

An initiative of the European Union



ECCP MATCHMAKING EVENTS ★

EU-UAE MATCHMAKING EVENT

In the Context of WETEX

DUBAI, UNITED ARAB EMIRATES

1-3 OCTOBER 2025

PITCHING SESSION B | 1 OCTOBER | 10:45 – 11:30



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY & TOURISM



الإمارات العربية المتحدة
وزارة الاقتصاد والسياحة



An initiative of the European Union



ECCP MATCHMAKING EVENTS ★

WELCOME



UNITED ARAB EMIRATES
MINISTRY OF ECONOMY & TOURISM



الإمارات العربية المتحدة
وزارة الاقتصاد والسياحة

Welcome to our exclusive session, which will showcase European organisations leading innovation in sustainable mobility, hydrogen, aerospace, tourism, and creative industries. Each delegate will deliver a short pitch outlining their collaboration goals and areas of expertise relevant to the UAE's innovation ecosystem.

Focus Areas

- Sustainable mobility and smart transport
- Hydrogen and decarbonisation
- Creative industries and tourism
- Aerospace and digital transformation

Moderator: Teodora Jilkova, Veritas Cluster, ECCP Team Member

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EUROPEAN CLUSTER COLLABORATION PLATFORM

European Cluster Collaboration Platform: Our mission in a nutshell

Our mission is to be the European online hub for cluster stakeholders (cluster organisations, policymakers and other related stakeholders from the cluster ecosystem) and the reference one-stop shop for stakeholders in third countries aiming to set up partnerships with European counterparts



1600+

Profiled cluster
organisations

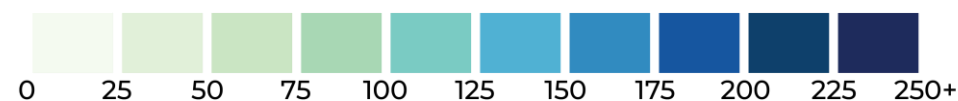
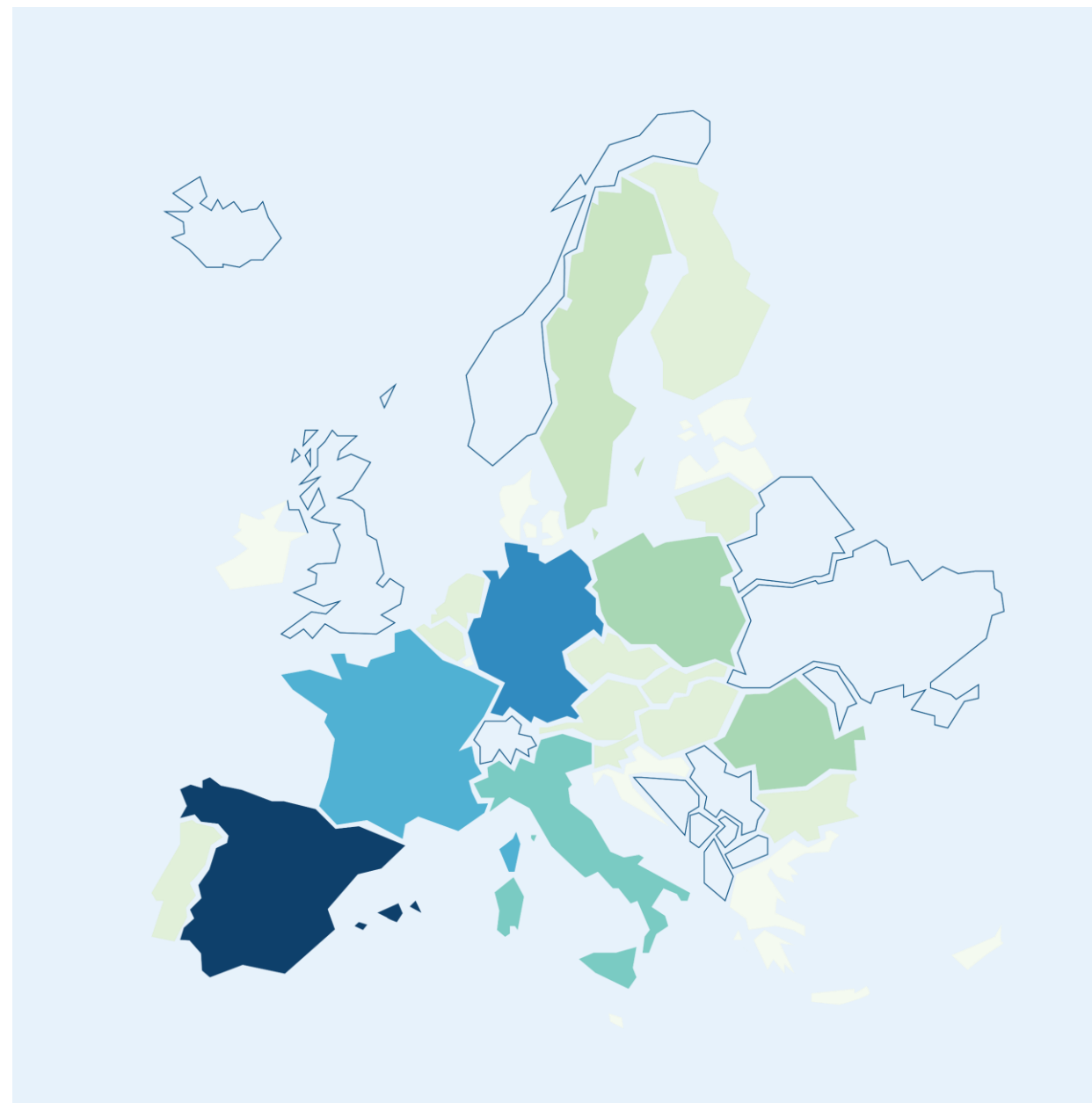
1500+

