

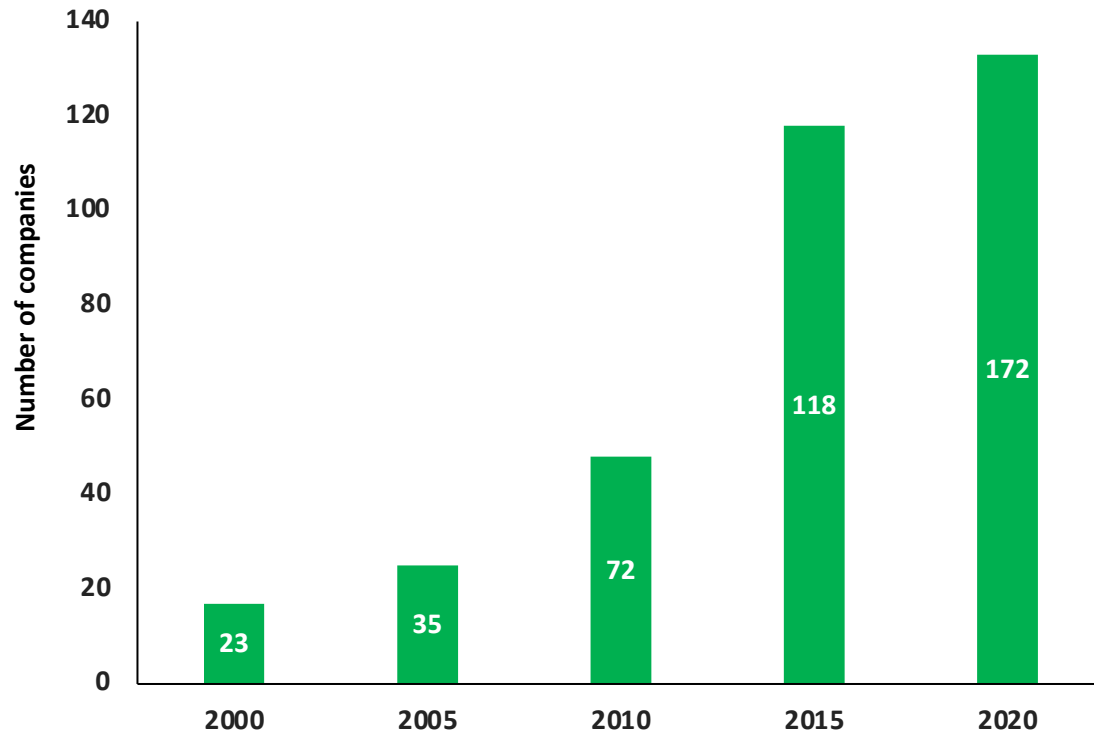
Dutch Cyber Security Investment Landscape

