

EU-South Med Matchmaking Event

Frankfurt am Main, Germany 11 June – 13 June 2024

Matchmaking Proceedings Report

Delivered in October 2024

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1. Event Overview



Building on the success of the previous edition, the *EU-South Med Matchmaking Event 2024* was organised by the European Commission through the <u>European Cluster Collaboration Platform</u> (ECCP), together with <u>ANIMA Investment Network</u> for the <u>Euromed Cluster Forward</u> initiative and the local <u>Enterprise Europe Network</u> (EEN) partner <u>Chamber of Commerce and Industry Frankfurt am Main</u> (IHK). In the framework of the matchmaking event the delegations of clusters and SMEs from the EU and South Mediterranean countries met in Frankfurt am Main, Germany, from June 11 to June 13, 2024.

The spirit of the EU-South Matchmaking Event 2024 emphasised the value of international cooperation in driving innovation and economic growth, crucial for securing the stability and effectiveness of value chains in a world facing global challenges.

The event was an excellent opportunity that brought together cluster organisations and SMEs from the EU and South Med countries (Algeria, Egypt, Morrocco and Tunisia). The matchmaking provided the participants a unique chance to promote cluster to cluster (C2C), cluster to business (C2B), and business to business (B2B) cooperations that further enhanced the relations between the two regions, particularly in the fields of green techs and energy, digital techs and ICT, mechanical engineering and manufacturing, pharma and biotech.

The event encompassed the following activities:

- an inspirational pre-event webinar held on 13 May 2024 where all attendees received more information about the overall concept of the EU-South Med Matchmaking Event 2024 and why to attend:
- a technical webinar held on 28 May 2024, a practical session helping future participants in the matchmaking event to make the most of their profiling in the b2match tool, and explain the procedures to optimise the booking of meetings;
- pitching and matchmaking sessions organised on 11 June 2024, between cluster organisations and SMEs from Single Market Programme/COSME strand countries and South Med organisations;
- participation at the global leading digital summit ACHEMA Expo;
- site visits;
- a debriefing session to collect feedback and testimonials from cluster participants;
- a post-event survey.

The European delegation in the event consisted of 14 participants, representing 11 clusters and 3 SMEs, spanning across 9 countries, while the South Med delegation consisted of 16 participants,





representing 12 clusters and 4 SMEs from 4 countries, leading to a total of 30 participants in the matchmaking.

The EU–South Med Matchmaking Event 2024 itself took place on-site, on 11 June 2024. The 30 participants were able to schedule their meetings through the b2match platform. During the booking period (24 April 2024 – 10 June 2024), the participants made 138 meeting requests, where 75 were accepted and scheduled, 41 remained pending and 22 were cancelled. In the end, **the total number of meetings that took place during the event was 69** (51 scheduled meetings – 68% success rate – and 18 ad-hoc meetings).

In addition to the **69 formal meetings** that took place in the matchmaking event, the participants also reported a total of **122 informal meetings**, leading to a total of **41 reported cooperation cases,** initiated or already established.

1.1 Inspirational webinar

An inspirational webinar themed "Forge Connections: Discovering the EU-South Med Matchmaking Event 2024" was held on 13 May 2024. The scope of the webinar was to offer the participants more information about the overall concept of the EU-South Med Matchmaking Event 2024 and why to attend.

The webinar agenda included the following:

- Overview of past EU-South Med matchmaking events;
- Overview of the ACHEMA Expo 2024 in Europe and the EU-South Med Matchmaking Event 2024;
- Programme for the EU Clusters & SMEs;
- The Call for Expression of Interest;
- Q & A session.

The presentation of the webinar has been shared with all participants and has been displayed on the event page on the <u>European Cluster Collaboration Platform</u>. The webinar was attended by 26 participants, outside speakers and ECCP staff.

1.2 Technical webinar

Following the inspirational webinar, a technical webinar was held on 28 May 2024. The scope of the webinar was to help future participants in the matchmaking event to make the most of their profiling in the b2match tool, and to explain the procedures of optimising the booking of meetings.

The webinar agenda included the following:

- Welcome remarks by ANIMA Investment Network;
- How to fully utilise the b2match tool to achieve successful meetings;
- Antitrust compliance: principles to remember;
- Next steps;
- How to maximize your participation in the EU-South Med Matchmaking Event 2024;
- Q & A session.

The presentation of the webinar has been shared with all participants and has been displayed on the event page on the <u>European Cluster Collaboration Platform</u>. The webinar was attended by 27 participants, outside speakers, European Commission and European Cluster Collaboration Platform staff.



