



PARTICIPANTS BOOKLET



22 - 24 October 2024

EU-Singapore

#ECCPMatchmaking











EU-SINGAPORE MATCHMAKING EVENT

Background

The European Commission (EC) will organise the **EU – Singapore Matchmaking Event** in the context of the **Singapore International Energy Week** which will be held on 21-25 October 2024.

The EU – Singapore Matchmaking Event itself will take place on-site in Singapore 22-24 October 2024.

The event will be jointly organised by the European Commission through the European Cluster Collaboration Platform (ECCP), in collaboration with the Enterprise Singapore (EnterpriseSG), the Singapore Business Federation and the Enterprise Europe Network (EEN).

The **EU – Singapore Matchmaking Event** will bring together cluster organisations and SMEs from the European Union (EU), non-EU countries participating in the Single Market Programme/COSME Strand, and Singapore. It will provide participants an excellent chance to promote Cluster to Cluster (C2C), Cluster to Business (C2B), and Business to Business (B2B) collaborations.

OVERALL AGENDA OF THE BUSINESS MISSION BY DAYS

22 October 2024

Time	Programme		
	Registration of the EU delegation		
08:30 - 08:40	Location: Rendezvous Hotel Singapore		
00.30 - 00.40	9 Bras Basah Rd, Singapore 189559		
	Presentation of the EU delegation - Who is Who		
	Location: Rendezvous Hotel Singapore		
08:40 - 09:20	9 Bras Basah Rd, Singapore 189559		
	Performed by Zoran Stamencic, EISMEA (European Commission) and Teodora Jilkova , ECCP Team Member		
09:20 - 09:50	Transfer to Singapore Business Federation premises Location: 160 Robinson Road, #06-01, SBF Center, Singapore 068914		
	On-site Registration		
09:50 – 10:00	Location: 160 Robinson Road, #06-01, SBF Center, Singapore 068914		
	Session Open		
	- Ms. Samantha Teo, SBF Executive Director, International Business		
10:00 – 10:05	Division, Singapore Business Federation		
10.00	 Welcoming Remarks Mr. Federico Donato, SBF Council Member and Immediate Past President of the European Chamber of Commerce 		
	Singapore, your hub for ASEAN		
10:05 – 10:35	- Mr. Bruno Mascart , Managing Partner, Founder of <u>Altios</u> International		
	IP Tips for the Singapore Market		
10:35 – 11:00	 Mr. James Kinnaird, External Expert of the SEA IP SME Helpdesk project / Partner at Marks & Clerk SG 		
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	 Sharing by Enterprise Sustainability team at Enterprise Singapore Ms. Karel Lim, Development Partner, Enterprise Sustainability 		
11:00 – 11:30	team, Enterprise Singapore		
	 Sharing on the Singapore Green Plan 2030 and green economy efforts including the Enterprise Sustainability Programme (ESP) 		
11:30 – 12:30	Business Lunch		
	Coffee Dreek		
12:30 – 13:00	Coffee Break Registration of SG Participants		

21:00	End of the dinner		
	, , , , , , , , , , , , , , , , , , , ,		
	Committee - Mr. Chew Hwee Yong, Director of Partners, Enterprise Singapore		
	Opening and Welcome Remarks - Mr. S S Teo, Chairman of SBF Internationalisation Action		
	- Ms. Samantha Teo, SBF Executive Director, International Business Division		
15.15	Session Open		
19:15			
19:00	Networking Reception Dinner starts		
	Mice Room Level 2 Address: 126 Beach Road, Singapore 189772		
18:30	Address: Guoco Midtown Network Hub		
	Registration for the Networking Reception		
17:20 – 18:30	Free time		
14:40 - 17:20	Bilateral matchmaking sessions between participants (8 meetings)		
14:30 - 14:40	Break		
13:30 – 14:30	Introduction of the EU and Singapore delegation		
13:10 – 13:30	 Sharing on the Enterprise Europe Network Mr. Flaviu Iorgulescu, InPULSE Partners, EEN & ECCP Member Mr. Arne Gramckow, Deputy Director, North America, Europe & Central Asia, Singapore Business Federation 		
	- Ms. Mariella Masselink , Head of Unit, Industrial Forum, Alliances, Clusters, DG GROW, European Commission		
	 President of the European Chamber of Commerce Her Excellency Iwona Piórko, Ambassador to the European Union Delegation to Singapore 		
13:00 – 13:10	 cooperation Mr. Federico Donato, SBF Council Member and Immediate Past 		
	Division, Singapore Business Federation Opening Remarks and speeches on EU-Singapore business		
	Session Open - Ms. Samantha Teo, SBF Executive Director, International Business		

Times shown, as well as the order of planned activities may be subject to change.

