



Key achievements

ESCP-4i Name and acronym: Natureef European Strategic Cluster Partnership – NATUREEF

Partners:

- Coordinator: FEMAC (ES)
- CREA (CZ)
- Green Synergy (BG)
- Green Chemistry (PL)
- Innoskart (HU)
- Inbiom (DK)
- Agrocluster (PT)
- biomastec (DE)
- VEGEPOLYS (FR)

Summary of key achievements:

General Achievements

Good relations have been created during the execution of the project among the members of the consortium and important stakeholders in the target territories. Around 20 cooperation agreements have been signed as NATUREEF and as for individual clusters and SMEs. This brings further opportunities for the companies at the finalization of the project.

More than 70 European SMEs have been mentored in their way to the internationalization towards Latin America, China and the Philippines. The project has helped them to study the viability of approaching the target markets.

Furthermore, a new association, Natureef Pl. has been created in Poland as a Spin-off the project for the Green Chemistry Cluster persons involved in the project. Their objective is to facilitate resources efficiency projects that deliver opportunities and inside knowledge for packaging and chemical business. They will act as well, as a European contact point for those enterprises working in line with the natural resources efficiency that are interested in the target countries covered during this two years project.

Latin America

Latin America has been the region where the majority of the cooperation agreements have been signed. They have been more than 10 agreements comprising from the support of the cluster policy in Chile and the collaboration with important Colombian Stakeholders for the business sector as Biointropic to specific projects for SMEs in Peru, Colombia and Mexico.

Thanks to the project, three new job positions have been created in Colombia for European SMEs for the development of projects identified in the commercial missions.

China

The Hui'an's province, wants to create a Natureef sister cluster, focused on the Natural Resources Efficiency. After the clusters mission and the SMEs commercial mission, they reinforced their commitment with the consortium by signing a Memorandum of Understanding that will allow the representation and continuity of the project in the region, since part of this second stage will be to strength the relationships among the European companies and the Chinese ones.

The project has managed to face the barriers of entry in the Chinese market as the IP problems that sometimes mind the companies when entering to this market, because about five companies will engage business after the project.

Philippines

During the project, the relationship between the ambassador Sta. Clara Corporation and the consortium have been strengthened. This organization is very well connected with public administrations in the country which has allowed to meet all the Ministries that are involved with the Natural Resources in the islands. Even if is a region in which decisions and agreements take quite long, up to 5 project ideas focused on energy resources and water treatment have started on negotiations, after the missions.

Cluster cooperation achievements:

General achievements

- Creation of a spinn-off. NATUREEF PI. An association that delivers opportunities and inside knowledge for packaging and chemical business facilitating resources efficiency projects.
- Good relations have been created during the execution of the project among the members of the consortium and important stakeholders in the target territories. This brings further opportunities for the companies at the finalization of the project, building a stronger Natureef partnership

Latin America

- 2 cooperation partnership agreements have been signed between Green Synergy Cluster/European SME and Mexican companies
- MOU between Vgepolys and ITE Chile
- Joint Event in Peru between Vegepolys and ITE chile
- Memorandum of understanding between Natureef and BioIntopic (Colombia) to be signed in 2018.
- Memorandum of understanding with FIA Chile with VEGEPOLYS to support Cluster policy.

China

- Memorandum of understanding between all Natureef members and the CITTC in Xina for the creation of one sister cluster with Natureef focus in the Hui'an's province

Philippines

- During the commercial mission in the Philippines, the Guimaras province and the Investment Forum, requested Natureef consortium, assistance for the support of the creation the cluster policy, which will strength the competitiveness of the SMEs and the territory.
- After the commercial mission CREA cluster, because of the links detected in the country, will organize with the support of the Department of Trade and Industry of the Czech Republic an

