



An initiative of the European Union

EUCLUSTERS



**MATCHMAKING
EVENTS**

PARTICIPANTS BOOKLET



24 - 26 October 2023

EU-South Africa #ECCCPMatchmaking



EU-South Africa Matchmaking Event

Background

The European Commission (EC) organises the **EU – South Africa Matchmaking Event** in the context of [Manufacturing Indaba](#) which will be held on 24 October – 26 October 2023.

The **EU – South Africa Matchmaking Event** itself will take place on-site in **Johannesburg, South Africa** on 24 October – 26 October 2023.

The event is jointly organised by the European Commission and The Department of Small Business Development (DSBD) of South Africa - with the support of the EU Delegation to South Africa and facilitated by the European Cluster Collaboration Platform (ECCP) and the Enterprise Europe Network (EEN).

The **EU – South Africa Matchmaking Event** brings together cluster organisations, SMEs, Start-ups and European Industry Associations from the European Union (EU), non-EU COSME countries, and South Africa. It will provide participants an excellent chance to promote Cluster to Cluster (C2C), Cluster to Business (C2B), and Business to Business (B2B) collaborations. The overall objective of the event is to promote the exchange of information and provide networking opportunities for European cluster organisations and their members with counterparts from South Africa, particularly in the fields of Agri-food, Green Industries, Chemicals and Metals, Tourism, Transport (Maritime and Automotive), Digital Tech, Textile and Leather.

Overall agenda of the business mission by days

24 October 2023

EU-South Africa Matchmaking Event

Time	Programme
08:30 – 09:00	Registration Location: Constitution Hill, 11 Kotze Road, Johannesburg
09:00 – 09:20	Opening Remarks and speeches on EU-South Africa business cooperation <ul style="list-style-type: none"> • Jeffrey Ndume, Acting Deputy Director General of The Department of Small Business Development (DSBD) of South Africa • Fulgencio Garrido Ruiz, Deputy Ambassador of the European Union to the Republic of South Africa • Jakub Boratynski, Director for Networks and Governance, DG GROW, European Commission (video message) Moderator: Teodora Jilkova, ECCP Team Member
09:20 – 09:50	Testimonial from European and South African business organisation with existing collaboration <ul style="list-style-type: none"> • Sibonelo Nzimande, Chief Director: Tourism Development at the Department of Economic Development, Tourism and Environmental Affairs (KwaZulu-Natal Province) Moderator: Teodora Jilkova, ECCP Team Member
09:50 – 11:00	Pitching session (for both European and South African participants) Moderator: Teodora Jilkova, ECCP Team Member
11:00 – 11:30	<i>Set up for matchmaking sessions, light refreshments</i>
11:30 – 12:30	Bilateral matchmaking sessions between participants (Part 1)
12:30 – 13:30	<i>Networking Lunch</i>
13:30 – 15:30	Continuation of bilateral matchmaking sessions (Part 2)
15:30 – 18:00	Site Visit: Johannesburg Creative Industries Hub, Constitutional Hill
20:00 – 22:00	Networking Dinner Venue: Galileo Grand Piano Lounge Location: Hotel Sky Sandon Hotel

25 October 2023

Organised in the framework of [Manufacturing Indaba](#)

Time	Programme
09:30 – 10:00	Registration Hall 0 – SCC, Maude Street
10:00 – 11:30	Attendance at Trade & Investment Hub Exhibition Hall Alain Strydom , South African Oil & Gas Alliance Saki Zamxaka , CEO, Gauteng Growth and Development Agency Trade and Invest Kwazulu-Natal, Investment Presentation
11:30 – 12:30	Joining the main conference session Location: Level 1 Conference ballroom
12:30 – 13:00	<i>Free time</i>
13:30 – 16:00	B2Connect Matchmaking opportunities through the official matchmaking system of the event Walk around the exhibition hall and meetings with exhibitors
16:00 – 17:00	Debriefing Session & Feedback <ul style="list-style-type: none">Performed by Zoran Stamencic, EISMEA (European Commission) Location: tbc

