



**Steven Hawley**  
*Founder & Managing  
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## Demand = Piracy

### About Video Piracy

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29th June, 2021 | 13:00 - 18:00 BST | Virtual

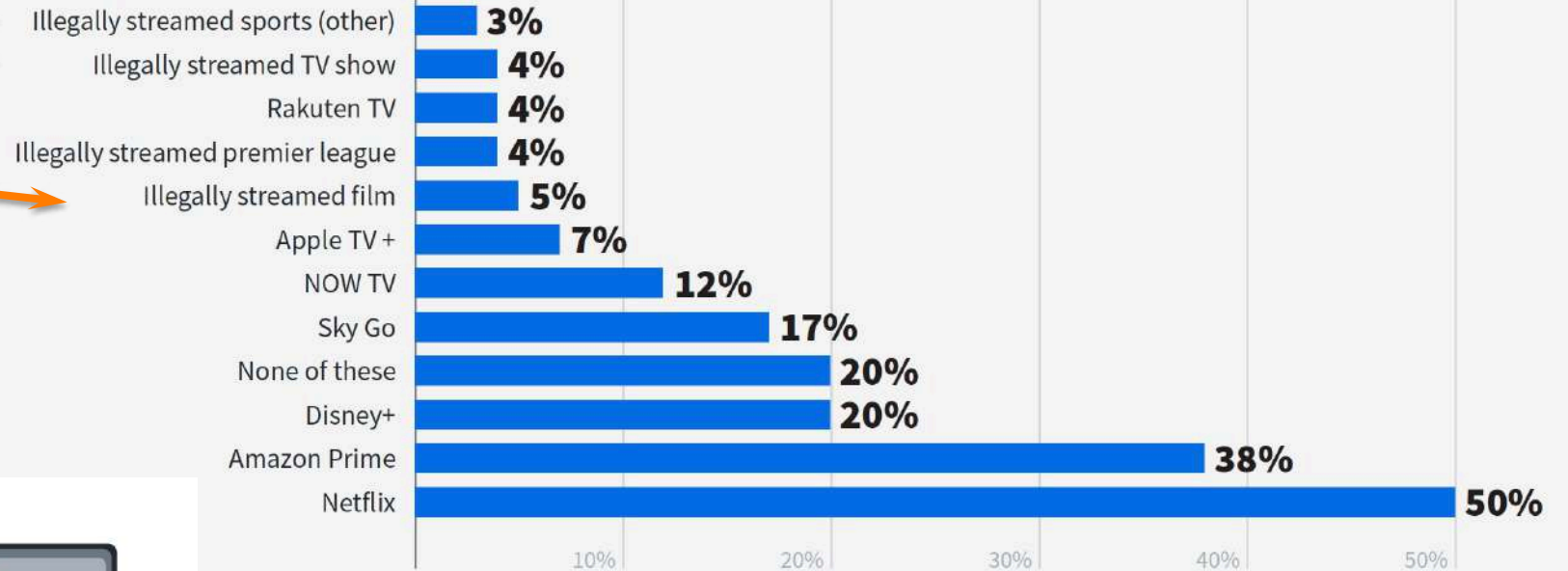
## ***Video Piracy: A big problem worldwide***



- ***Video piracy cost the US economy \$29B in 2018***, 13% of the \$229B generated by the creative and technology industries (US CofC, 2019)
- ***2022: >\$66B WW video revenue lost to pirates*** (Parks, 2020 est.)
- ***Only 28%*** of the ~\$9B pay TV revenue lost to piracy in 2019 ***was due to credential sharing***. (Parks, 2020 est.)
- ***13% of US consumers knowingly use pirate apps: half of them get malware. Ransomware attacks up 148%*** just in Q2 2020 (DCA, 2020)
- ***\$111M in legit, branded ads placed on pirate sites*** (TAG, 2017)

