

17 October // The Hague, the Netherlands

CYBER INVESTOR DAYS

#Invest4Cyber



ECSO
EUROPEAN CYBER SECURITY ORGANIZATION

**WOMEN
4CYBER**
EUROPEAN CYBER SECURITY ORGANIZATION

TIIN CAPITAL
The Informal Investors Network

**Innovation
Quarter**

**kpn
Ventures**

HSD
securitydelta.nl

EVENT BROCHURE

The Dutch edition of ECSO's
cybersecurity business matchmaking events across Europe

17th October 2022 | The Hague, Netherlands

#Invest4Cyber

Monday, 17th October 2022

PITCH SESSIONS & B2B MEETINGS

Where: Security Delta (HSD), Wilhelmina van Pruisenweg, 104 2595 AN The Hague, Netherlands

10:30-11:00 CEST

REGISTRATION & PITCH PREPARATIONS

11:00-11:15 CEST

WELCOMING REMARKS

- **Dilan Yeşilgöz-Zegerius**, Minister of Justice and Security of the Netherlands (tbc)
- **Michael Lucassen**, *Managing Partner*, TIIN Capital & Chair of ECSO Working Group on 'Market Deployment, Investments and International Collaboration'

11:15-11:30 CEST

PRESENTATION OF THE LOCAL JURY MEMBERS

- **Thomas Borchers**, *Investment Manager*, InnovationQuarter
- **Alberto Pelliccione**, *CEO & Co-founder*, ReaQta
- **Melanie Rieback**, *CEO & Co-founder*, Radically Open Security
- **Peter Rost**, *Director Business Development*, secunet Security Networks AG
- **Petra van Schayik**, *CEO & Co-owner*, Compumatica
- **Jeroen Schipper**, *CISO*, Municipality of The Hague
- **Ulrich Seldeslachts**, *Managing Director*, LSEC - Leaders In Security

Chairman of the Jury: **Erno Doorenspleet**, *Vice President Security Strategy*, KPN Security

11:30-12:30 CEST

1st PITCH SESSION

5 minutes pitch, 3 minutes Q&A

11:30-11:38 – [DongIT](#) (Netherlands)

11:38-11:46 – [Bodyguard](#) (Netherlands)

11:46-11:54 – [Hackuity](#) (France)

11:54-12:02 – [Exalens](#) (Netherlands)

12:02-12:10 – [Cyscale](#) (Romania)

12:10-12:18 – [Prodaft](#) (Switzerland)

12:30- 13:30 CEST

LUNCH BREAK

13:30- 14:30 CEST

2nd PITCH SESSION

5 minutes pitch, 3 minutes Q&A

13:30-13:38 – [Awen Collective](#) (United Kingdom)

13:38-13:46 – [Codean](#) (Netherlands)

13:46-13:54 – [Branchkey](#) (Netherlands)

13:54-14:02 – [Oxibox](#) (France)

14:02-14:10 – [Syntho](#) (Netherlands)

14:10-14:18 – [SonicBee](#) (Netherlands)

14:30 – 14:50 CEST

COFFEE BREAK

14:50 – 15:40 CEST

FIRESIDE CHAT – Is the Camel the New Unicorn?!

- Seemant Sehgal, *Founder & CEO*, Breachlock
- Piet Kerkhofs, *Founder & CTO*, Eye Security
- Carlos Alberto Silva, *Founder and Managing Partner*, 33N Ventures

Moderated by: Saida van Kalsbeek, *Program Manager Security*, Municipality of The Hague (tbc)

15:40 – 15:50 CEST

ANNOUNCEMENT OF THE NOMINEES for the European Cybersecurity STARTup Award & CEREMONIAL PICTURE

- Michael Lucassen, *Managing Partner*, TIIN Capital & Chair of ECSO Working Group on 'Market Deployment, Investments and International Collaboration'
- Erno Doorenspleet, *Vice President Security Strategy*, KPN Security

15:50 – 16:00 CEST

SUMMARY OF THE DAY & OPENING OF B2B MEETINGS

- Martijn van Hoogenhuijze, *Senior Account Manager Safety & Security*, InnovationQuarter

16:00 – 17:30 CEST

B2B MEETINGS

CATALOGUE

European cybersecurity start-ups & scale-ups: Selected for the pitches and B2B meetings

Awen Collective (United Kingdom)

Seeking: 10 M EUR in Q1 2023 and Business Partners to take our solution to market globally



