



EU-India strengthens business collaboration opportunities during *EU-India Energy and Climate Days & Business Beyond Borders* at REI 2018

Tuesday, 25 September 2018: The European Commission (EC)-funded *Business Beyond Borders* sessions, and their outcomes, at Renewable Energy India Expo 2018 (REI) (18-20 September 2018, Greater Noida) were praised by H.E. the EU Ambassador to India, Mr. Tomasz Kozlowski, as *'the kind of events we need to move the business, energy and sustainable development agenda forward between the EU and India'*.

A visiting delegation of about 80 EUR representatives took part in the *EU-India Energy and Climate Days & Business Beyond Borders* activities over the past week, taking place in New Delhi and Greater Noida.

Giving the welcome address at the 'India and EU – Co-Creation of Projects in alignment with Sustainable Development Goals (SDGs)' dialogue session on Friday, which marked the end of the EU-India Clean Energy Days, EU Ambassador Kozlowski added, when addressing the the gap between ideas and concrete actions in the renewable energy sector: *'We are now working on practical solutions. That's why it's important to come together to foster business opportunities between European and Indian companies'*. EU Ambassador Kozlowski also announced some of the deals struck between EU and Indian companies during the *Business Beyond Borders* (BBB) meetings.

Over the past week, more than **364** renewable energy Small and Medium Enterprises (SMEs) and Clusters from 34 countries (including 121 EU Companies from 19 countries) took part in 537 meetings during the *Business Beyond Borders* matchmaking sessions at REI 2018. Besides the matchmaking meetings and the dialogue session on SDGs, companies registered for the BBB event at REI 2018 also took part in the 'Doing Business in India' seminar; and the European Night Networking Evening. Some of the European clusters present at REI 2018 also had the opportunity to have ministerial meetings at the Ministry of New and Renewable Energy of India.

Representing both Archenerg Cluster from Hungary and COSMENERG-4i 'Global Clusters for Renewable Energy and Environmental Technologies', the biggest partnership in Central and Eastern Europe comprising 450 companies, Ramon Vivanco Mugarra considered the BBB matchmaking sessions at REI 2018 to be an added-value for COSMENERG-4i: *'India has a huge potential and technologies when it comes to renewable energy, which is a great asset in the European market. I had the chance to meet different companies which are willing to join our alliance in Europe, so I'm pretty happy with the outcome of my BBB meetings'*.

Business Beyond Borders, a project financed by the European Commission, helps businesses, especially SMEs and clusters, to trade across borders and explore third markets. It has held eight successful international events (in Madrid, Cape Town, Paris, Milan, Cannes, Santiago, Sydney and Tehran) where over 300 new business partnerships have been agreed.

The *Business Beyond Borders* event at REI 2018 was organised in collaboration with the Delegation of the European Union to India; the European Business Technology Centre (EBTC); and UBM India.

The final *Business Beyond Borders* matchmaking event will take place at VISION (6 – 8 November, Stuttgart, Germany); and target companies operating in the machine vision industry.

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An overview of all the *Business Beyond Borders* events held in 2017, as well as success stories, can be found on the [Business Beyond Borders ever-growing digital brochure](#).

Photos of the Business Beyond Borders (BBB) matchmaking event at REI 2018 are now available at [BBB's official Flickr account](#).

NOTES TO EDITORS:

Business Beyond Borders: Business Beyond Borders is a European Commission initiative to help EU businesses, especially Small and Medium Enterprises (SMEs) and Clusters, operate internationally with the ultimate goal of increasing economic growth within and outside Europe. A series of matchmaking events are being organised at AMB Iran to bring together SMEs and representatives from relevant clusters, with potential trading partners from Europe and abroad with the aim of assisting businesses to access new international markets.

The Business Beyond Borders Consortium is represented by:

- **[EUROCHAMBRES](#):** The Association of European Chambers of Commerce and Industry represents over 20 million businesses in Europe – 98% of which are SMEs – through members in 43 countries and a network of 1700 regional and local Chambers.
- **[EMECA](#):** The European Major Exhibition Centres Association unites 22 leading exhibition venues in Europe. They provide businesses with an excellent infrastructure and outstanding information networks. The 22 EMECA Members organise and host 1,769 exhibitions a year, both in Europe and all over the globe, with more than 350,000 exhibitors and over 41,5 million visitors.
- **[UFI](#):** The leading global association of the world's tradeshow organisers and exhibition centre operators, as well as the major national and international exhibition associations. UFI represents 700 member organisations in 83 countries around the world. Over 900 international trade fairs bear the UFI quality label.

- [LOW](#): A strategic communications consultancy based in Brussels, with a network of associates across Europe. LOW specialises in creating policy-rich events; managing complex programmes; PR and all types of marketing communications; and EU-related public affairs strategy.

*Business Beyond Borders is an initiative funded by the European Commission
and implemented by EUROCHAMBRES*