<p>incoming mission from the Philippines on 11th May 2018 with representatives of Guimaras from public and private sector in the occasion of the Brno trade fair Science, Research and Innovation.</p> <ul style="list-style-type: none"> • Sta Clara International corporation, the Ambassador for NATUREEF project in the Philippines required for 2 months long "Young cadets internship" of Sta. Clara employee in Czech Republic. We are negotiating with two young engineer cadets, who will have CREA and its member companies professional technical training.
<p>SME cooperation achievements:</p> <p>General Achievements</p> <ul style="list-style-type: none"> • More than 70 companies mentored in their performance of internationalization in the target territories. <p>Latin America</p> <ul style="list-style-type: none"> • CMF (FR) (Production of greenhouses aimed at plant production) will recruit a representative in Colombia to develop some projects detected during the mission. It has already answered to tenders after the mission • Strader (FR) (the company offers solutions for growing chambers, seed dryers and storage rooms) will also recruit a representative to develop projects identified during the mission in Peru and Colombia. It has already answered to tenders after the mission. • Because of the relationship between the companies and Pierre, the person representing the ambassador in LATAM in the organization of the commercial missions, one French company has taken him directly, creating a new job, for covering the Colombian market • 2 cooperation partnership agreements have been signed between Green Synergy Cluster/European SME and Mexican companies • 2 cooperation agreements for specific projects in the agro sector have been signed between European SMEs and companies in Peru and Colombia • A cooperation agreement for a solar project in Brazil between a European SME and Brazilian entity is undergoing. The cooperation reached the second stage of the LCBA-Low Carbon Business Action, Brazil. Development of a concept note is undergoing. <p>China</p> <ul style="list-style-type: none"> • 5 cooperation agreements for specific projects in the biomass and biogas areas have been signed between European SMEs and companies in China <p>Philippines</p> <ul style="list-style-type: none"> • 1 Technology request from Sta. Clara International Corporation for a European SME • 2 cooperation agreements for specific projects in the field of water resources have been signed between European SMEs and companies in the Philippines • 1 cooperation agreement for specific projects in the field of energy crops /biogas area has been signed between European SME and a company in the Philippines.
<p>Testimonials from cluster and SME:</p> <p><u>AMP Sprayers, S.L. (ES)</u></p> <p><i>"It would have impossible for me as individual to reach the Mexican market. It is a huge market with a lot of needs. The project brought me two opportunities, first to meet in Angers with other European SMEs that could complement my products transforming them into a more soil efficient equipment, and secondly, to travel to Mexico with a joint European portfolio of European products and services addressed to the improvement the management of the natural resources what strength directly our position as a company in the market".</i></p>

FEMAC (ES):

“The collaboration between the 9 clusters have been very fruitful, not only in the field of natural resources, but also in other topics where we are related to each other. Many opportunities have come up since the beginning of our adventure in the ESCP Natureef, and several proposals have been submitted in other European calls between the partners of the consortium. The project has given us as well, the opportunity to explore the Philippines, accompanied by an expert in the territory as CREA. We already had worked in the other territories but no as much as deep as we have done in the Natureef project, which as benefit our companies”.

Seacon Europe (HU):

“Thanks to the commercial mission to Peru organized throught the project, Seacon had several business meetings in where different opportunities rised up, like application possibilities and possible pilot implementation with the Association for Integral Research and Development oriented to the forest indutry and the area protection solution they are seeking for”.

VEGEPOLYS (FR):

“VEGEPOLYS was already active in Latin America market but Natureef project was a huge opportunity to represent Europe and not only France. For our members it was an opportunity to boost their action in Colombia and Peru and to detect opportunity in Peru and Mexico. Natureef was also the opportunity to take advantage of each other networks in Latin America, China and The Philippines”.

Key recommendation(s) on the future of the "Cluster go International" initiative:

- Not to focus in more than three target territories. We divided Latin America trying to cover more than one country and in some cases it has been difficult to manage. On the other hand, this had allowed the SMEs wider opportunities to know more markets.
- The target countries chosen should be led by a partner in the consortium with high experience on it. This will allow the consortium to focus the second year of the project for the involvement of the SMEs, otherwise, you will lose the two years project studying deeply the needs of the territory that match with your interests and trying to get the right contacts for your companies. This has been strength of Natureef.
- With 9 clusters we covered all the natural resources which was great. But sometimes was difficult to manage the different interests of the clusters when organizing the missions. The budget, at the same time, is not enough for such a big consortium.
- It needs more time, more and repetitive visits to deepen commercial relations.
- We recommend an establishment of Low Carbon Business Action in the Philippines, similar to the model already in action in Mexico and Brazil.
- Two years is too short for this project. We need a follow up project.

