



Know Thy Enemy: Understanding the Psychology of the Modern Identity Fraudster



Halil Cem Tonguc

Snr Director of Product

Onfido

Identity fraud is a growing problem in the modern world

+44%

Fraud since 2019

The motivations of a identity fraudster

Identity fraudsters are primarily motivated by money



Direct Financial Gain



Illicit Activity



Revenge / Fun

**The modern
identity fraudster
is always not who
you expect...**



There are 5 different types of Identity Fraudster

Low sophistication

High sophistication



How Identity Fraudsters operate

It's all about ROI

Their Earnings

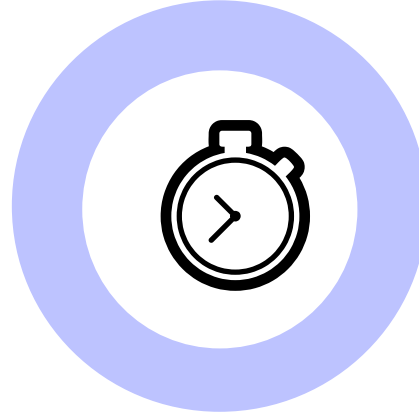
Your Fraud Tools

$$\text{ROI} = \frac{\text{Revenue} - \text{Expenses}}{\text{Expenses}} \times 100$$

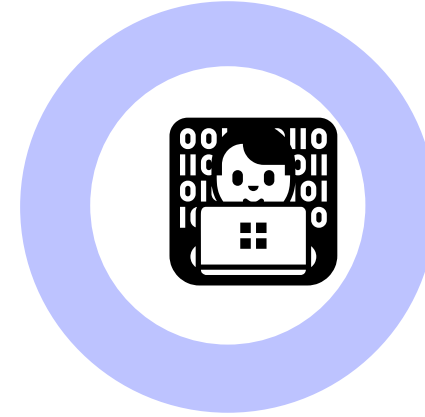
Regardless of their profile, their patterns of behavior are similar...



