



Report on Matchmaking Event 3

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	Comments: Inputs based on the verified statistics from B2Match tools			

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2 Introduction

The aim of this report is to briefly present how the third matchmaking event was planned and carried out by EXCITE partners in connection to the Business Mission to Silicon Saxony, organised by SiSax on the 20th-22nd of June 2023 in Dresden, Germany as a part of the third EXCITE study visit.

As per one of the EXCITE goals - to improve the search for possible synergies - study visits and respective exchanges are combined with flagship and other local events, organized and hosted by the partners of EXCITE consortium.

As such it creates a great opportunity for local SMEs to connect with international partners engaged in accordance with the ClusterXchange scheme. Matchmaking events bring together variety of organizations - public and private stakeholders, companies and scaling-up support organizations, by facilitating various meeting formats – B2B, C2C, C2B or R2B with individualised programmes, to help SMEs to identify interregional collaboration opportunities and to follow-up on the identified potential cooperation and interests, as well provide unique opportunity to present their know-how and innovative technologies, find new technologies, meet potential business and collaboration partners, and etc.

3 Short report on the activities performed

Business Mission organised by SiSax has been a discovery mission to explore Silicon Saxony – Europe’s largest high-tech network in Saxony, one of the largest ICT clusters in Germany and the largest microelectronics cluster in Europe.

Saxony has a unique concentration of companies and research institutions in the sectors of microelectronics and nanoelectronics, nanotechnology, organic & flexible electronics, energy-efficient systems, next generation communication, and smart systems.

Key figures about the region:

- there are about 80,000 employees active in microelectronics & ICT;
- core competencies are development & manufacturing of integrated circuits (ICs), supply of materials and equipment, production and distribution of electronic products, development of software etc.;
- **every third microchip produced in Europe is made in Saxony;**
- big chip manufacturers such as Infineon, GlobalFoundries, Bosch and X-FAB are located in Saxony but also research institutions and SMEs active in that field supplying infrastructure, equipment, components, (automation) software & services are located in Dresden.

Business Mission to Silicon Saxony that lasted from 20.06.2023 to 22.06.2023 gave participants an opportunity to deep dive into the Saxonian semiconductor and ICT ecosystem by visiting:

- Smart Systems Hub – IoT lab, which is a part of the EDIH Saxony;
- Fraunhofer research and technology institute (IPMS and FEP);
- Fabs owned by Bosch, Infineon, GlobalFoundries with comprehensive tours to showcase the production of 200 mm and 300 mm wafers;
- Fabmatics - robotics and automation company;
- Transparent factory of Volkswagen to see the production of electrical ID.3 model

A part of the business programme included attending the 17th Silicon Saxony Day – the flagship event of Silicon Saxony that brought together more than 600 participants together from microelectronics and ICT domain to exchange on fresh trends of the Microelectronics and Smart Systems market; attend individual B2B meetings with major players semiconductors and microelectronics.

The delegation's ecosystem exploration started on **Day 1** with a series of pitches by Saxonian companies at the Smart Systems Hub – IoT lab. These engaging presentations showcased the region's depth of innovation and entrepreneurial spirit. The subsequent visit to the IoT lab delved into cutting-edge research and development in the realm of connected devices, unveiling state-of-the-art prototypes and inspiring possibilities for IoT technologies.

The day continued with visits to famous institutions and companies - Fraunhofer, Bosch, and the Volkswagen Transparent Factory, where industry-leading innovations and research were unveiled.



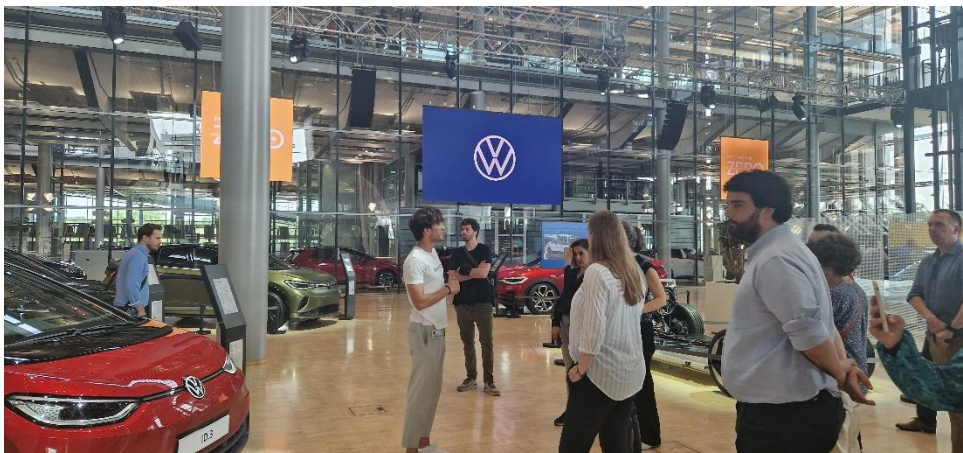
Pictures 1-4. Introductions, presentations (in 2 groups) and networking in Smart Systems Hub