2020

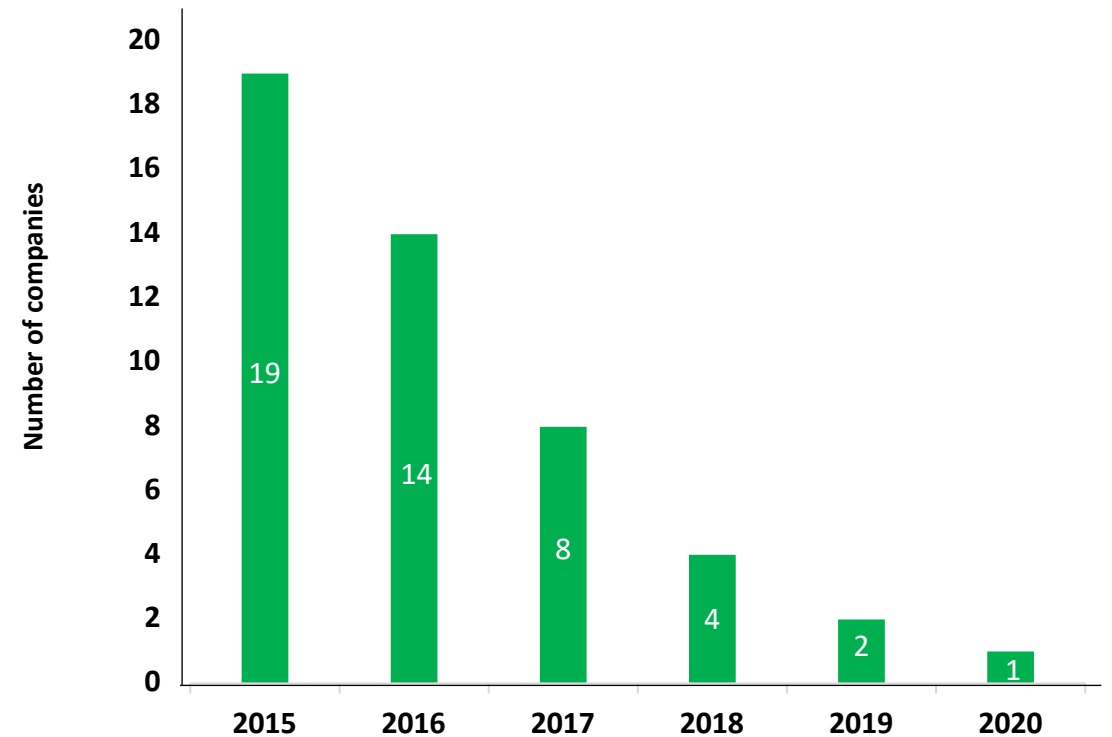


The number of cyber security companies in the Netherlands rose steeply over the last decade, but the number of companies founded per year is slowing down

Number of Dutch cyber security companies



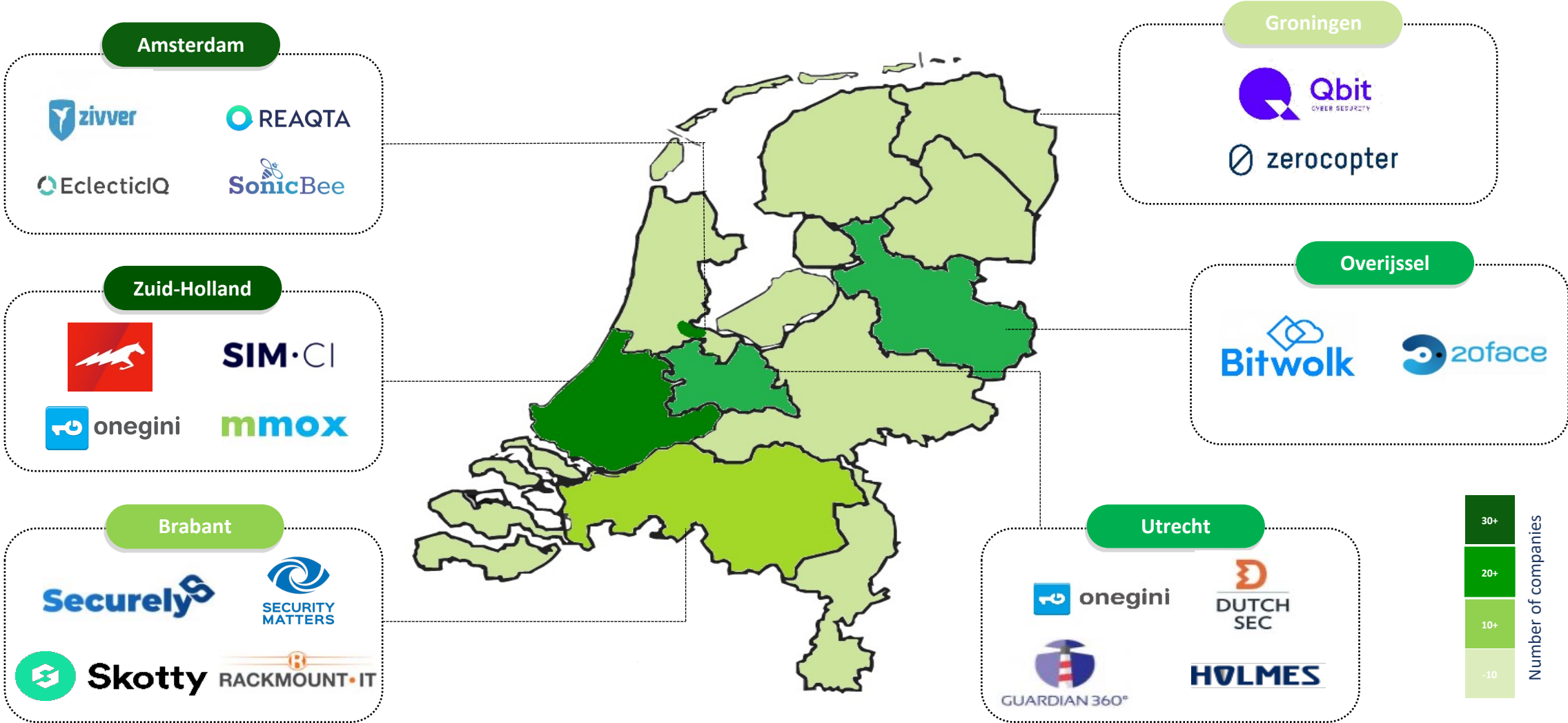
Newly founded cyber security companies from 2015