23 October 2024

Organised in the context of <u>Singapore International Energy Week & ACES Exhibition</u>

Thematic Site Visits

Time	Programme		
9:30 – 10:00	Registration Sands Expo and Convention Centre, Marina Bay Sands, Singapore.		
10:00 – 12:00	Matchmaking and stand visits at ACES Exhibition, organised via the official app of the event		
12:00 – 13:00	1-hour session in the TechTalks @ ACES, short sharing and presentations		
13:15 – 14:15	Transfer to site visits		
14:30 - 15:30	Eco Sustainability Tour Singapore Discovery Centre Address: 510 Upper Jurong Rd, Singapore 638365		
15:30 – 16:30	Transfer to next site visit		
16:30 – 18:00	Site Visit to Applied Total Control Treatment Pte Ltd (ATC) https://www.atc-treatment.com/ Location: 24A Woodlands Loop, Singapore 737891		

Times shown, as well as the order of planned activities may be subject to change.

24 October 2024

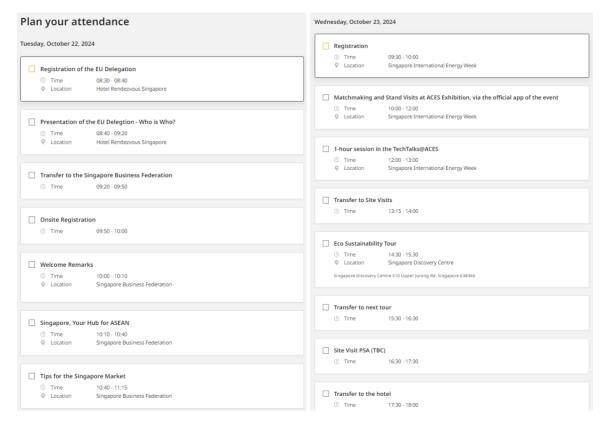
Site Visits

Time	Programme			
8:00 - 08:45	Bus Transfer to Site Visit Meeting Point Location: Rendezvous Hotel Singapore 9 Bras Basah Rd, Singapore 189559			
09:00 – 11:00	Site Visit to Clean Kinetics Location: 22 Tampines Street 92 Singapore 528876 - Visiting an industrial roof top solar project in East Singapore - A brief introduction of Clean Kinetics and the solar landscape in Singapore https://ck.com.sg/			
11:00 – 12:00	Transfer			
12:00 – 12:30	Debriefing Session, Feedback - Performed by ECCP Team Location: <u>Satay by the Bay</u>			
12:30 – 13:30	Free time, opportunity for joint lunch at <u>Satay by the Bay</u> (on its own cost)			
13:00 – 13:50	Walk from Satay by Bay to next Site Visit			
14:00 – 15:00	Site Visit to Sustainable Singapore Gallery Location: 8 Marina Gardens Dr, Singapore 018951 https://www.pub.gov.sg/Public/Places-of-Interest/Marina-Barrage/SSG#			

Times shown, as well as the order of planned activities may be subject to change.

GENERAL INFORMATION

Register for B2Match - Plan your attendance and meetings



Register at B2Match: <u>link HERE</u>

- Book your meetings
- Create your matchmaking opportunities.
- Start booking meetings <u>Meeting requests must be accepted</u>, otherwise they cannot be scheduled.
- Schedule your own meetings Each matchmaking meeting will last for 20 minutes.
 - o The content of the meetings is **completely confidential**.
 - o You may invite additional guests to the meeting
 - o You may reschedule
 - o The system is recommending meeting partners for you according to your profile
- On the day of the event, please check your meetings' agenda (and download it)

MAIN VENUE: Rendezvous Hotel Singapore

Location: 9 Bras Basah Road Singapore 189559

Phone: +65 6336 0220

Email: <u>reseasy@fareast.com</u>

Located in the Arts & Heritage District, Rendezvous Hotel Singapore at Bras Basah embodies the rich history and trendsetting spirit of its surroundings.