Please indicate the number of events attended by the partnership by category (preparatory events, C2C events and B2B events):

TARGET COUNTRIES	EVENTS (Number)				
	Preparatory events, e.g. workshop, seminars, visits (excluding C2C and B2B events)	C2C Events	C2C meetings	B2B Events	B2B meetings
Peru	1 workshop	1		2 B2B events ¹	30 meetings
Colombia	1 workshop			1 B2B event	25 meetings
Mexico	1 Seminar	1	4 meetings	2 B2B events ²	15 meetings
Brazil		1	3 meetings		
Chile	2 workshops				
Xina		1		1 B2B event	69 meetings
Philippines	12 Meetings with public authorities ³ 6 Meetings with the European organizations in the Philippines ⁴ 3 meetings with different Universities ⁵ 1 meeting with a research Institute in Guimaras 3 meetings with NGO ⁶ organizations 2 conferences ⁷	1	5 meetings	3 B2B Events ⁸	19 meetings
TOTAL	32	5	12	9	158

¹ Elan and B2B

² Low Carbon Mexico, Expo Agro Alimentaria Guanajuato B2B

³ Department of Trade and Industry, Department of Environment and Natural Resources, Department of Agriculture, Department of Energy, Department of Science and Technology, Department of foreign Affairs.

⁴ Chamber of Commerce of the Philippines and the EU-Philippines Business Network

⁵ University of the Philippines Los Baños, Visayas State University, Technical University of the Philippines

⁶ Helping Hands for Guimaras, Rubber tree plantation, Salas Natural Park

⁷ Introduction of the opportunities in the Philippines focused on Natural Resources services and Opportunities in the Philippines focused in water and energy

⁸ in Agriculture and packaging “Natureef Technologies and services, Water and Energy fair, AFEX – ASIAFOOD EXPO 2017

Please indicate the number of respective stakeholders (clusters and SMEs in Europe and Third countries) involved directly in the development of the partnership activities

STAKEHOLDERS INVOLVEMENT in the development of activities (excluding surveys and promotion activities) targeting cooperation with 3rd markets (Number)				
	EU Clusters	EU SMEs	Clusters and other intermediary organisations from 3 rd -country	SMEs and businesses in 3 rd country
Mexico	<ol style="list-style-type: none"> 1. Agrocluster 2. Innoskart 3. Agrocluster 4. FEMAC 5. Vegepolys 	<ol style="list-style-type: none"> 1. Teyme S.L. (ES) 2. Vigerm, S.L. (ES) 3. Amp Sprayers, S.L. (ES) 4. Arcusin, S.A. (ES) 5. Solteka New S.L. (ES) 6. Jympa 1971, S.L. (ES) 7. OSMAQ S.L. (ES) 8. ITC, S.L. (ES) 9. Agromet S.L. (ES) 10. ELCOM (HU) 11. Technologic (HU) 12. CMF (FR) 	<ol style="list-style-type: none"> 1. Langebio 2. Agroparque 3. ITESM Guadalajara 	<ol style="list-style-type: none"> 1. CIATEJ
Peru	<ol style="list-style-type: none"> 1. Vegepolys 2. Innoskart 	<ol style="list-style-type: none"> 1. Seacon (HU) 2. Strader (FR) 3. CMF (FR) 4. Fleuron (FR) 	<ol style="list-style-type: none"> 1. ELAN 2. University Agraria La Molina 3. Pacific University 4. CIP – International Center for Potatoes 5. CITE – Centro de Innovacion Tecnologica de ICA 6. INIA – Instituto de Innovación Agraria 	<ol style="list-style-type: none"> 1. Aider office 2. Cámara Nacional Foresta
Colombia	<ol style="list-style-type: none"> 1. Vegepolys 2. Green Chemistry 	<ol style="list-style-type: none"> 1. CMF (FR) 2. Taugourdeau (FR) 3. Strader (FR) 4. Fosfan (PL) 5. CDM (PL) 6. Radex (PL) 	<ol style="list-style-type: none"> 1. Ministry of Agriculture of Colombia 2. CENIREN 3. COLCIENCIAS 4. Biointropic Cluster 5. CIAT - Centro de Agricultura Tropical 6. Corpoica Palmiras-Corporacion Colombiana de Investigación Agropecuaria 7. PQA 8. Colciencias 9. Tecnalía 	<ol style="list-style-type: none"> 1. ASOCOLFLORES 2. ASOHOFrucol 3. Flores Sagaro 4. Antioquia University laboratory 5. FLORES DEL ESTE 6. ORGAENIK 7. ECOFLORA AGRO 8. CORPOICA LA SELVA 9. Zenu 10. Montegarde 11. Silvestres 12. Florandina 13. AGROEXPO trade fair

