# Highlights Market Group Digital Security and Trust

Updated 21.03.2024



















# Foreword & Welcome

## Market Group: Digital Security & Trust



Mikko Suonenlahti
President
Group's Mentors

#### Goals

The goals of the Group's
Mentors are clear: assist the
12 Company Members over
the next 2 years to develop
their:

- 1. Investments
- 2. Sales & Partnerships
- 3. Leadership
- 4. Visibility & Recognition

#### Overview

The 12 Company Members start their scaling journey from a solid base:

- •€203 million of investment
   already raised or an average
   of €16.9 million per
   Company
- •4 companies out of 12 from Southern or Eastern Europe, showing Europe's geographic diversity





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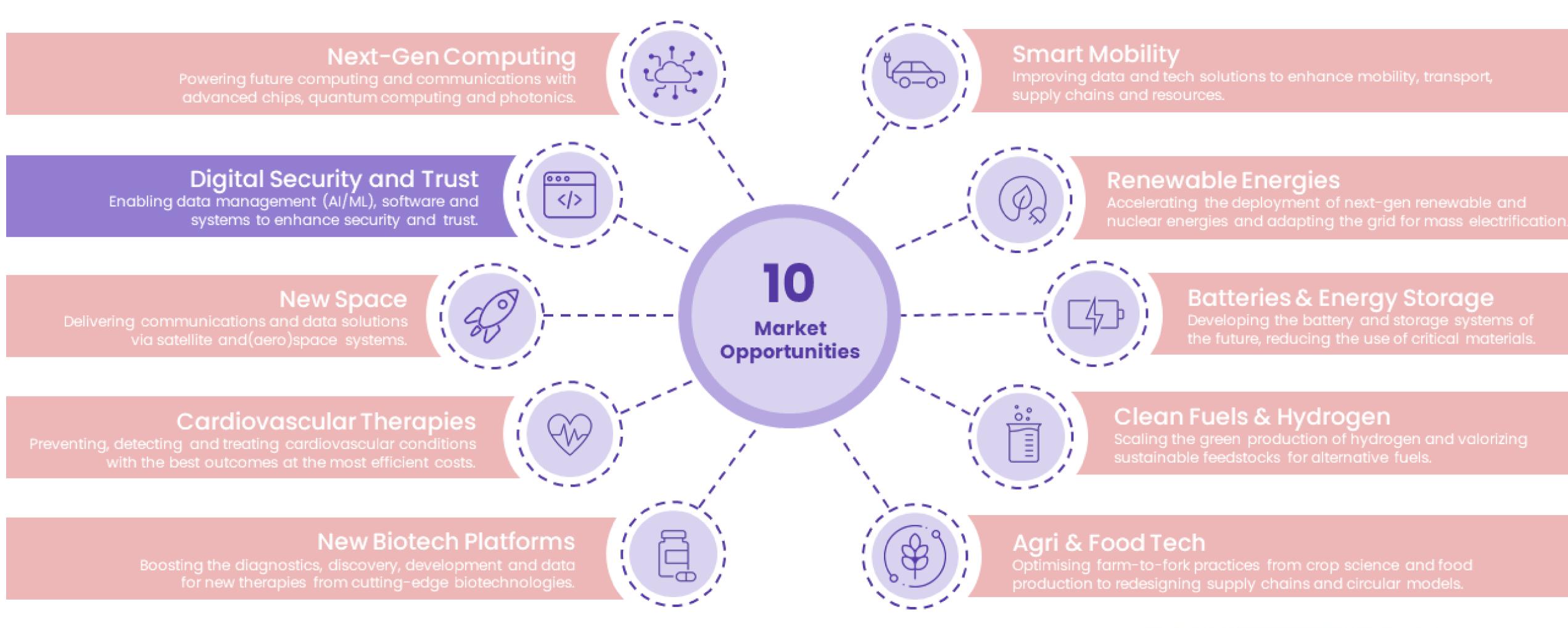
14-21. Scaling Club







# 1 of 10 Market Groups Market Group: Digital Security & Trust







# Market Group: Digital Security & Trust

Enabling data management (AI/ML), software and systems to enhance security and trust.



# Why it matters

The global annual cost of cybercrime is 5.5 trillion euros. Enhancing data management, Al/ML software and data systems security is essential for safeguarding sensitive information and fostering trust in digital technologies.\*

# Main challenges

- Driving security and trust across the digital economy.
- Helping scale-ups to become global tech champions in the digital sector.

