

Smart Cities Marketplace



**How can innovation from companies
and universities be an asset for your
smart city transition?**



13 February 2025 | WEBINAR

Housekeeping Rules



- Please keep your **microphone muted** and your **video off unless you are taking the floor**
- When you take the floor please say **state your name, your organisation, and where you are based**
- You can at any time during the webinar **write your questions in the chat for the Q&A**
- Your active involvement in the **roundtable discussion** is encouraged
- The event will be **recorded** for dissemination purposes



Agenda

TIME	CONTENT	SPEAKER	SPEAKER BIO
10.00-10.10	Welcome and introduction	Mart VELISTE <i>(Moderator)</i>	Analyst at Institute of Baltic Studies (Estonia) and SCM Matchmaking team member
10.10-10.18	The Smart City Challenge	Külle TÄRNOV	Head of Innovation, FinEst Centre for Smart Cities (Estonia)
10.18-10.26	Copenhagen Solutions Lab	Christian Gaarde NIELSEN	Team Leader, Copenhagen Solutions Lab (Denmark)
10.26-10.34	Ecosystem of collaboration in Getafe	Alejandro López PAREJO	Urban projects coordinator, Land and Housing Public Agency of Getafe (Spain)
10.34-11.25	Panel & roundtable discussion		
11.25-11.30	Closing Remarks & the Smart Cities Marketplace		



Smart Cities Marketplace



WHAT are its **KEY COMPONENTS** ?



A **repository** of
EU climate-
neutral and Smart
City projects



A **hub** for those
who wish to bring
climate-neutral
and smart city
solutions/projects
to the market



A **forum** for
knowledge
exchange in
dedicated Focus
& Discussion
groups



A **matchmaking**
process to enable
investment in
smart,
sustainable and
inclusive projects

WHY is the EC Smart Cities Marketplace a resource for cities, city-led consortia, and investors?



■ IT INFORMS

- EU local communities – particularly from small and mid-sized cities ($\leq 100,000$ inhabitants) – on how to become climate-neutral, sustainable and inclusive

■ IT SUPPORTS AND ACCELERATES

- the identification and shaping of smart city projects to develop or invest into
- their replication and scale up

MAIN THEMATIC FOCUS

- Clean energy
- Sustainable mobility
- ICT solutions for climate neutrality

Our **APPROACH TO SUPPORT YOU**

- **FREE-OF-CHARGE TAILORED SUPPORT and GUIDANCE** according to your interests and availability to address your gaps (**legal, technical, financial, governance-related**)
- **ACCESS TO FUNDING AND FINANCING OPPORTUNITIES** through the **Investor Network**

- **KNOWLEDGE AND NETWORKING OPPORTUNITIES WITH PEERS** with **cities, technical providers, investors, and other key players** with interest in co-developing projects in the areas of clean energy, sustainable mobility and ICTs



WHAT services are offered?



Matchmaking events

Online or in-person events where cities, consortia, and investors can learn about participating in projects that make cities smarter and more sustainable.



Financing masterclasses

Hands-on guidance on how to improve the maturity of a project idea focusing on aspects like value for money, affordability, and bankability



Thematic Webinars

Real examples of best practice, latest trends, guidance for developing, investing in, replicating, or scaling up projects



1-to-1 consultancy services (technical, financial, legal, engagement)

Tailored team of experts supporting a city or a city-led consortium in addressing the legal, technical, financial and governance-related gaps of a smart city project.



Peer-to-peer exchanges

Personalised meetings to enhance smart city and sustainable projects by enabling concrete learning from stakeholders that have already implemented similar activities.



Deal meetings with investors

Facilitated meeting between a city or consortium with interested investors to explore avenues for securing funds or financing for a mature project.

...and an expanding INVESTOR NETWORK



AMBER
INFRASTRUCTURE GROUP

Aquila Capital

ASPER

arcus
INFRASTRUCTURE PARTNERS

CiviESCO

eeef
EUROPEAN ENERGY
EFFICIENCY FUND

**FUNDING
FOR FUTURE**
Create Value With
Your Capital -

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GNE FINANCE
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FINANCE

**JOULE
ASSETS**

KYOTHERM
hosting in clean energy

PIONEER
POINT PARTNERS

PRIMEVEST
Capital Partners

reenag

SCIF SMART CITY
INFRASTRUCTURE
FUND

Suma Capital

...and expanding!