1.3 Agenda of the on-site mission

"Clusters connect all actors throughout the value chain; they are the heart of the European economy," stated Mariella Masselink, Head of Unit for Industrial Forum, Alliances, Clusters, DG GROW, European Commission, as she opened the event on 11 June 2024.

Keynote speakers highlighted the importance of business partnerships, investments, and regional cooperation in Europe and the Southern neighbourhood region to unlock investments in green and digital transitions, enhance strategic autonomy, and improve the skills and scale of entrepreneurs. Virginie Cossoul, Programme Manager, Regional Cooperation Neighbourhood South, Economic Investment Plan, DG Near, European Commission, explained: "Regional cooperation is very much focused on an inclusive economy, and the mantra that we have is an economy that works for people." Emmanuel Noutary, Coordinator of Euromed Cluster Forward, an initiative funded by DG NEAR presented the objectives of promoting inclusive innovation and competitiveness in the Euromed region to enhance economic growth and diversification. He provided concrete examples of programs and technical instruments aimed at activating value chains and business collaborations. Martina Bacova, Project Adviser at the European Innovation Council and SMEs Executive Agency (EISMEA), gave an overview of the European Cluster Collaboration Platform (ECCP) and its role as a key instrument for promoting cluster development, partnerships, and mutual economic opportunities.

Following the opening speeches, participants engaged in an interactive pitching session moderated by Daniel Cosnita from the ECCP. This session allowed 17 clusters and businesses to present their value propositions and explore potential collaborations. In a panel discussion afterward, speakers shared their testimonials about opportunities and examples in doing business and forging value chain cooperations between the EU and South Med countries. They discussed strategies for enhancing economic integration and industrial collaboration in the region, including closer integration, shorter value chains, and investment in technology and facilities.

The afternoon was dedicated to bilateral C2C, C2B and B2B meetings, fostering direct interactions and potential collaborations in key sectors. Clusters and SME representatives had more than 70 bilateral meetings, demonstrating the growing interest and commitment to international partnerships.

The day concluded with a debriefing session where participants discussed effective collaboration and partnership strategies, targeting specific markets, and leveraging Al and data analytics for business matchmaking. They highlighted the need for a legal framework for EU companies to collaborate directly with MENA countries and emphasized the importance of participating in in-person matchmaking and networking events.

The second day was dedicated to ACHEMA, the World Forum for the Process Industries. ACHEMA features manufacturers and service providers from over 50 countries, presenting products for chemical, pharmaceutical, and biotech research and manufacturing, as well as energy and environmental services. Participants, welcomed by IHK and Technologieland Hessen, had the opportunity to explore various pavilions, engage with exhibitors, and attend seminars on current trends and innovations in process technology.

In the afternoon, the participants were given the opportunity to choose between three site visit tracks to key innovation and sustainability centres in the Hesse region of Germany: track A to Frankfurt Innovation Center Biotechnology, track B to Center for Industry and Sustainability, and track C to Process Learning Factory.

In the last day, participants were invited to further explore ACHEMA Expo, visiting different pavilions, exhibitors and seminar sessions, based on their thematic focus.





A full run-down of the event is available in the <u>summary article</u>. The agenda of the on-site mission is presented below and available in detail <u>here</u>:

08:30 – 09:00	Registration
09:00 – 09:30	 Opening remarks and speeches Mariella Masselink, Head of Unit, DG GROW, European Commission Virginie Cossoul, Programme Manager, DG Near, European Commission Emmanuel Noutary, General Delegate, ANIMA Investment Network Martina Bacova, Project Adviser at European Innovation Council and SMEs Executive Agency (EISMEA) Moderator: Daniel Cosnita, ECCP Team Member
	Pitching session, round 1
09:30 – 10:30	Moderators: Daniel Cosnita, ECCP Team Member / ANIMA
10:30 – 11:00	Coffee break
11:00 – 12:00	 Opportunities and examples in doing business and forging value chain cooperations between EU and South Med countries Patrick Dufour, Regional Development Agency Heilbronn, Transformotive Dialog Cluster Amine Sellami, Tunisian Mecatronic Cluster Skirmante Balezentiene, Cluster Coordinator, Lithuanian Photovoltaics Industrial Technology Cluster (FETEK) Viviane Volk, Project Manager, Enterprise Europe Network (EEN) and Chamber of Commerce and Industry Frankfurt am Main Moderators: Emmanuel NOUTARY, General Delegate, ANIMA Investment Network Daniel Cosnita, ECCP Team Member
12:00 – 13:00	Pitching session, round 2 Moderators: Daniel Cosnita, ECCP Team Member / ANIMA
13:00 – 14:00	Networking Lunch
14:00 – 17:00	Matchmaking session
17:00 – 17:30	 Debriefing session: feedback harvesting from EU Participants, performed by Martina BACOVA, Project Adviser at European Innovation Council and SMEs Executive Agency (EISMEA) Christophe GUICHARD, Policy Officer at DG GROW, European Commission
20:00 – 22:00	Networking Dinner



