EUROPEAN CLUSTER COLLABORATION PLATFORM .eu

EU-Korea Cluster Matchmaking Event

6 - 8 November 2018

Follow-up Report

www.clustercollaboration.eu

European Commission

Contents

1. Introduction

The EU-Korea Cluster Matchmaking Event was organised by the European Cluster Collaboration Platform (ECCP) and took place in Vienna from November 06th to 08th 2018, during the European Utility Week. Supported by the Directorate General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW) of the European Commission, the Korean Ministry of Trade, Industry and Energy and the Korea Industrial Complex Cooperation, the three-day event gathered clusters from both the EU and South Korea.

The **28 cluster organisations** – 19 from the EU and 9 from South Korea – participated in cooperation seminars, pitch sessions and matchmaking meetings, which allowed participants to develop in-depth exchanges. Beyond the conference, a cocktail was offered by Business France providing opportunity to build on the previous interactions and to network. Participants also attended a guided tour of the European Utility Week stands and visited the CES Clean Energy Solutions headquarter.

Participants came from various industries such as energy, cleantech, smart city, transport (electric mobility), enabling technologies used to develop innovations in clean energy products, as well as services and solutions (lightweighting, composites, additive manufacturing, nanotechnology and ICT). The main goal was to support EU-Korea and intra-European cluster cooperation including through matchmaking between EU and Korea clusters. The event built upon the Administrative Arrangement on Cluster Cooperation signed in May 2018.

Participants initiated or established connections with European and Korean counterparts with, on average, 2-3 organisations following the event, resulting in "24 pairs" of organisations being connected.

Participants answered a follow-up survey on their overall impressions and on the cluster cooperation activities that were developed after the event. In their feedback, they showed their appreciation for the event and welcomed the opportunity to interact with clusters and to gain and share information on markets and cluster activities. Furthermore, it was mentioned that the event helped them to overcome barriers, share experiences and brainstorm on new ideas.

The follow-up online survey was accessible online between February 15th, 2019 and May 25th 2019. It aimed at evaluating the scope and scale of the follow-up activities undertaken (or ongoing/still planned) by the European participants. The online survey comprised 3 major topics covering all the main outcomes of the event:

- **Cooperation initiated**

- **Specific cases of how SMEs benefited from the event**
- **Final observations**

The survey results indicated that 24 peer-to-peer collaboration actions took place between clusters and organisations after the event, 10 of them being EU-Korean, and 13 being intra-European relations.

The survey generated answers from 10 European participants. Qualitative information regarding participants impressions of the event was also analysed based on their testimonials gathered after November 8, 2018 as the ECCP Team took advantage of informal exchanges with participants of the event to ensure a follow-up of their actions by phone or during face-to-face cluster events.

2. Overview of the 19 participants of the EU cluster delegation

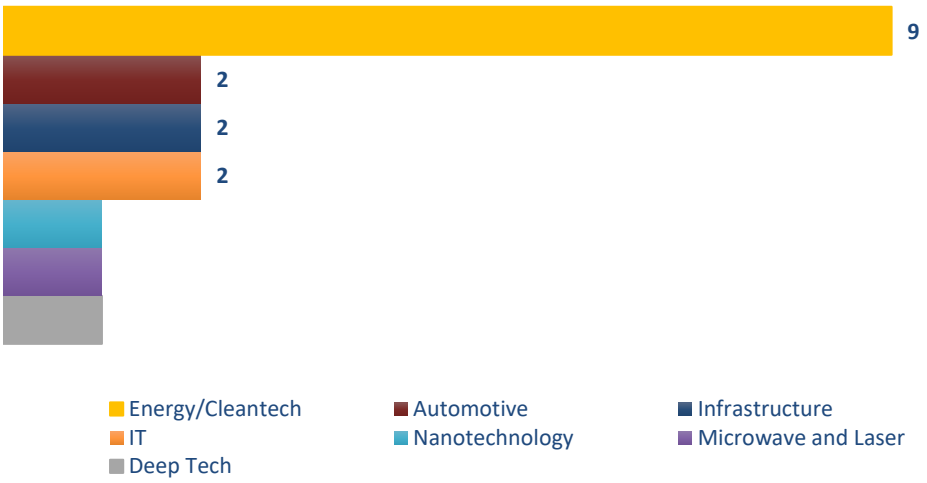
N°	EU Clusters[1]	Field(s) of activity	Country
1	Alpha-Rlh	Photonics-Laser and Microwave	France
2	Aria Normandy	Automotive, Industry / Mobility, industrial production lines and tools, and R&D (products and processes)	France
3	Basque Energy Cluster	Energy	Spain
4	Cambridge Cleantech	Cleantech, Energy, Smart Cities	UK
5	Cap Digital	Digital transformation and Sustainable Development	France
6	Green Energy Innovative Biomass Cluster	Energy	Romania
7	Clean	Environment and energy	Denmark
8	Cleantech Cluster / Oö Energiesparverband	Renewable energy and energy efficiency	Austria
9	European Association of Remote Sensing Companies	Remote Sensing/Earth Observation: road maintenance, traffic management, city growth management, construction permit compliance monitoring, park health monitoring, building movement monitoring (earthquakes/foundations)	Belgium
10	Flux 50	Energy	Belgium