26 October 2023

08:30 – 14:30	Site Visit: Pretoria <ol style="list-style-type: none">The Council for Scientific and Industrial Research (CSIR). The CSIR focuses on nine clusters to deliver the desired impact, namely Advanced Agri and Food; NextGen Health; Future production: Chemicals; Future production: Mining; Future production: Manufacturing; Defence and Security; NextGen Enterprises and Institutions; Smart Logistics; and Smart Places.AIDC – Automotive Component Cluster, Rosslyn
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Options to conclude more meetings at [Manufacturing Indaba](#)

Matchmaking event (24 October 2023)

Venue: Constitution Hill

Address: 11 Kotze Street, Johannesburg

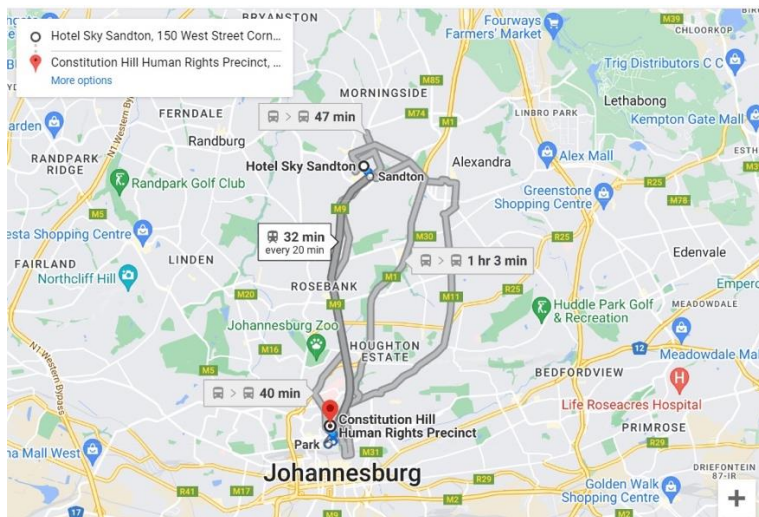
Room: Women's Jail Conference Room 2



Transportation

A transfer from Sky Hotel to Constitution Hill and back is organised for all EU delegates by bus. The bus will be waiting in front of the hotel from at 7:45 am. **Departure time: 7:50 am**

Directions from the main hotel (Sky Hotel) to Constitution Hill



<https://maps.app.goo.gl/nV5VtSQXHZREKdeHA>

PARKING at Constitution Hill

CONSTITUTION HILL SUPERBASEMENT PARKING



DIRECTIONS TO CONSTITUTION HILL FROM PRETORIA OR JOHANNESBURG NORTH

- Proceed along the M1 South towards Johannesburg Central Business District (i.e. in a southerly direction);
- Take the Jan Smuts Avenue off-ramp and soon thereafter you will approach a traffic light intersection at Jan Smuts Avenue and Empire Road;
- Keep left and take the slipway into Empire Road from Jan Smuts Avenue;
- Proceed along Empire Road towards the next traffic light intersection at Joubert Street (Extension);
- Turn right into Joubert Street (Extension) and proceed up the hill towards the Civic Centre;
- Turn left into Precinct Road C and turn right into Superbasement Entrance Level E.

DIRECTIONS TO CONSTITUTION HILL FROM JOHANNESBURG SOUTH

- Proceed along the M1 North west of the Johannesburg Central Business District (i.e. in a northerly direction);
- Take the Empire Road off-ramp and a right turn into Empire Road. Proceed Along Empire and through the traffic light intersection at Jan Smuts Avenue and Empire Road;
- Proceed along Empire Road towards the next traffic light intersection at Joubert Street (Extension);
- Turn right into Joubert Street (Extension) and proceed up the hill towards the Civic Centre;
- Turn left into Precinct Road C and turn right into Superbasement Entrance Level E.
- Parking will be allocated on Level D.

Participation in Manufacturing Indaba (25 October 2023)

manufacturing
Indaba 

CONFERENCE AND EXHIBITION
24 - 26 OCTOBER 2023

Sandton Convention Centre,
Johannesburg, South Africa



Manufacturing Indaba is the leading manufacturing event in Sub-Saharan Africa. The event has shown impressive growth year on year and has proved its value in catalyzing business connections and helping manufacturers to innovate and grow their potential.

Registration for Manufacturing Indaba Event

[Here.](#)

Venue: [SANDTON CONVENTION CENTRE](#)

Address: 161 Maude Street, Sandton, Gauteng, South Africa



Site Visits (26 October 2023)

The two site visits will be in Pretoria, organised with the Council for Scientific and Industrial Research ([CSIR](#)) and [AIDC](#) – Automotive Component Cluster.