Day 2 – 12 June 2024 (Frankfurt am Main)			
09:00 - 09:30	Registration at ACHEMA Expo		
09:30 – 15:00	Programme at ACHEMA Expo: visit of different pavilions, exhibitors and seminar sessions, based on thematic focus - Official Programme of ACHEMA with all sessions & practical aspects - Site events offered by ACHEMA		
15:00 – 18:00	Site visits 15:15 – 17:30 Track A: Frankfurt Innovation Center Biotechnology (FIZ Frankfurt Biotechnology Innovation Center) Suitable for organisations in pharma and biotech sectors 15:15 – 17:30 Track B: Cluster Process4Sustainability – Center for Sustainability in Industry. Provadis University, Höchst Industrial Park Suitable for organisation in sustainability in industry and energy sectors 15:30 – 17:30 Track C: Process Learning Factory CiP (Mittelstand-Digital Zentrum Darmstadt) Suitable for organisations in digital techs and ICT sectors		

Day 3 – 13 June 2024 (Frankfurt am Main)			
09:30 – 14:30	Further exploring ACHEMA Expo: visits of different pavilions, exhibitors and seminar sessions, based on thematic focus		

Table 1 Mission agenda

1.4 Participants

30 total participants engaged in the matchmaking event. **The European delegation in the event consisted of 14 participants, representing 11 clusters and 3 SMEs from 9 European countries**: Austria, Bulgaria, Cyprus, France, Germany, Greece, Lithuania, Portugal and Spain.

The European participants were selected based on a <u>Call of Expressions of Interest</u> published on the European Cluster Collaboration Platform (open from 25.03.2024 until 25.04.2024). Following the selection process, which included the verification of the eligibility criteria and the assessment of qualitative aspects, out of the 16 cluster applications and 7 SMEs applications received, 14 clusters and 5 SMEs were accepted, out of which 11 clusters and 3 SMEs participated in the event. The European participants represented organisations active in advanced manufacturing, aerospace & defence, digital, health, mobility, transport & automotive and renewable energy sectors. Aggregated European participants' data is presented in the Tables and Figures below:



Country	Cluster	SME	Total delegates
Austria	1		1
Bulgaria	1		1
Cyprus		1	1
France	1		1
Germany	2	2	4
Greece	1		1
Lithuania	2		2
Portugal	1		1
Spain	2		2
Total	11	3	14

Table 2 Distribution of European participant organisations per country of origin and type

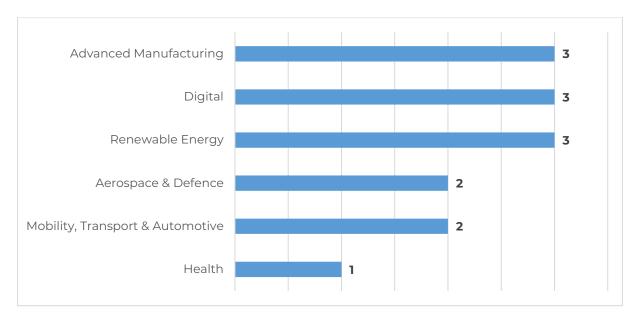


Figure 1 European delegation members by sector



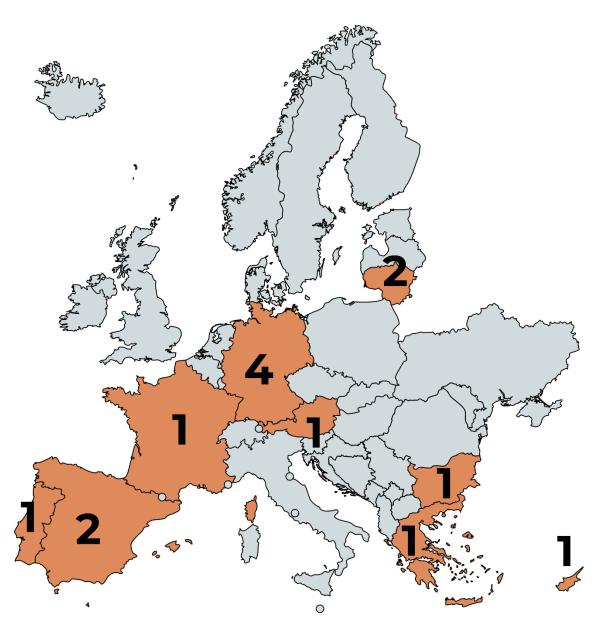


Figure 2 Geographical coverage of the European delegation

On the other side, **the South Med delegation consisted of 16 participants, representing 12 clusters and 4 SMEs, from 4 countries:** Algeria, Egypt, Morrocco and Tunisia. The sectors covered by the South Med delegation were advanced manufacturing, aerospace & defence, construction, creative & cultural Industries, digital, mobility, transport & automotive and renewable energy.