Source: Dealroom.co

In order to deliver an objective analysis we used Dealroom as a source for deals, which we know is not exhaustive. There are to the knowledge of contributors for example more cyber security companies founded in 2020. While the exact number might be incomplete we do expect the conclusions that can be drawn from the graphs to be representative for the trends in the market.

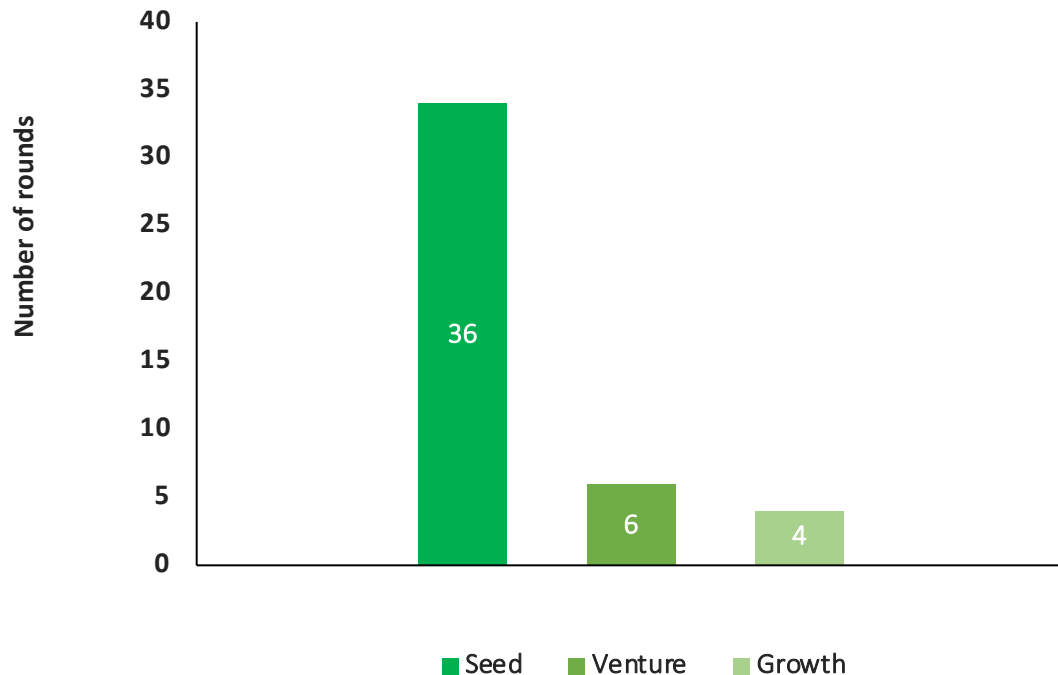
Amsterdam and Zuid-Holland (Delft / The Hague / Rotterdam) are the largest hubs



