

The EIP-SCC Marketplace

Matchmaking

Supporting smart city projects to get financed



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An initiative of the European Commission





It is now time to move from pilots to mainstream application to tackle head-on the societal challenges we face. Investments at scale are required. This must be our priority focus. To do so requires the attraction of investments far beyond what the public purse alone can provide.

Professor Greg Clark
Global Advisor for Cities



What is the matchmaking?

The matchmaking is an initiative to create a liaison between smart city project promoters and investors. Representatives from the demand side – project promoters looking for financial resources (e.g. cities, industries etc.) - and the supply side – investors seeking projects to invest in, will have the opportunity to meet and discuss business opportunities.



A

history

of

successes

The Matchmaking in brief

The Brussels' pilot

EU Sustainable Energy Week

Date: 7th June

A selected number of three city representatives (ville de Seraing, Budapest 11th District and the city of Umeå) presented one smart city project case.

4 investors/financiers participated in the discussions



The Sofia General Assembly

Date: 27-28th June

126 people registered on the Matchmaking platform;

69 projects were profiled;

8 investors/financiers participated in the discussions, with

36 meetings being arranged

At the SCEWC in Barcelona

Date: 14th November

228 people registered on the Matchmaking platform;

85 projects were profiled;

7 investors/financiers participated in the discussions with 53 meetings being arranged



The Brussels General Assembly

Date: 16th-17th June

54 people registered on the Matchmaking platform;

20 projects were profiled;

2 investors/financiers participated in the discussions with 14 meetings being arranged



PoliTo in Turin

Date: 25th-26th March 2019

28 people registered on the Matchmaking platform,

21 were profiled;

6 investors/financiers participated in the discussions with

33 meetings being arranged



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We had the opportunity to discuss relevant projects with very strong promoters.

Leonor Berriochoa
European Investment Bank



What's the matchmaking worth?

Investments' amount in SCC initiatives

Promoters presented very detailed project fiches containing indications on the budget needed for projects realisation

716mIn*

Overall investment value (CapEx) of the projects registered for the matchmaking events

708mIn*

Overall investment value (CapEx) of the projects discussed at the matchmaking events



*The figure does not include a €500 mln project submitted by Brainport Smart District as this is still at the identification stage and clusters different types of projects under the same initiative



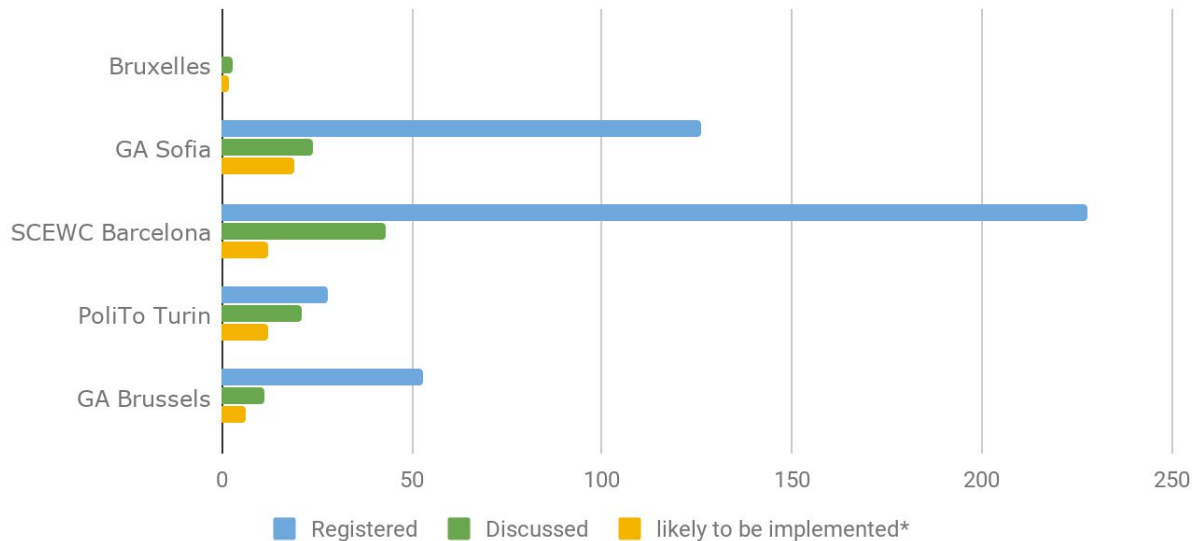
...a few statistics

55%

of the projects discussed has been tagged as of good quality and/or ready for investment*

*qualitative assessment of projects by EIP-SCC team and feedback from investors participating at the events.

Number of projects per matchmaking event

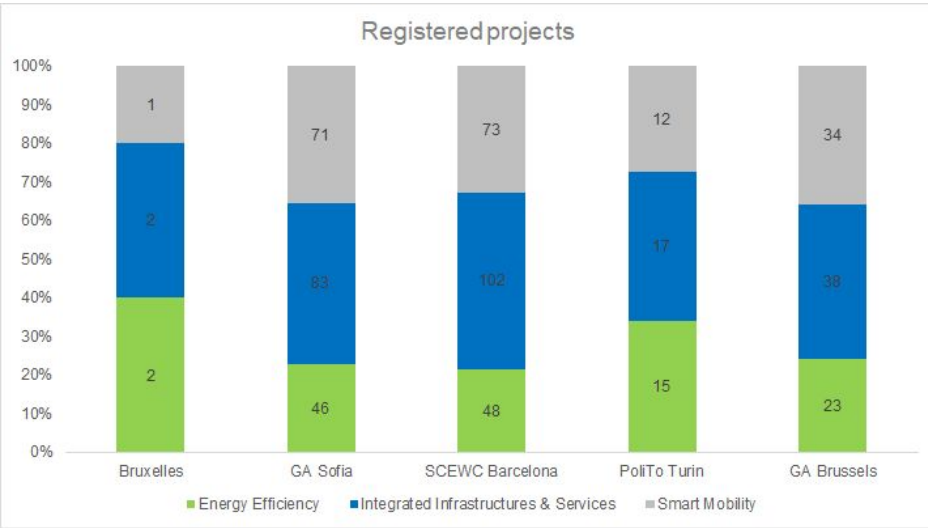


*Recent example: following the meetings held in Turin in March 2019, CIVIESCO is about to close the deal with the CNR of Padua to work on a **4 € million project** (scalable to 8 mln)



The scope of the discussions

Some sectors have a key role in in promoting the market uptake of Smart Cities



Promoters and investors discussed projects from all smart city and urban development sectors.

- Sustainable Urban Mobility (EV charging infrastructures, car sharing, Urban air mobility...)
- Integrated Infrastructures & Services (Building energy management, Smart electricity grids, Smart lighting...)
- Sustainable Districts (Building deep retrofitting, energy storage, energy management systems...)