NATUREEF – Phase 2

Low Carbon Business Action Mexico	1. Green Synergy – two participations	1. Solery (BG) 2. Crane (BG) 3. EAP (BG)		
Low Carbon Business Action Brazil	1. Green Synergy Cluster	1. Solery (BG)		
Philippines	1. FEMAC 2. VEGEPOLYS 3. CREA 4. Green Chemistry 5. Green Synergy cluster	1. GEOTest (CZ) 2. Strojirny Brno (CZ) 3. URGA (CZ) 4. PS profi (CZ) 5. Sigmainvest (CZ) 6. Plast Farb (PL) 7. Fosfan (PL) 8. Intemo (PL) 9. Hanplast (PL) 10. Solery (BG) 11. Sofena (BG) 12. Beta Kutato Intezet nonprofit (HU)	1. Department of trade and Industry 2. Department of Environment and Natural Resources 3. Department of Agriculture 4. Department of Energy 5. Department of Science and Technology 6. Department of foreign Affairs 7. University of the Philippines Los Baños, Visayas State University, Technical university of the Philippines 8. Local government of Guimaras	1. European Chamber of Commerce of the Philippines 2. EU-Philippines Business Network 3. Helping hands for Guimaras, Rubber tree plantation, Salas Natural Park 4. Board of investment 5. Sta. Clara International corporation
China	1. Inbiom 2. FEMAC 3. Green synergy Cluster	1. Alcon (DK) 2. Purfil (DK) 3. Westcome (DK) 4. Axeb Biotech, S.L. (ES) 5. Energy Agency of Plovdiv (BG)	1. CITTC - China International Technology Transfer Center 2. Beijing Municipal Science and Technology Commission 3. Government of Hebei Province Ministry of Science and Technology 4. Government of Huai'an Municipality 5. Rural Affairs Department of the Beijing Municipal Science 6. Hebei Ministry of Science and Technology 7. Hebei Agricultural University	1. Trade at the European Union Delegation to China and Representative of DG Grow. 2. Shenzhou Lvpeng 3. Heavy Machinery Alliance 4. Shenzhou Agricultural Science and Technology Co. 5. Hebei Jing Anrui Environmental Technology Co., Ltd. 6. Producers of Crayfish in Huai'an 7. Join Innovation Ltd.

NATUREEF – Phase 2

TARGET COUNTRIES	OVERVIEW OF COOPERATION CASES BY EUROPEAN CLUSTERS (eg. Collaborative project initiated, MoU signed, other initiatives)					
	Cooperation case (name/nb)		Brief description	Types of cooperation objectives (select category numbers in table below)	Sector / Technology	3 rd -country Partner name
	1) Collaboration project (e.g. exchange visits), 2) Formal agreements (e.g. MoUs) 3) Representation office/role appointed by the consortium 4) Other					
	Number	Type				
Peru	1	Agreement	Support Natureef SMEs to develop their activities in Peru.	Knowledge sharing & information exchange	Plant production	SNI
	1	Collaboration	Explore opportunities to enhance international transfer of researchers and technologies between Peru and Europe.	Technology transfer	Plant production	ITP
Colombia	1	MOU	Support SMEs to develop their activities in Colombia. Identify partners for innovative projects.	Knowledge sharing & information exchange	Biotech	BioIntropic
	1	Collaboration	Explore opportunities to enhance international transfer of researchers and technologies between Colombia and Europe.	Technology transfer	Biotech	Cundinamarca area
	1	Representation office	Ambassador of the Natureef project in Latam. After the project, it will be the support office in the Latam area.	Establishment of business contacts among members	Biotech	VG Latina
	1	Collaboration project	Income mission of Latam SMEs and public bodies to Europe by the 2018	Establishment of business contacts among members	biotech	VG Latina
Mexico	1	Agreement	Identify possible collaboration in innovative projects.	Technology transfer	Plant production	CIATEJ