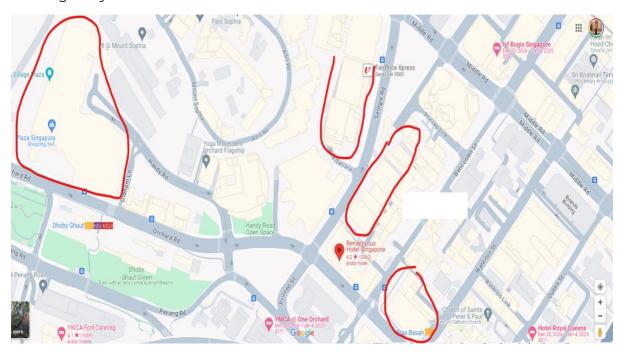
Art is at the core of everything we do. By juxtaposing the retro elements and heritage of the neighborhood with the hotel's contemporary interior design, we aim to foster an appreciation for both past and present art.

Immerse yourself in a multi-



sensory art experience featuring a variety of mediums, from static sculptures and paintings to interactive multimedia installations. These diverse art forms combine to create a unique hotel experience, placing you at the very heart of Singapore's vibrant arts culture.

Those in Red Circle is the shopping mall, around the surrounding there is a food and beverage for you to dine in after the show.



EXPO VENUE: <u>Sands Expo & Convention Centre, Marina Bay Sands, Singapore</u>

Location: 10 Bayfront Avenue Singapore, Singapore 018956



Directions from the main hotel Rendezvous Hotel Singapore, 9 Bras Basah Rd, Singapore 189559 to Sands Expo & Convention Centre, 10 Bayfront Ave, Singapore 018956: https://maps.app.goo.gl/HfepEG3yeApJUVny8



ASIA CLEAN ENERGY SUMMIT



Asia Clean Energy Summit (ACES) is Asia's leading event focusing on clean energy technology, policy and finance supported by leading government agencies, research institutes and industry in Singapore. ACES provide a common platform for regional thought leaders in both the public and private sector to collaborate on critical issues and opportunities in harnessing

clean energy for the future. As the regional platform to share and co-create innovative clean energy solutions, ACES supports the vision to be a clean energy hub for Asia.

ACES exhibition creates a marketplace for companies to showcase latest technologies solutions.

FLOOR PLAN: https://www.asiacleanenergysummit.com/floor-plan-2024



REGISTER YOUR PASS: Register your pass through the <u>ACES website</u> (or directly via app) and download ACES app to access the meet and match function.

Chose the "Trade visitor" option and follow the steps.

Download the App:

App Store Google Play





Login:

Use your registered email address and enter the 6 digits OTP sent to your inbox to access the business matching feature via the App.

Access Your Meet and Match Platform

The platform is designed for ease of use, and we are excited to guide you through the steps to get started:

- 1. **Log in**: Use your registered email address with OTP to log in to the ACES Meet and Match platform.
- 2. **Create Your Profile**: Upon logging in, you'll be prompted to complete your profile. Ensure that your information is accurate and up-to-date, as this will help potential meeting partners understand your background and interests.
- 3. **Explore and Connect**: Browse through the list of attendees, exhibitors, and speakers on the platform. The platform's intelligent algorithm will suggest potential matches based on your interests and goals.
- 4. **Request Meetings**: Select individuals or companies you wish to connect with and send meeting requests. You can propose specific time slots that align with your availability on the 24th and 25th of October.
- 5. **Manage Your Schedule**: Once your meeting requests are accepted, the platform will generate a personalized schedule for you. You can view your confirmed meetings, reschedule if needed, and even set reminders.

Please note that the platform will be accessible in advance of the event to allow you ample time to set up meetings and plan your schedule. A dedicated space in the ACES Exhibition will be available for your meetings.

