

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

### TECHNICAL WEBINAR

### 27 MAY

### 11.00 - 12.00 CEST







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# ECCP MATCHMAKING EVENTS ★

# WELCOME





# Housekeeping Rules

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

# Agenda

**11:00-11:05**

**Welcome**

**11:05-11:30**

**B2Match: Presentation on how to create your profiles, offers and demands, and start scheduling meetings**

**11:30-11:40**

**Next Steps Towards the Matchmaking Event**

**11:40-11:55**

**Q & A**

**11:55-12:00**

**Closing**

# Welcome

**Teodora Jilkova**

Veritas Cluster, ECCCP Team Member



# Matchmaking Event: B2Match

**Daniel Cosnita**

ECCP Team Member

# Registration



## EU South Med Matchmaking Event 2025 >

Cairo

- ☒ Create an account
- ☐ Participation type
- ☐ Complete your profile
- ☐ Plan your schedule

### Register as...

- ☐ European Cluster
- ☐ European SME
- ☐ South Med Participant

[Cancel registration](#)



# Pitching Session



## EU South Med Matchmaking Event 2025 >

Cairo

- ☒ Create an account
- ☒ Participation type
- ☐ Complete your profile

## Further Details

Would you like to participate in the pitching session?\*

Yes



If yes, please provide a brief description of what you are going to present (product, offer, service, need)

# Create an opportunity

You are signed in as Daniel Cosnita [SIGN OUT](#)

EU South Med Matchmaking Event 2025

16 Jun 2025 | Cairo

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**Daniel Cosnita**

President

Bucharest, Romania

Activation pending

Your profile is **waiting to be activated**, until then you are not visible to other participants.

[Go to my profile](#)



## Confirm your Email Address

We've sent you an email with a link to confirm your Email Address.



## Add organisation page

Represent your organisation on this event by creating its dedicated page.



**Romanian Cluster Association**

Business Support Organisation

Bucharest, Romania



## Finish setting up your profile

Create an impressive networking profile by adding details such as a short pitch, biography, profile picture, and more.



## Create opportunities








Add Marketplace opportunities to showcase what you can offer to other participants.



[Add opportunities](#)



# Type of offers/demands

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

# Availability



**Daniel Cosnita**

President  
Bucharest, Romania

Activation pending

Your profile is **waiting to be activated**, until then you are not visible to other participants.

[Go to my profile](#)



Hello Daniel!

Congratulations on successfully registering for the EU South Med Matchmaking Event 2025. Follow the steps below to finish setting up your networking profile and explore its possibilities.

## Next Steps

### Book meetings



[Book meetings](#)

[My availability](#)

## Completed Steps

### Confirm your Email Address

We've sent you an email with a link to confirm your Email Address.



### Add organisation page



# Availability

You are signed in as Daniel Cosnita [SIGN OUT](#)

Availability



## Available for meetings?



Indicate your meeting availability by selecting the time slots below. You will only be able to send and receive meeting requests in those time slots.

Monday 16 June 2025



☒ Mark all free time slots as available

- ☒ 12:00
- ☒ 12:20
- ☒ 12:40
- ☒ 13:00
- ☒ 13:20
- ☒ 13:40






Cancel

Save


# Agenda

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Clusters Meet Regions Eindhoven 2025  
26–27 Mar 2025 | Eindhoven, Netherlands

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[EVENT AGENDA](#) [MY SCHEDULE](#)

 [Subscribe to calendar](#)

Wednesday 26 March 2025

09:00 - 09:25	<b>Registration &amp; coffee</b>  High Tech Campus Eindhoven	<a href="#">Add</a>
09:25 - 11:15	<b>1st Day Morning Plenary Sessions</b>  High Tech Campus Eindhoven	<a href="#">Add</a>
11:15 - 11:45	<b>Coffee Break</b>  High Tech Campus Eindhoven	<a href="#">Add</a>
11:45 - 12:45	<b>Panel I - Collaboration across borders, from nice to needed</b>  High Tech Campus Eindhoven	<a href="#">✓ Added</a>

24 RESULTS

[Reset](#)

DAYS

- ☐ Wed, 26 Mar 2025
- ☐ Thu, 27 Mar 2025

SESSION LOCATIONS

- ☐ Noordkade Veghel
- ☐ Brainport Industries Campus
- ☐ High Tech Campus Eindhoven
- ☐ Avular



# Participants

Clusters Meet Regions Eindhoven 2025  
26–27 Mar 2025 | Eindhoven, Netherlands

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ALL

TOP MATCHES ⚡

↕ Relevance



You cannot request meetings anymore.



