15-16 June 2021 / Porto, Portugal

CYBER INVESTOR DAYS

#InvestCyber

BY: **ECS** · CNCS · brpx Bright Pixel · MAXIVE CYBERSECURITY · S21 SEC · ScaleUp Porto.

EVENT BROCHURE

9th all-digital edition

ECS
EUROPEAN CYBER SECURITY ORGANISATION

Cybersecurity Business Matchmaking Events Across Europe

15-16 June 2021, Porto (Portugal)

#InvestCyber

High-Level Workshop on Strengthening the Cybersecurity Investors Community:

The Costs of Inaction: What if … EU misses its chance to develop an attractive ecosystem for cybersecurity investments?

15:00 - 15:10 CEST   WELCOMING REMARKS

- André de Aragão Azevedo, *Secretary of State for Digital Transition,* The Government of Portugal
- Luigi Rebuffi, *Secretary General*, European Cyber Security Organisation (ECSO)

15:10 -15:30 CEST   KEYNOTE - The global cyber risks, economic impact and responses: The implication of the rise of international cyber competition

- Ali Kumcu, *Head of Cyber Services and Innovation*, Munich Re

15:30 -15:45 CEST   KEYNOTE - The current status of private investment in cybersecurity and effort until now at European level

- Carlos Alberto Silva, *Managing Director*, Sonae-IM – Chair of the ECSO sub-Working Group "Investments and innovative business models"

15:45 -16:45 CEST   PANEL DISCUSSION - The cost of inaction at European level

Moderated by Jelena Matone, *Senior Head*, CISO & OpRisk, European Investment Bank (EIB) & *President,* Luxembourg Chapter of Women4Cyber Foundation

- Philipp Amann, *Head of Strategy*, European Cybercrime Centre, Europol
- Mario Beccia, *Head, Strategic Support*, Office of the CIO at NATO
- Simon Church, *CEO*, Maxive
- Ali Kumcu, Head of Cyber Services and Innovation at Munich Re
- Judith Wunschik, CISO, Siemens Energy

16:45 -17:00 CEST   Q&A SESSION

Moderated by Jelena Matone (EIB & Women4Cyber Foundation)

17:00 -17:15 CEST   WRAP-UP & CALL FOR ACTION

- Javier Diéguez Barriocanal, *Director*, Basque Cyber Security Centre, Chair of the ECSO sub-Working Group "International cooperation"
- Luigi Rebuffi, *Secretary General*, European Cyber Security Organisation (ECSO)

Wednesday, 16 June

ONLINE PITCH SESSIONS & B2B MEETINGS

10:00 -10:15 CEST **INTRODUCTION**

Welcome by **Ulrich Seldeslachts**, *CEO*, LSEC & *Chair*, ECSO Working Group 2
Opening Keynote by **Filipe Araújo**, *Vice-Mayor and City Councilor for Innovation and Environmen*t, City of Porto

10:15 - 10:25 CEST **PRESENTATION OF THE LOCAL JURY MEMBERS**

Rodrigo Adão da Fonseca, *CEO*, FUTURA - Law & Tech

Luís Antunes, *Director of the Competence Centre for Cybersecurity and Privacy,* University of Porto

Luis Grangeia, *Senior Security Researcher*, BitSight Technologies

Dirk Seewald, *Partner*, eCAPITAL ENTREPRENEURIAL PARTNERS

Gonçalo Borges, *Manager*, Sonae IM

Paulo Martins, *Chief Information Security Officer*, Euronext

Chair of the Jury: **Samir Ahmad**, *Investment Director*, KPN Ventures

10:25 - 11:20 CEST **1st PITCH SESSION**

5 minutes pitch, 3 minutes Q&A: eIDeasy – WalliD – LocateRisk – Snowpack – MIRACL – SMARTFENSE

11:20 - 11:25 CEST **BREAK**

11:25 - 12:15 CEST **2nd PITCH SESSION**

5 minutes pitch, 3 minutes Q&A: Hackuity – Quantum Optics Jena – Probely – KEYLESS – Scaled Access – Lupovis

12:15 - 12:55 CEST **PANEL DISCUSSION**

Challenges of scaling up in Europe and internationally with the leading cybersecurity scaleups, represented by:

Pedro Fortuna, *Co-Founder & CTO*, Jscrambler
Francisco Fonseca, *VP National Cybersecurity*, Bitsight
Joep Gommers, *Founder & CEO*, EclecticIQ
Sandro Etalle, *Founder, ex-CEO & Chairman of the Board*, SecurityMatters

Jury Committee retreats to evaluate and select the two nominees for the ECSO's STARtup Award.

