Access to Capital



VALUE CREATION CAPITAL
We build great technology companies

Health Innovations

TIIN CAPITAL
The Informal Investors Network

kpn ventures

Rabobank

HSD
The Hague Security Delta

Innovation Quarter

Welcome

Dear participant,

We are pleased to welcome you to Access to Capital, where selected entrepreneurs will pitch their business cases in a contest. 12 promising entrepreneurs, of which 6 active in the field of Digital Health and 6 in Cybersecurity will compete for one of two vouchers. The jury is composed of investors and specialists in the field of Digital Health and/or Cybersecurity with extensive networks and valuable know-how, all representing one of the organizing partners of Access to Capital as listed below. Attending the pitch sessions will be investors with a focus on Digital Health and/or Cybersecurity.

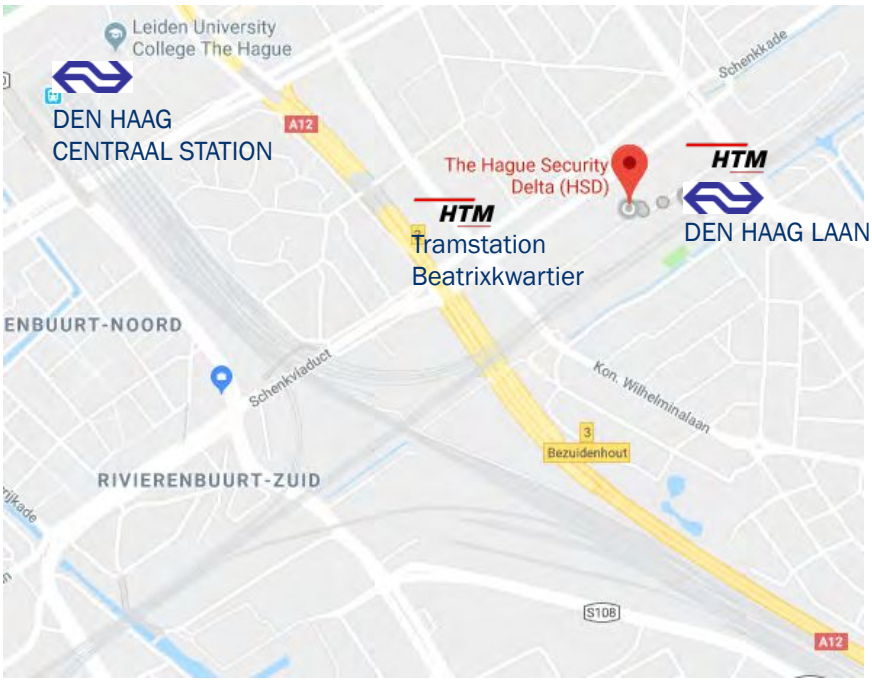
We are looking forward to meeting you at Access to Capital, at the HSD campus;

Wilhelmina van Pruisenweg 104
2595 AN The Hague

The Netherlands

+31(0)70 2045180

info@thehaguesecuritydelta.com



Click for directions

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Programme

14.00 hrs: Reception with coffee and tea

14.30 hrs: Welcome and introduction by chairman of the day Chris van ‘t Hof

14.35 hrs: Trends in the Cyber Security Market from a financial perspective

Keynote speaker(s): Hidde de Lange (Pointer Corporate Finance) and Aldebert Wiersinga (Value Creation Capital)

Hidde de Lange (1992) is a business analyst at Pointer Corporate Finance. Hidde completed a MSc in Economics and Business: Financial Economics at the Erasmus University Rotterdam in 2016.

Aldebert Wiersinga (1966), co-founder and Managing Partner of Value Creation Capital (Tech investor), is working as an entrepreneur in ICT since the 1990s. He is currently active in the board of several technology companies (e.g. Indica, New Day at Work, CXO Solutions) and partner of two SEED funds (Security of Things Fund and TechNano Fund).

14.50 hrs: Keynote: The Funding Experience of ZIVVER (winner Access to Capital 2016)

Keynote speaker: Wouter Klinkhamer (ZIVVER)

Wouter Klinkhamer is Director/co-founder of ZIVVER. He is a Privacy Protection & Information Security entrepreneur. Background in Business Administration, Legal Studies (including Corporate & Internet Law) and a decade long experience as strategy consultant in Health Care. He understands the role of sensitive information in work flows as well as the legal requirements for dealing with this type of information. ZIVVER’s mission is to make secure communication simple.