[1] Disponible sur https://www.clustercollaboration.eu/sites/default/files/event_calendar/cluster_booklet_-_eu_korea_2018_.pdf.

11	Inteligentna Energija	Energy	Croatia
12	Itech Transilvania Cluster by ARIES T	Information Technology and Communications	Romania
13	Lithuanian Ict Cluster	Electronics, Telecommunications, Information Technology, Automatics and Robotics	Lithuania
14	Oy Merinova Ab – Energyvaasa Cluster	Energy technology, cleantech	Finland
15	Precarpathian Eco-Energy Cluster	Energy efficiency, renewable energy sources and green innovations	Ukraine
16	North South Logistics & Transport Cluster	Transportation and Logistics, Logistical Services and Mobility Technologies	Poland
17	Serbian Automotive Cluster – Ac Serbia	Automotive Industry	Serbia
18	Silicon Saxony	Micro-and nanoelectronics, smart systems, software	Germany
19	Systematic Paris-Region	Deep Tech (software and digital technologies)	France

Almost half of the European clusters that attended the event came from the energy and cleantech sector. The automotive, infrastructure and IT sectors each had 2 delegates present.

Clusters Field of Activity



Graph 1: Clusters Field of Activity

3. Overview of the Korean delegation

N°	Organisation2	Field(s) of activity
1	Chungnam Techno Park	Automotive sector, Display sector, ICT sector,Secondary battery Sector, Bio Sector
2	Green IT Mini Cluster	LED, environmental measuring devices, new and renewable energy and 3Dprinting
3	GyeongBuk Technopark Foundation	Automobile parts, Wireless Power Transmission, Lightweight Materials, Natural biomaterials, Medical textile,
4	Korea Institute for Advancement of Technology	Local industry, Technology commercialization, Industrial technology policy planning, Industry-Academia cooperation, International technology cooperation
5	Korea Electric Power Corporation	Electric power generation, transmission, substation and distribution/Development of electric power resources

[2] Disponible sur https://www.clustercollaboration.eu/sites/default/files/event_calendar/cluster_booklet_-_eu_korea_2018_.pdf.

		/Overseas business related to the electric power industry/New energy business
6	Korea Industrial Complex Corporation	Industrial complexes development, industrial clusters development, investment to the local areas,
7	Renewable Battery Cluster	Renewable energy and secondary battery
8	Renewable Energy Cluster	Renewable energy and cleantech
9	Upcycling Design Cluster	Recycled products and materials

4. Cooperation activities initiated or established after the matchmaking event

The EU clusters were able to initiate and develop cooperation activities with clusters and firms from South Korea and from other European countries after the event. Based on the answers provided by 10 EU Cluster Delegates[3], 24 peer-to-peer cooperation relations were established, among which:

- **11** intra-European;
- **12** between European and Korean clusters;
- **1** non-specified.