KEY MISSION ACTIVITIES BY DAYS AND MEETING POINTS

22 October 2024

Meeting point: *Rendezvous Hotel Singapore*, 9 Bras Basah Rd, Singapore 189559 08:30 – 08:40 Registration

08:40 - 14:40 - Presentation of the EU delegation - Who is Who

09:20 - 09:50 - Transfer to Singapore Business Federation premises

Location: 160 Robinson Road, #06-01, SBF Center, Singapore 068914

10:00- 17:20 -Business Seminar & Bilateral matchmaking sessions between participants

18:30 - Registration for the Networking Reception

Meeting point: Guoco Midtown Network Hub, Mice Room Level 2 Address: 126 Beach Road, Singapore 189772

23 October 2024

9:00 - 09:30 - Bus Transfer to Singapore International Energy Week & ACES Exhibition

Meeting point: *Rendezvous Hotel Singapore*, 9 Bras Basah Rd, Singapore 189559 Time: **09:00**

9:30 – 10:00 – Registration, Sands Expo and Convention Centre, Marina Bay Sands, Singapore

13:15 - 14:15 - Transfer to site visits

24 October 2024, Site Visits

8:00 - 08:45 - Bus Transfer to Site Visit

Meeting Point: Location: **Rendezvous Hotel Singapore,** 9 Bras Basah Rd, Singapore 189559

12:00 – 12:30 - Debriefing Session, Feedback - Performed by ECCP Team

Location: Satay by the Bay

OTHER USEFUL INFORMATION

Pre-departure checklist:

- Secure tickets for any flight to Singapore
- 3 days before arrival (including the day itself): Submit <u>SG Arrival Card</u> and e-health declaration via the official and free e-service on the Immigration & Checkpoints Authority (ICA) website

Living the Airport

Useful link: https://www.changiairport.com/en/airport-guide/transport/leaving-the-airport.html

How to reach the **Rendezvous Hotel Singapore** from the Airport

By train - take the train from Changi Airport MRT Station CG Tanah Merah to Expo, then from Bukit Panjang take another line to Bencoolen. You have to walk about 3 minutes to the Hotel.

Get detailed train timings on the **SMRT Journey Planner**.

Payment options for public transport include contactless Mastercard/Visa/NETS bank cards, mobile wallets, stored-value EZ-Link/NETS FlashPay cards, and Singapore Tourist Pass. Do note that admin fees apply for payments with foreign-issued bank cards.

Stored-value EZ-Link cards can be purchased from any Changi Recommends store, and at the Passenger Service Centre or TransitLink Ticket Office at Changi Airport Station. Click here for more information on the payment options for public transport.

By Public Bus

Terminals 1, 2 and 3: Bus stops are located at the basement bus bays. You can take buses 24, 34, 36, and 858 from there.

Terminal 4: At the bus stop next to Car Park 4B, you can take buses 24, 34, 36. At the bus stop near the SATS Inflight Catering Centre 1, you can take bus 858.

Payment options for public transport include contactless Mastercard/Visa/NETS bank cards, mobile wallets, stored-value EZ-Link/NETS FlashPay cards, and Singapore Tourist Pass. Do note that admin fees apply for payments with foreign-issued bank cards.

Stored-value EZ-Link cards can be purchased from any Changi Recommends store, and at the Passenger Service Centre or TransitLink Ticket Office at Changi MRT Airport Station. Click here for more information on the payment options for public transport.

Alternatively, you may use cash to pay for your bus fare. Please prepare the exact fare for your trip as no change will be given.

By Taxi

Taxis are available for hire at the taxi stands in the Arrival areas of Terminals 1, 2, 3 and 4. A ride to the city takes about 30 minutes and costs between S\$20 and S\$40. All fares are metered.

There is an additional Airport Surcharge for all trips originating from the Airport:

- Mon-Sun (5:00PM-11:59PM): S\$8 Airport Surcharge
- All other times: S\$6 Airport Surcharge
- Midnight surcharge (12:00 AM-6:00 AM): 50% of final metered fare
- Peak-hour surcharge (6:00 AM-9:30 AM, Mon-Fri and 6:00 PM-12:00 AM, Mon-Sun): 25% of final metered fare

Learn more about rates here

Airport Transfer

Our 24-hour Ground Transport Concierges (GTC) offers convenient transfers from Changi Airport to your destination. There are two ways to make a booking:

- 1. Click <u>here</u> or download the iChangi app to book a ride in advanced
- 2. Approach our friendly customer service officers at the GTC counters at the following locations:
 - <u>T1: Arrival Pick-up, Basement</u>
 - T2: Arrival hall, level 1, door 5
 - T3: Arrival hall, level 1 (next to information counter)
 - T4: Arrival hall, level 1 (next to information counter)

Transportation options include:

- 4-seater vehicle (S\$55.00 per trip to any destination in Singapore)
- 7-seater vehicle (\$\$60.00 per trip to any destination in Singapore)

City Shuttle (S\$10.00 per adult or S\$7.00 per child below 12 years of age)
 to selected downtown areas. The City Shuttle departs every hour from 07:00 –
 23:00hrs

COVID MEASURES

There are no longer any COVID-19 measures for travellers arriving in Singapore from 13 Feb 2023, regardless of vaccination status or traveller profile.

