



An initiative of the European Union

EUCLUSTERS



MATCHMAKING EVENTS

EU-South Med MATCHMAKING EVENT

In the context of ACHEMA 2024

Technical Webinar

28 May 2024, 15.00 - 16.00 CET



EUROMED
CLUSTERS
FORWARD

ACHEMA
2024



WELCOME

Housekeeping rules

- This webinar is scheduled to last **1:00 hour**
- **This webinar will be recorded** and published on ECCP
- All participants are in **listen-in mode**
- To ask a question, please **type it into the Q&A box**

AGENDA

- Welcome remarks by ANIMA Investment Network
- How to fully utilise the B2match tool to achieve successful meetings
- Antitrust compliance: some principles to remember
- Next Steps
- How to maximize your participation in the EU-South Med MME
- Q & A

Moderator: Teodora Jilkova, ECCP Team Member

Speakers:

Emmanuel Noutary, General Delegate, ANIMA Investment Network

Flaviu Iorgulescu, ECCP Team Member

Welcome Remarks

Emmanuel Noutary

General Delegate, ANIMA Investment Network

ANIMA

ANIMA is an association working for economic development in **Europe, the Middle East and Africa** that is aligned with the challenges of social and environmental responsibility.

It was created in 2006 as part of the Barcelona Process - Euromed Partnership. ANIMA's headquarters are in Marseille, France, and the network has an office in Morocco.

Our aims:

- To **engage countries in cooperation** aimed at transforming their economies and enhancing their attractiveness.
- **Improve the performance** of business support policies and institutions.
- **Promote companies that create value** for society.



Euromed Clusters Forward

**Strengthening clusters and their members
by promoting inclusive innovation and competitiveness in the Euromed region
in order to improve growth,
economic diversification, sustainable
development and employment**



Timing

01/04/2022 to 01/10/2026



Budget

€7.7 M (co-financed at 90% by DG NEAR, EU)



Scope

- Southern neighbourhood - Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia
- National & regional focus depending on activities and goals
- Individual and group support
- Mix of digital and on-site activities

Specific objectives & activities



Fostering policies for clusters development and collaboration

- Strategic studies
- National policy dialogues
- Technical assistance on clusters policies



Strengthening clusters capacity & regional cooperation

- Capacity building for cluster managers and members
- Peer-to-peer expertise between South Med and European Clusters
- Benchmarking visits in Europe & South region
- 7 in-depth Technical Assistance for clusters across the South region



Activating Euromed key value chains through inter-clustering

- Tech Days/ **EU-South Med matchmaking events**
- **Made by Euromed: Collaborative projects between clusters** to activate regional value chains
- Regional high-level working groups

The consortium

Lead partner



Co-applicants



Affiliated partners



EU-South Med matchmaking events

A collaboration between Euromed Clusters Forward and ECCP aiming at encouraging **inter-cluster collaboration between Algerian, Egyptian, Jordanian, Lebanese, Moroccan, Palestinian and Tunisian companies and their EU counterparts** in order to establish roadmaps for future collaborations

A platform for networking, sharing knowledge and identifying new opportunities for cooperation



2023 edition in the frame of GITEX Africa:
EU-South Med delegation: 34 clusters, 11 SMEs, 6 BSOs
250 business meetings within the EU-South Med delegation leading to **a total of 78 cooperation cases**



How to fully utilise the B2match tool to achieve successful meetings

Flaviu Iorgulescu

ECCP Team Member



Agenda

You are signed in as an organiser. [Logout](#)

Home Participants Marketplace **Agenda** Meetings Conversations

11 June 2024 - 13 June 2024
Darmstadt, Germany

EU-SouthMed Matchmaking

EU-South Med MATCHMAKING EVENT
In the context of ACHEMA 2024
Frankfurt, Germany
11-13 June 2024

Info Requirements How to apply **Agenda** Location How it works FAQ Contact

10 June 2024

	Arrival, check in Individual ACHEMA visits
11 June 2024 morning	
08:30 - 09:00	Registration Location: Greet Hotel Darmstadt, Hilperstrasse 27, 64296 Darmstadt
09:00 - 09:30	Opening Speeches
09:30 - 10:30	Breaking the ice, Pitching Session, Round I
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
12:00 - 13:00	Pitching Session, Round II
13:00 - 14:00	Networking Lunch
11 June 2024 afternoon	
14:00 - 17:00	Matchmaking event
17:00 - 17:30	Debriefing Session
20:00 - 22:00	Networking Dinner
12 June 2024	
09:00 - 09:30	Registration Location: ACHEMA
09:30 - 15:00	ACHEMA Fair Visit
15:00 - 18:00	Site Visit A: Frankfurt Innovation Centre (biotech and pharma)
15:00 - 18:00	Site Visit B: Hoechst Industrial Park (manufacturing & energy)
15:00 - 18:00	Site Visit C: Digital Zentrum Darmstadt (digital tech & ICT)
13 June 2024	
09:30 - 14:30	ACHEMA Individual Fair Visit

