winning eSign, eCompliance and eSecurity services for two decades.



BIG BROTHER



**IS WATCHING
YOU, LISTENING
IN ON YOUR CALLS,
READING YOUR EMAIL,
INSPECTING YOUR INTERNET HABITS,
AND PICKING THROUGH YOUR TRASH.**

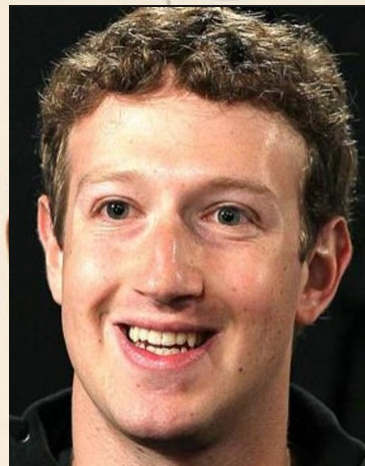


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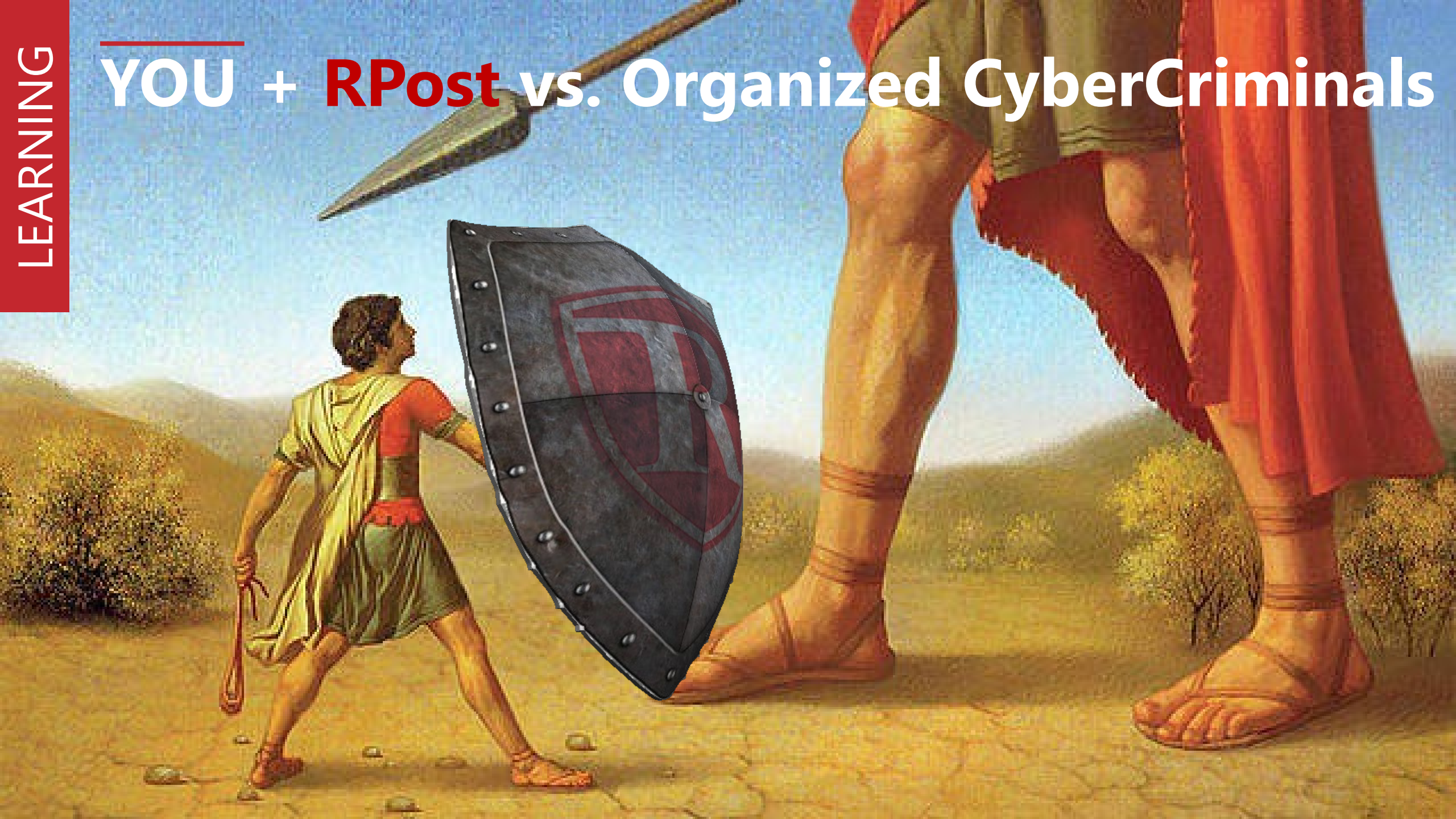
**IS WATCHING
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YOU vs. Organized CyberCriminals



YOU + RPost vs. Organized CyberCriminals



RPost: Trusted Worldwide



CYBERSECURITY

**Early Investors:
260x Return
\$100K → \$26 million**



CYBERSECURITY

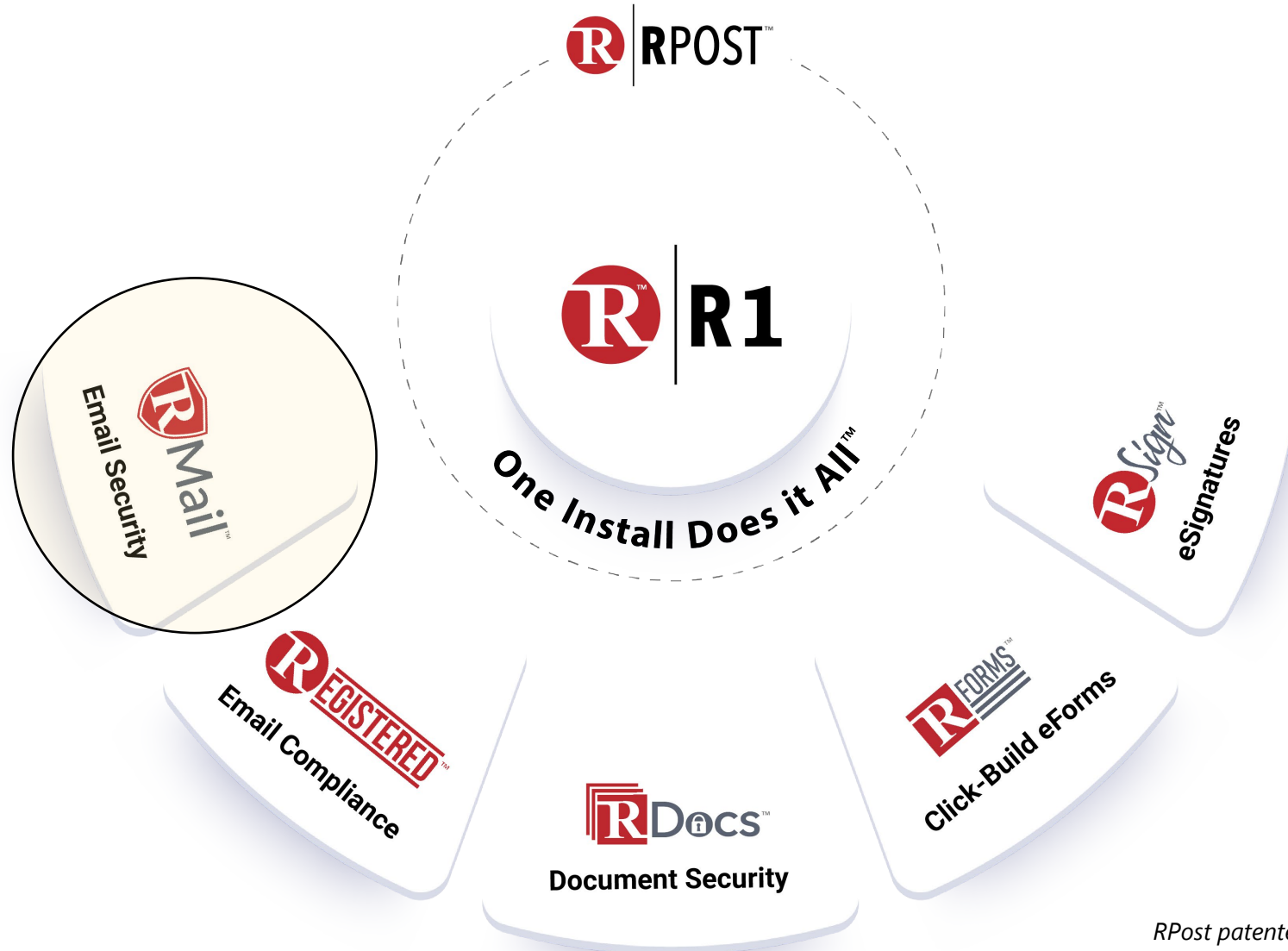
**Early Investors:
260x Return
\$100K → \$26 million**



RPost Portfolio



RPost Portfolio



One Install Does It All



★★★★★
“ We needed easy to use, secure, safe. We got just that with RMail & RSign.