Delegates will be split in groups, based on their interest and sectorial representation.

1. The Council for Scientific and Industrial Research ([CSIR](#)). The CSIR focuses on nine clusters to deliver the desired impact, namely Advanced Agri and Food; NextGen Health; Future production: Chemicals; Future production: Mining; Future production: Manufacturing; Defence and Security; NextGen Enterprises and Institutions; Smart Logistics; and Smart Places.
2. [AIDC](#) – Automotive Component Cluster, Rosslyn

A bus transfer is organised from Sky Hotel to Pretoria (CSIR) and AIDC and back.

Meeting point (26 Oct): Sky Hotel, at reception desk.

Meeting time: 7:40 am

Departure time: 7:45 am

Estimated time to be back at Sky Hotel: 14:30 pm

Accommodation

Main hotel for the EU group - [HOTEL SKY SANDTON](#)

Address: 150 West Street (corner of West and Maude Street) Sandton 2031, Gauteng, South Africa

Booking Contact:

Moleboheng Mokoena
Reservations Agent
res1.sandton@hotelsky.co.za
+27 (0) 10 880 4449

Special Booking Rate

Standard Queen rooms = R 1150.00 per room per night, bed and breakfast.

This rate includes 15% VAT but excludes Tourism Levy which is 1% of the total rooms revenue.

To qualify for the above special rates please quote the following Booking code **ID 286296**

Failure to do so will regretfully result in the Hotels Public Rates being applied.

Transfer from and to airport

Delegates have been informed to check with the hotel about the transfers. In addition, the following local agent has been recommended by our South African partners:

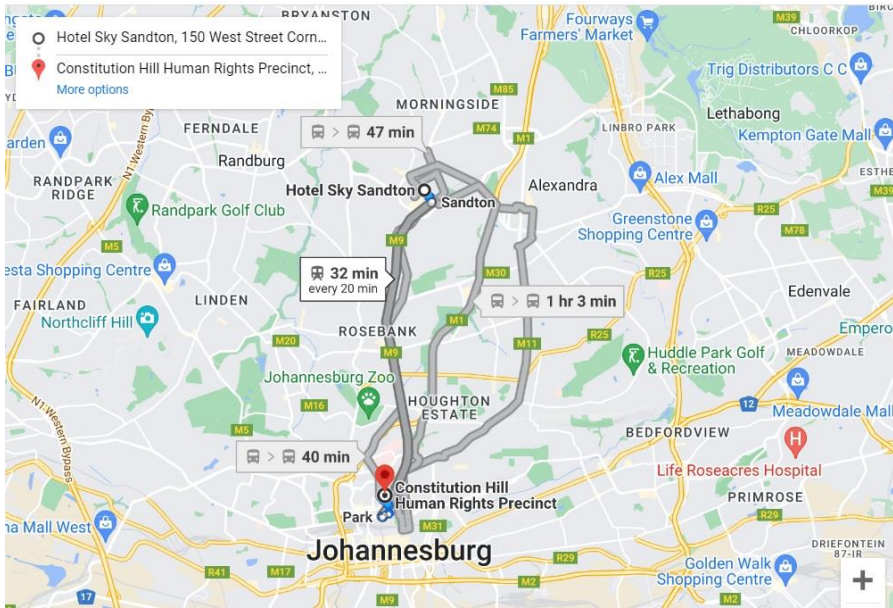
JMT Tours

Contact: Ms Sophie Motsogi

Tel: +27 83 307 4390

E- mail: jmttours@mweb.co.za

Reference: ECCP



<https://maps.app.goo.gl/nV5VtSQXHZREKdeHA>

Weather forecast

TUE 10/24		31° / 11°	↓ 1% →
Warmer with plenty of sunshine			
RealFeel™	32°		
RealFeel Shade™	29°		
Max UV Index	12 Extreme		
Wind	W 11 km/h		
WED 10/25		28° / 11°	↓ 40% →
Considerable cloudiness with a thunderstorm in parts of the area			
RealFeel™	28°		
RealFeel Shade™	26°		
Max UV Index	6 High		
Wind	NW 19 km/h		
THU 10/26		28° / 9°	↓ 42% →
A morning shower in the area; otherwise, partly sunny			
RealFeel™	30°		
RealFeel Shade™	26°		
Max UV Index	12 Extreme		
Wind	NNW 9 km/h		