ORGANISED BY

EUROPEAN CLUSTER COLLABORATION PLATFORM

ANIMA INVESTMENT NETWORK

IBERO CLUSTERS

EUROMED CLUSTERS FORWARD

IHK Industrie- und Handelskammer Frankfurt am Main

enterprise europe network

ACHEMA 2024

RESOURCES
[Data Protection Notice](#)
[Agenda](#)

Main agenda blocks

Personal agenda

Detailed agenda

Registration

Please make a choice

☐ European Cluster

☐ European SME

☐ **Other European Participant**
excepting clusters and SMEs

☐ **SouthMed organisation**
Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine, Tunisia

☐ **International Participant**
other than European or SouthMed

Pitching Session

Organiser questions

WOULD YOU LIKE TO PARTICIPATE IN A
PITCHING SESSION?

Please choose

v

Due to time constraints, participants to the pitching session will undergo a screening process and if accepted, they will be informed in due time. Thank you for your interest!

IF "YES", PLEASE PROVIDE A BRIEF
DESCRIPTION OF WHAT YOU ARE LOOKING
TO PRESENT (PRODUCT, OFFER, SERVICE,
NEED)

Site Visits

☐ Site Visit C: Process Learning Factory CiP

🕒 Time	15:00 - 18:00
📍 Location	Digitalzentrum Darmstadt

<https://digitalzentrum-darmstadt.de/Lernfabriken> Suitable for digital tech/ICT. Limited places. Applicants will undergo a screening process and should await confirmation. Thank you for your understanding!

☐ Site Visit A: Frankfurt Innovation Centre Biotechnology

🕒 Time	15:00 - 18:00
📍 Location	Frankfurt Innovation Centre

<https://www.fiz-biotech.de/en/> Suitable for organisations in biotech and pharma Limited places. Applicants will undergo a screening process and should await confirmation. Thank you for your understanding!

☐ Site Visit B: Cluster Process4Sustainability – Center for Sustainability in Industry , Provadis University, Höchst Industrial Park)

🕒 Time	15:00 - 18:00
📍 Location	Industrial Park Hoechst

<https://www.industriepark-hoechst.com/en/stp/site/sustainability/process4sustainability/> Suitable for energy/manufacturing firms. Limited places. Applicants will undergo a screening process and should await confirmation. Thank you for your understanding!

Plan your attendance

Be sure to select
Matchmaking Session



☐ Collaboration Opportunities and practical guidelines on doing business (EU – South Med)

🕒 Time

📍 Location

11:30 - 12:00

Greet Hotel Darmstadt

☐ Pitching Session, Round II

🕒 Time

📍 Location

12:00 - 13:00

Greet Hotel Darmstadt

☐ Networking Lunch

🕒 Time

📍 Location

13:00 - 14:00

Greet Hotel Darmstadt

☐ Matchmaking Session

🕒 Time

📅 Meetings

📍 Location

14:00 - 17:00

9 meetings, 20 min each

Greet Hotel Darmstadt

Create an opportunity



Daniel Cosnita

President at Romanian Cluster Association
Bucharest, Romania

[Edit my profile](#)

Overview

[My availability](#)

[My opportunities](#)

[Organizer questions](#)

[Account settings](#)

[Logout](#)

You've successfully signed up for the EU-SouthMed Matchmaking Event!

You'll receive an email confirmation shortly.

Your profile is waiting to be activated!








Your profile will be visible to other participants and you can request meetings as soon as the organiser activates your profile. You will be notified via email.

Create an opportunity

You don't have any visible opportunities on your company profile. Please create new ones or publish the existing ones in case you have any from previous events.

[Add an Opportunity](#)

Types of offers/demands

 Product Add and describe a product you offer.	 Service Add and describe a service you offer.	 Partnership Add this if you are interested in engaging in a partnership with another organisation.	 Project Cooperation Add this if you are interested in finding a partner for your project.
 Investment Add this if you seek investment opportunities.	 Expertise Add your area of expertise and describe what you can offer to other participants.	 Request Add if you have anything specific you are looking for.	

Market Place

Market Place

Market Place

Home Participants Marketplace Agenda Meetings Conversations

You are signed in as an organiser. Logout

EU-South Med MATCHMAKING EVENT

In the context of ACHEMA 2024

Frankfurt, Germany

11-13 June 2024

11 June 2024 - 13 June 2024
Darmstadt, Germany

EU-SouthMed Matchmaking Event

Info Requirements How to apply Agenda Location How it works FAQ Contact

Welcome to

EU-South Med Matchmaking Event in the context of ACHEMA Frankfurt

The European Commission (EC) will organise the **EU – South MED Matchmaking Event** in the frame of **ACHEMA expo** which will be held on 10-14 June 2024.