15.05 hrs: Keynote: Experiences of a serial entrepreneur in Digital Health
Keynote speaker: Harm Jan Wessels

Harm-Jan Wessels has been active in digital health since the early nineties, as Electrical Engineering graduate from Twente University. His first venture (Applicare) was one of the global pioneers in digital imaging for radiology, acquired by General Electric in 1999. Following a 6 year career in healthcare IT at GE, he started a new company (Forcare) in 2006, focused on eHealth interoperability. Forcare has developed into a focused niche player with a leading proposition, and was acquired by Philips late 2017. Harm-Jan is presently responsible for integrating and growing Forcare within Philips as a key enabler for Philips' Digital Health strategy.

15.20 hrs: Keynote: Digital Health Market Developments
Keynote speaker: Wieger Vos (KPN Health)

Within KPN Health Wieger Vos holds a position as manager strategy, M&A and participations. He is responsible for the KPN Health subsidiaries (e-Zorg |CAM-IT) and advises KPN ventures on investments in digital health.

15.35 hrs: Break

15.50 hrs: Investor matching: pitch sessions

17.05 hrs: Investments/ Launch of new Dutch Security TechFund by Sebastiaan Kors

17.25 hrs: Award ceremony

17.40 hrs: Wrap-up with networking event and financing market

Access to Capital

Meet the pitchers





Circa Labs
Hans Brouwer

www.getcirca.com

Sector: Digital Health
Year of founding: 2017
Investment need: € 600K

Circa is a smart alarm clock that helps people to sleep better. A bedsensor is used to measure respiration, heart rate and movement to determine the sleep stage people are in. This information is used to wake people at the right moment in their sleep and give them feedback on how to improve their sleep.



Easy Way to health
Renato Romani

www.easywaytohealth.com

Sector: Digital Health
Year of founding: 2015
Investment need: € 500K

EW2H solution predicts the impact of behavior change on people's weight trend, two weeks in the future. Scales without a display, but connected to a software application inspire users to understand and control their future weight range. The tool increases the number of people tracking weight, improves users relationship with health professionals and reports reveal the ROI of fitness programs.



Happitech
Yosef Safi Harb

www.happitech.com

Sector: Digital Health
Year of founding: 2014
Investment need: € 425K

Happitech licenses an API/SDK to telemonitoring & mobile health apps that enables them to measure vital signs like heart rate, heart rhythm, heart disorders using only your smartphone with no additional hardware needed. Happitech's technology integrates within the workflow of telemonitoring companies or healthapps.



RenalTracker
Kirby Binayao

www.renaltracker.com

Sector: Digital Health
Year of founding: 2016
Investment need: € -

RenalTracker is a behavior change platform for kidney patients to delay dialysis. We have 700+ paid users, 32,000+ patient leads in US/UK/Ca/Aus and growing rapidly for B2C. We're now finalizing to start a pilot study with top KOL's in UMCG, ZGV and Rijn State. Our goal is to be the Omada Health for Kidneys.



Selfcare
Tom Segers

www.selfcare4me.com

Sector: Digital Health
Year of founding: 2017
Investment need: € 500K - 1 mln.

The Selfcare platform brings together many apps and devices to continulously measure vital lifestyle and medical parameters and enable people to better understand and control their health. Over 300 devices are currently connected, including Apple Health and Google Fit.



Sweetch Health
Dana Chanan

sweetch.com

Sector: Digital Health
Year of founding: 2013
Investment need: $8mln. ($4mln already secured)

Sweetchis a fully automatedArtificial Intelligence-basedplatform aimed at fighting the epidemicofchronicdiseases–Diabetes, Hypertension, Obesity, and Hyperlipidemia



ALSID
Emmanuel Gras

alsid.com

Sector: Cybersecurity
Year of founding: 2016
Investment need: € -

Alsid designs transparent, cost- and time- effective solutions which aim at disrupting cyberattacks by defending the Active Directory (AD) infrastructures that supports companies' most vital assets.