Currency

The South African rand (ZAR) is the currency of South Africa

After event Debriefing survey (will be sent via B2Match on 27 October 2023)

The debriefing survey will be sent via B2match platform on 27 October 2023. The content and nature of questions here is provided for your reference only and better understanding of what information will be requested. Please note:

- The survey is mandatory for cluster organisations to qualify for reimbursement.
- The MME evaluation committee is looking for quality answers to accept the completion of the survey. An example of well described cooperation case is provided.
- All fields are mandatory.

1. Organisation Profile

Cluster Organization	
Country:	
Contact Person:	
Position/Title:	
E-mail Contact Person:	
Phone:	
Gender:	Male <input type="checkbox"/> Female <input type="checkbox"/>
Is it the first time that your organisation attends a Matchmaking Event organised by ECCP?	Yes <input type="checkbox"/> No <input type="checkbox"/> Not sure <input type="checkbox"/>

2. Impact of the Event

Indicator	Number
Total number of total formal meetings conducted (online or ad hoc)	
Total number of total informal meetings conducted (i.e. networking during breaks, lunches, etc.)	
Formal meetings breakout	
Please indicate how many of your formal meetings were conducted with South-African organisations (online or ad hoc)	
Please indicate how many of your formal meetings were conducted with European organisations (Clusters and SME's)	
Informal meetings breakout	
Please indicate how many of your informal meetings were conducted with South-African organisations (online or ad hoc)	
Please indicate how many of your informal meetings were conducted with European organisations (Clusters and SME's)	
How many cooperation cases do you expected to be initiated following this event?	

2.1 Cooperation cases details

Based on the number provided in last question above, **it is mandatory to present in detail at least 2 cooperation cases:**

Cooperation initiated with the following organisation:	
<input type="checkbox"/>	European Cluster
<input type="checkbox"/>	European firm
<input type="checkbox"/>	Non-European Cluster/Organisation
<input type="checkbox"/>	Non-European firm
Organisation Name (or main activity if confidential):	
Organisation Country:	
Organisation Sector:	
Organisation website (if available)	
Type of collaboration:	
<input type="checkbox"/>	Research & Development
<input type="checkbox"/>	Technology transfer
<input type="checkbox"/>	Exports
<input type="checkbox"/>	Imports
<input type="checkbox"/>	Soft Landing services
<input type="checkbox"/>	Staff Exchange
<input type="checkbox"/>	Academic
<input type="checkbox"/>	FDIs: Inward/outward
<input type="checkbox"/>	Other (specify):
Please briefly describe the collaboration purpose / activity that has been considered, agreed upon, launched, or established, as well as the precise actions/implementation stages that you intend to take or have taken (quality examples provided below):	
Example 1: During our meeting with (partner name) we discussed and expressed mutual interest in joint RTD and demonstration activities. During follow-up telco we extended this discussion to more specific issues. Next steps were set as follows: 1. X and Y counterparts will scan possible calls suitable for X to join EU joint proposal preparation for demo sites, technology development and transfer.	

2. Certification services provided by X for EU modules to enter Morocco as X is soon to be accredited laboratory for this topic. The cluster expressed their willingness to support X with available knowledge on accreditation of the PV testing lab as well as certification activities.

3. Under discussion still how we can transfer "Building Integrated Photovoltaics" installation best practices to Morocco.

4. Joint manufacturing facilities can be also topic for further discussions and joint collaboration.

Example 2:

The collaboration purpose is as follows: to find partners in our network in order to take advantage of Y world class and unique timing offerings. This means mutually collaborative import-export because they have a key component that is useful for optical communications.

For research and development their expertise with creating custom quartz crystals and patented process for scoring sections of quartz in order to create ultra precise timing oscillators is of great interest to our members and there are opportunities via Horizon funding for collaborative research that can help both entities.

We have held two meetings after the Taiwan event and have the third one scheduled.

