CYBER INVESTOR DAYS

BERLIN, GERMANY
27-28 NOVEMBER 2018

#InvestCyber

BROCHURE

Programme, Start-ups & SMEs Catalogue, Logistics

27-28 November 2018 – Berlin, Germany

ECS EUROPEAN CYBER SECURITY ORGANISATION   secunet   TeleTrusT Pioneers in IT security.

The 4th Edition of the European Cyber Security Organisation - ECSO Events

dedicated to support cybersecurity Start-ups and SMEs

Jointly organised with **secunet** Security Networks AG &
TeleTrusT Bundesverband IT-Sicherheit e.V.

#InvestCyber

<p style="text-align:center">PROGRAMME</p>

Technical Workshop for Investors | 27 November 2018

<p style="text-align:center">Discussing "Innovative Cyber Security Business Models"</p>

<p style="text-align:center"><u>Location:</u> secunet Security Networks AG
Alt-Moabit 96, 10559 Berlin, Germany</p>

13:00-13:15   Networking Coffee and Registration

13:15- 13:30   Welcome and introductory remarks *(ECSO Secretariat, WG2 Chair)*
Tour de Table

13:30-13:45   Debriefing from 1st Investor Workshop and update of ECSO activities *(ECSO Secretariat)*
*Debriefing from ECSO local events: **Tallinn** (Nov. 2017), **Paris** (Feb. 2018), **Milan** (Sept. 2018)*
*Discussion on **2019 vision of ECSO B2B Events**: A multiscale competition?*

13:45-14:45   Panel Discussion: Major challenges of investors in investing into European cyber security market *(Moderated by P. Rost, WG2 Chair)*

M&A Experience – Eaton Square
*The European experience of a **global corporate** (Sonae IM) and a **corporate venture** (Orange Digital Ventures)*
*Defense company approach: feedback on 2-year **Thales-Station F Programme***

14:45-15:00   Networking Coffee Break

15:00 –15:15   The EU Cyber Resilience Eco-System: Challenges & Opportunities for investors *(Connecting Trust)*

15:15- 16:45   Discussion on concrete actions to increase EU market attractiveness and facilitate European market consolidation *(moderated by T. Koehler WG2- Connecting Trust)*
- *Improving the **visibility** of European solution: ECSO Market Radar & SME Hub platform*
- *Facilitating the **monitoring and selection** of good projects: Permanent ECSO Selection Committee*
- ***Facilitating the access-to-finance**: ECSO local events*
- *Boosting local SMEs and improving their **credibility**: Inter-regional public-private accelerator programme (S3 Pilot Action)*

16:45 – 17:00   Next steps   & Closing remarks of the workshop *(WG2 Chair)*

19:30   Cyber Investors after-work Dinner
On invitation only. Information shared with participants.

PROGRAMME

Pitching Sessions & Business Matchmaking | 28 November 2018

<u>Location:</u> Tagungs - und Kongresszentrum Reinhardtstrassenhöfe,
Reinhardtstrasse 12-16, 10177 Berlin, Germany

09:00 – 09:30   **Registration and Installation**

09:30 – 09:40   **Welcome Remarks**
*Mr. Müller – **secunet** Security Networks AG **/ TeleTrusT** Bundesverband IT-Sicherheit e.V.*
*Dr. Rebuffi, Secretary General, **European Cyber Security Organization - ECSO***

09:40 – 10:10   **1# Honorary Keynote**
Mr. Koenen, Director General CI, Cyber and Information Security -
German Federal Ministry of Interior, Building and Community

10:10 – 10:30   **2# Honorary Keynote**
*Mr. Kabel, Investment Director - **IBB Beteiligungsgesellschaft mbH***

10:30 – 11:20   **1# Cyber Security Start-ups Pitches**
Selected Start-ups & SMEs will pitch their solutions for 5 min-lengths each, followed by short Q&A
Circle Networks GmbH; Whalebone; Cryptomage; Diateam; DocRAID; Enigmedia; Grey Wizard;
Identos

11:20 – 11:45   **Networking Coffee Break**

11:45 – 13:00   **2# Cyber Security Start-ups Pitches**
Selected Start-ups & SMEs will pitch their solutions for 5 min-lengths each, followed by short Q&A;
Hanko; Hermes Bay; KeeeX; NetSection Security ApS; Netzwerk Software GmbH; Quadible; Silensec;
Sweepatic; Crashtest Security GmbH; XignSys GmbH

13:00 – 14:00   **Networking Lunch**
Investors will be invited to stay in the room and indicate which companies they want to meet during the
Business Matchmaking Sessions. The Schedule will be updated accordingly by the ECSO Team.

