

EU-South Med Matchmaking Event

Marrakech 31 May – 2 June 2023

Matchmaking Proceedings Report

Delivered on July 2023

Contents

1. ⊏∨	Perit Overview	
1.1	Preparatory / technical webinar	4
1.2	Agenda of the on-site mission	5
1.3	Participants	7
1.4	Meetings	
	/ent Feedback	
2.1	Event feedback: cooperation opportunities	
2.2	Event feedback: relevance of the event towards individual objectives	
2.3	Event feedback: event content and structure	17
2.4	Event feedback: testimonials	21
Annex	1. List of participants	24
Table 2 Table 3 Table 4 Table 5	Preparatory / Technical Webinar agenda	6 17 18
	ures	
	1 European delegation members by sector	
	2 Geographical coverage of the European delegation	
	4 European and South Med delegations by sectoral coverage	
Figure	5 b2match meetings status extract	10
_	6 Previous participation of the respondents in ECCP events	
	7 Number of partnerships initiated or established (0 to more than 5) per respondent 8 Distribution of cooperation cases by origin and type of partner organisations	
	9 Distribution of cooperation cases by sector	
_	10 Distribution of cooperation cases by their type	
	11 Distribution of reported cooperation cases by participating European countries	
_	12 Relevance of the event towards individual objectives (scoring distribution)	
	13 Overall event quality (scoring distribution)	
	15 Did the event meet your expectations?	
_	9 1	



1. Event Overview



Marrakech recently served as host to the European Cluster Collaboration Platform *EU-South Med Matchmaking Event* organised on behalf of the European Commission, and in partnership with StartUp Morocco and Euromed Clusters Forward. The event took place from 31 May to 2 June 2023, and focused on fostering business connections, enhancing knowledge sharing and promoting innovative collaborations in the following sectors: Agri-Food, Cosmetics, Textiles, ICT, CleanTech and Energy.

South Med countries represent a diverse range of opportunities for the EU and its Member States, being our 6th largest trading partner, and 5th biggest export market (€115 billion) - with €227 billion of trade happening between the two in 2022 alone. Clusters and their members were invited to discuss common visions and explore potential partnerships. The event provided a unique opportunity to share best practices, learn about the latest industry trends, and explore common areas of interest to strengthen economic ties and pursue trade, investment and partnering opportunities.

The event encompassed the following activities:

- a Preparatory/Technical Webinar "Market access information for the EU South Med Matchmaking Event", held on 15 May 2023 at 10:30 AM (CET);
- Site visits on 31 May and 1 of June;
- Seminar on 1 June on knowledge exchange to foster EU-South Med cooperation;
- Matchmaking meetings on the 1June between cluster organisations and SMEs from EU (and non-EU COSME) countries and South Med Countries;
- Debriefing session to collect feedback and testimonials from cluster participants;
- Participation at the global leading digital fair <u>GITEX AFRICA</u> (31 May 02 June 2023) as well as in the <u>Aromaplant Expo</u> (01 June 2023), an international show for the development and innovation of the Perfume, Aromatic and Medicinal Plants (PPAM).

The European delegation in the mission consisted of 17 participants, representing 16 clusters and 1 SME from 9 countries, while the South Med delegation consisted of 34 participants, representing 18 clusters, 10 SMEs, 2 public institutions, 3 research, development & innovation actors, and 1 Regional Development Agency from 6 countries in the region, leading to a total of 51 participants in the event. The selected European cluster organisations received financial support for travel from the European Commission.

The EU – South Med Matchmaking Event itself took place on-site, on 1 June 2023. The 51 participants were able to schedule their own meetings through the b2match platform. The matchmaking event brought together cluster organisations, companies, regional development agencies, research & development organisation as well public institutions across the selected regions.



During the booking phase (5 May 2023 – 31 May 2023), the participants made 148 meeting requests, where 108 were accepted and scheduled, 33 remained pending and 7 were cancelled. In the end, **the total number of meetings that took place during the event was 117** (98 actual meetings out of the 108 scheduled – 90% success rate – and 19 ad-hoc meetings).

In addition to the **117 formal meetings** that took place in the event, a total of **133 informal meetings** were also reported in the feedback form, leading to a total of **78 reported cooperation cases**.

1.1 Preparatory / technical webinar

On 15 May 2023, 10:30 CET, a Preparatory / Technical Webinar called "Market access information for the EU - South Med Matchmaking Event" was held in order to offer guidance on how to participate successfully in the planned event and inform future participants with the theme and business environment. The webinar recorded a total of 40 attendees, from both EU and South Med selected participants, outside ECCP staff and panellists. The webinar was structured in two parts, with the first part related to the preparation of the EU delegation and the second part related to the technical preparation for both delegations.

