

Textile and Fashion Sector Group









Dear Reader!

Here we are with a new exciting edition of our Sector Group Textile and Fashion' Newsletter. This is a particular edition for different reasons.

I can start saying that in the latest months we worked on many activities and we collected huge results, one of that is that we won a prize in the framework of the Enterprise Europe Network! I'm very happy and proud to inform you that, in October 2019, the Textile and Fashion Sector Group won the prize as Best Practice among 17 Sector Groups within the EEN activities! The meeting of the Enterprise Europe Network hosts annually the Awards Ceremony dedicated to the best practices of the year carried out among all members



of the network (over 600 contact points worldwide). For the Sector Groups session, our Textile and Fashion group was on the list among the 3 finalists and we have been awarded as Best Practice 2019. The award was given to us directly by the EEN network, the EASME (*European Agency for Small and Medium Enterprises*) within the European Commission. Our *best practice* is related to our milestone event **Fashion Match** addressed as *the next generation of brokerage event*. It consists in having created the Fashion Match format within the Sector Group Textile which includes 2 events (b2b) entered twice a year at two different events *Modefabriek Fair* Amsterdam, in January, and *Turin Fashion Week*, in June.



The format was very appreciated by the EASME and by the EU Commission because it creates greater visibility, a structured communication for both activities, greater synergy between the members and the bodies involved in two affiliated activities and above all it boosts loyalty on the part of the companies. So I take this opportunity to thank all the members of the group and you, companies, as you keep going staying with our activities!

We had also an interesting sector group meeting in Barcelona in October 28th and 29th 2019. The topic of the meeting was the *Digitalization in the Textile Industry*. Several stakeholders participated during the meeting, such as the Technology center <u>EURECAT</u>, the Fashion cluster <u>MODACC</u> and the DG Internal Market, Industry, Entrepreneurship and SMEs.

The group had the chance to visit Epson company and to get information related to the Division of printing digital textile to know more about sustainable digital printing solutions in textile specially adapted to SMEs. Additionally, 3 Catalan start-up's offered a pitch to the SG, aiming to find international partners through EEN;Go PopUp, BCOME and Catchoom Technologies. Finally, a customized tour was organized in the fair IOT Solutions World Congress to learn more about emerging Technologies in the Textile Industry and Retail. The event is dedicated to joining IOT providers with industries.



As we are in the very end of the year, we are planning so many interesting activities for the beginning of 2020 so I invite you to have a look on our new brokerage events organized within EEN. Indeed In this Newsletter you will find many interesting **new open calls** for proposal addressed to the textile industry and manufacturing companies (such as *ELIIT* and *Circular Fashion*) and a new specific European campaign *Open Your Mind* on textile industry (textile, leather, clothing and footwear) addressed to young people who wish to start a new career in one of that issues. In conclusion, as always, please take a look on profiles and business partner searches helping you and your business go further and being more competitive around the world! I wish you all a Merry Christmas and a Happy New Year!

Regards form the Chair.

Federica Leonetti

International Programs

ELIIT

The initiative European Light Industries Innovation and Technology (ELIIT) is a project funded by the COSME Programme of the European Union for the competitiveness of Enterprises and Small and Medium-Sized Enterprises (SMEs). The aim is to support European cooperation to promote the use of technology-ready solutions to improve productivity, value chain integration, resource efficiency and to create new high added-value products and services in the textile, clothing, leather and footwear (TCLF) industries.

ELIIT will support TCLF SMEs in implementing the excellent research results achieved in manytechnological areas by providers and owners of novel and innovative technologies throughout the launch of different call for proposals. Through different calls for proposals, ELIIT will select 25 partnerships between TCLF SMEs and providers and owners of novel and innovative technologies, which will benefit from:

- -Financial support of 70.000 EUR to develop products or prototypes with high-added value and profitability -A tailor-made coaching and advice programme on technical and/or soft skills to elevate the relevance of projects and increase their capabilities.
- -Facilitating market-positioning and professional links between members of partnerships and other key players by organising networking activities and attendance at relevant workshops, conferences and exhibitions.
- -SME tailored support to strengthen intellectual property rights protection. https://ec.europa.eu/eliit