**Meticulous
Planner**

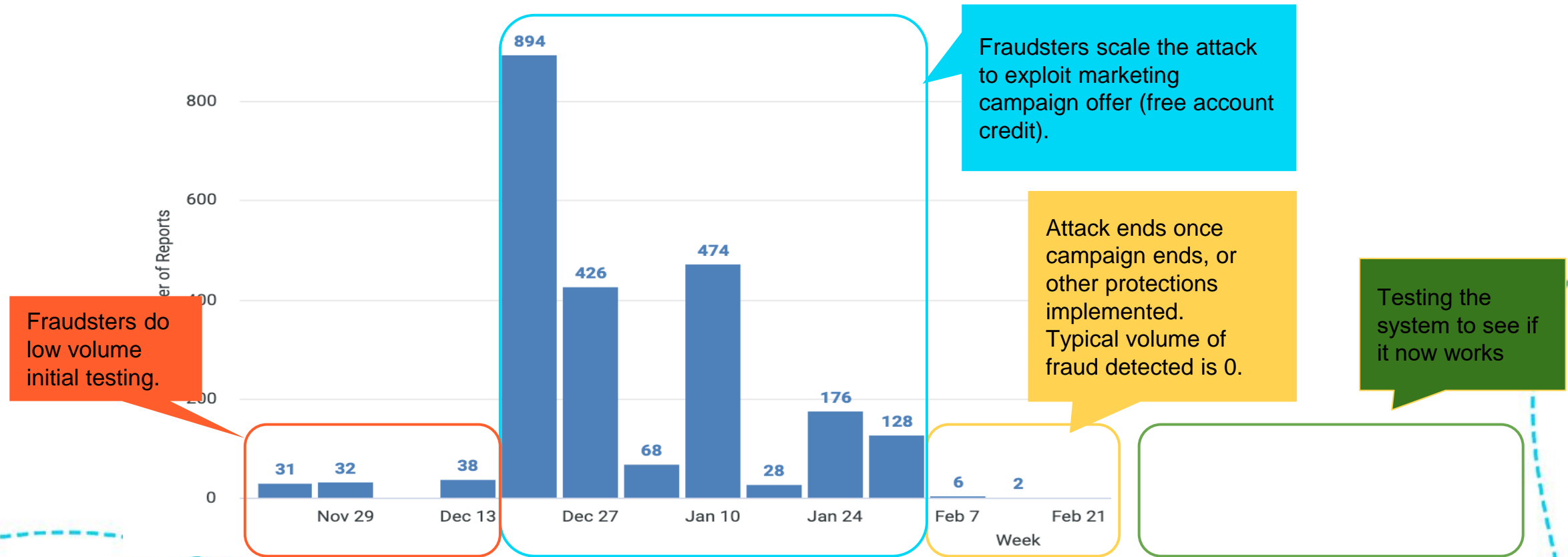


Patient



**Smart combination
of tactics**

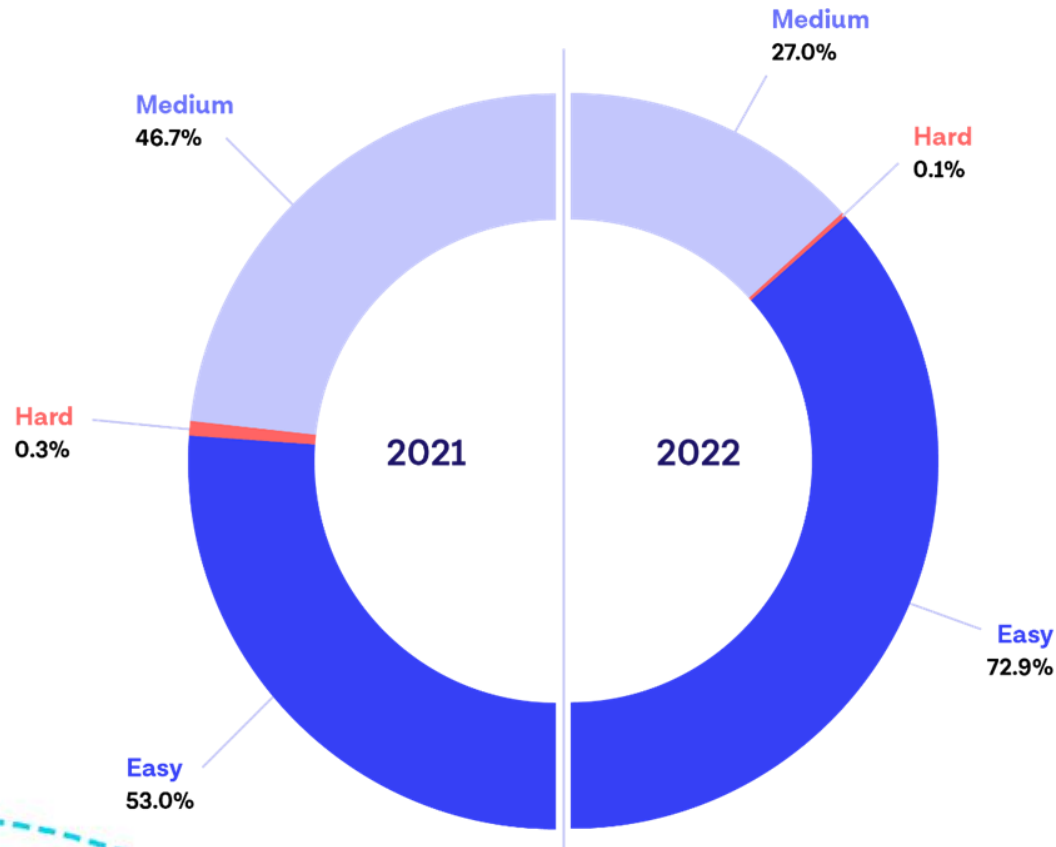
Fraudsters know you are reactive





**Today's identity
fraudsters are
operating at scale**

Document fraud is numbers game: Quantity over quality



Easy

Where document elements are clearly wrong, for example, documents have the wrong font or an obviously attacked photo.

Medium

Less obvious errors, such as less visibly incorrect fonts, the wrong photo printing technique, or imitated security features.