Bilateral meetings



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European Cluster Collaboration Platform: Clusters in Europe



An initiative of the European Union

European Cluster Collaboration Platform:

Cluster industries and sectors

Academy
Agri-food
Agri-tech
Aquatic products
Audiovisual
Aviation & Space
Beauty industry
Bioeconomy
Business agency
Clothing
Construction
Education

Energy
Engineering
Fashion
Financial services
Government
Green economy
Human resources
Investor
Information technology
Law
Manufacturing
Maritime

Mining
Packaging
Science
Security
Smart cities
Social economy
Sports
Tech
Tourism
Transport
Veterinary industries
Water management

- Automotive Cluster Bulgaria (Bulgaria)
- Descartes Développement et Innovation (France)
- Forum Oceano (Portugal)
- Sustainable Infrastructure Cluster (Poland)
- Silesia Automotive & Advanced Manufacturing Cluster (Poland)
- Latvian IT Cluster (Latvia)
- JET-VILL Ltd. (Hungary)
- HyGEN Technologies GmbH (Germany)
- Smart Tech Energy EOOD (Bulgaria)

About Automotive Cluster Bulgaria

Speaker name: Lyubomir Stanislavov

Automotive Cluster Bulgaria (ACB) represents one of Bulgaria's fastest-growing economic sectors: the automotive industry, uniting manufacturers and suppliers producing components for nearly every automotive brand, along with organizations providing services to the industry. We promote synergies among our members, enhancing their business growth and competitiveness in both local and global markets.

*The Bulgarian automotive industry currently comprises over **380** nationally and internationally recognized companies and 38 R&D centers, employing more than **85,000 people** in Bulgaria and around **13.8 million across Europe**. This sector contributes approximately **11% to Bulgaria's GDP** and generates a turnover exceeding **10 billion euros**.*

What We Offer

ACB supports the automotive ecosystem in Bulgaria through:

- **Networking Opportunities with Bulgarian Companies**
- **Supporting Growth and Development of Investments in Bulgaria**
- **Access to Government Support and Incentives**
- **Internationalization**
- **Driving Industry Change Towards Sustainability**
- **Technological Advancements**
- **Enhancing Education and Training**
- **Software Solutions**
- **Electronic Components Manufacturing**

What We Are Looking For

- **Strategic Partnerships**
With UAE-based and international companies in e-mobility, EV infrastructure, autonomous systems, and batteries
- **Collaborative Innovation Projects**
Involving R&D, green technologies, and Industry 4.0 applications
- **Investment and Trade Opportunities**
Connecting UAE investors and stakeholders with the Bulgarian industrial sector
- **Knowledge Exchange**
Best practices in sustainable mobility, smart cities, supply chain resilience and batteries

Contact details:

Name: Lyubomir Stanislavov

Position: CEO, Automotive Cluster Bulgaria

Email: office@automotive.bg / lubo.stanislavov@automotive.bg

Website: www.automotive.bg

LinkedIn: www.linkedin.com/company/automotive-cluster-bulgaria/

Session Title



Jean-Christophe de Tauzia

CEO Descartes Développement et Innovation
France, Paris Region



DDI: short description

Descartes Développement & Innovation (DDI) is the Technopole, information, engineering and promotion association of the Sustainable City Cluster at the heart of Cité Descartes, East of the Paris Region, France.

DDI facilitates serendipitous connections between academia, institutions and businesses and has established partnerships with corporates to create collaborations that promote seamless networking, experimentation, co-developoment and open innovation.

DDI also operates a fablab, an incubator and a French Tech Community as part of its scope of operations.