# Piracy in the UK (2020 Q4)

## Brits' use of streaming services, December 2019-2020



December 2020



**5.8 million**  
viewers (11%)  
streamed **illegally**  
during 2020



Source: Finder survey,  
December 2020

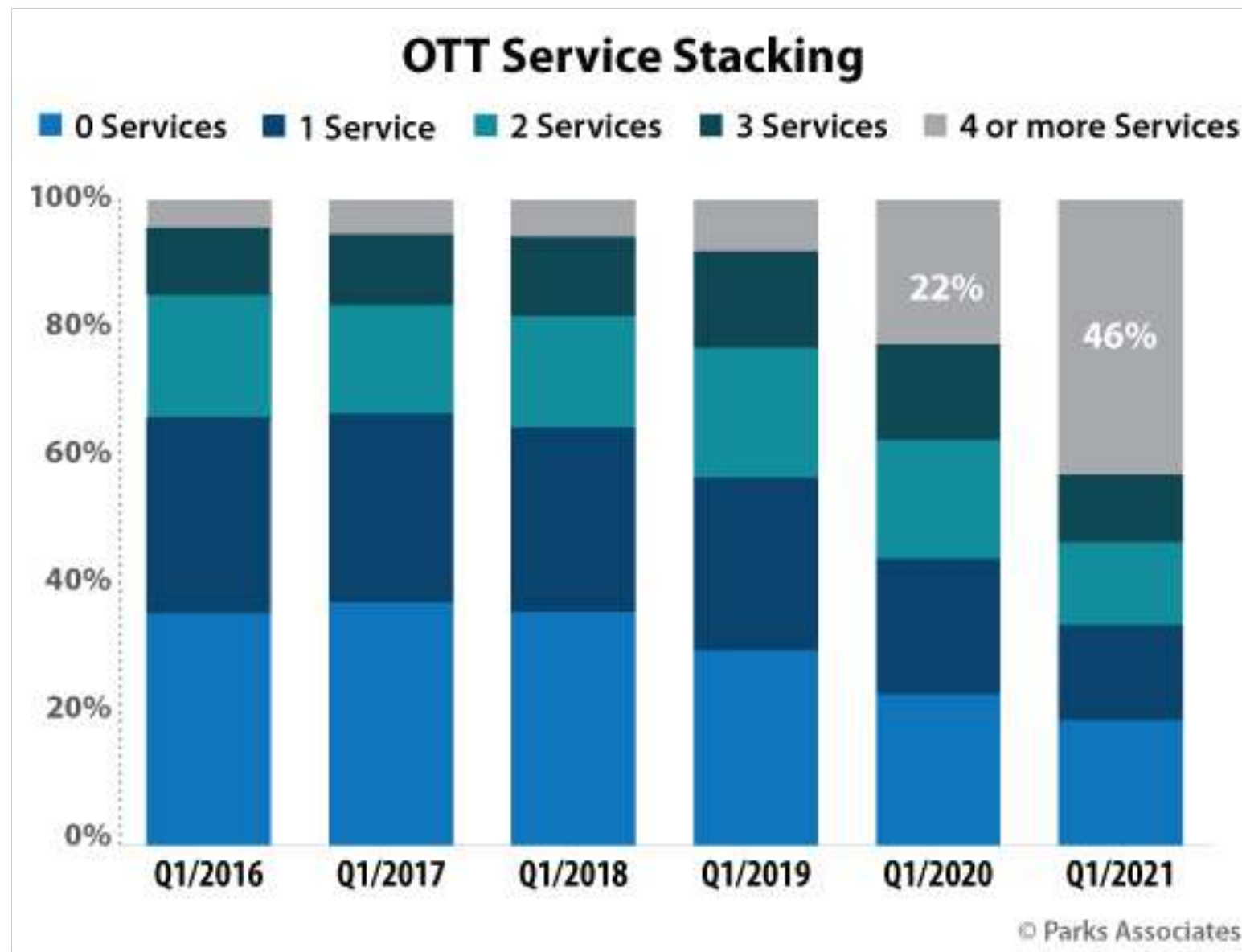




# Availability and discovery remain a challenge

*OTT Churn is 35%*  
(Parks 2020)

“Even with four or more subscriptions, I still can’t find or watch (fill in the blank)”



# Video providers can only protect within managed distribution

## NO Protection

### Before Distribution

Vulnerable to theft:

- Live sports, events
- Original Programming
- Digital cinema
- Production copies

## Protected

### Legal distribution

Pay TV/DVB (CA/CAS), Streaming (DRM)

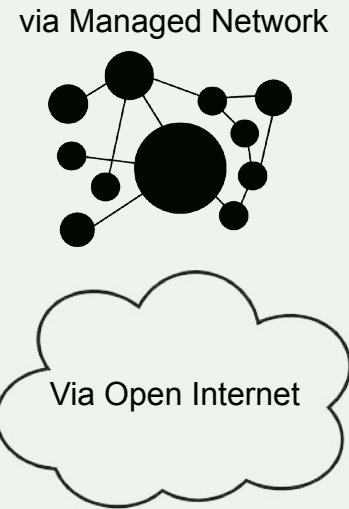
Production & Packaging

Distribution

Authentication & Playback

Pay TV Provider

Original Content Provider



## NO Protection

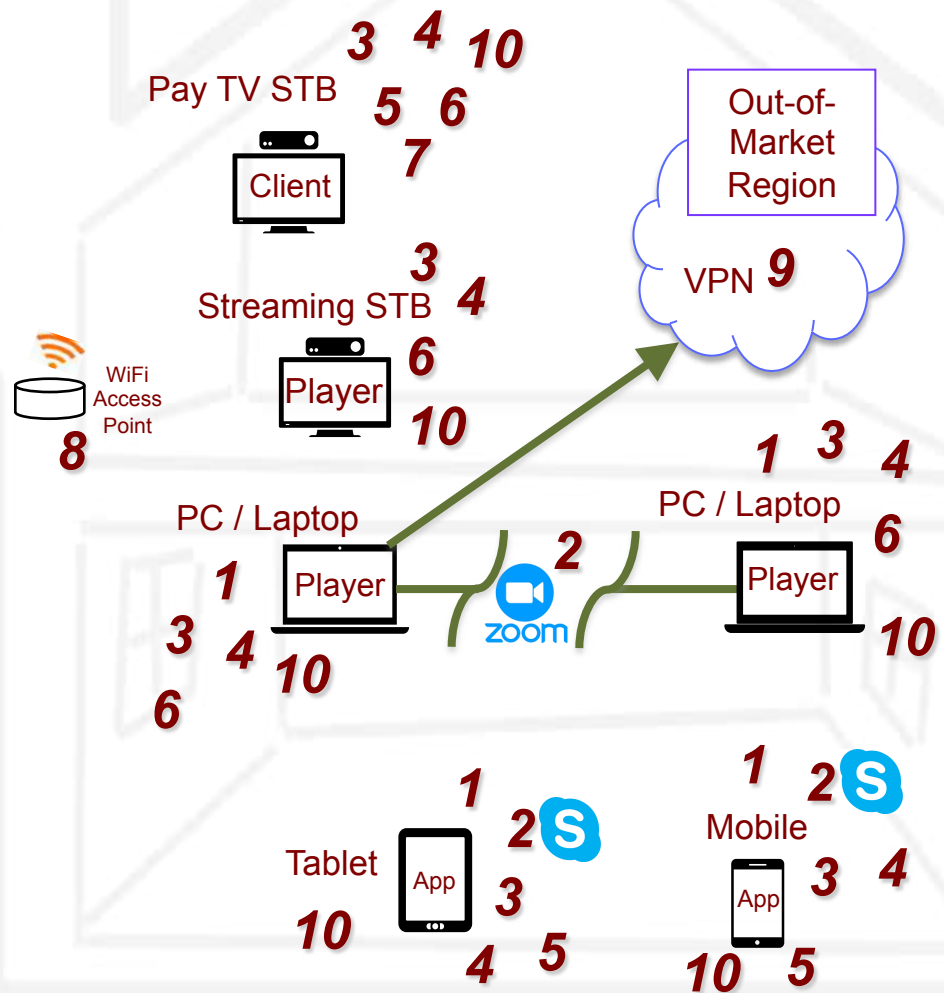
### Beyond the consumer

Vulnerable to theft:

