



An initiative of the European Union



**ECCP
MATCHMAKING
EVENTS** ★

PARTICIPANTS BOOKLET



DUBAI, UNITED ARAB EMIRATES 1-3 OCTOBER 2025

EU-UAE

#ECCPMatchmaking



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY & TOURISM



الإمارات العربية المتحدة
وزارة الاقتصاد والسياحة

EU-UAE MATCHMAKING EVENT

Background

The European Commission (EC), through the European Cluster Collaboration Platform (ECCP), will host the **EU-UAE Matchmaking Event** in **Dubai, United Arab Emirates (UAE) on 1 – 3 October 2025**. This event will be organised in collaboration with the Ministry of Economy and Tourism of UAE. It will take place in the context of the [WETEX](#).

The **EU – UAE 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 UAE-based institutions and companies. The objective is to stimulate Cluster to Cluster (C2C), Cluster to Business (C2B), and Business to Business (B2B) cooperation across sectors aligned with the green and digital transitions.

OVERALL AGENDA OF THE BUSINESS MISSION BY DAYS

Day 1 (optional for participants representing agri-food sector)

Wednesday, 1 October 2025

Organised in the framework of [The Water, Energy, Technology, and Environment Exhibition \(WETEX\)](#)

Participants also have free access to the [World Green Economy Summit \(WGES\)](#).

WETEX seminars agenda: <https://www.wetex.ae/en/seminars>

WGES summit agenda: <https://wges.ae/agenda/>

Venue: Dubai World Trade Center

Address: Sheikh Zayed Rd - Trade Centre - Trade Centre 2 - Dubai - United Arab Emirates

Time	Activity	Location
08:10 – 09:00	Registration & “Who is Who” in the group	Novotel WTC Hotel, main foyer, near reception
09:00 – 09:55	World Green Economy Summit (WGES) Opening Panel: “Green Tech for Resilience: Innovations in Smart Climate Solutions” (<i>optional</i>)	WGES Main Hall
10:45 – 11:30	<p>Pitching Session A – CleanTech, Smart Infrastructure, Digital, Industrial Innovation</p> <p>Join this exclusive pitching session to connect with leading European clusters and SMEs driving innovation in clean technologies, smart infrastructure, and industrial transformation. Through short, dynamic pitches, each EU delegate will present their expertise and outline opportunities for collaboration in the UAE and the wider Gulf region.</p> <p>Focus Areas</p> <ul style="list-style-type: none">- Renewable energy- Smart infrastructure and digital innovation- Industrial transformation and decarbonisation- Construction technologies <ul style="list-style-type: none">• Photovoltaic Industrial Technology Cluster – FETEK (Lithuania)• Inteligentna Energija (Croatia)• Transylvania Energy Cluster (Romania)• GEODATA SERVICES (Romania)• SOLAR ECO SYSTEMS (Romania)• TEC CLUSTER (Romania)	<p>Delegate Zone @ WETEX</p> <p>Stand A24, Hall 2</p>

	<ul style="list-style-type: none"> • ENSIA – Energy Industrialists and Business Association (Türkiye) • Archenerg Cluster (Hungary) • Kb Proiectare si consultanta srl (Romania) • Energy Transition Norway (Norway) 	
11:30 – 12:05	<p>Ad hoc Matchmaking Meetings, following the pitching session A</p> <p>Delegates participating in the pitching session A are asked to stay in the delegate zone for ad hoc meetings.</p>	<p>Delegate Zone @ WETEX, Hall 2</p> <p>Stand A24</p>
	<p>Possible parallel activities for non-pitchers:</p> <ul style="list-style-type: none"> – WETEX and WEGES seminar programme (Wetex Seminars; WGES agenda) – Stand visits & exhibitor meetings 	<p>WETEX Conference Area / Exhibition Halls/WEGES Exhibition Hall</p>
13:00 – 14:00	Lunch Break	Self-organised
14:00 – 14:55	<p>Pitching Session B – Mobility, Aerospace, Creative Industries, Tourism, Hydrogen</p> <p>This session will showcase European organisations leading innovation in sustainable mobility, hydrogen, aerospace, tourism, and creative industries. Each delegate will deliver a short pitch outlining their collaboration goals and areas of expertise relevant to the UAE's innovation ecosystem.</p> <p>Focus Areas</p> <ul style="list-style-type: none"> - Sustainable mobility and smart transport - Hydrogen and decarbonisation - Creative industries and tourism - Aerospace and digital transformation <ul style="list-style-type: none"> • NAVIGO (Italy) • Automotive Cluster Bulgaria (Bulgaria) • Descartes Développement et Innovation (France) • Forum Oceano (Portugal) • Sustainable Infrastructure Cluster (Poland) • Silesia Automotive & Advanced Manufacturing Cluster (Poland) • Latvian IT Cluster (Latvia) • JET-VILL Ltd. (Hungary) • HyGEN Technologies GmbH (Germany) • Smart Tech Energy EOOD (Bulgaria) 	<p>Delegate Zone @ WETEX, Hall 2</p> <p>Stand A24</p>
15:00 – 15:45	<p>Ad hoc Matchmaking Meetings, following the pitching session B</p> <p>Delegates participating in the pitching session B are asked to stay in the delegate zone for ad hoc meetings.</p>	<p>Delegate Zone @ WETEX, Hall 2</p> <p>Stand A24</p>

