

Access to Capital

Participants guide



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VALUE CREATION CAPITAL
We build great technology companies



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 High Tech and 6 in Security will compete for one of two vouchers representing the value of a promotion video. The jury is composed of investors and specialists in the field of High Tech and/or Security 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 High Tech and/or Security.

We present this overview of investors and pitchers so that you can appropriately prepare your attendance of this event. We are looking forward to meeting you at Access to Capital at the Hague Security Delta on April 12th and wish you a valuable and enjoyable event!



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/financierien

What does Rabobank do for start-ups

Smart innovations for better and more affordable care

Tips and meetings for start-ups



Holland Instrumentation

Holland Instrumentation is the high-tech platform of West-Holland. Its objective is to accelerate the high-tech industry in the Western part of The Netherlands by strengthening the network of companies, knowledge institutes and government; by stimulating entrepreneurship; and by smoothening access to capital.



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.

Meet the investors

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 & health, 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.

Brabant Development Agency (BOM)

Jurgen van Eck

- Fundsize: €125M
- Sector: High Tech en Life Tech
- Investment range: €150K - €1,5M
- Investment stages: Pre-seed to maturity
- Geographic focus: Noord-Brabant
- www.bom.nl

The Brabant Development Agency (BOM) is an economic development company that is committed to enable companies in Brabant to grow their business. Together with a network of partners, BOM provides knowledge, capital, talent, market and facilities to companies with growth ambitions and growth potential.

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.

KPN Ventures

Herman Kienhuis

- Fund Size: 70M
- Sector / branches: Internet of Things, Connected Home, Digital Health, Cyber Security, Mobile/OTT services, Cloud Computing, Data & Analytics
- Investment range: 0.5 - 2.5M
- Investment stages: early growth
- Geographic focus: Europe

www.kpnventures.com

KPN Ventures is the venturing arm of KPN, The Netherlands' leading telecom/ICT company. KPN Ventures aims to create value-creating partnership with innovative European technology companies providing access to capital, expertise, network and customer channels.

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.

TIIN Capital

Michael Lucassen

- Fund Size: Two funds (early- and later stage)
- Sector / branches: Software, High tech, Innovation
- Investment range: 250K - 4,5M
- Investment stages: seed, early growth, later stage growth
- Geographic focus: The Netherlands

www.tiincapital.nl

TIIN Capital is a professional and entrepreneurial investor in IT- and high-tech companies. We add value by supplying capital and knowledge of technology, innovation and different sectors. More than 1.000 angel- and co- investors are part of our network.

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 doen we dat. De ondernemer kan zich op die manier volledig richten op ontwikkeling en groei van zijn of haar vinding.

EGERIA

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.

Access to Capital

Meet the pitchers

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BRI Business Risk Intelligence (Brica)
Arjen de Landgraaf

Sector: Cyber Risk Intelligence & Security
Year of founding: 2013
Revenue range: □250 - 500K
Investment need: □700K

Business Risk Intelligence that fore-warns of potential risks, threats and issues an organisation can be exposed to. This varies from Technological risks (ICT vulnerabilities, etc), Industry Related Risks and new issues, to global risks and threats.



Complions B.V.
Marcel Lavalette

Sector: Independent software Vendor
Year of founding: 2008
Revenue range: □0 - 250K
Investment need: □300K

GRCcontrol is an application for Governance, Risk and Compliance for managing risks. It is based on an integrated management approach, whereby safety assurance is realized on the basis of a Plan-Do-Check-Act-cycle. GRCcontrol also provides standard functionality to achieve compliance with regard to legislation and standards.



Crayonic B.V.
Peter Kolarov

Sector: Security
Year of founding: 2017
Revenue range: □0 - 250K
Investment need: □645K

Crayonic develops personal authentication technology for digital transactions utilizing digital signatures. Our technology is able to guarantee and protect e-identity of the user.