Awen Collective makes society safer by reducing the impact of cyber attacks on the services we rely on on a daily basis, like water, electricity, transport and healthcare. We do this using our innovative software solutions to enable critical infrastructure to gain visibility into their industrial networks and identify their key assets and vulnerabilities to deduce and mitigate their operational cyber risk. Developed in collaboration with Raytheon, the UK Ministry of Defence and the UK National Cyber Security Centre, Awen partners with OEMs like Siemens, service partners and defence primes to bring their solutions to market. Headquartered in South Wales, UK and with a subsidiary in the Netherlands, Awen already has a global presence and a potential market to match! More information: <https://www.awencollective.com/>

Bodyguard (Switzerland)

Seeking: 500 K EUR



It only takes one click to get hacked. With or without awareness training, the majority of end users remain vulnerable to the deceptive tricks of hackers. Bodyguard is a preventative security solution that helps vulnerable users become alert when needed. Our technology disarms the techniques of cyber criminals. The software is scalable and can be integrated into any digital workplace. By minimizing the risk of dangerous user actions, you stop cyber criminals at the front door and reduce the total cost of ownership of security teams and managed service providers. More information: <https://www.bodyguard.io/>

Branchkey (Netherlands)

Seeking: 500-1000 K EUR in Seed Capital



BranchKey is a SaaS provider of Federated Learning. This technology enables in-place data analysis by bringing the algorithm to the data and sharing only the relevant insights. Each case has the common problem of sensitive or logistically remote data. BranchKey has been running PoC's in the Energy, Marine, Medical, and Financial Sectors over the last 24 months. Following a successful pre-seed round in 2021 used to secure initial contracts, define market and launch the product in March 2022. We expect to close the last 6 months of 2022 with TCV of 70k seeking to grow this in the 2023 to 300k. To achieve this growth we are now seeking an investment of 500-1.000K in seed capital, and/or partners interested in using Federated Learning to unlock value from decentralised datasets. More information: <https://branchkey.com/>



Codean (Netherlands)

Seeking: 3-4 M EUR in 2023 and Business Partnerships

Software is getting more complex. Automatic security tools for software engineers produce too many false positives and miss essential vulnerabilities. Human software security experts are just irreplaceable, but there are not enough of them. Therefore Codean developed a toolbox to make security experts perform code review 2x faster; up to 10x for specific tasks. This Codean review environment is a SaaS solution for whitebox pentesters, ethical hackers and security analysts: everyone else who wants to do source code review more effectively. Features range from keeping track of what is reviewed, to symbiotic taint analysis, to easy report composition. The result: less mundane work, more fun, 2x faster. More information: <https://www.codean.io/>

Cyscale (Romania)

Seeking: Business Partnerships



While cloud computing is widely used, many companies still face multiple security incidents, exposing millions of sensitive entries on the internet. Cyscale's multi-cloud and agent-less solution can help you identify and fix your cloud infrastructure misconfigurations to reduce your attack surface. Our Security Knowledge Graph brings you a different approach; It brings you context and enhanced visibility, not just endless lists with isolated issues. With +400 built-in security controls, +30 ready-to-use policies, and a compliance module offering inline evidence collection, you can quickly implement a wide range of benchmarks and frameworks like CIS, ISO27001, PCI-DSS, NIST, SOC2, and GDPR. Our vision is to help companies of all sizes to start, improve and maintain a strong Cloud Security Program, and we are looking for partners that share this vision. More information: <https://cyscale.com/>

DongIT (Netherlands)

Seeking: 2.2 M EUR



Security professionals are familiar with the challenges of managing complex pentest projects under demanding time constraints. Stop wasting valuable pentest time on repetitive tasks and manual report formatting. Reporter is an all-in-one pentest reporting workspace that streamlines your assessment process and enhances customer engagement. Reporter comes jampacked with features such as collaboration tools, review/retest flows, templates, a client portal, and much more. High-quality, tamper-resistant PDF reports are automatically generated with your customized company branding. However, Pentesting excellence reaches beyond the report alone, which is why Reporter facilitates contact with the research team, discussion threads, and convenient retest requests. Reporter has been designed by experienced pentesters for pentesters and is guaranteed to boost your reporting and efficiency to a higher level. We are looking for an investment to facilitate not only a substantial expansion of our current team, but also to acquire the right expertise and vision in plotting Reporter's course to become the market standard as a pentest workplace platform. More information: <https://dongit.eu/en>

Exalens (Netherlands)

Seeking: 2 M EUR in seed funding and business partners that would facilitate our go-to-market strategy (integrators, vendors, MSPs).