	Possible parallel activities for non-pitchers: – WETEX and WEGES seminar programme (Wetex Seminars ; WGES agenda) – Stand visits & exhibitor meetings	WETEX Conference Area / Exhibition Halls/WEGES Exhibition Hall
17:00 – 18:00	Booth Visits, Informal Networking <i>The exhibition official closing time is 18:00</i>	Exhibition Grounds

Day 2

Thursday, 2 October 2025

EU – UAE Conference and Matchmaking Day

Venue: Hotel Novotel World Trade Centre

9:00 – 09:30	Registration of all participants Location: Hotel Novotel World Trade Centre ONYX + PEARL + EMERALD MEETING ROOM 1 st Floor, Novotel World Trade Centre, P.O. Box 9622, Al Mustaqbal Street, Dubai, United Arab Emirates
09:30 – 10:00	Opening remarks and speeches <ul style="list-style-type: none"> • H.E. Lucie Berger, Ambassador of the European Union to the United Arab Emirates • Mariella Masselink, Head of Unit, from DG GROW, European Commission (video message) (tbc) • H.E Maria Al Qassim, Assistant Undersecretary of Economic policies and studies, the Ministry of Economy and Tourism, UEA • Martina Bacova, Policy Officer, European Innovation Council and SMEs Executive Agency (EISMEA) Moderator: Teodora Jilkova, Veritas Cluster, ECCP Team Member
10:00 -11:00	Session I: Doing Business in the UAE: Opportunities, Frameworks and Partnerships for EU Organisations This session will provide EU participants with practical insights into the UAE's business landscape, focusing on investment opportunities, regulatory frameworks, and pathways for establishing a commercial presence. Representatives from the UAE Ministry of Economy, Dubai Chamber of Commerce, and the UAE Ministry of Investment (tbc) will share concrete guidance on setting up operations, navigating legal and administrative procedures, and building long-term business partnerships in the region. The session will also explore the role of UAE free zones, local support structures, and public-private cooperation models relevant to European companies seeking to expand in priority sectors. <ul style="list-style-type: none"> • H.E Maria Al Qassim, Assistant Undersecretary of Economic policies

	<p>and studies, the Ministry of Economy and Tourism, UEA</p> <ul style="list-style-type: none"> • Fatima Ghanem Alhajri, Director of Investment & Talent Attraction Department, Ministry of Foreign Trade, UAE <p>Moderator: Teodora Jilkova, Veritas Cluster, ECCP Team Member</p>
11:00 – 11:30	Networking coffee break
11:30 – 12:30	<p>Session II : Cluster development journeys: European stories to inspire the UAE path</p> <p>This session will offer UAE representatives a series of concise, real-world insights into how clusters are built, grown, and sustained across Europe.</p> <p>Introductory presentation: Mapping the European Cluster Landscape:</p> <ul style="list-style-type: none"> • Dr. Jan-Philipp Kramer - Head of EU Services, Prognos / ECCP Team Member <p>Moderated session featuring 3–5 short presentations of a selection of EU cluster managers and experts. They will share their development journeys—highlighting national policy frameworks, governance models, key milestones, and lessons learned. The aim is to provide inspiration and practical references to support the UAE's own cluster development pathway. The session will be followed by Q&A and exchange with UAE participants.</p> <p>Key content :</p> <ul style="list-style-type: none"> • Lifecycle of clusters: from initiation to internationalisation • Practical success factors and challenges encountered • Romania – Mr Felix Arion, AgroTransilvania Cluster, with support from Mr Flaviu Iorgulescu, CLUSTERO and ECCP Team Member • Lithuania – Ms Skirmantė Žemaitienė, Photovoltaic Industrial Technology Cluster - FETEK • Poland – Ms Irena Łobocka, Sustainable Infrastructure Cluster • Italy – Mr Giovanni Scaramuzzo, Senior EU Project Manager, DARE Puglia Cluster <p>Moderator: Teodora Jilkova, Veritas Cluster, ECCP Team member</p>
12:30 – 13:30	Networking Lunch
13:30 – 14:00	Transit from Novotel Hotel to WTC, Delegation Zone at WETEX, stand A24, Hall 2
14:00 – 17:00	<p>Matchmaking event: B2B Meeting</p> <p>Location: Delegation Zone at WETEX, stand A24, Hall 2</p> <p>Facilitator: Flaviu Iorgulescu, ECCP Team Member</p>