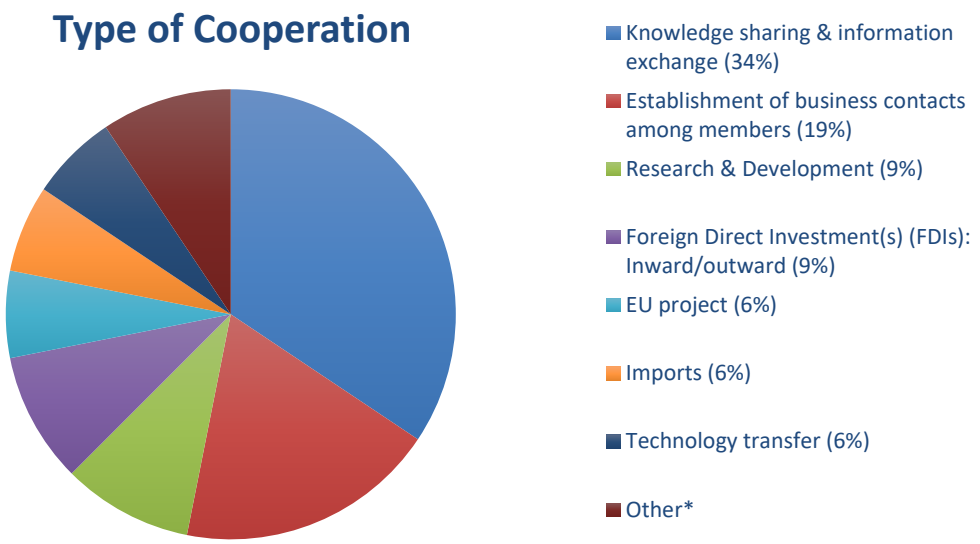
The details of the cooperation activities pursued by the EU Cluster delegation are presented below. According to the online survey results, on average, 2,3 cooperation activities per respondent have been initiated or established after the Matchmaking Event. The Green Energy

[3] Green Energy Innovative Biomass Cluster; Clean; Aria Normandy; Cluster Inteligentna Energija; Oö Energiesparverband / Cleantech-Cluster; Cap Digital; North South Logistics & Transport Cluster; Serbian Automotive Cluster; European Association of Remote Sensing Companies; Precarpathian Eco-Energy Cluster.

Innovative Biomass Cluster had the highest number of most connections, establishing cooperation activities with 4 European clusters and 3 Korean clusters.

The cooperation activities initiated or established by the EU clusters delegation are mostly concentrated in the five following fields (by order of importance):

1. Sector Knowledge sharing & information exchange
2. Establishment of business contacts between members
3. Shared Research & Development activities
4. Foreign Direct Investment(s) (FDIs) opportunities



Graph 2: Type of Cooperation

*Organisation of joint business events; Potential membership of ICN; Staff exchange: each corresponded to 3% of the cooperation activities established between clusters.

Several cooperation activities were classed by the respondents as being of multiple types, Specifically, knowledge and information sharing and exchanging was often associated with the establishment of business contacts.

In other cases the cooperation activity encompassed both research and development and technology transfer among clusters; or foreign direct investment combined with technology transfer. For example, it was the case for the Serbian Automotive Cluster in two of their cooperation relations.

Among the cooperation activities established, over 60% were initiated between clusters whose field of activity is energy and/or cleantech, followed by IT and IT organisations (15%), **thus**

illustrating the strong value-added approach of a sectoral focus to such events. The organisation of matchmaking events with a sectoral focus is facilitating the connections between cluster organisations as the cooperation interests appears to be more obvious in comparison to events with a broad coverage The graphs below illustrate the main sectors represented in the cooperation activities. The cooperation in the energy sector represent over 60% of the cooperation cases with a strong emphasis on knowledge sharing, information exchange and the establishment of business contacts. On the other hand, the ICT/IT and automotive cooperation are more referring to knowledge sharing and information exchange.