-- Marshall & Sterling Insurance

Jim Dahoney
SVP, CIO, Director of Strategic Acquisitions



RMail - Sending Options

Track & Prove

- Marked as a Registered Email™ message
- Unmarked

Encrypt - select primary experience

- Transmission - auto-decrypts for receiver
- Message Level - decrypts with password
- Email password

E-Sign - send for signature Templates

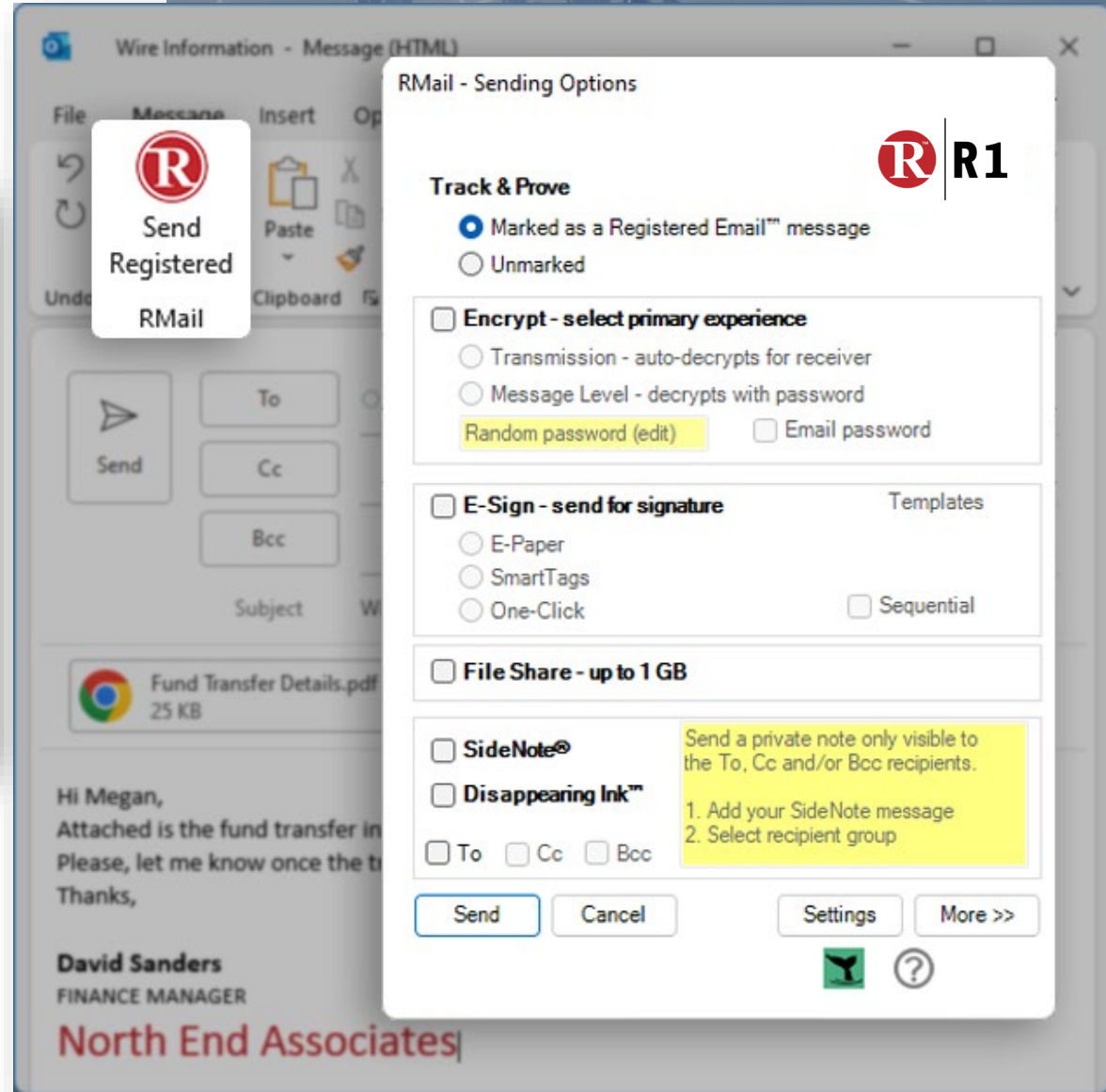
- E-Paper
- SmartTags
- One-Click Sequential

File Share - up to 1 GB

SideNote® Send a private note only visible to the To, Cc and/or Bcc recipients.

Disappearing Ink™ 1. Add your SideNote message
2. Select recipient group

To Cc Bcc



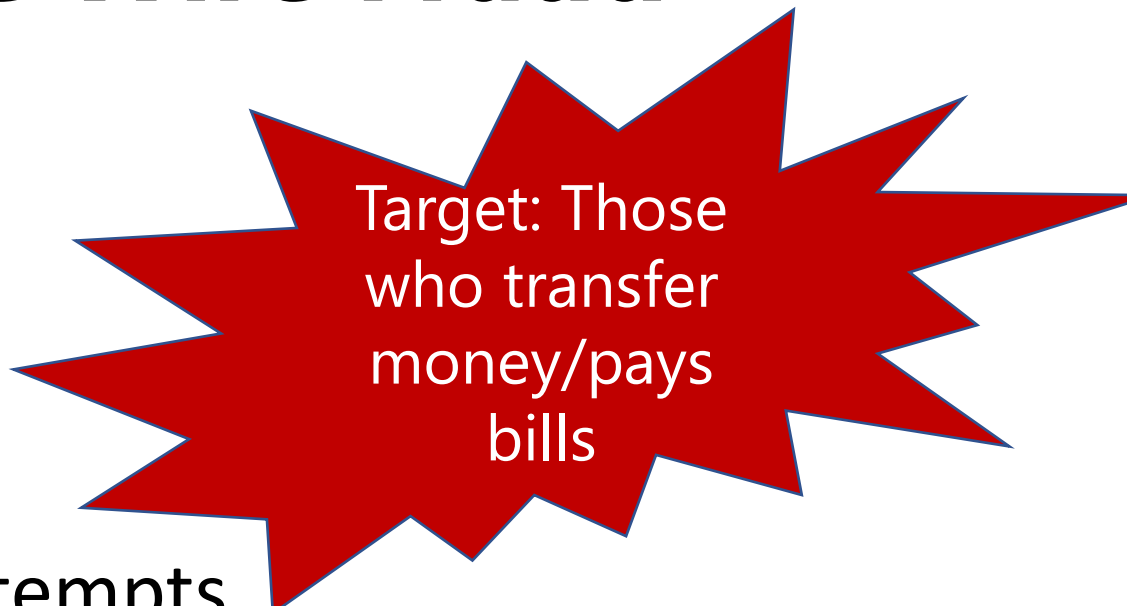
Targeted Attacks – BEC Wire Fraud

FBI Stats

Business email compromise (BEC)

Email account compromise (EAC)

- **\$43 billion** globally “mis-wire” attempts
- **\$2.4 billion** funds sent to cybercriminals in last year alone
- **65% increase** in identified losses in last year.
- **\$150K loss each 37 Seconds**, reported to U.S. Secret Service.



Target: Those
who transfer
money/pays
bills

(Of the quarter million incidents reported to FBI. Excludes unreported incidents. May 4, 2022, FBI report Alert Number I-050422-PSA, https://www.ic3.gov/Media/PDF/AnnualReport/2021_IC3Report.pdf)

Business Email Compromise (BEC)

These are targeted attacks, assume the cybercriminal can get their hook into their target. They can.

The attack plays out in many ways, like the many heads of a hydra!



Business Email Compromise (BEC)

These are much more sophisticated, think organized cybercrime gangsters, like a business operation.

- **Mastermind** CEO
- **Data miners** Lead Gen
- **Hackers** Sales
- **Content writers** Marketing
- **Money Mules** Finance



Wire Fraud Process | Sophisticated Attack

```

Received: (gmail 12795 invoked by uid 99); 24 Aug 2022 19:27:13 -0000
Reply-To: "Zafar Khan" <zkh@rposts.com>
From: "Zafar Khan" <zkh@rpost.com>
To: <ioola@capital.com>
Subject: RE: RPost // Form
Date: Wed, 24 Aug 2022 12:27:12 -0
Message-ID:
<20220824122712.22b6b7fc97db0f08382.godaddy.com>
MIME-Version: 1.0
Content-Type: multipart/alternative
boundary="-----=_NextPart_0
X-Mailer: Microsoft Outlook 16.0
X-Originating-IP: 191.101.174.156
Thread-Index: Adi5XAEMzFMvltxjTPy9
Content-Language: en-us
X-Sender: dairadgonzalez@grupo-scr
X-CMAE-Analysis: v=2.4 cv=G5HZr/o5
a=YhFoKVhr6EfV64qv3s3stQ==:117 a=
a=IkCtkHD0fZMA:10 a=biHskzXt2R4A:
a=RK8J0Ll6AAAA:8 a=Nz8fPPzvRxlw5y
a=_W_S_7VecoQA:10 a=lqchHg5cX4UMA:
a=4846xE_ay_cA:10
a=0j_4LqNnfYYA:10 a=YkvB8rKJ2HEA:
a=H8EIHR0j1Ldqz72LRATV:22 a=fldhm-D757aAiLfe-IBl:22
a=Ad6xFS00otyqcC0nTMvU:22
X-SECURESERVER-ACCT: dairadgonzalez@grupo-scr.com
X-STD: 0w1xoFHZRpKu4

```

1. Client account compromised, eavesdropping
2. Copied email string, modified imperceptibly
3. Spoofed "From" name/address
4. Relayed via trusted conglomerate
5. Created lookalike domain
6. Sent set to pivot the "Reply-To" to lookalike account