<p>17:15 – 18:00</p>	<p>Debriefing session: feedback harvesting for the EU Participants</p> <ul style="list-style-type: none"> • Martina Bacova, Project Adviser at European Innovation Council and SMEs Executive Agency (EISMEA) • Teodora Jilkova, ECCP Team Member • Flaviu Iorgulescu, ECCP Team Member <p>Location: Delegation Zone at WETEX, stand A24, Hall 2</p>
<p>19:00 – 21:00</p>	<p>Networking Reception</p> <p>This evening gathering will bring together European clusters and SMEs, along with UAE government representatives, business leaders, chambers of commerce, innovation actors, and international partners. It will provide a relaxed and welcoming setting for cross-sectoral networking, informal dialogue, and international cooperation.</p> <p>Whether or not you have taken part in the EU-UAE Matchmaking Event earlier that day, the reception is an excellent opportunity to connect with key stakeholders and contribute to strengthening EU-UAE collaboration in strategic sectors.</p> <p>Light refreshments and non-alkoholic drinks will be served.</p> <p>We would be delighted to welcome you to this special evening.</p> <p><u>Location:</u> Outdoor Pool Area, Hotel Novotel World Trade Centre</p>

Day 3

Friday, 3 October 2025

Note: Please be aware that no further changes for the site visits allocations will be made.

Time	Programme		
7:30 – 09:30	Pick up and transportation to site visits		
	Track A: Sustainable City Pick-up point: Novotel World Trade Centre Dubai Pick-up time at Novotel: 08:30 (local time) Departure from Novotel: 07:15 sharp	Track B: DEWA Sustainability & Innovation Centre Pick-up point: Novotel World Trade Centre Dubai Pick-up time at Novotel: 07:10 (local time) Departure from Novotel: 08:35 sharp	Track C: Agrifood Silal – Agri-Food Innovation in the UAE Pick-up point: Novotel World Trade Centre Dubai Pick-up time at Novotel: 8:00 am (local time)
09:30 - 14:00 <i>*Time varies for each site visit</i>	<p>On Day 3, participants will take part in curated site visits organised in separate tracks based on the core sectoral priorities of the delegation. These visits will offer direct exposure to leading innovation hubs and sustainable development initiatives in the UAE. Transportation will be provided, and the organising team will support with coordination and contact with local host organisations.</p> <p>Track A – Site Visit: Sustainable City</p> <p>The Sustainable City in Dubai is a recognised model for circular and energy-positive urban living. This visit offers participants a close look at how environmental, economic, and social pillars of sustainability are integrated into a functional community.</p> <p>Agenda Highlights :</p> <ul style="list-style-type: none"> • Introduction to the Sustainable City Model, covering its approach to environmental, economic, and social sustainability • Guided tour of the community, highlighting six key environmental themes: <i>Food, Energy, Water, Products, Mobility, and Waste</i> • Visit to the SEE Institute – the region's first net-zero emissions building <p>This visit provides valuable insights into sustainable urban development, clean technologies, and community-scale innovation in action.</p>		

Track B – Site Visit: [DEWA Sustainability & Innovation Centre](#)

Location: Mohammed bin Rashid Al Maktoum Solar Park

The **DEWA Sustainability & Innovation Centre** is a pioneering global hub for **clean and renewable energy technologies**, located at the heart of the **Mohammed bin Rashid Al Maktoum Solar Park** — the largest single-site solar park in the world.

This exclusive visit will give EU delegates the opportunity to explore **Dubai's best practices in sustainability and energy innovation**, as showcased by DEWA.

Agenda Highlights:

- **Introduction and welcome** at DEWA's Sustainability & Innovation Centre
- Screening of an **introductory video** about DEWA's innovation activities and strategic goals
- Guided **tour of the centre**, including exhibitions and interactive demonstrations on solar power, hydrogen, smart grids, and future energy systems
- Insight into DEWA's role in advancing Dubai's clean energy transition, R&D collaboration, and educational outreach

The centre collaborates with universities, research institutions, and start-ups, and serves as a platform for **events, seminars, and global dialogue** on sustainability.

Track C – Site Visit: [Silal – Agri-Food Innovation in the UAE](#)

Location: Silal, Abu Dhabi

Overview:

Silal is a leading UAE company focused on **food security, sustainable agriculture, and agritech innovation**. It plays a vital role in advancing local food production and resilient supply chains through technology, R&D, and partnerships.

This dedicated site visit offers a practical perspective on **how the UAE is addressing food security challenges**, while also enabling direct engagement between European agri-food delegates and local counterparts.

Agenda Highlights:


- Welcome and introduction to **Silal's Innovation Strategy** and activities
- Presentation of the **Silal Innovation Centre**
- **EU Company Pitches** from participating agri-food clusters and SMEs
- Networking and exchange with **UAE-based agri-food organisations**, including private companies, investors, and research actors
- Guided **tour of Silal's facilities**, showcasing practical approaches to smart farming, sustainability, and agribusiness development

The visit offers opportunities to explore **partnerships in food tech, certification, traceability, and sustainable production models**.