Bitsensor
Ruben van Vreeland

bitsensor.io

Sector: Cybersecurity
Year of founding: 2016
Investment need: € -

BitSensor blocks attacks in 50 milliseconds instead of 8 months, the current industry average. Growing beyond The Netherlands, we're already securing over 1600 applications - and we think that should grow faster.



Nextgen Software
Florin Bolchis

nextgensoftware.solutions

Sector: Cybersecurity
Year of founding: 2017
Investment need: € 2 - 3 mln.

Nextgen Software has developed CyberQuest™, a Big Data Security Analytics Platform that gathers valuable data from multiple technology sources and empowers users to take actionable, critical decisions in real-time.



Onegini
Jeroen Starrenburg

www.onegini.com

Sector: Cybersecurity
Year of founding: 2011
Investment need: € -

As a CIAM software vendor Onegini enables over 100 financials in creating a safe and easy online strategy by securing portals and apps. Onegini also helps to connect, manage and engage with customers. Improve NPS, reduce cost, increase margin, improve Retention and ensure business continuity.



Westgate Cyber Security
Marc Barry

westgatecyber.com

Sector: Cybersecurity
Year of founding: 2017
Investment need: € -

Westgate Cyber Security has developed a patent-pending SaaS network security product called Enclave; a technology that allows disparate organisations and individuals to establish secure, private networks instantly, without the need to make changes to their existing network infrastructure. Enclave rapidly builds private, directly connected, end-to-end encrypted overlay networks between devices.



Whitebox Systems
Guido van 't Noordende

whiteboxsystems.nl

Sector: Cybersecurity
Year of founding: 2015
Investment need: € 350 - 500K

Whitebox Systems designs and implements a system for exchanging and securing medical information. The Whitebox is a decentralized platform for authorizing parties to retrieve medical data directly from the source. Using a flexible and practical protocol, authorizations can be delivered at a point of care at any time where this is needed, without sacrificing security and privacy protection.

Meet the Organizers

What does Rabobank do for Innovative start-ups?

An innovative idea can be the driving force behind the economy and can stimulate the creation of new employment. This is why Rabobank supports companies by providing access to knowledge, funding and networks. We organise meetings for entrepreneurs and share our network. More about Rabobank, finance and funding:

www.rabobank.nl/financieren

www.rabobank.nl/bedrijven/groei

Tips and meetings for start-ups

KPN Ventures

KPN Ventures is the venturing arm of KPN, The Netherlands' leading ICT company. KPN Ventures aims to build value-creating partnership with innovative technology companies, providing access to capital, industry expertise, professional network, technical infrastructure and channels to customers.
It focuses on investments in early growth-stage European companies in the segments: Internet of Things, Smart Home, Digital Healthcare, Cyber Security, Mobile/Video Services, Cloud Computing, Data Services and Networking Technology.
KPN Ventures has its main office in Rotterdam and has invested a.o. Actility, EclecticIQ, SecurityMatters, Viloc, Sensara, CardioSecur, Sentiance and Nello, and in independent VC funds Cottonwood, Keen and Health Innovation Fund.

www.kpnventures.com

The Hague Security Delta

The Hague Security Delta (HSD) is the leading security cluster in Europe. In this Dutch cluster –with important regional hubs in The Hague, Twente, and Brabant– businesses, governments, and knowledge institutions work together on innovations and knowledge in the field of cyber security, national and urban security, protection of critical infrastructure, and forensics. They share a common goal: more business activity, more jobs and a secure world.

www.thehaguesecuritydelta.com

Health Innovations

Health Innovations investeert in jonge bedrijven die de zorg beter en betaalbaarder maken. Wij richten ons op innovatieve zorgconcepten, eHealth, medische technologie, Digital health, en Health Services. In onze werkwijze staat de markt centraal. Hoe kunnen bedrijven een bijdrage leveren aan het verbeteren van de zorgprocessen: preventie, diagnose, behandeling en monitoren. We investeren in de Seed en Groei fase en onze investering moet bijdragen aan waardecreatie voor de zorg, de ondernemers en de aandeelhouders. We spelen een actieve rol als aandeelhouder door het inzetten van onze kennis, ervaring en netwerk.