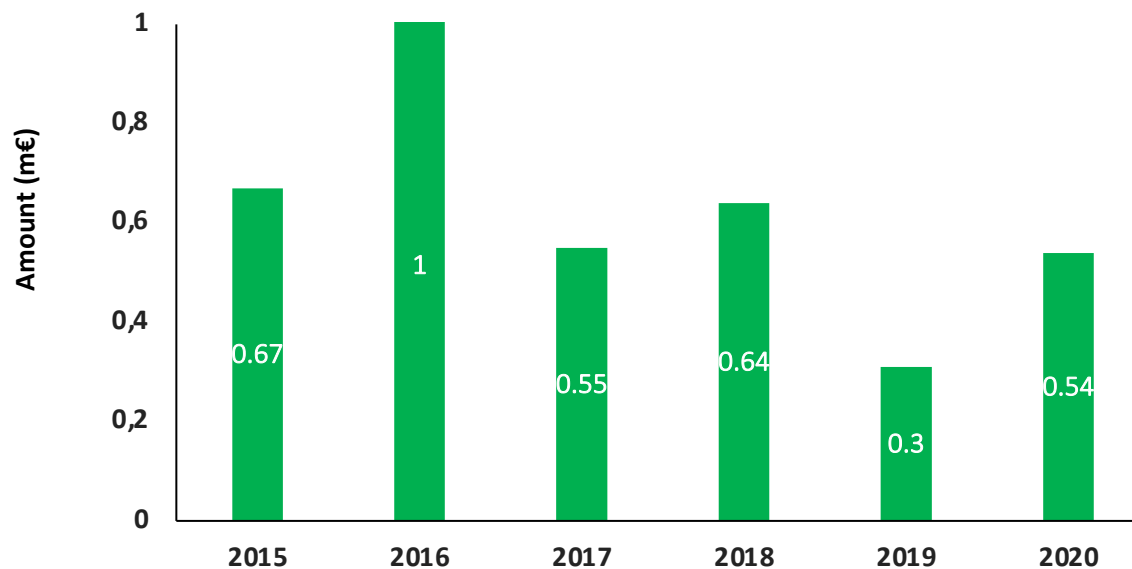
Source: Dealroom.co (enriched with data from KPN Security, The Hague Security Delta & TIIN Capital)

With most cyber security companies being recently founded, seed rounds dominate funding activity. Their average round size has been inconsistent, but seems to be rising again

Number of investments / stage* (2015-2020)