The recording of the preparatory webinar has been shared with all participants and has been displayed on the event page on the <u>European Cluster Collaboration Platform</u>. The detailed agenda of the webinar is presented below:

10:25 – 10:30 (CET)	Joining
10:30 – 10:45 (CET)	Opening Session: - Moderation and Introduction by Teodora Jilkova, ECCP team member, housekeeping rules - Short opening remarks o Christophe Guichard, DG GROW, European Commission o Virginie Cossoul, DG NEAR, European Commission o Zineb Rharrasse, Co-founder and Managing Director, StartUp Maroc
10:45 – 11:20 (CET)	Market access information session – collaboration opportunities and guidelines on how to do business with South Med counterparts, regional approach Uli Wienrich, DG Trade, presentation on trade & investments with the Southern Neighbourhood
11:20 – 11:30 (CET)	Presentation of the Africa IP SME Helpdesk, Beata Suwala
11:30 – 11:40 (CET)	Presentation of GITEX Africa, practical information, general overview and insights Christian Pineau, President of International Boost
11:40 – 12:00 (CET)	B2Match, technical aspects and meetings schedule Daniel Cosnita, InPulse Partners, ECCP team member
12:00 – 12:15 (CET)	Q&A, Closing (Next steps towards the business workshop and matchmaking event Daniel Cosnita, InPulse Partners, ECCP team member Teodora Jilkova, Veritas Cluster, ECCP team member

Table 1 Preparatory / Technical Webinar agenda



1.2 Agenda of the on-site mission

The event kicked off on 30 May with a welcome reception where participants arrived and were able to meet each other informally.

On the first day, 31 May 2023, the delegation attended site visits at the Mohammed VI Polytechnic University, an institution oriented towards applied research and innovation with a focus on Africa, and to Green Energy Park by The Institute for Research on Solar Energy and New Energies (IRESEN), a platform for experimentation, research and training in renewable energies. Participants saw a range of the university's facilities including their pioneering 1337 school, the first computer training programme in Morocco, producing the next generation of talented coders and computer scientists.

At the Green Energy Park, participants were shown some of the innovative green technologies that they are developing, including car batteries, housing and solar farms. As a result of this visit, one member of the European delegation made a verbal agreement with Green Energy Park to collaborate on a Horizon Europe project.

This was followed by an afternoon spent at GITEX Africa, the continent's largest all-inclusive tech event with 25,000 participants and connecting tech titans, governments, SMEs, start-ups, coders, investors and academia to accelerate, collaborate and explore new ventures. The delegation was able to see the full extent of Africa's booming tech industry, providing them with valuable insights on which to base their matchmaking efforts, as well as giving them an opportunity to meet and make connections amongst the tech community.

The first day of the event concluded with a networking dinner. The relaxed, informal setting provided the perfect backdrop for building relationships, sharing ideas, and discussing potential partnerships.

The second day, 1 June 2023, began with opening remarks from Virginie Cossoul, DG NEAR, European Commission; Christophe Guichard, DG GROW, European Commission; Emmanuel Noutary, ANIMA Investment Network and Meryem Rachdi, Moroccan Denim & Fashion Cluster. ANIMA is an international network that works towards economic integration and convergence between Europe, Middle East and Africa. Their services range from policy support, business & investment promotion to business consultancy and start-up support.

ANIMA will launch at the end of 2023 a call for collaborative initiatives between clusters and other relevant stakeholders on key value chains in the Euro-Med region. These projects will take the form of integrated initiatives articulating various instruments such as business promotion and development missions and events, R&D and tech transfer between clusters and with industries, collaborative workshops, etc. Collaborative projects benefitting from technical support will be selected based on sector with strong post-covid demand, the number of countries associated, cross-sector fertilization and methodology relevance.

The opening inspiring words underlined the significance of collaboration of clusters and businesses between EU Member States and countries across the Middle East and North Africa region (MENA) for shared prosperity, laying the groundwork for the discussions and networking to follow. The key messages from the opening session were that we belong to a common cultural space and with globalisation slowing down and changing, the EU-South Med connection grows in importance.

Following this opening session, the much-anticipated business-to-business, cluster-to-business and cluster-to-cluster matchmaking sessions commenced. Participants had pre-arranged bilateral meetings, allowing them to discuss in-depth opportunities for collaboration and find a wide range of potential partnerships. 51 participants engaged in 117 bilateral meetings, producing a range of fruitful outcomes, partnerships and opportunities.



This session was followed by a networking lunch, where connections continued to be made, before heading out on the afternoon's sectoral visits, the last item on the EU-South Med Matchmaking event agenda. Participants had the option to visit either the Aromaplant Expo, an international show for the development and innovation of the Perfume, Aromatic and Medicinal Plants (PPAM) sector, or to return to GITEX Africa.