Wire Fraud Process | Sophisticated Attack

```

Received: (gmail 12795 invoked by uid 997)
Reply-To: "Zafar Khan" <zkh@rposts.com>
From: "Zafar Khan" <zkh@rpost.com>
To: <oolaa@capital.com>
Subject: RE: RPost // Form
Date: Wed, 24 Aug 2022 12:27:12 -0700
Message-ID:
<20220824122712.22b6b7fc97db0f08382459196d6faa32.96678adab0.wbe@email2
2.godaddy.com>
MIME-Version: 1.0
Content-Type: multipart/alternative;
    boundary="-----_NextPart_000_00CE_01D8C9E2.C6E30BF0"
X-Mailer: Microsoft Outlook 16.0
X-Originating-Ip: 191.101.174.156
Thread-Index: Adi5XAEMzFMvltxjTPy9gtIyeQgJBQ==
Content-Language: en-us
X-Sender: dairadgonzalez@grupo-scr.com
X-MAE-Analysis: v=2.4 cv=G5HZr/o5 c=1 sm=1 tr=0 ts=63067b91
a=YhFoKVhr6EfV64qv3s3stQ==:117 a=xFjU67iHOGAA:10 a=GyKPe8ZBueAA:10
a=IkctkHD0fZMA:10 a=biHskzX+2D4A:10 a=AW1+...WFAAAA:0 a=2nd-1NY-1AAA:0
a=RK8J0LL6AAAA:8 a=Nz8fPPzv
a=_W_S_7VecoQA:10 a=lqcHg5c
a=4846xE_ay_cA:10
a=0j_4LqNnfYYA:10 a=YkvB8rKJzNEA:10 a=ePc/1d30nn_p3cMSUVwh:22
a=H8EIHR0j1Ldqz72LRATV:22 a=f1Dhm-D757aAiLfe-I
a=Ad6xFS00otyqcC0nTMvU:22
X-SECURESERVER-ACCT: dairadgonzalez@grupo-scr.com
X-STD: 0w1xoEH7RnKu4
  
```

Reply-To: "Zafar Khan" <zkh@rposts.com>
 From: "Zafar Khan" <zkh@rpost.com>

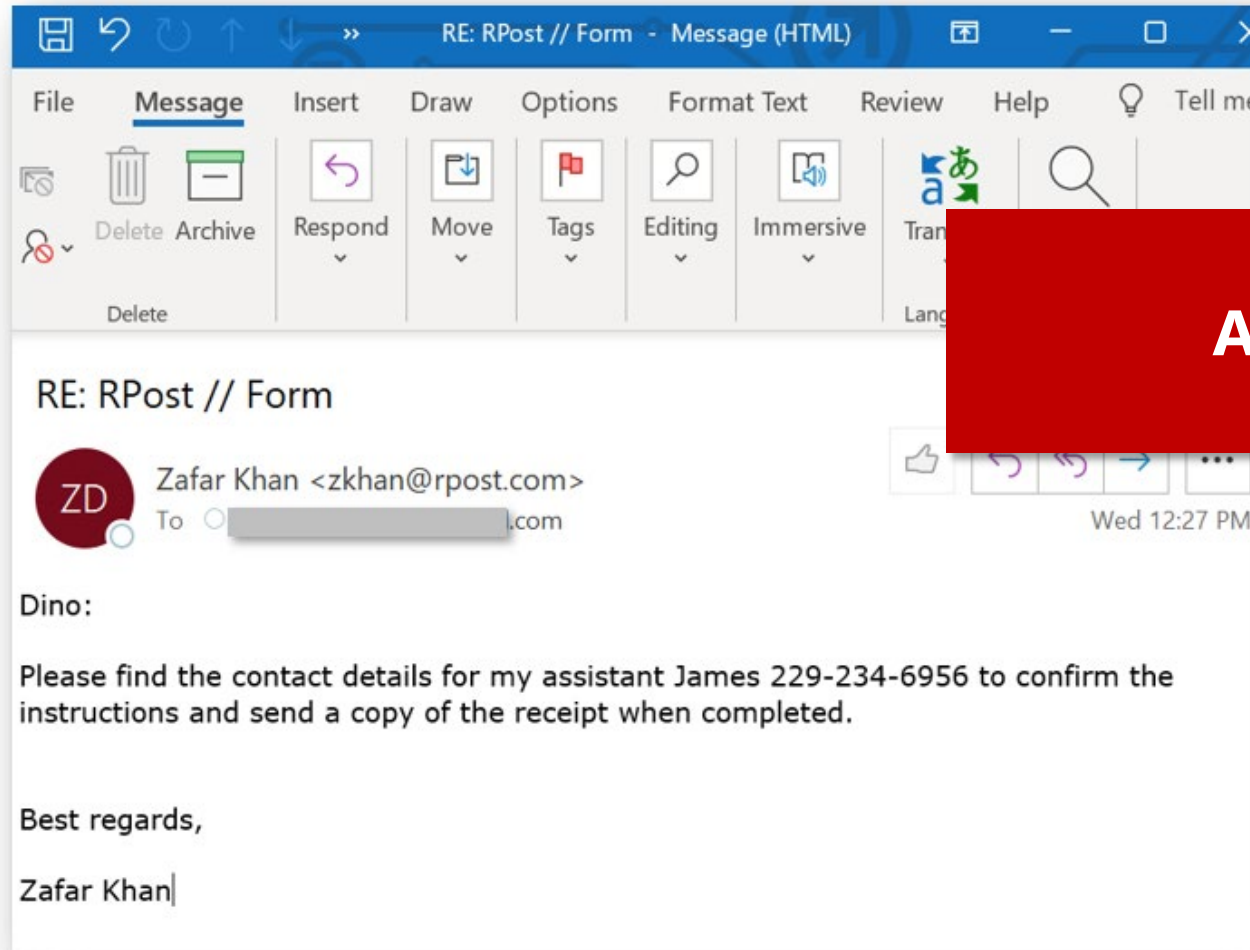
From: zkhan@rpost.com
Reply-to: zkhan@rposts.com

X-SECURESERVER-ACCT: dairadgonzalez@grupo-scr.com

Relayed via conglomerate's "secure" server



Wire Fraud Process | Sophisticated Attack



Actual Email

Wire Fraud Process | Sophisticated Attack

Send

To Zafar Khan <zkh@rposts.com>

Cc

Bcc

Subject RE: RPost // Form

From: Zafar Khan <zkh@rpost.com>
Sent: Wednesday, August 24, 2022 12:27 PM
To: [REDACTED].com
Subject: RE: RPost // Form

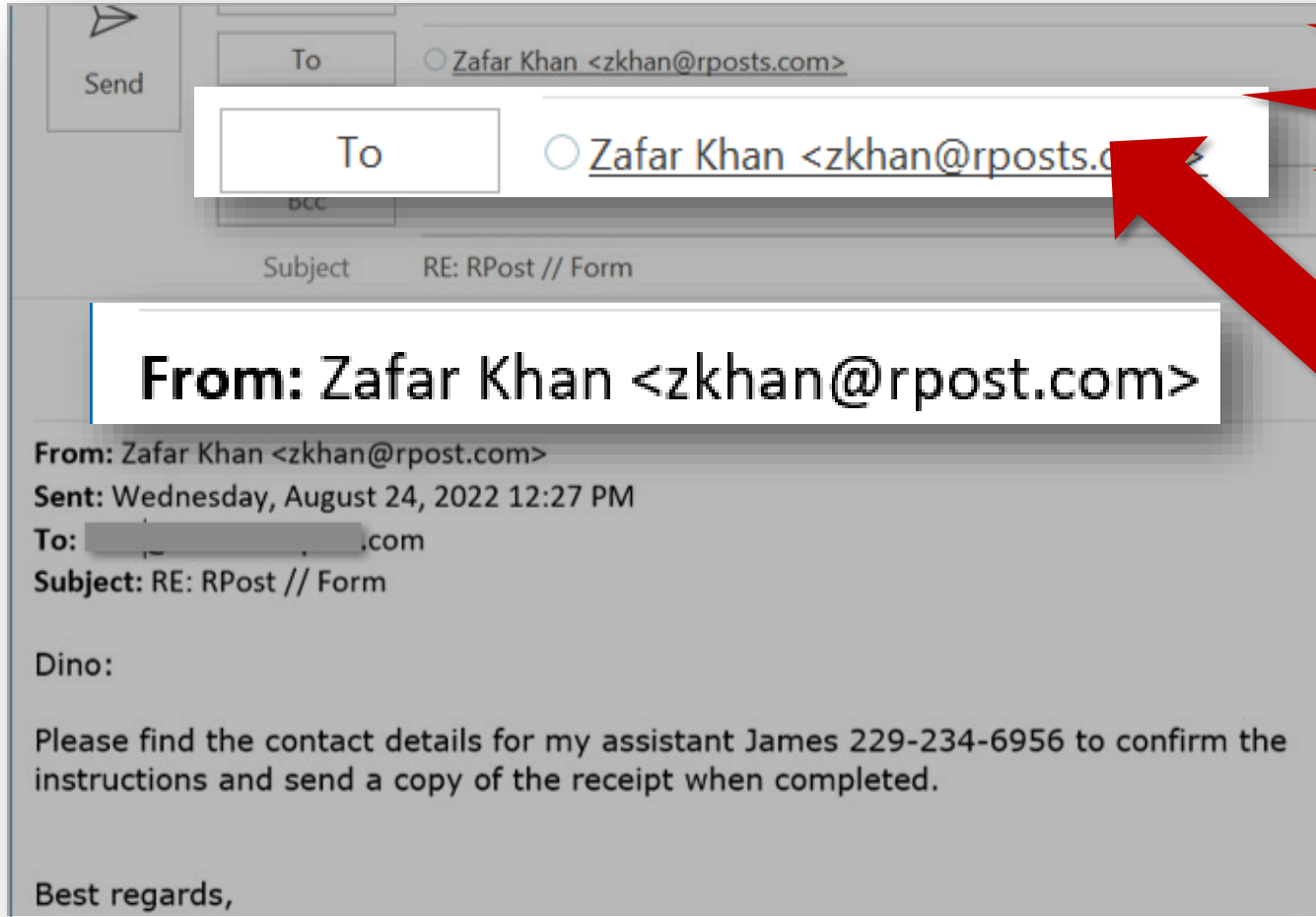
Dino:

Please find the contact details for my assistant James 229-234-6956 to confirm the instructions and send a copy of the receipt when completed.