CALL FOR COS CIRCFASH-2019-3-02 "ACCELERATE AND SCALE UP INNOVATION APPLICATIONS FOR A SUSTAINABLE AND CIRCULAR FASHION INDUSTRY" COSME WORK PROGRAMME 2019 GRO/SME/19/C/08 FINANCIAL SUPPORT TO SME'S

The call for proposals COS-CIRCFASH-2019-3-02 " Accelerate and scale up innovation applications for a sustainable and circular fashion industry" COSME Work Programme 2019 GRO/SME/19/C/08 is on line with a Deadline for submission on **30/01/2020**. The call budget is 3.5 M€ to support 4 transnational networks in 3 years. The News is that these 4 networks will provide financial support to SMEs The initiative "Accelerate and scale up innovation applications for a sustainable and circular fashion industry" aims at enhancing the competitiveness and improve the environmental performance of European fashion industry by building capacity and supporting small businesses (SMEs, designers and start-ups) to turn their business model into a more circular one.

The specific aim of the action is:

- -To put in place 4 transnational and cross-sectoral support schemes (Consortia) to build capacity for sustainable growth for small businesses in the fashion sector.
- Each of the 4 Consortia will provide technical and financial support to a minimum of 25 and a maximum 35 of partnerships per project (financial support to third parties-SMEs);
- One of the member of the partnerships formed has to be an SME, a designer or a start-up (SME or microcompany or self-employed professional);
- The financial support will range between EUR 10,000 up to EUR 15,000.

More information:

https://ec.europa.eu/easme/en/section/cosme/cosme-open-calls-proposals https://ec.europa.eu/easme/en/section/cosme/cos-circfash-2019-3-02-innovation-applications-sustainable-and-circular-fashion-industry

TECNIOSPRING INDUSTRY AND CALL FOR PARTNERSEARCH

Enterprise Europe Network partner in Barcelona; ACCIÓ is running a Marie Curie COFUND action-H2020 (called <u>Tecniospring Industry</u>) through which it provides 2 years grants to Catalan companies and RD organisations (universities, Technology Centres) to pay the salary of an experienced researcher to manage A RD project. The fellowship covers 58.500€ total company costs per year and around 20.00E for travel and training expenses (total grant 120.000E aprox). Therefore, ACCIÓ has several companies needing to connect with experienced researchers (fellows) *from any nationality* to apply for the programme:

- 1. The selected fellows will live in Barcelona area during 2 years to develop and RD project.
- 2. The experienced researchers can be from any nationality and need to have a PhD + 2 years of RD experience or university studies (giving access to PhD) + 6 years of RD experience.

At this moment, there are two companies in the textile sector looking for candidates to apply for Tecnio Spring. The profiles requested are:

Company Name: Color Center (www.colorcenter.es)

Project description: Micro(nano)encapsulation of essential oils and fragrances using different polymeric shellsLauncher recovery system development http://catalonia.com/.content/documents/2019/Micronanoencapsulation.pdf

Company name: NYLSTAR (<u>www.nylstar.com</u>)

Project description 1: <u>Automation and robotization</u> (more info:

http://catalonia.com/.content/documents/2019/Nylstar-Automatization.pdf)

Project description 2: <u>Textile Yarn manufacturing</u> (more info: http://catalonia.com/.content/documents/2019/Nylstar-Textile.pdf)

For questions mail: Marta Casanova mcasanova@gencat.cat;

BUYERS INVITATION TO PARTICIPATE AT BARCELONA FASHION WEEK 080

The Catalan Fashion Cluster MODACC is looking for buyers interested in having a customised agenda during the Barcelona Fashion Week 080 (3-4th February 2020). The cluster will cover travelling and accommodation costs (1/2 night(s) at a 4 star hotel) for those buyers interested attending the event, including attendance to the catwalks of the Fashion week as well as well as contact with prestigious brands from Barcelona. If you know buyers interested in participating, please get in touch with Marta Casanova mcasanova@gencat.cat

You can check more information at https://www.modacc.cat/en/featured/registrations-open-exhibitors-080-barcelona-showroom-34-02-2020/?edit_off