The detailed agenda of the on-site mission is presented below:

Arrival – 30 May	2023
20:00 – 22:00	Welcoming reception
Day 1 – 31 May 20	023
09:30 – 11:45	Visit of Mohammed VI Polytechnic University
12:00 – 13:00	Visit of The Institute for Research on Solar Energy and New Energies (IRESEN)
13:00 – 14:30	Lunch and transit to site visit
14:30 – 17:30	Visit of GITEX
20:00 – 22:00	Networking diner
Day 2 – 1 June 20	023
08:30 – 09:00	Registrations
09:00 – 09:30	Opening seminar Virginie COSSOUL, Programme Manager, DG Near, European Commission Christophe GUICHARD, Policy Officer at DG GROW, European Commission Emmanuel NOUTARY, General Delegate, ANIMA Investment Network Testimonial: Meryem RACHDI, General Manager of Moroccan Denim and Fashion Cluster
09:30 – 12:30	B2B meetings
12:30 – 13:00	Debriefing sessions Debriefing session 1 – European participants Christophe GUICHARD, Policy Officer at DG GROW, European Commission Martina BACOVA, Project Adviser at European Innovation Council and SMEs Executive Agency (EISMEA) Debriefing session 2 – South Med participants Raphaële COHEN, Project Director, ANIMA Investment Network
13:00 – 14:00	Networking lunch
14:30 – 18:30	Sectorial visits: - TRACK A: Visit of the AROMPLANT EXPO - TRACK B: GITEX
Day 3 – 2 June 2	023
Participants have	e access to the last day of GITEX and fly back home.

Table 2 On-site mission agenda

1.3 Participants

51 total participants engaged in the matchmaking event. **The European delegation in the mission consisted of 17 participants, representing 16 clusters and 1 SME from 9 European countries:** Bulgaria, France, Hungary, Lithuania, Moldova, Poland, Romania, Slovakia and Spain.

The European participants were selected based on a Call of Expressions of Interest published on the European Cluster Collaboration Platform (open from 05.04.2023 until 11.04.2023 initially, extended until 24.04.2023). Following the selection process, which included the verification of the eligibility criteria and the assessment of qualitative aspects, out of the 32 cluster applications and 14 SMEs applications received, 19 clusters and 8 SMEs were accepted, out of which 16 clusters and 1 SME participated in the event. Travel and accommodation were reimbursed for the European cluster delegates attending, while the accepted European SMEs travelled at their own cost. The European participants represented organisations active in aerospace, agri-food, construction, creative & cultural Industries, digital, energy, mobility and textiles sectors. Aggregated European participants' data is presented in the Tables and Figures below.

Country	Cluster	SME	Total delegates
Bulgaria	2		2
France	2		2
Hungary	1		1
Lithuania	2	1	3
Moldova	2		2
Poland	1		1
Romania	3		3
Slovakia	1		1
Spain	2		2
Total	16	1	17 participants

Table 3 Distribution of participant organisations per country of origin and type



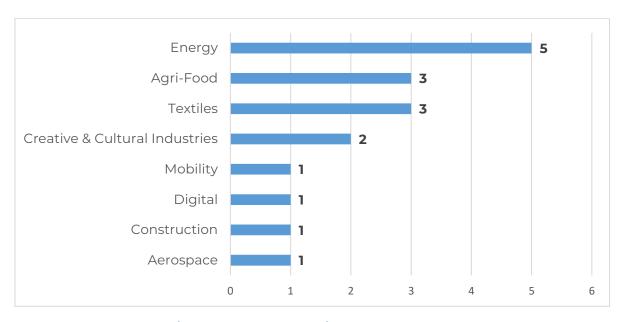


Figure 1 European delegation members by sector

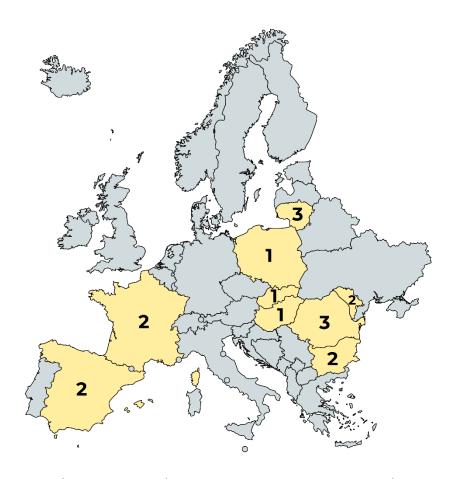


Figure 2 Geographical coverage of the European delegation

On the other side, the South Med delegation consisted of 34 participants, representing 18 clusters, 10 SMEs, 2 public institutions, 3 research, development & innovation actors, and 1 Regional Development Agency from 6 countries in the region (Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia). The sectors covered by the South Med delegation were agri-food, creative & cultural industries, digital, energy and textiles. The Figures below provide a short side-by-side comparison between the two delegations in the event.

