

Call for applications:

Internationalization missions of the FoodPackLab 2 project

▪ **Context of the project:**

The FoodPackLab 2 project is dedicated to innovation in Agriculture, AgriTech, Food Processing, Packaging; through the internationalization support for European SMEs in India and South Africa. Therefore, the project aims at fostering cross-border, cross-sectorial collaboration and business networks in the strategic fields and domains of the smart food chain. To achieve these goals, 2 internationalization missions are organized by the FoodPackLab 2 consortium. European SMEs are invited to join the mission, and will receive a financial support from the consortium, in order to facilitate the participation and consequently the internationalization.

The 2 missions are organized around 2 major international trade fairs:

- **NAMPO Harvest Day**, Bothaville, South Africa – 16-20 May 2022
- **Inter FoodTech**, Mumbai, India – 9-11 June 2022

On site, the selected SMEs will have the opportunity to visit the fair, with the FoodPackLab 2 consortium members. Visits of local actors will also be organized by the project, as well as cultural discovery visits. A final networking dinner will allow the SMEs to exchange more between them, and with the consortium cluster members. If needed, the SMEs can benefit from a support to prepare their presence on the fair with the consortium. The financial support of 2000€ to the participating SMEs is a great asset to allow them to reduce their costs and to be able to travel to these fairs, quite far from Europe.

▪ **Objectives of the missions:**

- Discover the Indian and South African Agritech ecosystems
- Establish contacts with the main players in the industry
- Expand and consolidate the market
- Have B2B meetings with major players
- Create collaborations with the targeted countries
- Find new business opportunities

▪ **Criteria for the selection of SMEs:**

- A core business linked to the FoodPackLab 2 fields: Agriculture, AgriTech, Food processing, Packaging
- A high percentage of agro-food activities in the SME's turnover
- Market/prospect/client history or attempts in the targeted countries (India and South Africa)
- To have the SME status (according to the EU definition https://ec.europa.eu/growth/smes/sme-definition_es)
- Maximum of 250 employees
- Being interested in technological cooperation or another type of internationalization with India and South-Africa-

- **By participating to internationalization missions, SMEs will get:**
 - A guided-tour of the fair concerned by the mission (NAMPO Harvest Day or Inter FoodTech)
 - Networking opportunities and B2B meetings with Indian and South-African companies
 - A 2000€ financial support per SME joining the mission
 - Visibility on the fair and beyond through the FoodPackLab 2 project, consortium and communication actions

How to apply for the missions:

- For **NAMPO Harvest Day**, please fill in this survey: <https://fr.surveymonkey.com/r/8Q7PJF6>
SMEs should register before 4 May 2022
- For **Inter FoodTech**, please fill in this survey: <https://fr.surveymonkey.com/r/KD3BMK8>
SMEs should register before 7 June 2022

The FoodPackLab 2 consortium's capacity in providing support for accommodation depends on the availability of hotels, and cannot be ensured for companies applying after the stated deadlines.