THE CIRCULAR ECONOMY HOTSPOT CATALONIA

Hotspot- Save the date for the Next year's European event on the circular economy! 16-19 Nov 2020 The Circular Economy Hotspot Catalonia 2020 is next year's European event on the circular economy, with the participation of experts, both from companies and governments, from Europe and all over the world. CEHotspot 2020 will offer meeting points for companies, governments and other stakeholders, world-class lectures and tours showing examples and experiences about circular economy in Catalonia, as well as the potentialities of circularising value chains in the different economic sectors and innovative solutions. HotSpot will take place during the Smart City Expo World Congress 2020. More information at: www.cehotspot.cat. Questions; Marta Casanova <a href="mailto:mailto

EU FASHION MATCH 9.0 @MODEFABRIEK IN AMSTERDAM

AMSTERDAM 1 OF THE MOST IMPORTANT FASHION CITIES RIGHT NOW

Amsterdam is one of the most leading fashion cities now for business and innovation. Over the years, Amsterdam has evolved into an influential fashion hub for business and innovation. The city is home to design houses, big-name as well as independent brands and schools educating the next generation of tastemakers. There is also a thriving denim scene and a commitment to sustainability that's helping Amsterdammers – and the world – enjoy b smart clothes with a smaller environmental footprint. Are you an entrepreneur in the fashion industry? And do you want to be a part of the future? Then you should connect with fashion entrepreneurs in the Netherlands. That is the reason why Enterprise Europe Network helps creating new international connections with the EU Fashion Match.



EU FASHIONMATCH 9.0 @MODEFABRIEK IN AMSTERDAM

Following the footsteps of previously successful events, Enterprise Europe Network (EEN) is delighted to invite you to the 9th EU Fashion Match at Modefabriek on Sunday 26th and Monday 27th of January 2020 at the RAI Amsterdam. During the EU Fashion Match, companies from all over the world, active in fashion, can meet potential business partners. For information and participation:

https://fashionmatch-9thedition.b2match.io/. For questions: Mrs. Fatma Sener fatma.sener@kvk.nl

IF WEDDING 2020

IF WEDDING FASHION is Turkey's well-known wedding dress, suit and evening gowns fair which will gather all relevant professionals such as retailers, wholesalers, chain stores, stores, designers, exporters, and Importers. With great pleasure, we would like to announce that "IF WEDDING FASHION IZMIR 14th Wedding Dresses, Suits, and Evening Gowns Fair" will open its doors between 21st and 24th Jan 2020. This event will bring high-guality exhibitors and key players of the industry together.



The B2B is realized in collaboration with the Enterprise Europe Network (EEN) and supported by the EEN Sector Group Textile and Fashion committed to bring European fashion and textile producers together to enhance opportunities and commercial partnerships. Companies who want to initiate cross-border contacts and co-operations with international partners and find new business partners are welcomed to register to the event. https://if-wedding-fashion-2020.b2match.io/home Through pre-arranged B2B meetings where professional visitors are able to meet exhibitors matching their target product groups, we help visitors and exhibitors create more productive business relations.

The opportunities provided to professionals will enrich the volume of trade for sure. The Hosted Buyer Program is developed by the fair organizers and aims to improve quality and quantity of business at IF Wedding Fashion Izmir. Sector professionals who can make purchasing decision can easily participate in the Hosted Buyer Program in order to make the most out of their time in the organization. For more details about the program please get in touch with Mrs. Tutku OZEN (tutku.ozen@ebiltem.ege.edu.tr)

TORINO FASHION WEEK – TURIN 27.06 – 3.07 2020 OPEN CALL ANDTORINO FASHION MATCH B2B 28/29.06 – 01.07 2020 SAVE THE DATE!

You are invited to apply for the new edition of the international event <u>Torino Fashion Week 2020</u> that will be organized in Torino from the **27th of June till the 3rd of July 2020**. The Format is promoted worldwide thanks to the collaboration with the <u>Enterprise Europe Network</u> (EEN). Torino Fashion Week is addressed to **innovative brands**, **young fashion designers**, **startups and fashion small and medium enterprises**. Every year international brands from all over the world take part into this huge event that combines:

- -7 days of international catwalks shows
- Talks and workshops with international speakers exhibition area
- International brokerage event among companies buyers and experts of the fashion system, <u>Torino FashionMatch</u>, organized by Unioncamere Piemonte as member of the Enterprise Europe Network and the Sector Group Textile and Fashion.