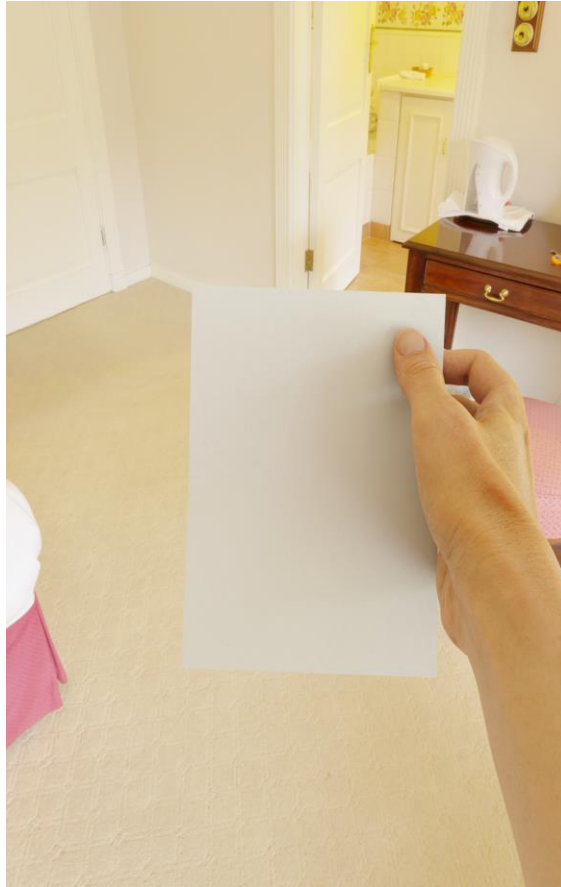
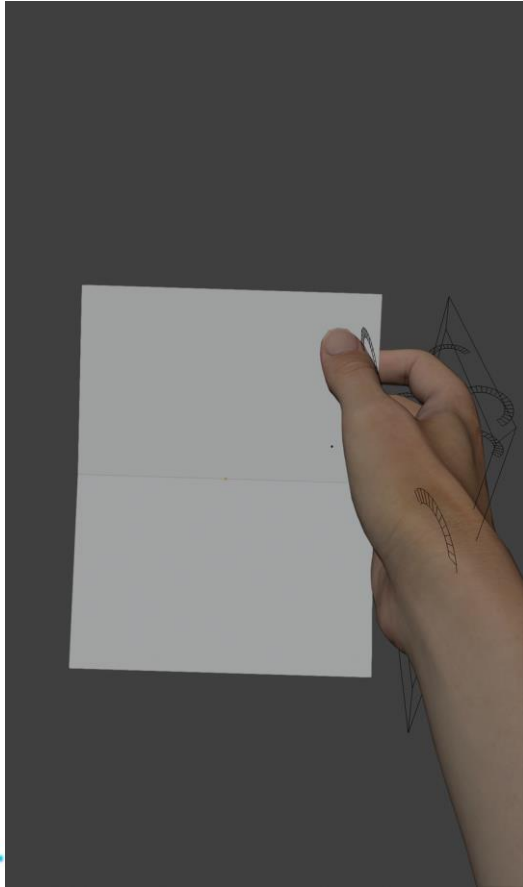
Hard

Cases that require enhanced knowledge of document manufacturing (eg. security features, printing and deliberate mistakes) to detect anomalies.

Question to you!



Staying ahead of the game



Biometric spoofs are varied



2D & 3D masks
2D & 3D masks



Printed
Printed



On-screen
On-screen



Digital tampering
Digital tampering

Most biometric fraud is unsophisticated (for now)

Spoof identity document

A photo or video of the image on the identity document.

2D mask

A photo or video of a 2D printed mask.

Photo on screen

A photo or video of an image on screen.

Spoof printed on paper

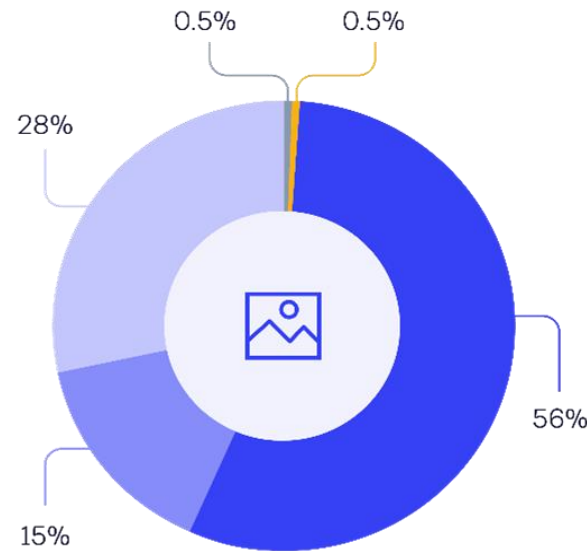
A photo or video of an image printed on paper.