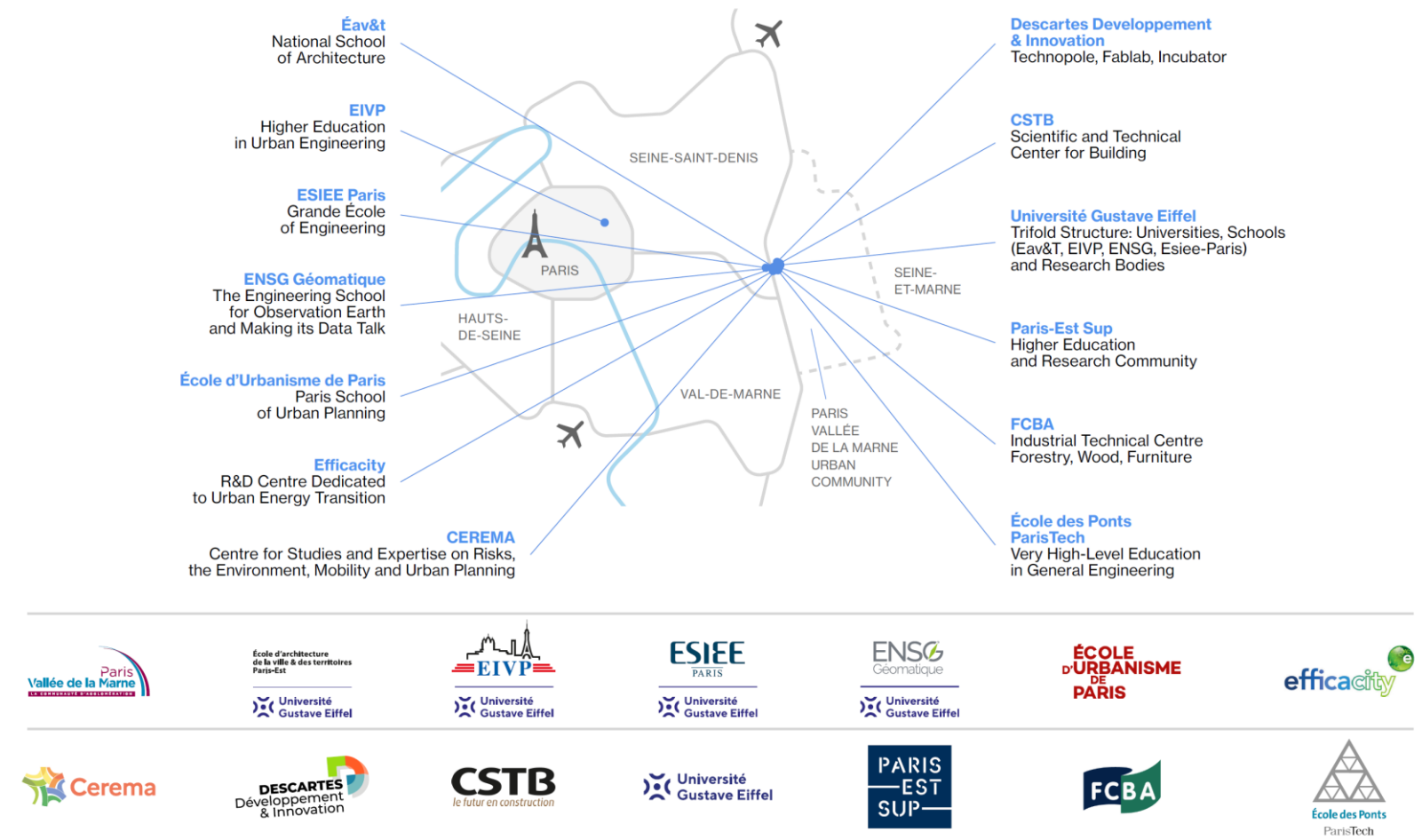


DDI services: launch, innovate, develop, recruit & train

- Access to an entire ecosystem: construction, eco-activities, digital, mobility, etc.
- Events program: Conferences on technological themes
- Prototyping: Fablab Descartes
- Incubation and Acceleration: Descartes Incubator, Village by CA
- Expertise and collaborative project with Research: contractual research-innovation and expertise services, access to technological platforms, etc.
- Recruitment / Life-long learning
- Partnerships and Open Innovation with big corporates
- On-campus experimentation
- Firms' location
- Internationalization: Soft landing program to discover new markets.

Cité Descartes Sustainable Cities Innovation Hub

An Exceptional Living and Working Environment



**“Looking forward to meet peers in the UAE to address
climate mitigation issues with high tech solutions”**

Contact:

jcdetauzia@descartes-devinnov.com

+331 60 53 62 45



EU-UAE Matchmaking Event

Gonalo Santos
2025



Scale & Strategic Location

Portugal is:

- **The third largest EEZ in the EU – 1.7M km² (+ potential extension to 4M km²)**
- **Natural gateway to Europe, including Madeira International Business Centre (MIBC)**
- **Atlantic hub connecting Europe, the Americas, and Africa**
- **At the crossroads of major international maritime routes**



Infrastructure & Innovation

Competitive ports:



Sines



Leixões



Lisbon

World-class R&D centres:



Digital & green hubs

Portugal as a “living lab” for the Atlantic





Priority Investment Areas & Flagship Projects

Priority Investment Areas

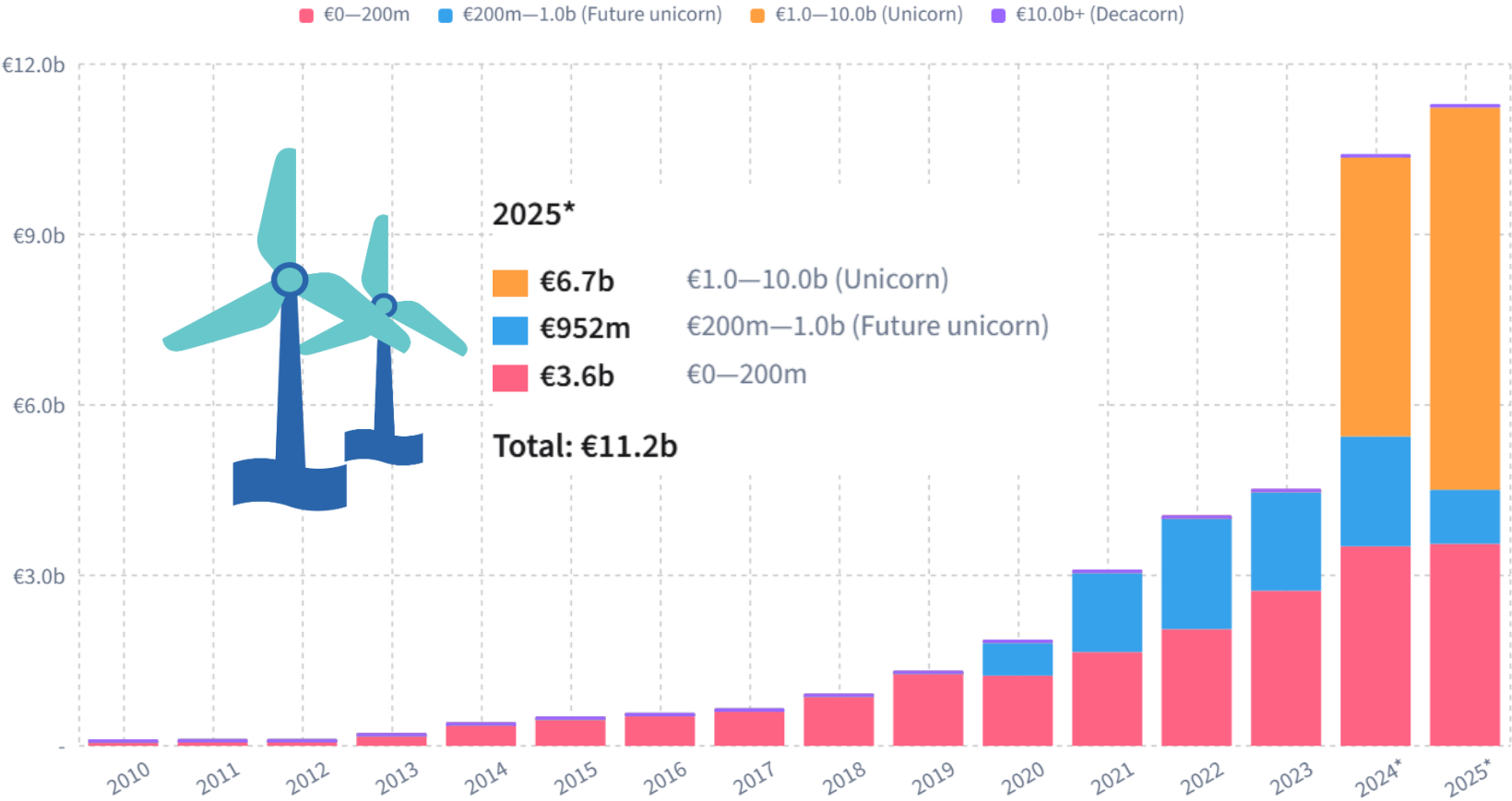
- **Offshore renewable energies**
- **Marine biotechnology & new materials**
- **Sustainable & offshore aquaculture**
- **Green ports & digitalized logistics**
- **Nautical & coastal tourism**
- **Atlantic observation, subsea cables & ocean data**

Flagship Projects

- **WindFloat Atlantic**
- **Corepower**
- **Saentia**
- **MAR – International Shipping Registry of Madeira**
- **Hub Azul Portugal**
- **Portugal Blue Digital Hub**
- **Nautical Stations of Portugal**