- Live streamed events
- Series programming
- Cinematic releases
- Personal information
- Software integrity
- Device integrity

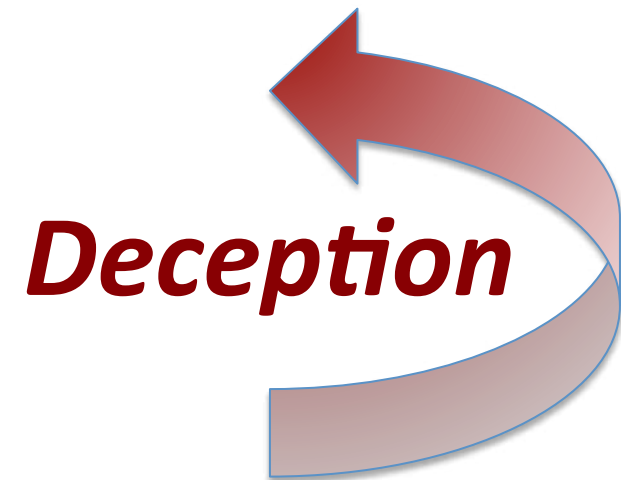
# Where is it stolen? (excluding pre-release & physical media)

- 1) Screen recording during live broadcast
- 2) Capture from a screen-share session
- 3) Tampering with video player software
- 4) Breach to device's video pipeline
- 5) O/S breaches (e.g. Open Source - Linux, Android)
- 6) Interception at a connection (HDMI, USB, etc)
- 7) Breach a watermark, collusion attack
- 8) Interception over Network ("Man in the Middle")
- 9) Access from out-of-market locations (VPN)
- 10) Capture from Network DVR (captured, restreamed)