3D mask

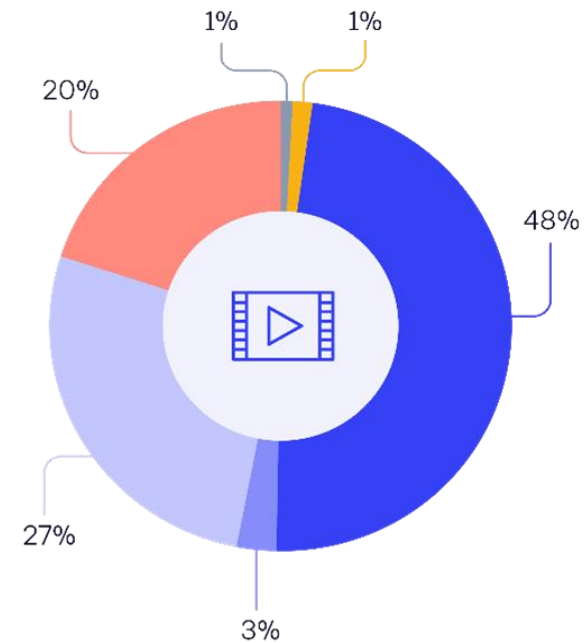
A photo or video of a 3D mask or other 3D objects.

Video on screen

(Video check only): A video of a video on screen.



onfido | Real Identity



The consequences of identity fraud

A person is sitting on a dark metal park bench, viewed from behind. They have their head buried in their hands, suggesting a state of distress, despair, or emotional pain. They are wearing a dark long-sleeved shirt, a grey tank top, blue jeans, and black sneakers with yellow straps. The background is a park setting with trees and a building in the distance, all with a warm, slightly desaturated color palette.

**Consequences
can be financial,
reputational
and emotional**

How to protect your business and customers

Corporates

- ❖ Proactively deploy identity fraud solutions at onboarding and beyond
- ❖ Adopt a multi-layered approach to fraud
- ❖ Consider step up verification for high risk scenarios



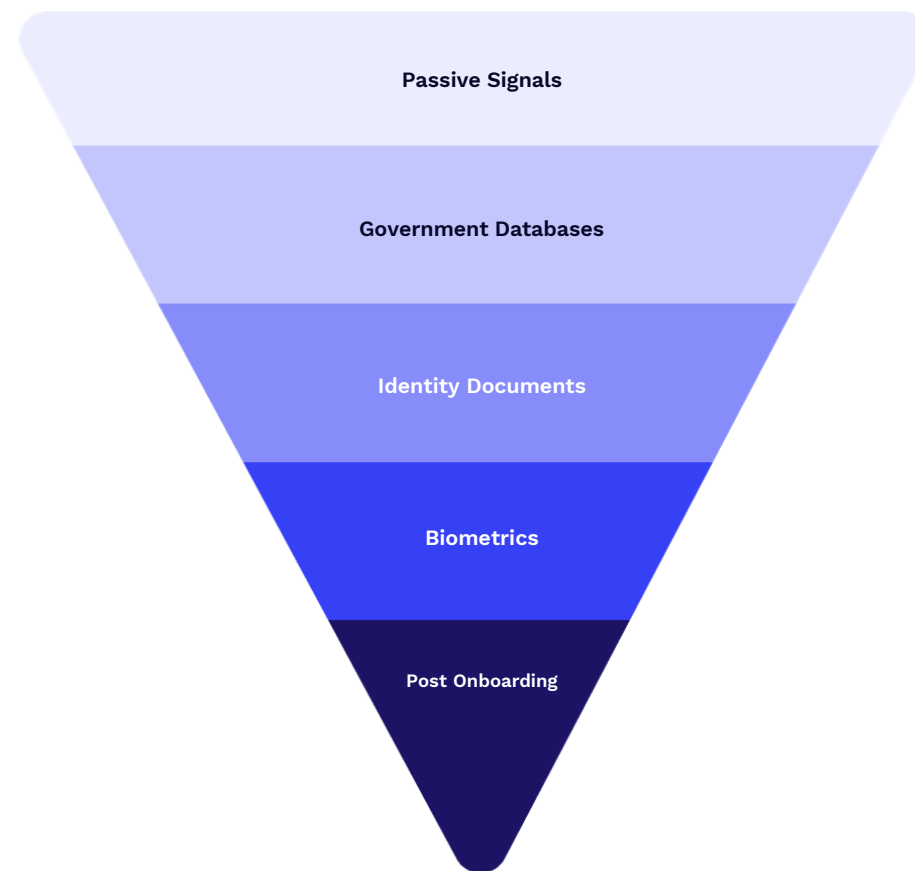
Individuals

- ❖ Stay aware of scams
- ❖ Never disclose personal data over the phone or via email
- ❖ Protect your data and sensitive documents