The **EU – South MED Matchmaking Event** itself will take place on-site in Frankfurt, Germany 11-13 June 2024.

The event will be jointly organised by the European Commission through the European

LOCATION Greet Hotel

ORGANISED BY

EUROPEAN CLUSTER COLLABORATION PLATFORM

ANIMA INVESTMENT NETWORK



You are signed in as an organiser. [Logout](#)

Marketplace

[Add an Opportunity](#)

0 Opportunities found



There are no opportunities yet!

Check this page periodically so that you don't miss any new opportunities from other participants.

Marketplace

[Add an Opportunity](#)

16 Opportunities found



☐ EXPERTISE (9)

☐ SERVICE (6)

☐ PRODUCT (1)

PRODUCT

Updated on May 12, 2023

Electrodo - Web3 platform for ESG data, asset...

Electrodo is a Web3 platform for ESG data, asset, and risk management, helping companies and investors create sustainable value and improve the efficiency of sustainable capital allocation. By addressing ESG data availability, integrity, and reliabil...

ICT

Other

Automotive

+3



Leonid Khatskevych

CBDO at 482.solutions (Odesa, Ukraine)



Request meeting

EXPERTISE

Updated on May 11, 2023



Web Development, IT Outstaffing, EoR

For over 14 years, Cleveroad has been a leading custom software development and PoC and outstaff partner for major companies such as Porsche, TDC, and Lego, with a strong team of 280+ developers



Participants



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Nina Pona
Project Manager
LILLE, FRANCE
Pôle MEDEE >









Pedro Rocha
Executive Director
PORTO, PORTUGAL
PRODUTECH - Production Technologies Cluster >







Lejla Pock
CEO
GRAZ, AUSTRIA
Human.technology Styria >





Hussain Suliman
Geschäftsmann
FRANKFURT AM MAIN, GERMANY
German Group for Services & Consultancy "GGSC" >



Book your meetings



Nina Pona

Project Manager
LILLE, FRANCE
Pôle MEDEE >



 Request meeting



Pedro Rocha

Executive Director
PORTO, PORTUGAL
PRODUTECH - Production Technologies Cluster
>



 Request meeting



Lejla Pock

CEO
GRAZ, AUSTRIA
Human.technology Styria >





 Request meeting



Check your meetings


aking Event
rmstadt, Germany

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You are signed in as an organiser. [Logout](#)


1:1 Meetings

My meetings 

[ALL](#) 0 [ACCEPTED](#) 0 [PENDING](#) 0 [CANCELED](#) 0

AVAILABILITY

All times are displayed in the event time zone (Europe/Berlin, currently: 14:34). [Change](#)



You don't have any meetings yet.

[+ Request meetings](#)



Check your meetings

ALL 5

ACCEPTED 1

PENDING 4

CANCELED 0

AVAILABILITY

All times are displayed in the event time zone (Europe/Bucharest, currently: 14:04). [Change](#)



Next meetings



Leonid Khatskevych
482.solutions



George Luparu
KFactory



Starts in 10 days



🕒 14:00 - 14:20

📅 Wednesday, May 24

📺 Online Video Meeting

📍 Table 2



Sent requests



Leonid Khatskevych
482.solutions



George Suci
BEIA



🕒 Not set

📅 Not set

Booking meetings


- Send **meeting requests** to those you want to meet.
- Schedule your own meetings - Meeting requests have to be accepted, otherwise they cannot be scheduled.

Attend scheduled meetings


ALL 5 ACCEPTED 1 PENDING 4 CANCELED 0 AVAILABILITY

All times are displayed in the event time zone (Europe/Bucharest, currently: 14:08). [Change](#)

Next meetings



Leonid Khatskevych
482.solutions



George Luparu
KFactory

14:00 - 14:20

Wednesday, May 24

Online Video Meeting

Table 2


Starts in 10 days

Reschedule


Invite guests

Cancel


Recommended for you ⓘ [See all](#)




Alexandre Yurchak
CEO
Association of Industrial Auto...



Riccardo Volpi
CTO and co-founder
Quaesta AI



Cristina Luminita Iancu
CEO
Genuineq



Pieter Becue
Business developer
imec

- 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

Conversations

EU-SouthMed Matchmaking Event
June 11 - June 13, 2024 | Darmstadt, Germany

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[Meetings](#)

[Conversations](#)



You are signed in as an organiser. [Logout](#)



You don't have any messages yet. If you want to start a conversation, click on the "Send message" button bellow.

 Send message

Debriefing Survey

A link to a Debriefing Survey will be sent to the participants at the end of the matchmaking event, remember to check your e-mail.

Please provide us with quality feedback, describing the identified cooperation cases!