# Key technologies

- Artificial intelligence and Machine Learning
- Cybersecurity
- Big data
- Internet of Things (IoT)

### **Market actors**

- Financial sector
- Healthcare providers
- Pharmaceutical companies
- Consumer goods
- Professional and public services
- Energy & Manufacturing
- IT & Telecom

\* EU Cybersecurity policy, EU, 2022









# Companies

# Market Group: Digital Security & Trust





























## Mentors

# Market Group: Digital Security & Trust



Mikko Suonenlahti



**Ada Jonuse** 



**Alexander Banz** 

in



Anna Maj





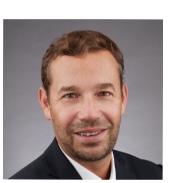
**Daniel Kahn** 





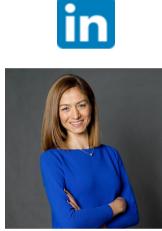
**Ewa Chronowska** 

in



**Francois-Xavier Meyer** 

in



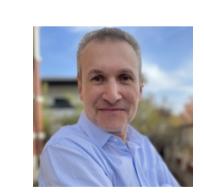
Lajla Aganovic

in





Lola Rebollo



Mihai Sfintescu



Nikki Foster Le-Grys



Victoria Hernandez Valcarcel









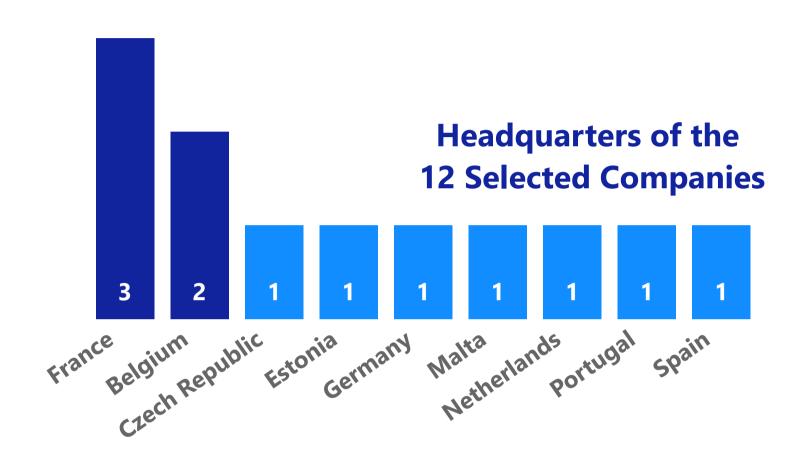




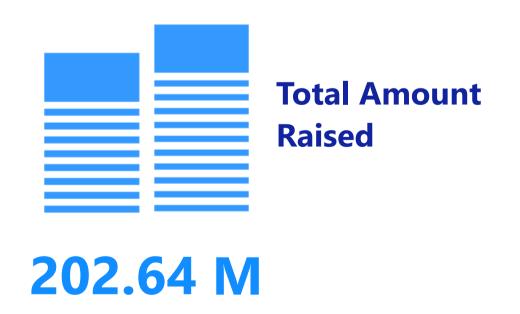
# Summary Data

# Market Group: Digital Security & Trust













Data as of 21 March 2024

www.eicscalingclub.eu

#### **Disclaimer:**

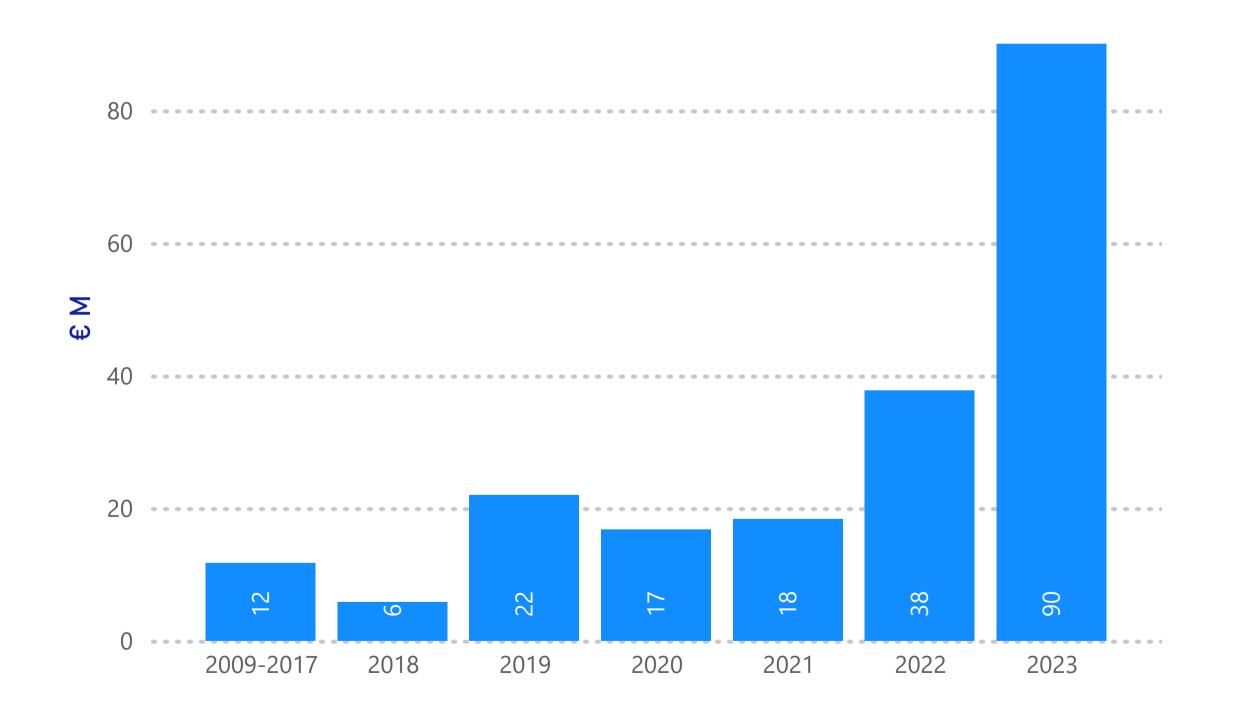
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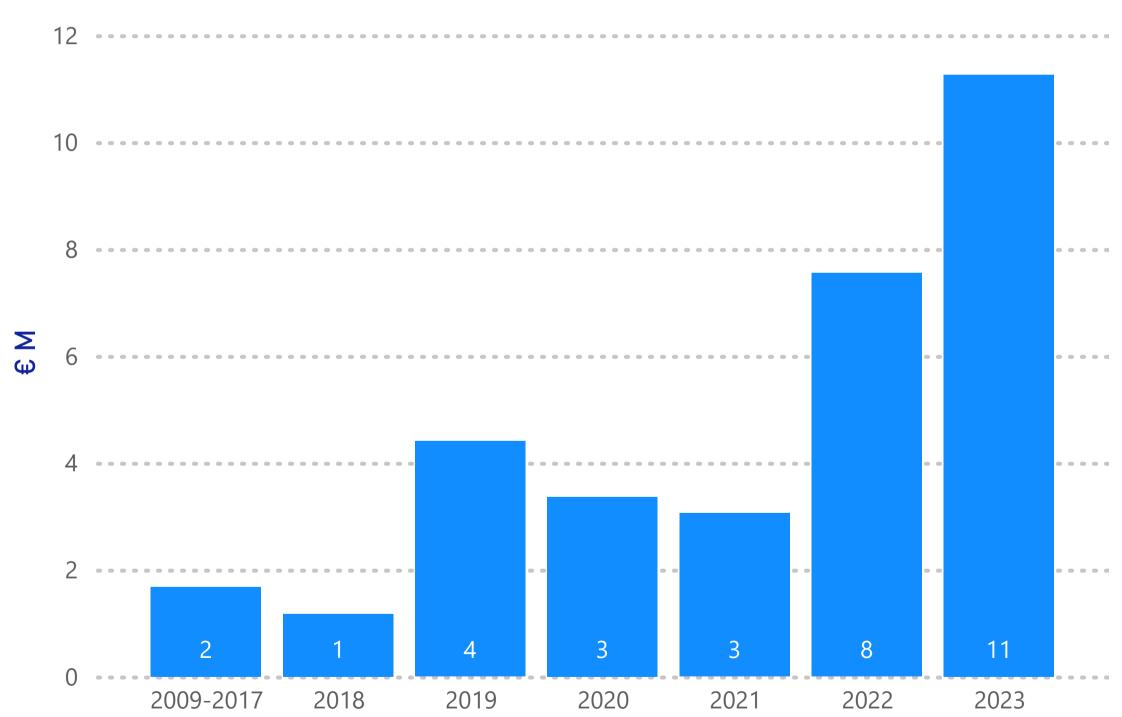


# Investments Raised to date Market Group: Digital Security & Trust

#### Amount Raised (in € M)



#### Average Round (in € M)



<u>Disclaimer:</u>

The data provided here originates from Dealroom.