www.healthinnovations.nl

VALUE CREATION CAPITAL
We build great technology companies

SECURITY OF THINGS FUND

TECHNANO FUND

Value Creation Capital

Aldebert Wiersinga

- Fundsize: >€ 30M
- Sector: (B2B) softwarebedrijven, eSecurity, managed IT services en high-tech
- Investment range: € 250K – 2M
- Investment stages: seed, early growth, later stage growth
- Geographic focus: The Netherlands

www.valuecreationcapital.com

Value Creation Capital (VCC) is een ondernemende investeerder in (B2B) softwarebedrijven, eSecurity, managed IT services en high-tech. Vanaf 2005 actief als hands-on investeerder. Twee SEED fondsen Security of Things Fund en TechNano Fund. VCC heeft tevens een netwerk van 150+ informele investeerders, veelal (oud-) technologieondernemers.

InnovationQuarter

Johan Stins

- Fundsize: € 80M
- Sector: smart industry, life sciences & helath, horticulture, cleantech, safety & security
- Investment range: € 250K – 2,5M
- Investment stages: seed, early growth, later stage growth
- Geographic focus: South-Holland

www.innovationquarter.nl

InnovationQuarter is the regional development agency for the Dutch province of South Holland. The company funds innovative and fast growing companies, assists foreign companies to settle in South-Holland and organizes cooperation between innovative entrepreneurs, knowledge institutes and government. InnovationQuarter Capital provides all types of financing including equity investments, subordinated and convertible loans for seed, early stage and growth companies.

TIIN Capital

The Dutch Security TechFund is an initiative powered by large corporates, semi-governmental institutions and informal investors to boost early-stage and later-stage companies in the IT security sector. These companies have their headquarters situated in the Netherlands and have created a technologically unique and advanced product. TIIN Capital assists by not only providing funding but years of experience and a vast network. Is your company looking for hands-on support, have a scalable technology with a security solution, several paying customers and ready accelerate growth to the next level? We would love to hear from you.

tiincapital.nl

Meet the investors

Kapitaal Op Maat

Pim van de Velde

- Fund Size: € 100K per crowdfunding project
- Sector / branches: All
- Investment range: € 25K - 2,5M per project
- Investment stages: Later stage growth
- Geographic focus: The Netherlands

www.kapitaalopmaat.nl

Kapitaal Op Maat is the platform for Dutch SME entrepreneurs seeking financing.

InnovationIndustries

Nard Sintenie

- Fund Size: 75M
- Sector / branches: high tech
- Investment range: € 250K - 5M
- Investment stages: seed, early stage, late stage
- Geographic focus: The Netherlands

www.innovationindustries.com

InnovationIndustries is a new Dutch vc fund, focusing on early and later stage high-tech propositions in The Netherlands. The fund works closely together with the Dutch knowledge institutes and has a hands-on approach.

Mainport Innovation Fund II

Thijs Gitmans

- Fund Size: € 18M
- Sector / branches: Transport, Logistics, Aviation
- Investment range: € 200K - 2,5M
- Investment stages: seed, early growth
- Geographic focus: Benelux

www.mainportinnovationfund.nl

MIF II was founded in 2015 with partners Schiphol, KLM, NS, Port of Amsterdam, TU Delft, together with fund manager NBI Investors. The focus of the fund is innovation in transport, logistics, and aviation.

SET Ventures

Leonie Mekel

- Fund Size: 60M
- Sector / branches: Energy sector (focus on smart solutions)
- Investment range: 1 - 6 million
- Investment stages: early growth, later stage growth
- Geographic focus: Europe

www.setventures.com

SET Ventures manages venture capital funds targeting the Energy Sector. We invest in European companies in the early growth-stage that can impact the future of energy.

Volta Ventures

Leonard Soenen

- Fund Size: €55M
- Sector / branches: Software & Internet
- Investment range: €250K - 2M
- Investment stages: seed, early growth
- Geographic focus: Benelux

www.volta.ventures

Seed & early stage venture capital and coaching for internet & software companies in the Benelux.

Dutch Security TechFund

Maarten Derks / Sebastiaan Kors

- Fund Size: €25M
- Sector / branches: (cyber) security and Secure I-o-T
- Investment range: €500 – 2M
- Investment stages: early stage and growth
- Geographic focus: mainly The Netherlands

www.tiincapital.nl

Dutch Security TechFund is a venture fund that is backed by corporate, institutional and private investors that focusses on (cyber) security and Secure Internet-of-Things.

