

**EU-India Matchmaking Event on Resource Efficiency and Clean technologies
23 - 25 October 2013, Mumbai**



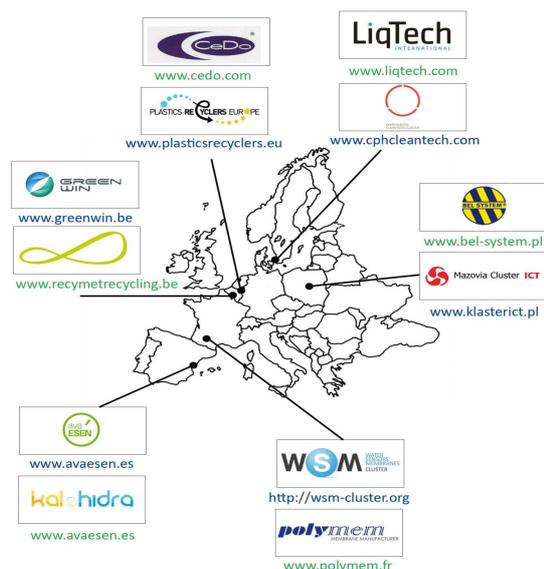
From the 23rd to the 25th of October 2013, a delegation composed of 12 participants representing clusters and SME members in the field of resource efficiency and clean technologies from 6 European countries went to Mumbai (India) to initiate partnerships with Indian clusters and enterprises during the IFAT Exhibition 2013.

The mission was supported by the DG Enterprise and Industry of the European Commission in the framework of an initiative promoting international cluster cooperation for SMEs, and was co-organised

by the European Business and Technology Centre (EBTC). A consortia coordinated by the Fondation Sophia Antipolis and inno TSD also participated in the visit.

This was the third time such an international cluster mission was organised at a European level. The first two events were organised in Japan (November 2012) and Brazil (September 2013). The 12 participants were selected based on their interest for cooperation with India through an open call launched on the European Cluster Collaboration Platform. In addition to the 6 SMEs, the 6 clusters that were a part of the delegation represented a combined total of 665 companies.

The participants represented clusters and SMEs active in the field of resource efficiency and clean technologies from the following European countries: Belgium, Denmark, France, the Netherlands, Poland and Spain. The main fields of activity of the participant SMEs were water treatment, technologies, water and waste management.



The first day of the mission was dedicated to the preparation of the delegation representatives to the Indian Clean Tech market, with a session on 'Doing Business in India', and an EU-India workshop on the topic of 'Fostering and Developing EU & India Cluster Cooperation'. Following this, the delegation met with a number of Indian regional policy makers and business support and export agencies. Site visit was arranged to Indian Institute of Technology, Bombay. The delegation interacted with Prof. Anil Kumar Dikshit from the Centre for Environmental Science and Engineering, IIT –B. Prof. Dikshit has keen research interest in Water and waste water treatment, environmental management, urban and industrial solid waste management etc. The delegation was briefed by Prof. Dikshit on the

research activities carried out by IIT Bombay in the fields of Water, waste water and environment which was followed by an open discussion.

The following two days were dedicated to the organization of meetings with Indian businesses through Business-to-Business (B2B) and Cluster-to-Cluster (C2C) meetings during the IFAT exhibition, where a common EU booth facilitated the presentation of the delegation representatives of clusters and SMEs to Indian representatives.



Almost 100 meetings were organised by the EBTC, 47 meetings for clusters and 45 meetings for companies which generated great interest and scope for cooperation. A number of potential cooperation agreements were outlined between European and Indian entities and numerous B2B partnerships were actively discussed that could result in further exchanges including for instance, visits of Indian companies to Europe, and the signature of business representation contracts. The EBTC will be in charge of the follow-up activities.

Overall, the mission was considered a success by the participants as it helped the European delegation gain a better understanding of the Indian Clean Tech market and establish a first contact and identify cooperation opportunities with clusters and companies in India.