Picture 5-7. Fraunhofer IPMS & FEP visit, including the visit of the Showroom and presentation of ASCENT+ project



Pictures 8 - 10. Bosch Fab visit



Pictures 11 - 12. Visit to Volkswagen's Transparent Factory

The second day of the mission was fully dedicated to the attendance of the Silicon Saxony Day - an annual SiSax own event dedicated to fostering collaboration, knowledge exchange, and networking.

Topics covered at Silicon Saxony Day were Autonomous Systems | Artificial Intelligence | Smart Digital Systems | Microelectronics | Sustainability | Environmental Social Governance, presented on 4 Topic islands (parallel tracks): Software, Microelectronics, Smart Systems, Talents.

Key figures of the 17th Silicon Saxony Day:

- 600+ participants, approx. 1/3 from abroad, 33% of foreign speakers
- unique **insights into future technologies** in software, microelectronics, and smart systems
- various **networking** possibilities and exhibition with > 50 exhibitors
- targeted **B2B-Matchmaking** via **B2Match tool** to support the **Open Innovation Day**
- Keynotes on sustainability in microelectronics and ESG
- panel discussion on future of microelectronics in Europe
- four theme Islands with demonstrators, pitches & best practices

During the event B2B meetings took place (pre-organised via B2Match tool) facilitated between participants from various European countries. A special meeting area (B2Match arena) was designated for 1:1 B2B meetings.

The event page was created on B2Match platform at the beginning of June. The registration was open on 06.06.23 until 23.06.23 17:00 CET, and the invitations were sent per email via the B2Match Platform.

All participants were offered to register on B2Match Platform for on-site and online matchmaking.

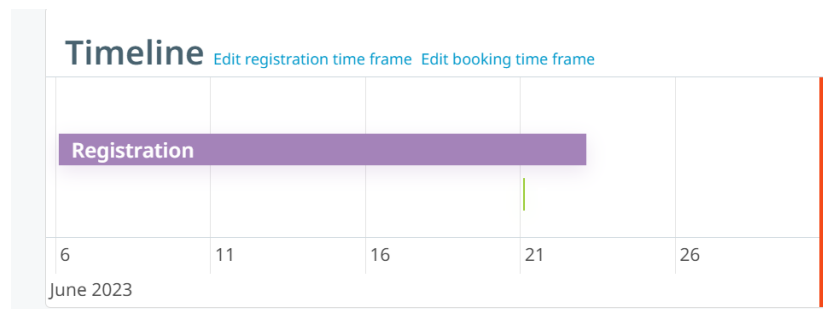


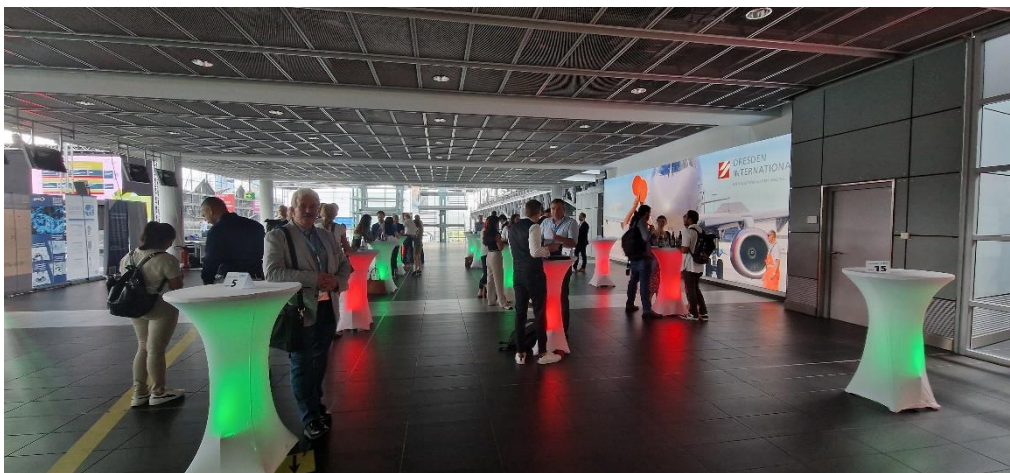
Figure 1. Registration timeline on B2Match

Business Hive Vilnius (BHV) provided insights and recommendations regarding the online tools and possible improvements for matchmaking during the event.

The matchmaking event was supported by EXCITE and Silicon Eurocluster projects.