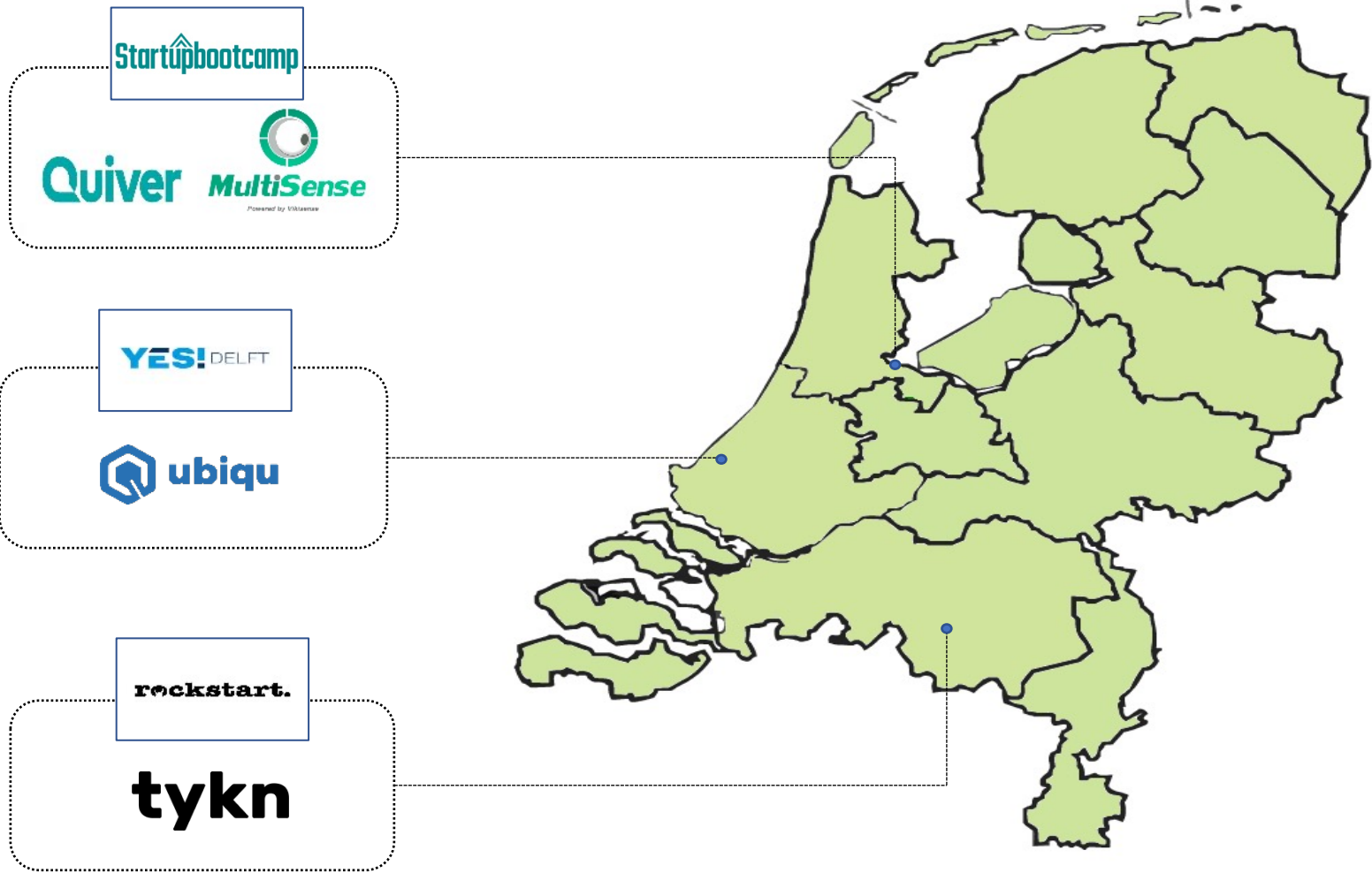


Average round size of seed rounds / year, in m€ ** (2015-2020)



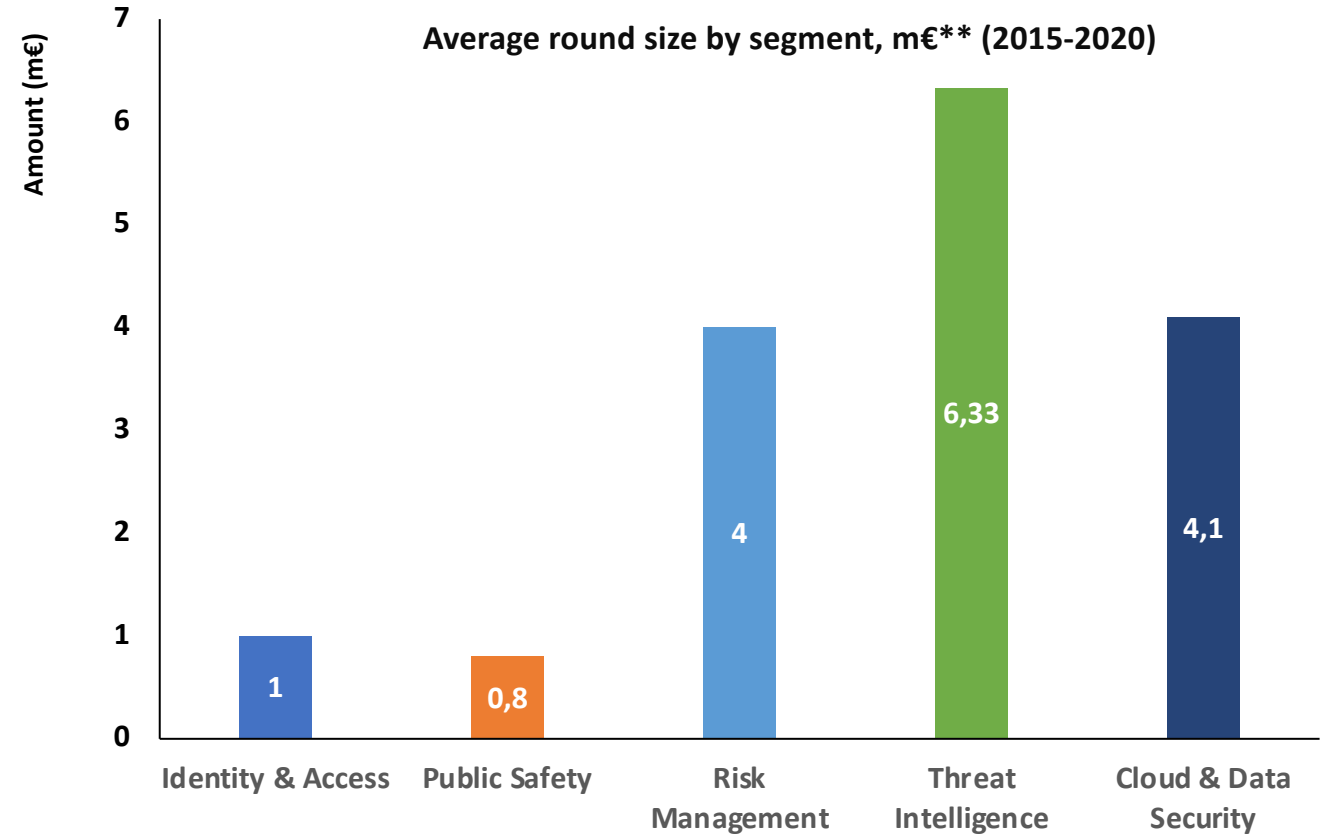
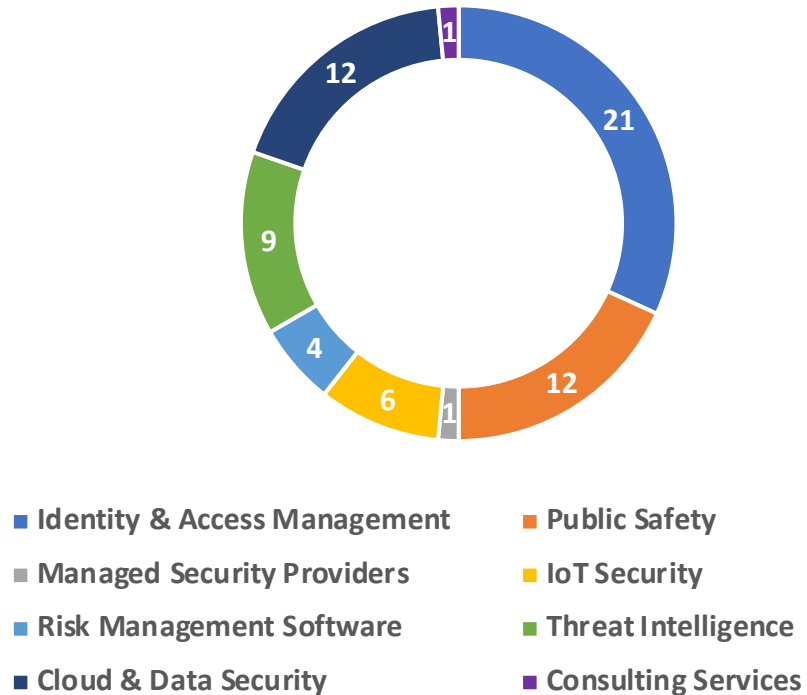
Source: Dealroom.co; * Seed (Up to 1.5m€), Venture (1.6 to 5m€), Growth (5m€ onwards); ** For 60% of the seed deals on the left graph, data on deal size is disclosed.