More unicorns, focus on deep tech and AI



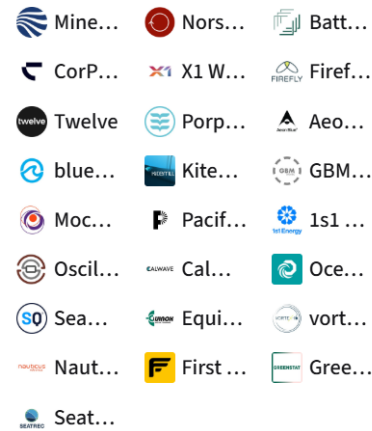
HUBAZUL
PORTUGAL

Ignited by FORUM OCÉANO

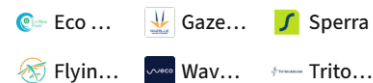
dealroom.co

MAIN CHALLENGE: cut LCOE

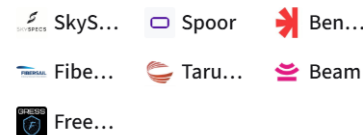
deep tech



hardware



artificial intelligence



iot internetofthings



3d technology



autonomous & sensor tech



nanotech

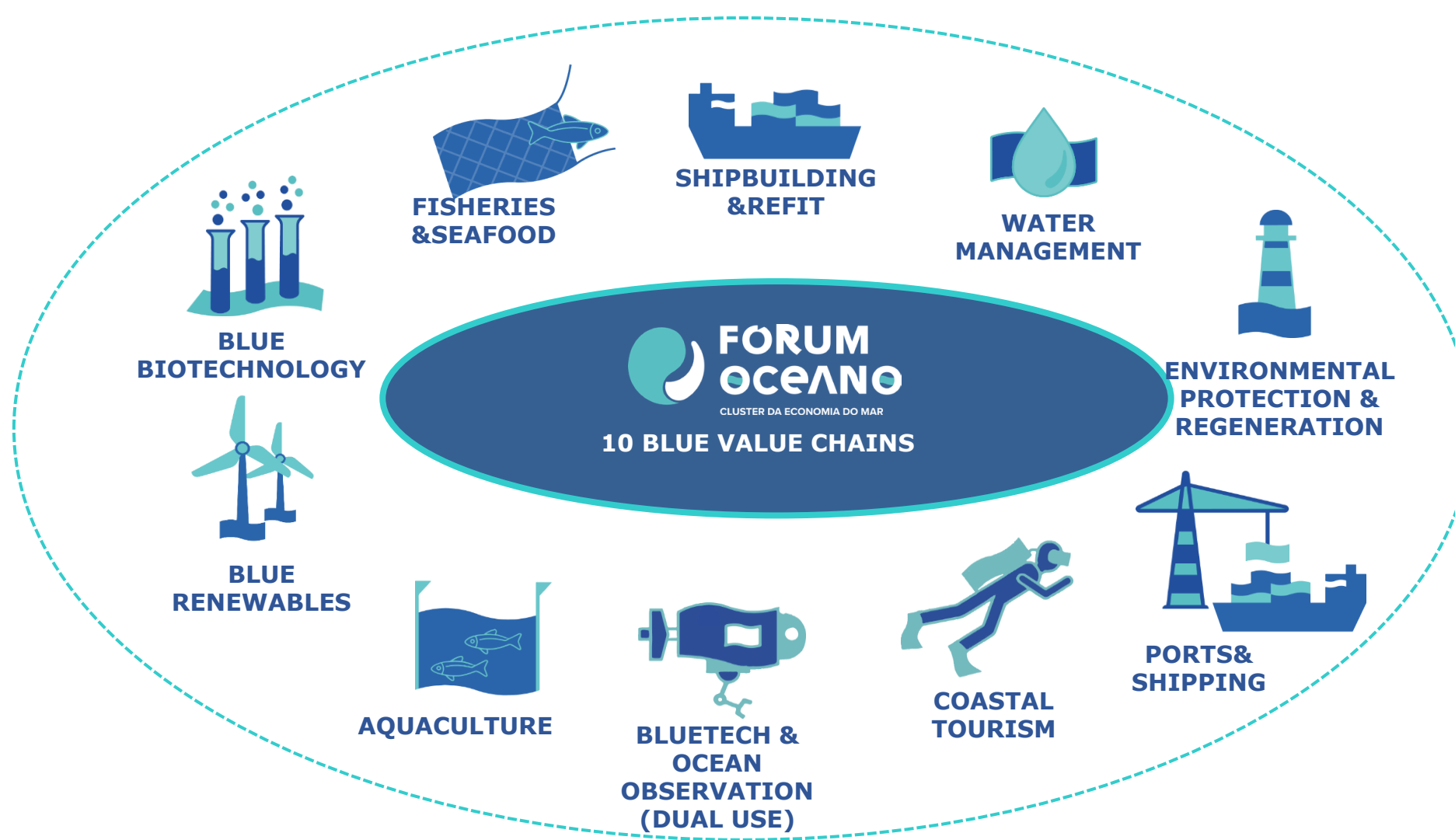


big data



We are the Blue Cluster of Portugal

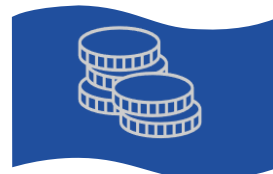
Recognized for 16 years by the Portuguese Government as the managing entity of the Portuguese Sea Cluster (2009, 2017 and 2025)



173 members
(70% companies)



+5MM € business
turnover



+50% Portugal
Blue GDP



+13.000 blue
jobs

1. Strengthen the dynamics and matchmaking for strategic cooperation between stakeholders (SMEs, companies, public sector, R&D, start-ups, NGOs, Defence, local authorities, European Commission, investment funds, financial entities)

2. Promote sustainable competitiveness by promoting value chains and innovation ecosystems that use the oceans and their resources as core elements of their activity, in line with the EU taxonomy, in order to achieve profitable business models with a positive impact on climate change

3. Increase the importance of the Blue Economy in Portugal's GDP, sustainably fostering economic growth, exports and employment

4. Accurate information provider: increase knowledge of export markets and reduce information asymmetry of blue economy markets

**FORUM OCEANO CATALYZES BLUE ECONOMY INNOVATION ECOSYSTEMS
TO FOSTER PROFITABLE BUSINESS MODELS WITH SUSTAINABLE IMPACT
ON THE ENVIRONMENT AND SOCIETY**

THANK YOU!

Sustainable Infrastructure Cluster

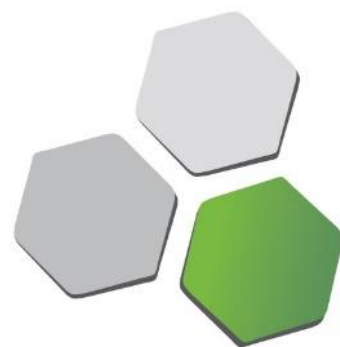
Irena Lobocka

Cluster Manager/POLAND

From Idea to Impact – The Role and Success Path of Clusters



KEY
NATIONAL
CLUSTER



**SUSTAINABLE
INFRASTRUCTURE
CLUSTER**



Sustainable Infrastructure Cluster

Sustainable Infrastructure Cluster since 2011 is a **cluster** organisation for the:

- ✓ **development of sustainable construction**
- ✓ **smart buildings and smart cities**
- ✓ **energy efficiency**
- ✓ **renewable energy sources**

Location - **Cracow, Poland (Malopolska Region)**

2011 – cluster foundation

2013-2015 – key cluster investment project

2016, 2019, 2022 - obtaining the status of a

Key National Cluster in Poland

2020 – 2025 – international project and impact



KEY SUCCESS FACTORS - what makes clusters thrive?