ANIMA Investment Network, the co-organiser of the event that was responsible for setting up the delegation from the South Med countries, also took the opportunity to join the matchmaking session in its capacity as business support organisation.



The Figures below provide a short side-by-side comparison between the two delegations in the event:

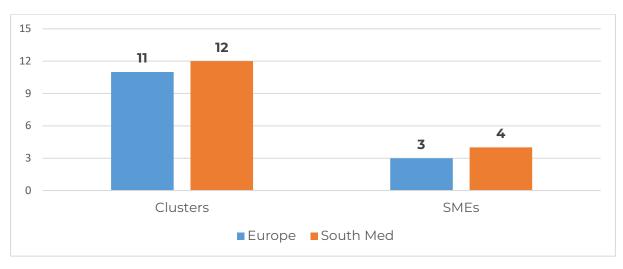


Figure 3 European and South Med delegations by type of participants

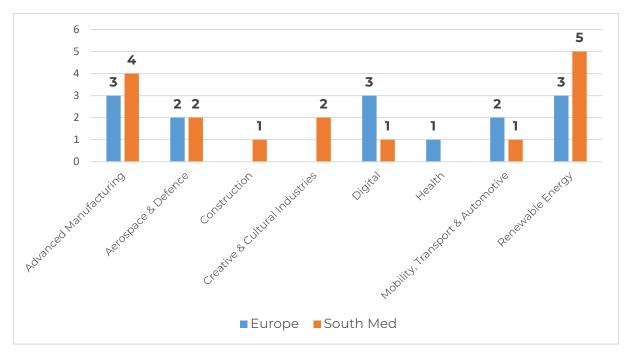


Figure 4 European and South Med delegations by sectoral coverage



1.5 Meetings

During the booking period (24 April 2024 – 10 June 2024), the participants made 138 meeting requests, where 75 were accepted and scheduled, 41 remained pending and 22 were cancelled.

On the day of the event, **a total of 69 formal meetings took place**, with 51 out of the 75 scheduled – 68% success rate – and 18 ad-hoc meetings.

The time slot for each meeting was 20 minutes. In addition to the formal meetings in the matchmaking, the European participants also reported **a total of 122 informal meetings** (i.e. networking during breaks, lunches, etc.).

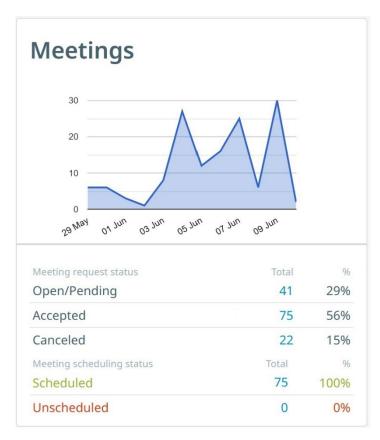


Figure 5 b2match extract





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Event feedback



2. Event Feedback

The feedback of the event was collected using the EU Survey platform. The survey was open from 14 June 2024 until 27 September 2024, and it was divided in three main sections: impact of the event (cooperation opportunities), relevance of the event towards individual objectives and overall quality of the event content and structure.

The survey also included participants' suggestions and general comments on the event and collected testimonials. The feedback received highlighted the clusters strong interest in the matchmaking events organised by the ECCP, especially with partners outside Europe. Furthermore, the survey collected the results of the event in terms of future perspectives and initiated cooperation activities.

From the European delegation, all 11 clusters and 1 SME responded to the survey, leading to 12 responses (80% response rate).

The survey results are presented in detail in the following sections.

2.1 Event feedback: cooperation opportunities

For 4 respondents (33%), this was their first participation in a matchmaking event organised by the ECCP, while the other 8 respondents (67%) were returning to an ECCP event.