Best regards,

Actual Email

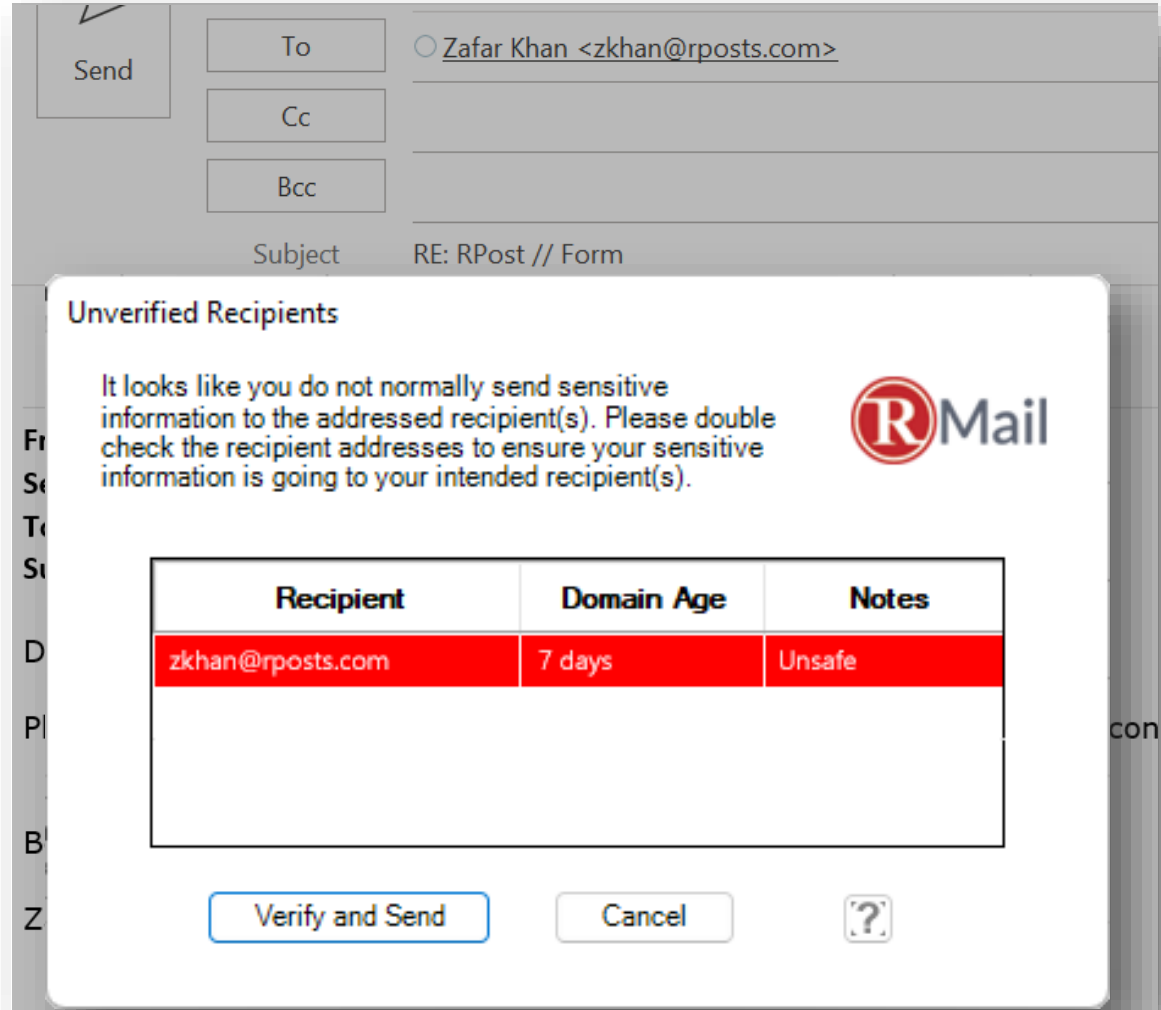
Wire Fraud Process | Sophisticated Attack



**ID RISK
Reply-to Hijack™**

**From: zkhan@rpost.com
Reply-to: zkhan@rposts.com**

Wire Fraud Protect | Sophisticated Attack



ID RISK
Domain Age

Lookalike Domain™ Alert

AI real-time Internet data analytics identifies “lookalike” domains.

Insights are provided in milliseconds after the send button is clicked.



