

An initiative of the European Union



ECCP MATCHMAKING EVENTS ★

EU-South MED MATCHMAKING EVENT

In the context of Egypt Infrastructure and
Water Expo and The Big 5 Construct Egypt

CAIRO, EGYPT **16 - 18 JUNE 2025**





An initiative of the European Union



ECCP MATCHMAKING EVENTS ★

WELCOME



Agenda

10:00-10:30 **Welcome and Opening remarks**

- **Mariella Masselink, DG GROW**, European Commission (video message)
- **Giacomo BOGO**, Programme Manager & IFIs Coordinator at EU Delegation to Egypt
- **Martina BACOVA**, Project Adviser at European Innovation Council and SMEs Executive Agency (EISMEA)
- **Dr. Khaled Abdel Azim**, Executive Director, Federation of Egyptian Industries
- **Sarra Boussaidi**, Project Manager, ANIMA Investment Network

10:30-11:20 **Breaking the ICE – Pitching Session Round I: EU participants**

11:20-11:40 **Coffee Break**

11:40-11:55 **Presentation by the General Authority for Investment & Free Zones (GAFI)**

- **Mai Tawfik**, Senior Country Manager, GAFI

11:55-12:10 **Testimonials and Examples of business cooperations EU – South Med**

- **Noha Elbalky**, Egyptian Renewable Energy Cluster
- **Skirmante Baležentienė**, Photovoltaic Industrial Technology Cluster – FETEK,
- **Jean-Christophe de Tautzia**, Descartes Développement et Innovation

12:10-13:00 **Pitching Session Round II: South Med participants**

12:10-13:00 **Networking Lunch**

14:00-17:00 **Matchmaking Event: B2B Meetings**

17:00-17:30 **Feedback harvesting, Debriefing Session**

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Moderator: Teodora Jilkova, Veritas Cluster, ECCP Team member

Welcome and Opening Remarks

Mariella Masselink

DG GROW, European Commission
(video message)

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Giacomo BOGO

Programme Manager & IFIs Coordinator at EU
Delegation to Egypt

Welcome and Opening Remarks

Martina Bacova

Project Adviser at European Innovation Council
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Welcome and Opening Remarks

Dr. Khaled Abdel Azim

Executive Director, Federation of Egyptian
Industries

Welcome and Opening Remarks

Sarra Bussaidi

Project Manager, ANIMA Investment Network

Pitching Session Round I:

EU Participants



- **Federica Fernandez**, Cluster Ecodomus, Italy
- **Irena Lobocka**, sustainable Infrastructure Cluster, Poland
- **Jean-Christophe de Tauzia**, Descartes Développement et Innovation, France
- **Liene Leikuma-Rimicane**, Latvian IT Cluster, Latvia
- **Marius Alexa**, Iconic Cluster, Romania
- **Rodica Lupo**, Technology Enabled Construction Cluster – TEC, Romania
- **Skirmante Baležentienė**, Photovoltaic Industrial Technology Cluster – FETEK, Lithuania
- **Vladimir Gumilar**, Construction cluster of Slovenia
- **Vincent Civita**, AQM Normandy, France
- **Ercan KÜÇÜKARSLAN**, ASES Training, Türkiye

Moderator: Teodora Jilkova, Veritas Cluster, ECCP Team member

Pitching session

Federica Fernandez

Cluster Manager - Prof. PhD. Arch.

Pitching session



CLUSTER ECODOMUS

SUSTAINABLE CONSTRUCTION, ENERGY
SAVING AND TECHNOLOGIES POWERED BY
RENEWABLE SOURCES

ITALY

Main goals

Promote **collaboration** among enterprises, research centers and public administration

Improve the **economic** and **environmental competitiveness of SMEs** in the national and international markets

Improve the **know-how** and the **expertise** of SMEs promoting networking and international cooperation