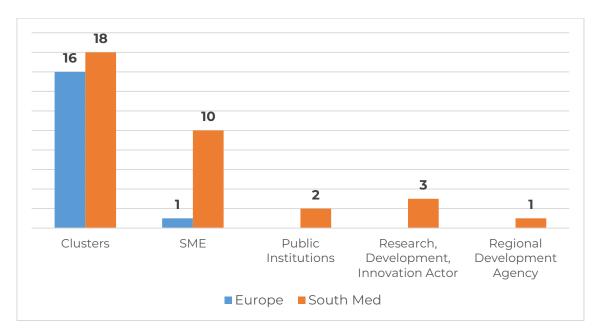


Figure 3 European and South Med delegations by type of participants

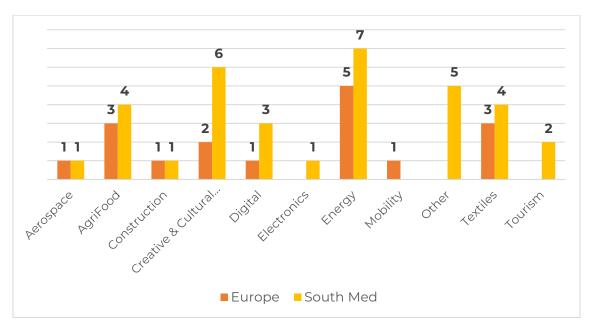


Figure 4 European and South Med delegations by sectoral coverage



1.4 Meetings

During the booking phase (5 May 2023 – 31 May 2023), the participants made 148 meeting requests, where 108 were accepted and scheduled, 33 remained pending and 7 were cancelled.

On the day of the event, a total of 117 bilateral meetings took place, with 98 out of those 108 scheduled meetings (90% success rate) and 19 ad-hoc meetings. The time slot for each meeting was 20 minutes. In addition to the formal meetings in the matchmaking, the European delegation also reported a total of 133 informal meetings (i.e. networking during breaks, lunches, etc.).



Figure 5 b2match meetings status extract





02

Event feedback



2. Event Feedback

The feedback of the event was collected through the event survey section integrated in b2match. The survey was open right after the end of the matchmaking on 1 June until 14 of July 2023, 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 highlights the clusters strong interest in the matchmaking events organised by the ECCP, with both European partners, and especially with partners outside Europe. Furthermore, the survey collected the results of the event in terms of future perspectives and initiated cooperation activities.

One representative from each European organisation that participated in the matchmaking (16 clusters and 1 SME) responded to the survey, **leading to a 100% percent response rate (17 respondents)**.

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

2.1 Event feedback: cooperation opportunities

For 6 respondents (35%), this was their first participation in a matchmaking event organised by the ECCP, while the other 11 respondents (65%) were returning to an ECCP event.

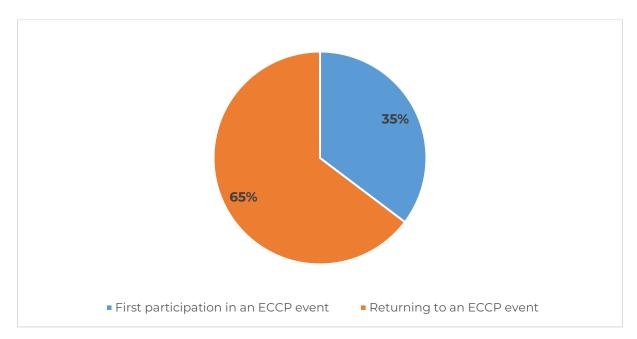


Figure 6 Previous participation of the respondents in ECCP events

In addition to the **117 formal meetings** taking place in the event, the 17 respondents also reported **a total of 133 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 17 respondents in the survey stated that they already have initiated or established cooperation activities during or following the matchmaking, leading to **a total of 78 cooperation cases** (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 2-3 formal meetings, 7 informal meetings, with a result of 4 cooperation cases initiated or established.