NATUREEF – Phase 2

	1	Collaboration	Identify commercial and technological opportunities between Europe and Mexico.	Establishment of business contacts among members	Plant production	Agrocluster Monterrey
	1	Collaboration	Mission in Mexico in 2018	Establishment of business contacts among members	Plant production	VG Latina
	1	CPA	Waste utilisation for energy	Feasibility study	Plasma assisted gasification	Global Marketing Solutions
Chile	1	MOU	Technological transfer	Technology transfer	Agriculture	ITE
	1	Agreement	Support cluster policy in Chile	Knowledge sharing & information exchange	Agriculture	FIA
China	1	Formal agreement	Explore opportunities to enhance international transfer of researchers and technologies between China and Europe. To share company activities and information of local partners and technologies to create joint opportunities for collaboration	Technology transfer	Biomass	Jiangsu Sinitic Biological Technology Co. Ltd.
	1	Formal agreement	Explore opportunities to enhance international transfer of researchers and technologies between China and Europe. Creation of a sister cluster like NATUREEF in the region	Knowledge sharing & information exchange	Natural resources	Shenzhou Lvpeng Agricultural Science & Technology Co., Ltd.
	1	Formal agreement	Explore opportunities to enhance international transfer of researchers and technologies between China and Europe. To share company activities and information of local partners and technologies to create joint opportunities for collaboration	Technology transfer	Biomass	Shenzhou Lvpeng Agricultural Science & Technology Co., Ltd.
	1	Formal agreement	Opportunities to improve research cooperation of companies, and potential to organize delegate visits from the other party. Benchmarking process between clusters	Knowledge sharing & information exchange	Agricultural machinery	Heavy Machinery Alliance
	1	Formal agreement	Establishment of a long term relationship between the consortium and the CITTC after their task as the ambassador for the project.	Establishment of business contacts among members	Natural resources	China International Technology Transfer Center
	1	Formal agreement	To help these two sides jointly increase China-EU exchange, not only limited to technology transfer but	Technology transfer	Natural resources	HuaiAn Science and Education Industry

NATUREEF – Phase 2

			also innovation development and best practices in both directions.			Park Valley (ZhiHuiGu)
	1	Representation office	Ambassador of the Natureef project in China. After the project, it will be the support office in the country	Establishment of business contacts among members	Natural resources	Shenzhou Lvpeng Agricultural Science & Technology Co., Ltd.
	1	Collaboration project	Income mission of Chinese SMEs and public bodies to Europe by the 2019 March and May 2018 are confirmed	Establishment of business contacts among members	Natural resources	China International Technology Transfer Center
Philippines	1	Collaboration Project	Identifying the potential application of bacterial cellulose from Nata de coco as functional material in Polish food packaging sector	Research and Development	Bioeconomy	Industrial Technology Development Institute
	1	Collaboration project (Exchange visit)	NATUREEF ambassador- director of Sta. Clara international corporation requested for exchange stay- Internship of two “Young cadets engineers” from Philippines- Sta. Clara International corporation in Europe. This is strengthened of partnership after Internship of Jaroslava Skřivánková in office of Sta Clara International corporation in the Philippines. Internship shall bring deeper know-how of two engineers from Philippines.	Knowledge sharing & information exchange	Engineering and water technologies	Sta. Clara International corporation
	1	Collaboration project (Incoming mission- project)	CREA sent project to Czech ministry of foreign affairs- request for Incoming mission of entrepreneur and government officer from Guimaras in occasion of fair Science, research and innovation in Brno, Czech Republic. The fair will take apart on May 2018. The visit strengthens partnership between NATUREEF consortium companies and Guimaras entrepreneurs and government. Guimaras governance is interested in cluster policy. European clusters are ready to share the cluster policy concept.	Knowledge sharing & information exchange, Establishment of business contacts among members	Cluster policy, water technology, research	province of Guimaras, Investment forum of Guimaras
	1	Collaboration project	CREA sent project to program Aid for Trade for financial support of knowledge transfer. The know-how of cluster policy is ready to share in Guimaras province and Czech Embassy in Manila. During the Philippines mission in Guimaras island local government requested for cluster	Know- how transfer	Cluster policy	province of Guimaras, support of Czech Embassy in Manila

NATUREEF – Phase 2

			policy, what was motivation of this sent project to the program.			
	1	Collaboration project	The conference and B2B meeting in Water and Energy conference during Commercial mission in the Philippines were co-organized by Czech Embassy in Manila on September 13, 2017. The event was supported by project of Czech Economic Diplomacy. The event shared and promoted contacts of NATUREEF clusters, companies and important stakeholders in the Philippines.	Organization of joint business events	Organization of conference and B2B meeting	Czech Embassy in Manila
TOTAL	25					

OVERVIEW OF COOPERATION CASES BY EUROPEAN SMEs (eg. Collaborative project initiated, MoU signed, other initiatives)						
	Cooperation case (e.g. business project, innovation test, visit) (name/Nb.)		Brief description	Types of cooperation objectives (select category numbers in table below)	Sector / Technology	3rd-country Partner type of organisation (and name if not confidential)
	Number	Type				
Peru	1	Formal agreement	Commercial contract for technology transfer	Exports	Laboratory Machinery Plant production	SME
Colombia	1	Formal agreement	Commercial contract for exports	Exports	Plant production	SME
	1	Formal agreement	Commercial contract for the exports of some products in the country	Exports	Agricultural machinery	SME
Mexico	1	Formal agreement	Commercial contract for the exports of some products in the country	Exports	Agricultural machinery	SME

