

## More than 150 B2B meetings took place at the ECSO Cyber Investor Day in Madrid

**European Cyber Security Organisation (ECSO) held the fifth edition of its cyber security business matchmaking events across Europe, providing a forum for the European cyber security startups and investors to discuss strategic investments in cyber technologies.**

On 14 May 2019, the Cyber Investor Day took place in Madrid, Spain. The Madrid edition was organised in partnership with the Spanish National Cybersecurity Institute (INCIBE) and the Enterprise Europe Network (EEN). The event gathered around 100 participants from different European countries, including France, Spain, Ireland, Sweden, Germany, Italy, the Netherlands, Hungary, Portugal, and Estonia.

21 pre-selected European cyber security startups and 40 investors participated at the cyber security business matchmakings. A full-day event started with the opening remarks, followed by the two startups pitch sessions and business-to-business meetings between the startups and the investors. In total, more than 150 business-to-business meetings were held.

The Cyber Investor Day represents ECSO's ambition to launch a European cyber security industry roadshow, which would significantly help to promote the European cyber security technology and expertise. Since 2017, ECSO has organised successful cyber security business matchmaking events in Tallinn, Paris, Milan, Berlin and now Madrid, gathering around 200 innovative companies, significantly contributing to the European cyber security ecosystem.

ECSO cyber security business matchmaking events are designed to support companies positioned on the entire cyber security value chain and to cover the different investment phases, ranging from seeding to strategic investments, to mergers and acquisitions (M&A).

*'With every edition, the interest in our cyber security Business Matchmaking events is growing. This clearly demonstrates that there is still a lot to be done for the European cyber security ecosystem. Providing visibility and investment opportunities to the European startups is essential as they are the ones providing Europe with the innovative cyber security solutions'* – said **Luigi Rebuffi**, Secretary General of ECSO.

*'From INCIBE and the Government of Spain, we continue supporting a strong European cyber security industry, collaborating with main international players around common goal and removing bottlenecks to tackle main cyber security business challenges. Some examples of such cooperation include scale-up efforts in the cyber security value chain to enable developing outside of local markets and get a European dimension, with exposure to larger business opportunities and financing resources'* – said **Alberto Hernández**, CEO of INCIBE.

The next edition of the ECSO Cybersecurity Business Matchmaking event will be held on 15 October 2019 in Luxembourg.

### **About ECSO**

*The European Cyber Security Organisation (ECSO) ASBL, established in June 2016, is the privileged partner to the European Commission in implementing the contractual Public-Private Partnership (cPPP) on cyber security. ECSO unites a great variety of the European cyber security stakeholders, including large companies, SMEs and startups, research centres, universities, end-users, operators, clusters and associations, as well as the local, regional and national administrations across the European Union (EU) Member States, the European Free Trade Association (EFTA) and H2020 Programme associated countries. The main goal is to develop a competitive European cyber security ecosystem to support the protection of the European Digital Single Market with trusted cyber security solutions and, ultimately, to contribute to the advancement of the European digital autonomy.*