14:00 – 16:00   **Business-to-Business Meetings – *B2B***
The Schedule of the B2B will be available to the participants on site.

16:00 – 17:00   **Closing Panel Discussion**
The Challenge: from Innovative Ideas to Market-Ready Cyber Security Solutions
*Moderator: Mr. Ofer - **Chairman of the ECSO Venture Capital and private investors***
Sub Working Group 4
*Dr. Hochholzer, **Giesecke+ Devrient Ventures GmbH***
*Mr. Lageveen - **Central Office for Information Technology in the Security Sector (ZITiS)***
*Mr. Schroeder, Partner - **Redstone***
NN, (Startup)

17:00 – 18:00   **Networking Reception**

CATALOGUE

SELECTED CYBER SECURITY START-UPs & SMEs
Pitching Sessions & B2B Sessions

 # Investment Needs

CIRCLE NETWORKS GmbH, GERMANY   *# Seeds (€620k over 18 months)*
Network Security

To medium-sized enterprises that have difficulty to make their networks secure, Circle Networks offers switches and WiFi access points that protect networks from the inside against cyberattacks, supporting existing architectures and taking the operational burden away from the user. The company was founded in January 2018 with the goal to turn networking equipment into security devices themselves. Working in direct vicinity of the endpoints, they securely connect all hosts in the network, across zones and locations, covering the functionality of internal firewalls, NAT routers, VPN tunnels and data protection. The result is a simpler network: more secure and more cost-effective to operate. Recent proliferation of Open Networking facilitates a cost-effective implementation; so far, no-one else is offering ready-to-use bare-metal switches with integrated security.

CRASHTEST SECURITY GmbH, GERMANY   *# Seeds, Series A*
Application Web Security

The Crashtest Security Suite is a fully automated black-box pen testing tool, which checks web applications for the OWASP Top 10 vulnerabilities. The solution is unique in its way, as it integrates seamlessly into agile development workflows providing usable security insights to developers. It also allows real-time detection of vulnerabilities due to automated security scanning on the test system after every deployment. The easily understandable reporting, scoring after the Common Vulnerability Scoring System (CVSS) and links to our developer focused knowledge base allows software developers and managers the quick prioritization and efficient remediation of detected vulnerabilities. The Crashtest Security Suite allows companies to continuously create secure software and protect valuable customer and business data.

CRYPTOMAGE, POLAND   *# Series A*
Network Security

Cryptomage has been established by three founders (business and science), after three years we have over 30 employees. We have been backed by StarFinder VC fund + $2.6M in acquired research grants. We have developed a hardware network probe that detects cyber threats by analysing network traffic on a very low level. Our solution is the first cybersecurity product that detects a hidden network traffic (steganography techniques). We have reached market readiness as a result of three years of R&D. Our research work featured in the national and international media.

DITATEAM, FRANCE   # Seeds

Cybersecurity services including cyber training & exercises, R&D, Deployment and Maintenance of turnkey cyber range platforms

Founded in 2002, Diateam is a French independent R&D company specialized in cyber defence and highly innovative solutions production. A pioneer in the sector of cyber range and virtualization and simulation platforms, Diateam has always anticipated needs. Thanks to its technological leadership, the company can offer its expertise to its most demanding clients in France and around the world, notably with its HNS Platform solutions, which are designed, built and marketed by Diateam. This operational solution offers an extensible range of platforms that depends on the case (e.g. demonstration "on the road/at home", preparation "at the office", Exercise/CTF "mobile Export", Full Stack "Range/Training"). Diateam is an ECSO Member.