**Jessica Fuller**

Ireland, Ireland

ACTivE Cluster Ireland >

SKILLS

Strategy, Policy, Business Development, Enterprise

INTERESTS

Policy, Strategy, Data, Market



**Jip Lenssen**

Project officer

Brussels, Brussels, Belgium

EURADA >



201 RESULTS

Reset

Search participants



Bookmarked

COUNTRIES



Netherlands (124)



Belgium (21)



Finland (10)



Poland (7)

# Marketplace

Clusters Meet Regions Eindhoven 2025

26–27 Mar 2025 | Eindhoven, Netherlands

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18 Opportunities found



↕ Relevance

[Manage opportunities](#)

■ Service

## Leadership Development Opportunity

A chance to grow as a confident, impactful leader – with practical support for real-world challenges.



**Philipa O. W. Biritwum**

CEO at AMACON Lead  
Eindhoven, Netherlands



■ Service

## Business Strategy & Transformation Consulting

Helping businesses grow, transform, and expand internationally with clear strategy and hands-on support.



**Philipa O. W. Biritwum**

CEO at AMACON Lead  
Eindhoven, Netherlands



18 RESULTS

[Reset](#)

Search opportunities



OPPORTUNITY TYPE

Service (12)



Type

☐ Consulting (6)

☐ Development (3)

☐ Others (2)

Applies to



# Book your meetings

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[Upcoming](#)

[Past](#)

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# Check your meetings

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[Upcoming](#)

[Past](#)

[Canceled](#)

 [Subscribe to calendar](#)

 [Availability](#)



# 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


Starts in 10 days

14:00 - 14:20  
Wednesday, May 24


Online Video Meeting  
Table 2

Reschedule  
Invite guests  
Cancel


Recommended for you [See all](#)




Alexandre Yurchak  
CEO  
Association of Industrial Auto...



Riccardo Volpi  
CTO and co-founder  
Questa 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

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# 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!**



# Some hints

- 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

- Booking phase is open!
- Agenda will follow soon! Please select your attendance!
- Bon courage!





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# Thank You!



