

Smart Cities Marketplace



Matchmaking services for European cities

10 January 2023





WHAT IS THE SMART CITIES MARKETPLACE ABOUT?

A European Commission initiative (DG ENER leading)

OBJECTIVES:

- **Facilitate** private financing and investments in European city-led climate transition project (new business models and approaches for decreasing risk)
- **Support** (direct, personalised, *Go Local!* focus)
- **Inform** European local communities – particularly small and mid-sized cities ($\leq 100,000$ inhabitants) – on how to become climate-neutral.

DURATION: 2022-2026



WHO IS BEHIND IT ?





Investor Network (*expanding*)

- The Network is comprised of investors and facilitators who are actively looking for smart cities projects. See more [\[here\]](#)

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Suma Capital



European
Commission



HOW DOES IT SUPPORT THE MOBILISATION OF INVESTMENT?

A BROAD SET OF INTEGRATED and TAILORED SERVICES



- Customer journeys
- Guidance to city-led consortia to access funding and financing
- High-level pre-assessing projects before private investment providers are approached
- Mentoring to reach investors



WHAT TYPE OF SUPPORT DOES IT PROVIDE?

- Matchmaking events
- Financing masterclasses
- Webinars
- 1-to-1 consultancy services (technical, financial, legal, engagement)
- Peer-2-Peer exchanges
- Helpdesk
- Wiki
- Project database
- Case studies, Solutions booklets, ...



STATE OF PLAY AND NEXT STEPS

- Contract coming out of **inception**
- Matchmaking events at European Smart Cities World Expo Congress 2022
- New **call for applications** planned for Q1
- **Matchmaking events and support activities** being planned for 2023



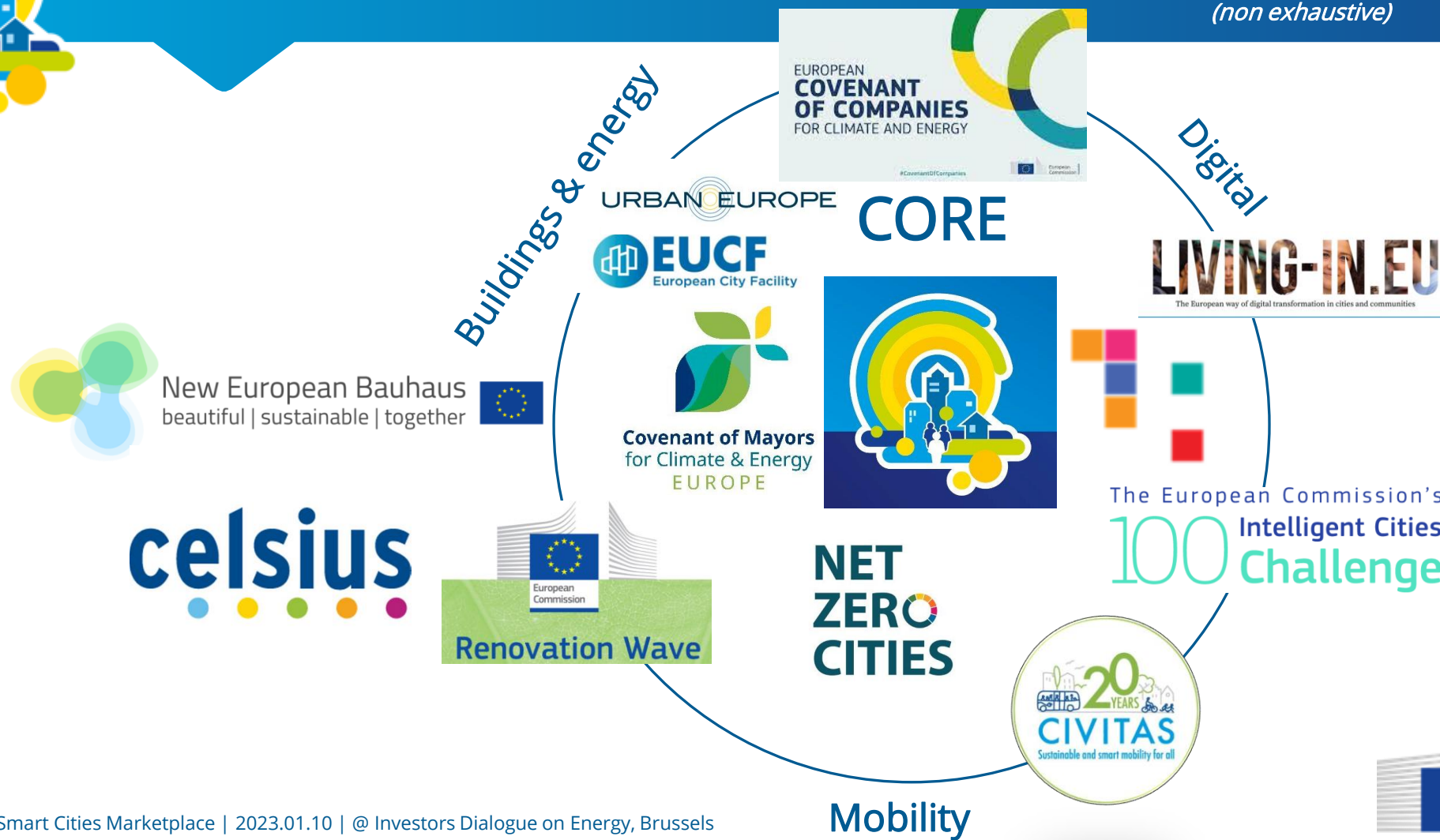
CHALLENGES & OPPORTUNITIES AHEAD

- **Enabling** EU small-/medium size cities (roughly 70% of the EU's urban population) to accelerate the transition
- **Bridging** financial resources and investment needs at city level, proactively engaging with both public buyers and investors
- **Identifying replicable blueprints** of business models underpinning the integrated, cross-sectoral sustainable smart city solutions needed
- **Creating synergies** within the 'smart city universe' to achieve service integration, shared narrative, seamless user experience, avoiding double work and increasing impact



SYNERGIES

(non exhaustive)





GET IN TOUCH!

Contact our **Matchmaking team**: matchmaking@smartcitiesmarketplace.eu

Website: <https://smart-cities-marketplace.ec.europa.eu>

Sign up for our **newsletter** : <https://bit.ly/34ReJEV>

 info@smartcitiesmarketplace.eu

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