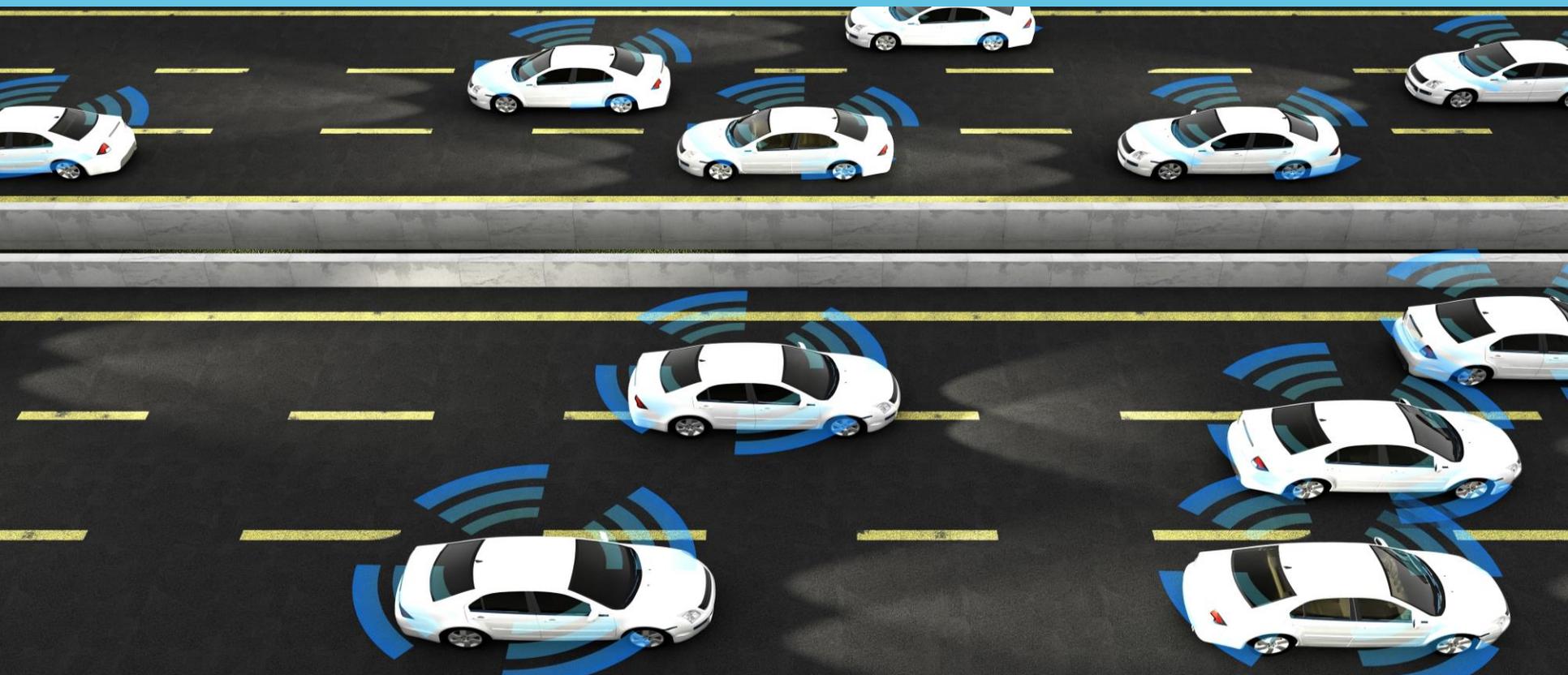


***Preventing Cyber Attacks on  
Aftermarket Connectivity Solutions***

Zach Blumenstein, BD Director

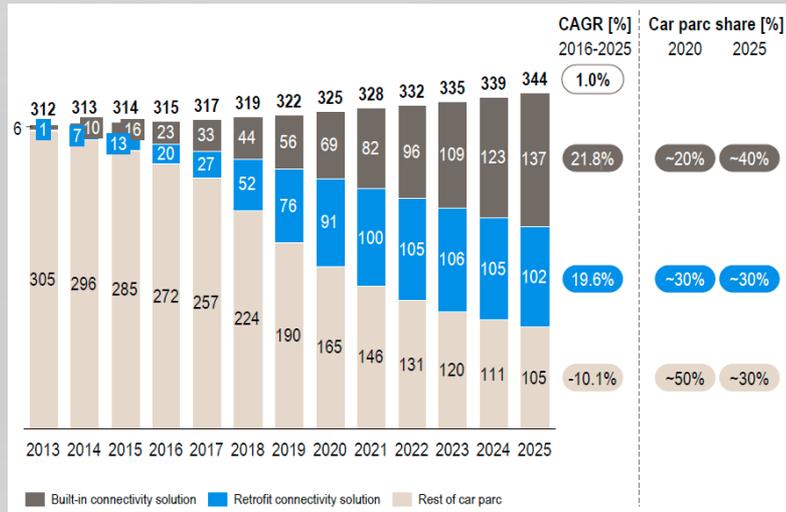
**Argus Cyber Security**

In less than a year, 100s of millions connected cars



# Aftermarket connectivity most prevalent until 2023

- Approx. 100 million connected cars in EU by 2018
- OBD II dongles used by 30% of EU car parc 2020-2025