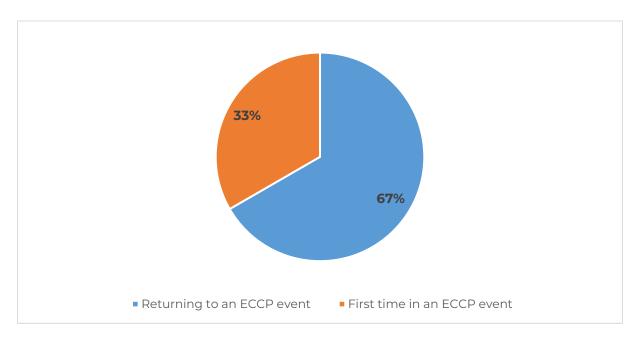


Figure 6 Previous participation of the respondents in ECCP events

In addition to the **69 formal meetings** taking place in the event, the 12 respondents also reported **a total of 122 informal meetings** (i.e., networking during breaks, lunches, etc). As a result of all partnering activities that took place with the occasion of the event, the 12 respondents in the survey stated that they already have initiated or established cooperation activities during or following the



matchmaking, leading to a total of 41 cooperation cases initiated or already established (total result based on the figures provided by the respondents in the feedback survey).

Several aggregated statistics of the cooperation cases are summarised and described in the section below.

On average, each participant from the EU delegation was involved in 5 formal meetings and 10 informal meetings, with a result of around 4 cooperation cases initiated or already established.

The figure below provides a detailed distribution of the number of cooperation cases initiated or already established per respondent.

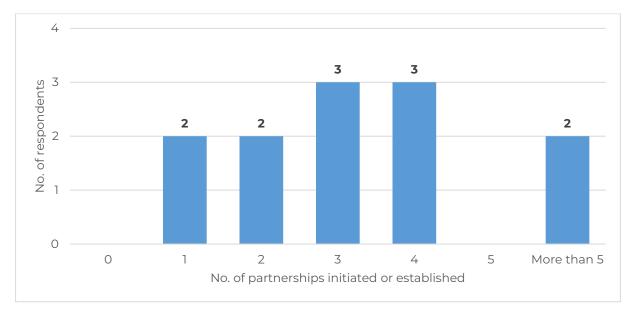


Figure 7 Number of cooperation cases initiated or already established (0 to more than 5) per respondent

73% of the total cooperation cases reported by the 12 respondents were established with South Med organisations (70 %clusters and 3% SMEs), while the other 27% of the cooperation cases were established with European organisation (19%, clusters and 8% SMEs). The figure below shows the distribution of partner organisations by origin and type:



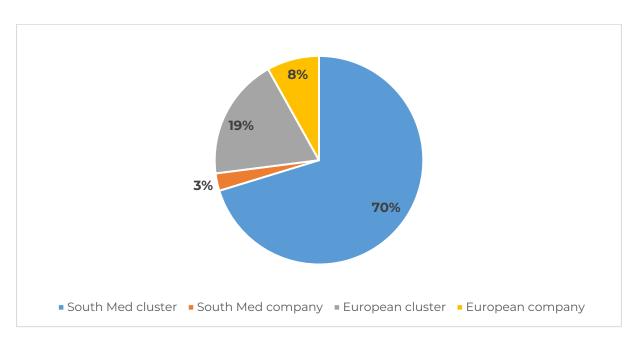
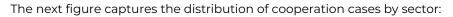


Figure 8 Distribution of cooperation cases by origin and type of partner organisations



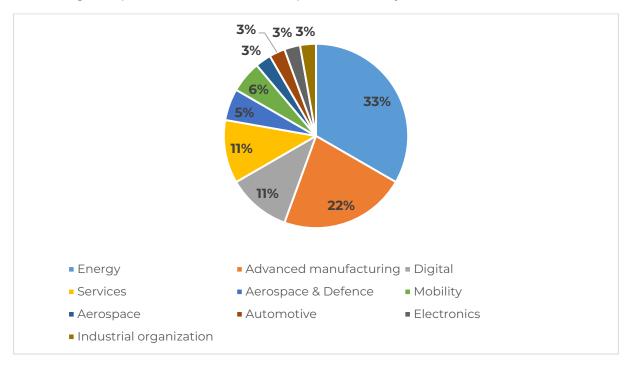


Figure 9 Distribution of cooperation cases by sector

Considering the type of cooperation cases established, the following distribution was identified based on the feedback survey:



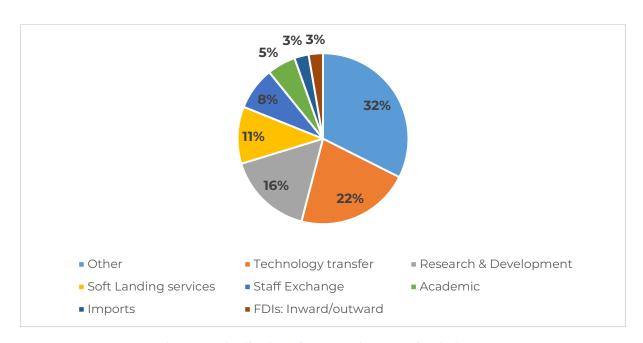


Figure 10 Distribution of cooperation cases by their type

Last but not least, by mapping the answers provided in the feedback survey, the figure below summarises the distribution of cooperation cases achieved per participating countries, on average (cooperation cases / number of representatives), with Greece and Portugal leading the statistics.

