



Innovation



Internationalisation

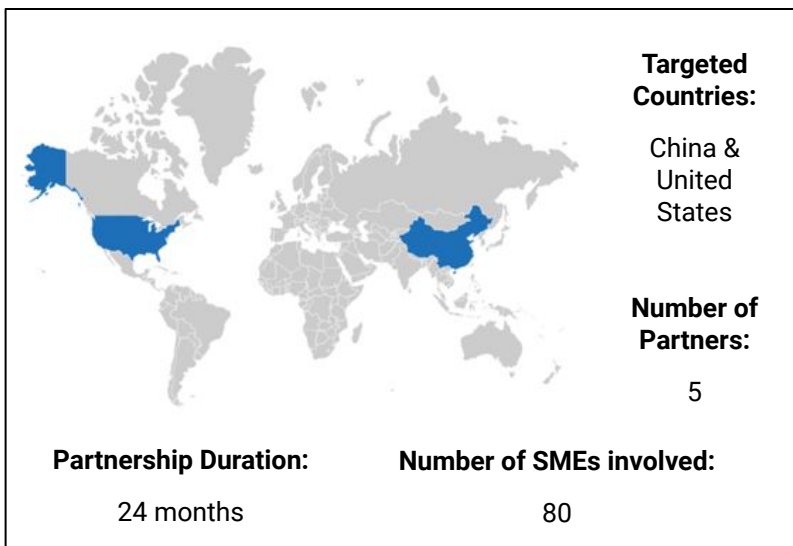


Partnership

## European Cleantech Internationalisation Initiative (EC2i)

### Background

Between January 2018 and December 2019, five ICN clusters – Green Tech Cluster in Austria, TWEED in Belgium, CLEAN in Denmark, Tenerrdis in France and Sustainable Business Hub in Sweden – conducted a series of SME internationalisation missions to China and the United States through the EU-funded EC2i project.



### Implementation

#### Strategic Partnerships

Strategic partnerships were established with relevant stakeholders in the targeted markets, local market opportunities identified, and opportunities for collaborative business development pursued, which lead to six new business collaborations.

#### Internationalization

Four matchmaking missions - two in the US and two in China - were organized to accompany 80 European companies into large and dynamic cleantech markets with high growth potential.

#### Shared Vision

Tools were developed to help SMEs enter those new markets and form cross-sectoral, multinational consortia along value chains to deliver integrated products and services (Business Intelligence template, SME directory, etc.).

### Results

4 missions

177 matchmaking meetings

6 new business collaborations

*"Through the B2B session, we have approached several potential clients who are interested in cooperation with overseas technology suppliers in the cleantech field"* China-Belgium Technology Center (CBTC)

*"The matchmaking event in New York via Sustainable Business Hub gave us a lot of new experience and the perspective to fulfill our plans for expansion in the US"* Jonathan Karlsson, CEO, Innenco, US Mission 2018 Feedback