For more information about the mission: www.clustercollaboration.eu

Similar International Cluster Matchmaking events are envisaged for the first semester of 2014 in two other countries outside Europe (yet to be defined). The participation will again be organised through an open call for expression of interest to be published on the European Cluster Collaboration Platform (www.clustercollaboration.eu) in the coming months.

Background about the European delegation

CLUSTERS	SMEs
<p>Valencia Energy Industries (AVAESEN), Spain</p> <p>AVAESEN promotes the rational use of energy, increase energy security and fight against climate change and supports the development and innovation within the renewable energy and clean technologies sectors. Located in Valencia, Spain, AVAESEN represents 170 companies.</p> <p>www.avaesen.es</p>	<p>KALHIDRA, Spain</p> <p>KALHIDRA is a fast growing SME directly challenging water scarcity and CO2 emissions and manufacturing, developing, commercialising technological water efficient solutions. Since its creation in 2010, it has experienced outstanding growth and has developed a great expertise in simple and smart water efficient solutions.</p> <p>http://www.kalhidra.com/</p>
<p>Copenhagen Cleantech Cluster (CCC), Denmark</p> <p>Copenhagen Cleantech Cluster supports research and innovation partnerships between companies and research institutions within the cleantech sector. It is member of the Global Cleantech Cluster Association. Located in Copenhagen, Denmark, CleanTechNRW represents 200 companies.</p> <p>www.cphcleantech.com</p>	<p>LiqTech International A/S, Denmark</p> <p>LiqTech manufactures and markets pilot units and ceramic membranes based on SiC giving us unique capabilities in a broad range of application. They have extensive knowhow of processes and how their system can fit a specific solution.</p> <p>http://www.liqtech.com/</p>
<p>GreenWin, Belgium</p> <p>GreenWin is dedicated to the green economy and sustainable development. Its action is focused on improving product life cycles by saving on materials and energy, through the recycling of waste and the use of renewable resources. Located in Gosselies, Belgium, GreenWin represents 100 companies.</p> <p>www.greenwin.be</p>	<p>Recymet SA, Belgium</p> <p>Recymet is part of the "Groupe Comet" and has been active in recycling of ferrous and non-ferrous metal scrap since 1992.</p> <p>www.recymetrecycling.be</p>
<p>Mazovia Cluster ICT, Poland</p> <p>Mazovia Cluster ICT is active in the ICT sector and is creating a platform for business collaboration, R&D institutes, local governments and business organisations to effectively and economically implement innovative technologies and solutions in the ICT sector. Located in Warsaw, Poland, Mazovia Cluster ICT represents 80 companies.</p> <p>www.klasterict.pl</p>	<p>BEL SYSTEM, Poland</p> <p>Polish SME specialised in water conditioning systems.</p> <p>www.bel-system.pl</p>
<p>Plastics Recyclers Europe (PRE^o, Belgium</p> <p>Plastics Recyclers Europe was created in 1996 to represent plastics recyclers in Europe. PRE contributes to push plastics recycling by liaising with policy makers, NGOs and industry players. Located in Brussels, Belgium, Plastics Recyclers Europe represents 103 companies.</p> <p>www.plasticsrecyclers.eu</p>	<p>CeDo Recycling B.V., The Netherlands</p> <p>CeDo Recycling is a company recycling plastics waste from various sources such as agriculture films, transport films and bags. As part of the group CeDo, CeDo Recycling is supplying more than 45,000t of plastics recyclates which are used to produce new plastics bags.</p> <p>http://www.cedo.com/</p>
<p>Water Sensors and membranes (WSM), France</p> <p>Water Sensors and Membranes focuses on water treatment. The cluster was built around two technologies: membranes and sensors. WSM federates firms and laboratories working on these technologies to valorize their skills, to create sensors of tomorrow, to innovate in new applications. Located in Labège, France, WSM represents 12 companies.</p> <p>http://www.wsm-cluster.org/</p>	<p>POLYMEM, France</p> <p>Polymem manufactures filtration membranes and modules for water, waste water and fluid treatment in Municipal, Industrial, Commercial and Residential markets.</p> <p>http://www.polymem.fr</p>