CURRENCY AND PAYMENT

The **Singapore dollar** (sign: **S\$**; code: **SGD**) is the official currency of the Republic of Singapore.

The Singapore dollar is used here and notes come in denominations of S\$2, S\$5, S\$10, S\$50, S\$100, S\$1,000 and S\$10,000. Coins come in 5, 10, 20 and 50 cents and S\$1.

The city-state is as tech-savvy when it comes to payment systems, so you should be able to get by without needing cash for many expenses. International debit and credit cards are broadly accepted.

WATER

You can drink water straight from the tap as the water in Singapore passes World Health Organization standards. You can also buy bottled water easily.

WEATHER

Singapore is hot and humid all year-round, with temperatures usually reaching over 30°C. You should be prepared for rain at any time, which can be torrential but usually brief

LANGUAGE

You will be able to speak English to Singaporeans, most of whom are fluent in it. Many Singaporeans also speak an additional language, usually Mandarin Chinese, Malay or Tamil.

TIPPING

Tipping is encouraged when you experience good service, and this would be above the standard 10 percent gratuity to your bill added by some restaurants and hotels.

NO SMOKING AREAS

You are not allowed to smoke in all air-conditioned places such as malls and eateries. You may smoke in designated smoking areas.

POWER PLUG

The standard electrical current used in Singapore is 220-240 volts AC (50 cycles) and you can use power plugs with three square prongs here.

USEFUL NUMBERS

Police

999

Ambulance & Fire Brigade

995

Flight Information

1800 542 4422

Enjoy your stay in Singapore. For more info check: <u>Visit Singapore</u>

After event Debriefing survey (will be sent via EU Survey)

All fields are mandatory.

1. Organisation Profile

Cluster Organization	
Country:	
Contact Person:	
Position/Title:	
E-mail Contact Person:	
Phone:	
Gender:	Male □ Female □
ls it the first time that your organisation	Yes $□$ No $□$ Not sure $□$
attends a Matchmaking Event organised by	
ECCP?	

2. Impact of the Event

Indicator	Number
Total number of total formal meetings conducted (online or ad hoc)	
Total number of total informal meetings conducted (i.e. networking	
during breaks, lunches, etc.)	
Formal meetings breakout	
Please indicate how many of your formal meetings were conducted	
with non-European organisations (online or ad hoc)	
Please indicate how many of your formal meetings were conducted	
with European organisations (Clusters and SME's)	
Informal meetings breakout	
Please indicate how many of your informal meetings were conducted	
with non-European organisations (online or ad hoc)	
Please indicate how many of your informal meetings were conducted	
with European organisations (Clusters and SME's)	
How many cooperation cases do you expected to be initiated following	
this event?	

2.1 Cooperation cases details

Based on the number provided in last question above, it is mandatory to present in detail at least 2 cooperation cases:

Cooperation initiated with the following organisation:		
□ European Cluster		
□ European firm		
□ Non-European Cluster/Organisation		
□ Non-European firm		
Organisation Name (or main activity if		
confidential):		
Organisation Country:		
Organisation Sector:		
Organisation website (if available)		
Type of collaboration:		
□ Research & Development		
□ Technology transfer		
□ Exports		
□Imports		
□ Soft Landing services		
□ Staff Exchange		
□ Academic		
□ FDIs: Inward/outward		
□ Other (specify):		
Please briefly describe the collaboration purpose / activity that has been considered,		
agreed upon, launched, or established, as well as the precise actions/implementation		
stages that you intend to take or have taken (quality examples provided below):		

Example 1:

During our meeting with (partner name) we discussed and expressed mutual interest in joint RTD and demonstration activities. During follow-up telco we extended this discussion to more specific issues. Next steps were set as follows:

- 1. X and Y counterparts will scan possible calls suitable for X to join EU joint proposal preparation for demo sites, technology development and transfer.
- 2. Certification services provided by X for EU modules to enter Morocco as X is soon to be accredited laboratory for this topic. The cluster expressed their willingness to support X with available knowledge on accreditation of the PV testing lab as well as certification activities.
- 3. Under discussion still how we can transfer "Building Integrated Photovoltaics" installation best practices to Morocco.
- 4. Joint manufacturing facilities can be also topic for further discussions and joint collaboration.