# The opportunity

- ↘ Dongles are an attractive option
- ↘ 7 out of 10 consumers would **pay up to 10% of the car price** on services relevant to them
- ↘ 35% of consumers already willing to trade driving data for insurance benefits

|                      | App based dongle solution   | Proprietary solution  |
|----------------------|---|---|
|                      |    |    |
| Cost                 | 10-150 EUR  | 2,000-3,000 EUR   |
| Business focus       | B2C and B2B   | B2C and B2B   |
| Level of integration | Fixed installed   | Fully integrated (with delivery)  |
| Function-<br>alities | <ul style="list-style-type: none"><li>GPS tracking</li><li>Micro-billing</li><li>Speed control</li><li>Accident recognition</li><li>Braking behavior</li><li>Diagnosis/vehicle data</li></ul> | <ul style="list-style-type: none"><li>GPS tracking</li><li>Micro-billing</li><li>Speed control</li><li>Accident recognition</li><li>Braking behavior</li><li>Diagnosis/vehicle data</li><li>Entertainment</li><li>Individual services</li></ul> |
| User examples        |    |    |

# The challenge

***“...‘smart dongles’ provide an attacker with the capacity of easily performing a remote attack with...high impact.”***

↳ December 2017 – ENISA, Cyber Security and Resilience of Smart Cars

***“...the OBD-II port as it currently exists creates a growing risk to the safety and security of passengers.”***

↳ September 2016 – open letter from 4 US Congressman to NHTSA Administrator

## The challenge cont'd

***“...Aftermarket devices could be brought on to all ages and types of vehicles with varying levels of cybersecurity protections. Therefore, these devices should include strong cybersecurity protections since they could impact the safety of vehicles.”***

↳ October 2016 – NHTSA, Cybersecurity best practices for modern vehicles



60  
MINUTES

# Why hack a vehicle?



Cyber Ransom



Car Theft



Targeted Attacks



Hacktivism



Data Theft / Privacy invasion

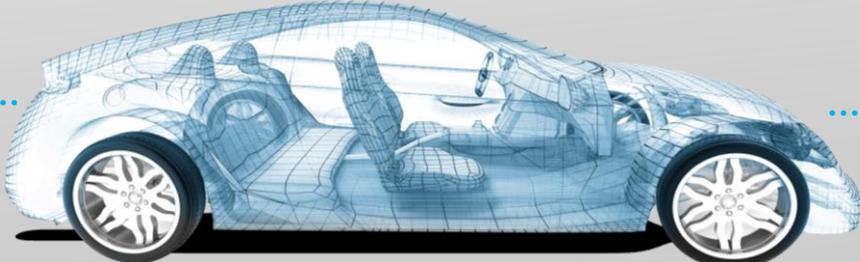


Mass Events

# ODB II dongles increase the attack surface



Cellular (3G/4G-LTE)



Infotainment



Bluetooth



V2X



OBD II



WiFi

# Dongles have already been hacked

## ↳ Security challenges with telematics dongles

- Enlarge the attack surface
- Built on old hardware with weak security
- OBD II port is directly connected to safety critical functions
- No cyber security regulatory environment

**HACKERS CUT A CORVETTE'S  
BRAKES VIA A COMMON CAR  
GADGET**



“...anything connected to...the Internet [enlarges the] attack surface...especially when it is plugged into the diagnostic port...”

-Chris Valasek

# Argus exposes aftermarket device vulnerability



- Zubie aftermarket telematics dongle
- Communication based on non-secure HTTP protocol
- Provided direct access to the safety critical systems
- Braking, steering and acceleration could have been affected

# Progressive – two million cars open for exploit



- Progressive's UBI Snapshot device hacked
- No responsible disclosure, could affect on ~2 million cars
- Unlock the doors, start the engine, gather engine information

# UCSD researchers expose flaw

## **HACKERS CUT A CORVETTE'S BRAKES VIA A COMMON CAR GADGET**

- ↳ Mobile Devices OBD2 dongle
- ↳ Through malicious SMS messages researchers gained remote access
- ↳ Activating and disabling the brakes, turning on windshield wipers