Cyber security focused accelerators have contributed to the high number of seed deals in the Dutch cyber security venture ecosystem



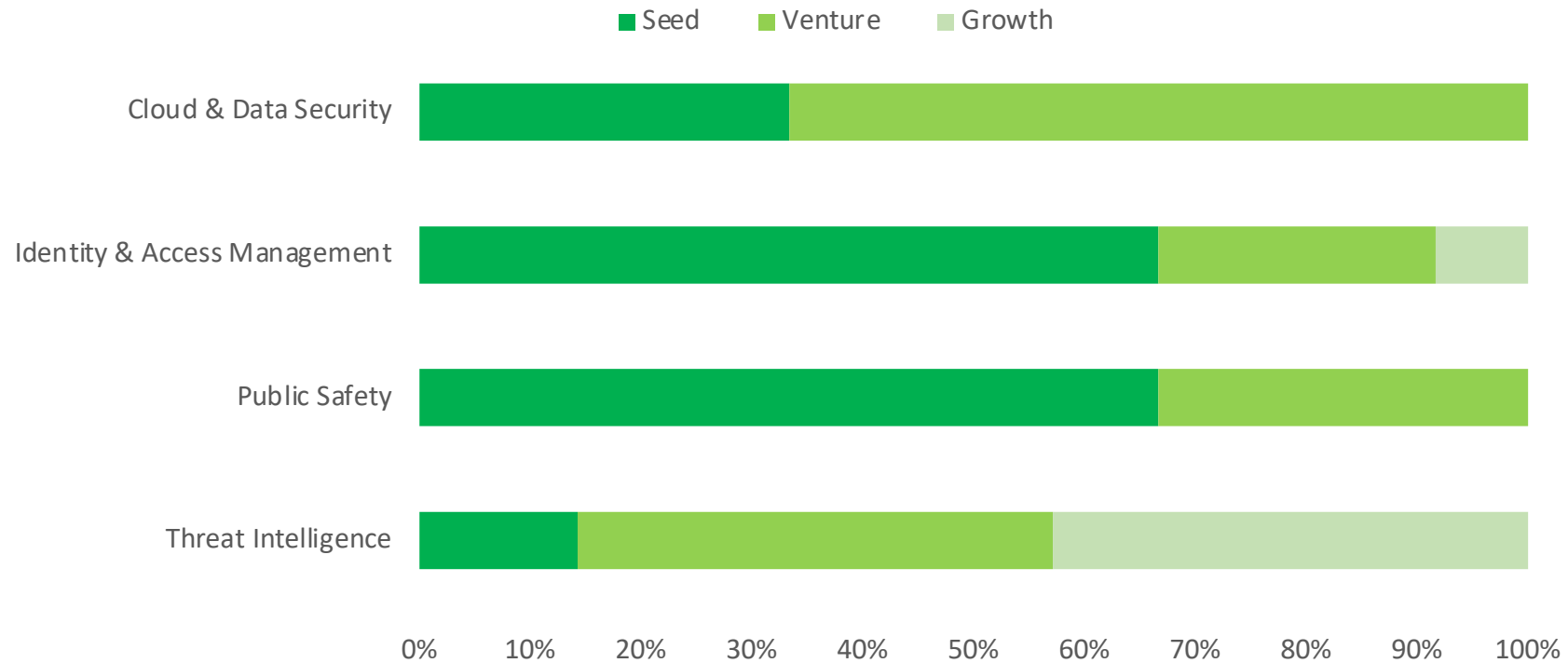
Identity & Access Management and Public Safety companies have raised the most VC rounds but Threat Intelligence companies are raising the largest rounds