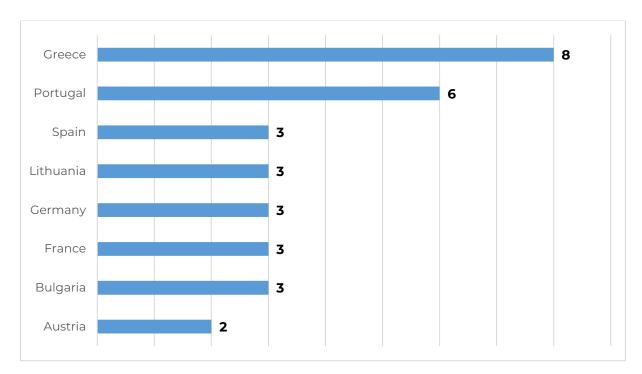


Figure 11 Distribution of reported cooperation cases by participating European countries



2.2 Event feedback: relevance of the event towards individual objectives

The respondents were asked to rate the event's relevance to the achievement of their own goals on a scale of 0 to 5, with 0 being the lowest value and 5 being the highest value. In this regard, they scored the following: vision and knowledge they acquired regarding new markets and technology trends; the knowledge acquired regarding the geographical market for cluster organisation/ members; the signature of cooperation agreements between companies and/or laboratories within participating clusters and the development of new business activities. Finally, they rated the opportunity of increased visibility and market penetration, focusing on how the event facilitated the search for strategic alliances/ partners and the access to new research and innovation competences and the development of concrete projects. The figure below provides an overview of each objective's rating:

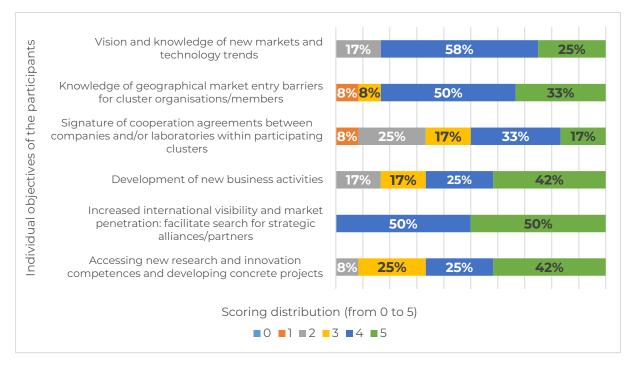


Figure 12 Relevance of the event towards individual objectives (scoring distribution)

From the answers provided, the event seems to have been especially relevant for participants regarding the achievement of the following goals:

- Increased international visibility and market penetration: facilitate search for strategic alliances / partners (100% respondents scored 4 or 5);
- Vision and knowledge of new markets and technology trends (83% respondents scored 4 or 5):
- Knowledge of geographical market entry barriers for cluster organisations / members (83% respondents scored 4 or 5).
- Accessing new research and innovation competences and developing concrete projects (67% respondents scored 4 or 5);
- Development of new business activities (67% respondents scored 4 or 5);



The lowest scored indicator was the signature of cooperation agreements but still having an overall satisfaction of 65%. European participants signalled that in the future, it would be helpful if the counterpart organisations would register more time in advance on the b2match platform, enabling a better scouting of the possible cooperations and a better preparation of the meetings. This would further improve the chances for signature of cooperation agreements.

Overall, the event is considered very relevant for the EU participants, who achieved, in their majority, the main goals of the event, with room for improvement in future events. The table below displays the average note scored by each objective:

Objective	Average score
Vision and knowledge of new markets and technology trends	3.92
Knowledge of geographical market entry barriers for cluster organisations / members	4
Signature of cooperation agreements between companies and/or laboratories within participating EU clusters	3.25
Development of new business activities	3.92
Increased international visibility and market penetration: facilitate search for strategic alliances/partners	4.50
Accessing new research and innovation competences and developing concrete projects	4

Table 3 Relevance of the event towards individual objectives (average score)

2.3 Event feedback: event content and structure

Participants were asked to rate several indicators related to the overall quality of the event through a 0 to 5 score (0 being the lowest quality and 5 being the highest quality). The participants were also asked to express feedback on several general aspects of the event. The questions were formulated in a "Yes/No" manner. All results are detailed in the section below.