Picture 13. 17th Silicon Saxony Day. EXCITE consortium members and international visitors through EXCITE



Picture 14. B2B arena at Dresden Airport for B2B meetings during Silicon Saxony Day

In total **153** participants registered for matchmaking via B2Match from **122** organisations representing **17** European countries. Out of 181 originally scheduled meetings via the Platform **150** meetings were accepted and 31 were cancelled. Cancellation reasons in major cases were the re-arrangements of meetings on-site at a more convenient time by the participants.

The below graphs present more data on the number of participants per country and the number of meetings scheduled per country:

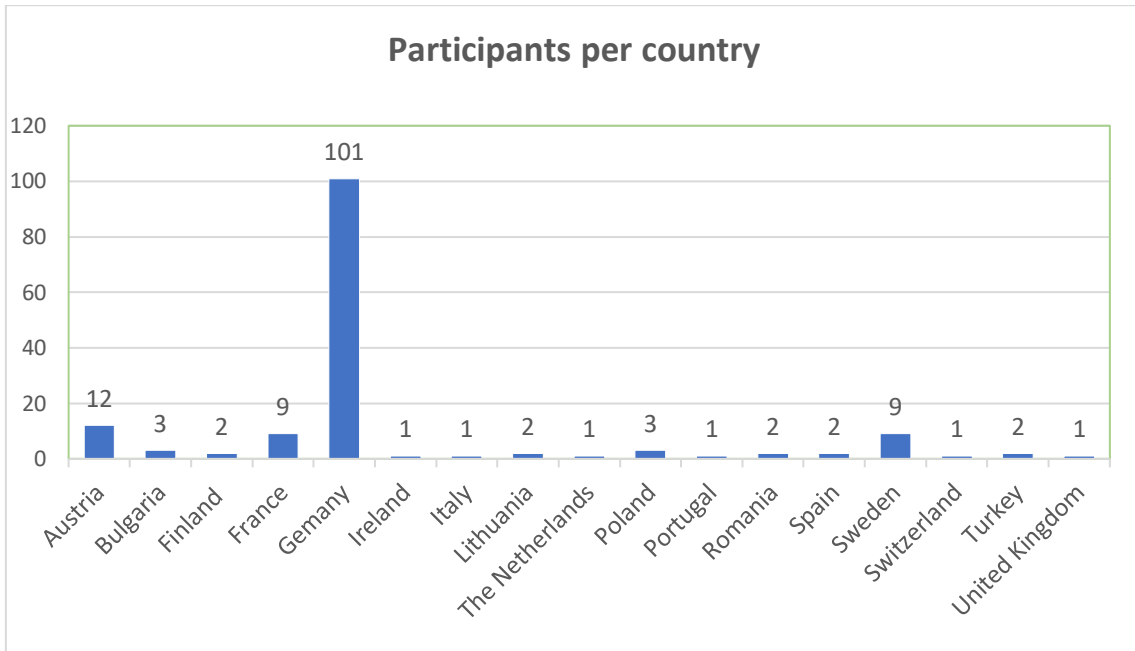


Figure 2. Number of participants per country

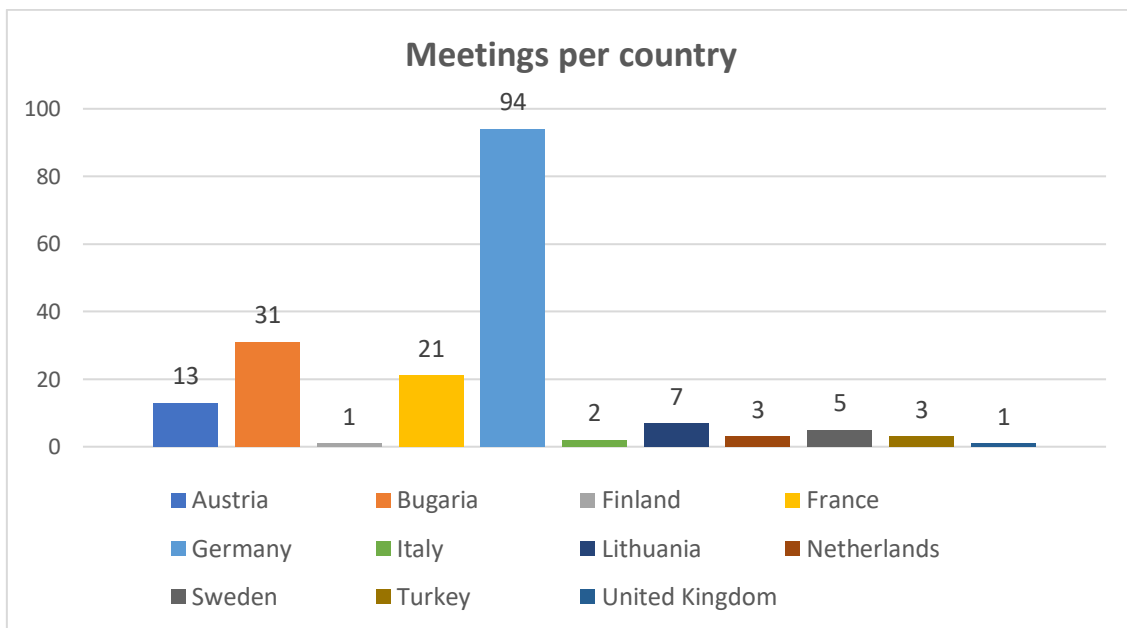


Figure 3. Number of meetings per country

The below statistics displays that the number of transnational meetings held significantly prevailed over the meetings conducted by the participants originating from the same country.

It also shows that the overall preference of the participants was towards the on-site meetings at Silicon Saxony Day rather than online meetings offered virtually for 2 days after the SiSax Day – on the 22nd and 23rd June.

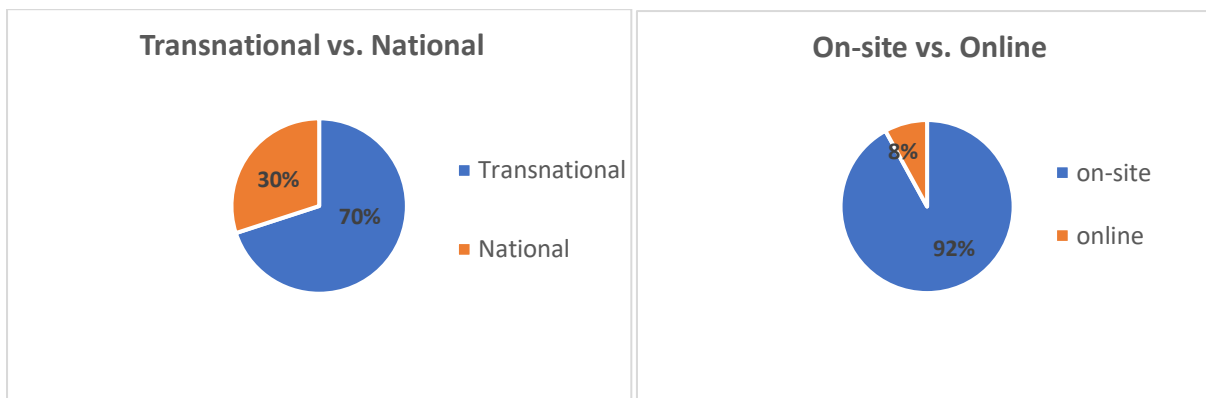


Figure 4. Ratio of transnational vs. national meetings

Figure 5. Ratio of on-site vs. online meetings

During **Day 3** consortium visited prominent industry players, unveiling the intricate processes behind cutting-edge microchip production. Infineon's Window Tour provided an exclusive glimpse into advanced semiconductor fabrication, emphasizing precision, reliability, and scalability. At Fabmatics, participants were captivated by the company's expertise in automated material handling and robotics, witnessing how they optimize production efficiency in cleanroom environments. The day culminated with a visit to the GlobalFoundries facility, where a fortunate subset of the group experienced the captivating world of semiconductor fabrication firsthand in the cleanroom.