Share of total VC rounds raised by segment* (2015-2020)



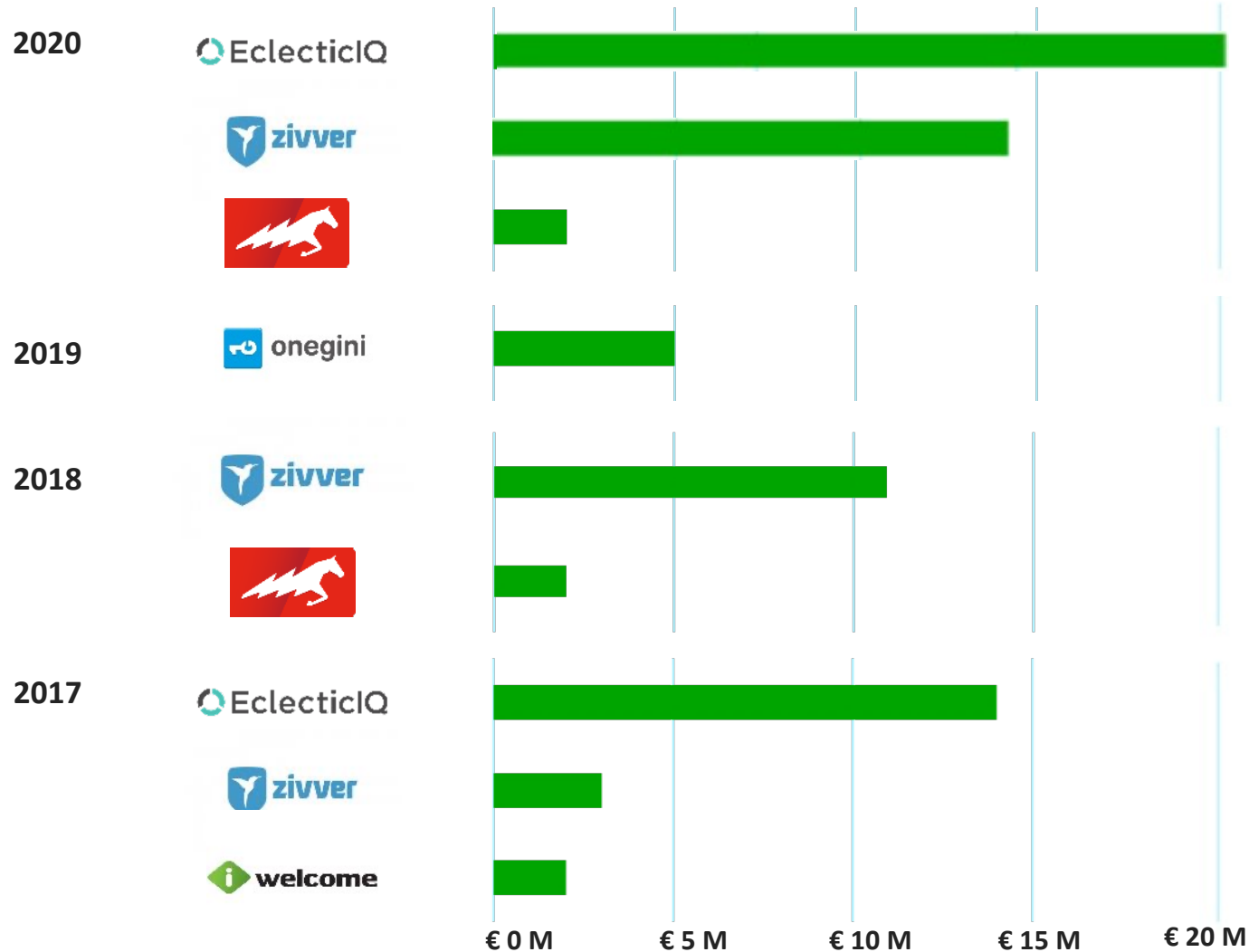
The disparity is due to Threat Intelligence companies raising more advanced rounds than Identity & Access and Public Safety companies, resulting in larger round size