## **Stakeholder Members**

# Market Group: Digital Security & Trust







#### **Disclaimer:**

Stakeholders seen on this slide have given consent for use of their logos. For the full list of Stakeholders kindly contact your Group Manager





## **Selection Process**

# Market Group: Digital Security & Trust

#### **Minimum Criteria**

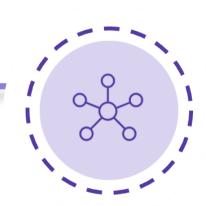
- 1. Total Previous Funding: Min € 7.5 million or Min € 5.0 million in Horizon Europe widening countries and Associated Countries equivalent of R&I performance
- 2. Latest round of Funding after 1st
  Jan 2019
- **3. Headquartered** EU27 + Horizon Europe Associated countries
- **4. Within** the **Scope** of 1 of 10 Market Opportunities

#### **Review Criteria**

- 1. Management Experience
- 2. Product / **Technology** Merit
- 3. Go to **Market**/Strategy
- 4. **Competitive** Position
- 5. **Investment** potential
- 6. **Presentation** Quality

#### **Important to consider**

7. Women in Management



#### Selection

#### Steps

A. Reviews by investor and corporate
Stakeholder Members on Criteria
B. Collective call to review the ranking
by all Group Stakeholder Members