Enter...PRE-Crime™

Pre-Empt CyberCrime

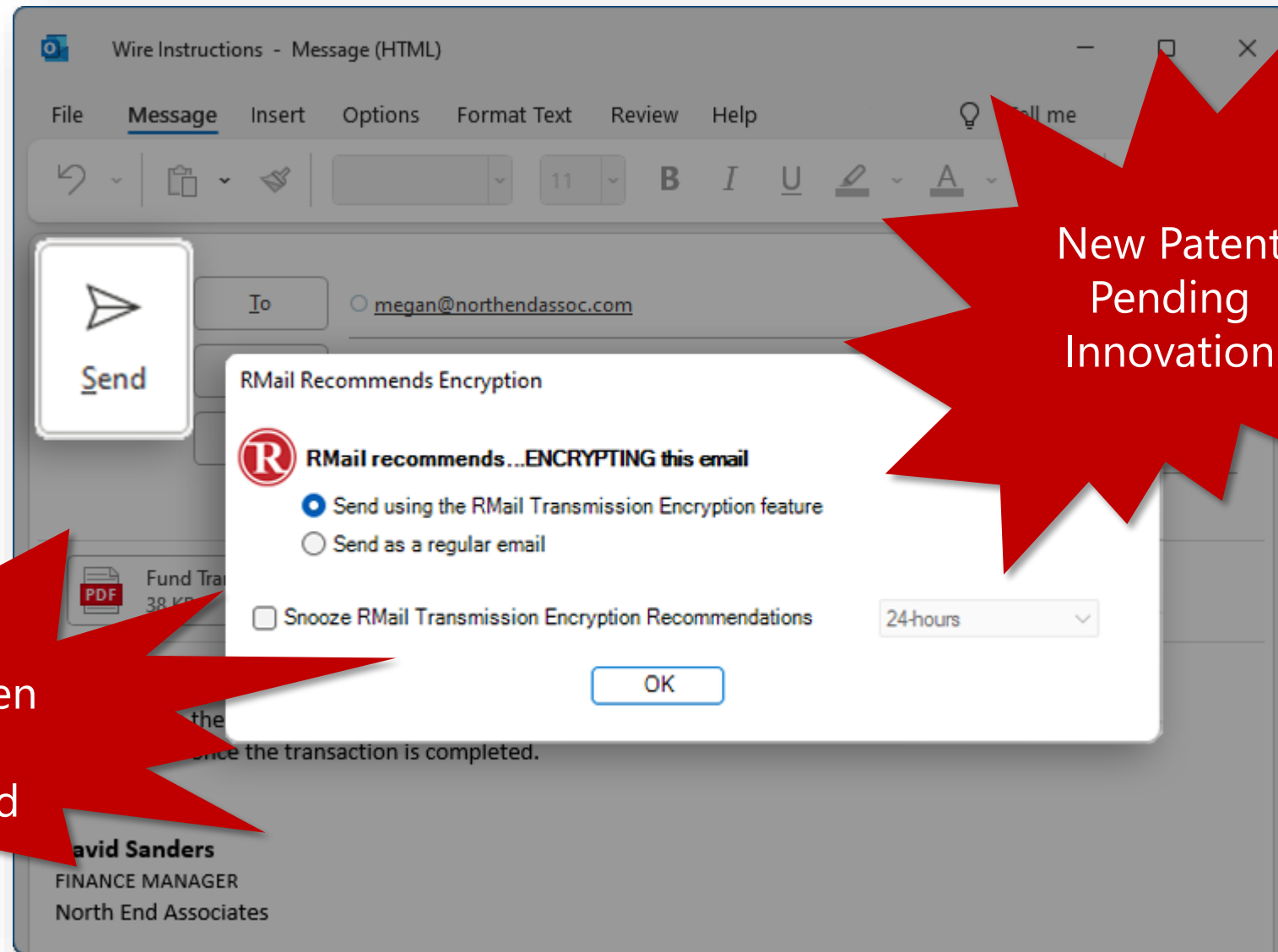
www.RMail.com

Pre-Empt Wire Fraud | AI that ID's Important Email

**DLP-in-the-Inbox
With Secure Send**

AI determines when
targeted attack
defense is needed

New Patent
Pending
Innovation



Wire Fraud Process | Lookalike Domain™

david@northendassoc.com

Wire Fraud Process | Lookalike Domain™

david@nothendassoc.com

Wire Fraud Process | Lookalike Domain™

david@northendassoc.com

Wire Fraud Process | Lookalike Domain™

david@northendassoc.com

david@nothendassoc.com

Wire Fraud Process | Lookalike Domain™

david@northendassoc.com

david@nothendassoc.com



Human Eye Does
Not Read Every
Letter, Focus is
Patterns

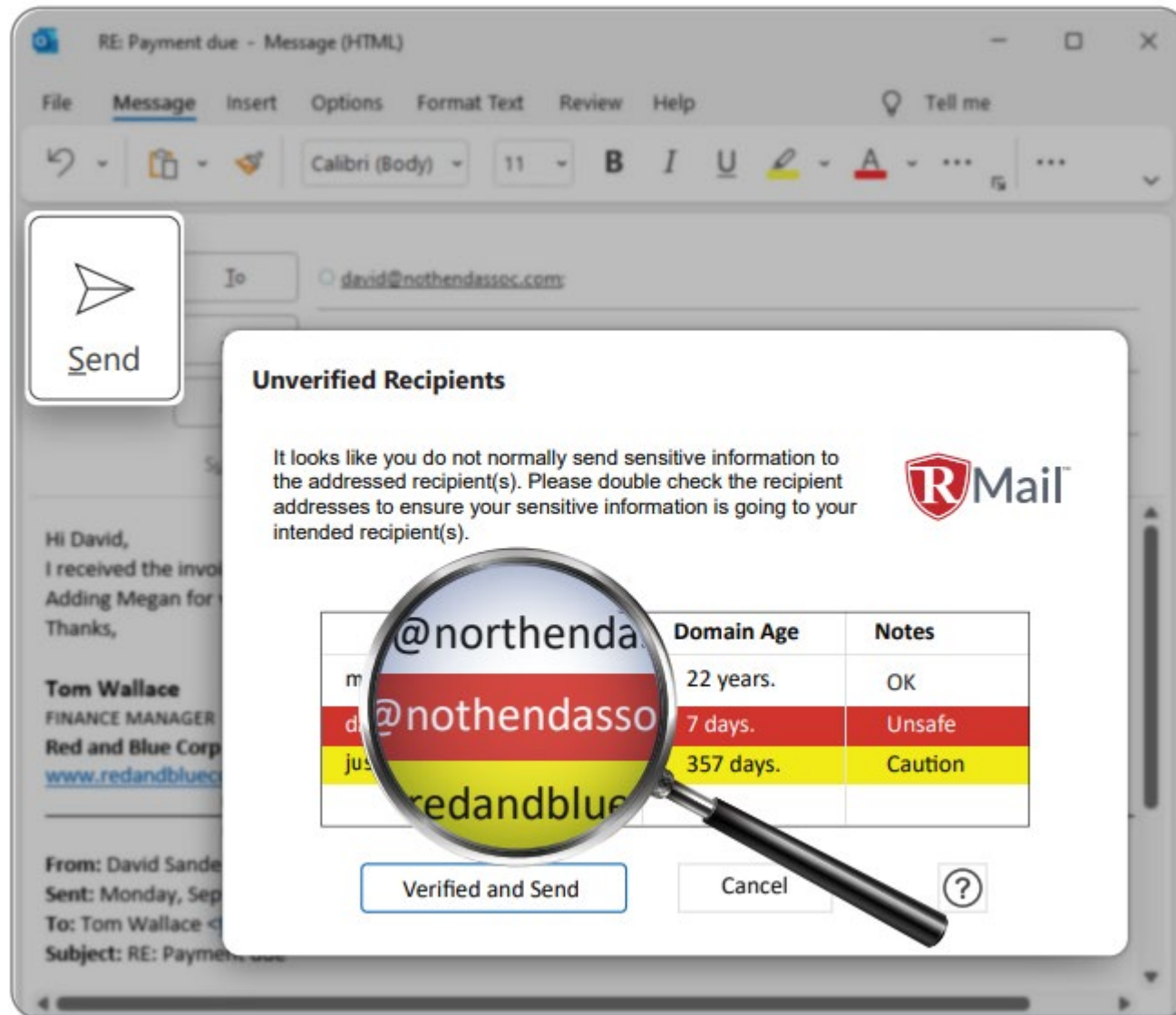


PROBLEM
Human Blind Spots

SOLUTION
AI Human Blind Spot
Alerts



Pre-Empt Wire Fraud | Lookalike Domain Alert



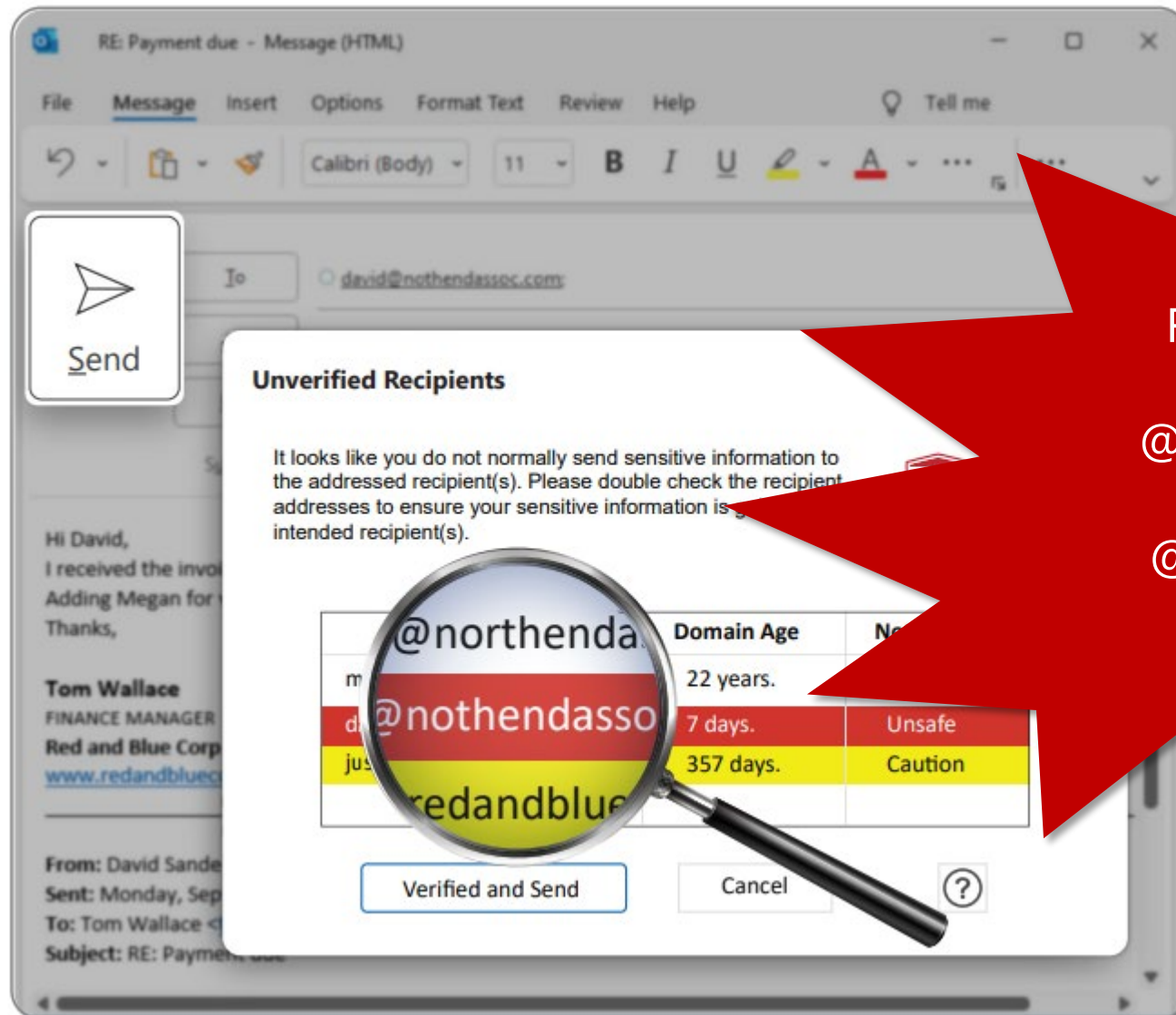
Newer domains are highlighted in yellow or red, as they are more likely to be clever misspells of real addresses.

The "domain age" analysis brings Internet intelligence into the email-send-flow in real time.

New Patent
Pending
Innovation



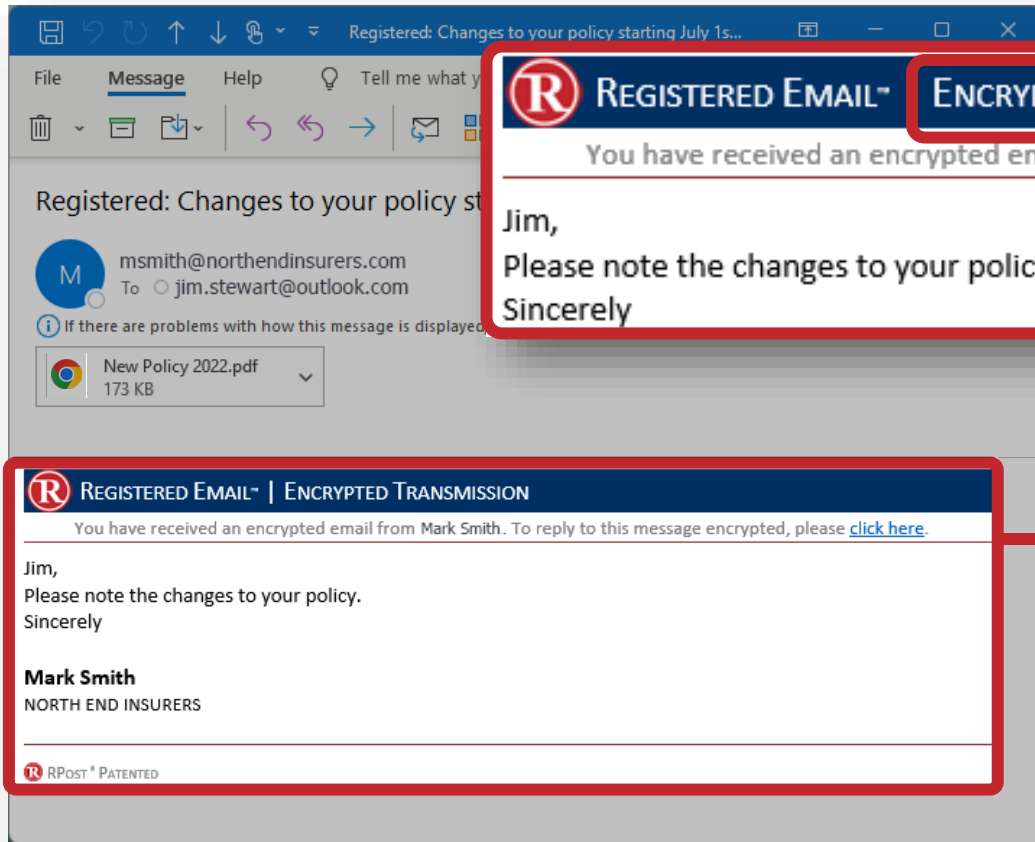
Pre-Empt Wire Fraud | Lookalike Domain Alert



Red alert ID's a new
lookalike domain.
@northendassoc.com
vs.
@nothendassoc.com

SMART^R Encryption | No Support Calls

Simple for Recipient = High Open Rate = Happy Sender



Benefit:
Encrypted
reply & file
upload.