Breakdown of VC rounds raised by Identity & Access Management, Public Safety, and Threat Intelligence companies (2015-2020)



Largest cyber security investment rounds and most active investors in the Netherlands









Largest investments in Dutch cybersecurity companies



Most active investors (2015-20)

Rank	Investor	# Deals	Examples
1	TIIN CAPITAL Dutch Security TechFund	6	Securely, CyberEye
2	Innovation Quarter	5	onegini, Red Horse
3	VALUE CREATION CAPITAL	4	zoface, mmox
4	kpn ventures	3	EclectiqQ, Red Horse
5	VORTEX CAPITAL PARTNERS	2	Red Horse, privacy perfect

Participation by corporate venture funds has been limited and mainly arises at the early growth stage

Company	Round	Date	Round size (m€)	Corporate Investor (s)
	Series A	2018	2	 
DEEPTTRACE	Seed	2018	Undisclosed	
	Series A	2017	5	
	Series A	2016	4.6	 

Source: Dealroom.co (enriched with data from KPN Security, The Hague Security Delta & TIIN Capital)

Largest cyber security exits in the Netherlands (2015-2020)

Company	Segment	Year	Acquirer	Exit type	Amount (m€)
 SecureLink	Cloud & infrastructure security	2019	 orange™	Acquisition	515
 SECURITY MATTERS	Public safety	2018	 FORESCOUT	Acquisition	104
 gemalto	Cloud & infrastructure security	2017	 THALES	Acquisition	4936
 FOX IT	Public safety	2015	 nccgroup	Acquisition	133
 SurfRight	Public safety	2015	 SOPHOS	Acquisition	29

There has been a clear consolidation of the market over the past 5 years

Buyer	Seller	Year	Amount (m€)	Segment
 Felton: Leader in Secure Infrastructures	 LAN TECH	2020	Undisclosed	Cloud & Infrastructure security
 kpn	 dearBytes	2017	Undisclosed	Cloud & infrastructure security
 EXCLUSIVE GROUP	 TECHACCESS blue vision	2017	Undisclosed	Public safety
 solarwinds	 SPAM EXPERTS SIMPLY SPAM FREE	2017	Undisclosed	Device security & antivirus
 TESORION	 novaccent	2017	Undisclosed	Cybercrime
 kpn	 QSight IT	2016	Undisclosed	Public safety

About KPN Ventures, KPN Security, Dutch Security TechFund & HSD

KPN Ventures is the venture capital investment arm of KPN, the leading telecom & ICT service provider in the Netherlands. KPN Ventures focuses on early growth-stage investments (Series A/B).

KPN Security is the brand name for all of KPN's business services in the field of digital safety, be it for SMEs, corporates or government authorities. KPN Security is the largest supplier of IT security products and services in the Netherlands and offers the most comprehensive range of solutions.

Dutch Security TechFund is a dedicated Dutch (cyber) security fund which aims to invest € 36 million in (cyber) security companies in both early stage as well as late-stage growth companies.

Hague Security Delta is a network of businesses, governments and knowledge institutions, that work together on knowledge development and innovation in security. They have a common goal: a more secure world, more business activity and more jobs.

with support from data partners:



Dealroom data per: 25/02/2021

The data sample used for the analysis is composed of the information available from Dealroom.co. Incomplete data points were removed from the data sample. We acknowledge the probability that the data sample is deficient.

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