In 2019 the **format FashionMatch** obtained the Special Award **Best Practice** from the European Commission, from the Easme Agency (Executive Agency for small and medium enterprises) and from the EEN as best event of the year. The Sector Group Best Practice Prize recognizes the most efficient, innovative and transferable initiatives implemented by Sector Groups in the previous year.

The wide and so huge appeal that the event achieved in 4 years consolidated the strength of the format and the development of an increasing interest from all over the world! This is the new generation of fashion show dedicated to emergent to the small and medium enterprises, to all the new brands who wish to be noted, who are sustainable oriented and who give more attention to the real quality and contents rather than to ornaments. The objective is to give voice to all the talented designers and companies from all over the world collecting them into a unique place within an amazing week full of inspiring contents and contacts. **2020 Tips:**

- Collaboration with Italian Fashion Store Rinascente
- Collaboration with Fashion Buyer Network (Usa)
- Collaboration with Camera Buyer Italia

More info at: Unioncamere Piemonte f.leonetti@pie.camcom.it

CAMPAIGN OPEN YOUR MIND

The campaign Open Your Mind, promoted by the European Commission, through EASME (Executive Agency for Small and Medium-sized Enterprises) and DG GROW (Directorate General for Internal Market Industry, Entrepreneurship and SMEs), wants to attract young people to study and work in the TCLF enterprises in Europe. The international campaign will be focusing **on young people** in six European countries, with an aim to attract new generations towards the career possibilities offered by the TCLF sector (textile, clothing, leather and footwear). The campaign developed within the project *Blueprint for sectoral cooperation on skills aims to show opportunities in the TCLF sectors* and presents them as real options for those looking to build a career within the European industries. The ultimate goal is to put these sectors on people's radar, mainly youngsters, and ensure they will look for jobs without prejudice considering the opportunities available within the TCLF industries.

The textile, clothing, leather and footwear industries are sectors with great tradition and weight inside Europe, but face difficulties in attracting young people and new workers, as they seem not to have strong appeal to people on age ranges from 14 to 30 years. To change the perception of youngsters about the TCLF sectors is important to capture new talents and to ensure the companies are able to reinforce and renew their workforce. This is particularly important to capture new skills and consolidate existing ones within the companies.

Several activities are planned as part of the campaign, such as *visits, meet-ups and Open Days* to be organized in schools, training centers, companies and associations within the respective sectors. During such activities, experts will share experiences about career opportunities. The press conferences have been launched in the 6 states involved in the campaign. For Italy the SG Chair took part as speaker in the press conference organized in Rome in November 2019. She also presented the campaign during an interview available only in Italian on a video-chat program within the RAI channel, the Italian national TV (https://www.rai.it/dl/RaiTV/programmi/media/ContentItem-7bda4812-e020-4282-a253-07d1095281ba-tg1.html). More info at: https://openyourmind-tclf.eu/

FIND INTERNATIONAL PARTNERS IN THE FASHION

BOES20190905001

Spanish company offers manufacturing agreements to produce organic certified cotton fabrics for independent designers and brands through a cooperative platform which sums up tissue production needs. There is no minimum order requirement. The company is also offering manufacturing agreements of knitted and woven clothes for other brands with pure organic certified cotton. Finally, the company is looking for distribution or commercial agreements for products manufactured under its own brand.

BOIT20191002001

An Italian manufacturing start-up, working in the underwear sector, is specialized in the production of men's socks equipped with magnetic labels that hold the pairs of socks together when they need to be washed. The advantage of this product lies in its simplicity and reliability: no external system to the sock, but the sock itself becomes a unit. The company is looking for distributors (underwear stores, retailers and wholesalers) in Germany, France and UK.

BOLT20190918001

The Lithuanian company is involved in textile treatment and provides softening, dyeing and other finishing for ready-made garments and fabrics. The company is seeking business partners to work under the subcontracting agreement.

BOLT20190321002

Apparel manufacturing company from Lithuania offers full service of manufacture (sample development, cutting, sewing, embroidery, heat printing and sublimation). The company would like to work under manufacturing agreement and is looking for clients in Belgium, Netherlands, Germany and Sweden.

BOTR20191106002

A Turkish clothing, garment and apparel manufacturing company produces customized products clothing and apparel. The company combines classic and modern style with its elegant knitwear designs. The company would like to sign distribution services, commercial agency and manufacturing agreements to sell its products to wider markets.

