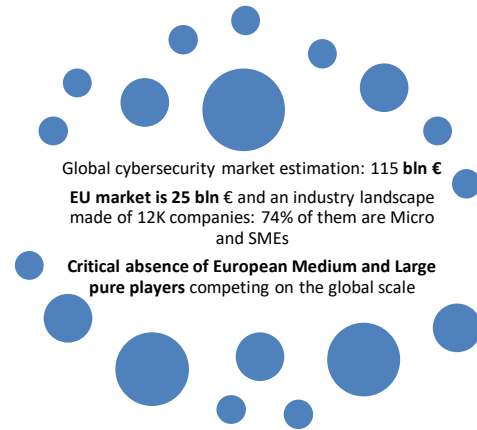


# An inter-regional accelerator programme as springboard to become European champions in cybersecurity



## Market Challenges & Risks for Europe ecosystem



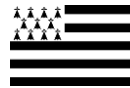
## Strengths of regional ecosystems to overcome the challenge



## Unique market-driven services

- Market Intelligence
- Business Design
- Sales Outsourcing
- Access-to-Finance

A rotary program with local visits to leverage on regional specializations



## An operational response to facilitate the emergence of pan-European players

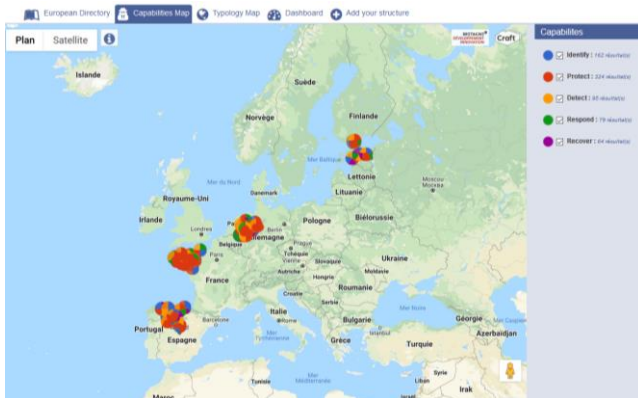
The conjunction of the regional specialisations, the proximity with potential customers through regional structures and four tailored services will make the Cyber Valleys program the unique gateway to create the future European champions in cyber security

# Value proposition: investment portfolio as output of the acceleration program

Mapping the most mature local ecosystems and identifying the regional strengths & gaps of the **cyber value chain**

Analysis of funding need as requested by DG REGIO mid-review

Cyber Valleys Fund Scheme



	Number	Funding need
F&F	10	128.000
Seed	25	575.000
Series A	22	1.686.364
Series B	11	5.045.455
Series C	5	11.000.000

	Average revenue	3 Year Revenue growth
F&F	85.257	477.467
Seed	155.515	4.205.142
Series A	785.889	4.381.662
Series B	836.494	6.969.131
Series C	1.826.000	14.554.400

- Two 6-month batches per year (10 companies \*semester)
- Over a 3 year period, 60 scale-ups will be accelerated
- **30 scaleups need to be funded**
- The focus will be in Series A rounds
- The Cyber Valleys fund will not invest alone but in conjunction with other VCs and should have the capacity to invest in follow-up rounds
- The Cyber Valleys fund will allow the total revenue of portfolio scale-ups to grow from around 30M€ to around **140M€**
- **12M€** the need for funding for running the program
- **Public-private participation** – discussion already ongoing with regional authorities and private investors

## Focus on growth stage companies

- **Min 1M€** revenue and willing to access to other regional markets
- **> 60 companies** have participated to our pilot case analysis
- **Detection and Recovery capabilities** identified as most pressing challenges for European market
- Critical need for reducing barriers to access to EU market

## Challenges and bottlenecks

- Difficulties to get official financial confidential data from companies → we anonymised the info
- Need to finalise the partnership governance → expertise required in 2020
- Missing link with EC financial institutions (EIB/EIF/Venture EU) → support to reach out to them
- Need to clarify the coordination with DIHs, EIC and DEP priorities → support to liaise with EC Services
- Need to clarify the Component V scheme and the financial mechanism → expertise required in 2020
- Need for keeping alive the partnership in 2020 → financial support for travels and meetings