Extended Value for Agrifood Sector Participants

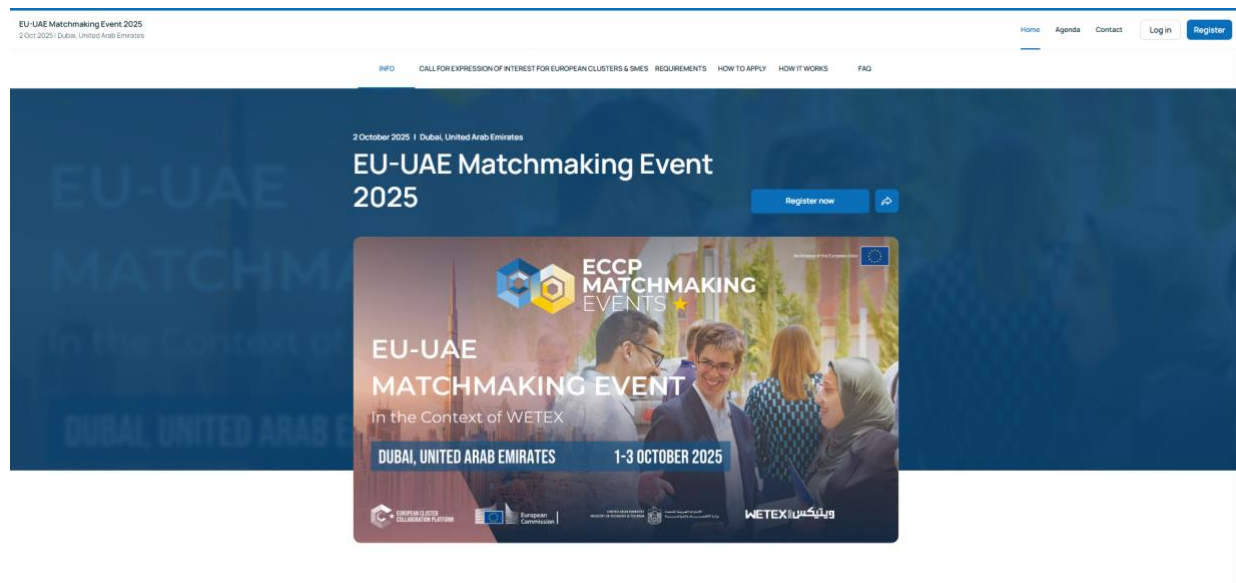
In addition to their full participation in the official matchmaking programme (2–3 October), **Agrifood delegates** will have a **unique opportunity** to extend their stay and attend **Agra Middle East 2025**, the leading agricultural exhibition in the Middle East.

- **Dates:** 6–7 October 2025
- **Venue:** Dubai World Trade Centre
- **Profile:** The region's most prominent agrifood trade show, showcasing innovations in vertical farming, aquaculture, and sustainable agriculture.
- **Scale:** 150+ exhibitors, 6,000+ visitors from 180+ countries
- **Access:** Free for professionals with pre-registration

 **Note:** This optional extension falls outside the scope of the official ECCP-funded programme, and any associated costs must be covered by the participants themselves.

GENERAL INFORMATION AND MEETING POINTS

Register for B2Match - Plan your attendance and meetings



Register at B2Match: link [HERE](#)

- Book your meetings
- Create your matchmaking opportunities.
- Start booking meetings - Meeting requests must be accepted, otherwise they cannot be scheduled.
- Schedule your own meetings - Each matchmaking meeting will last for **20 minutes**.
 - The content of the meetings is **completely confidential**.
 - You may invite additional guests to the meeting
 - You may reschedule
 - 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 Venues

Dubai World Trade Center

Location: Sheikh Zayed Rd - Trade Centre - Trade Centre 2 - Dubai - United Arab Emirates