BOBE20190425001

The Belgian company is an import and export company specialized in fashion accessories (bags, scarfs, hats, gloves, wallets) with a collection of 1000 different styles every season. With a manufacturing office in China for sourcing and production, the company is distributing to major fashion brands, distributors and department stores. The company is looking for commercial agency agreement, distribution agreement or manufacturing agreement in France and North and Eastern Europe.

BONL20181217001

The Dutch company is a successful wholesaler of fashion fabrics and is specialized in fabrics for children and women. Twice a year they have a collection of 250 new items. They are looking for distributors or agents in Denmark, Finland, Norway and Sweden who are willing to sell the fabrics to existing and new customers.

TRUK20181122002

Seeking partners with expertise in high-tech textiles and novel polymers to develop ecological garments The UK company is a textile design business operating in the high end fashion market and specializing in organic and recyclable fabrics for outerwear and clothing accessories. They are looking for partners with expertise in sustainable and novel high-tech textiles to help them develop innovative eco-friendly fashion products. A technical cooperation agreement is sought.

TOIT20180709001

An Italian R&D company specialised in new materials development, bio design, new technologies (bio printer and bio ink) is finalising the development of a new type of bio leather, a nano cellulose material obtained by bacterial fermentation, that has properties, such as resistance, conductivity and capacitivity. The company is seeking technology cooperation agreements, willing to offer its technology to potential partners in order to vehicle the product to the market.

TOPT20190205001

The Portuguese company which designs swimwear from recycled fabrics is looking for a tecnical or research cooperation agreement for its Micro Catch Project. In the past two years, a Portuguese company has started two social responsible companies in Portugal with a focus on highlighting plastic pollution in Portuguese oceans while implementing Circular Economy practices. They are creating sustainable swimwear made from recycled fabrics (originated from fishing-nets and recycled plastic bottles) - contributing to a more sustainable future. The company wants to establish a technical cooperation agreement and/ or a research cooperation agreement.

BOHR20180906001

Croatian high-street fashion company is looking for distribution services and manufacturing agreements. The company is based in Croatia and is designing and producing their own high-street fashion clothes for women such as: dresses, skirts, t-shirts, shirts, blouses etc. The company is seeking business partners to distribute their products on the international market and to produce clothes for their partners under manufacturing agreement. Ideal partners are expected to provide distribution services across the EU market.

BOPT20180530001

This Portuguese based company is a designer and manufacturer of handmade cork rugs for hotels and residential projects. It offers a comprehensive range of colors and patterns and adds a bespoke uniqueness to create inviting spaces filled with individuality and differentiation. It is now looking to expand its sales by increasing its distribution network in Europe under distribution services agreement and commercial agency agreement.

Portuguese designer and manufacturer of swimwear and beach towels and pareos with the nanotechnology REPEL MOSQUITO ® is looking for commercial agents and distributors to expand its brand internationally. For further information please contact: ceu.filipe@aeportugal.pt

Our past events

LITHUANIAN COMPANIES IN INTERNATIONAL B2B EVENTS

After joining the Enterprise Europe Network Textile and Fashion sector group in 2018, Kaunas Chamber of Commerce, Industry and Crafts in Lithuania got actively involved in SGT events and activities and organized a number of textile sector related company missions during 2019.

The organization started from the Baltic Fashion and textile B2B event in Riga, Latvia. 10 companies participated in the international B2B event and met the potential collaboration partners from Latvia, Estonia and Sweden. The event was interesting, mutually beneficial and successful, because the companies signed4 partnership agreements after the event. The businessmen were glad that such events are organized in their neighbor country and that the event attracted sector related companies from other countries too. With the help of EEN partner Ceu Filipe from Porto, Portugal, who is also an active member of Textile and Fashion sector group, a company mission to Portugal was organized in June 2019. The companies not only participated in the B2B event, that was organized according to Lithuanian company's requests, but also visited the local regional company "Fibrenamics" - an international platform that belongs to University of Minho that is working across sectors – with an emphasis on architecture, construction, sport, medicine, protection, transport and home textiles – covering all the extraordinary world of fibers (https://www.web.fibrenamics.com/). The companies also had a chance to visit company "Lisama" – denim jeans factory (https://lisama.pt/). The mission members enjoyed the possibility to see all the production processes, talk to the responsible persons and discuss on the current issues in textile sector.