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

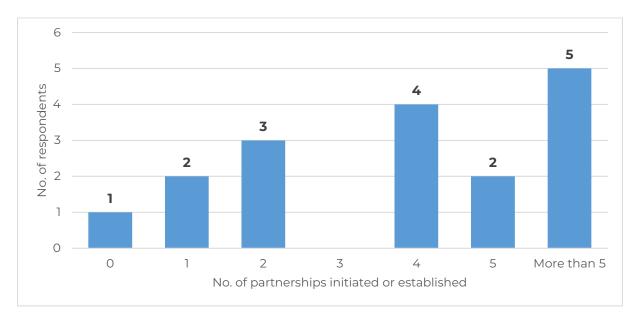


Figure 7 Number of partnerships initiated or established (0 to more than 5) per respondent

54% of the total cooperation cases reported by the 17 members of the EU delegation were established with South Med organisations (clusters or SMEs), while the rest of the cooperation cases was established with European organisation (46%, clusters or SMEs). The figure below shows the distribution of partner organisations by origin and type.



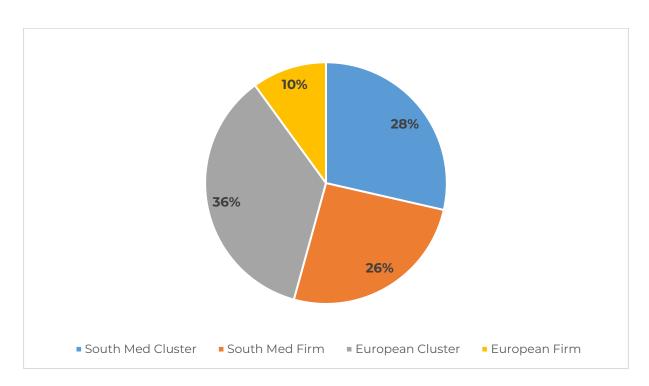


Figure 8 Distribution of cooperation cases by origin and type of partner organisations

The next figure captures the distribution of cooperation cases by sector:

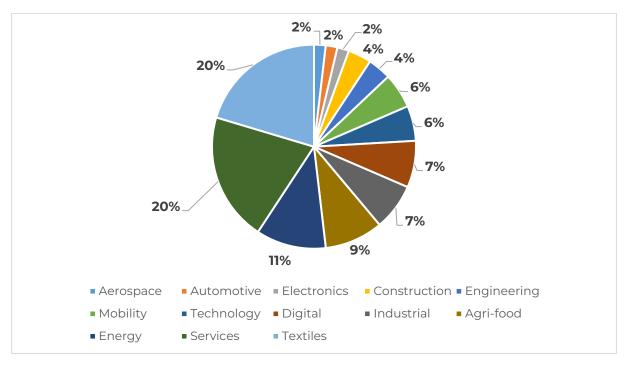


Figure 9 Distribution of cooperation cases by sector



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

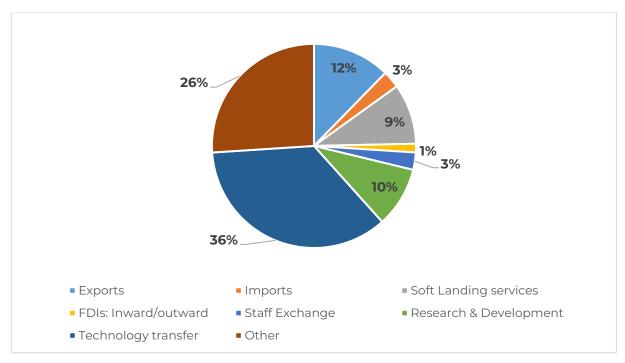


Figure 10 Distribution of cooperation cases by their type

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, with Lithuania and Romania leading the statistics. This comes naturally since they were the most represented countries. in the matchmaking (three organisations). However, it should be noted the presence of Poland in top three, considering that it was represented by only one organisation.

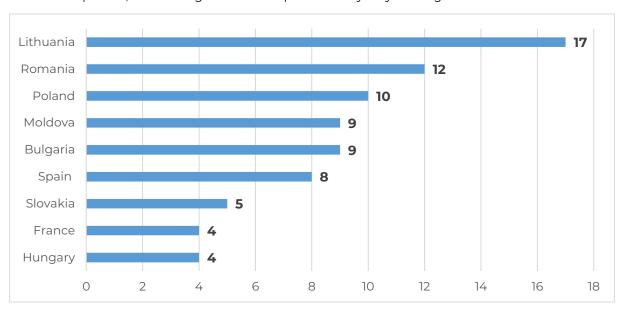


Figure 11 Distribution of reported cooperation cases by participating European countries



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:

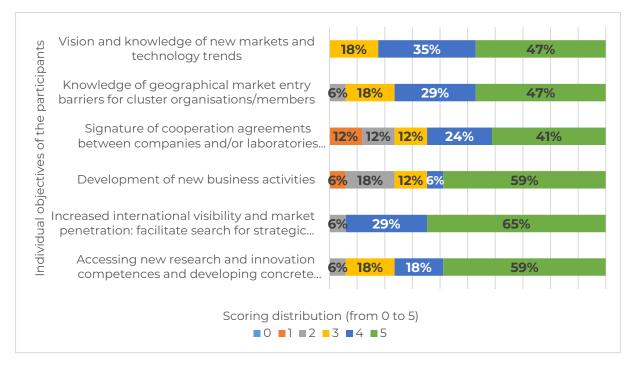


Figure 12 Relevance of the event towards individual objectives (scoring distribution)

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 (94% respondents scored 4 or 5);
- Vision and knowledge of new markets and technology trends (82% respondents scored 4 or 5):
- Accessing new research and innovation competences and developing concrete projects (77% respondents scored 4 or 5).
- Knowledge of geographical market entry barriers for cluster organisations / members (76% respondents scored 4 or 5).
- Development of new business activities (more than 60% scored 4 or 5);



The lowest scored indicator was the signature of cooperation agreements. Although a great deal of cooperation cases was already identified and materialised, feedback provided in the survey suggested that more partnerships could have been achieved if more details about the participants in the matchmaking would have been provided enough time before the event. Seven respondents (41%) stressed the importance of proper communication before the event in terms of the participating clusters and companies as well as proper time for everybody to introduce themselves (a round table at the begging of the matchmaking event). This way, the matchmaking sessions can be used to their full potential in terms of achieving partnerships.

Feedback collected also suggested that, although the event was targeting to strengthen the cooperation with South Med countries, out of all cooperation cases reported, 46% were established with European organisations participating in the event. Even this is not seen as a negative point, it highlights the fact that the local opportunities should be better exploited in such international events.

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	4.29
Knowledge of geographical market entry barriers for cluster organisations / members	4.18
Signature of cooperation agreements between companies and/or laboratories within participating EU clusters	3.71
Development of new business activities	3.94
Increased international visibility and market penetration: facilitate search for strategic alliances/partners	4.53
Accessing new research and innovation competences and developing concrete projects	4.29

Table 4 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.



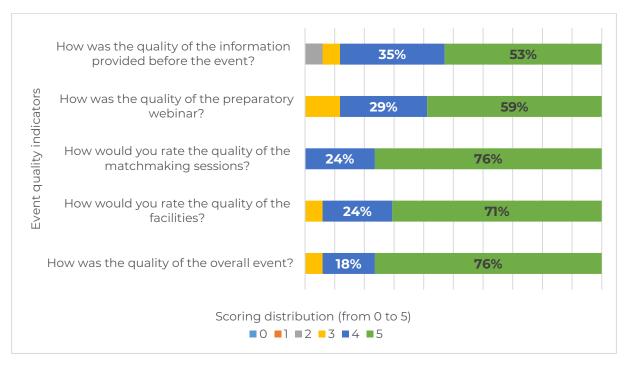


Figure 13 Overall event quality (scoring distribution)

The respondents showed a great level of satisfaction regarding the overall quality of the event, with at least 88% marks of 4 and 5 in all categories. The quality of the information provided before the event was the lowest scored indicator but still having 87% satisfaction. Feedback in regard to this indicator was already mentioned in the previous section. Apart from feedback and suggestions in this matter, the respondents declared themselves very happy and content with the entire event with no further comments.

The average satisfaction regarding the overall organisation of the event was 93%.

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

Indicator	Average score
How was the quality of the preparatory webinar?	4.47
How was the quality of the overall event?	4.71
How was the quality of the information provided before the event?	4.35
How would you rate the quality of the matchmaking sessions?	4.76
How would you rate the quality of the facilities?	4.65

Table 5 Overall event quality (average score)

Regarding the duration and time slots used for the meetings, 82% of the respondents (14 out of 17) considered that 20 minutes was a proper meeting time to use in this matchmaking session. Similar to other international events, several respondents mentioned again the fact that meetings time slots could be longer in events dealing with new cultures and new business environments, since a great deal of the meeting is dedicated in getting accustomed with each country specifics, culture, business landscape etc. Also, it was suggested that when organising matchmaking events in not so common destinations, it would be useful to allow event more time for meetings (1 full day for the matchmaking event) since these events present opportunities that the participants do not come across every day, but this might be limited by time restrictions.