Antitrust compliance: some principles to remember

- Exchanging information to find partners with complementary capabilities to achieve efficient and faster production, e.g. through quicker delivery of key inputs, can be **beneficial** and **compatible with competition rules, if certain principles are observed**:
 - exchange of commercial information is kept to the **minimum necessary and**
 - **limited** both **in time** and to **resolving related supply challenges**.
- Particularly sensitive information is prices, discounts, costs, sales, commercial strategies, expansion plans and investments, customers and suppliers lists, etc.
 - **do not exchange such information with your direct competitor in relation to competing products**.
 - if talking with a direct competitor at the event, keep notes on the subjects discussed.

Next steps

- Register!
- Booking meetings is open!
- Create your matchmaking opportunities!
- Start booking meetings!
- On the day of the event, please check your meetings agenda (and download it)

A background image showing a group of people in a professional setting, possibly a meeting or conference. The image is partially obscured by a blue overlay and the text.

How to maximize your participation in the EU-South Med MME

Teodora Jilkova
ECCP Team Member

A decorative geometric pattern at the bottom of the slide, consisting of various shades of blue and green polygons.

EU – South Med MME 2024 - In the context of ACHEMA

Month/Day	Saturday	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
June	08-Jun	09-Jun	10-Jun	11-Jun	12-Jun	13-Jun	14-Jun	15-Jun	16-Jun
				EU-South Med MME in the frame of ACHEMA expo, Frankfurt					
09:00 - 10:00				Welcome Remarks					
10:00 - 11:00				Testimonials	ACHEMA expo	Possible site visit (tbc)			
11:00 - 12:00				Pitching session	ACHEMA expo	ACHEMA expo			
12:00 - 13:00					ACHEMA expo	ACHEMA expo	#process: Nature as a role model – Maximum resource efficiency in the chemical industry (main topic of the ACHEMA expo for the day, please check the official ACHEMA programme for more details)		
13:00 - 14:00			#pharma: Next generation pharma manufacturing – Current advances in cell and gene therapy (main topic of the ACHEMA expo for the day, please check the official ACHEMA programme for more details)	Networking Lunch	#digital: Artificial intelligence and autonomous systems in process industry (main topic of the ACHEMA expo for the day, please check the official ACHEMA programme for more details)	#green: Beyond fossil fuels - Exploring alternative carbon sources for a sustainable chemical industry (main topic of the ACHEMA expo for the day, please check the official ACHEMA programme for more details)			
14:00 - 15:00				B2B meetings (3)	ACHEMA expo	ACHEMA expo			
15:00 - 16:00				B2B meetings (3)	Site visit - Frankfurter Innovationszentrum Biotechnologie (pharma and biotech) – https://www.fiz-biotech.de/en/	ACHEMA expo			
16:00 - 17:00				B2B meetings (3)	Site visit - https://digitalzentrum-darmstadt.de/Lernfabriken (Prozesslernfabrik CiP) (digital techs and ICT)	ACHEMA expo			
17:00 - 18:00									
				Networking Dinner					

12 June 2024

Organised in the framework of [ACHEMA](#)

Time	Programme
09:00 – 09:30	Registration Location: Site map of the exhibition grounds Hall overview and entrance

Time	Programme
09:30 – 18:00	<p>Visits and different pavilions, exhibitors and seminar sessions, based on thematic focus:</p> <p>Official Programme of ACHEMA in PDF here with all sessions & practical aspects</p> <p>Site Events Offered by ACHEMA here and on page 28 & 29 of the official programme</p> <p>ACHEMA app offering:</p> <ul style="list-style-type: none">- Complete directory of exhibitors, with company profiles on fields of activity and products, including contact details- ACHEMA congress programme on current trends, the complete spectrum of topics that move process technology and top-class speakers- Lecture abstracts- Interactive hall plans- Comprehensive search and filter functions (e.g. product, exhibition group, focal topic, country of origin, exhibition hall)- Bookmark exhibitors, products/topics, innovations, events, speakers- Add events to your personal calendar- Matchmaking function to identify interesting contacts- Innovation guide with product presentations and world novelties to explore

ACHEMA [PROGRAMME](#)

USEFUL [INFORMATION](#)

ACHEMA

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- FAQ for visitors



Tickets
Your entry ticket to ACHEMA



Exhibitors and Products
Solution providers and business partners

Q & A

Important

- Register In B2Match
- Create your matchmaking opportunities!
- Check AICHEMA website!
- Start booking meetings!
- On the day of the event, please check your personal agenda (and download it)
- Indicate your choice for site visit (12 June)
- Check emails for final instructions!

THANK YOU



Visit the ECCCP website and follow us on social media



www.clustercollaboration.eu



@Clusters_EU



European Cluster Collaboration Platform

#ECCP #ECCPMatchmaking

 www.clustercollaboration.eu