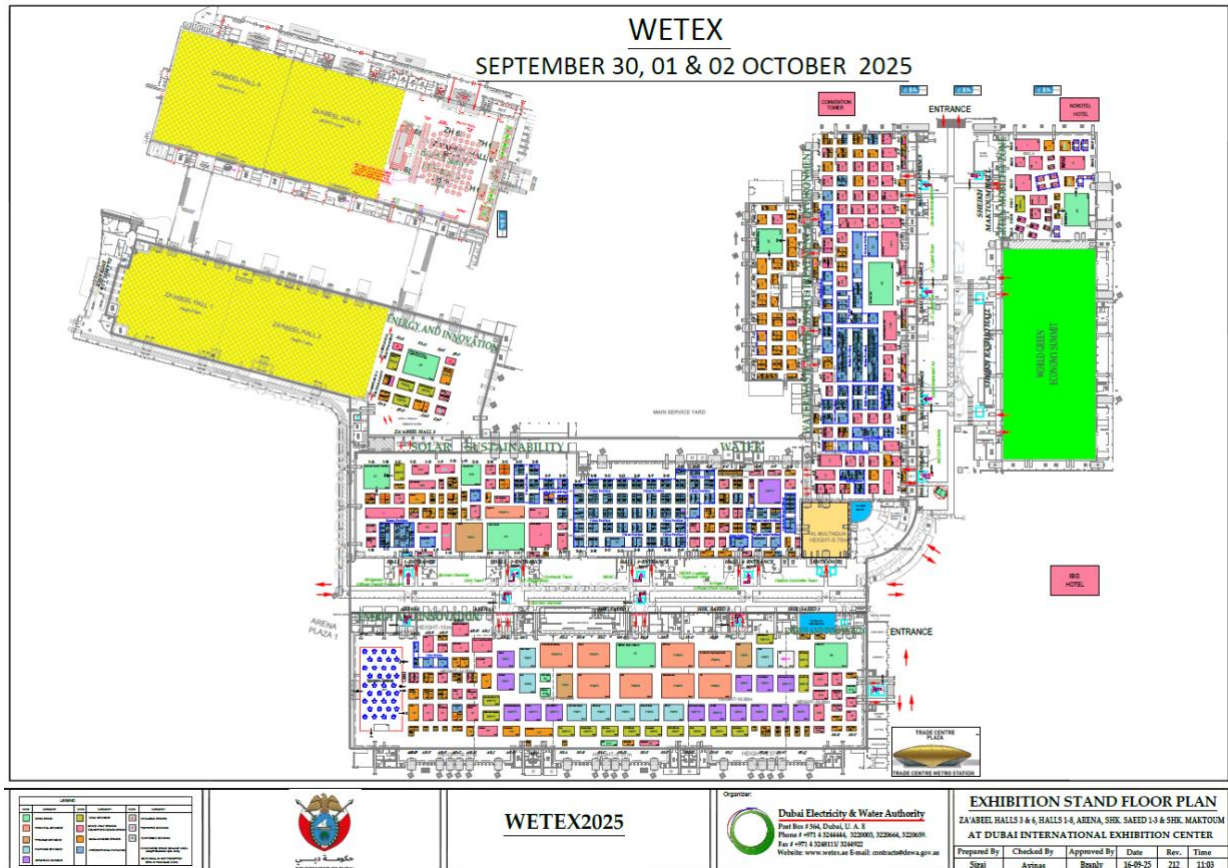
About WETEX

Under the directives of His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, and under the patronage of His Highness Sheikh Ahmed bin Saeed Al Maktoum, Chairman of the Dubai Supreme Council of Energy, Dubai Electricity and Water Authority (DEWA) organises the Water, Energy, Technology and Environment Exhibition (WETEX) annually, in line with Dubai's vision to build a sustainable future for the Emirate.

WETEX is an ideal platform to showcase the latest developments and innovations in water, energy, environmental sustainability and renewable energy. It offers a valuable opportunity for local and international companies to present their products, services and innovative solutions, and to exchange best practices and expertise with participants from around the world.

Visit the website: <https://www.wetex.ae/>

WETEX Floor Plan



Register as a Visitor for WEBEX

Since matchmaking will take place on the exhibition floor at WETEX, all participants must have valid registration for access, regardless of whether they are from Agri-Food or any other sector.

Please follow the link: <https://www.wetex.ae/en/visitor-registration/>

Hotel Novotel World Trade Centre

Location: P o Box 9622, Al Mustaqbal Street, 9622 DUBAI, United Arab Emirates



Located in the heart of the city, Novotel World Trade Centre Dubai offers the perfect stay for both business travellers, families, and leisure seekers alike.

Just a 5-minute walk from the Dubai Metro, our hotel gives you convenient access to everything Dubai has to offer.

From iconic landmarks like the Burj Khalifa, Dubai Mall, Museum of the Future, and Dubai Frame, to traditional destinations such as the Spice and Gold Souks, our prime location puts you right in the centre of it all. Enjoy seamless access to the Dubai World Trade Centre (DWTC), ideal for conferences, exhibitions, and major events.

Visit the website: <https://www.novotel-dubai-world-trade-centre.com/>

Meeting Points

1 October | Registration & “Who is Who” in the group

Meeting point: Novotel WTC Hotel, main foyer, near reception

Start at: 8:10 (local time)

2 October | Matchmaking Day


Meeting point: 1st Floor, Novotel World Trade Centre | 1st Floor, Novotel World Trade Centre | ONYX + PEARL + EMERALD MEETING ROOM

3 October | Site Visits

Track A – DEWA Site Visit (15 participants)

- **Pick-up point:** Novotel World Trade Centre Dubai
- **Drop-off:** DEWA Headquarters (as indicated in the official WETEX Eshot)
- **Pick-up time at Novotel: 07:10 (local time)**
- **Departure from Novotel: 07:15 sharp**
- **Return:** Shuttle to collect the group from DEWA HQ and return to Novotel around **13:00 (local time)**
- **Note:** From DEWA HQ, the participants will continue to the actual visit site with local arrangements