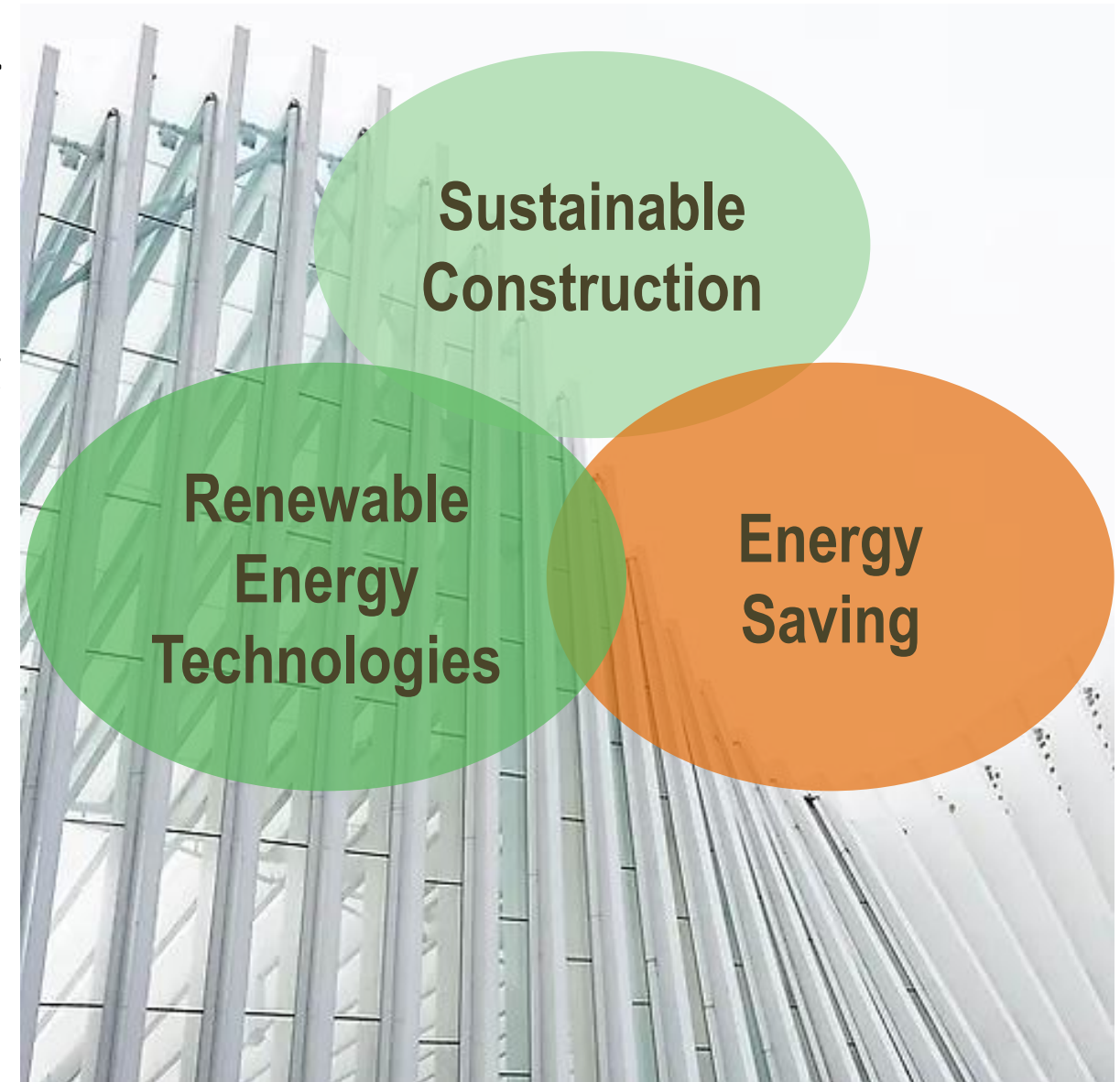
The Cluster Ecodomus

The Cluster represents **167 Italian SMEs**, bringing together other public and private entities in the national territory operating in the **sustainable construction and energy saving sector**, covering the entire sustainable construction chain, from the design of the **sustainable building** to the disposal of construction **waste**, passing through the **construction** and **maintenance** of the "building" product, **renewable energy** production and **smart mobility**.