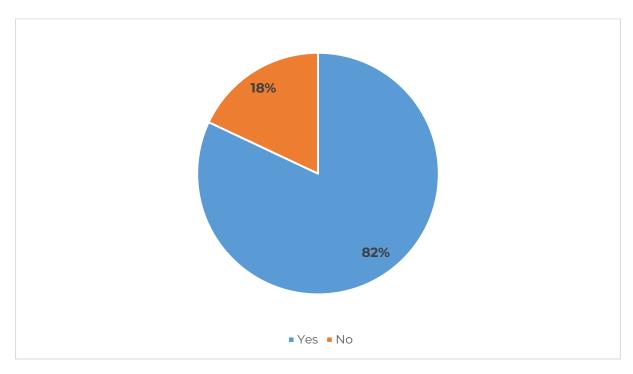


Figure 14 Is 20 minutes per meeting a proper time for you in these kinds of events?

Also, 100% of the respondents found the topics addressed by the event useful.

Finally, **95% of the survey respondents considered that the event met their expectations**. Positive feedback and testimonials were collected from the European delegation, and presented below.

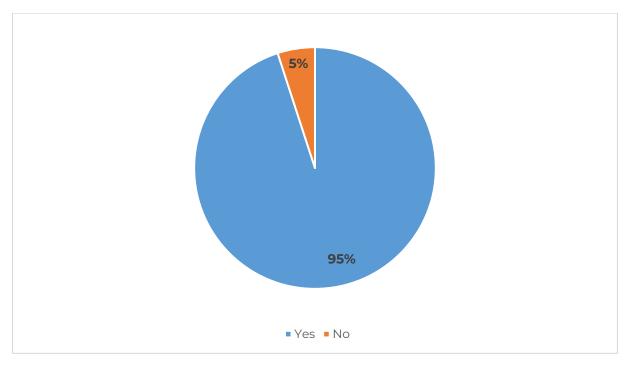


Figure 15 Did the event meet your expectations?



When asked in the survey with what countries are the respondents interested in partnering with in the future, the respondents showed **strong interest in cooperating with both European and non-European countries**. The **most desired continent was Africa**, in particular the Northern countries, with Morocco, Tunisia and Egypt mentioned 7 times. **North-America was also one of the top picks** with Canada and USA mentioned 4 times. In regard to Europe, the Northern countries presented quite an interest, Sweden, Norway, Denmark and Finland being mentioned 8 times all-together. Turkey was also mentioned 3 times.

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

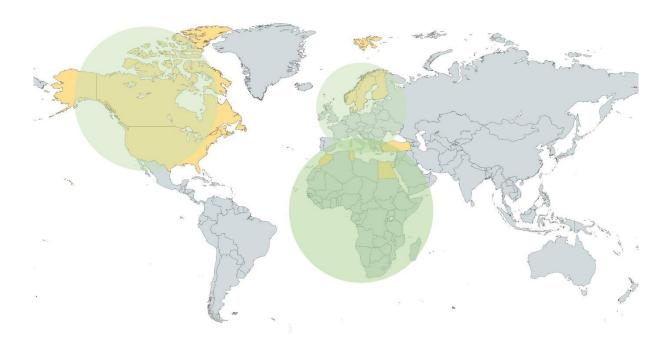


Figure 16 Countries of interest for the respondents



2.4 Event feedback: testimonials

"The event exceeded my expectations. I met wonderful people and learned about a multitude of diverse activities. We gained insights into the textile industry in the South Mediterranean region. Additionally, we had the opportunity to establish contacts and collaborations with cluster organizations from Bulgaria, Moldova, and Tunisia."

Carmen Boiciuc, ASTRICO NE, Romania

"I have made outstanding connections for joint-value proposition for our organization in such a short-allocated time. This has been my most fruitful event in 2023 so far."

Ahmed Hamouda, Polish Technology Cluster, Poland

"What I went for: 1. Understand how Lithuanian businesses could access the South-Med region (regulations, product certification process, imports, etc.). 2. Searching for funding opportunities for cooperation 3. Represent Lithuanian PV industry and products, and find partners to extend the network.

What I received: 1. Inspiration: It was a great opportunity to meet and greet bright-minded people working with crazy smart technologies and applications who live to push their cluster organizations to success. 2. Business opportunities: Great opportunity to explore the region from the inside. 3. RTD cooperation: This was a fruitful visit, as follow-up activities on joint project development already started. "

Skirmantė Baležentienė, Lithuanian Photovoltaics Technology Cluster, Lithuania

"The main advantage of such events is that you meet open-minded people willing to collaborate and think of new joint opportunities. I am happy that this was also the case in Morocco. I hope that our discussions will turn into real projects in the future. Some of the ideas we talked about considered organising joint events, planning business projects and EU funded projects. Thank you for this fantastic opportunity to meet new clusters and other organizations!"

Silvia Kabaivanova, Bulgarian Fashion Association, Bulgaria





"I had a fruitful time in creating a bridge between Lithuanian and South Med markets. The majority of the meetings were based on cross-sectoral cooperation, which led to new contacts, new ideas and possible cooperations."