Track B – Sustainable City / SEE Institute Visit (12 participants)

- **Pick-up point:** Novotel World Trade Centre Dubai
- **Drop-off:** SEE Institute – The Sustainable City
- **Meeting point address / Google Maps link:**
 [SEE Institute – The Sustainable City](#)
- **Pick-up time at Novotel: 08:30 (local time)**
- **Departure from Novotel: 08:35 sharp**
- **Return:** The shuttle will **wait on-site** and return the group to Novotel around **11:00 (local time)**
- **Note:** There is parking available at the site for the shuttle to remain during the visit

Track: Agrifood site visit

- **Meeting point:** Novotel World Trade Centre main entrance, 8:00 am
- Returning back **12:30-13:00 (local time)**

Practical Information – Dubai

Transfer from / to the Airport

- **Metro** - DXB, the gateway to Dubai adventure, provides direct access to one of the world's most modern, clean, and efficient transit systems: the Dubai Metro. Offering air-conditioned comfort and cost-effectiveness, it's the ideal option for exploring the city.
 - The Dubai Metro's Red Line offers connections from DXB Terminals 1 and 3, operating:
Monday to Thursday: 5AM - midnight
Friday: 5AM - 1AM (next day)
Saturday: 5AM - midnight
Sunday: 8AM - midnight

For the latest timings, always check the [RTA](#) website.

- Buy metro tickets at airport station ticket offices. Ticket prices vary by travel zones but remain highly affordable. Consider purchasing the Nol card for convenience, available in several types to suit travel needs. Experience Gold Class or enjoy the privacy of the Women & Children only carriage.
 - **From Dubai International Airport (Terminal 1) to Dubai World Trade Centre, Sheikh Zayed Rd**
MRed1 | MRed2 – Every 4 minutes; Walk 2 minutes to the Metro Station -> Ride for 19 minutes (8 stops) to World Trade Centre Metro Station -> Walk 2 minutes to Dubai World Trade Centre and 10 minutes to Novotel World Trade Centre Dubai;
 - **From Dubai International Airport (Terminal 2) to Dubai World Trade Centre, Sheikh Zayed Rd**
C26 | 20A to MRed1 | MRed2 – Every 30 minutes; Walk 4 minutes and take bus C26 or 20A to Metro Station MRed1 | MRed2 -> Ride to World Trade Centre Metro Station -> Walk 2 minutes to Dubai World Trade Centre and 10 minutes to Novotel World Trade Centre Dubai;
 - **From Dubai International Airport (Terminal 3) to Dubai World Trade Centre, Sheikh Zayed Rd**
MRed1 | MRed2 – Every 4 minutes; Walk 2 minutes to the Metro Station -> Ride for 21 minutes (9 stops) to World Trade Centre Metro Station -> Walk 2 minutes to Dubai World Trade Centre and 10 minutes to Novotel World Trade Centre Dubai;
- **Taxi** - Getting to and from the airport by taxi is incredibly convenient. Discover where to locate taxis to take advantage of this hassle-free transportation option.

- Booking your ride is easy with the Bolt app. Simply download the app and select the taxi or limousine ride that best suits your needs.
- Keep an eye out for pink-roof taxis—these are exclusively driven by female drivers and designated for ladies and families, offering added comfort and privacy.
- Follow the signs to the official taxi ranks located at each terminal, or speak to one of our friendly Guest Experience Ambassadors for assistance. Taxi services are available 24/7 and operate with efficiency and care.
- For more information, visit the [DTC website](#)

Dubai Weather Forecast in October

WED
01/10



38° /29°

0%

Very warm with hazy sunshine

RealFeel™	42°	Max UV Index	8.0 (Unhealthy)
RealFeel Shade™	40°	Wind	WSW 15 km/h

THU
02/10




38° /29°

0%


Very warm with sunny spells

RealFeel™	44°	Max UV Index	7.0 (Unhealthy (Sensitive))
RealFeel Shade™	40°	Wind	W 6 km/h

FRI
03/10



38°
/29°

 0%

Very warm with long sunny spells

RealFeel™	44°	Max UV Index	7.0 (Unhealthy (Sensitive))
RealFeel Shade™	40°	Wind	NE 6 km/h

CURRENCY AND PAYMENT

The official currency of Dubai and the UAE is the UAE Dirham (AED). It is abbreviated as DH or Dhs. The dirham is further subdivided into 100 fils. The currency is pegged to the US Dollar, providing stability to the economy and facilitating international trade.

Dubai is a global city with world-class infrastructure, and international credit cards are widely accepted. Before you travel, it's advisable to check with your bank about overseas transaction fees to ensure you get the most value out of your visit.

You'll find that the vast majority of businesses across the city accept payments by credit or debit card, as well as other methods such as Apple Pay. However, it's always advisable to carry some cash on you just in case.