12:55 - 13:10 CEST **European Cybersecurity STARtup Award Nominees**

Announcement of the nominees by the National Cyber Security Centre Portugal (CNCS)
Closing remarks by **Ulrich Seldeslachts**, *CEO*, LSEC & *Chair*, ECSO Working Group 2

13:10 - 14:00 CEST **LUNCH BREAK & THE START OF THE B2B MEETINGS**

CATALOGUE

European cybersecurity start-ups & SMEs: Selected for the pitch sessions and B2B meetings

eID Easy (Estonia)

Capital Seeking: € 1-2 M

eID Easy is a gateway to strong qualified and cryptographic electronic signatures. With us you only need to integrate one API and your customers can sign document with most convenient and popular method in the local country. This is much like payment gateways, e.g. Stripe, where you do only one integration and payment gateway makes sure that the user can pay the way he wants. We are registering interest for next investment round that is not open yet and will be most likely 1-2 M EUR depending on how well we execute on our KPIs. More information: https://eideasy.com/

Hackuity (France)

Capital Seeking: € 7-10 M

Hackuity is a breakthrough technology that rethinks the way of managing IT vulnerabilities. Hackuity orchestrate enterprises' security assessment practices, whether automated or handmade, and enriches them with machine-learning driven models to create risk-driven remediation plans really aligned with their current and future exposure to threats. The solution, widely adopted by many large accounts on a growing market has already proven results. Low value task automation significantly decreases remediation costs. Risk-based vulnerability prioritization allow to focus efforts where it matters the most and not on noise, to fix vulnerabilities faster and thus to reduce exposure to cyber-risks. Hackuity is the only European Vulnerability Management solution for enterprises that want to put an end to the nightmare of vulnerability overload. More information: https://www.hackuity.io/

Keyless (United Kingdom)

Capital Seeking: € 12 M

Business Partners: Yes

Keyless is pioneering privacy-first, biometric authentication solutions that enable organizations to enhance security while simultaneously improving digital experiences. Keyless currently has two products for commercial use, the Keyless Authenticator™, and the Keyless SDK™. Both products offer seamless biometric MFA enabled by advanced facial recognition, anti-spoofing, and device identification technology. Designed to be technology-agnostic and integration-friendly, organizations can readily deploy Keyless solutions MFAto their users or employees, either through a standalone application or whitelabel software that can be seamlessly integrated with existing mobile and web applications. To ensure there's no risk to privacy, Keyless technology leverages a combination of privacy-enhancing technologies to ensure biometric data and personally identifiable information (PII) are never at risk. More information: https://keyless.io/

LocateRisk (Germany)

Capital Seeking: € 1.5 M

Business Partners & Distributors: Yes

LocateRisk provides cybersecurity reports and comparisons for management and IT. Decision-makers receive a comprehensive report on the security situation of their company-wide IT infrastructure in just 48 hours. Based on the security score, which is based on publicly available data from hundreds of sources, the current security status can be derived and compared with competitors. The success of protective measures can be demonstrated through regular checks. In addition to its own IT security situation, the solution also provides insights into the IT security of third-party companies and helps to implement supplier risk management and M&A processes in a resource-efficient manner. This makes the work of (IT) managers easier and reduces the risks of cyber incidents and the resulting damage and costs. We are looking for investors and business partners and distributors providing managed services to the European IT security market. More information: https://locaterisk.com/de/
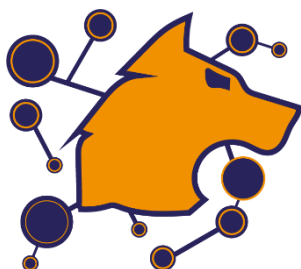
Lupovis (United Kingdom)

Capital Seeking: € 5 M

Commercialisation Partners: Yes

Lupovis is an AI-based solution providing pro-active and offence-centric deception strategies for arresting attackers that have penetrated your network. The solution engages attackers through a sequence of dynamic decoys and lures them through the network using adaptive narrative and manipulation techniques, hence extending the time window to respond with the most effective countermeasures to arrest the breach, whilst maintaining operational integrity and in turn business continuity. Deception is recommended by the NIST and MITRE® Shield as an integral part of cyber defence and deterrence. More information: https://www.lupovis.io/

MIRACL (United Kingdom)