An example: From National Strategy to Local Action (POLAND – Hydrogen generation and use)



2030 Polish Hydrogen Strategy, includes...

by 2030:

- 800-1,000 hydrogen buses
- Min. 32 hydrogen refueling stations in agglomerations and densely populated areas



Covenant of Mayors signatory > EUCF >> Smart Cities Marketplace >>> Investment



- **Bydgoszcz, POLAND:** 100.000-300.000 inhab.
- **GOAL:** Produce solar energy from 10 rooftop PV farms combined with hydrogen hydrolysis for one location to obtain "green hydrogen" as a low-cost energy carrier for public transportation (16 busses).
- **INVESTMENT VOLUME:** about €52M
- **ENERGY GENERATION:** 31GWh/y
- **TARGET EMISSION REDUCTION:** -21 678 tCO2
- **CURRENT NEEDS:** identification of different technologies, advantages/disadvantages. + Best practices + financing options (European funding and loans) for implementation of the demonstration project



WHO can apply and HOW?

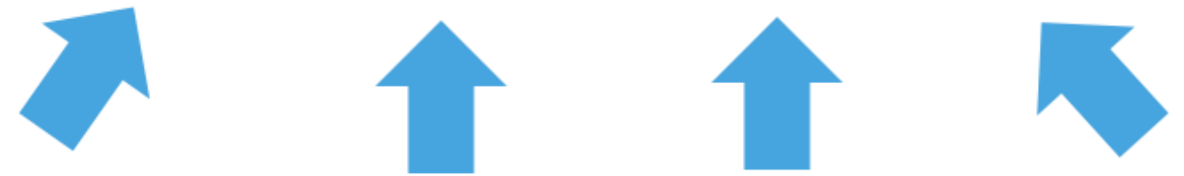


- **Cities and city-led consortia** from EU Member States
- **Businesses, SMEs, and project developers** encouraged to contact the relevant city administration(s) to see if a consortium can be formed
- **Investors**



Request application form to:

matchmaking@smartcitiesmarketplace.eu





Relevant activities of the SCM for you

Useful links and information

- **Matchmaking Services**
 - [Call for Applications](#)
 - [Intake form](#)
- **SCM Financing Masterclass**
 - [Website](#)
 - [Flyer](#)



The Smart Cities Marketplace is **COMPLEMENTARY** to other EU initiatives





Relevant activities of the SCM for you

From idea to action: Tailored support to bring your city's vision to life

- You have a climate action plan but need help bringing it to life?
- In collaboration with **Smart Cities Marketplace**, the **Covenant of Mayors** offers customised support to help cities with mature projects overcome barriers to implementation – whether it's securing funding, refining business strategies, or engaging key stakeholders.
- This tailored support provides **20 days of free expert guidance** to turn plans into action, covering legal assessments, energy savings calculations, investment concepts development, citizen engagement, and more.
-  Apply by 23 May 2025
-  Don't miss this opportunity—find out how to apply today: <https://eu-mayors.ec.europa.eu/en/From-idea-to-action-Tailored-support>
- Find more information on the SCM website: [From Idea to Action: Tailored Support to Bring Your City's Vision to Life | Smart Cities Marketplace](#)
- NB! This initiative is exclusively for EU Covenant of Mayors signatories



Upcoming event activities with SCM involvement

Event highlights for the first half of 2025

- 17 March 2025 | [Joint CoM & SCM online info session customised support to help cities with mature projects overcome barriers to implementation: From idea to action: Tailored support to bring your city's vision to life](#)
- 27-28 March 2025 | [Scalable Cities Roadshow peer-to-peer event](#)
- 6-8 May 2025 | [Cities Mission Conference](#)
- 10-12 June 2025 | [European Sustainable Energy Week \(EUSEW\) Policy Conference](#)

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