Focus on the cooperation established in the energy sector

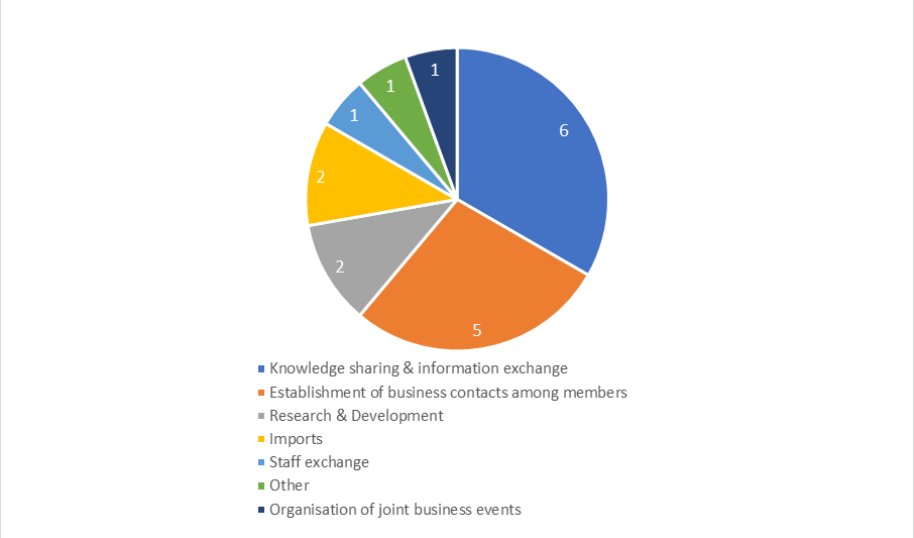


Figure 3 Cooperation activities in the energy sector

Focus on the cooperation established in the IT/ICT sector

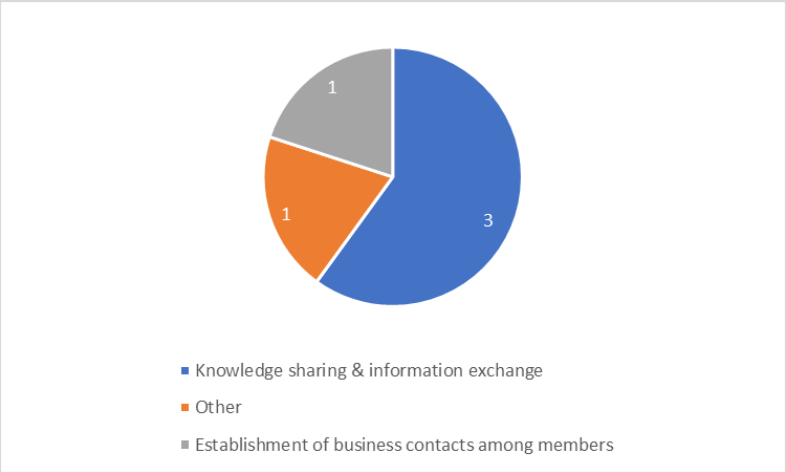


Figure 4 Cooperation activities in the IT/ICT sector

Focus on the cooperation in the automotive sector

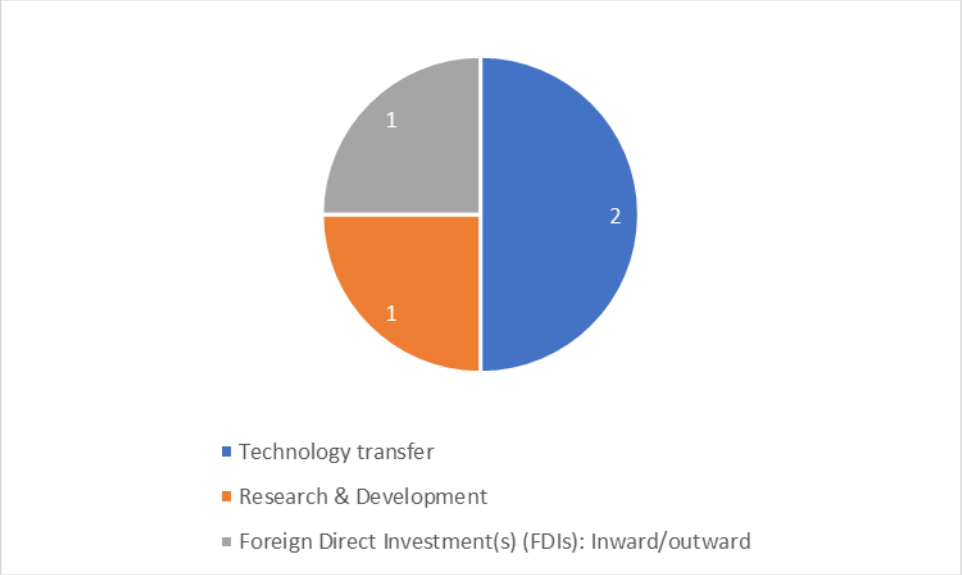


Figure 4 Cooperation activities in the automotive sector

4.1 Cooperation objectives, activities undertaken and next steps

On May 2018 an Administrative Arrangement on Cluster Cooperation was signed by the Ministry of Trade, Industry and Energy of Korea (MOTIE), the Korea Industrial Complex Corporation of the Republic of Korea (KICOX) and the Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs of the European Commission. Its purpose was to facilitate linkages between clusters in South Korea and in the EU and to exchange practices in the fields of mutual interest. The objective was to promote growth and job creation through increased trade, investment, research and innovation partnerships[4].

the Cluster Matchmaking Event in Vienna was one of the implementing actions of the Agreement. During the Matchmaking event, clusters had the opportunity to pitch their activities and get in contact with other cluster peers during the organised meetings. They have also identified potential opportunities for specific sector-based collaboration activities and have engaged in those described in the text below.