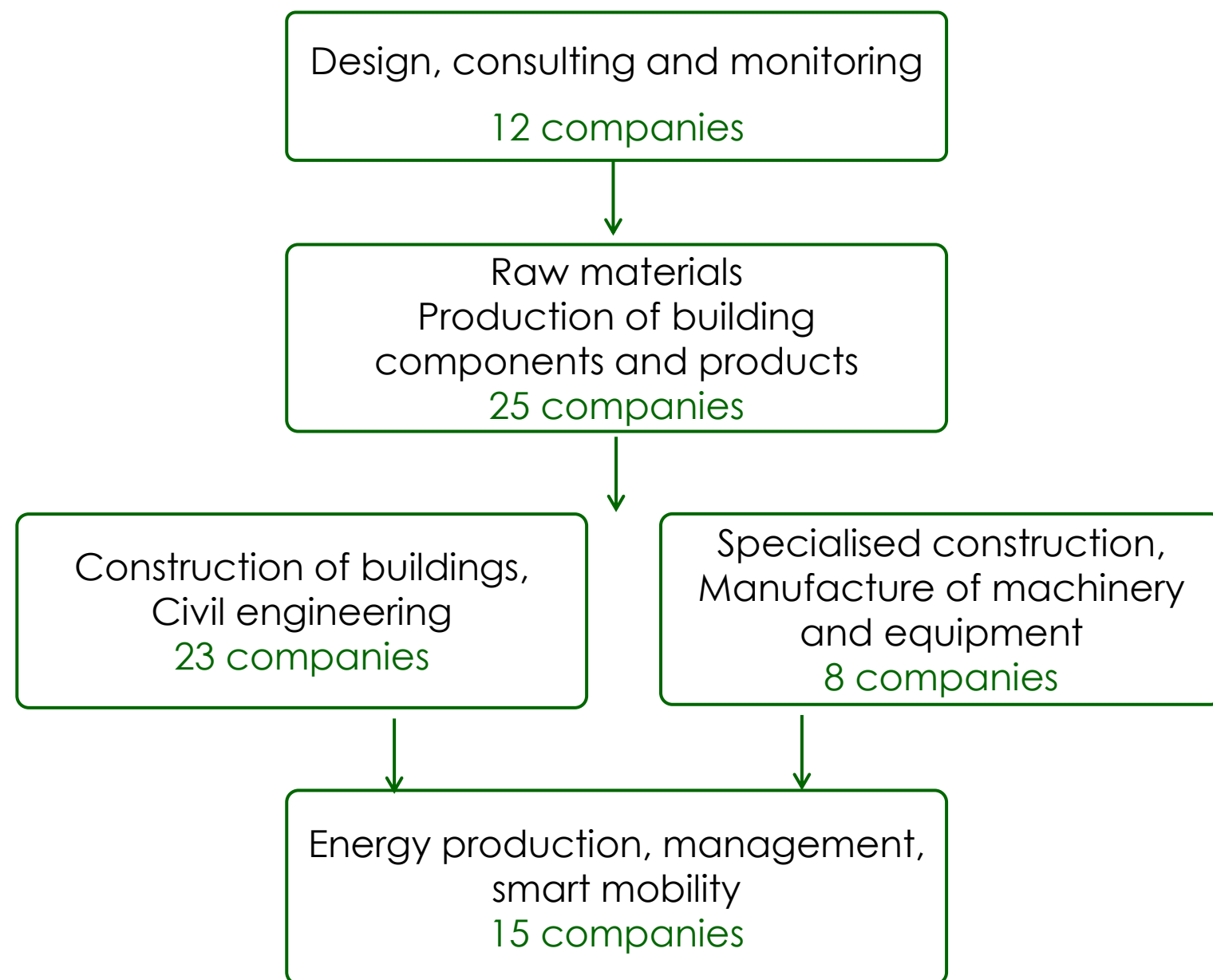
Mission

The Ecodomus Regional District mission is to support companies in the joint planning and implementation of **environmental sustainability strategies in the building sector**.

Eco-innovation of product and process, energy and resource efficiency, eco-compatible design, are just some of our objectives.



Our companies and value chain



**ELETTRO
COSTRUZIONI**

PLASTICA ALFA
INNOVATION & WATER TECHNOLOGIES

TATANO  *energie rinnovabili*

SYFAR
NATURAL CORK PANELS

Ascot 
Energy Everywhere

escooh

ES Engineering
Company

SICEF

 **IMPRESA
SCANCARELLO**

CTS^{H2} 
CLEAN TECHNOLOGY SYSTEM
HYBRID & HYDROGEN

 **SERVIZI SPECIALI**
services, technologies & consulting

 **Sicilgesso®**
GESSO. MALTE TECNICHE.
Gruppo MGI

ENNETI
INGEGNERIA • SERVIZI


GLI INGEGNERI DEL LEGNO

ES **EDIL
SIDER** SPA


GPS

What we are looking for



- ✓ **NETWORKING**
- ✓ **BUSINESS PARTNERS/DISTRIBUTORS**
- ✓ **SOLUTION AND MATERIAL SUPPLIERS**
- ✓ **INVESTORS**
- ✓ **DIRECT PROCUREMENT**
- ✓ **RESEARCH AND DEVELOPMENT**

!!!! SEARCH FOR PARTNERS !!!

Call: HORIZON-NEB-2025-01 - A research agenda for a beautiful, inclusive and sustainable transformation of neighbourhoods
RIA 100% funded

Project title: **FIBRA - Future Innovations with Bio-based Residues for Architecture**
From waste to wonder. Regenerative bio-materials shaping the future of sustainable construction.

Deadline date: 12 November 2025

Project budget: 5 000 000 euro

Expected outcomes:

- Bio-fabricated construction materials and their beneficial properties are better known and accepted by construction ecosystem professionals.
- Innovative, sustainably sourced, beautiful^[1] bio-fabricated construction materials can be produced at mass-scale at competitive costs.

Contacts



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www.linkedin.com/company/ecodomus-cluster



www.facebook.com/ConsorzioEcodomus



CLUSTER ECODOMUS

SUSTAINABLE CONSTRUCTION, ENERGY
SAVING AND TECHNOLOGIES POWERED BY
RENEWABLE SOURCES

Sustainable Infrastructure Cluster

Irena Lobocka

Cluster Manager/POLAND



KEY
NATIONAL
CLUSTER



**SUSTAINABLE
INFRASTRUCTURE
CLUSTER**



Sustainable Infrastructure Cluster

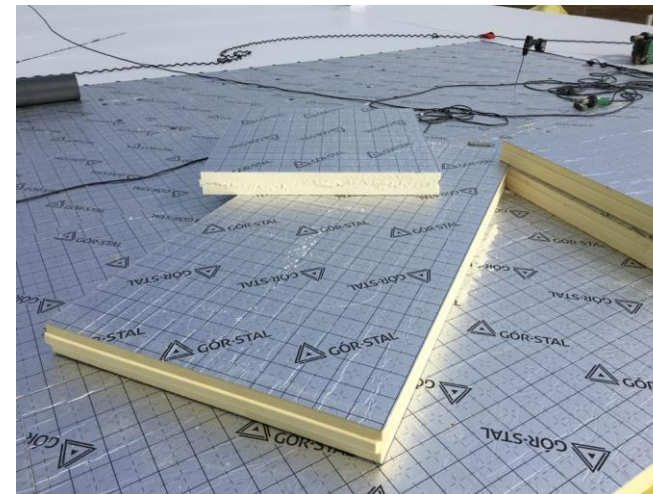
Sustainable Infrastructure Cluster organisation for the:

- ✓ development of sustainable construction
- ✓ smart buildings and smart cities
- ✓ energy efficiency
- ✓ renewable energy sources

Location - **Cracow, Poland (Malopolska Region)**
2016, 2019, 2022 - obtaining the status of a
Key National Cluster



Sustainable Infrastructure Cluster



What do we offer?



expertise in sustainable, green and healthy construction



a variety of cluster members technologies for construction, insulation materials and smart home systems



Green transformation and sustainable solutions for construction sector



Energy efficiency services and green energy technologies development



Partnership in international projects

What do we search for?



international project cooperation and partnership in Cosme, Erasmus+, Horizon Europe, InterREG etc.



possibilities for cluster members' technologies promotion and development, market expansion



inspiration and partnership with other cluster organisations to improve cluster services and management of cluster initiative

If you want to go fast...
go alone...

