

Dear Members,

The first quarter of 2013 saw an intensive time on all levels. We have initiated and participated in countless activities, all meant to promote IATI and IATI's members' goals. A list of this quarter most important events will follow.

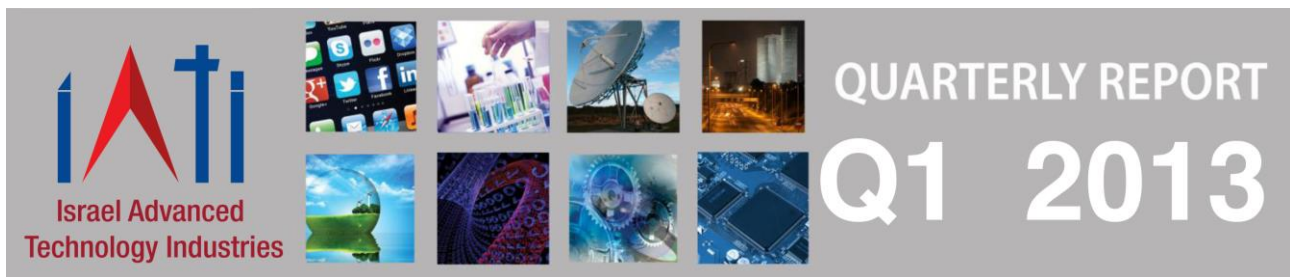
On the national level, we have seen elections with dramatic results that have concluded in announcing the new government. We wish the new Knesset and government members good luck, and we will now do most efforts to keep the successful co-work with the existing position holders and make new and fruitful connections with the new ones, on the relevant governmental ministries and offices. We will continue giving a special emphasis on strengthening the Israeli high tech and life science sectors, as well as positioning IATI as “the voice” of the industry. This goes especially for the relevant ministers' offices such as the Prime Minister office, Economy, Treasury, Foreign Affairs, Science, Communication, Health and Education.

IATI will continue to aspire to fulfill its defined goals, mainly to: Promote the participation of Israeli institutional investors in financing the high tech and life science sectors; Ensure and increase the Chief Scientist budget; Support the employment of Haredim and Arabs in the high-tech and life science industry; Encourage Opening at least one R&D center of a leading pharmaceutical or medical device global company in Israel this year; promote and ensure the quality of technology education at all levels; and enhance Industry- Academia collaboration.

As a part of our on-going activity, we hosted in the last month a couple of foreign delegations of high ranks position holders. One example of such visit was a delegation of Auckland University of Technology, New Zealand, has visited Israel, hosted by IATI and escorted by The Ministry of Foreign Affairs. The visitors met with Karin Mayer Rubinstein and learned about The Israeli echo-system and technological innovation as a case-study for development in their land.

In terms of new members joining IATI, this quarter did great - as no less than 38 NEW entities have joined IATI as members in this last year. 20 of them are high tech companies and 18 are life science companies. This brings us to the impressive number of around 400 IATI members – from all sectors of the ecosystem: R&D centers of multinational companies, VC funds, large and small startup companies, service providers, tech transfer companies, private investors, incubators, accelerators and more).

Among the new members one can find: Capital Nature, Carl Zeiss SMS, DuPont, Accelmed, Elron, Glilot Capital, Luzzatto Group, HP Software, Landmark Ventures, Life Technologies, MCS Medical, Ehrlich & Fenster, Protalix, Rothschild Israel, and WalkMe.



Our Forums and Committees

IATI's Committees and Forums have worked intensively during the first quarter of 2013 and had no less than 22 meetings in all. Most of these meetings are scheduled for the whole year in advance.

The work done in the various Committees and Forums is highly meaningful and attracts more and more IATI members each time, given the echo they produce and the fruit they bare. We gladly encourage IATI members to join relevant committees and help influence the continuous work of promoting Israeli high-tech and life science sectors. For details about joining a relevant forum or committee please contact Noa: noa@iati.co.il .

The Forums and Committees that met and made progress with the issues at hand are:

VC Committee headed by Avi Zeevi ; Life Science Committee headed by Benny Zeevi; Government Relations Committee headed by Yoav Chelouche; MNC Forum, headed by Yoram Yaacovi and Miki Steiner; MNC HR Forum, MNC Steering Team, MNC Government Work Group (Newly reinstated), MNC Communications Work Group, MNC Collaborations – MNC Weekathon Team (New Team), Cyber Committee headed by Ben Enosh (New Committee), Negev & Galil Committee (New Committee, Accelerators Committee headed by Hanan Lavy, Law Firm Committee headed by Amir Halevy, CFO Forum, IP Transfer Work Group headed by Ehud Hausman .

You can get updated about the committee's meeting schedules [here](#).

Our Conferences

The preparations for the IATI-Biomed 2013 are with full engines on. The new and innovative format of using "crowd sourcing" for selecting the Conference speakers has attracted many applications and we are looking forward the voting that will determine who will present in the Conference.

The coming IATI BioMed Conference 2013 had also gained lots of media attention.