Some clusters have already implemented or planned some concrete follow up actions and have established the next steps regarding the cooperation activities. Cooperation cases between the EU clusters and Korean organisations are presented below, followed by information on intra-EU cluster cooperation facilitated by the matchmaking event.

Focus on the cooperation between the EU Clusters and Korean organisations

- The **ARIA Normandy** cluster made a connection with the **Renewable Battery** cluster, from South Korea with the goal of sharing information regarding batteries. They also engaged with **Korea Polytechnic University** and acquired information about courses and skills.
- The **CLEAN** cluster engaged with **Korea Industrial Complex Corporation** (KICOX) and made the first contact to evaluate the possibility of future collaboration opportunities and to interact further with clusters in South Korea.
- The **Green Energy Innovative Biomass** cluster conducted cooperation with **Korea Industrial Complex Corporation** (KICOX), **Green IT Mini Cluster** and **Renewable Energy Cluster**, all from South Korea, they identified possible cooperation ideas in the renewable energy field through technology transfer and market access information exchange. Building on these relations, the next steps are mainly focused on the identification of SMEs from their cluster willing to cooperate with South Korean's ones.

[4] Administrative Arrangement on Cluster Cooperation, 24/05/2018. Available in https://www.clustercollaboration.eu/

- The **Serbian Automotive** cluster (AC Serbia) engaged with:
  - **GyeongBuk Technopark Foundation** cluster, from South Korea, the contact was established with the goal of developing future relations, beginning with a site visit to the AC Serbia technology parks and companies. As for the next steps, the cluster will invite the Korean partners to their SEE Automotive Conference – Connect & Supply 2019;
  - **Korea Industrial Complex Corporation** (KICOX), **Renewable Energy Cluster and Chungnam Techno Park** the relations were established with invitations to attend the SEE Automotive Conference after considering the synergy between the clusters and the event organised by the Serbian cluster.

Focus on the Intra-EU cluster cooperation

- The **CAP Digital** cluster contacted two clusters following the event with the goal of forming a consortium in order to develop a common response to a call for projects but, due to the short application deadline, the cooperation did not go forward. Nevertheless, they intend to make future contact with these clusters to engage in similar initiatives.
- The **European Association of Remote Sensing Companies** (EARSC) preferred to maintain confidential the name of the cluster with whom they established contact, but even so, they answered the follow-up survey informing that the cooperation nature was related to competences and contacts sharing between clusters. They also informed that the next steps involve interviews and cross-publication.
- The **Green Energy Innovative Biomass** cluster has initiated or established connection with six European participants of the event and has taken several steps towards the development of these cooperation activities:
  - With **Cleantech** cluster they established cooperation activities for the WSED event, an exhibition on biomass and bioenergy researches when they will send representants to attend the event. Also, as the next steps of the cooperation; they have planned conferences and site visits between clusters to bring researchers closer.
  - With **Oy Merinova Ab – Energyvaasa** cluster they have engaged in researches in various fields, such as those of biomass, circular economy and biomass systems. They also see a potential partnership between the two clusters for future EU projects. In addition, both clusters believe in exchanging experiences and engaging in business meetings, for example, during the European Cluster Conference that took place in Bucharest in May 2019.
  - With **CAP Digital** they engaged in a partnership in the field of sustainable energy communities and start-ups. They also exchanged information regarding market access and clusters in the Eastern European regions with the goal of building

new partnerships. The next steps of this cooperation include the identification of joint topics of interest and finding adequate funding scheme.

- With **Precarpathian eco-energy** cluster they stabilised a partnership for developing projects mainly related to sustainable energy and staff exchange. The next steps of this cooperation include the elaboration of a joint project proposal to submit under the EEA Grants regarding the development of sustainable energy communities in Central and East-European countries.