Clusters as **bridges**: connecting industry, research, policy =
PEOPLE & TRUST & CREDIBILITY



Cluster is an **ecosystem** – not a single project, not a company - but a long-term strategy.....you need some **VISION**



Cluster natural life cycle: **Ignition – Growth – Maturity – Internationalisation**
Start small, think global....but always be PATIENT



Enthusiatic CLUSTER MANAGER and DIVERSIFIED stable funding
a mix of projects, members' fees and service providing



SYNERGY and sharing resources = clusters are MATCHMAKERS

LESSONS LEARNT:

Every cluster is unique but.... patterns of success repeat



From local roots to global impact, not the other way round



COOPETITION, not competition - joint projects and global value chains



You don't have to be an expert – you need to **KNOW the EXPERTS**



You don't have to know everything, but you need to know the right people !!!



Internationalisation is not an option, it's a necessity

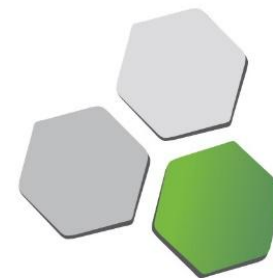


Don't ask yourself what can your members do for your cluster, but what a cluster can do for its members?

If you want to go fast...
go alone...

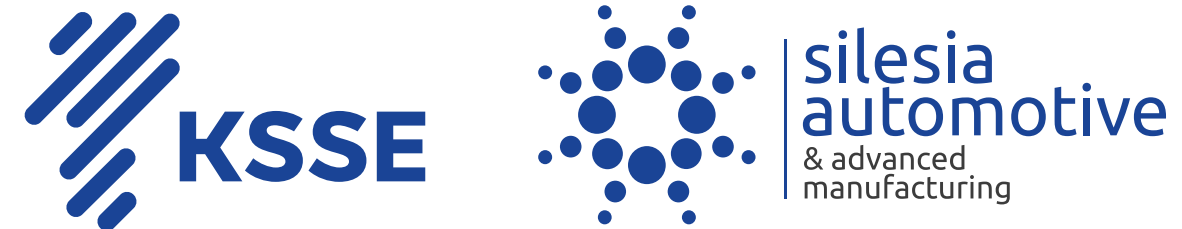
If you want to go far...
go together !!!

Irena Łobocka
Cluster Manager/Poland
il@klasterzi.pl
+48 603525634



**SUSTAINABLE
INFRASTRUCTURE
CLUSTER**





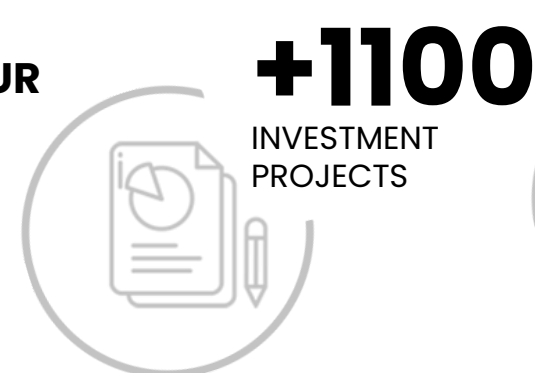
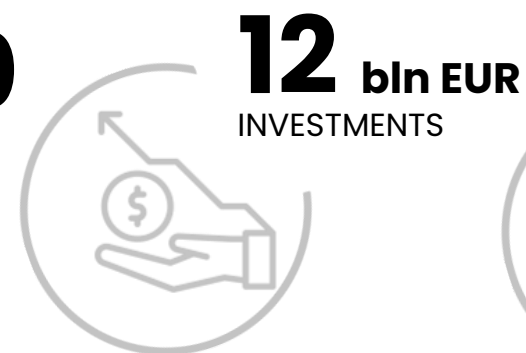
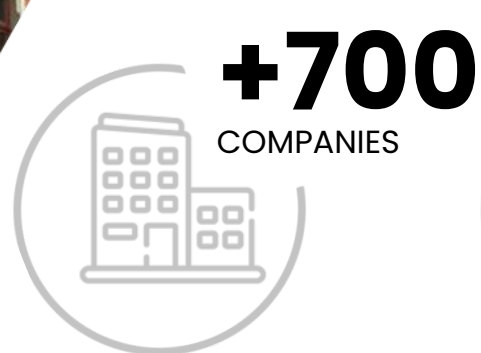
Lukasz Gorecki

Cluster Director

Silesia Automotive
& Advanced Manufacturing Cluster
Katowice Special Economic Zone, Poland

MAIN GOALS OF KSEZ:

- Offering investment land in Poland (Silesia and Opole Region)
- Financial support for new investments – public aid in SEZ
- Supporting investors in the investment process
- Supporting investors in the building relationships in the Silesia
- Coordinating the SA&AM Cluster