# Next Steps Towards the matchmaking event

**Teodora Jilkova**

Veritas Cluster, ECCP Team member



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# ECCP MATCHMAKING EVENTS ★

## EU-South MED MATCHMAKING EVENT

In the context of Egypt Infrastructure and  
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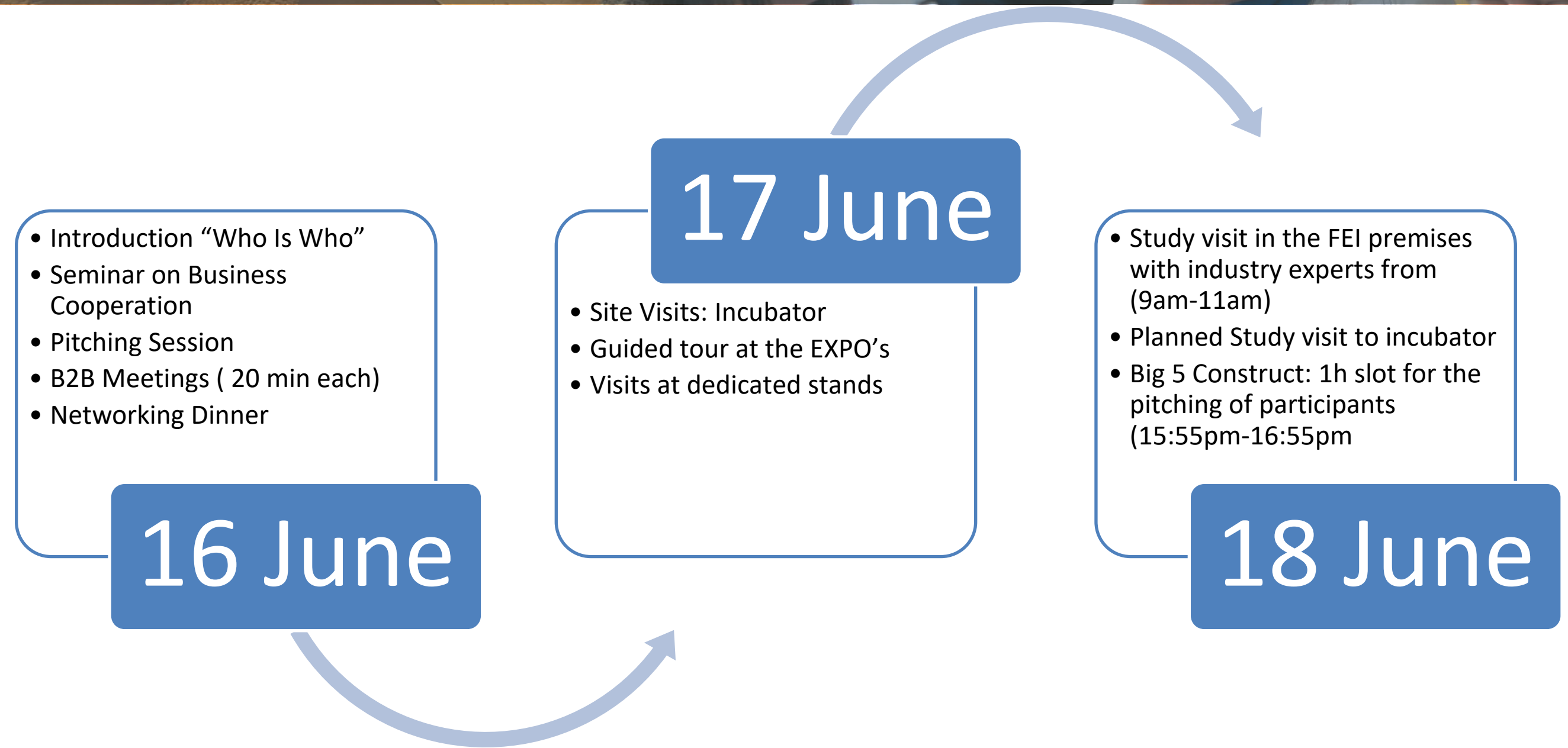
**CAIRO, EGYPT**      **16 - 18 JUNE 2025**





# Next Steps Towards the matchmaking event

## OVERALL AGENDA





# Next Steps Towards the matchmaking event

## AGENDA

16 June 2025

- **Introduction “Who Is Who”** > By groups
- **Seminar on Business Cooperations** > Testimonials
- **Pitching Session** > Prepare your slides
- **B2B Meetings (20 min each)** > Schedule Meetings
- **Networking Dinner** > Details in the final agenda

# Next Steps Towards the matchmaking event

## AGENDA

17 June

- **Site Visits:** Incubator > [Details in the final agenda](#)
- **Guided tour at the EXPO's** > [Provided by the Expo organisers](#)
- **Visits at dedicated stands** > [Plan your participation](#)



# Next Steps Towards the matchmaking event -

## Egypt Infrastructure and Water Expo and The Big 5 Construct Expo








**BIG 5 Construct Egypt** **EGYPT INFRASTRUCTURE & WATER EXPO** 17 - 19 June 2025  
Egypt International Exhibition Center (EIEC) #BIG5EGYPT

Register to attend Book your stand

Co-located events **Big 5 Construct Egypt** Egypt Infrastructure & Water Expo

Q Search Country BUILDING INTERIORS & FINI... Business Type Grid List

All A B C D E F G H I J K L M N O P Q R S T U V W X Y Z Reset All

	<b>AL SAQR STEEL</b> Stand No- 3I20, 3	Egypt	
	<b>ANGELA PLAST</b> Stand No- 4B90, Hall 4	Egypt	
	<b>ARCHINSTA</b> Stand No- 3B18, Hall 3	Egypt	 
	<b>BABACAN ENDUSTRI VE KAUCUK URUNLERI</b>		