Layered Fraud Protection

- ❖ Passive Signals
 - Device
 - Network
 - Behaviour
- ❖ Document
 - High Assurance at High Risk Moments
- ❖ Biometrics
 - Solves hard problems



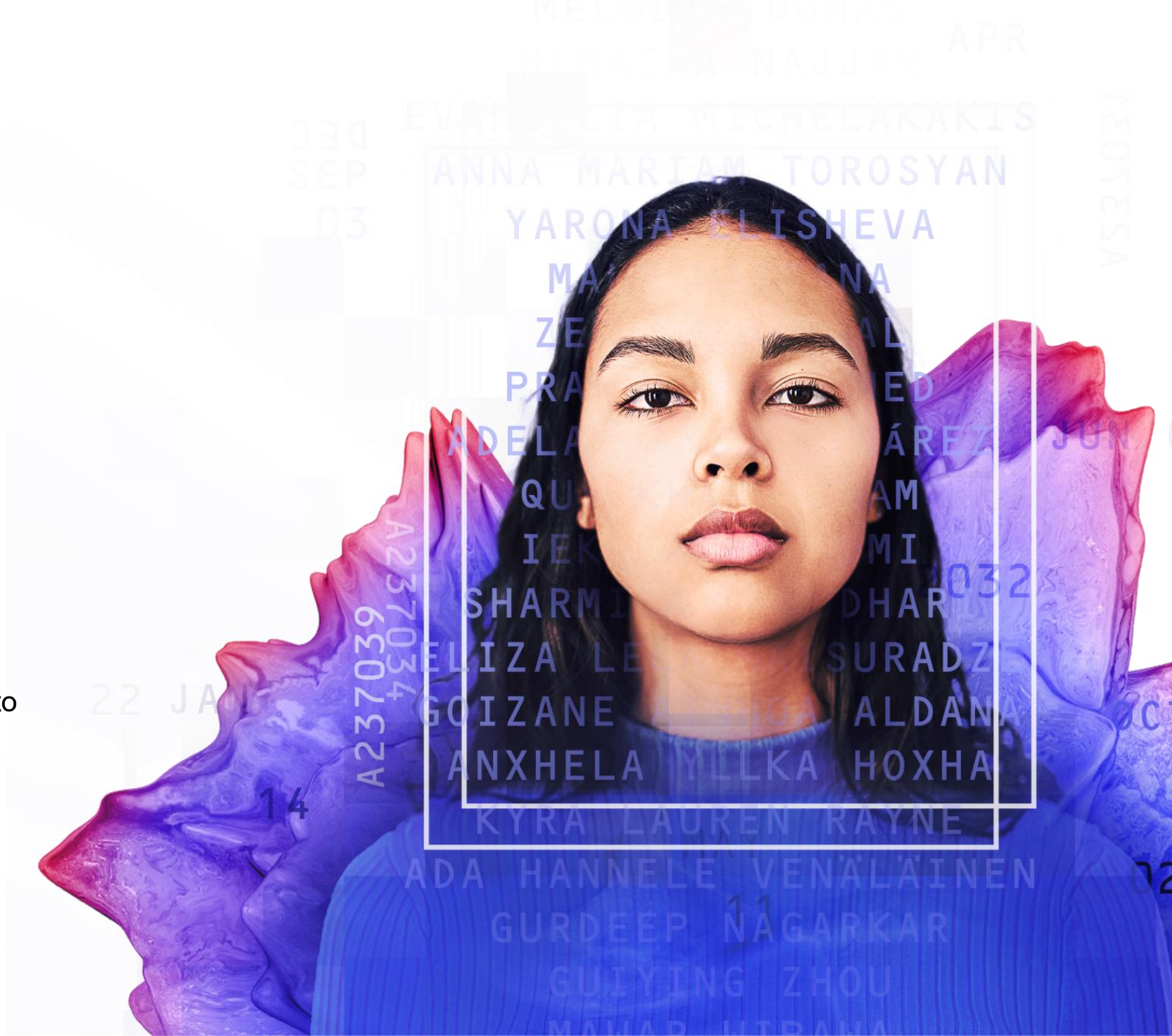


Remember:

The Modern Identity Fraudster:

- ❖ Cares about scalable, high ROI and low risk opportunities!
- ❖ Cares about their business as you care about yours
- ❖ Is ready to fight and waiting for you to make mistakes

The slowest in the pack will always be the first target.





THANK YOU!