If you want to go far...
go together !!!

Irena Łobocka
Cluster Manager/Poland
il@klasterzi.pl
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**SUSTAINABLE
INFRASTRUCTURE
CLUSTER**



Pitching session

Jean-Christophe de Tauzia

Descartes Développement et Innovation

Pitching session

Liene Leikuma-Rimicane

Head of Internationalisation and Strategic Partnerships

Latvian IT Cluster



Pitching session

#1 in the world in mobile data usage (OECD, 2024)

#4 in the EU for share of renewable energy (Eurostat, 2023)

#1 globally for drone technology development (fDi Strategy Awards, 2021)

#1 worldwide in public administration chatbot and voicebot usage

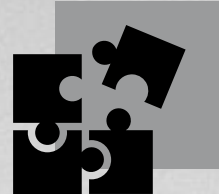


5th among EU for high-speed internet coverage in households

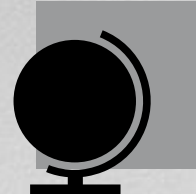
1st 5G military test site in Europe



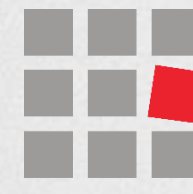
**80+ ICT
Companies**



**Innovation &
Digitalization Impact**



**Global IT
Export Support**



**Latvian Digital
Innovation Hub**
POWERED BY LATVIAN IT CLUSTER

**LET'S SHAPE THE FUTURE
TOGETHER**



- **COMPANIES OR INSTITUTIONS THAT FACE DIGITALISATION CHALLENGES** and are looking for reliable tech partners
- **INDUSTRIAL ACTORS IN NEED OF TAILORED ICT SOLUTIONS** (health, transport, energy, logistics, public services)
- **CLUSTERS OR BUSINESS SUPPORT ORGANISATIONS** interested in joint innovation or market-entry partnerships
- **PARTNERS FOR EU PROJECT COLLABORATION** (e.g. Euroclusters, EIE, Eraskus+, COSME, Horizon Europe)

Liene Leikuma-Rimicane

Head of Internationalisation and Strategic Partnerships
Latvian IT Cluster

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www.itbaltic.com



Pitching session

Dr. Marius Alexa

Iconic Cluster president

Pitching session

Sectorial focus

- Information Technology and Communications (IT&C)
- Creative Industries

Pitching session

Organizational Interest in the Egypt Market:

- ITC development projects.
- International projects on education
- Startups and innovation ecosystems.
- SMEs internationalisation. Import/Export matching in various industries.
- Looking to find a representative in Egypt.



**ECCP
MATCHMAKING
EVENTS** ★



Contacts

www.iconic.ro



Pitching session

Rodica Lupu

Technology Enabled Construction Cluster – TEC

Pitching session



FETEK

Lithuanian Photovoltaics
Technology Cluster

Skirmante Balezentiene

Photovoltaics Industrial Technology Cluster

proTECH 
Cluster Coordinator



Pitching session

Lithuania's **Photovoltaics** sector overview. **Co-opetition** over Competition Since 2008

4

Main Photovoltaics Manufacturers

45

Photovoltaics Industrial Cluster Members
& 250+ associated Members

>50
mln. eur

ongoing joint RTD projects through
Horizon Europe, ERDF, international
initiatives

>120

joint RTD initiatives

>150M€

Annual sector turnover



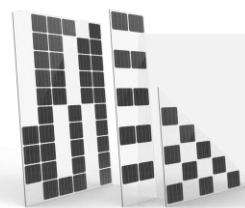
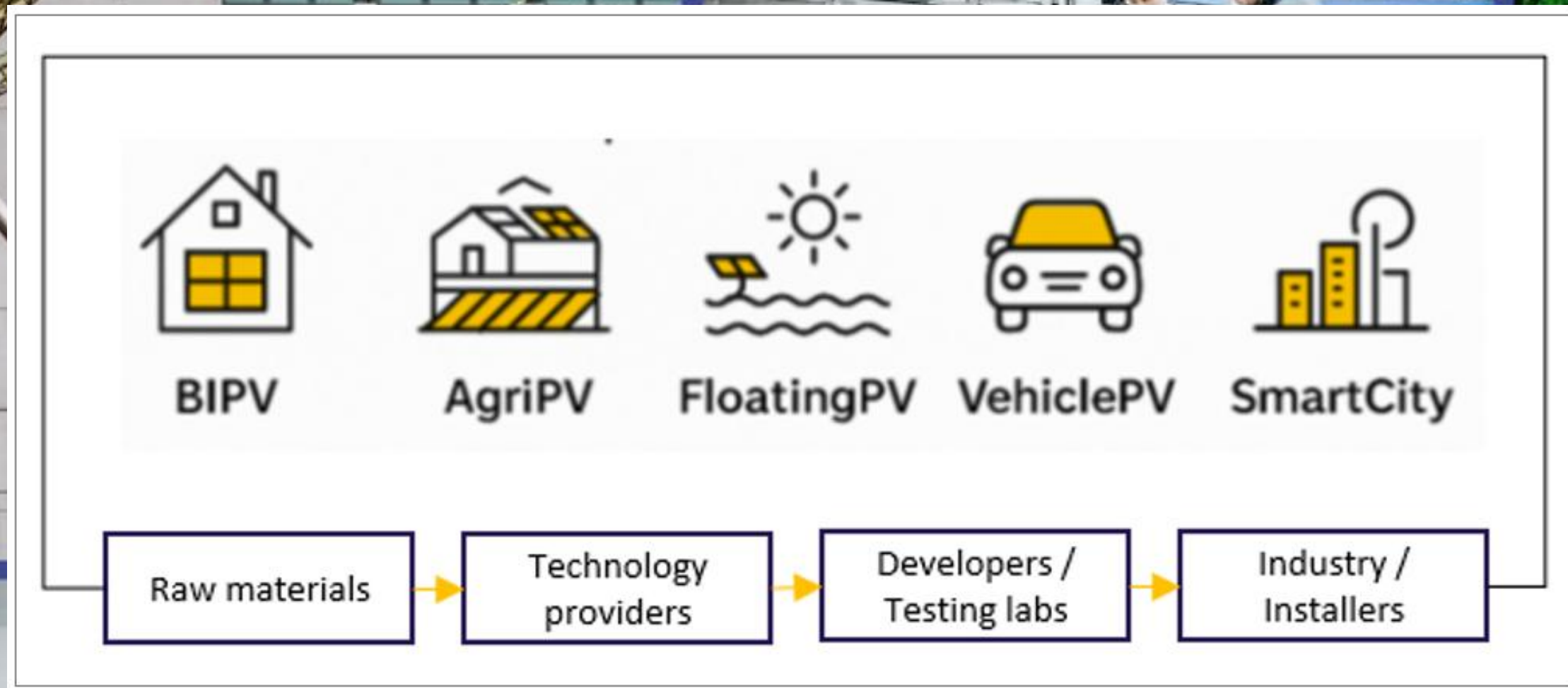
FETEK
Lithuanian Photovoltaics
Technology Cluster