Kinergizer B.V.
Oleg Guziy

Sector: Sustainable energy for industrial IoT
Year of founding: 2016
Revenue range: □500K-1M
Investment need: □1,8M

Kinergizer develops and commercializes energy harvesters which convert vibration into electrical power for wireless sensors. The patented technology addresses the biggest drawbacks with remote sensors: limited battery power and the cost of the frequent battery replacement. Kinergizer motion energy harvesters can replace batteries in many industrial applications, for example, asset condition monitoring and trace & track wireless sensors.



Laevo
Boudewijn Wisse

Sector: Health and Safety - Exoskeletons
Year of founding: 2013
Revenue range: \square 250 - 500K
Investment need: \square 1,5-2M

Laevo BV produces and sells the Laevo V2 back support exoskeleton, a wearable tool that reduces (the risk of) work related back pain. Having sold almost 400 pieces, Laevo BV has the best exoskeleton for (the prevention of work related) back pain on the market. Its USP is that it is super easy to use for the worker. This is achieved by the patented solution that works without batteries.



Munisense BV
Hans Mulder

Sector: Smart City Services
Year of founding: 2013
Revenue range: \square 1 - 2M
Investment need: \square 1M

Munisense provides Smart City services in noise abatement, groundwater management, light management, and monitoring indoor climate, and other Smart City and Building oriented services.



Nearfield Instruments B.V.
Roland van Vliet

Sector: High Tech
Year of founding: 2016
Revenue range: \square 0 - 250K
Investment need: \square 5M

Nearfield Instruments has developed a metrology system that can measure at atomic scale with industrial speed, which can be seen as a real breakthrough in the semiconductor industry.



Plasmacure BV
Bas Zeper

Sector: Med Tech / Healthcare
Year of founding: 2014
Revenue range: \square 0 - 250K
Investment need: \square 1,2M

Plasmacure is a med-tech start-up in Eindhoven. Our dedicated team of entrepreneurs and specialists has come up with an innovative treatment for healing chronic wounds: the cold plasma pad. This is an electronic pad that helps wounds to heal faster and better, while costing less than current treatments. Treatment will take place daily, during 1 minute, until healing. Typical 20 consecutive days.



BuzzerBase
Elwin van der Laan

Sector: Internet of Things
Year of founding: 2016
Revenue range: □0 - 250K
Investment need: □200K

BuzzerBase has built a cloud platform that connects IoT sensor data to business software, like CRM and ERP. The platform visualizes and provides Business Intelligence on sensor data. This allows businesses to enrich their existing business processes and intelligence with sensor data.



Omnnext B.V.
Jaco de Vries

Sector: Software & IT / Consultancy
Year of founding: 2013
Revenue range: □2 - 3M
Investment need: □1M

Omnnext offers software source code analysis. By analysing the source code of your application, risks regarding maintenance and security can be identified. As every organization is facing digitalization, they are becoming more and more dependent on their software. Hence, software must be / become sustainable and future proof and, above all, secure. By offering detailed insight in the technical state and security of their applications as well as changes over time, Monet helps its clients to overcome today's digitalization challenges.



Tymlez Software
Reinier van der Drift

Sector: Software
Year of founding: 2016
Revenue range: □0 - 250K
Investment need: □4M

Tymlez delivers a hyper-scalable enterprise blockchain architecture with which the enterprise can develop, deploy and scale distributed blockchain based applications integrated with the existing legacy infrastructure and data. With Tymlez's unique modelling tools one can develop and deploy blockchain enabled applications in minutes rather than months.



LeydenJar Technologies B.V.
Christian Rood

Sector: Energy storage, battery material
Year of founding: 2016
Revenue range: □0 - 250K
Investment need: 5M

Our proprietary technology is based on the plasma deposition (PECVD) of nanostructured silicon pillars directly on copper foil. Benefits include up to a tenfold increase in capacity versus existing graphite anodes, mechanically stable during many cycles based on the porous nature of the material, and with the potential for rapid industrialization based on existing PECVD technology currently installed in the Semiconductor- and PV industry.

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