[https://exhibitors.big5constructegypt.com/big-5-construct-egypt-2025/Exhibitor?eid=&utm\\_source=Google%20&utm\\_medium=cpc-internal&utm\\_term=CN=S%20%7C%20B%20%7C%20B5\\_Egypt%202025%20%7C%20Visprom/SN=Google%20&utm\\_content=&utm\\_campaign=S%20%7C%20B%20%7C%20B5\\_Egypt%202025%20%7C%20Visprom&\\_gl=1\\*s9h90n\\*\\_up\\*MQ..\\*\\_gs\\*MQ..&gclid=EAlaIQobChMI8fOpjrXBjQMVaWVBAh015ALJEAAYASAAEgLDY\\_D\\_BwE](https://exhibitors.big5constructegypt.com/big-5-construct-egypt-2025/Exhibitor?eid=&utm_source=Google%20&utm_medium=cpc-internal&utm_term=CN=S%20%7C%20B%20%7C%20B5_Egypt%202025%20%7C%20Visprom/SN=Google%20&utm_content=&utm_campaign=S%20%7C%20B%20%7C%20B5_Egypt%202025%20%7C%20Visprom&_gl=1*s9h90n*_up*MQ..*_gs*MQ..&gclid=EAlaIQobChMI8fOpjrXBjQMVaWVBAh015ALJEAAYASAAEgLDY_D_BwE)

➤ Take time and study the Exhibitors from your both events under your sectorial focus and plan your participation

### CONSTRUCTION & SUSTAINABLE BUILDING

**Participants:** Clusters and SMEs from EU and South MED with focus on green buildings, materials innovation, and construction engineering.

#### **Relevant Exhibitors:**

- ✓ Afinitas A/S (DK) – Precast concrete equipment and automation
- ✓ ASA Line (EG) – Roof tile manufacturing
- ✓ Geoplast Spa (IT) – Sustainable formworks and drainage solutions

<https://exhibitors.egyptinfrastructureexpo.com/egypt-infrastructure-water-expo-2025/Exhibitor>

# Next Steps Towards the matchmaking event -

## Egypt Infrastructure and Water Expo and The Big 5 Construct Expo

### DIGITAL SOLUTIONS & SMART CITIES

**Participants:** Organisations working on smart building systems, ICT applied to construction and urban infrastructure.

**Relevant Exhibitors:**

- Automatismi Beninca' Spa (IT) – Gate automation systems
- Advanced Control Technology (EG) – Building control systems
- Smart Building Solutions Ltd. – Automation and IoT-enabled infrastructure

### WATER & WASTEWATER INFRASTRUCTURE

**Participants:** Entities involved in water management, desalination, wastewater processing.

**Relevant Exhibitors:**

- Al Rowad for Plastic Pipes (EG) – Piping systems for water/sewage
- CL Pipe & Plastic (EG) – Pipes and fittings for water distribution
- Metito – Water treatment and desalination technologies

### WASTE MANAGEMENT & ENVIRONMENTAL TECHNOLOGY

**Participants:** Clusters with interest in circular economy, waste processing, and environmental monitoring.

**Relevant Exhibitors:**

- ECOSAFE (EG) – Waste handling and recycling systems
- Green Tech Co. – Municipal solid waste systems and services

### URBAN MOBILITY & CONNECTIVITY

**Participants:** Working on smart mobility, integrated urban systems, and infrastructure connectivity.

**Relevant Exhibitors:**

- Zeta Automation – Mobility automation systems
- ITS Egypt – Intelligent Transport Systems technologies

### ENERGY, ELECTRICAL & MEP

**Participants:** Clusters with interests in energy distribution, cabling, and building services.

**Relevant Exhibitors:**

- Al Shater Specialized Cables (EG) – Power cables
- Alayed Hoses Factory (SA) – Hoses for electrical and plumbing works
- Schneider Electric Egypt – Smart energy and automation

### INFRASTRUCTURE & CIVIL ENGINEERING

**Participants:** Engaged in road, bridge, and public infrastructure development.

**Relevant Exhibitors:**

- Orascom Construction (EG) – Large-scale civil and industrial projects
- Ezz Steel – Steel and reinforcement products



# Next Steps Towards the matchmaking event

- **Update your profiles in B2match after activation and start scheduling meetings**
- **Respond to any instructions regarding the pitching sessions and site visits**
- **Make your list of top 5 stands to visit at the Expos; Follow instructions for registration**
- **Follow up the instructions regarding accommodation**





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# Thank You!





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