DocRAID, GERMANY   # Venture Clients

Data protection, IOT security, cloud security

DocRAID® is a decentralized datavault that protects data with dynamic movement, mutation, fragmentation, and re-encryption. Encrytion agnostic, infrastructure agnostic. The DocRAID® datastore is a fundamental innovation in data protection. Moving target defense (MTD) flips the asymmetry between adversaries and defenders. It allows to protect your data [IoT] with MTD during transport and while at rest. Unauthorized users that log or hack into a cloud service will only see fragmented and encrypted data, which is unreadable. DocRAID provides encryption, fragmentation of data, and involve georedundant distribution of fragments, and a dynamic morphing of attack profile.
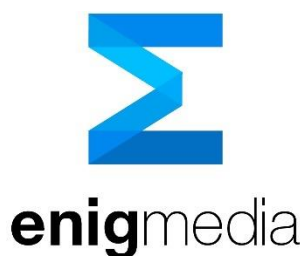
ENIGMEDIA, SPAIN   # Seeds A

ICS & IoT Security

Enigmedia offers a unique technology able to meet the industrial requirements regarding time delays in real-time communications, while securely protecting these communications and managing their access rights. Enigmedia offers compliance with cybersecurity standards by using Plug & Play and comprehensive security appliances and no downtimes. Enigmedia's solution consists of a combination of Hardware and Software elements.

GREY WIZARD, POLAND   # Series B or M&A

Application Web Secrurity, Web Security, Data Protection, IOT Security

Grey Wizard Shield provides comprehensive 24h/7 security against all kinds of cyber-attacks. It works as a reverse proxy. In other words, it is a server between an internet user and the server where your website is located. It "filters" the whole web-traffic allowing only normal users and good bots to pass through. 24/7/365 all in-one full web security product + managed service. Grey Wizard Uses machine learning and behavioural based anomaly protection to detect very advanced attacks, that traditional WAF do not detect. The solution brings protection and performance.

HANKO, GERMANY   *# Seeds*

Identity & Access Management

Hanko is the world's first easy-to-integrate, FIDO-based Authentication-as-a-Service. By combining FIDO2, OpenID Connect, and OAuth2, Hanko provides a universal authentication & authorization service targeting the B2B Identity & Access Management market. As a FIDO Alliance member, Hanko enables its customers to integrate the new, open standards for strong, passwordless authentication into its online services. The Hanko Authentication Service consists of a universal FIDO server, multiple server SDKs for major platforms, and authenticator apps and mobile SDKs for iOS and Android. The latest development, Hanko Connect, adds an identity layer, providing a passwordless Single-Sign-On (SSO) solution.

HERMES BAY, ITALY   *# Seeds*

Cybersecurity Services

Founded in 2014, Hermes Bay offers cutting-edge services in the following business sectors: Business Economic Intelligence; Business Security Intelligence; Enterprise Risk Management and Cyber Risk Management; Cyber Security Advisory; Sophisticated Adversary Simulation; Training and Information. Dominio is the platform we are developing based on OSINT, public databases and proprietary databases which operates as an aggregator to manage complexity. DOMINIO is a data aggregator. Hermes Bay is an ECSO Member.

KEEEX, FRANCE   *# Series A*

Fraud, Identity & Access Management, Cybersecurity Services, Governance Risk & compliance, Data Protection, Thrustless operations, Embedded Data Trust

Founded in 2014, KeeeX has developed the only universal embedded data protection technology for trusting the source, integrity & date of every file as well as embedding operational metadata that altogether allow for infrastructure free document centric operational continuity. KeeeX injects trusted metadata inside files without altering their format and exploitability with applications to diplomas, pictures, public corporate communication... Files can be timestamped in real time and participate in complex digitized processes, that may operate across the boundaries of participant systems, without further infrastructure, as is required in logistics or maintenance.

IDENTOS, GERMANY   *# €500.000*

Identity & Access Management, Application Web Security, Mobile Security, Data Protection

Identos is an innovative security solution provider located in Germany and Canada, offering authentication and data security products focused on high assurance mobile applications. The company supports regulated and compliance-based industries with critical security solutions that protect sensitive data on mobile devices. This includes authentication products for smartcard integration, as well as derived credential products that create a secure digital credential for use in mobile devices. Identos also provides mobile data encryption (Encryption as a Service) and secure mobile messaging solutions to support privacy compliant solutions in banking, healthcare and government markets.