SoliTek

INTELLIGENT
SOLAR

VALOE

metsolar



PHOTOVOLTAICS
TECHNOLOGIES &
PRODUCTS



CO₂ UTILIZATION SYSTEMS
& CO₂ REUSE FOR HEAVY
INDUSTRY



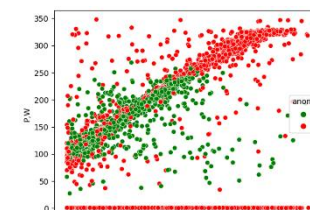
THERMAL ENERGY STORAGE
(Industrial & Residential)



Industry 4.1, Industry
5.0



Battery Energy Storage
Systems (BESS) SIB
(Sodium-Ion, Li-Ion)

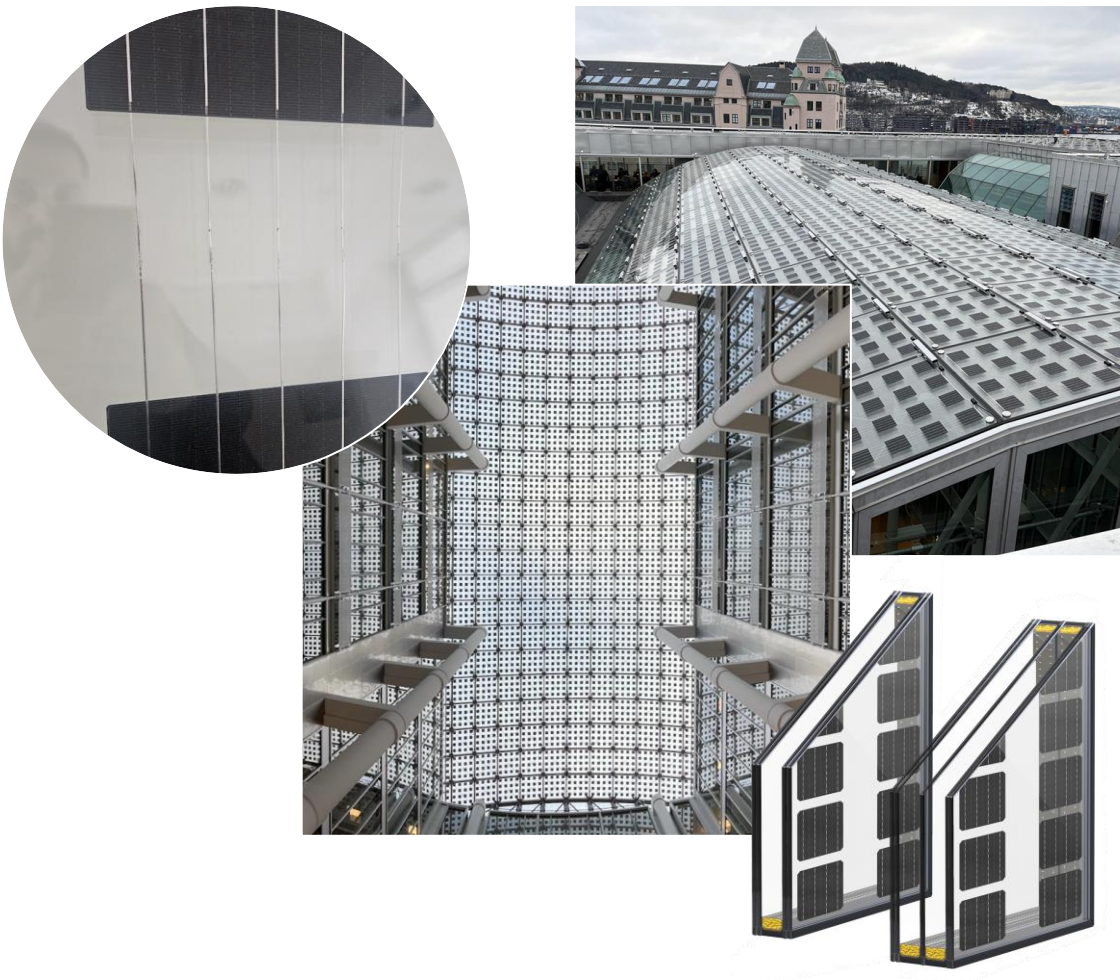


MLPE + deep-tech AI
for Integrated PV O&M

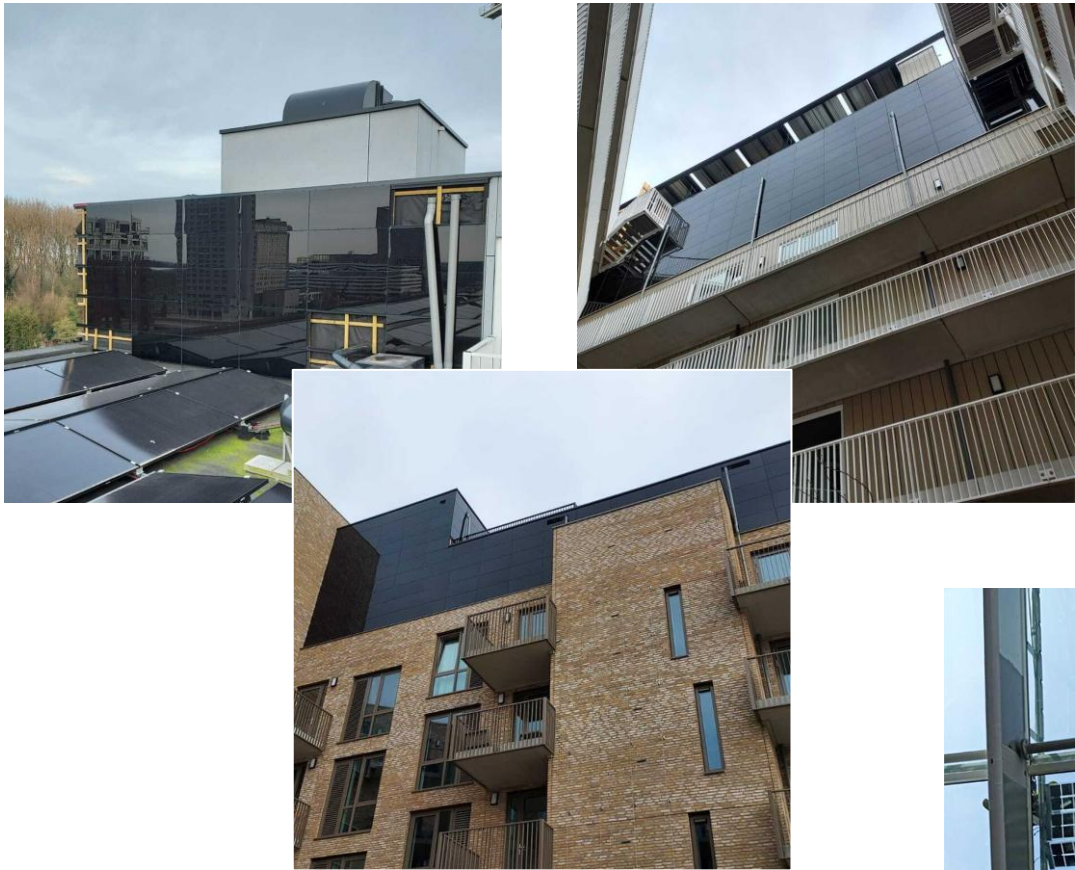
FETEK Few Examples



IGU project in Oslo



Project in the Netherlands



Project in the Milan



FETEK Opportunities



FETEK
Lithuanian Photovoltaics
Technology Cluster

Supply

RAW MATERIALS
FOR PV MANUFACTURING

RTD Collaboration

HORIZON EUROPE

Invest

AI DEEP-TECH STARTUP

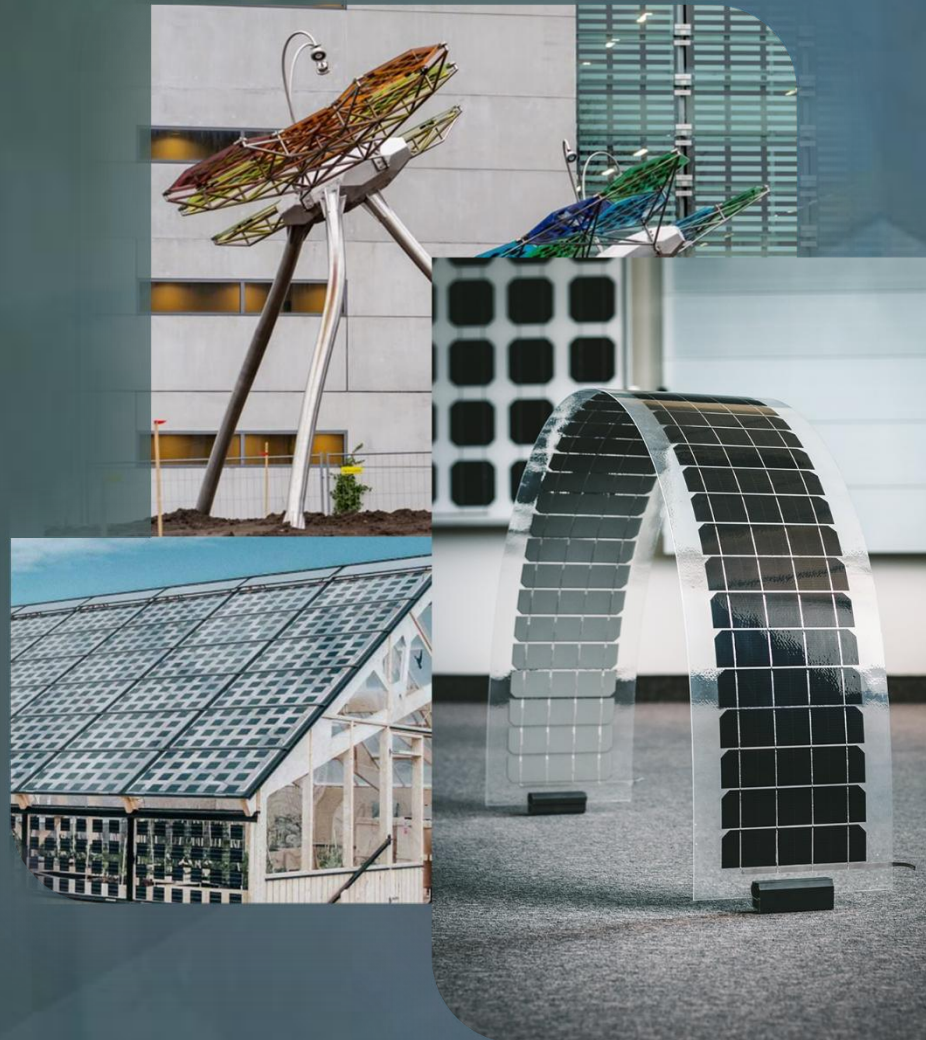


SCALE-UP MANUFACTURING



Distribute

- EU PV MODULES
- EU BATTERIES
- MOBILE CHARGING STATIONS
- AI O&M SOFTWARE
- HEAT BATTERIES



Let's **#RePowerSoutMed**
Together!

Skirmantė Baležentienė

Lithuanian PV Industrial Technology Cluster Coordinator

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<https://fetek.lt>