NATUREEF – Phase 2

	1	CPA	Bio-wastes utilisation for energy ; establishment of biogas CHP	Feasibility study	Biomass for energy Biogas CHP	Patron Spirits
Brazil	1	Cooperation agreement under negotiation	Solar PVT (Photovoltaic – thermal) social project	Feasibility study Solar PVT technology implementation	Solar energy	CO2 Institute
	1	Cooperation agreement under negotiation	Solar PVT (Photovoltaic – thermal) project	Feasibility study Solar PVT technology implementation	Solar energy	Atla Consultoria.
China	1	Formal agreement	Setting up an office in China	Export	Environmental tech	Incubator
	1	Formal agreement	Commercial contract for testing products and export	Exports	Bioenergy	Qingdao Environmental Tech.
	1	Formal agreement	Commercial contract for exports	Exports	Bioenergy	Confidential
Philippines	1	Cooperation agreement	Energy crops for biogas CHP	Feasibility study	Biomass	Mackay's Green Energy
	1	Contact initiated	Preliminary negotiations on becoming a dealer on local market	Exports	Fertilisers	SME
	1	Contact initiated	Group of potential customers provided by local branch organisation was contacted for opportunities on trade cooperation	Exports	Packaging	SME
	1	Non formal agreement	Commercial contract for the exports of some products to the country	Exports	Water technology	Sta. Clara International corporation
TOTAL	14					

NATUREEF – Phase 2

More details on Cooperation cases⁹:

1) by EU clusters¹⁰

EU Cluster organisation	Sector	Partner organisation		Explain/describe cooperation case (please elaborate)	Main steps undertaken	Next steps envisaged (if any)
		Name	Country			
VEGEPOLYS	Plant production	SNI	Peru	VEGEPOLYS is in discussion with SNI to implement a representative of VEGEPOLYS and its members in Peru. The objective is to create a synergy between the industrial network of SNI and the Agricultural network of VEGEPOLYS to develop projects around natural resources.	Agreement	Ongoing project to have a representative in Peru.
VEGEPOLYS	Plant production	ITP	Peru	The first exchange was during the Latam mission in July 2017. The objective is to explore opportunities to enhance international transfer of researchers and technologies between Peru and Europe.	Collaboration	Ongoing projects to develop cooperations.
VEGEPOLYS	Biotech	BioIntropic	Colombia	VEGEPOLYS and BIOINTROPIC were partners before the Natureef projects. The project was the opportunity to strengthen the relationship and develop new projects. Moreover the othe European partners of Natureef took advantage of this contact/network.	MOU	
VEGEPOLYS	Biotech	Cundinamarca area	Colombia	During the Latam mission, some opportunities to develop projects were identified. Currently opportunities to enhance international transfer of researchers and technologies between Colombia and Europe are explored.	collaboration	Ongoing project

⁹ Cooperation with:

- other cluster partnerships (which ones?)
- other EU initiatives (e.g. Low Carbon business Action, EU Gateways)
- others