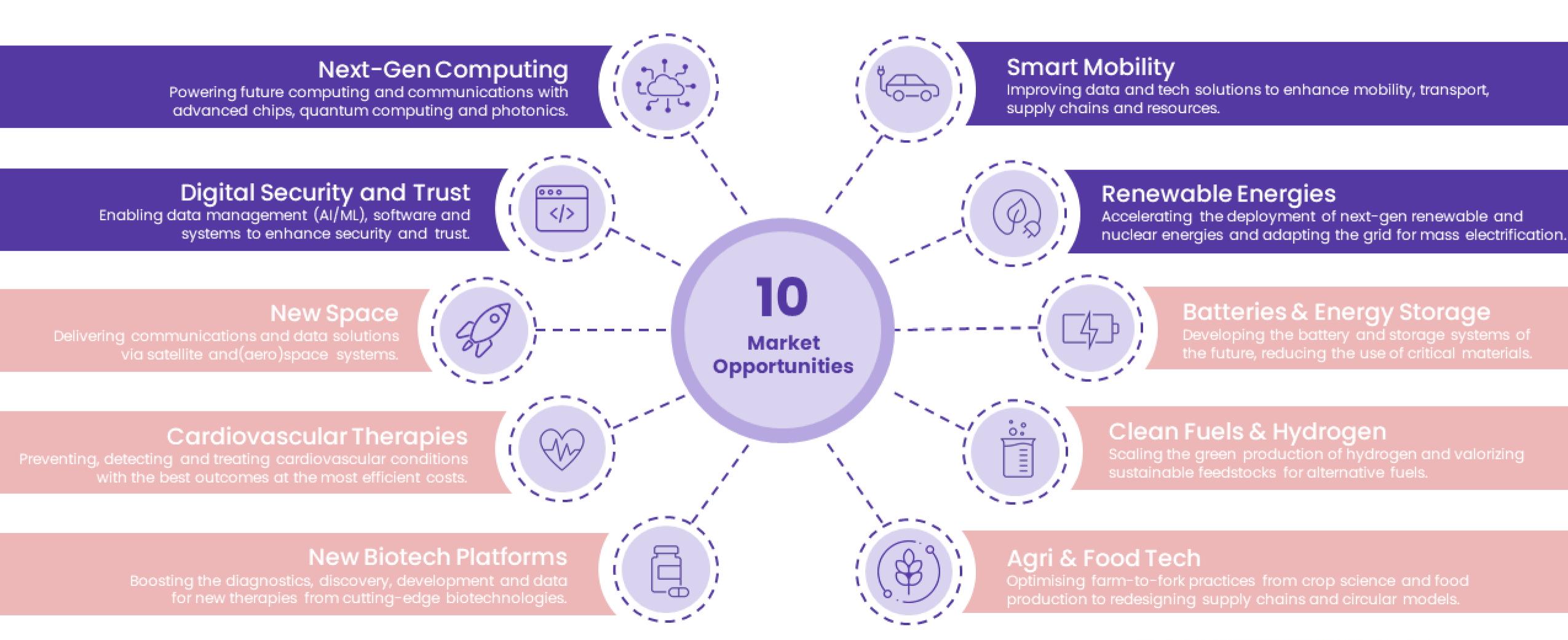
#### **Composition** Group of 12

- •Min. 50% EIC companies
- •Min. 2 companies from CEE
- •Min. 2 companies from SE





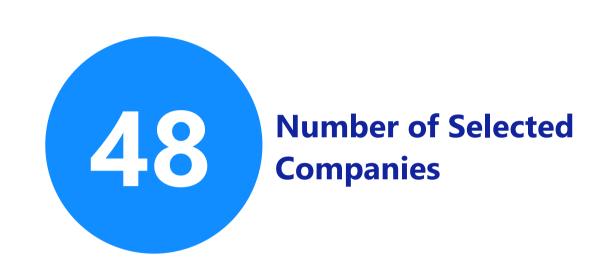
# 4 out of 10 Market Groups

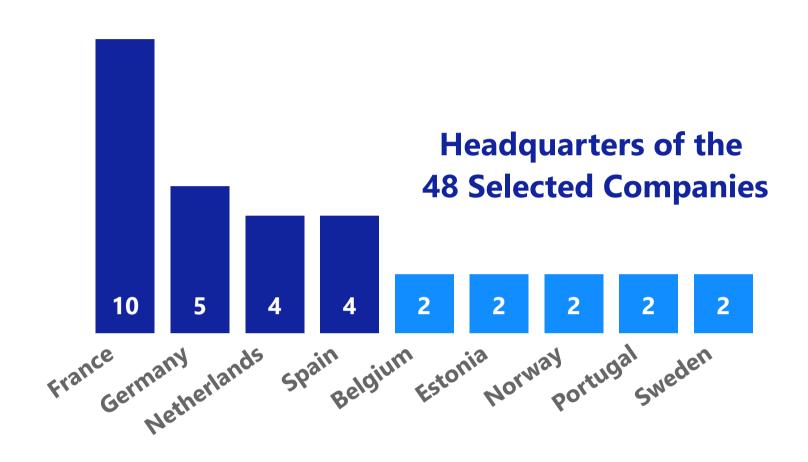




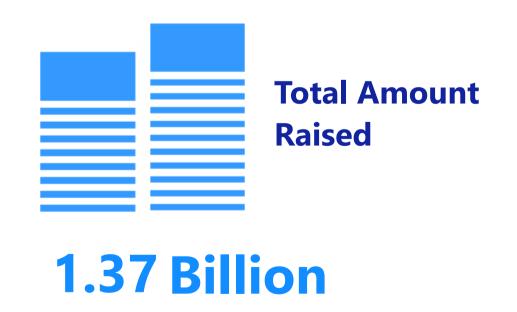
# **Summary Data**

# 4 Market Groups = 48 Member Companies













**Average Raised** per Round

6.1 M

Data as of 21 March 2024

www.eicscalingclub.eu

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# About the EIC Scaling Club

European deep tech scale-ups have the potential to make a massive positive impact on the world.

**United**, we can turn that into a reality.



















# We are on a mission to boost and showcase Europe's deep tech excellence



"Building word-class businesses with deep solutions for global challenges"



# **Market Groups**



Powering future computing and communications with advanced chips, quantum computing and photonics.



#### **Smart Mobility**

Improving data and tech solutions to enhance mobility, transport, supply chains and resources.

#### Digital Security and Trust

Enabling data management (AI/ML), software and



systems to enhance security and trust.



#### Renewable Energies

Accelerating the deployment of next-gen renewable and nuclear energies and adapting the grid for mass electrification.

#### **New Space**

Delivering communications and data solutions via satellite and(aero)space systems.



Market **Opportunities** 



#### Batteries & Energy Storage

Developing the battery and storage systems of the future, reducing the use of critical materials.

#### Cardiovascular Therapies

Preventing, detecting and treating cardiovascular conditions with the best outcomes at the most efficient costs.