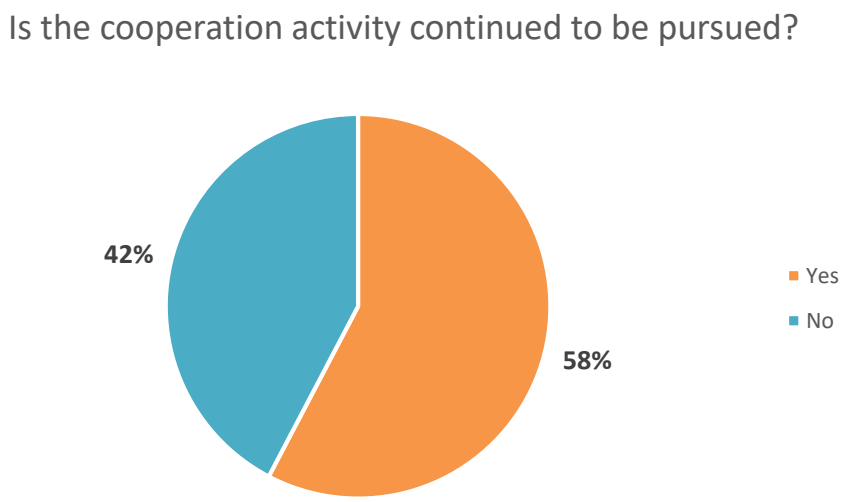
- The **Inteligentna Energija** cluster interacted with **Incell** regarding a potential partnership aiming to develop battery storage exchange between the two clusters but they have yet to puruse more in-depth contacts with the representants in order to make further advances. They also made initial contact with **I-Solar Energy** concerning solar roof solutions knowledge exchange, but with no further advances until this moment.
- The **North South Logistics & Transport Cluster** interacted with **Oy Merinova Ab – Energyvaasa** cluster following the EU-Korea Matchmaking Event and were hoping to establish cooperation with this partner on many platforms both business and academic. The plan was to begin this relationship with a site visit to the Vaasa cluster but due to internal restructuring activities and lack of interest from the part of the SMEs in their cluster, North & South Logistics & Transport did not go forward with this initiative. Even so, they remain in contact with the cluster and intend to make future connections in order to establish partnerships between companies and academic actors, given the interest shown by Merinova on this cooperation.
- The **Oy Merinova Ab – Energyvaasa** cluster reported general contacts established with other clusters in the fields of cleantech, IOT, and smart cities. The connections had as main purposes sector knowledge sharing and information exchange, besides business contacts establishment among clusters companies.
- The **Precarpathian eco-energy** cluster interacted with four different clusters following the Matchmaking Event:
  - With **Oy Merinova Ab – Energyvaasa** cluster they searched and applied for joint project opportunities. They were also invited by Merinova to take part in ClusterXchange activities as a visitor from outside the consortium in the new COSME program. By the time the report was answered, they were preparing themselves to apply for the program;
  - With **Silicon Saxony** they tried to apply for the IoT4industry grant (INNOSUP 01), a project that aims to support EU growth and competitiveness. The project encourages the development of a new cross-sectoral industrial value chain through IoT supporting the joint work between SMEs and RDI actors of the ICT and manufacturing sectors;

- With **Lithuanian Ict Cluster** they initiated the cooperation for cluster policy consulting and were yet to develop the communication process between clusters;
- With **Green Energy Innovative Biomass** cluster they applied together for the EEA and Norway grants in the Common Challenges – Shared Solutions, a project that funds regional cooperation. Next steps involved exchanging information and enhancing cooperation actions.

➢ The **Serbian Automotive** cluster (AC Serbia) engaged with the **Precarpathian eco-energy** cluster, the AC Serbia made an invitation to the GIVE project, but no next steps were announced;

When asked if these cooperation actions had resulted in the signature of a formal agreement or memorandum of understanding, none of the respondents confirmed that these peer-to-peer connections had yet resulted in such a document.

On the other hand, the survey answers indicated a desire to maintain the relationships that were initiated. When asked if they plan to continue the cooperation activity with the partner organisation after the initial contact, over half of the respondents answered yes:



Graph 5: Cooperation Activity Continuity

4.2 Direct and indirect benefits for SMEs

The follow-up report also aims to shed some light on the potential impact of these initial initiatives on SMEs. In order to do so, two blocks of questions were asked: (1) regarding SMEs direct involvement in the 24 peer-to-peer cooperation activities and (2) the indirect benefit on SMEs due to the cluster participation in the event.

According to the provided answers, 13 SMEs benefited directly or indirectly from the event[5].