Benefit: Adds confidence for receiver.

- ✓ **Familiar** user experience of normal email.
- ✓ **Simple** without any log-ins, clicks or accounts for recipient.
- ✓ Recipient has **option** to reply encrypted.



Registered Receipt™ | E-Delivery Compliance

Durable, verifiable, self-contained certified proof of legal e-delivery.

Delivery Status

Address	Status	Details	Delivered (UTC*)	Delivered (local)	Opened (local)
drlucasjones@outlook.com	Delivered and Opened	MUA+HTTP-IP:76.118.20.145	4/5/2020 2:40:19 AM (UTC)	4/5/2020 10:40:19 PM (-4.0)	4/5/2020 10:40:37 PM (-4.0)
bobdavisinsurance@gmail.com	Delivered and Opened	HTTP-IP:74.125.151.18	4/6/2020 2:40:20 AM (UTC)	4/5/2020 10:40:20 PM (-4.0)	4/5/2020 10:40:23 PM (-4.0)
alice@northendassoc.com	Delivered to Mail Server	relayed.mx-biz.mail.am0.yahoodns.net (67.195.228.75)	4/6/2020 2:40:22 AM (UTC)	4/5/2020 10:40:22 PM (-4.0)	
mark@northendassoc.com	Delivery Failed	5.1.2 (bad destination system: no such domain)	***	***	

Message Envelope

From: tom@northendassoc.com <tom@northendassoc.com >
 Subject: Insurance Policy Review
 To: <drlucasjones@outlook.com> <bobdavisinsurance@gmail.com>
 Cc: <alice@northendassoc.com> <mark@northendassoc.com>
 Bcc:
 Network ID: <0bfd01d60bbc5b093ed10511bbc7305@northendassoc.com>
 Received by RMail System: 4/6/2020 2:40:18 AM (UTC)
 Client Code:

Message Statistics

Tracking Number: F95542A9A2EEEEBB4509C10C04569371335F2C815
 Message Size: 638204
 Features Used: R 6
 File Size (bytes): 460330
 File Name: Insurance Policy Review.pdf

Delivery Audit Trail

4/6/2020 2:40:18 AM starting outlook.com/mta-fts ln 4/6/2020 2:40:18 AM connecting from mta21.r1.rpost.net (0.0.0.0) to outlook-com.olc.protection.outlook.com (104.47.0.33) ln 4/6/2020 2:40:18 AM connected from 192.168.10.11:54337 ln 4/6/2020 2:40:18 AM >>> 220 HE1EUR01FT033.mail.protection.outlook.com Microsoft ESMTMP MAIL Service ready at Mon, 6 Apr 2020 02:40:18 +0000 ln 4/6/2020 2:40:18 AM <<< EHLQ.mta21.r1.rpost.net ln 4/6/2020 2:40:18 AM >>> 250 HE1EUR01FT033.mail.protection.outlook.com Hello



Registered Email™ | The Global Standard

Track & Prove (+Encrypt). Proof of who said what and when, by email. Proof of compliance. Court accepted.

- ✓ **Track and Prove**
- ✓ **No Action at Recipient**
- ✓ **Authentication Record**
- ✓ **Privacy Simplified**
- ✓ **Auditable Compliance**



To us, the use of the RMail Registered Email™ service is essential. If the customer says, “I didn’t get it, I didn’t receive it,” we are now the ones that can prove that the customer received the letter.



Natasja Voorsluijs

MSc Forensic Criminology, Data Analyst, Allianz

Pre-Empt Wire Fraud | Eavesdropping Alert

Email Activity Report Email Eavesdropping™ Alert

Original Recipient: David.Smith@northwestinsurance.com

Security:	Red
Opens:	3
Locations:	2

Email Age: 15 days 1 hour 4 minutes
Risk Details: All Active

Time (UTC)	Activity	Location
09/15/2022 08:12:48	Open (VPN)	Ikeja, Lagos, Nigeria
09/13/2022 17:06:22	Open	Boston, MA
09/13/2022 12:54:18	Open	Boston, MA

Original Message Details
Subject: Weekly analysis
Original Send Time: 09/13/2022 03:20:00 UTC
Transaction ID: A4BD52B62EE9862A5FDD8F336A99E2D69F8F5A

Metadata:
[IP Address: 41.67.191.255] [Time Opened: 09/15/2022 08:12:48 AM] [REMOTE_ADDR: 192.168.10.153] [HTTP_HOST: open.r1.rpost.net] [SCRIPT_NAME: /open/images/LGy25hw0Z65CNlyOLYzCLCuMKdk.../img26b8CMDIx.gif] HTTP_ACCEPT:*/ HTTP_ACCEPT_ENCODING:gzip, deflate HTTP_HOST:open.r1.rpost.net HTTP_USER_AGENT:Mozilla/4.0 (compatible; ms-office; MSOF11.10) HTTP_X_FORWARDED_FOR:192.168.10.153

Expecting Funds?
See if there is risk that
the sender may fall prey
to a mis-wire.

RPost patented (rpost.com/patents) including US
patent applications 17304,305, 15469388,
17025955, 17659479, 16866135, 17653923,
17663425, 63/201,857, 63/366,685,
63/366,661 and other applications.



Pre-Empt Wire Fraud | Eavesdropping Alert

Email Activity Report

Email Eavesdropping™ Alert

Original Recipient: David.Smith@northwestinsurance.com

Security: Red



Opens: 3

Locations: 2

Email Age: 15 days 1 hour 4 minutes

Pre-empt cybercrime.
After the hook is in, before the steal.

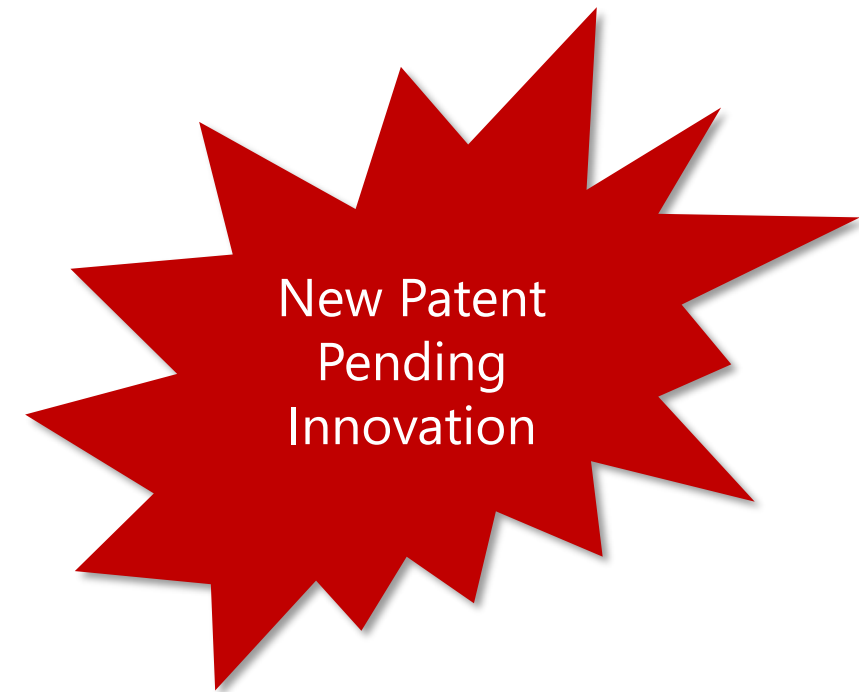
Risk Details: All Activities

Time (UTC)	Activity	Location	Country	Network Addr.	Network	Risk
09/15/2022 08:12:48	Open (VPN)	Ikeja, Lagos	Nigeria	41.67.191.255	Netcom Africa	Red
09/13/2022 17:06:22	Open	Boston, MA	USA	94.92.53.178	Verizon	Green
09/13/2022 12:54:18	Open	Boston, MA	USA	94.52.53.178	Verizon	Green

Original Message Details
 Subject: Weekly analysis
 Original Send Time: 09/13/2022 03:20:00 UTC
 Transaction ID: A4BD52B62EE9862A5FDD8F336A99E2D69FEF54A

Metadata:

[IP Address: 41.67.191.255] [Time Opened: 09/15/2022 08:12:48 AM] [REMOTE_HOST: 192.168.10.153] [HTTP_HOST: open.r1.rpost.net] [SCRIPT_NAME: /open/images/LGy25hw0Z65CNlyOLYzCLCuMKdk95gm4vir26bBCMDlx.gif] HTTP_ACCEPT:/* HTTP_ACCEPT_ENCODING:gzip, deflate HTTP_HOST:open.r1.rpost.net HTTP_USER_AGENT:Mozilla/4.0 (compatible; ms-office; MSOF6... 10 HTTP_X_FORWARDED_FOR:193.83.3.55 HTTP_X_FORWARDED_PROTO:https HTTP_X_FORWARDED_PORT:443 HTTP_X...



RPost patented (rpost.com/patents) including US patent applications 17304,305, 15469388, 17025955, 17659479, 16866135, 17653923, 17663425, 63/201,857, 63/366,685, 63/366,661 and other applications.