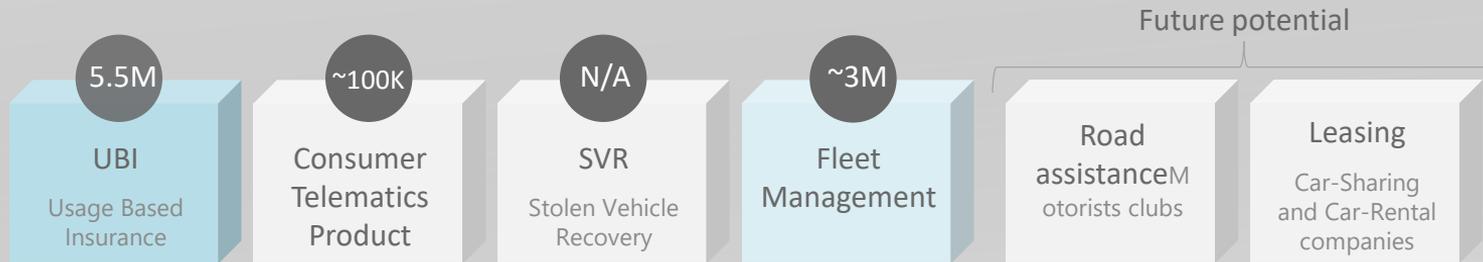


# Aftermarket Food Chain

**Telit** **Module Vendors** **gemalto** **SIERRA WIRELESS**  
security to be free

**Car Amp** **Queclink** **Telematics Technology Provider** **INRGO TECHNOLOGIES**  
Formerly Wireless Matrix

**verizon** **Zobie** **Telematics Services Provider** **AUTOMATIC** **TOMTOM** **OCTO**  
The reliable way



**Allstate** **PROGRESSIVE** **Insurers companies/Fleet Management** **TOMTOM** **Fleetmatics**  
You're in good hands. Intelligence at work.

**End-consumer**

# 52% People Would Pay \$8/Month for Cyber Security



# Argus' Mission

- ✔ Keep Passengers Safe
- ✔ Protect Customer Privacy and Property
- ✔ Prevent Costly Cyber Recalls
- ✔ Maintain Business Continuity



# Argus Cyber Security Philosophy

**ARGUS**  
CYBER SECURITY



## Prevent

Make it as hard as possible to attack



## Understand

Know you are being hacked and how, in real time



## Respond

Mitigate the damage and immunize the fleet in hours

# Maximum Prevention – Security in Depth



Prevent

**25** Granted and Pending Automotive Cyber Security Patents

## In-Vehicle



ECU  
Protection



In-Vehicle  
Network  
Protection



Aftermarket  
Protection



Connectivity  
Protection

## Out-of-Vehicle



Lifespan  
Protection

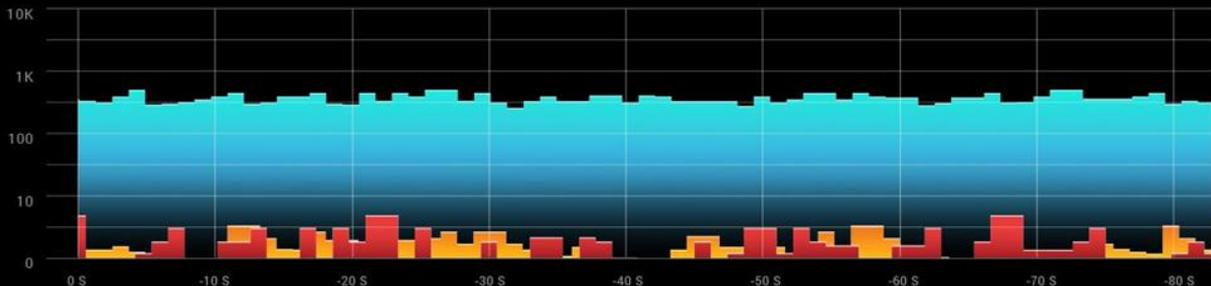


**Understand**

IN-VEHICLE TRAFFIC

Allowed Anomalous Blocked

FLEET



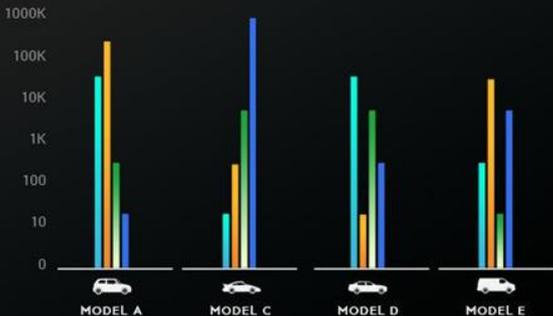
ATTACKED COMPONENTS

FLEET



ATTACKS PER MODEL

2015/09 2015/10 2015/12 2015/12



CHECK POINT CAPSULE SECURITY INCIDENTS

| SEVERITY | SOURCE     | DESTINATION  | MALWARE ACTIVITY         |
|----------|------------|--------------|--------------------------|
| High     | Argus Demo | 192.117.2.58 | Communicate with C&C     |
| Low      | Magna car  | 192.79.2.126 | Access to malicious site |
| Low      | Magna C    | 192.5.46.181 | Communicate with C&C     |