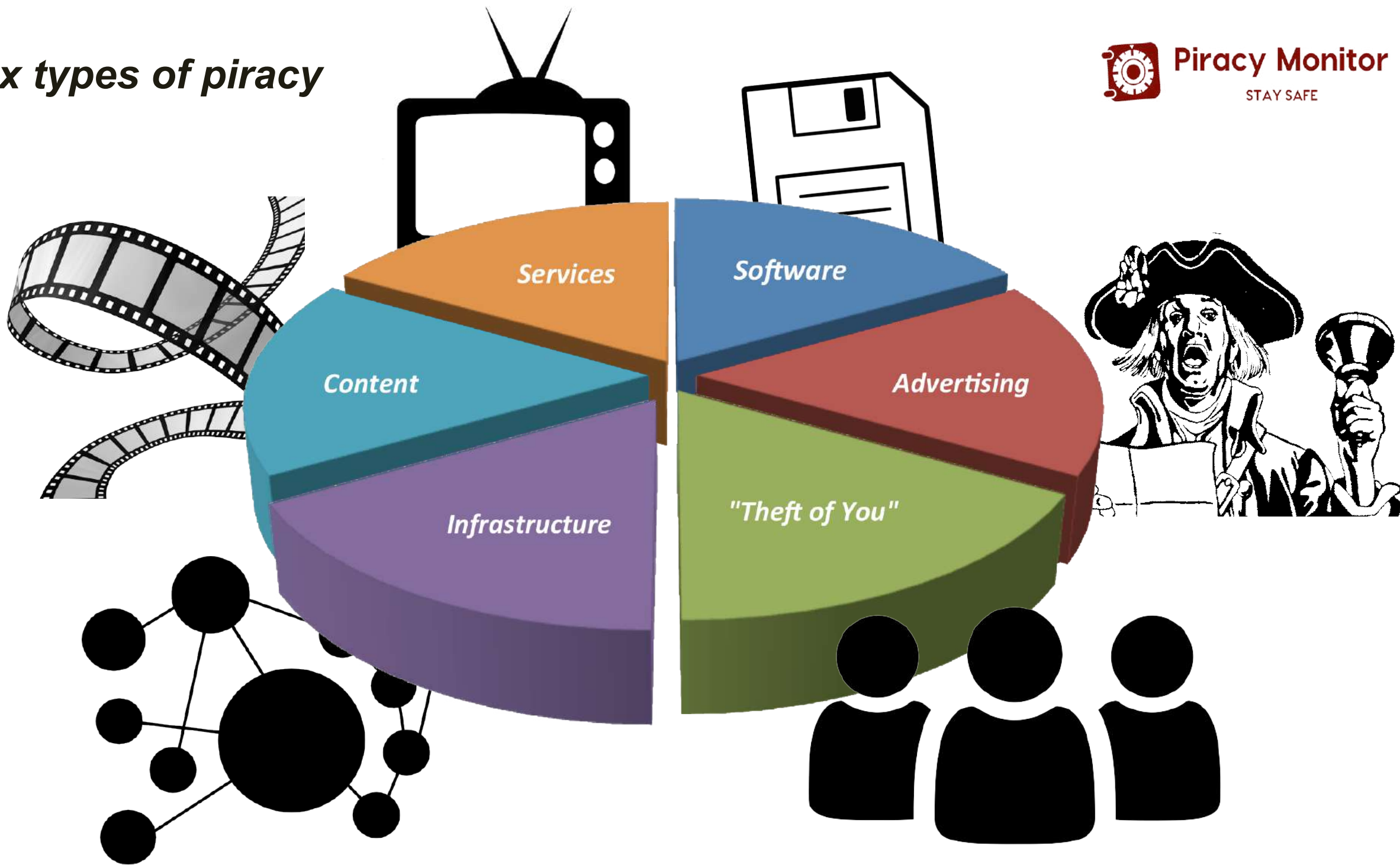


***Demand = Piracy***

***Demand = Piracy > < Fraud***



# Six types of piracy



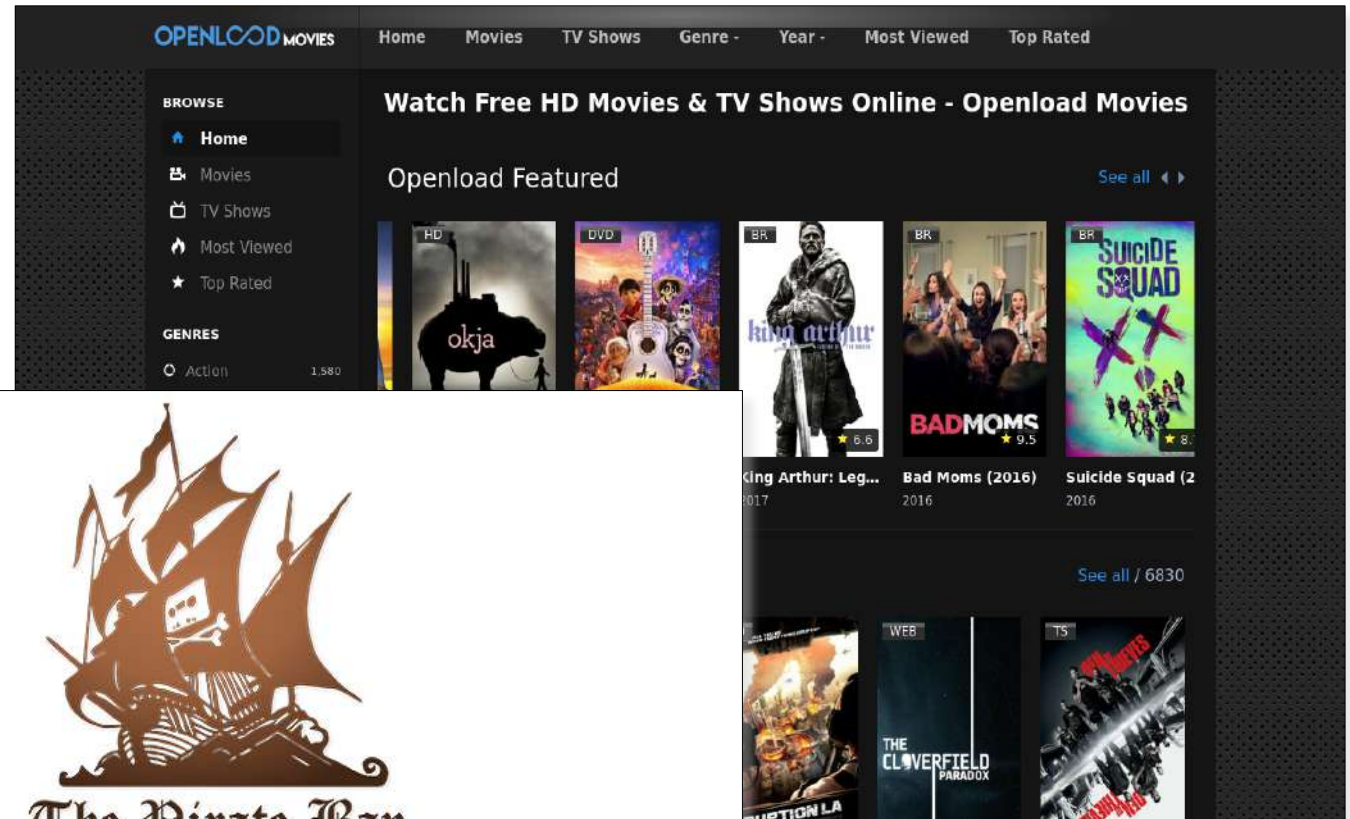


# Piracy Model: Hosting sites and cyber-lockers

**C2C:** Sharing sites where consumers upload videos for others to download

**B2C:** Hosting sites that feed consumers via torrents (Pirate Bay).  
Private social groups as video clubs

**But is it piracy:** Yes, if the content is not licensed for this form of distribution

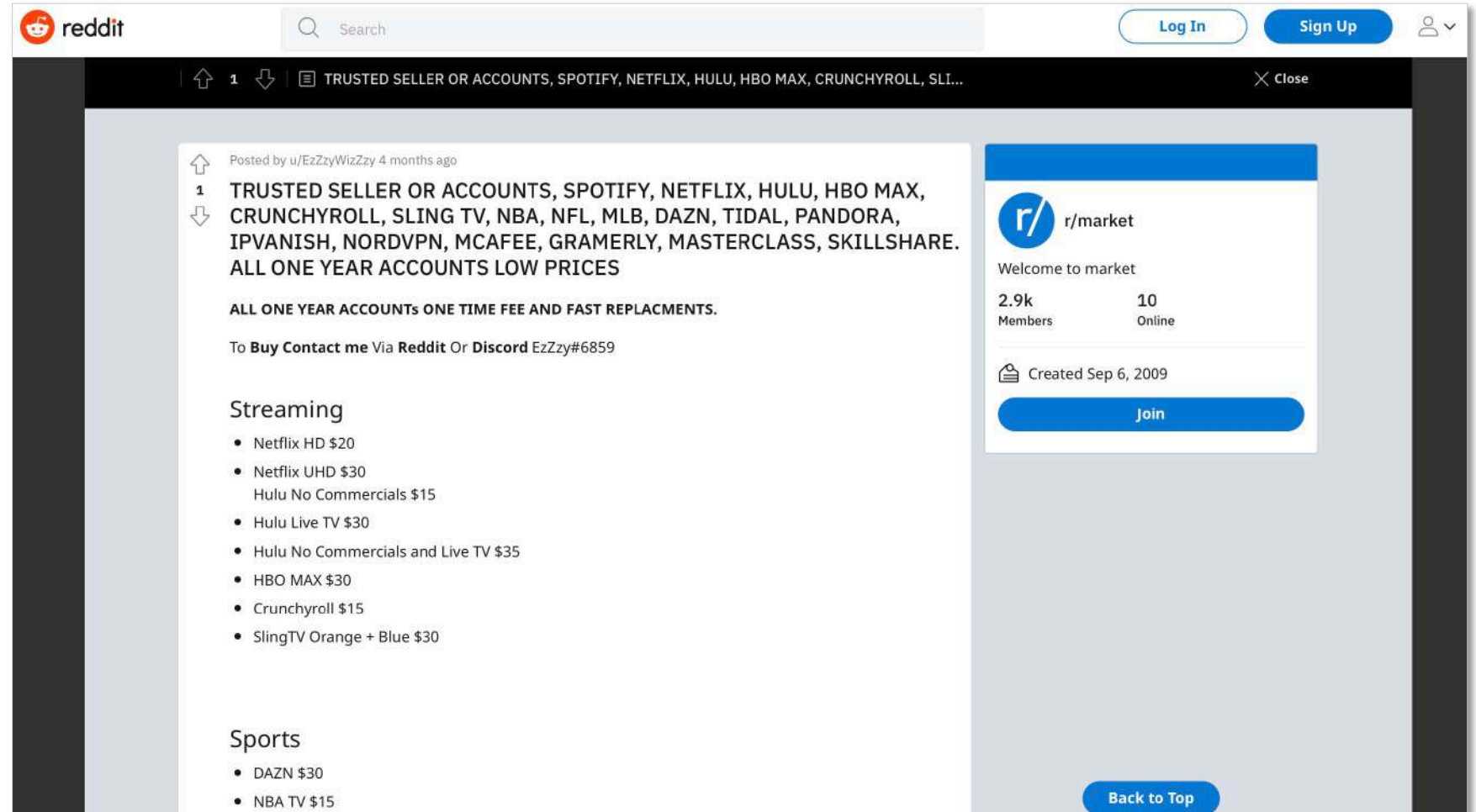


# Piracy Model: Credential resellers

**B2C:** Sharing sites where consumers buy account access (harvested credentials)

**B2B:** Entities that buy and mine databases for working credentials, then sell them in bundles to B2C resellers.

**Is it piracy:** Yes, if the seller doesn't have distribution rights



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Posted by u/EzZyWizZy 4 months ago

1 ↑  
↓

**TRUSTED SELLER OR ACCOUNTS, SPOTIFY, NETFLIX, HULU, HBO MAX, CRUNCHYROLL, SLING TV, NBA, NFL, MLB, DAZN, TIDAL, PANDORA, IPVANISH, NORDVPN, MCAFEE, GRAMERLY, MASTERCLASS, SKILLSHARE. ALL ONE YEAR ACCOUNTS LOW PRICES**

**ALL ONE YEAR ACCOUNTS ONE TIME FEE AND FAST REPLACEMENTS.**

To Buy Contact me Via [Reddit](#) Or [Discord](#) EzZy#6859

**Streaming**

- Netflix HD \$20
- Netflix UHD \$30
- Hulu No Commercials \$15
- Hulu Live TV \$30
- Hulu No Commercials and Live TV \$35
- HBO MAX \$30
- Crunchyroll \$15
- SlingTV Orange + Blue \$30