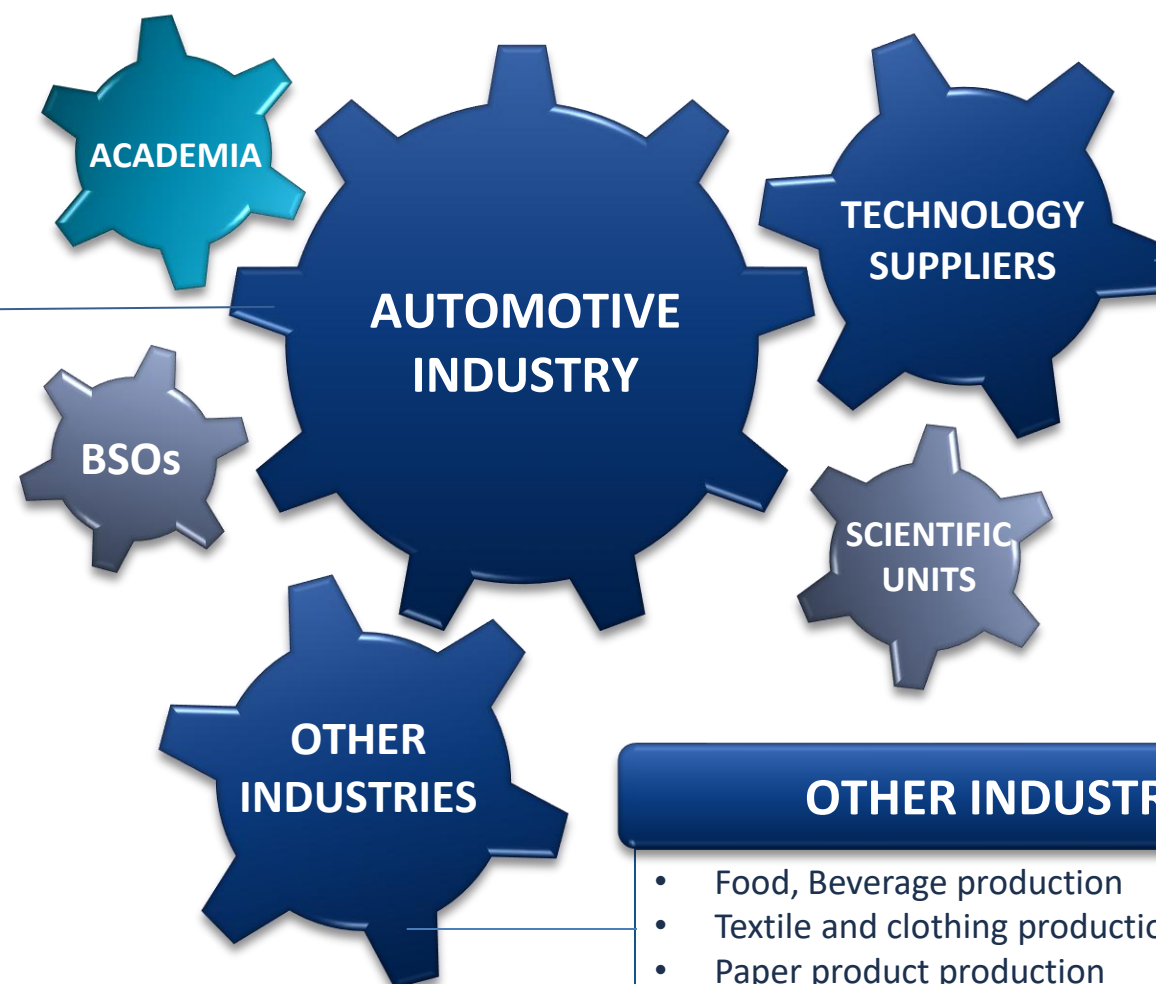


AUTOMOTIVE INDUSTRY (160+)

- **OEM – car producers**
- **TIER 1 – car components producers**
- System manufacturers
- Manufacturers of dedicated components delivered directly to the assembly line
- Manufacturers of IT systems
- Manufacturers of batteries
- **TIER 2 – car parts producers**
- Manufacturers of metal subsystems
- Manufacturers of plastic subsystems
- Manufacturers of electrical and electronic subsystems
- Manufacturers of IT subsystems
- **TIER 3-4**
- Manufacturers of basic metal elements
- Manufacturers of basic plastic components
- Manufacturers of electrical and electronic components

ADVANCED MANUFACTURING SUPPLIERS (80+)

- Suppliers of machinery and equipment
- Suppliers of IT systems
- Suppliers of specialised solutions in the field of pneumatics, automation and robotics
- Integrators



OTHER INDUSTRIES

- Food, Beverage production
- Textile and clothing production
- Paper product production
- Chemical and chemical product production
- Computer, electronic, and optical product production
- Electrical equipment production
- Machinery and equipment production
- Furniture production

- **15 years on the market**
- **300 members**
- **Turnover: +15 bln EUR**
- **Employment: +60.000**

Member of



KRAJOWY
KLASTER
KLUCZOW



SA&AM Cluster Mission and Goals

Cluster SA&AM creates space for development of cooperation, innovation, and competences for a modern, sustainable industry, strengthening relationships between entities in its ecosystem as a basis for ensuring competitive advantages for Cluster Participants compared to other European and global economies

INDUSTRY ABLE TO IMPLEMENT INNOVATION

- Creating space for designing, testing and implementing innovations
- Ensuring technological and organizational capacity for continuous improvement process
- Building business relationships

INDUSTRY BASED ON COMPETENT STAFF

- Preparation of personnel for industry
- Development of personnel competences in industry
- Effective management of human capital

SUSTAINABLE INDUSTRY

- Promoting a circular economy
- Supporting solutions to reduce emissions and manage resources efficiently
- Supporting regional cooperation in short supply chains

What we are offering?



The SA&AM Cluster offers a strong industrial network of over 300 organisations representing industry and advanced manufacturing technology providers, universities and institutes

Access to a dynamic ecosystem of SMEs, large companies, R&D institutions, and universities.

Opportunities for joint projects in digitalisation, smart mobility, clean tech, and green transformation.

Tailored services supporting internationalisation, innovation management, talent development, and technology transfer.

Investment area in Poland - Ready to Invest for UEA companies.

- Our partners benefit from structured collaboration, a pro-innovation environment, and high engagement of industrial stakeholders in co-creating practical, scalable solutions -

What we are looking for?

1

To establish new **international partnerships** with UAE-based clusters and companies operating in the fields of advanced manufacturing, clean technologies, Industry 4.0 solutions, and smart mobility.