¹⁰ As mentioned on page 3 Table: Cooperation cases by EU clusters

NATUREEF – Phase 2

VEGEPOLYS	Biotech	VG Latina	Colombia	VEGEPOLYS Latina represents the ambassador of the Natureef project in Latam. After the project, it will be the support office in the Latam area.	collaboration	Ongoing project Possible incoming mission
VEGEPOLYS	Biotech	VG Latina	Colombia	We identified some possibilities of Income mission of Latam SMEs and public bodies to Europe by the 2018	collaboration	Ongoing project Possible incoming mission
VEGEPOLYS	Plant production	CIATEJ	Mexico	CIATEJ welcomed the Latam missions in Mexico, some projects are identified to cooperate on research projects.	Collaboration	Ongoing project
VEGEPOLYS	Plant production	Agrocluster Monterrey	Mexico	Agrocluster Monterrey was identified during the Project. This cooperation has to be follow to identify opportunities.	Partner interest identification	Ongoing project
VEGEPOLYS	Plant production	VG Latina	Mexico	VEGEPOLYS Latina as Ambassador in Latam identified some possible partners and interesting visits during the project.	Partner interest identification	Ongoing project Possible incoming mission
Green Synergy Cluster	Waste for energy	Global Marketing Solutions	Mexico	<i>During one of the Low Carbon business Actions in Mexico a Cooperation Partnership Agreement (CPA) was signed with Global Marketing Solutions to carry out a feasibility study on waste for energy technology. The CPA proceeded to Phase II of the project. Within the following months a site visit with the aim to carry out the feasibility studies and to agree on installation worksite will take place. A bankable proposal will be the next step.</i>	CPA signed	<i>Site visits to Mexico, resources assessment studies, feasibility study</i>
VEGEPOLYS	Agriculture	ITE	Chile	An agreement was signed during the project to cooperate on technological projects.	MOU	Possible incoming mission
VEGEPOLYS	Agriculture	FIA	Chile	A cooperation began during the project to support the cluster policy in Chile during the project.	Incoming mission in December 2017	MOU to be signed
Agrobusiness Park - Inbiom	Biomass	Jiangsu Sinitic Biological Technology Co. Ltd.	China	The formal agreement were signed during the commercial mission that was held in June 2017. The objective of the collaboration is explained in the table above	MOU signed	Possible incoming mission
FEMAC as a coordinator of	Natural resources	Shenzhou Lvpeng Agricultural	China	The formal agreement were signed during the commercial mission that was held in June 2017. They	MOU signed	Possible incoming mission

NATUREEF – Phase 2

the consortium		Science & Technology Co., Ltd.		want to create a cluster focused on the Natural resources efficiency as the European cluster model		
Agrobusiness Park - Inbiom	Biomass	Shenzhou Lvpeng Agricultural Science & Technology Co., Ltd.	China	The formal agreement were signed during the commercial mission that was held in June 2017. The objective of the collaboration is explained in the table above	MOU signed	Possible incoming mission
FEMAC	Agricultural Machinery	Heavy Machinery Alliance	China	The formal agreement were signed during the commercial mission that was held in June 2017. They are interested in the best practices of a mature cluster as FEMAC is. What is more important is the direct relation they have because the Chinese Cluster is focused to the same market, which makes the application of best practices easier.	MOU signed	Possible incoming mission
FEMAC as a coordinator of the consortium	Natural Resoruces	China International Technology Transfer Center	China	CITT was identified as the ambassador in China, and they have been in charge of the organization of the NRE cluster mission and the commercial mission as well as it has been a great support in the writing of the territorial analyses report. It has been agreed that they will be the contact point in the territory for further needs of the SMEs and/or clusters	2 MOUs signed	They are preparing an incoming mission to Europe with SMEs and other stakeholders
FEMAC as a coordinator of the consortium	Natural Resources	HuaiAn Science and Education Industry Park Valley (ZhiHuiGu)	China	The formal agreement were signed during the commercial mission that was held in June 2017. The objective of the collaboration is explained in the table above	MOU signed	Possible incoming mission
Inbiom	Natural Resources	Shenzhou Lvpeng Agricultural Science & Technology Co., Ltd.	China	Explore opportunities to enhance international transfer of researchers and technologies between China and Europe.	MOU signed	Possible incoming mission

NATUREEF – Phase 2

Inbiom	Natural Resources	China International Technology Transfer Center	China	Explore opportunities to enhance international transfer of researchers and technologies between China and Europe	MOU signed	Possible incoming mission
Green Chemistry	Bioeconomy	Packaging Institute of the Philippines and EU–Philippines Business Network	Philippines	Exchange of different R&D and business cases for packaging sector took place. The focus of cooperation will be biomaterials and functional materials from natural resources.	Concrete business cases found to follow up	Long term R&D cooperation
CREA Hydro&Energy	Energy	Sta. Clara International corporation	Philippines	Two young cadets from Philippines- Sta. Clara International corporation come to Czech Republic, CREA companies for 2 months internship to Czech Republic.	personal and email communication	Possible internship, know-how transfer
CREA Hydro&Energy	Energy, water	province of Guimaras, Investment forum of Guimaras	Philippines	One representative from Philippines, Guimaras province entrepreneur (Investment forum) and one from government will come to Czech Republic. CREA sent Czech MoFA project on Incoming mission.	The incoming mission has been submitted as a project for covering the Philippines trip expenses	Incoming mission
CREA Hydro&Energy	cluster policy	province of Guimaras, support of Czech Embassy in manila	Philippines	CREA sent project to program Aid for trade for support of cluster policy know- how transfer to Philippines, Guimaras.	sent project in program Aid for Trade	
CREA Hydro&Energy	Environment	Czech Embassy in Manila	Philippines	In cooperation of CREA and Czech Embassy took apart Water and Energy conference, which linked Philippine stakeholders and NATUREEF clusters.	realization of the B2B and conference	