Pictures 15 - 18. Visits to Infineon, Fabmatics and GlobalFoundries (Cleanroom visit by several participants)

In total, 18 organisations participated in the CXC to Silicon Saxony including delegations from Austria, Sweden, Bulgaria, France, Finland, Lithuania, Poland and Turkey. More participants were involved in total. On the first day of the visits there were 37 foreign organisations present, including EXCITE and Silicon Europe clusters, that have already been official visitors In EXCITE and Czech and Polish EDIHs

that stayed only on the first day of the mission – on 20.06 morning at Smart Systems Hub and in the afternoon at the dedicated EDIHs workshop organised by EDIH Saxony, with support of the Saxonian regional development agency – Saxony Trade & Invest.



4 Conclusions

Mission to Silicon Saxony has been very highly appraised by the foreign guests.

Intensive programme of visits to companies and research institutes, as well as a high-tech conference and networking event – Silicon Saxony Day has been a great platform for many companies to extend their network internationally and build ties with potential business partners across the border.

EXCITE partners have been able to experience the high organisational level and the diversity of the local ecosystem in terms of technologies, competences and various actors present in the region. Some of the practices have been considered as best practices and will be further closely analysed by the EXCITE partners.

B2match sessions facilitated one-on-one meetings between participants and Saxonian companies, creating a vibrant platform for exploring potential partnerships and collaborations. This successful event that took place in Dresden airport and had more than 600 registered participants.