



## **Matchmaking activity - Urban Tech Sweden (UTS) - for extended export (water and energy)**

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Delivery report for the sWASH & grow project. Coordinated by RISE and co-financed by VINNOVA, UDI program (step 3), Sep 2020 – Aug 2022.

Leading author(s) and project partner(s):

Name	Project partner
Jörgen Lööf	ElectriCITY Innovation

Co-authors and project partners:

Name	Project partner

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## Abstract/Executive summary

On the 6<sup>th</sup> of October 2021, Urban Tech Sweden (UTS) with it's member ElectriCITY Innovation, held a Matchmaking-event where innovations where presented for two projects: Eco-tourism at Manta, Zanzibar and Deep Energy Retrofit in New York. For more information on these projects, see our homepage <https://urbantechsweden.com>

The theme for the event was how to produce water and energy off-grid in the sWASH & grow project UDI 3. Companies presented innovations on: how to store energy, how to clean and wash without detergent, skip chlorine in pools and how to integrate urban farming with buildings energy and ventilation systems.

10 groundbreaking innovations where presented for the two project opportunities and introduction speeches were held by UTS-members. The event attracted 81 registrations representing 45 companies, 11 organizations and 2 private investors.

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## Introduction and background

This report is a delivery within the project “sWASH & grow – scaling off-grid WASH innovations”. The project is coordinated by RISE with 40% co-finance from [VINNOVA](#) (the Swedish Innovation Agency). The objective of sWASH & grow is “to develop tools that improve the opportunities for innovators and aid organizations to bring more circular, inclusive and sustainable innovations to those in need”. The project involves 28 partners from Sweden, Bolivia, Lebanon and South Africa representing private-, public-, academic- and NGO-sectors. The goal is to improve the conditions for innovators (sellers) to be able to meet relief organizations’ (buyers) demands. Through the project, innovative solutions will be tested in real environments, upscaled and exported.

Implementation focuses on:

- Identifying success factors for off-grid solutions.
- Contextualizing methods for testing, demo and validation that respond to buyers’ requirements and meet the needs of the most vulnerable.
- Quality-assured tools for developing and scaling up innovations based on requirements, needs and price.
- Communicating results to stakeholders in the innovation system.

sWASH & grow brings together major global buyers, the innovation system's support functions and the innovation companies, together in a partnership aligned with Agenda 2030 and SDG 17. More specifically, the project contributes to SDG 6 and 9 on clean water and sanitation and will have an impact on SDGs 2, 3, 7, 12 and 13 on zero hunger, health, energy, production, and climate.

ElectriCITY Innovation (ECI) is a project member and part of the UTS-team. ElectriCITY is a network and a citizenship-driven innovation platform with 83 member and partner organizations, aimed at making Hammarby Sjöstad, a city district in Stockholm, climate-neutral by 2030. It’s Hammarby Sjöstad 2.0 project serves as a demo site and test bed for innovations in energy, transportation, circular economy, digitalization and urban farming.

ElectriCITY has been running MatchMaking Hammarby Sjöstad since 2017, meetings between small innovative companies and major users of cleantech. These recurring events has also created an international interest from China, India, the United States and Europe.

## Purpose and background of this delivery

Urban Tech Sweden (UTS) is a non-for profit organization represented by a network of investors, technology and know-how providers, whose long-term targets are to:

- accelerate the transformation into climate neutral cities
- increase industry’s capacity to build and deliver integrated systems for climate neutral cities
- enhance trade for the industry – both from Sweden and in the local economy.

UTS role is to mitigate the financial risk that exists at the beginning of the business process, project, build, commission and to bring in the eco-system needed for making the project happen.

ElectriCITY Innovation and part of the UTS-team in the sWASH & grow project, delivered a Matchmaking-event on the 6th of October 2021, to project-owners in Zanzibar and in New York.

Victoria Vazhinskaya, Novoheat, who runs a pilot project for a Swedish-owned resort, needed innovations to develop Pemba island, Zanzibar as a sustainable destination.

Michael Izzo at Hines, a real-estate firm, needs to meet the new climate goals for buildings in New York and also for transforming their portfolio outside New York and the US. They’re looking for grid and building related innovations.

The event presented 10 ground breaking innovations of interest for the projects.

## Description of this delivery

Here is the agenda, links to the presentations and contact-info from the event:

### Urban Tech Sweden - Matchmaking the 6th of October 2021

1. **Welcome to Urban Tech Sweden (UTS) – Matchmaking** – Jörgen Lööf, ElectricITY  
[jorgen.loof@electricitystockholm.se](mailto:jorgen.loof@electricitystockholm.se)  
<https://electricityinnovation.se>
2. **UTS – Accelerate the transformation into climate smart cities** – Ann-Sofi Gaverstedt, UTS  
[ann-sofi.gaverstedt@urbs.systems](mailto:ann-sofi.gaverstedt@urbs.systems)  
<https://urbantechsweden.com>
3. **sWASH&grow – Scaling off-grid wash solutions** - Sten Stenbeck, RISE  
[sten.stenbeck@ri.se](mailto:sten.stenbeck@ri.se)  
<https://www.ri.se/sv>
4. **UTS assignments for sWASH&grow – Business-model and financing** – Jan Furuvald, Kapitalguiden  
[jan.furuvald@kapitalguiden.se](mailto:jan.furuvald@kapitalguiden.se)  
<http://globalcapitalguide.com>
5. **Eco-tourism at Manta** – A pilot project for a Swedish-owned resort – Victoria Vazhinskaya, Novoheat  
[victoria.vazhinskaya@novoheat.com](mailto:victoria.vazhinskaya@novoheat.com)  
[marten@bjork-sweden.se](mailto:marten@bjork-sweden.se)