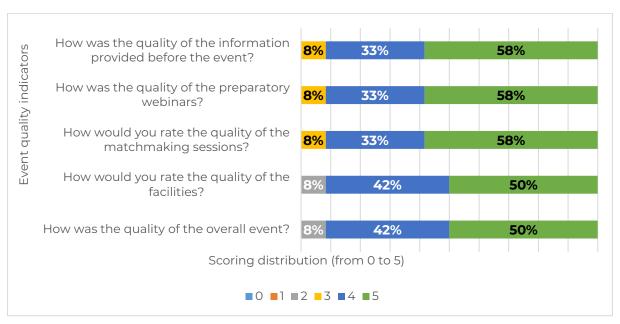


Figure 13 Overall event quality (scoring distribution)



The respondents expressed significant satisfaction with the overall quality of the event, with at least 91% of them scoring 4 or 5 in all categories. However, the lowest scored marks were offered for the quality of the facilities, as participants reported significant issues with noise and distractions coming from the environment during the matchmaking session, as well as the table setup being very tight.

The average satisfaction regarding the overall organisation of the event was 87%.

In summary, the table below displays the average note scored by each indicator:

Indicator	Average
Catol	score
How was the quality of the information provided before the event?	4.50
How was the quality of the preparatory webinars?	4.50
How would you rate the quality of the matchmaking sessions?	4.50
How would you rate the quality of the facilities?	4.33
How was the quality of the overall event?	4.33

Table 4 Overall event quality (average score)

Several other indicators were assessed in a "Yes/No" manner, resulting the following:

- 92% of the respondents considered that 20 minutes was a proper meeting time slot in this matchmaking;
- 100% of the respondents found the topics of the event useful and the presentations suitable for the event;
- **92% of the respondents confirmed that the event met their expectations.** Positive feedback and testimonials were collected from the European delegation, and presented in the sections below.

When asked in the survey with what countries are they interested in partnering with in the future, the respondents showed **strong interest in cooperating with non-European countries**. Also, the respondents expressed interest for remote regions with strong potential for business cooperation with EU, but which are difficult to reach by themselves, and where ECCP missions would be beneficial.

- the most desired destination was the MENA region being mentioned 4 times as an entire region of interest, and with Morocco being individually mentioned 3 times, Egypt and Tunisia twice, Algeria and Saudi Arabia once;
- the **second most desired destination was North America**, with **Canada being mentioned 3 times,** USA twice and Mexico once;
- the **third preferred destination was South America,** being mentioned one time as a whole region, and with Argentina, Brazil and Colombia being mentioned 1 time each;
- also, Japan was mentioned 2 times, and Australia 1 time;

An overview of the countries of interest for the EU delegation is presented in the figure below:



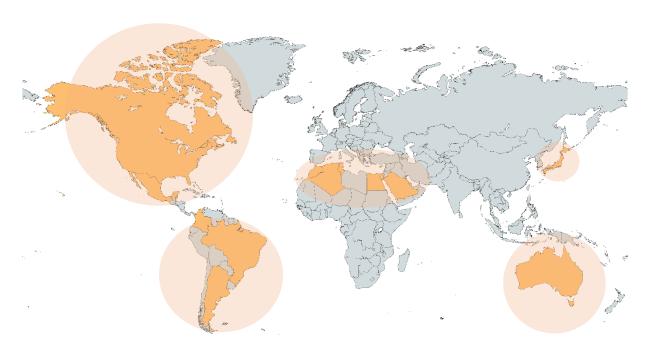


Figure 14 Areas of interest for the respondents

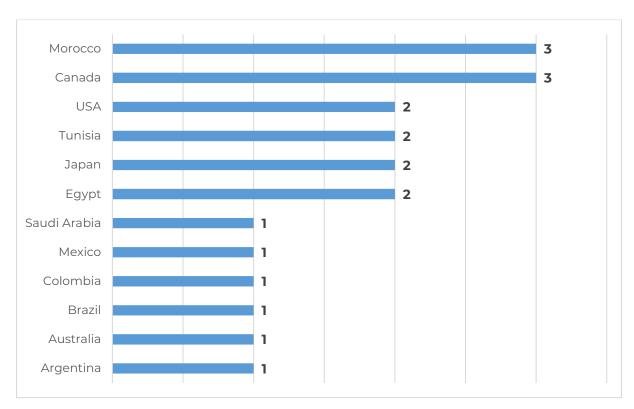


Figure 15 Ranking of preferred countries by the respondents (mentioning frequency)



2.4 Event feedback: testimonials

"I took part in the EU-South Med Matchmaking Event 2024 and was absolute thrilled by the discussions I had with numerous representatives from South Med countries. We have come up with several project ideas and I am looking forward to implement them with our current and future partners. @ECCP: Thanks a lot for organizing this event. It was splendid!"