2

To promote the companies from **SA&AM Cluster** and explore new business and technology cooperation opportunities in the Middle East and North Africa region.

3

To support the **internationalisation of our SMEs**, by identifying potential partners, distributors, or technology adopters within the dynamic UAE market.

4

To explore joint **R&D and innovation projects** in areas of mutual interest such as energy transition, industrial automation, automotive and digitalisation.

5

To promote **Poland as a place for FDI** and invite the UAE companies to invest in the area of KSEZ in Silesia and Opolskie Region

Looking forward to cooperating with you.



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EVENTS** ★



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POLAND

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Session Title

Liene Leikuma-Rimicane

Head of Internationalization and Strategic Partnerships

Session Title



- Created in 2022 by the Latvian IT Cluster to help those Latvian ITS companies producing innovative solutions to better internationalize;
- In 2024 we broadened our focus in hopes of creating a one-stop shop for mobility innovation in Latvia by:

Growing our internal capacity to better support our partners

Deepening our partnerships with public and academic sectors



The partnerships we have built

Locally



National postal operator



National public transport authority



National railways



Largest airport in the Baltics

Internationally



The directions we are working towards

We are already active in the Horizon, Interreg and i3 programmes and are constantly looking to find partners in future projects:

Types of partners

- Advanced partners who we can lean on to bring new knowledge to our region in the fields of public transport, urban logistics and ITS
- Less advanced partners who want to lean on us for our experience in automated mobility, MaaS, traffic management

Thematic areas

- Automated mobility
- Traffic management and smart roads
- Sustainable mobility
- Smart cities and urban logistics
- Cross-border mobility

JET-VILL Kft.

Ádám Marosán

Company Manager

- 30+ years old company
- 100% hungarian ownership
- Electrical installation
- Manufacturing
- Maintenance
- Research and Development

JFA CitySmart

- Underground electrical infrastructure
- Watertight
- Cutting edge technology
- Custom made
- Operating in 3 continents



We are looking for

- Municipalities
- City planners
- Network operators
- General contractors
- Electrical contractors
- Distributors

Thank you for your attention!

For more info:

Web: www.jet-vill.com

Email: info@jet-vill.hu

Phone: +36-1/416-2565

Session Title

Martin Goeppel

General Manager
HYGEN Technologies GmbH

About HYGEN

HYGEN Technologies GmbH

Clean Energy. Powered by Hydrogen – Made in Germany.

- Joint venture between DILO & HTM
- Developer and manufacturer of hydrogen-powered generators
- Purpose-built H₂ combustion engines (not fuel cells)
- Full-service provider: project planning, H₂ supply, service & digital tools



What we offer

Practical hydrogen power solutions for off-grid and backup markets

- Mobile & stationary H₂ gensets: 20–150 kVA
- Engines designed for hydrogen combustion – not fuel cells
- Robust, reliable, easy to maintain, scalable
- Services: hydrogen supply, maintenance, training
- Digital platform: monitoring, predictive maintenance, cost allocation, fleet management,

→ **HYGEN provides customers with a full ecosystem – not just generators, but also hydrogen supply, digital tools, and long-term service.**



What we are looking for

Opportunities in the UAE & GCC

- Companies and organizations interested in deploying hydrogen-powered generators
- Pilot customers for first reference projects
- Infrastructure developers & EPCs (construction, events, utilities, industry)
- Cooperation on hydrogen supply & logistics

→ Goal: Enable clean and reliable H₂ power for diverse applications


Contact



Martin Goeppel – General Manager

 martin.goeppel@hy-gen.eu

 LinkedIn: <https://www.linkedin.com/company/hy-gen>

The background image is a scenic landscape at sunset or sunrise. The sky is a gradient of orange, yellow, and blue. In the foreground, there are rolling hills with a small pond. In the middle ground, three wind turbines are visible on a hill. The overall mood is serene and hopeful, representing clean energy and sustainable development.

The future is green, smart, and connected – let's build it together.

Daniela Mihova, CEO
Smart Tech Energy Ltd
BULGARIA

- * Bulgaria-based company focused on renewable energy and sustainable mobility
- * Entrepreneur with experience in solar park development and e-mobility solutions
- * Vision: Connecting clean energy with real-world applications in mobility & smart cities

An aerial photograph of a large solar farm, showing rows of solar panels stretching across a landscape. A blue grid pattern is overlaid on the image, creating a sense of structure and technology. The text is placed over the grid, with the title at the top and a list of activities below it.

Company & Activities

- **Founded in 2022 – developing solar park projects from land acquisition to investor-ready assets**
- **Integrating e-mobility infrastructure: charging stations, smart energy storage, and grid optimization**
- **Exploring innovative technologies: battery storage, AI-driven energy solutions, and smart city integration**
- **Building partnerships across Europe for clean energy and mobility transformation**
- **Vision: Connecting clean energy with real-world applications in mobility & smart cities**

A close-up photograph of a person's hand touching a solar panel. The sun is shining brightly in the background, creating a warm, golden glow. The solar panel is dark with visible grid lines.

Future & Collaboration

- **Why we are here:**
- **Seeking technology partners for renewable energy and smart mobility solutions**
- **Looking for investors to scale solar parks and integrated energy projects**
- **Open to collaboration with R&D centers and government institutions for sustainable urban development**
- **Aim: Create scalable, innovative, and profitable clean energy ecosystems**



Daniela Mihova

CEO



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