Pitching session

Vladimir Gumilar

Director, Construction cluster of Slovenia

About the cluster

SGGCCS

SLOVENSKI GRADBENI GROZD / CONSTRUCTION CLUSTER OF SLOVENIA
Supporting business development, innovation and transition
to sustainable, digital and circular construction since 2004



Key domains of work

GO INNOVATIVE



GO CIRCULAR



GO DIGITAL



GO INTERNATIONAL

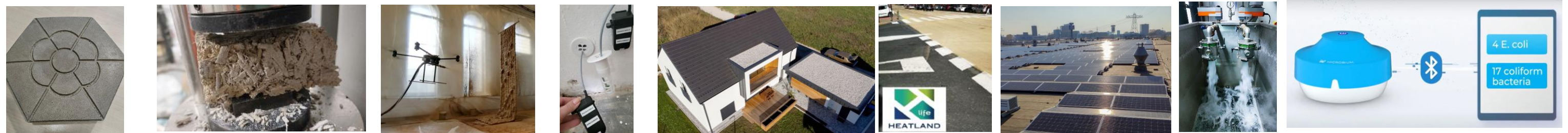


International cooperation

Activities: missions, matchmaking, partnerships, tech transfer, collaborative innovation projects



Technologies: green, sustainable materials, circular design, building, energy renovation, building energy system, renewables, water treatment, cluster management



**Contact:
Vladimir.Gumilar@sgg.si**

Pitching session



Vincent Civita

Project Manager / Administrator

Sectorial focus

- ✓ Quality
- ✓ Performance / Lean Management
- ✓ Sustainability
- ✓ Circular Economy
- ✓ Corporate Social Responsibility (CSR)

Services / Achievements

- ✓ CSR Auto-evaluation tool (ISO26000)
- ✓ Co-organisation of the 2024 European Congress of Quality (member of France Qualité, the national federation)
- ✓ Benchmarking session big companies / SME's in different thematic clubs
- ✓ National Quality Award



Project opportunity

Circular Economy/Sustainability, Corporate Social Responsibility
Development of collaborative projects focused on circular economy and sustainable development, with strong social, environmental, and economic impact. AQM offers a CSR assessment tool based on ISO 26000, adaptable globally to guide organizations in implementing effective CSR strategies. The project supports companies in structuring their CSR approach through benchmarking, best practice exchange, and capacity-building. It aims to create a replicable model to help businesses initiate or strengthen their sustainability efforts. Ultimately, it fosters impactful, standards-aligned CSR actions worldwide.

vincent.civita@aqm-normandie.com



Pitching session



Ercan KÜÇÜKARSLAN

ASES Training: Scalable Solutions for
Skills Development, Green Transition & Vocational Excellence