Andrius Rakickas, LAUGEA, Lithuania

"The outcomes of the event have far exceeded our expectations and have opened new areas of cooperation, other than the traditional ones."

Mirela Greti Puiu, Romanian Textile Concept, Romania

"It was a great event and opportunity to connect with potential partners in the South Med markets. I had the chance to get to know the local business culture, which is invaluable when you reach places where you have not been before."

Neven Boyanov, CASTRA, Bulgaria

"There are lots of benefits for our members, starting with promoting their visibility to other clusters, especially the visibility of our Central African centre."

Chaymae Baba-Khouya, Cluster Menara, Morocco

"There are two exciting paths that we are looking forward in working with the EU. One is around exploring more in the field of research and development and align with EU standards in terms of skills development, capacity, certifications etc. The second one is pursuing ways in which we can collaborate on building momentum towards economic and social prosperity for everyone."

David Munir Nabti, Startup & Skills Accelerator Platform, Lebanon





Annexes



Annex 1. List of participants

EU Delegation		
Organisation	Country	Туре
Polish Technology Cluster	Poland	Cluster
LAUGEA	Lithuania	Cluster
UAB Metsolar	Lithuania	SME
ASTRICO NE	Romania	Cluster
AgroTransilvania Cluster	Romania	Cluster
Descartes Développement et Innovation	France	Cluster
SORINTEX	Moldova	Cluster
FINANCE INNOVATION	France	Cluster
Romanian Textile Concept	Romania	Cluster
CASTRA	Bulgaria	Cluster
AROMEDA	Moldova	Cluster
CAMPAG	Spain	Cluster
South-West Hungarian Engineering Cluster	Hungary	Cluster
Cassovia New Industry Cluster	Slovakia	Cluster
Bulgarian Fashion Association	Bulgaria	Cluster
Lithuanian Photovoltaics Technology Cluster	Lithuania	Cluster
AMEC	Spain	Cluster
South Med Delegation		
Organisation	Country	Туре
Digipole	Morocco	Cluster
POWER DEV	Morocco	SME
Cluster of Technical Textile of the Sahel 2TS	Tunisia	Cluster
TUNISIAN MARBLE CLUSTER	Tunisia	Cluster
Moroccan Investment Agency	Morocco	Public
Cluster Menara	Morocco	Cluster

Leaders InternationalMoroccoRDACooperative des ènergies renouvelablesMoroccoSMEMADAKIDSMoroccoRDIEgyptian Resource efficiency ClusterEgyptClusterCultivEgyptClusterUEMF - Fez Smart FactoryMoroccoPublicPartners Associates MaghrebMoroccoSMECOERMoroccoClusterNorthwest Tunisia Olive OilTunisiaCluster	er
MADAKIDS Morocco RDI Egyptian Resource efficiency Cluster Egypt Cluster Cultiv Egypt Cluster UEMF - Fez Smart Factory Morocco Public Partners Associates Maghreb Morocco SME COER Morocco Cluster	er
Egyptian Resource efficiency Cluster Egypt Cluster Cultiv Egypt Cluster UEMF - Fez Smart Factory Morocco Public Partners Associates Maghreb Morocco SME COER Morocco Cluster	er
Cultiv Egypt Cluster UEMF - Fez Smart Factory Morocco Public Partners Associates Maghreb Morocco SME COER Morocco Cluster	er
UEMF - Fez Smart Factory Morocco Public Partners Associates Maghreb Morocco SME COER Morocco Cluster	
Partners Associates Maghreb Morocco SME COER Morocco Cluster	:
COER Morocco Cluster	
Northwest Turisis Olive Oil	r
Northwest Tunisia Olive Oil Tunisia Cluster	:r
MDFC Morocco Cluster	r
Safetrack Morocco SME	
MOROCCAN DENIM AND FASHION CLUSTER Morocco Cluster	er
COER Morocco Cluster	r
Genivar Morocco SME	
SomeconavMoroccoSME	
MAGPOWER Morocco SME	
Cluster des Textiles Techniques Marocains Morocco Cluster	r
Tunisia Dates and Palms Cluster Tunisia Cluster	er
ECOLE SUPERIEURE DES INDUSTRIES DU TEXTILE ET DE L'HABILLEMENT Morocco	
Digipole Morocco Cluster	er
PlastissTunisiaSME	
CLUSTER ENR Morocco Cluster	er
COER Morocco Cluster	r
UCASTI Palestine RDI	
GHETLAB Tunisia SME	
CLUSTER VALBIOM MAROC Morocco Cluster	er
Information and Communications Technology Association Jordan Cluster	er

Table 6 Participants list



