



European Union
Delegation to Singapore

**Enterprise
Singapore**

THE EU AND SINGAPORE DEEPEN BUSINESS TIES AT THE MATCHMAKING EVENT 2022 UNDER THE EU-SINGAPORE ADMINISTRATIVE ARRANGEMENT ON CLUSTER COOPERATION

Singapore, 27 October 2022

1 More than 75 representatives from European Union industry clusters¹ and Singapore Trade Associations and Chambers (TACs), Centres of Innovation (COIs) and companies participated in the EU-Singapore Cluster Matchmaking Event 2022. This was the largest in-person attendance for the event, organised by the European Commission, Enterprise Singapore (EnterpriseSG) and the Singapore Business Federation (SBF), which took place on 18 and 19 October in Singapore in conjunction with Industrial Transformation ASIA-PACIFIC (ITAP) 2022. The visiting EU delegation was able to connect with leading industry providers of Industry 4.0 solutions, attend thought leadership conferences and take part in curated site visits as part of their participation in ITAP.

2 The EU-Singapore Matchmaking Event brought together industry representatives from 24 leading European clusters and SMEs from 10 EU Member States² as well as 52 company and association representatives from Singapore.

3 More than 175 one-to-one networking meetings between clusters and businesses were arranged to explore possible collaborations in various sectors including digital technologies, pharma and biotech, energy, mechanical engineering and agri-food.

¹ Clusters are defined as a group of firms and institutions that are located near each other and have reached a sufficient scale to develop specialised expertise, services, resources, suppliers and skills.

² Clusters and SMEs from the following EU Member States participated in the EU-Singapore Cluster Matchmaking Event 2022: Bulgaria, Czech Republic, France, Germany, Lithuania, Poland, Portugal, Romania, Spain and Sweden.

4 Speaking at the opening of the event, Ms. Eszter Nemeth (Chargé d'affaires a.i., EU Delegation to Singapore) and Mr. Clarence Hoe (Executive Director for Americas & Europe, EnterpriseSG) reaffirmed the close economic partnership between the EU and Singapore and the importance of being open to collaborations to develop novel solutions to address new areas like supply chain resilience and sustainability. Both sides also welcomed the large presence of participating Singapore companies as a sign of their interest to support EU companies' entry into the Southeast Asian region, and also to partner them to explore opportunities in Europe.

5 Clusters account for around 62 million jobs, representing almost 24% of total employment in the EU. In Singapore, TACs and COIs are instrumental in supporting Singapore enterprises in industry transformation, innovation and internationalisation efforts. Cluster-level collaboration plays an important role in opening pathways for EU and Singapore companies to access new markets and sectoral opportunities.

6 The EU-Singapore Matchmaking Event 2022 was held in the framework of the EU-Singapore Administrative Arrangement on Cluster Collaboration. This Arrangement was signed on 3 December 2020 by the Singapore Ministry of Trade and Industry, EnterpriseSG and the European Commission's Directorate-General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW) on the occasion of the first anniversary of the entry into force of the EU-Singapore Free Trade Agreement.

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About European Union Delegation to Singapore

The EU Delegation to Singapore promotes closer ties between the EU and Singapore. The wide-ranging relationship has strengthened over the years. In close coordination with the diplomatic missions of the EU Member States, the Delegation ensures consistency and effectiveness of the EU's external action in Singapore.

The Delegation covers a range of issues such as trade, foreign policy, climate change, environment, transport, industrial policy, research, science and technology. More information on this [link](#).

About Enterprise Singapore

Enterprise Singapore is the government agency championing enterprise development. We work with committed companies to build capabilities, innovate and internationalise.

We also support the growth of Singapore as a hub for global trading and startups, and build trust in Singapore's products and services through quality and standards.

Visit www.enterprisesg.gov.sg for more information.

ANNEX

Quotes by EU Representatives

Ms. Eszter Nemeth, Chargé d'affaires a.i. of the European Union Delegation to Singapore, said: “The EU-Singapore Administrative Arrangement for Clusters Cooperation, signed in December 2020, offers a unique opportunity for clusters and SMEs to foster strategic business partnerships. This builds on the many benefits of the EU-Singapore Free Trade Agreement (EUSFTA) ensuring greater market access. The success of this first in-person EU-Singapore Matchmaking event shows the eagerness of businesses to reconnect, rebuild relations and work jointly towards a resilient post-pandemic recovery. As the world faces multiple challenges, we stay committed to promoting open and free trade to create more job opportunities”.

Max, Pöhlmann, Project & Cluster manager, BioM Biotech Cluster Development GmbH (DE), said: “For us the Asian market is a very important market. We think that Singapore is a very good point of first entry for many companies considering doing business in Asia-Pacific. The matchmaking event was a great opportunity to come to Singapore and learn as much as we can about the market, the local capabilities and everything that is going on here. It is about getting to know people who can help us or who can help our companies getting access to the market. In that sense, I had the opportunity to discuss and meet several stakeholders and I hope that we can continue our conversation for future collaborations that could help our companies establish a little foothold here in the future.”

Quote by Singapore Representative

Mr. Tan Soon Kim, Deputy CEO of EnterpriseSG said: “Singapore and the EU share strong economic and business ties, underpinned by the EU-Singapore Free Trade Agreement and the EU-Singapore Investment Protection Agreement. In light of the growing demands for supply chain resilience and energy security, there are greater opportunities for both sides to collaborate in areas such as e-mobility, clean energy,

decarbonisation, sustainable materials, supply chain visibility and more. EnterpriseSG will mount business missions to the EU in these areas to follow up on the discussions in Singapore.