Ercan KÜÇÜKARSLAN

ASES Training & Consultancy, Ankara, Türkiye

www.asestraining.com

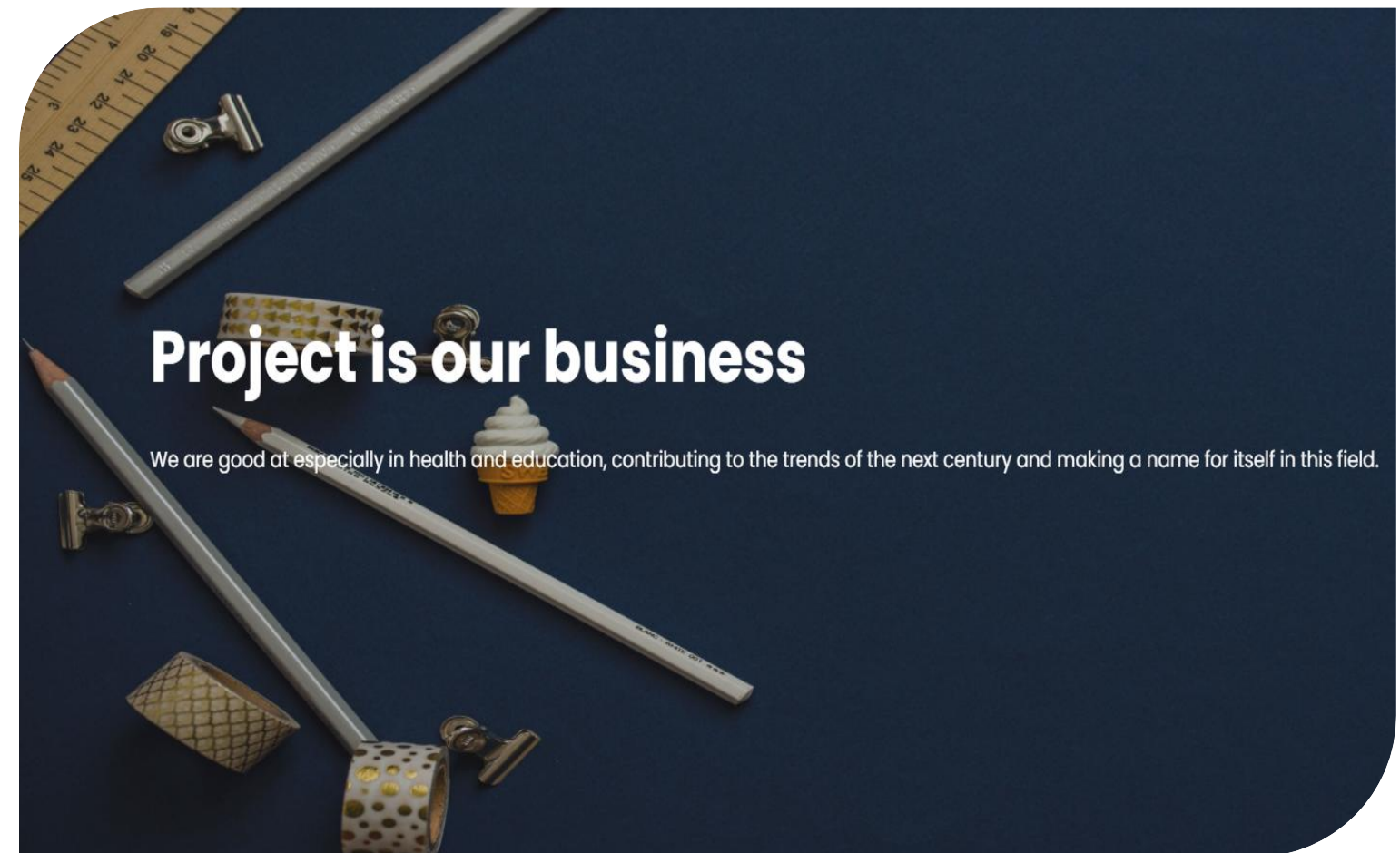


Pitching session

Who We Are – ASES Training & Consultancy

ASES is a leading provider of vocational education, digital skills development, and EU-funded project expertise.

We specialize in designing inclusive and future-ready learning models that support green, digital, and entrepreneurial transformation.



Pitching session

Who We Are – ASES Training & Consultancy

Over the past decade, we've worked with hundreds of trainers, SMEs, youth, and disadvantaged groups through Erasmus+ and Horizon Europe projects, bringing innovation and impact to education and workforce development.

Pitching session

We focus on 3 key areas

DIGITAL TRANSFORMATION IN VOCATIONAL EDUCATION AND TRAINING



We build AI-powered platforms, micro-credential systems, and adaptive learning content aligned with EU frameworks like DigComp, GreenComp, and ESCO.

Pitching session

We focus on 3 key areas

Through our training programs, we empower SMEs and communities with knowledge in sustainable construction, energy efficiency, and eco-innovation practices. development in sustainable infrastructure, smart water management, and digital construction practices.

GREEN & CIRCULAR SKILLS



Pitching session

We focus on 3 key areas

INCLUSIVE EDUCATION & CAPACITY BUILDING



We implement Train-the-Trainer models, MOOCs, and hands-on workshops for public bodies, SMEs, and educators, with a focus on vulnerable or underrepresented groups.

In the South MED context, we're ready to support skills development in sustainable infrastructure, smart water management, and digital construction practices.

Pitching session

ASES offers

- ✓ Scalable training modules adapted to local needs
- ✓ Proven expertise in EU cooperation and regional innovation
- ✓ A strong network of public and private stakeholders across Europe and the South Med region

Pitching session



ASES offers

Your Consultant

ASES takes place in national and international research and development structures with its expert staff.

We're here to create joint projects, pilot training solutions, and support workforce readiness aligned with green and digital transitions in infrastructure, construction, and water sectors. Let's build partnerships that transfer knowledge and empower inclusive growth across borders.

Contacts



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Coffee Break

Visit the ECCP website and follow us on social media



www.clustercollaboration.eu



@Clusters_EU



European Cluster Collaboration Platform



European Cluster Collaboration Platform - ECCP



#ECCP #ECCPMatchmaking