NETSECTION SECURITY ApS, DENMARK   # €250000 - 1 M

End-point Security, Data Protection, Cloud Management

The company was founded in 2015, with the purpose of creating software that offers businesses an extra layer of endpoint security. SectionGuard is a real time behaviour monitoring engine for Windows. SectionGuard constantly evaluates what every running process on a system is doing, and responds to this from a security perspective. The product hinders zero-day malware from infecting the system, when a user opens a malicious email, link or document. It mitigates ransomware attacks by monitoring for destructive behaviour and stops it before it becomes a disaster. It can also act as a sensor, and feed detailed process behaviour information into a company SIEM. The product is easy to deploy and is managed from a cloud platform - this ensures that customers have continuous delivery of both the application and security policies, no matter where the users are.

NETZWERK Software GmbH, GERMANY   # Series A, Series B (€1- 3 M)

Governance Risk & compliance, Data Protection

Founded in 2016, to meet the toughest governance risk and compliance requirements (audit-security) like GDPR/DSGVO, KRITIS(B3S), ISO27001, MaRISK (BAIT/VAIT), KontraG, in Germany and EU. The all-in-one solution ProLog consists of 4 TOMS (technical and organizational measures): the logging and auditing concept, the log-management (SIEM) tool, the standard packages with reports and alerts (both part of the software maintenance) and 100% implementation of the requirements GDPR/DSGVO and staff council inside the software-tool ProLog. Target persons are lawyers and auditors. Goals are audit-security and avoiding substantial fines! In April 2018 the IT-innovation Prize „Best of 2018" (IT-Security) was awarded by the Initiative Mittelstand. Our market are small and medium enterprises (50 – 25.000 employees) in Germany and the European Union.

QUADIBLE, UNITED KINGDOM   # Seeds

Fraud, Identity & Access Management, Mobile Security, Authentication

Quadible helps businesses secure their organisations and protect their customers identities. We have developed an AI-platform that continuously authenticates the users, without the need of any user input, by learning their behavioural patterns. How does it work? Let's say you have your mobile banking app installed on your phone with integrated our solution: the first time you launch the app, you will take a selfie and you are done, from that point it continuously authenticated you and learns your behavioural patterns. Our platform currently learns 10 behavioural patterns. Our solution is the only authentication mechanism that offers continuous behavioural authentication without need of any user input.

SILENSEC, CYPRUS   # Seeds

Education, Cyber Range, Cloud

Silensec is an established security consultancy and training company. The company employs 27 people across his main offices in Cyprus and Kenya. The Cyprus office was established in 2017 and is the HQ and R&D center, whereas most of the operations are based in Kenya. Silensec has established partnerships with major international security vendors and has acquired clients in the gov, telco, finance from across Africa and

Middle East. Besides, security consultancy and value-added system integration, the company has developed a portfolio of over 30 training courses in security, which have been delivered to clients from around the world and is a technology partner of the International Telecommunication Union (ITU) for the delivery of cyberdrill to national CERTs around the world. Over the last two years, Silensec has invested heavily into R&D and in the development of a Cyber Range platform. Silensec is an ECSO Member.

SWEEPATIC, BELGIUM # Seeds (€750k - 1M)
Digital Risk Protection, IT asset discovery, Risk Management, Application Web Security
Sweepatic is an innovative data driven cybersecurity startup and operates on a global scale. Sweepatic's reconnaissance platform discovers and analyses all internet facing assets and examines their exposures to attacks. Through the Sweepatic reconnaissance platform, you are equipped with an extra pair of eyes on the outside, discovering digital footprints and monitoring external attack surfaces for risk exposure. We inform our partners and secure our customers around the world.

WHALEBONE, CZECH REPUBLIK # Seeds
Fraud Management, Network Security, End-Point Security
Whalebone is an internet traffic DNS filter, it protects users and machines without installing any software into the end devices. The protection runs on the DNS network level, in collaboration with the Internet Providers. Whalebone DNS resolver includes powerful security layer being used by Internet Providers and Corporates to filter online threats off the network and users. Whalebone is active across CEE protecting millions of internet users and is expanding to other countries.