Inspired by the successful Lithuanian company mission to Portugal, a Portuguese incoming mission was organized to Lithuania in October 2019. A multisectoral company mission with the famous Portuguese shirt producer between them visited famous Lithuanian producers and distributors. Each of them had 8 personal company visits arranged with a possibility to see the company/ factory, production processes and to negotiate about the potential cooperation possibilities. Some connections with the companies that came to Lithuania were established 6 month ago during the B2B in Porto that was arranged near the international conference

iTechStyle Summit 19.

Finally, the representatives of the Textile and Fashion sector group, Ingrida Braziūnienė, Lithuania, and Helle Bagger Nielsen, Denmark, agreed to organize a Lithuanian textile company mission to Copenhagen and to join the Swedish Malmo region to arrange trilateral B2B event. The Nordic region companies were looking for production partners, while the Lithuanian producers were looking for new clients and new orders to produce. 2 Lithuanian companies participated in 16 B2B meetings with Danish and Swedish companies. The Lithuanian companies, specialized in sewing, pleating, corrugation and digital printing services already signed 2 contracts with a Danish designer. The Lithuanian companies were very satisfied with the overall organization of EEN partners.



The textile industry in Lithuania

Textile sector in Lithuania is one of the oldest ones. With more than 1000 companies on the market, the key production services are: wearing apparel, textile, home textile, knitwear, yarns, linen, CM/CMT services. The Lithuanian producers can offer all possible production cycles like trend research and analysis, sketch designs, constructions, pattern making, pattern grading, sampling, material sourcing, quality control, storage, CMT, RMG, private label, printing, pleating, corsage making, laundeing, corrugation, labeling, embroidery, laser cut and various types of delivery. Lithuanian producers cooperate alot with R&D institutions in Lithuania: Lithuanian institute of textiles, Kaunas university of technology, Vilnius university, Lithuanian university of sports, etc. Other countries choose Lithuanian producers, because they are client orientated, able to produce in small batches, can offer short production and delivery times. Lithuanians have business experience in Western Europe and other countries, their attractive designs meet the European standards, they are rated high for technological and linguistic competence and work culture. New companies and business models are filling the sector and supplementing a traditional sewing and weaving industry with modern and high added value services. Lithuania now is becoming a recognized intelligent supply management and global logistic operator for the North Europe and CIS markets. Many foreign companies have already discovered the benefits of cooperation with Lithuanian producers. Source: Enterprise Lithuania.

For questions: Ingrida Braziūnienė ingrida.braziuniene@chamber.lt

Consumer behavior and psychology in the fashion world

In combination with a company mission from Polish companies, Enterprise Europe Network Netherlands organized with KVK and the Dutch fashion fair Modefabriek a panel, to start a discussion with entrepreneurs, on 8th July 2019.

In recent years the trend within the fashion retail world is that the power has shifted more and more to the consumer. The noticeable effect and result is that the customer journey of fashion consumers becomes more complicated. Customers are getting more and more choice, from which they can choose. More than ever, the consumer decides where, when and how to make a purchase. As a result of changing consumer behavior, different rules apply to fashion entrepreneurs. In order to give the SME's inside information the Netherlands KVK organizes with the support and collaboration of Enterprise Europe Network and Modefabriek a panel discussion, in which the new rules are inventoried and discussed. During this panel discussion, the following questions were central:

- What does the new playing field of an entrepreneur in fashion look like?
- What can he do to survive in the current market?
- What should the entrepreneur focus on?
- How do you seduce the consumer to buy you?
- -How do you make them enthusiastic, for example?
- What resources does the entrepreneur need? And how does he ensure that he has these resources?
- In the field you can see that digital marketing is very important, but also visibility in the offline field.
- What conscious choices can you make, with a concrete impact of growth?
- Is it wise to do business in fashion? What does this playing field need?

Curious for this panel? Check the next video: https://youtu.be/Eo-2Q1Fd684

For questions:Mrs. Fatma Sener fatma.sener@kvk.nl















More info:
ENTERPRISE EUROPENETWORK
http://een.ec.europa.eu

Sector group: Textile & Fashion: http://een.ec.europa.eu/about/sector-groups/textiles

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