

Collaboration Opportunities EU - South Med

Bringing regions and businesses closer

Skirmantė Baležentienė,
Cluster Coordinator. 2024



FETEK
Lithuanian Photovoltaics
Technology Cluster

proTECH 
Cluster Coordinator



Lithuania's **Photovoltaics** sector overview

Co-opetition over Competition



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4

Main Photovoltaics Manufacturers

39

Photovoltaics Industrial Cluster Members

50

mln. eur

ongoing joint RTD **projects** through Horizon Europe

120

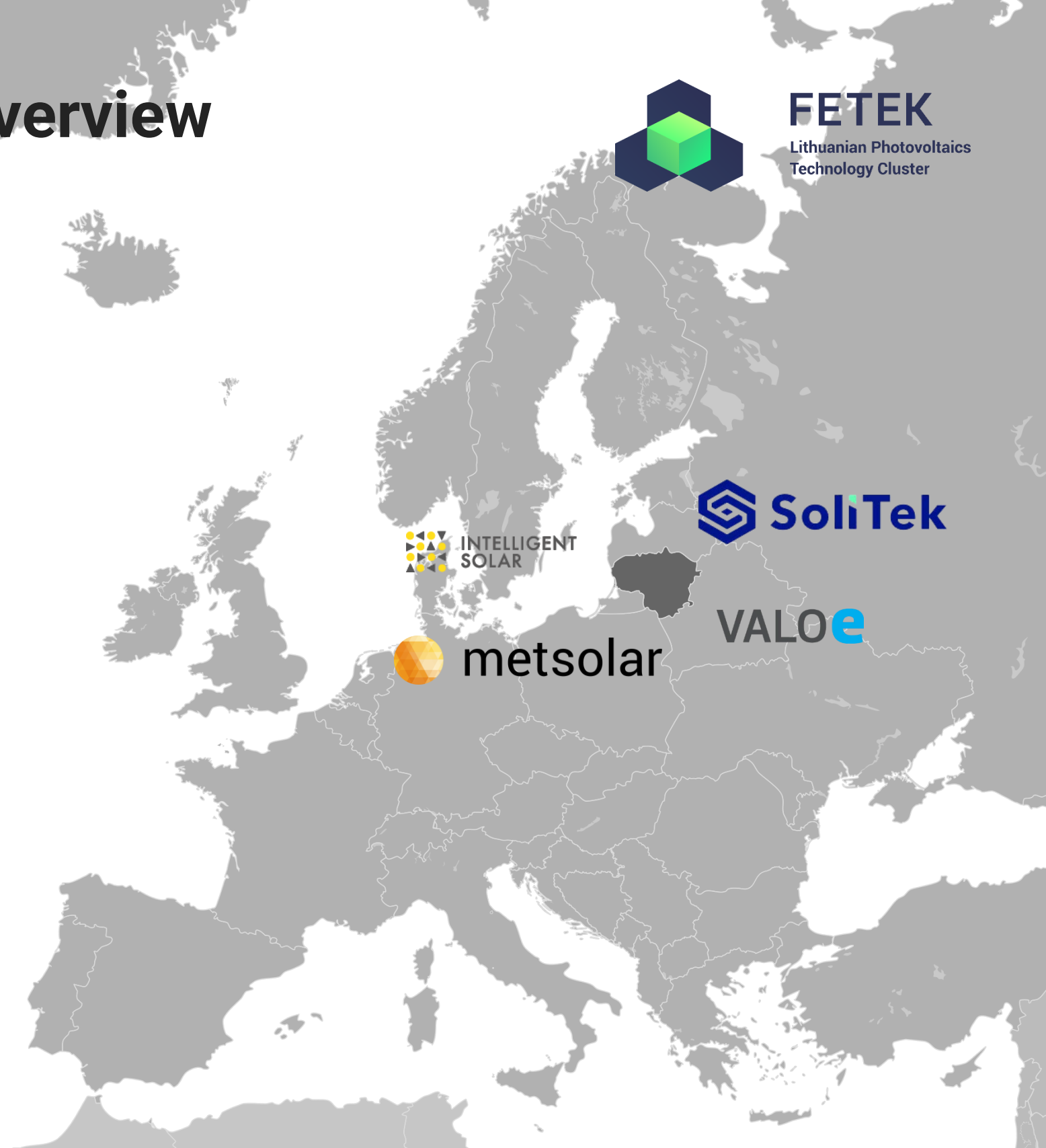
joint RTD initiatives



SoliTek

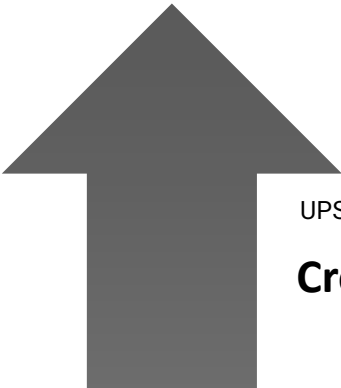
VALOE

metsolar



Photovoltaics Value Chain in EU

Ecosystem-centric approach is a necessity

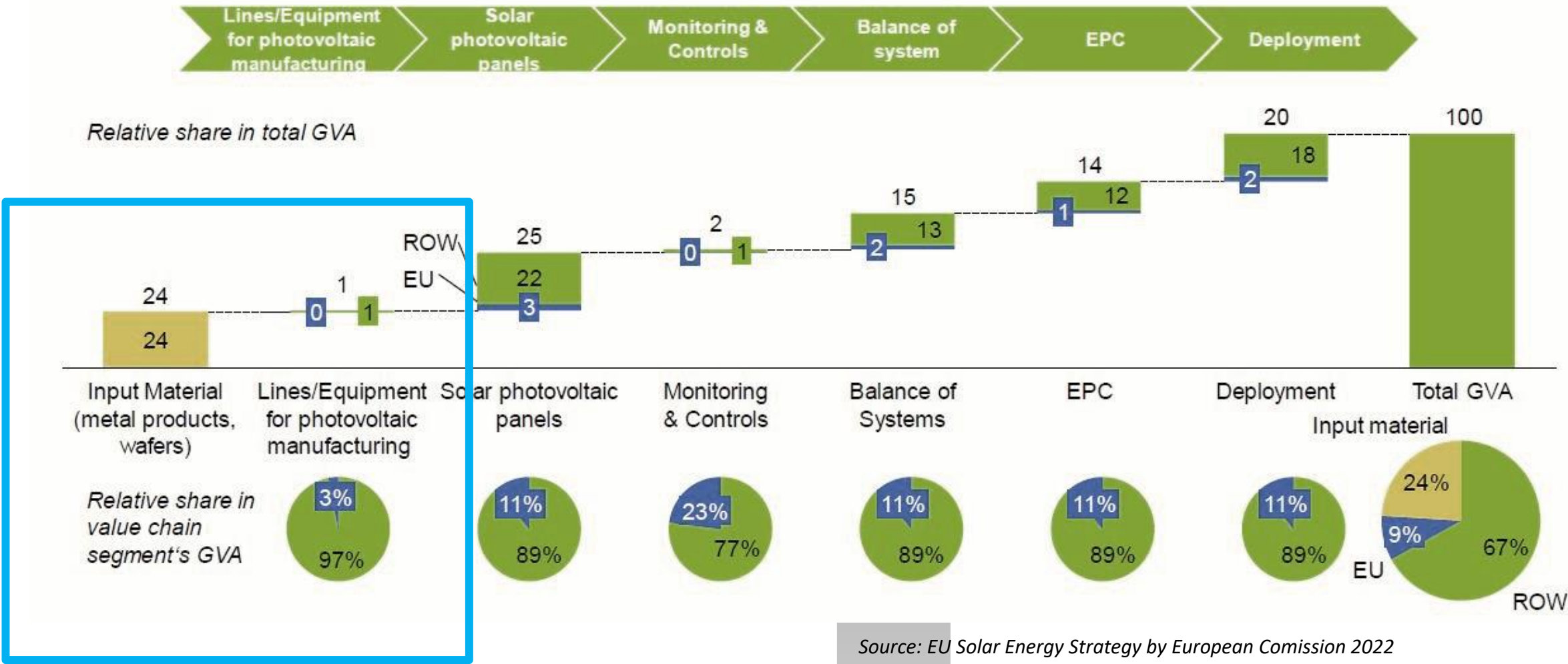


UPSTREAM ECOSYSTEM

Cross-sectorial collaboration



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ECCP Missions

Pathway to **Long-term partnerships**



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Morocco

PV manufacturing in SouthMed
Market intelligence

RTD collaboration
Green Energy Park Collaboration

Singapore

Lithuania-Taiwan-China Conflict
Allowed to diversify supply chain of
raw materials

AHEAD

HORIZON-CL5-2025-D3-15 : Building a Long-Term Africa-EU R&I on Sustainable Renewable Energies joint collaboration

AND MORE...



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From industry perspective

Recommendations To Success

Early preparation is highly important.

Clear pitches (value proposition, expertise, demands), RTD call analysis & list.

Openly and proactively co-create.

Know your organisations to the core. Proactively ask for advise, opinion or connection you are looking for.

Market intelligence of Host organizations.

Hosts (with support from visiting entities) should **act as catalyst** and mediators for bringing demand and supply of entities together before the actual event takes place.



#REPowerEU



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Cluster Coordinator



Let's connect on
LinkedIn

Thank **you**

Skirmantė Baležentienė

Coordinator of Lithuanian Photovoltaics Industrial Technology Cluster

Address: Vismaliukų g. 34, Vilnius, Lithuania

E-mail: skirmante@protechnology.lt