XignSys GmbH, GERMANY # Seeds
Identity & Access Management, ICS & IoT Security, Other (Smart City Security)
We are the security guys who are solving the password-problem, by getting rid of passwords! Because we know, digitalization only works with trustworthy IT Systems and reliable digital Identities. Therefore, we are developing the next generation of authentication, transaction and digital identity solution, called XignQR. In the last two years we were solving these problems for large companies like automotive companies. For other companies we are securing the distributed cloud infrastructure or are helping to communicate securely and user-friendly with customers and partners, by enabling multifactor authentication, managing tokens and merge user identities from different data repositories like LDAP/AD. Furthermore, we are building an authentication eco system to help small and large corporates to monetize existing user data. XignQR works for every authentication, transaction and digital identity use case.

ADDITIONAL SELECTED START-UPS

Participating to B2B Sessions

ADBONITAS GmbH, GERMANY   *# €2.5M*

Fraud

adbonitas is an Internet Security company founded by programmatic marketing and AI veterans with the goal to make digital a safer space for brands by protecting their media investments. We invested over a year to develop the industry's first AI-powered risk-as-a-service technology to detect invalid traffic and eradicate ad fraud at the point of decision before a marketer's investment is lost. By making our risk data understandable and actionable in real-time, we help advertisers to buy media with confidence and get what they pay for: human audience. adbonitas is headquartered in Cologne, Germany, was founded in summer 2017 and was backed in its seed round from High-Tech Gründerfonds and business angels.

CYBER-CHANCE RISK, GERMANY   *# Series A*

Governance Risk & Compliance

Cyber-ChanceRisk provides comprehensive third-party cyber risk management services for enterprises to secure their business from cyber-attacks; Risk Carriers will ensure low premiums for risk coverage. We provide a standardized (SaaS) platform to help enterprises to cut their costs dramatically for assessing their actual cyber risks. Our 360° solution is a risk analysis & control tool and includes: a standardized risk catalogue to systematically identify cyber risks in the value chain; ensures risk transparency in the organization; allocation of risk owner for risks. Are you ready to join us on this responsible journey?

P3KI GmbH, GERMANY   *# Angels, Series A*

Identity & Access Management, Network Security, Cybersecurity Services, Mobile Security, ICS & IoT Security, Cloud Security, Distributed Access Delegation

P3KI is a Berlin-based Startup grown out of Recurity Labs' – a Berlin-based IT Security consultancy – research branch. We develop a novel, fully distributed PKI for access delegation, solving several hard problems like resilience and graceful degradation with applications for IoT and beyond. P3KI offers the first real distributed, decentralized, and federated authorization and authentication solution including full offline verification capabilities. We enable autonomous systems to make local decisions and be resilient to attack.

QUOSCIENT, GERMANY   *# Series A*

Cyber Security Services, ICS & IoT Security, Data Protection, Governance Risk & Compliance

QuoScient provides companies and organizations across all industries with our expertise in the fight against digital threats. Our holistic Digital Active Defense approach and modular Defense-as-a-Service security solutions empower our customers against digital threats of all kinds. Digital Active Defense is the interaction of Intelligence Operations, Security Operations, and Defense Technology working in unison to deliver proactive

defense against threats. Our proprietary technology QuoLab, a collaborative Security Operations platform, orchestrates security teams and technologies. Our products and services fulfill all major international standards, as suggested, recommended or required in regulations and specifications. Our customers meet all regulatory requirements, comply with legal requirements, and efficiently deploy and manage their existing budgets. We also help our customers find and retain operationally experienced security operators.

SISSDEN BV, THE NETHERLANDS # Seeds

Cyber Security Services

SISSDEN BV is a joint-venture. It brings together three SMEs and leading experts in cyber-security, for the deployment and commercialisation of a successful H2020 project SISSDEN. Montimage: specialised in network and application monitoring and is developer of the MMT monitoring framework. CyberDefcon: specialised in community-based research, remediation and the application of state-of-the-art solutions to current and emerging cyber-security issues. Eclexys: with solid hardware and software expertise in innovative, performing, optimised, integrated products and solutions for cyber-security, tracking and integrated services. CTIEU – Cyber Threat Intelligence Event Utilities is a technology establishing a worldwide sensor network for passive threat data collection and is complemented by behavioural analysis of malware and multiple external data sources. The service: offered includes a Real-Time Cyber-Threat Intelligence (CTI) for timely cyber-attack and threat prevention.