**Sports**

- DAZN \$30
- NBA TV \$15

**r/ market**  
Welcome to market  
2.9k Members 10 Online  
Created Sep 6, 2009  
[Join](#)

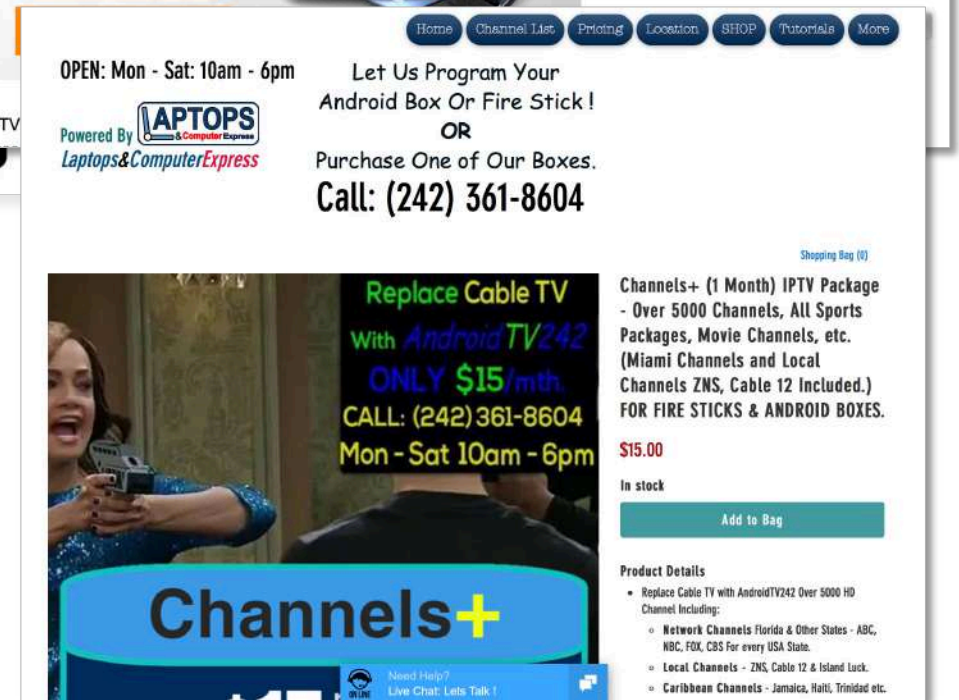
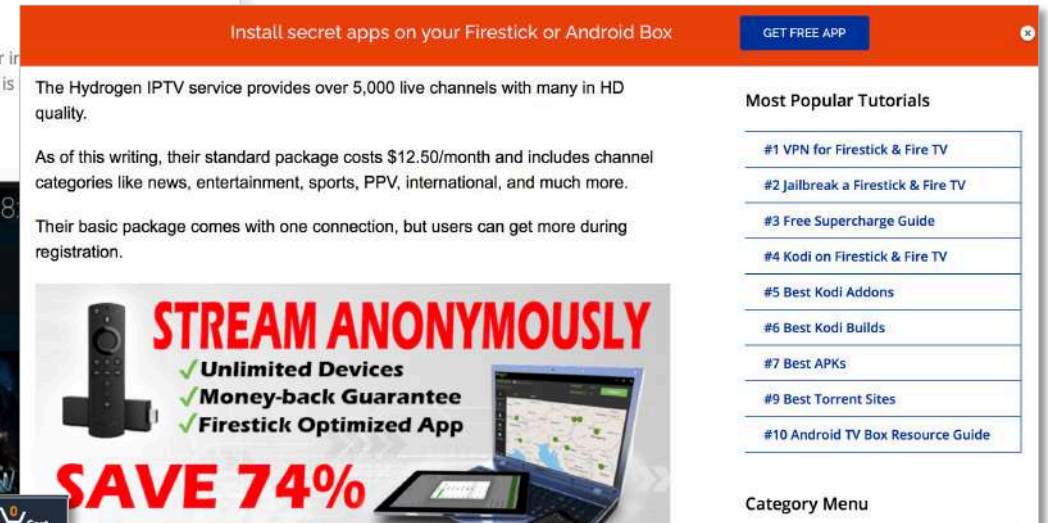
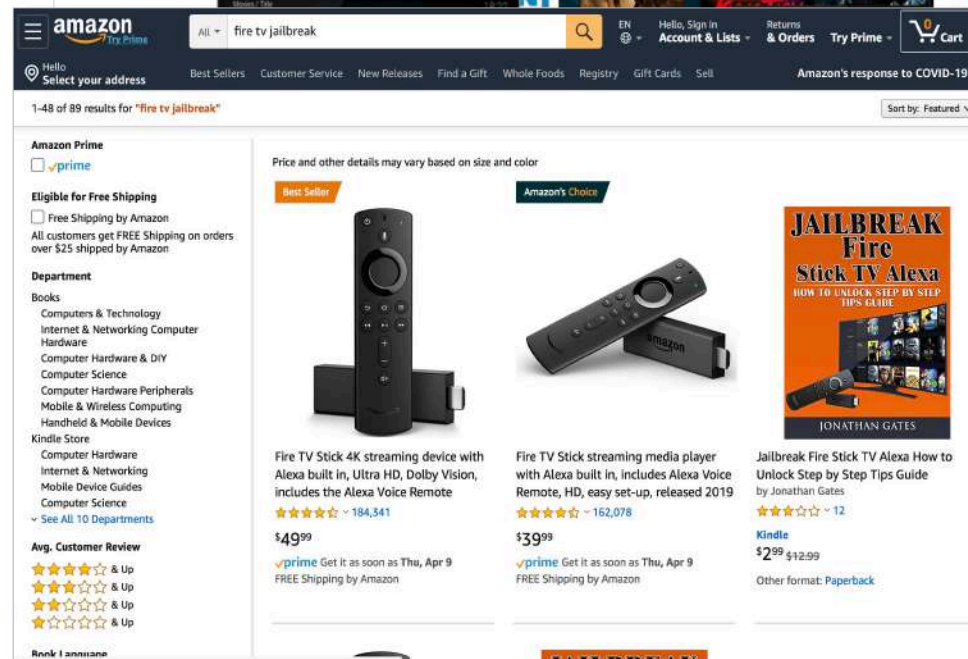
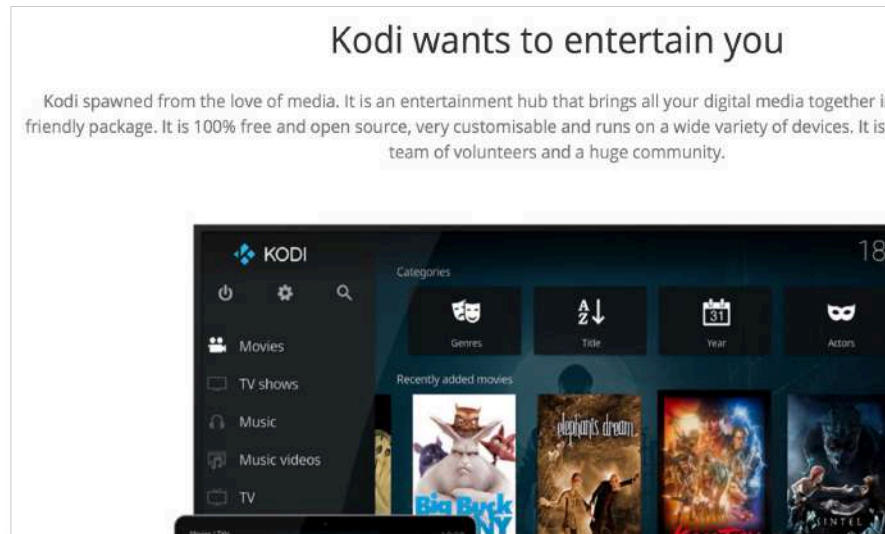
[Back to Top](#)



# Piracy model: Software and Devices

**B2C:** Browser extensions, media centers (Plex/Kodi), jailbroken devices, fraudulent apps on legit devices, illicit streaming devices