Patrick Dufour, Transformotive Dialog Cluster, Germany

"This was my first time attending such an event, and it proved to be very interesting and insightful. I was particularly keen on gaining an impression of the cluster landscape in the South Mediterranean region. I was pleasantly surprised by the broad range of regional competences showcased during the event. The diversity and depth of expertise across various clusters were quite impressive. In addition to the conference, the chance to visit ACHEMA and participate in site visits around Frankfurt was a great addition. These visits offered practical insights into cutting-edge developments and innovative practices in our industry.

Overall, the ECCP event was a worthwhile experience, and I am optimistic about the potential collaborations and opportunities that may arise from the connections made during this event."

Lejla Pock, Human Technology Styria, Austria

"We are very happy with the outcomes, the participation of high-level delegates from South Med and close environment allowed to have a discussion with most of participants. The follow-up activities already engaged promises good outcomes in the future."

Skirmante Balezentiene, FETEK, Lithuania

"Clusters are navigators in nowadays business and the EU-South Med meetings helped in finding new directions and ideas where to go further with increasing partners network."

Andrius Rakickas, LAUGEA, Lithuania

"This mission enabled me to discover many new partners, particularly in North Africa. We hope to work with some of them over the long term to share best practices and develop collaborative RDI projects in electrical engineering. Thanks to these clusters, we will be able to have interesting entry points for our members who would like to strengthen or develop an activity on-site."

Nina Pona, Pole MEDEE, France

"I am very enthusiastic of the matchmaking meetings that I had during these days. Having two project ideas and a few further ideas in mind, I am motivated to take bring ideas to the next level and see whether they have potential for research projects. I appreciated the way we communicated at the event with each other. Every participant seemed to be benevolent and were happy to share their thoughts on ideas and questions that I've shared."

Amelie Beutel, AIBC Eurocluster, Germany



"Participating in the EU-South Med matchmaking event has proven highly advantageous for AMEC. A significant achievement has been the establishment of connections with potential partners for future European and international projects. This event provided us with a valuable platform to engage with organizations across different countries that share similar goals in sustainability and industrial sector. Through these interactions, AMEC has been able to explore collaborative opportunities that leverage expertise and resources from diverse stakeholders, enhancing its capacity to tackle complex sustainability challenges effectively."

Sabrina Monsonis, AMEC, Spain

"This event has been a great opportunity to meet with neighbour organizations, to know each other and narrow relationships. Now it's time to concrete ideas and exploit those cooperation opportunities identified. Without this kind of events, it would be almost impossible to access those chances for our organization and our members."

Jose Ramón Natal, MetaIndustry4, Spain





Annexes



Annex 1. List of participants

European delegation		
Organisation	Country	Туре
AIBC Eurocluster	Germany	Cluster
LAUGEA	Lithuania	Cluster
SWORD Cyprus	Cyprus	SME
Freiberuflich	Germany	SME
Metalndustry4	Spain	Cluster
iiDevelopment GmbH	Germany	SME
Human Technology Styria	Austria	Cluster
Pôle MEDEE	France	Cluster
Transformotive Dialog Cluster	Germany	Cluster
PRODUTECH	Portugal	Cluster
AMEC	Spain	Cluster
FETEK	Lithuania	Cluster
TIASI	Greece	Cluster
CASTRA	Bulgaria	Cluster
South Med delegation		
Organisation	Country	Туре
Cluster Mécanique Algérie	Algeria	Cluster
Egypt Renewable Energy Cluster	Egypt	Cluster
Federation of Egyptian Industries	Egypt	Cluster
Cluster Mecatronic Tunisia	Tunisia	Cluster
Sustainable Energy Development Association Egypt	Egypt	Cluster
CONECT International	Tunisia	Cluster
Cultiv	Egypt	Cluster

Superior Integrated Solutions	Egypt	SME
Cluster Mécanique de Precision Algérie	Algeria	Cluster
Mechanical and Metalworking Cluster	Morocco	Cluster
Environmental Compliance Office	Egypt	Cluster
Electronics, Mechatronics and Mechanics Cluster	Morocco	Cluster
Cluster Maintenance 4.0	Morocco	Cluster
Ace Metal	Morocco	SME
Nile Valley Engineering	Egypt	SME
SofiaTech	Tunisia	SME

Table 5 Participants list