INVESTORS AND INSTITUTIONAL REPRESENTATIVES

Allianz	Jörg Richtsfeld Investment Director *Series B, Corporate, growth stage investment in Series C, D*	Dpixel	Niccolo Sanarico CTO, Head of dealflow *Seeds, Series A*
ADIC - *Agentur für Disruptive Innovationen in der Cybersicherheit und Schlüsseltechnologien,* German Federal Ministry of Defence	Myriam Boeck Head of Activation Staff ADIC	Eaton Square	Nicholas Kelly Principal, Cybersecurity *Series A, Series B, M&A transactions for more developed entities ranging from 10M-250M+*
		eCAPITAL Cyberfonds	Hans-Christoph Quelle Venture Partner *Series A and Seeds*
Ambi-Vation Baier Kallenbach GbR	Christian Baier Managing Director *Seed, corporate*	Engineering Ingegneria Informatica spa	Mario Barile Researcher *Corporate*
Armira	Moritz Paulus Portfolio Manager *Seeds, Series A, Series B*	European Investment Bank	Francisco Alves da Silva Investment Officer, Growth Capital & Innovation Finance *Series B, Series C*
Atos Information Technology GmbH	Jörg Eschweiler Head of Intelligence & Cybersecurity CNS DEU *Series A, Series B, Corporate*	Giesecke + Devrient Ventures GmbH	Michael Hochholzer Head of G+D Ventures *Seeds, Series A, Series B*
Basque Cybersecurity Center	Eriz Lopetegui Operations Engineer	Hasso Plattner Ventures	Arvid Prozesky Principal *Series A, Seeds*
BFB Brandenburg Kapital GmbH	Sebastian Seyfarth Investment Manager *Seed, Series A*	High-Tech Gründerfonds	Tanja Emmerling Head of HTGF Berlin *Seeds*
capiton AG	Roumyana Schnettler Partner *Corporate*	High-Tech Gründerfonds	Ulrich Schmitt Investment Manager *Seeds*
Connecting Trust	Thomas Koehler Funder *Series B*	IBB Beteiligungsgesellschaft mbH	Clemens Kabel Investment Director
Cube 5 - Creating Security	Fabian Hoff Technology- and Transfer Manager *Seeds*	innogy Innovation Hub	Tim Beckmann Investment Manager *Seeds, Series A*
CYOSS GmbH	Christian Schwarz Managing Director *Corporate*	LSEC – Leaders in Security	Ulrich Seldeslachts CEO

Magmatic Ventures	Clemens Henle CEO & Co-Founder *Seeds*	**Pylones Hellas S.A.**	Emmanuel G. Netos General Manager *Corporate*
Mauch & Partner Management Consultancy	Rudolf Mauch CEO *Corporate*	**Rautenberg Moritz & Co. GmbH**	Gero Steinröder Director *Corporate, M&A and Corporate Finance Advisory*
Maxburg Capital Partners GmbH	Moritz Greve Partner *Seed, series A, series B, corporate*	**Redstone Digital**	Marcus Schroeder VC Partner *Corporate*
German Federal Ministry of Defence	Jan Lorbeer Technical Director, Department of Cyber & Information Technology	**Rohde & Schwarz Cybersecurity GmbH**	Peter Rost Director Business Development and Strategy *Corporate*
German Ministry of Interior, Building and Community	Andreas Koenen *Director General CI, Cyber and Information Security*	**Sonae IM**	Carlos Alberto Silva Board of Directors *Corporate*
MiTrust	Pierre Lahbabi Co-Funder & COO *Early stage, Seeds*	**Sonae IM**	Carlos Moreira da Silva Investment Director *Corporate*
Mooreland Partners	Michael Wolff Managing Director *Corporate*	**Systematic**	David Ofer Vice-President
Novafund SpA	Dario Grandoni Chairman Seeds, Series A, Series C, D	**Thales Station F-Programme**	Jean-Yves Plu VP, Security Business segment *Corporate*
Orange Digital Ventures	Rémi Prunier Investment Manager Series A, Series B	**ZITIS - *Central Office for Information Technology in the Security Sector***	Dirk Lageveen Head of Division