**Yes it's piracy:** If it distributes unlicensed content

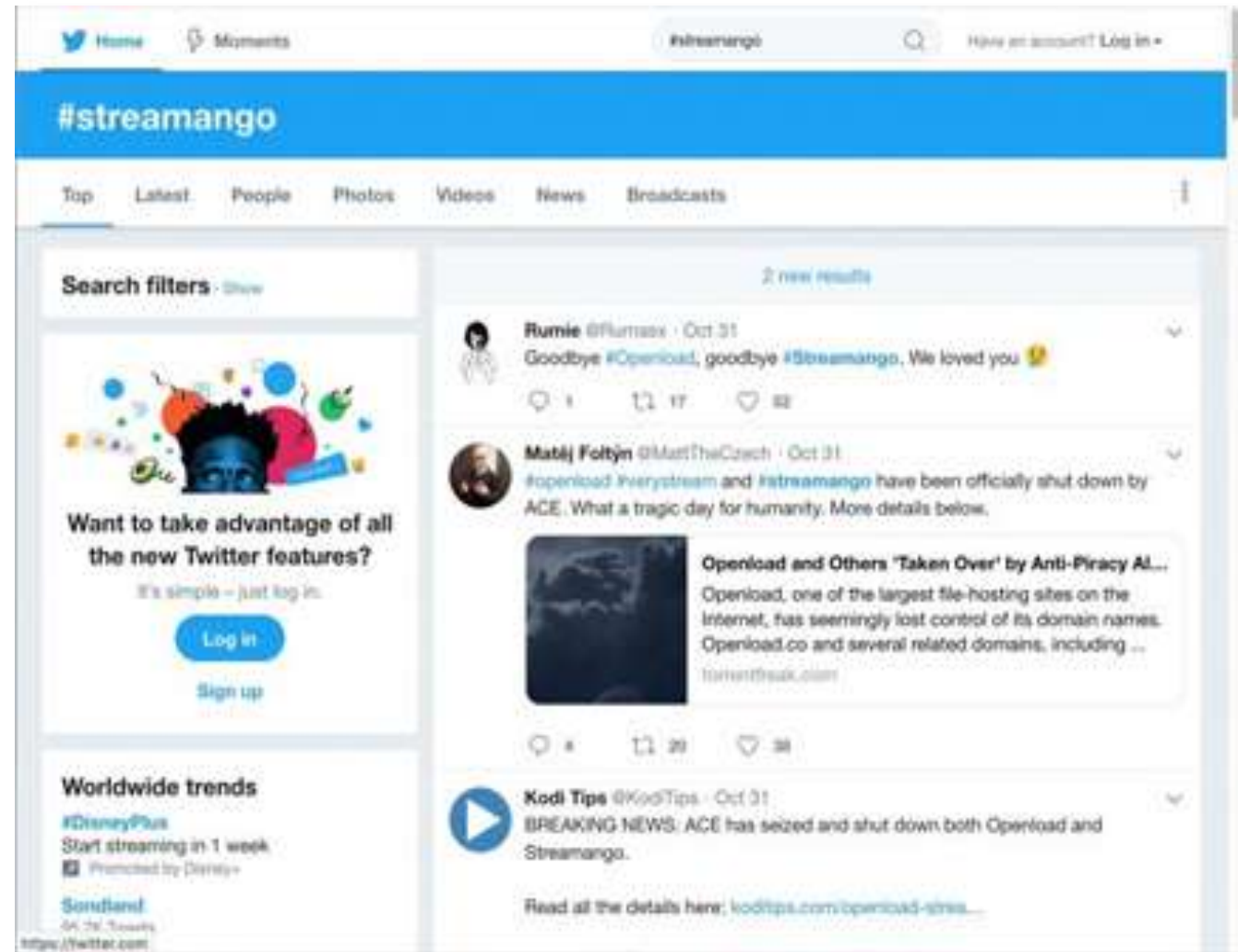


# Piracy model: Wholesale pirates

**B2B:** Hosting sites that feed content to illegal streaming and linking sites

## Yes it's piracy

Streamango operated more than 1,000 servers in Romania, France and Germany and “generated more traffic than... Hulu, HBO Go, Sky, and the Web sites for CBS News and NBC News.”



Source:Twitter



# Piracy model: Pirate “IPTV service”

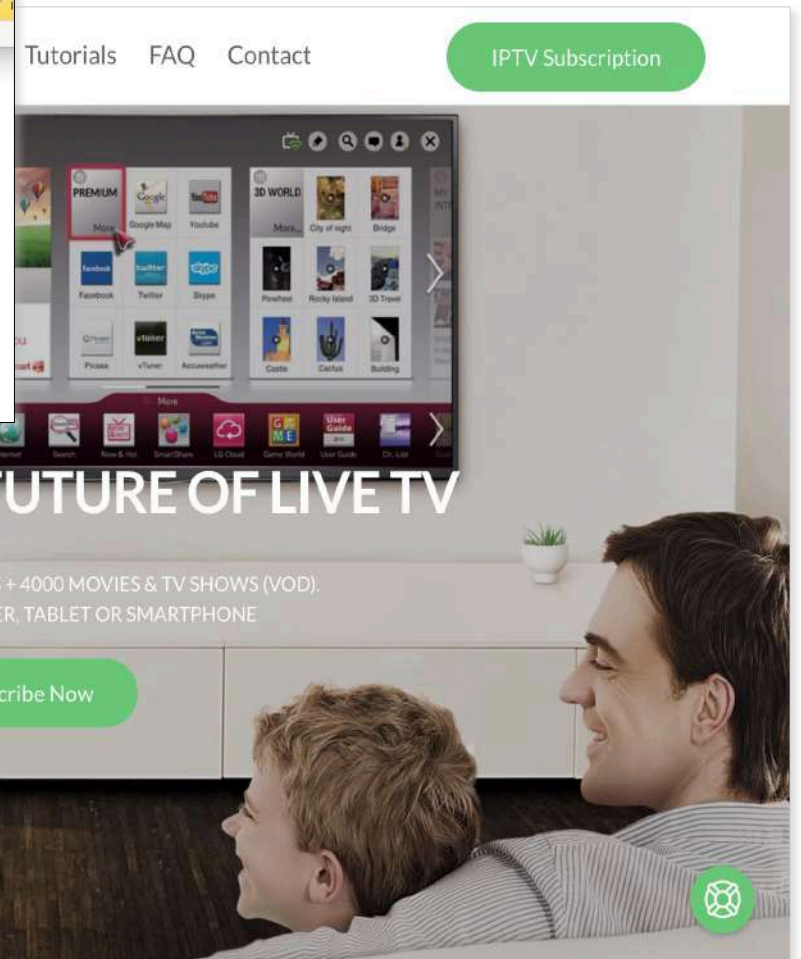
**Pay TV's and OTT's biggest competition**