N°	EU Clusters	SME Name	How the SME benefited
1	Aria Normandy	Confidential	The SME had access to new clients or distributors and received information regarding the counterpart's business and needs.
2	Green Energy Innovative Biomass	ERPEK IND	In cooperation with Cleantech Cluster Energy, the SME participated in exploratory visits. The SME benefited from sector knowledge development about new trends in the biomass sector, equipment, and R&D cooperation possibilities.
3	Green Energy Innovative Biomass	GOSCOM SA	In cooperation with Cleantech Cluster Energy, the SME participated in exploratory visits. The SME benefited from sector knowledge development about new trends in the biomass sector, equipment, and R&D cooperation possibilities.
4	Green Energy Innovative Biomass	RENERG SRL	In cooperation with Cleantech Cluster Energy, the SME participated in exploratory visits. The SME benefited from sector knowledge development about new trends in the biomass sector, equipment, and R&D cooperation possibilities.
5	Inteligentna Energija	Helb	The SME benefited from access to new clients or distributors and from information on technology sharing.
6	Inteligentna Energija	Solvis	The SME benefited from access to new clients or distributors and from information on solutions.
7	North South Logistics & Transport Cluster	Polska Żegluga Elektryczna Sp. z o.o.	The SME benefited from the participation in B2B events and had the chance to meet some potential partners in the new project they are working on.

[5] To simplify the presentation of the results and to enhance clarity we have decided to present both blocks of answers together, since many answers from the second block correspond to the same SMEs potentially benefitting directly from the cooperation activities in the first block of questions

8	Oy Merinova Ab – Energyvaasa Cluster	Confidential	The SME(s) benefited from deeper knowledge sharing and sector information as a result of cooperation activities established with other clusters.
9	Oy Merinova Ab – Energyvaasa Cluster	South Korean clusters	Reported that, even though they reached out to some South Korean SMEs, none of them provided them with feedback.
10	Precarpathian Eco-Energy Cluster	Microl LLC	The SME benefited from technology transfer and collaborative RDI projects participation. As a result of the cooperation activity established with Silicon Saxony (DE) after the matchmaking session, the SME and a company from the German cluster applied together for the IoT4industry grant INNOSUP.
11	Precarpathian Eco-Energy Cluster	Volt Group	The SME participated in exploratory visits and has received new sector and country information and new vision, which helped them to review their work process.

In addition to these answers, the **Serbian Automotive** cluster informed ECCP that the number of SMEs that could have been indirectly benefited from the event is not easy to assess, due to great variety of follow-up initiatives. Most survey respondents indicated that the impact of the event on SMEs was difficult to assess.

Furthermore, during the event, the delegation was given a private tour of the European Utility Week trade show and visited a number of stands of companies, including SICAME from the Alpha-RLH. Following the matchmaking event, the ECCP subsequently helped SICAME to organise a sector fact finding mission in France (Sophia Antipolis).

5. Views on cooperation with Korean clusters

The European Cluster Collaboration Platform intends to provide clusters from Europe and beyond with the opportunity to connect with each other, to create a strong and wide network for collaboration activities and working together. By promoting events like the EU-Korean Matchmaking, the ECCP makes it possible for clusters to meet their peers, to find cooperation opportunities and access state of the art country and sector information. The EU has a strong

and developed cluster network with 38% of European jobs based in regional strongholds[6] and SME having an important participation in clusters. There is also a perceived need to support international partnerships overseas.

South Korea's clusters policies, on the other hand, are more recent and have emerged only recently. Furthermore, unlike in Europe, the country adopted an approach based on mini-clusters located within industrial complexes. This currently encompasses 62 industrial complexes or technology parks nationwide[7].

During the Matchmaking clusters from the EU or from South Korea interacted differently. While Europeans conducted a high number of sessions with other clusters and dialogued with each other to find common ground, Koreans representants were very selective regarding the sessions conducted and had already researched and decided which cluster they had interest in.

Some of the survey respondents, indicated that cooperation with the Korean side is difficult as they interact and work differently. Many mentioned the lack of follow up answers from Koreans clusters and the difficulty to continue cooperation activities with them. Language barriers and the need for translation were also mentioned.

6. Testimonials

The ECCP's main goal by organising Cluster Matchmaking Events is to provide the opportunity for interaction between clusters in Europe and overseas and to connect peers with similar interests and complementary needs.