Pre-Empt Wire Fraud | Eavesdropping Alert

Email Age: 15 days 1 hour 4 minutes

Risk Details: All Activities

**Pre-empt cybercrime.
After the hook is in, before the steal.**

Time (UTC)	Activity	Location	Country	Network Addr.	Network	Risk
09/15/2022 08:12:48	Open (VPN)	Ikeja, Lagos	Nigeria	41.67.191.255	Netcom Africa	Red
09/13/2022 17:06:22	Open	Boston, MA	USA	94.92.53.178	Verizon	Green
09/13/2022 12:54:18	Open	Boston, MA	USA	94.52.53.178	Verizon	Green

Metadata:

[IP Address: 41.67.191.255] [Time Opened: 09/15/2022 08:12:48 AM] [REMOTE_HOST: 192.168.10.153] [HTTP_HOST: open.r1.rpost.net] [SCRIPT_NAME: /open/images/LGy25hw0Z65CNlyOLyZCLCuMKdk95gm4vir26bBCMDlx.gif] HTTP_ACCEPT:/* HTTP_ACCEPT_ENCODING:gzip, deflate HTTP_HOST:open.r1.rpost.net HTTP_USER_AGENT:Mozilla/4.0 (compatible; ms-office; MSOffice 16) HTTP_X_FORWARDED_FOR:183.82.2.55 HTTP_X_FORWARDED_PROTO:https HTTP_X_FORWARDED_PORT:443 HTTP_X_AMZN_TRACE_ID:Root=1-632d2601-68f7d3e527e10ac35f151b35 HTTP_UA_CPU:AMD64 Accept: /* Accept-Encoding: gzip, deflate Host: open.r1.rpost.net User-Agent: Mozilla/4.0 (compatible; ms-office; MSOffice 16) X-Forwarded-For: 183.82.2.55 X-Forwarded-Proto: https X-Forwarded-Port: 443 X-Amzn-Trace-Id: Root=1-632d2601-68f7d3e527e10ac35f151b35 ua-cpu: AMD64 /LM/W3SVC/5/ROOT 256 2048 C=US, S=VA, L=Herndon, O=Network Solutions L.L.C., CN=Network Solutions DV Server CA 2 CN=tracking.rpost.com 0 CGI/1.1 on 256 2048 C=US, S=VA, L=Herndon, O=Network Solutions L.L.C., CN=Network Solutions DV Server CA 2 CN=tracking.rpost.com 5 /LM/W3SVC/5 192.168.10.186 /open/images/LGy25hw0Z65CNlyOLyZCLCuMKdk95gm4vir26bBCMDlx.gif 192.168.10.153 192.168.10.153 46808 GET /open/images/LGy25hw0Z65CNlyOLyZCLCuMKdk95gm4vir26bBCMDlx.gif open.r1.rpost.net 443 1 HTTP/1.1 Microsoft-IIS/8.5 /open/images/LGy25hw0Z65CNlyOLyZCLCuMKdk95gm4vir26bBCMDlx.gif /* gzip, deflate open.r1.rpost.net Mozilla/4.0 (compatible; ms-office; MSOffice 16) 183.82.2.55 https 443 Root=1-632d2601-68f7d3e527e10ac35f151b35 AMD64

(M) = activity determined to be on a mobile device.

(VPN) = activity was detected at an anonymizing VPN endpoint location.

Location = registered location of the detected network.

Network = registered network associated with the internet protocol.

Financial Snapshot

2022 Q4

→ REVENUE

**GROWTH
DIVERSIFIED
GLOBAL**

→ EARNINGS

POSITIVE

→ NET INCOME

POSITIVE

→ EBITDA GROWTH

POSITIVE

→ REVENUE VS. EXP. GROWTH

INCREASE

→ SATISFACTION, RENEWALS

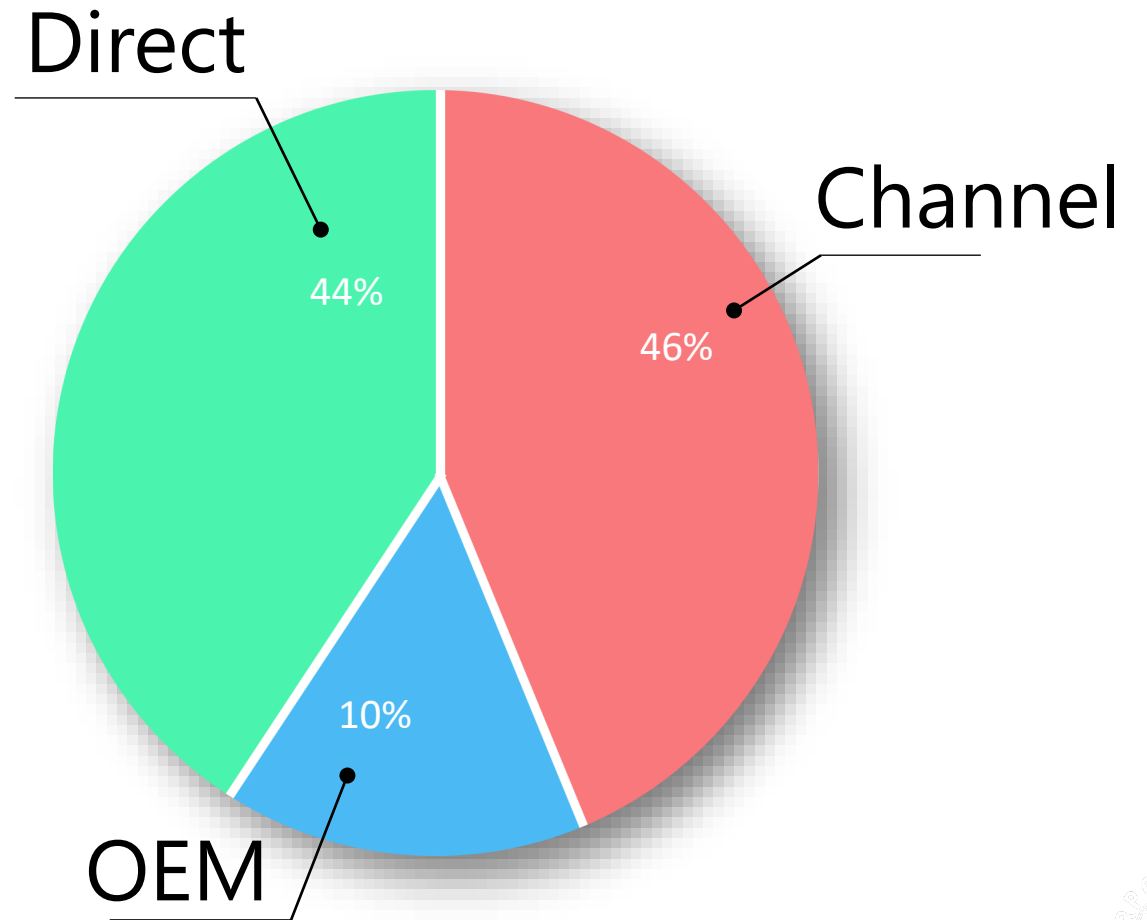
STRONG ANNUITY

Revenue Mix

- Major investment in time and people
- Major projects to vertically integrate
- Larger partners require provisioning and billing integration. We're there.
- Large untapped opportunity with hyperscalers; essential for global brand reach and product access.

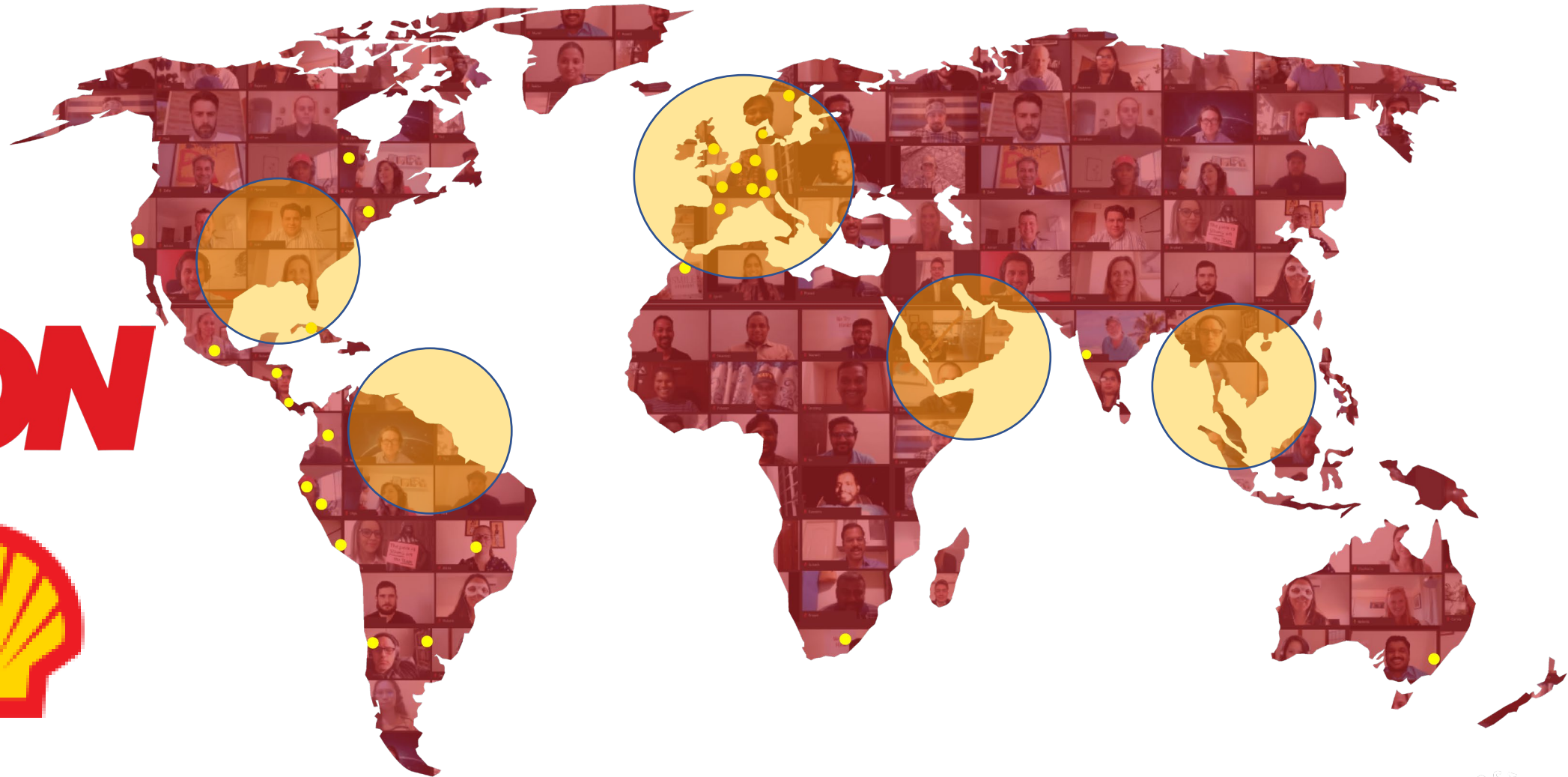
Sources

Successful Trend



Direct Example: Registered Encryption

AON



Channel Example:

JUNGHEINRICH

RSign™



“ With RSign, we can be more efficient. We are very happy with RSign.