ATTACK ORIGINS



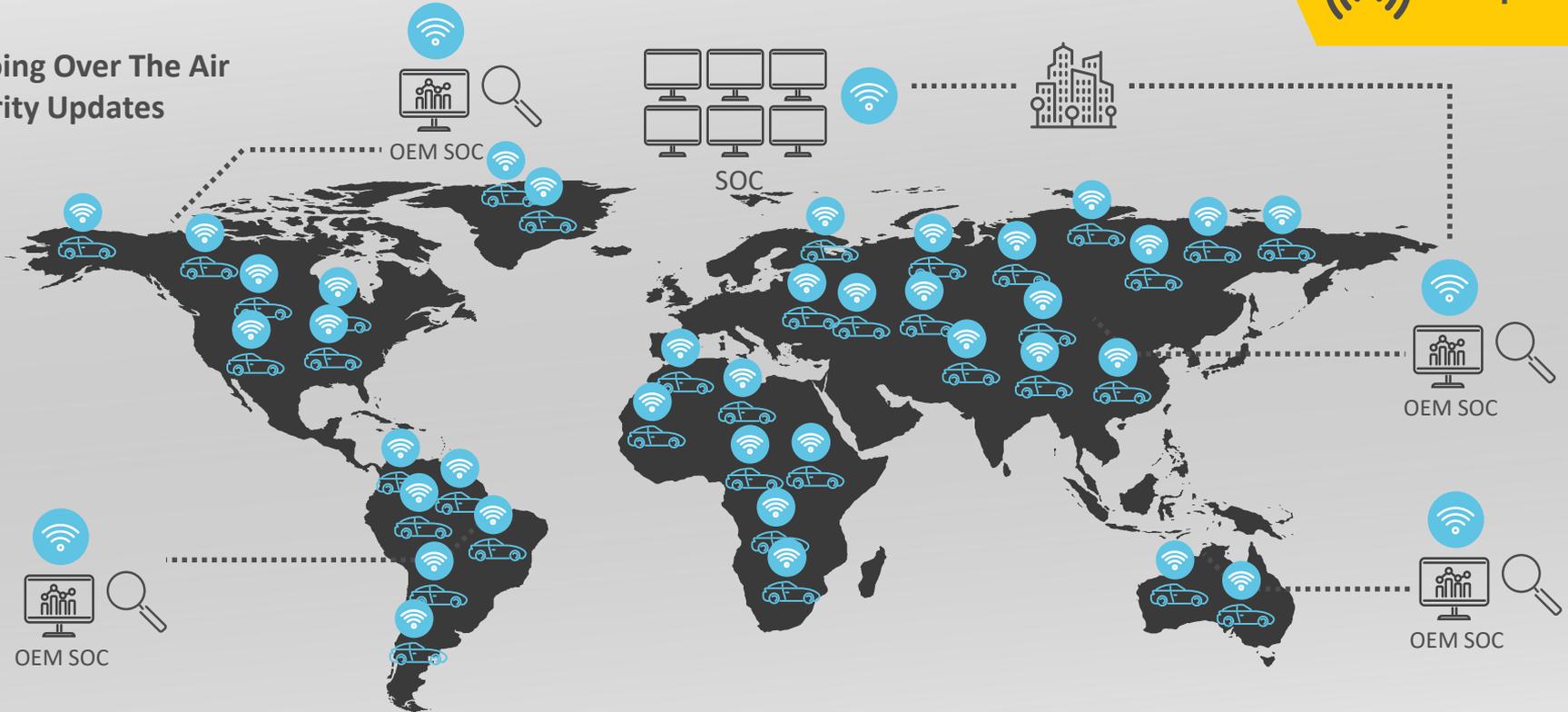
ATTACKS TREND



# Ongoing Monitoring & Mitigation

 Respond

Ongoing Over The Air  
security Updates



# Our Competitive Advantages

- ✔ Unique combination of cyber security & automotive experts
  - ✔ Industry's best team (founders, leadership, employees, investors, advisors)
- ✔ Widest array of solutions in the market
- ✔ Technologically superior, significant IP (25 pending / granted patents)
- ✔ Significant projects with OEM and Tier 1s
- ✔ Very strong partners
- ✔ Recognized as the market leader



# Drive Home Cyber Safe!