The logo for Exalens, featuring the word "EXALENS" in a bold, orange, sans-serif font with a registered trademark symbol.

Digital transformation in industrial and operational technology systems is increasing connectivity and automation between computer systems, physical machines, and the Internet. This is leading to greater risk from cyber-attacks, and cyber-faults, affecting production operations. The Exalens platform is the first solution to bridge cybersecurity and physical production monitoring, with groundbreaking AI which informs businesses in seconds whether cyber incidents are occurring, if and how they might impact production, or whether ongoing disruption is a result of a cybersecurity breach, system fault, or equipment failure. For Digital Industry, this insight can be the difference between shutting down the factory, or not. The Exalens platform automates over 80% of incident analysis with a Virtual Security Analyst that safeguards operations 24/7, making cybersecurity an enabler for Digital Industry. More information: <https://www.exalens.com/>

Hackuity (France)

Seeking: Business Partnerships, no fund raising planned before EoY 2023



Hackuity empowers cybersecurity teams and leaders to comprehensively collect, prioritize, and remediate security weaknesses before they can be exploited by their adversaries. Hackuity reinvents Vulnerability Management by normalizing and aggregating all 3rd-party exposure data of its customers into a single pane of glass and analytical engine. By breaking technological silos, Hackuity allows its customers to capture, at last, the complete picture of their security posture. Additionally, with advanced analytics and machine learning, Hackuity revolutionizes remediation, prioritization, and orchestration by working holistically across all IT dimensions of its customers, from infrastructure, even if on the cloud or as code, to the development lifecycle and application level. More information: <https://www.hackuity.io/>

Oxibox (France)

Seeking: 4M EUR

The logo for Oxibox, featuring the word "oxibox" in a lowercase, dark blue, sans-serif font. The letter "o" is stylized with a light blue circular graphic element around it.

Oxibox is the first software solution for backup security. Our award-winning, innovative technology ensures the capacity of all companies to be back in business instantaneously after a cyberattack. Ransomware attacks are growing over 100% per year and create unprecedented demand for cybersecurity solutions able to handle this new risk: 38% of European companies say they do not have a backup strategy in place, and 60% who do state they are “not confident” in their capacity to recover data after an incident.

We equip over 1.500 companies to date, 95% of which are SMBs, with 3.000 additional public entities currently being deployed. Raising capital to accelerate our market penetration. More information: <https://www.oxibox.com/fr/>

Prodaft (Switzerland)

Seeking: 10M EUR



Our SaaS cyber threat intelligence platform, U.S.T.A., is a key solution for various critical sectors, including banking and finance, e-commerce, aviation, insurance, IoT, defense, and telecommunication. We provide actionable, proactive and to-the-point intelligence feeds to prevent threats before they evolve into harmful cyberattack incidents with our unique synergy of tactical intelligence, fraud intelligence, brand protection and security intelligence feeds. At PRODAFT, we do proactive defense. We monitor all possible areas where criminals operate. We detect cybercrimes at the very early planning phase and terminate them for our clients. More information: <https://www.prodaft.com/>

SonicBee (Netherlands)

Seeking: 500K EUR in H2 2023



[SonicBee](#), specialized in Identity and Access Management (IAM) focuses on smart and secure data access to create business value and enable digital collaboration. What sets us apart is our focus on IAM from a business perspective and our unique portfolio of standardised services, where advisory- and exclusive SAAS services (like [NEXIS4-aaS](#) as the only provider worldwide) are pragmatically combined. As simple as it sounds, this doesn't exist anywhere like this; we created our own niche. This, combined with knowledge authority, quality and innovation from a customer-focused perspective, makes us succeed. We believe that all companies should be able to collaborate digitally. As we saw a gap in the existing offering we developed [SynerBee](#): the first full range IAM cloud solution for SME, LE and small corporate organizations. A game changer! More information: <https://www.sonicbee.nl/en/>

Syntho (Netherlands)

Seeking: To be disclosed



Data driven solutions are only as good as the data that they can utilize. This is a big challenge, because 50% of all data is locked due to strict privacy regulations. Hence, Syntho is on a mission to unlock this data with our self-service AI generated synthetic data platform. We work with organizations that work with the most privacy sensitive data in Europe, Japan and the United States and hope to get in contact with Banks, Hospitals, Pharmaceuticals, health-tech and fintech organizations. And, though we are expert in synthetic data, our team is real, and this is your real opportunity to get in contact with us to unlock your privacy sensitive data or to subscribe to our investor updates (as our next round will open in Q1 2022). More information: <https://www.syntho.ai/>