LANGUAGE

The official language in Dubai is Arabic, but English is widely spoken in public spaces, business, and tourism, with signs, menus, and public information often bilingual. Due to Dubai's large expatriate population, many other languages like Hindi, Urdu, Farsi, Tagalog, and Mandarin are also commonly heard.

TIPPING

Tipping in Dubai is not mandatory, but it is a common and appreciated gesture for good service, especially in hotels, restaurants, and taxis. While service charges are often included in restaurant bills, a 10-15% tip is customary for attentive service. For other services, such as taxis, bellhops, and delivery drivers, a few extra dirhams are a common and welcome tip.

Enjoy your stay in Dubai.

After event Debriefing survey for Clusters (will be sent via B2Match)

All fields are mandatory.

1. Cluster Profile

Cluster Organization		
Country:		
Contact Person:		
Position/Title:		
E-mail Contact Person:		
Phone:		
Gender:	Male <input type="checkbox"/> Female <input type="checkbox"/>	
Type of Attendance (if applicable to the event)	Online <input type="checkbox"/> In person <input type="checkbox"/>	
Is it the first time that your organisation attends a Matchmaking Event organised by ECCP?	Yes <input type="checkbox"/> No <input type="checkbox"/> Not sure <input type="checkbox"/>	STAT 4

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.)	
Please indicate how many of your formal meetings were conducted with (3 RD COUNTRY) (online or ad hoc) (if applicable)	
Please indicate how many of your formal meetings were conducted with European organisations (Clusters and SME's) (if applicable)	
Please indicate how many of your informal meetings were conducted with (3 RD COUNTRY) (online or ad hoc) (if applicable)	
Please indicate how many of your informal meetings were conducted with European organisations (Clusters and SME's) (if applicable)	
How many cooperation cases do you expected to be initiated following this event?	

Please enter information about the parties with whom you intend to maintain further communication to build collaboration:

3. Partnership Information

Cooperation initiated with the following organisation:

- ☐ European Cluster
- ☐ European firm
- ☐ Non-European Cluster/Organisation (only for international events)
- ☐ Non-European firm (only for international events)

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:

4. 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).

It will include the name of your company and your country, unless you indicate that your testimonial remains anonymous in the next question.

*(Question) Do you want to maintain your testimonial anonymously? Yes / No

5. Individual Objectives

Please rate the following aspects of the event's relevance to your own goals on a scale of 0 to 5, with 0 being the lowest value and 5 being the highest value:

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 EU clusters	
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	

6. Policy feedback on market access

Indicator	Number
Do you/or your members do business with (3 RD COUNTRY)?	Yes No
Are you/or your members facing or have you/they faced with difficulties trying to access the (3 RD COUNTRY) market?	Yes No
If yes, please elaborate:	
What actions, in your opinion, could policy makers take to alleviate such difficulties?	
Are there any concrete projects in (3 RD COUNTRY) in your sector that you are particularly interested in? If yes, please indicate them and any support you may need to participate in them.	

7. Overall Quality of the Event

Indicator	Tick YES or NO
Did the event meet your expectations?	Yes No

Did you find the topics of the event useful?	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? <i>(If applicable)</i>	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 [3 RD COUNTRY] 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?	
Please submit your ideas for improving future cluster matching events:	
What countries are you interested in partnering with (both in the EU and globally)? Would organizing a matchmaking event connected to these nations be beneficial to you (either in the EU or in the individual country)?	

After event Debriefing survey for SMEs (will be sent via B2Match)

1. SME Profile

All fields are mandatory

SME Organization		
Country:		
Contact Person:		
Position/Title:		
E-mail Contact Person:		
Phone:		
Gender:	Male <input type="checkbox"/> Female <input type="checkbox"/>	
Type of Attendance (if applicable to the event)	Online <input type="checkbox"/> In person <input type="checkbox"/>	
Is it the first time that your organisation attends a Matchmaking Event organised by ECCP?	Yes <input type="checkbox"/> No <input type="checkbox"/> Not sure <input type="checkbox"/>	STAT 4

Please measure the following elements of the event's impact (feel free to check your B2Match agenda if necessary)

2. Impact of the event

Indicator	Number
Total number of formal meetings conducted (online or ad hoc)	
Total number of informal meetings conducted (i.e. networking during breaks, lunches, etc.)	
Formal meetings breakout	
Please indicate how many of your formal meetings were conducted with (3 RD COUNTRY) (online or ad hoc) (if applicable)	
Please indicate how many of your formal meetings were conducted with European organisations (Clusters and SME's) (if applicable)	
Informal meetings breakout	
Please indicate how many of your informal meetings were conducted with (3 RD COUNTRY) (online or ad hoc) (if applicable)	

Please indicate how many of your informal meetings were conducted with European organisations (Clusters and SME's) (if applicable)	
How many cooperation cases do you expect to be initiated following this event?	