3. Relevance of the event towards individual objectives

Testimonial

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

Indicator	Score (0 – 5)
Vision and knowledge of new markets and technology trends	
Knowledge of geographical market entry barriers for cluster organisations / members	
Signature of cooperation agreements between companies and/or laboratories within participating South-African organisations	
Development of new business activities	
Increased international visibility and market penetration: facilitate search for strategic alliances/partners	
Accessing new research and innovation competences and developing concrete projects	

4. Overall Quality of the Event

Indicator	
Did the event meet your expectations?	Yes <input type="checkbox"/> No <input type="checkbox"/>
Did you consider the presentations suitable to the event?	Yes <input type="checkbox"/> No <input type="checkbox"/>
How was the quality of the overall event?	Rate from 1 to 5
How was the quality of the preparation webinar?	Rate from 1 to 5
How was the quality of the information provided before the event?	Rate from 1 to 5
How would you rate the quality of the matchmaking sessions?	Rate from 1 to 5
How would you rate the quality of the facilities?	Rate from 1 to 5
Participation of South-African clusters and cluster-like organisations, and SMEs in the event for establishing further partnerships / contact	Rate from 1 to 5
Is 20 minutes per meeting a proper time for you in these kinds of events?	Yes <input type="checkbox"/> No <input type="checkbox"/>
Please submit your ideas for improving future cluster matching events:	
What countries are you interested in partnering with (both in the EU and globally)? Would organizing a matchmaking event connected to these nations be beneficial to you (either in the EU or in the individual country)?	

Registered Participants South Africa

Update: 18 Oct 2023

NAME & SURNAME	SMME/CLUSTER REP	Sector
Yamkela Nhleko	Ethekwini Maritime Cluster	Agro-processing, Maritime
Zenzile Gwamanda	Ethekwini Maritime Cluster	Agro-processing, Maritime
Jody Naidoo	NAM Cluster, Eastern Cape	Green industries, Agroprocessing, Manufacturing
Tami Gxowa	NAM Cluster, Eastern Cape	Green industry, Agroprocessing, Manufacturing
Johan Edwin Kock	Mpumalanga Cluster	Green industries
Hendrik Louw	Green Hydrogen Industry	Green hydrogen
Sibahle Tile	CSIR	Various sectors
Thuso Modiselle	Innovation Hub	Various sectors
Lehlohonolo Amos Molloyi	MEMSA	Mining equipment, Metals
Elizabeth	Jansen van Vuuren	Mining Equipment, Metals
Riaan Warie	Metals Cluster	Metal industry
Cabanga Moyo	Metals Cluster	Metal industry
Faheem Hussain	Ford Incubation	Automotive
Isabelle Rorke	Creative Hub	Digital Technology/Animation
Letumile Makobe	JoMi 4IR Technologies	Digital Technology
Themba September	Rapid Casting	Metals Industry
Lusanda Fibi	South African Maritime Clusters Alliance	Maritime
Takalani Rathiyaya	eThekwini Metropolitan Municipality	Various clusters

Members of the EU delegation to South Africa

Update: 20 Oct 2023

CLUSTERS

Cluster Organisation	Country	Sector
ASOCIATIA ICONIC CLUSTER	Romania	Digital Tech
CASTRA	Bulgaria	Advanced manufacturing
PRODUTECH – Production Technologies Cluster	Portugal	Advanced manufacturing
Valorial	France	AgriFood
Silesian Nano Cluster	Poland	Digital Tech
ACPMR-ASSOCIAÇÃO CLUSTER PORTUGAL MINERAL RESOURCES	Portugal	Chemicals and metals
Biocluster Finland	Finland	Green Industries
PRO WOOD Regional Wood Cluster	Romania	Green Industries
Innoskart Digital Cluster	Hungary	Digital Tech
South West Hungarian Engineering Cluster	Hungary	Advanced manufacturing
Green Energy Innovative Biomass Cluster	Romania	Green Industries
Polskie Stowarzyszenie Doradcze i Konsultingowe - Polish Construction Cluster	Poland	Digital Tech
AQM Normandy	France	Circular economy
Vojvodina ICT Cluster	Serbia	Digital Tech

SMEs

Name of the Entity	Country	Sector
Accedia JSC	Bulgaria	Digital Tech
Vladimirova Consulting Ltd	Bulgaria	Green Industries
Qubiz	Romania	Digital Tech
PRODEKTA	Bulgaria	Digital Tech