

# TIIN CAPITAL

The Informal Investors Network

## TIINformation 11/2022



### Hello again!

TIINformation – the news update from TIIN Capital – is back! It may seem different because of the English language and minor changes. However, changes are inevitable, including seasonal changes. Speaking of seasons... Autumn has arrived and is proof that change is beautiful. You may already long for the summer to return, but let's first enjoy the early sunsets, warm sweaters, hoodies and a full-bodied smoked bock beer. While transitioning from summer to winter, we attended amazing events, made new investments in cyber tech companies with excellent teams and welcomed new professionals to our team. Changes! There is much more to say about it, such as the changed time. The clocks shifted back an hour, so you could sleep an extra hour. But we at TIIN Capital do not! We spend an extra hour working and we truly enjoy it. In this TIINformation you will read how we spend our time and budget. Hello again!

## Fund News

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### TIIN Capital organizes ECSO Investor Days 2022

On October 17, 2022, the ECSO Investor Days 2022 were opened by Michael Lucassen from TIIN Capital and Dilan Yeşilgöz-Zegerius, the Dutch Minister of Justice and Security. The event was co-organized by TIIN Capital and took place at Security Delta (HSD) in The Hague. It included a pitch competition for cybersecurity startups, in which our portfolio

companies Syntho, Codean, Awen Collective and SonicBee participated. Furthermore, our portfolio companies BreachLock and EYE Security were featured in the fireside chat.



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## Team Expansion

On October 1, 2022, Marie Weijler and Kayin Lam both joined TIIN Capital. Marie will be Partner in our new Security Tech Fund, which is expected to launch in 2023. She focuses primarily on portfolio management and investor relations. Kayin is the new CFO of TIIN Capital and has various responsibilities, including the ongoing professionalization of our finance department.



**Marie Weijler LL.M MA MBA**

Multilingual venture capital professional with extensive experience in startup



**Kayin Lam MSc RA**

Multilingual finance professional with an auditor background at Big Four accounting

business development, fundraising and (deep) tech. She is a Forbes 30 under 30 honoree as well as the first Dutch citizen to be included in Venture Capital Journal's 40 Rising Stars under 40.

firm PricewaterhouseCoopers (PwC). She was involved in the audit of yearly accounts of a large number of enterprises and organizations in different industries.



### Reinout vander Meulen interviewed on 'Cyber Security Talks' podcast

Reinout vander Meulen from TIIN Capital has been interviewed on the 'Cyber Security Talks' podcast. He shared his experiences as an exited startup founder and he spoke about scouting the next unicorn in cybersecurity. You can listen to the podcast [here](#).

## Portfolio News



### 5 new investments in 2022

So far, TIIN Capital has made 5 new investments in 2022:

- Brama Systems
- BreachLock
- Codean
- Emproof
- Eye Security

**Brama Systems** enables organizations to provide maximum security for IT network environments (wired and WiFi) against access from unwanted devices and users. For more information on their technology, please click [here](#).

**BreachLock** offers penetration testing as a service (PtaaS), which is powered by certified hackers and AI. For more information on their security services, please click [here](#).

**Codean** has innovated software security testing. Their Codean Review Environment makes security experts' work 100x faster (up to 1,000x faster for certain tasks) and it automates mundane analysis tasks. For more information on their technology, please click [here](#).

**Emproof** has developed a unique technology that protects resource constrained (i)IoT and embedded devices against cyber threats and IP theft. For more information on their technology, please click [here](#).

**Eye Security** offers small and medium-sized enterprises a combination of affordable 24/7 managed cybersecurity services and a matching cyber insurance that covers remaining risks for the customer. For more information on their security services, please click [here](#).



The Co-Founders of Eye Security

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## ISO 27001 Certification for BreachLock

Our portfolio company BreachLock has become ISO 27001 certified. The ISO 27001 is the leading international standard focused on information security. It proves to customers and business partners that a company safeguards their data.

BreachLock offers penetration testing as a service (PtaaS), which is powered by certified hackers and AI. For more information on their security services, please click [here](#).

## 3 Must-Read Articles

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### 1. Cybersecurity funding remains high even as venture cools off (Crunchbase)

'Venture dollars invested into cyber startups hit almost \$6 billion in Q1 2022, according to Crunchbase data. That marks a nearly 50% increase from the first quarter of last year.'

[Read more](#)

## 2. Best practices to ramp up cybersecurity at private equity and VC firms (Forbes)

'Financial services firms are 300x more likely to become victims of cyberattacks than other businesses. Here are 5 recommendations that can help PEs and VCs step up their cybersecurity game.'

[Read more](#)

## 3. Dutch cybersecurity organizations to join forces (Computerweekly.com)

'Combining knowledge and information on cybersecurity, legal tasks and services in the event of major incidents increases the country's digital resilience.'

[Read more](#)

## Upcoming Events



### Meet our team at the following events:

#### Wed 9/11

Annual NVP Seminar  
(Amsterdam, NL)

#### Tue 15/11 - Thu 17/11

European Cyber Week  
(Rennes, FR)

#### Wed 16/11

M&A Forum  
(Amsterdam, NL)

#### Thu 17/11

#### Wed 7/12

imec.istart Investor Day  
(Antwerp, BE)

#### Tue 7/2

Level 20 Netherlands Networking Event  
(Amsterdam, NL)

#### Mon 6/3 - Wed 8/3

ECISO European STARTup Award  
(Bilbao, ES)

#### Wed 5/4 - Fri 7/4

Level 20 Netherlands Networking Drinks at EY  
(Amsterdam, NL)  
**Tue 22/11**  
Dutch Women in VC Networking Event  
(Amsterdam, NL)  
**Tue 29/11**  
PITCH.DAY  
(Amsterdam, NL)  
**Thu 1/12**  
VEECEEE Networking Event  
(Amsterdam, NL)

FIC Conference  
(Paris, FR)  
**Mon 24/4 - Thu 27/4**  
RSA Conference 2023  
(San Francisco, USA)  
**Tue 30/6**  
ACG Holland Growth Awards 2023  
(Amsterdam, NL)

## About TIIN Capital | Dutch Security Tech Fund

TIIN Capital, also known as the Dutch Security Tech Fund, was founded in 1998. We invest in cybersecurity and IoT security startups and scale-ups. Our regional focus is Europe. We have a gender-diverse team that includes startup founders with a successful exit.

Among our current portfolio companies are Awen Collective, Brama Systems, BreachLock, Codean, EclecticIQ, Emproof, Eye Security, Felton, Oddity.ai, Probely, Securely, SonicBee, Sweepatic Security, Sygno, Syntho, VIVOLTA.

For more information, please visit our website: [www.tiincapital.nl](http://www.tiincapital.nl)



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