



This Progress Report is part of the project REINA PLUS which has received funding from the European Union's COSME Programme (2014-2020).



QUARTER SUMMARY

July to September 2016

REINA PLUS Project

COSME PROGRAMME



Activities of the last Quarter (July – September 2016)

- **Brazil Target Market Group Meeting (12th of July 2016, Lisbon).**

EnergyIN – The Portuguese Cluster for Energy, carried out the Target Market Group Meeting "Internacionalizar as PME de Energia – Energy SMEs Go International - Meeting Brazil" on the 12th July 2016 in Lisbon, Portugal. The event was part of the project European Energy Clusters - REINA PLUS, where ENERGYIN is the partner leading the activities related to Brazil. This event took place in the auditorium of AICEP – the Portuguese Trade Agency, which is an institutional partner of EnergyIN for the REINA PLUS project.

The agenda of the meeting comprised 8 speakers and had over 40 registered participants, including 27 companies looking into the opportunities of going international to Brazil. Relevant information was presented to companies considering exploring this market, which is expected to continue investments in solar and wind energy in the coming years. The initiatives planned in the context of the project European Energy Clusters - REINA PLUS in Brazil, Mexico, Chile, Morocco and Tunisia were presented, as well as other relevant initiatives (Low Carbon Business Action - Brazil and Enterprise Europe Network) who can provide support for energy companies in the target markets. Two speakers came in live from Brazil to highlight some specificities of the Brazilian market. AICEP also presented the tools available to facilitate the internationalization of companies.

- **Submission of Progress Report 1 (July 2016).**

- **Submission of WP2 Deliverables (July 2016).**

- D2.1 Updated LATAM markets reports.
- D2.2 Updated other potential markets reports.
- D2.3 Stakeholders contact lists.
- D2.4 Interested ESCP companies.

- **Submission of WP3, WP4, WP5 Action Plans (August 2016).**

- D3.1 Mexico Action and Communication Plan.
- D4.1 Brazil Action and Communication Plan.
- D5.1 Chile Action and Communication Plan.

- **Africa Energy Forum (21st of September 2016, Helsinki).**

Merinova, within the framework of REINA PLUS and with the cooperation of FINPRO Finland and Ministry of Economy and Employment, succeeded again in the organization of the AFRICA ENERGY FORUM on the 21st of September 2016.

The event gathered over 130 participants from the private and public energy sector. Its focus was on inviting relevant key actors mainly from the private sectors from the following target markets: Morocco (attendance: 1 company), Algeria (3 companies), Tunisia (3 companies and 1 organization), Namibia (1 company) and Tanzania (2 visitors).

The general focus of the AFRICA ENERGY FORUM was centered on the following points:

- Promote REINA PLUS activities and objectives among companies.
- Invite relevant key energy and business actors from the target market to network with the companies.
- Promote the regional and national development program and support related to internationalization of SMEs in Africa.
- Gather market information.

- **4th Cluster Matchmaking Conference (19th to 20th of September 2016, Warsaw).**

250 participants representing 150 different clusters from 30 European countries met in Warsaw for the 4th Cluster Matchmaking Conference.

The annual cluster-to-cluster matchmaking conference provides a forum for developing ideas for international collaboration. The participants found the keynotes and learnings from other clusters inspirational. Nevertheless, as with the previous three conferences, there was a general agreement that matchmaking is a very important part of the event.

Agents from Merinova were in this conference and found it very useful to start creating new partnerships on medium-term basis.

- **Submission of WP6 Exploratory Plan (September 2016).**

- D6.1 Other potential markets Exploratory Plan.

Activities for the next Quarter (October – December 2016)

- **Incoming mission of Mexican delegation (4th to 6th of October, Bilbao).**

On the occasion of the celebration of Intergune 2016 (Internationalization Forum of the Basque Country, organized by SPRI), a Mexican delegation from CFE (Comisión Federal de Electricidad) will come to make a presentation at the Forum. Besides, they will visit some of the Basque Energy Cluster's companies the adjacent days.

- **Outgoing business mission to Mexico (24th to 28th of October).**

Cluster & Business Cooperation Seminar & Matchmaking Event within the context of The Green Expo 2016 will be held in Mexico City, Mexico. The three-day agenda, which includes an EU-Mexico Cluster & Business matchmaking event, will aim to foster cooperation between clusters and SMEs from Europe and clusters and SMEs from Mexico.

Various companies and European clusters will go on a business mission to Mexico to participate on the EU-Mexico Cluster & Business matchmaking event, organized by EC and LCBA. Besides, there will be additional parallel meetings to the event.

- **Participation on EU-Mexico Cluster & Business matchmaking event (25th to 27th of October).**

- **Incoming mission of Colombian delegation (2nd to 4th of November, Bilbao).**

Colombian Clusters will come these days to learn about our Clusters policy and visit some of the Basque Energy Cluster's companies.

- **Outgoing business mission to Brazil (7th to 11th of November).**

Organized by ELAN and LCBA. There, our companies will have B2B meetings with Brazilian companies and Clusters will also attend the Matchmaking Mission on Renewable Energy organized for the occasion.

- **Exploratory trip to Morocco (7th to 18th of November).**

Exploratory trip to COP 22 Marrakech. It will be the leading forum for informed and engaged debate on Energy Policies. Over 1000 delegates with extensive experience and commitment to new climate policies.

- **Chile Target Market Group Meeting (16th of November, Barcelona).**

In order to make the most of our stay in the EUW 2016, we will celebrate on Basque Energy Cluster's stand (where there is a special place to make presentations) the next Target Market Group Meeting focused on Chile.

- **European Cluster Conference 2016 (30th of November to 2nd of December, Brussels).**

- **EU-Brazil Cluster & Business matchmaking event (30th of November to 1st of December, Lyon).**

EU-Brazil Cluster & Business Matchmaking Event will take place within the scope of the Pollutec Fair 2016 (Lyon, France). The aim of the Event is to foster cooperation between European and Brazilian clusters and companies. Companies and interested Clusters will attend this event.

- **Outgoing business mission to Tunisia (29th to 30th of November).**

Outgoing mission with Clusters' companies to The Investment Forum of Tunisia (Tunisia 2020). A side event will be organized for the private sector.

- **Outgoing business mission to Chile (11th to 16th of December).**

The Basque Energy Cluster is organizing this mission to bring European companies closer to the Chilean market and exchange Clusters expertise with Chilean institutions. Meetings, matchmakings, B2B meetings...