With this goal in mind, the EU-Korea Matchmaking event aimed to strengthen partnerships between European and South Korean clusters and to provide them with the space and tools to cooperate with each other. In the follow-up survey, respondents were asked to give their feedback and impressions on the event's organisation, especially concerning the matchmaking event impact on their clusters and its members and the accomplishments achieved thanks to the event. Some of the comments are shared below:

"EU-Korea Matchmaking Event allowed us to find new cooperation opportunities, new partnerships in the field of energy and environment technologies. Thanks to the professionalism of the ECCP team who brought together clusters from Europe and Korea and made possible the experience exchange among us. These types of events are a good opportunity to share

[6] EU Cluster Portal. Available in http://ec.europa.eu/
[7] ECCP on South Korea, 05/11/2018. Available in https://www.clustercollaboration.eu/.

experiences, brainstorm about new ideas and identify cooperation possibilities." **Green Energy Innovative Biomass Cluster.**

"It was my first matchmaking event with the ECCP, and I really appreciated it. The team is great, very kind and professional. I really enjoyed being able to meet at the same time fellow European clusters as well as to have an opening on the Korean innovation ecosystem. It was also an interesting opportunity to attend the European Utility Week as we might consider participating in future editions in the frame of EU projects we are involved in. If we did not transform yet the contacts we established during the event, we are confident that if there are relevant calls for projects in the near future, we might be able to team up. In two words, thank you!" **CAP Digital.**

"In our opinion ECCP gives a real opportunity to communicate with other clusters, find partners both in business and scientific areas. Matchmaking events are great for making first contact with interested parties and making it easier to establish cooperation but also to get to know new people from different sectors who might become partners in future endeavours. We haven't explored those chances the way we would like to, but we will continue to search for opportunities to make new contacts and find long lasting partnerships and benefits for our members." **North South Logistics & Transport Cluster.**

"Matchmaking event has really helped to discover partners from other countries and helped to see the European big cluster community as really significant part of world economy. Such events facilitate the communication process minimizing international barriers, where in B2B meetings take part two persons face2face seeing each other smiling and ready to collaborate without any national prejudice, that sometimes is imposed by media and politicians." **Precarpathian eco-energy cluster.**

7. Conclusions

The EU-Korea Matchmaking Event organised by the European Cluster Collaboration Platform was highly appreciated by the clusters who attended and by the other participants. The event was an opportunity for both sides to operationalise the commitments made in May 2018 with the signature of the Administrative Arrangement on Cluster Cooperation between the European Union and South Korea. More concretely, it was the occasion for clusters from both sides to exchange knowledge, sector information, tools, and contacts among each other and learn from stakeholders and experts the challenges they are yet to face in the industry. The co-location with a major Trade Show was also a bonus allowing for other connections to be made and was facilitated by a personalised tour.

Around 50 percent of the participants were from the energy and cleantech sectors. The event was an opportunity for clusters to gain a more in-depth perspective on the market (country trends, investment, customer needs, R&D budgets) and to get inspiration. The Matchmaking sessions provided clusters with a peer-to-peer interaction with other participants during the event, enabling clusters to evaluate their interest in developing further cooperation activities with each other.

The feedback provided in the follow-up survey answered by half of the European cluster delegation presented the results of these interactions and the ongoing cooperation activities between participants. Clusters envisage to foster these activities over the next years and to maximise the benefits for other actors both in the EU and in South Korea. These cooperation activities began mainly with knowledge and contact information exchanges between clusters, but some pairs already made some deeper commitments.

As presented above, clusters exchanged invites to conferences and events hosted by each other or by third parties, like the **European Cluster Conference** in Bucharest in May 2019, the **SEE Automotive Conference – Connect & Supply** in Serbia in May 2019 and the **World Sustainable Energy Days (WSED)** in Austria in March 2020. Moreover, some clusters are developing cooperation strategies between them to apply together for EU projects and grants such as the **EEA and Norway** grants in the **Common Challenges – Shared Solutions**, the **COSME European Cluster Excellence** (clusterXchange) project, and the **IoT4industry** INNOSUP grant.

Respondents also referred to the many challenges that remain, notably slow or failed follow -up from some Korean clusters, Some cluster participants found it difficult to assess the indirect impact of their presence in the event for their SME members, saying that a longer time dimension is necessary.

In conclusion, the feedback gathered shows that there is still a lot to explore, even though many connections were made, still there is a lot of scope for further efforts to develop cooperation between EU and Korean clusters and companies. Clusters found the matchmaking event interesting and useful and hope to pursue further collaboration. Institutional cooperation actions have also been reinforced allowing for a better understanding of policy conditions and potential paths for cooperation and potential collaboration based on the energy, cleantech, smart city, transport (electric mobility), enabling technologies used to develop innovations in clean energy products, services and solutions (lightweighting, composites, additive manufacturing, nanotechnology, ICT) sectors.