### Matchmaking – Innovations for Eco-tourism at Manta

6. **Drupps** – Water production from the atmosphere  
[jonas.wamstad@drupps.com](mailto:jonas.wamstad@drupps.com)  
<https://drupps.com>
7. **Stella Futura** – Affordable Green Energy  
Christoph Heyerhoff  
[christoph@stellafutura.com](mailto:christoph@stellafutura.com)  
<https://stellafutura.com>
8. **Naturpooler** – Pools with biological treatment  
Bo Andersson  
[info@naturpooler.se](mailto:info@naturpooler.se)  
<https://www.naturpooler.se>
9. **Swatab** – Cleaning and washing without detergent  
Per Hansson  
[per@swatab.com](mailto:per@swatab.com)  
<https://swatab.com>
10. **Wostman** – Low-flushing toilets that saves up to 95% water  
Pierre Friberg  
[pierre@wostman.se](mailto:pierre@wostman.se)  
<https://www.wostman.se>

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**11. Deep Energy Retrofit in New York** – Looking for Grid and Building related solutions – Michael Izzo, Head of Carbon Strategy, Hines

[michael.izzo@hines.com](mailto:michael.izzo@hines.com)

<https://www.hines.com>

**Matchmaking** – Innovations for Deep Energy Retrofit in New York

**12. Soltech** – Integrated aesthetic solar cell-solutions for roofs and façades

[anna.svensson@soltechenergy.com](mailto:anna.svensson@soltechenergy.com)

<https://soltechenergy.com>

**13. Ecoclimate** – Circular thermal energy systems and smart property automation – Marcus Sandlund

[marcus.sandlund@ecoclimate.se](mailto:marcus.sandlund@ecoclimate.se)

<https://ecoclimate.se>

**14. SaltX** – Clean and sustainable energy storage in nanocoated salts – Yaou Wu

[yaou.wu@saltxtechnology.com](mailto:yaou.wu@saltxtechnology.com)

<https://saltxtechnology.com>

**15. 3eflow** – A new way of using water – Erik Abbing

Film on how 3eflow works: <https://youtu.be/UMX8wIPUE-E>

[erik.abbing@3eflow.com](mailto:erik.abbing@3eflow.com)

<https://3eflow.com>

**16. SweGreen** – Integrating urban farming with buildings energy and ventilation systems – Sepehr Mousavi

[sepehr.mousavi@swegreen.se](mailto:sepehr.mousavi@swegreen.se)

<https://www.swegreen.com>

**17. A new tool for a Business-model and financing** – Niklas Schmidt, RISE

[niklas.schmidt@ri.se](mailto:niklas.schmidt@ri.se)

<https://www.ri.se/sv>

**18. Lessons from the day** – Ann-Sofi Gaverstedt, UTS

## Results/Outputs of this delivery

### Results for Pemba Island, Zanzibar

Victoria Vazhinskaya, Novoheat:

- The event directly contributed to the selection of technologies that were foreseen in the feasibility study for the resort on Pemba Island, Zanzibar. As a result of reviewing 3 technologies - presented at the event, we were able to ensure that the resort could become fully chemically neutral and use renewable energy for power supply.

### Conclusions and impact Pemba Island, Zanzibar

Victoria Vazhinskaya, Novoheat:

- The Matchmaking event increased interest to Ecobarge concept. It also helped to attract technology providers to collaborate with Ecobarge in order to scale-up internationally.

### Results for Deep Energy Retrofit in New York

Michael Izzo at Hines:

- No direct impact to the NY Project. We met separately with SweGreen and 3eFlow for further discussion. I introduced 3eFlow to my European counterparts and they were quite interested in the technology for one of their London mixed use assets however did not have certification to be installed in that jurisdiction. SweGreen business model does not work for us as a real estate developer as we would not take the risk on guaranteeing sales to the market, it is more suited for a grocer to take on that risk. I did contact Soltech however it did not seem they were willing to expand passed their current marketplace in the Nordics (from what I recall). Saltx is interesting however I don't remember getting a final meeting with them, which I will do in the near term.

### Conclusions and impact for Deep Energy Retrofit in New York

Michael Izzo at Hines:

- Being exposed to the various technologies throughout the world is helpful as I pass it along to the innovation and Hines global ecosystem to further test and scale these new products and ideas.

## Appendices

All presentations were recorded and the project owners told possible inventors more about what was needed for their projects.

### [Take me directly to the recording](#)

#### **Call to action**

Innovators that could contribute to the projects were also urged to register details about their company and innovation.

For Pemba: <https://forms.gle/P58StsKHjaLDH42Y9>

For New York: <https://forms.gle/2Hbt9c4jao9mviqF9>

Info on link:

#### **Urban Tech Sweden - Off grid concept development on Pemba Island, Zanzibar**

Eco-tourism at Manta resort and Sustainable solutions for Communities on Pemba, an island north of Zanzibar, Tanzania. The company Ecobarge Sweden AB, with the support of Novoheat AB, Smart City Sweden and Urban Tech Sweden members, has started the development of a service concept for delivering clean water, off-grid electricity, cooling, smart mobility and a waste management facility. Learn more about the project at <https://urbantechsweden.com/pemba-island/>

Make sure to register if you are interested in participating with possible innovative solutions.