Capital Seeking: € 1,5 M

MIRACL provides website and app operators a seamlessly integrated Multi-Factor Authentication system that replaces passwords, complex 2FA and insecure SMS messages with the fastest and easiest way for users to log in. As the only MFA that works in one single user-step on any device or browser, MIRACL's passwordless solution both enhances users' experience and secures their accounts. 1,000 times more secure than passwords, MIRACL saves our customers cost by preventing data breach and account takeover but it also gains them revenue by increasing users' engagement and sales conversion. Customers include the US Air Force, Experian, Rite Aid, Domino's Pizza, Intel and Crédit Agricole. More information: https://miracl.com/

Probely (Portugal)

Capital Seeking: € 5 M

Probely is a web vulnerability scanner for agile teams. It continuously scans your web applications and APIs to find vulnerabilities or security issues and provides guidance on how to fix the issues found. By using its full-featured API, it can be integrated into development processes (SDLC) and continuous integration pipelines (CI/CD) to automate security testing. Probely helps you narrow the gap between development, security and operations, by making security an intrinsic characteristic of the web development life-cycle. More information: https://probely.com/

Quantum Optics Jena (Germany)

Capital Seeking: € 7,5 – 13 M

Business Partners: Yes

Security and sovereignty of information are granted today by complex algorithm-based cryptography. The rise of quantum computing will challenge our state-of-the art, mathematical based encryption technologies. We develop and deliver quantum key distribution (QKD) systems based on entangle photon sources to taggle quantum challenges with quantum technologies. This allows the implementation of cyber security solutions based on physical laws. Quantum Optics Jena covers the whole process chain from entangled photon sources, quantum state analysers to quantum key-generation and -management systems. We offer solutions for fiber-based networks as well as payloads and sub-systems for future QKD-satellite networks and constellations. We enable a quantum added value to our customers and partners. More information: https://qo-jena.com/

Scaled Access (Belgium)

Capital Seeking: 5 €

People want to decide who they share or collaborate with. Scaled Access is the first access management solution that lets them do so without having to share their password. We are introducing relationship-based access control to allow organizations to define fine-grained permissions not just based on who a user is, but also on the relationships they have with other existing users. Our easy-to-integrate platform provides powerful sharing workflows, self-registration access, and advanced delegated administration to revolutionize authorization, making access management more simple, scalable and secure. More information: https://www.scaledaccess.com/

SMARTFENSE (Spain)

Capital Seeking: € 0.5 – 1 M

Business Partners: Yes

SMARTFENSE is the Information Security training and awareness platform that develops safe habits for end users, the undisputed Top 1 solution in Spain and Latin America. Through Phishing and Ransomware simulations, it allows knowing the level of risk of any organization against the most common cyberattacks. All the contents are designed to reduce incidents and comply with regulations. The wide catalogue of predefined contents is 100% customisable to adapt to the culture of each organisation. More information: https://www.smartfense.com/

Snowpack (France)

Capital Seeking: € 3 M

Network security relies nowadays on technology bricks (e.g. crypto or VPN) or services (e.g. Cloudflare, Solarwinds…) which can be hacked or misused. Snowpack aims to radically transform network security and privacy, without any trusted third party, even Snowpack. Thanks to its beyond-trust approach, users' data remain safe all along the network: no hacker, even the most powerful ones can intercept or modify it. Snowpack is currently deploying its overlay network across 6 EU countries with its first client, Altrnativ, a European cybersecurity service provider and software publisher. In addition to infrastructure operators, Snowpack targets specific niche high-value markets such as banks, cyber threat intelligence, and security and defense national agencies.

WalliD (Portugal)

Capital Seeking: € 1 – 1,5 M

WalliD is the identity platform of the web 3.0 and empowers the organisations of the modern and the future world with the tools to create and manage their own identity systems. At the center of it all is WalliD's blockchain protocol that enables any organisation or community to integrate or deploy a decentralised chain of trust. The protocol is surrounded by a series of no code platforms and API connectors that allow these organisations to manage their chains of trust, customise and issue verifiable identities or certificates. It all comes together in MyWalliD, a self-sovereign web3 wallet that stores these identities alongside a shareable and verifiable proof-of-ownership. More information: https://wallid.io/

European cybersecurity companies: Selected for the B2B meetings

CDeX / Vector Synergy (Poland)

Capital Seeking: € 1.2 M

CDeX cyber range – an advanced cybernetic platform with a comprehensive training system. It allows for improving the practical skills of specialists responsible for the security of ICT infrastructure in the field of detection and response to cyber-attacks. Thanks to the training, the security team is able to prepare for a real attack by fending off a simulated but hyper-realistic breach of the company's infrastructure. CDeX cyber range has been awarded the prestigious NATO Communications and Information Agency award 'Innovation Challenge Top 10 Innovators' for the best training tool in the field of cyber defence. More information: https://cdex.cloud/