**B2C:** Consumer pays subscription; PPV, xVOD are add-ons

Access via Web/PC, Mobile, Streaming CPE, ISD

**B2B:** Portal provider acts as a link-aggregator, or links directly to hosted content

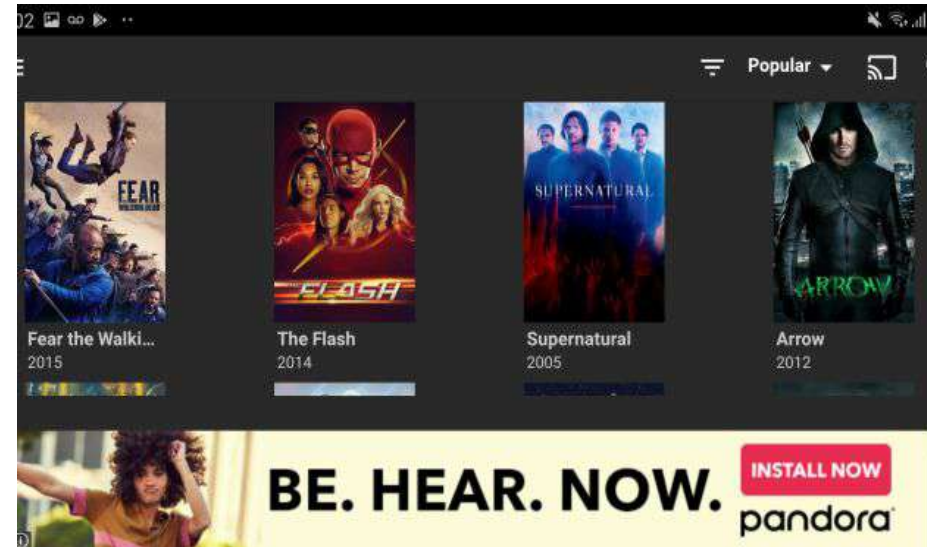
**Is it piracy?:** Yes, services distributing unlicensed content are pirates



# Piracy model: Advertising fraud

## B2B2C: Fraudulent sites and apps running legitimate ads

- Tea TV
  - Pirated streams of major movie releases and premium TV shows.
  - Ads come from ad inventories intended for programmatic placement.
- Business model
  - Free to consumer; funded by payments from advertisers.

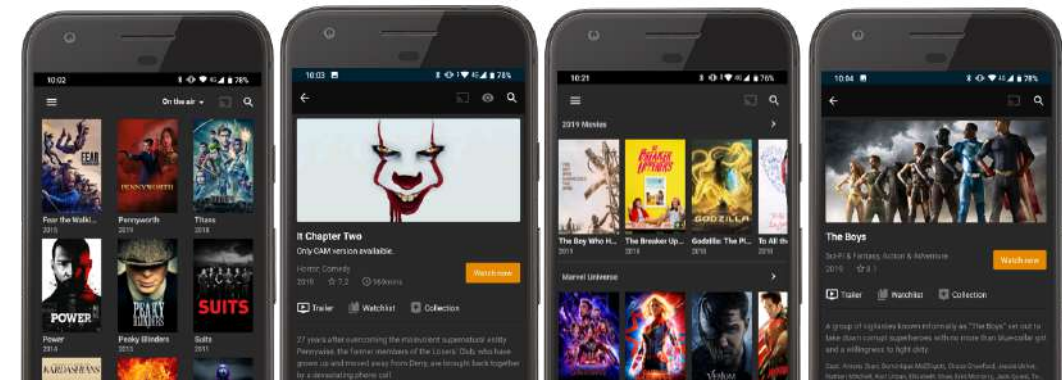


Source: CNBC

Source: Google Play app store

**Yes it's piracy:** The advertising is presented in fraudulent apps without the advertiser's knowledge

**But do advertisers look the other way?**



## ***Piracy (fraud) model: Theft of You***

- **Phishing...**
  - *“Please re-set your password”*
    - End user opens mail, accesses account, re-sets password
    - Pirate captures access details, can access other PII, financial accounts
    - Pirate can resell the account, steal content, steal bandwidth and services...
- **Ongoing access...**
  - *“A Software Update is Now Available”*
    - Resembles legitimate app with legitimate advertising but is fraud in disguise
    - Installs malware and triggers a ransom attack
    - Uses CPE cycles for bitcoin-mining
    - The pirate site splits the profits with the malware author



# Tools to fight video piracy

## ***Non-technical countermeasures***

For more details, see  
Breakout Session 4

- Marketing (Compelling consumer offers)
- Online partners (Search, Social, ISPs...)
- Media industry (MESA/CDSA, CPs, SPs...)
- Antipiracy orgs (AAPA, FACT, MPA/ACE...)
- Law Enforcement (Europol, Interpol, Nat'l, Local)
- Governmental (Regulators, policymakers)
- Financial partners (stop money flow)
- Consumer education (risks, personal steps)

## ***Technical countermeasures***

- Enforce service parameters (business rules)
- Traditional multiscreen security (CAS, DRM)
- Usage monitoring & analytics (anomalies)
- Content identification (watermark, monitor)
- Network test & source verification
- Feature & service administration (SDP, OVP)





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