Percival Participations

Cato Woudenberg

- Fund Size: € 10M
- Sector / branches: Industry, construction, energy, water
- Investment range: € 200K - 2,5M
- Investment stages: pre-seed, seed, early growth, later stage growth
- Geographic focus:

www.percivalparticipations.com

Percival gaat verder dan alleen het financieren van innovaties. Het fondsmanagement vult naar behoefte de competenties van de ondernemer aan met raad en daad. ‘Hands-on Venture Capital’ noemen we dat. De ondernemer kan zich op die manier volledig richten op ontwikkeling en groei van zijn of haar vinding.

Kapitaal Op Maat

M. Leussink

- Fund Size: € 500M
- Sector / branches: Various
- Investment range: Various
- Investment stages: Later stage growth (Private Equity)
- Geographic focus: The Netherlands

www.egeria.nl

Egeria is a fully independent Dutch private equity firm, targeting controlling stakes in companies in the Netherlands or in companies having a Dutch link

Walvis Participaties

Reinder Lubbers

- Fund Size: Fund III - € 20M
- Sector / branches: Internet Technology
- Investment range: € 1 - 5M
- Investment stages: early growth, later stage growth
- Geographic focus: Global, HQ in the Netherlands

www.walvis.com

Our investment strategy is based on funding companies with long-term value creation potential that have clear and challenging targets, where Walvis wants to pro-actively help entrepreneurs with its network, knowledge and enthusiasm!

Holland Venture

Laurens Platteeuw

- Fund Size:
- Sector / branches: Healthcare, technology
- Investment range: € 100K - 4M
- Investment stages: Growth, Buy-out
- Geographic focus: The Netherlands

www.hollandventure.com

Holland Venture is een van de eerste onafhankelijke participatiemaatschappijen in Nederland. Wij investeren al ruim 35 jaar op een verantwoorde en succesvolle wijze in kansrijke Nederlandse MKB-ondernemingen met groeiambitie.

Newion Investments

Frank Claassen

- Fund Size:
- Sector / branches: B2B software
- Investment range: € 500K - 4M
- Investment stages: early stage, expansion stage
- Geographic focus: Benelux, Germany, Nordics

www.newion-investments.com

Since 2000 we have built a strong track record of investing in, growing and exiting many outstanding companies. We are an involved and hands-on team backed by professional investors, enabling you to build a great business. That is why we believe that we are the right people to talk to if you want to fuel your ambition.

henQ

Floris van Alkemade

- Fund Size: € 56M
- Sector / branches: Software
- Investment range: € 100K - 10M
- Investment stages: Venture Capital, Early Stage, Growth Stage
- Geographic focus: Global

www.henq.nl

At henQ we get excited by outstanding teams, successful in selling a software product which facilitates the primary processes of other businesses. An initial niche is key: big enough for rapid scaling but small enough to become the worldwide number 1.

The Hatch Firm

- Fund Size: € 8M
- Sector / branches: Software & Internet
- Investment range: € 500K - 2M
- Investment stages: Early growth
- Geographic focus: Netherlands

www.thehatchfirm.com

We are an Amsterdam based entrepreneurial investment company focussed on early stage ventures that are active in the online / mobile sector. Technologies like enterprise mobility, eHealth, edTech, IoT, big data and innovative cloud based solutions all have our interest.

5Square

- Fund Size: 40M
- Sector / branches: IT, Mobility, fintech
- Investment range: € 1M - 10M equity stakes
- Investment stages: All
- Geographic focus: Benelux

www.5square.nl

We are an independent investment company that invests in inspirational entrepreneurs and their companies. We help entrepreneurs reach their full potential and achieve healthy sustainable growth. When we invest, we fully commit ourselves. This is what we call Committed Capital.

InvestInFuture

- Fund Size: €
- Sector / branches: Cleantech, High Tech, ICT, Life Sciences, Productie & Maakindustrie
- Investment range: € 250K - 2M
- Investment stages: all
- Geographic focus: Benelux

www.investinfuture.nl

Bijdragen aan een duurzame en krachtige groei van ondernemingen van en/ of voor jongeren waarbij het verstrekken van kennis, kapitaal en het openstellen van haar netwerk centraal staat.



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