-- *Jungheinrich*

Nicole Stiller

Global E-Sign Leader

Channel Example:



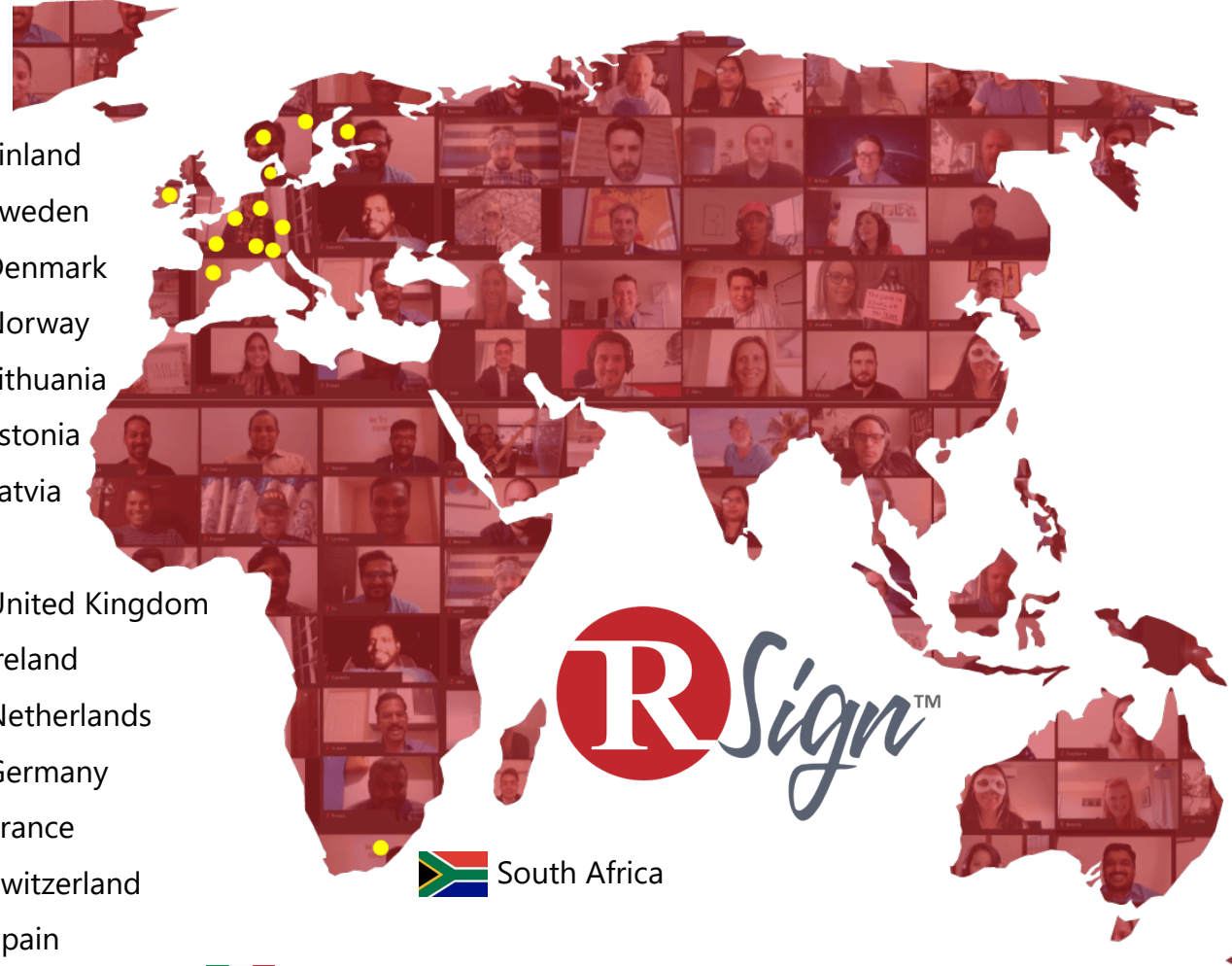
Within one company:
31 Organizations
22 countries
15 languages
(and expanding)

 Colombia
 Chile

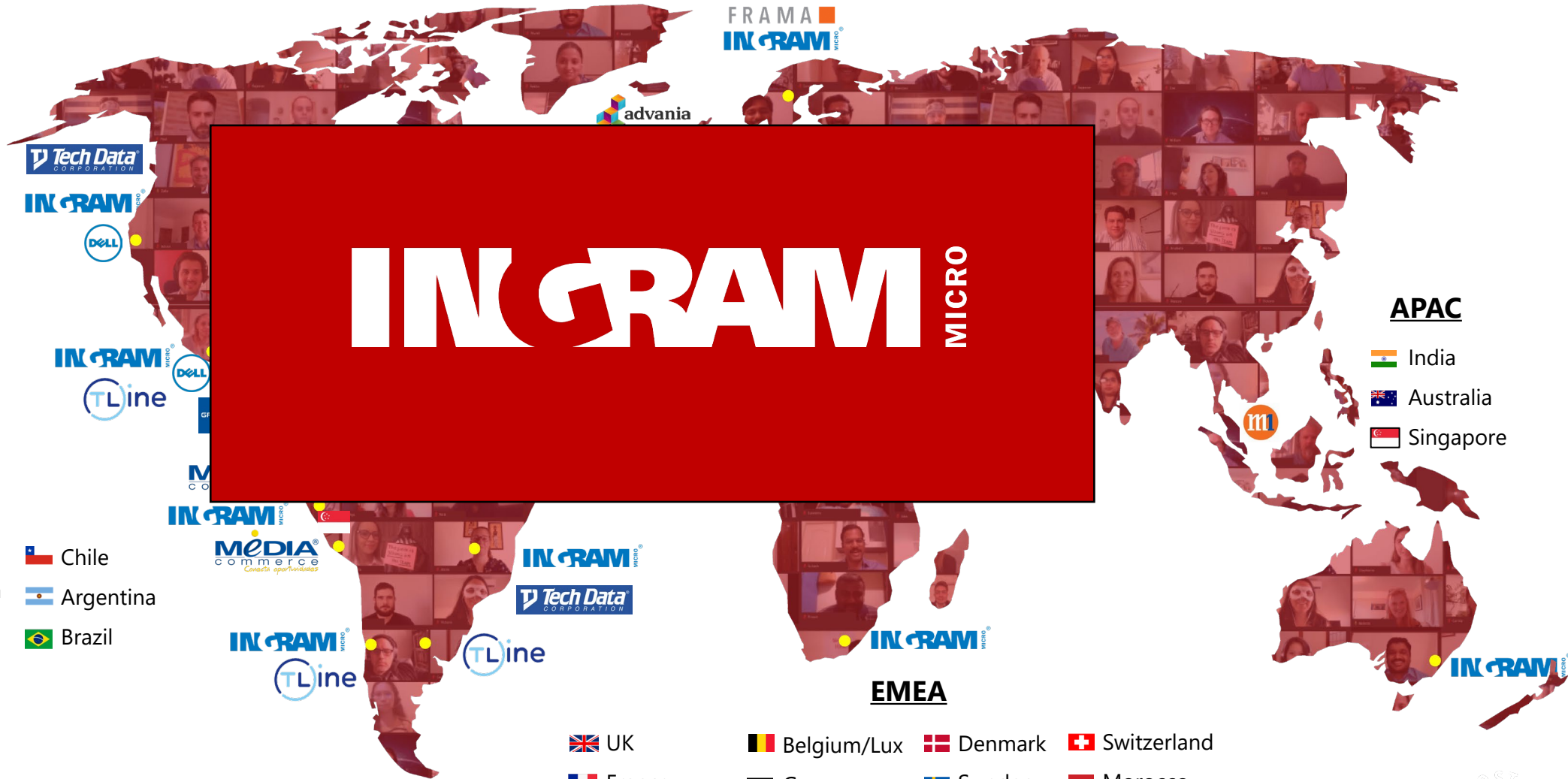
-  Finland
-  Sweden
-  Denmark
-  Norway
-  Lithuania
-  Estonia
-  Latvia
-  United Kingdom
-  Ireland
-  Netherlands
-  Germany
-  France
-  Switzerland
-  Spain
-  Belgium
-  Poland
-  Hungary

 South Africa

 Italy
 Greece



Channel: Worldwide, an Elite Group



Americas

-  USA
-  Canada
-  Mexico
-  Costa Rica
-  Panama
-  Guatemala
-  Colombia
-  Peru
-  Chile
-  Argentina
-  Brazil

APAC

-  India
-  Australia
-  Singapore

EMEA

-  UK
-  France
-  Netherlands
-  Belgium/Lux
-  Germany
-  Austria
-  Denmark
-  Sweden
-  Norway
-  Switzerland
-  Morocco
-  South Africa

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Today

Lunch: 12:30 – Table outside of bar

Cocktails: 6:00 to 7:00 – Table outside of bar

Locations

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Hyderabad

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