Please enter information about the parties with whom you intend to maintain further communication to build collaboration:

3. Partnership Information

Cooperation initiated with the following organisation:	
<input type="checkbox"/> European Cluster <input type="checkbox"/> European firm <input type="checkbox"/> Non-European Cluster/Organisation (only for international events) <input type="checkbox"/> Non-European firm (only for international events)	
Organisation Name (or main activity if confidential):	
Organisation Country:	
Organisation Sector:	
Organisation website (if available)	
Type of collaboration:	
<input type="checkbox"/> Research & Development <input type="checkbox"/> Technology transfer <input type="checkbox"/> Exports <input type="checkbox"/> Imports <input type="checkbox"/> Soft Landing services <input type="checkbox"/> Staff Exchange <input type="checkbox"/> Academic <input type="checkbox"/> FDIs: Inward/outward <input type="checkbox"/> 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:	

4. Relevance of the event towards individual objectives

Testimonial

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

It will include the name of your company and your country, unless you signal that your testimonial remains anonymous in the next question.

*(Question) Do you want to maintain your testimonial anonymous? Yes / No

5. Individual Objectives

Please rate the following aspects of the event's relevance to your own goals on a scale of 0 to 5, with 0 being the lowest value and 5 being the highest value:

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 EU clusters	
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	

6. Policy feedback on market access

Indicator	Number
Do you/or your members do business with (3RD COUNTRY)?	Yes No
Are you/or your members facing or have you/they faced difficulties trying to access the (3RD COUNTRY) market?	Yes No
If yes, please elaborate:	
What actions, in your opinion, could policy makers take to alleviate such difficulties?	

Are there any concrete projects in (3RD COUNTRY) in your sector that you are particularly interested in? If yes, please indicate them and any support you may need to participate in them.

7. Overall Quality of the Event

Indicator	Tick YES or NO
Did the event meet your expectations?	Yes No
Did you find the topics of the event useful?	Yes No
Did you consider considered the presentations were 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? <i>(If applicable)</i>	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 [3 RD COUNTRY] clusters and cluster-like organisations, and SMEs in the event for establishing further partnerships/ contact	Rate from 1 to 5

Members of the EU delegation to Dubai, UAE

EU Clusters

Name of the Entity	Industry Sector	Country
InovCluster	Agri Food	Portugal
Photovoltaic Industrial Technology Cluster – FETEK	Renewable Energy;Digital;Construction	Lithuania
Inteligentna Energija	Renewable Energy;Electronics;Digital;Construction;Other	Croatia
NAVIGO	Tourism;Creative & Cultural Industries;Renewable Energy;Aerospace & Defence;Other	Italy
Transylvania Energy Cluster	Renewable Energy;Digital	Romania
Automotive Cluster Bulgaria	Mobility, Transport & Automotive	Bulgaria
Descartes Développement et Innovation	Creative & Cultural Industries;Energy Intensive Industries;Renewable Energy;Mobility, Transport & Automotive;Digital;Construction;Other	France
Cluster Lucano dell'Aerospazio - Basilicata Aerospace Cluster	Aerospace & Defence	Italy
AGROTRANSILVANIA CLUSTER	Agri Food;Other	Romania
TEC CLUSTER	Digital;Construction	Romania
DARe Puglia / Bonassisa Lab	Agri Food	Italy
Forum Oceano	Tourism;Renewable Energy	Portugal
ENSIA - Energy Industrialists and Business Association	Energy Intensive Industries;Renewable Energy;Mobility, Transport & Automotive	Türkiye
Food Cluster, Business Upper Austria - Upper Austrian Business Agency Ltd	Agri Food	Austria

Sustainable Infrastructure Cluster	Renewable Energy;Electronics;Mobility, Transport & Automotive;Digital;Construction	Poland
Archenerg Cluster	Renewable Energy;Construction;Other	Hungary
Energy Transition Norway	Energy Intensive Industries;Renewable Energy	Norway
Silesia Automotive & Advanced Manufacturing Cluster	Mobility, Transport & Automotive;Digital	Poland
Latvian IT Cluster	Creative & Cultural Industries;Energy Intensive Industries;Mobility, Transport & Automotive;Agri Food;Health;Digital	Latvia
Dutch Greenhouse Delta (Business Support Organisation)	Agri Food	Netherlands

EU SMEs

Name of the Entity	Industry Sector	Country
GEODATA SERVICES	Aerospace & Defence;Mobility, Transport & Automotive; Digital;Construction	Romania
SOLAR ECO SYSTEMS	Renewable Energy;Construction	Romania
Heatventors Ltd.	Renewable Energy	Hungary
Kb Proiectare si consultanta srl	Construction	Romania
Euro-Clear	Other	Hungary
JET-VILL Ltd.	Electronics;Mobility, Transport & Automotive;Other	Hungary
HyGEN Technologies GmbH	Energy Intensive Industries;Renewable Energy;Other	Germany
Smart Tech Energy EOOD	Renewable Energy;Digital;Construction	Bulgaria