### Clean Fuels & Hydrogen

Scaling the green production of hydrogen and valorizing sustainable feedstocks for alternative fuels.

#### New Biotech Platforms

Boosting the diagnostics, discovery, development and data for new therapies from cutting-edge biotechnologie

Digital-related markets — Health-related markets — Climate-related markets



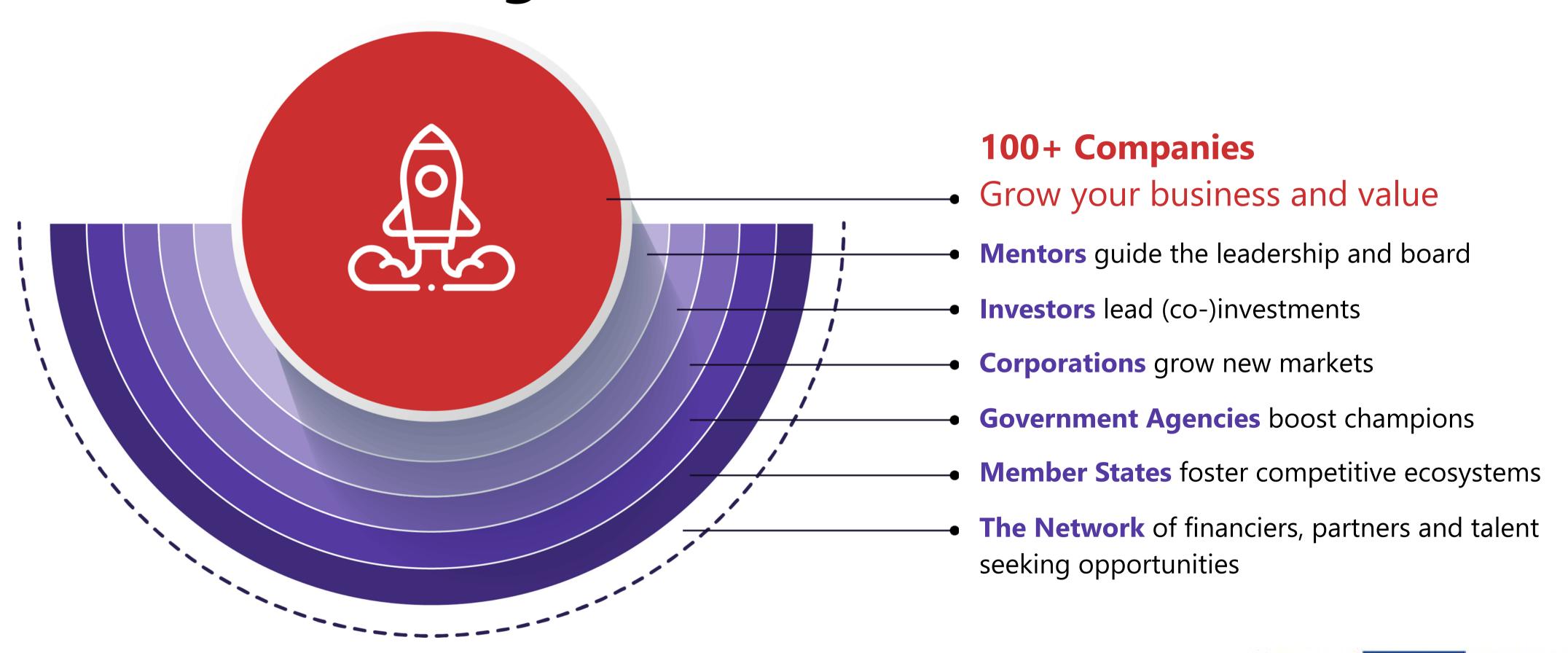
#### Agri & Food Tech

Optimising farm-to-fork practices from crop science and food production to redesigning supply chains and circular models.





# Collaborate to grow value







Engage in a 2-year Programme \* Company value growth The Club's Grow the value\* of 100 select companies Pathway - Facilitate investment Foster in one of 10 Markets - Scale with **Ecosystems'** partnerships relationships - Grow leadership 6 Develop 5 Nurture and contacts & select core networks Optimise stakeholders time, costs and results **Grow visibility** and **recognition** Mentor **strategies**,



actions and contacts

# BACKING

# VISIONARY

ENTREPRENEURS

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