Example 2:

The collaboration purpose is as follows: to find partners in our network in order to take advantage of Y world class and unique timing offerings. This means mutually collaborative import-export because they have a key component that is useful for optical communications.

For research and development their expertise with creating custom quartz crystals and patented process for scoring sections of quartz in order to create ultra precise timing oscillators is of great interest to our members and there are opportunities via Horizon funding for collaborative research that can help both entities.

We have held two meetings after the Taiwan event and have the third one scheduled.

3. Relevance of the event towards individual objectives

Testimonial

Please provide a few statements describing the outcome or results you have achieved or expected to accomplish because of this event (your testimonial may be included in ECCP related publications and allowed access on the ECCP).

Indicator	Score (0 – 5)
Vision and knowledge of new markets and technology trends	
Knowledge of geographical market entry barriers for cluster organisations / members	
Signature of cooperation agreements between companies and/or	
laboratories within participating Singaporean organisations	
Development of new business activities	
Increased international visibility and market penetration: facilitate search for	
strategic alliances/partners	
Accessing new research and innovation competences and developing	
concrete projects	

4. Overall Quality of the Event

Indicator	
Did the event meet your expectations?	Yes □ No □
Did you consider the presentations suitable to the event?	Yes □ No □
How was the quality of the overall event?	Rate from 1 to 5
How was the quality of the preparation webinar?	Rate from 1 to 5
How was the quality of the information provided before the event?	Rate from 1 to 5
How would you rate the quality of the matchmaking sessions?	Rate from 1 to 5
How would you rate the quality of the facilities?	Rate from 1 to 5

Participation of Singaporean clusters and cluster-like organisations, and SMEs in the event for establishing further partnerships / contact	Rate from 1 to 5	
Is 20 minutes per meeting a proper time for you in these kinds of events?	Yes □ No □	
Please submit your ideas for improving future cluster matching events:		
What countries are you interested in partnering with (both in the EU and	d globally)?	
Would organizing a matchmaking event connected to these nations be beneficial to you		
(either in the EU or in the individual country)?		

Members of the EU delegation to Singapore CLUSTERS

Cluster Organisation	Country	Industry Sector
Open Hub Creative Cluster	Romania	Sectoral Industries - NACE 2 digit, Industrial Ecosystems, Sectoral industries - NACE 4 digit, Technology fields - EEN fields, S3 EU priority areas
Polish Cluster of CompositeTechnologies	Poland	Advanced materials and technologies for the renewable energy industry. e.g. wind power plants, tanks, pipes for hydrogen tranposprt and storage.
Sustainable Business Hub Scandinavia AB	Sweden	Sustainable energy, climate adaptation, circular economy
Southwest Hungarian Engineering Cluster	Hungary	Other
Estonian Cleantech Association	Estonia	Clean Energy and Green Tech
Descartes Développement et Innovation	France	Clean Energy and Green Tech
AMEC	Spain	Clean Energy and Green Tech
Transilvania IT Cluster	Romania	Digital Technologies
AQM Normandy	France	Sustainability, Corporate Social Responsibility (CSR), Circular Economy
Science, Technology and Educational Platform for Photonics	Hungary	Other
NEXT TECHNOLOGY TECNOTESSILE - TUSCANY FASHION CLUSTER	Italy	Other
Iconic Cluster	Romania	Sustainability in Digital Tech

Lithuanian Photovoltaics Industrial Technology Cluster	Lithuania	Energy Transition
ASSOCIACION RAILGRUP	Spain	eMobility
ACPMR-ASSOCIAÇÃO CLUSTER PORTUGAL MINERAL RESOURCES	Portugal	Clean Energy and Green Tech
Bulgarian Digital Cluster	Bulgaria	Sustainability in Digital Tech

SMEs

Cluster Organisation	Country	Industry Sector
Paged Energy S.A.	Poland	Green tech
482.solutions	Ukraine	Digital Tech
Inowattio srl	Romania	Software Engineering
SMARTECO GROUP	France	Energy Transition Financing
WeavAir	Poland	Data collection systems for optimizing the efficiency and ROI of energy transition projects