IoT Inspector (Germany)

Capital Seeking: € 2 M

IoT Inspector is the leading European platform for automated security analysis and compliance checks of IoT firmware. We empower manufacturers, service providers, enterprises, and researchers to run automated security analyses and compliance checks of their IoT firmware before attackers get a chance to exploit them. IoT Inspector delivers instant results, it is scalable and cost-effective. More information: https://www.iot-inspector.com/about-us/

Vawlt (Portugal)

Business Partners: Yes

Vawlt is an all-in-one SaaS solution for data storage in a multi-cloud journey that simplifies cloud operation, improves data security, and optimises storage resource usage. Vawlt enables the creation of virtual storage services adapted to customers' specifications, which are easy to integrate with both new or legacy data storage strategies. Data is stored in multiple cloud providers simultaneously, ensuring the best security and reliability in the market. Get rid of week-long configurations, by benefitting from a low learning curve and low time-to-value deployments. Keep your data secure, with state-of-the-art encryption and ransomware protection, while avoiding vendor lock-in. Save money by having access to a top-quality cloud service with a pay-as-you-grow model, naturally scalable to every storage workload. More information: https://vawlt.io/index

Constella Intelligence (Spain/US)

Business partners: Yes

Constella Intelligence is a global leader in Digital Risk Protection, working in partnership with some of the world's largest organizations to safeguard what matters most and defeat digital risk. Our solutions leverage a unique combination of proprietary data, technology, and human expertise to better anticipate, identify, and remediate targeted threats to your executives and your brand emerging from the surface, deep, and dark web. Constella's identity intelligence and attribution analysis capabilities empower intel analysts, security researchers, criminal investigators and identity protection providers with capabilities to unmask adversaries and prevent fraud, identity theft, account takeover, and cyber espionage—powered by the most extensive breach data collection on the planet, with over 100 billion attributes and 45 billion curated identity records spanning 125 countries and 53 languages. More information: https://constellaintelligence.com/

INVESTORS AND CORPORATES

NOTE: The list of participating investors and corporates is not complete. Interested investors and corporates are welcome to register their participation at the event until Thursday, 10 June: https://bit.ly/3hzyB7y

Ace Capital Partners	*Series A	Series B or later stage investments*
Adara Ventures	*Seed	Series A*
ALPHA RLH	*Potential business partner/supplier*
Armilar Venture Partners	*Seed	Series A*
Atos	*Other*
AXA Venture Partners	*Series A*
BGV	*Seed	Series A*
Caixa Capital Risc	*Seed	Series A	Series B or later stage investments*
Conexo Ventures	*Seed	Series A*
Eaton Square	*Series A	Series B or later stage investments	Corporate/strategic investment*
eCAPITAL entrepreneurial Partners AG	*Series A	Series B or later stage investments*
Elaia Ventures	*Seed	Series A	Series B or later stage investments*
EQT	*Series A	Series B or later stage investments	Corporate/strategic investment*
Evolution Equity Partners	*Seed	Series A	Series B or later stage investments*
F-Secure	*Corporate/strategic investment	Potential business partner/supplier*
Fundació i2CAT	*Potential business partner/supplier*
Giesecke+Devrient Ventures	*Seed	Series A	Series B or later stage investments	Corporate/strategic investment	Potential business partner/supplier*
High-Tech Gründerfonds	*Seed*
Inveready Asset Management	*Seed	Series A*
KPN Ventures	*Series A	Series B or later stage investments	Corporate/strategic investment*
Munich Re Ventures	*Series A	Series B or later stage investments*
Omnes Capital	*Series A	Series B or later stage investments*
Orange Ventures	*Series B or later stage investments*
Orevon Venture Partners	*Seed	Series A*
P101 Venture	*Series A	Series B or later stage investments*
secunet Security Networks AG	*Corporate/strategic investment	Potential business partner/supplier*
Sonae IM	*Series A	Series B or later stage investments	Corporate/strategic investment*

Starquest Capital	*Series A	Series B or later stage investments*
Swanlaab Venture Factory	*Seed	Series A*
Telefonica Tech Ventures	*Seed	Series A	Series B or later stage investments	Corporate/strategic investment*
TIIN Capital - Dutch SecurityTechFund	*Series A	Series B or later stage investments*
Utimaco	*Corporate/strategic investment	Potential business partner/supplier*
Wayra	*Seed	Series A*