NATUREEF – Phase 2

2) by European SMEs¹¹

EU SME	Sector	Partner organisation		Explain/describe cooperation case (please elaborate)	Main steps undertaken	Next steps envisaged
		Name	Country			
STRADER (FR)	Laboratory Machinery Plant production	SME (name is confidential)	Peru	During the mission STRADER identified laboratories interested by their product and participated in the call organized.	Contract to be signed in 2018.	Visit to Peru in January 2019
Fleuron d'Anjou (FR)	Plant production	SME (name is confidential)	Colombia	During the Natureef projects, commercial contract for the exports of some products in the country was signed	Contract signed	
CMF (FR)	Agricultural machinery	SME (name is confidential)	Colombia	VG Latam and the Latam mission were opportunities for the SME to identify and participate in call organized on agricultural projects.	Contract to be signed in 2018	Representative hired in Colombia.
AMP Sprayers, S.L. (ES)	Agricultural Machinery	SME (name is confidential)	Mexico	During the Mexican commercial mission the two SMEs signed a contract for the exports in Mexico on this European Equipment	Contract signed	Visit of the Mexican SME to Spain
EAP (BG)	Biomass for energy Biogas CHP	Patron Spirits	Mexico	<i>During the Mexican commercial mission the SME sign a Cooperation Partnership Agreement (CPA) to carry out feasibility study on bio-waste utilisation for establishment of biogas CHP. The CPA proceeded to Phase II of the project. Different discussions on proper technology are taking place. A site visit is planned to take place in February in Guadalajara with the aim to perform the feasibility studies and agree on some technology issues. A bankable proposal will be the next step.</i>	CPA signed	Visit to Mexican company, biomass assessment studies, energy audit, feasibility studies

¹¹ As mentioned on page 4 Table: cooperation cases by European SMEs

NATUREEF – Phase 2

Solery (BG)	Solar energy	CO2 Institute	Brazil	A project for implementation of solar PV+thermal energy technology in a number of social houses is being discussed. The project is reaching the concept note phase with a deadline end of February.	Finalisation of a concept note under LCBA Brazil	Reaching Phase 2 Site visit and feasibility study Solar PV+thermal energy
Solery (BG)	Solar energy	Atla Consultoria.	Brazil	A project for implementation of solar PV+thermal energy technology in a large enterprise is discussed. The project is reaching the concept note phase with a deadline end of February.	Finalisation of a concept note under LCBA Brazil	Reaching Phase 2 Site visit and feasibility study Solar PV+thermal energy
Ejlskov (DK)	Enviromental tech	Incubator	China	Established in Qingdao	Contract signed	Customer lead generation
Novozymes (DK)	Bioenergy	Qingdao Environmental Tech.	China	Test and sales of enzymes product in China	Contract signed	Customer lead generation
Purfil (DK)	Bioenergy	Confidential	China	Sales, production and investment	Negotiations underway	Contract signed
EAP (BG)	Biomass	Mackay's Green Energy	Philippines	A discussion for joint project on utilisation of green waste biomass to energy are taking place with number of potential partners. As a result a partnership agreement is negotiated with Mackay's Green Energy.	Discussion ; Reaching an agreement	waste biomass to energy joint project
Polish SME (confidential) (PL)	Fertilizers	Philippine SME	Philippines	Preliminary negotiations on becoming a dealer on local market (the cluster doesn't have more information)	Formal negotiations, contract under revision	Second trip to Philippines
Polish SME (confidential) (PL)	Packaging	Philippine SME	Philippines	Group of potential customers provided by local branch organisation was contacted for opportunities on trade cooperation (the cluster doesn't have more information)	Formal negotiations	Possible incoming mission
Strojírny Brno (CZ)	Water Technology	Sta. Clara International Corporation	Philippines	Sta. Clara and Strojírny Brno strengthened business relations, what will be even deeper because of Young cadet- Intern stay in Czech Republic.	Negotiation, personal meetings	realization of internship

The members now that there are more agreements and projects initiated ongoing between SMEs but they don't have more information, as the agreements are till now, confidential.