The new and innovative format of the conference allows participants to choose the speakers themselves. This format has attracted lots of media coverage; some of it is linked below:

<http://www.globes.co.il/serveen/globes/docview.asp?did=1000819427&fid=1725>

<http://www.globes.co.il/news/article.aspx?did=1000819117&fid=594> (Hebrew)

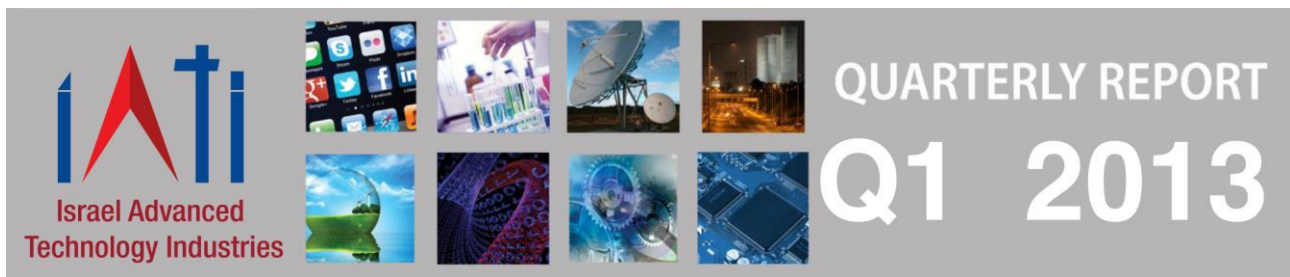
<http://www.hayadan.org.il/iati-biomed-new-format-060212/>

The 2nd IATI annual Conference for Multi Nationals R&D Centers took place on April 11th, in cooperation with the Ministry of Foreign Affairs and the Ministry of Economy. The event was sponsored by Herzog, Fox & Neeman Law Firm, Mintz Levin, and Leumi.

The event's main panel discussed- The Future of Technological Education in Israel. Later in the day, leading R&D Centers of Multi-National Companies presented the innovative products created and developed in the R&D centers in Israel. The MNCs presented are (in order of the day's schedule):

Google, Sears, EMC, SAP, Citi, Freescale, IBM, Microsoft, Yahoo, Cadence, Alcatel-Lucent, Marvell, Oracle, and General Motors. The event was opened for Invitation holders only.

For additional details about the Annual IATI MNCs Conference click [here](#) .



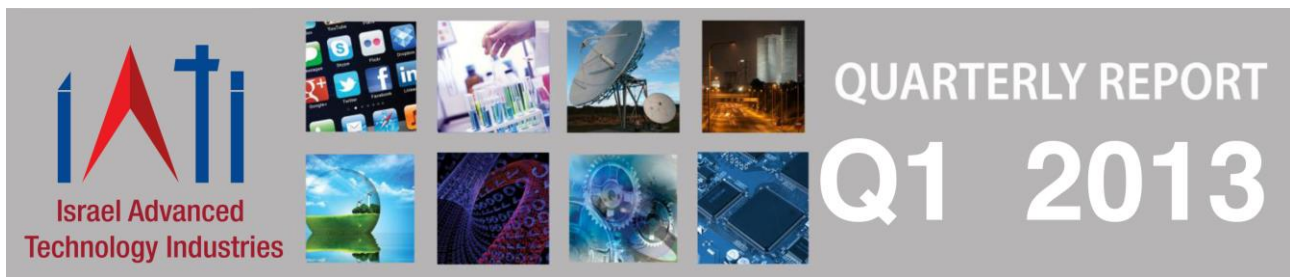
Our Events and Meetings

31 events took place in Q1 2013. 14 of them were intended for Life Science Industry, 5 for High Tech Industry and 12 events for both Industries. In most of the events IATI members had a free entrance or discounted registration and a registration priority. Many of the events were initiated together with other entities – here follows a list of IATI initiated events:

1. "[Employees' compensation for service inventions](#)" Seminar was arranged with Yigal Arnon & Co. at Tel Aviv Stock Exchange, and attracted about 75 participants. A Calcalist interview with Barry L from Yigal Arnon & Co. office is linked here (Hebrew).
2. "Presentation: R&D Co-operations With Europe", arranged with ISERD at Bet Ha-Tahasiya, had 20 Participants. The event's presentation is to be found here.
3. "[Young Start Up's Meeting](#)" was arranged with Deloitte and Shibolet at the Crown Plaza hotel in Tel Aviv, with about 90 Participants.
4. "[Board Consideration in Exits scenario](#)" Arranged with PWC at PWC Office, 25 Participants (Life science and High Tech Venture Capital Funds). Great presentations of PWC, Meitar Law firm and Giora Yaron can be found on [our website](#).
5. "[From Technological R&D To Business Development](#)" meeting, arranged with KPMG and FWMK Law Firm at the Crown Plaza hotel, attracted about 60 Participants
6. "[Broadcom Snr VP's Shlomo Markel 1-on-1 meeting with Startups](#) (speed dating)", arranged with Broadcom at IATI's office, hosted 6 High Tech and Life Science companies in personal talks.
7. [Breakfast Club for the Haredim community](#), arranged with Bank Leumi and Hi- Tech Haredim Forum at HaKfar Hayarok, saw 30 participants of Haredim-owned companies. Knesset member and former VC investor Erel Margalit has greeted the event's participants (see photo). Other speakers were Karin Mayer Rubinstein, IATI's CEO; Nir Inbar, head of high-tech unit in Leumi's Commercial Division; Adv. Zafrir Neuman, Chief Scientist's Office's legal advisor; and Shay Goren, former Deputy General Manager in McCann Ericsson.
8. [IATI & APM Second Meet-up](#) was arranged with APM Law Firm at Tel Aviv.
9. CFO Forum for Hi Tech & Life Science companies takes place for the 4rd time, with Deloitte and Bank Leumi at Bank Leumi Building. The forum this time held about 55 senior CFOs.
10. [Germany as the Center for European Activity of Israeli Companies](#) Seminar was arranged with Shenhav & Co., AHK, Bridghouse Law and Germany trade and invest.

The second quarter of 2013 is going to be just as busy in terms of events:

The IATI-Biomed Israel 2013 Conference (details above);
The IATI - MNCs Annual Conference;



A Meeting of a MasterCard senior executive with startup companies;

NYC Life Science event in Tel Aviv;

Speed dating for startups with Mony Hassid of Qualcomm Ventures;

Yigal Arnon: Start Up Seminar; and many more.

The annual Israeli meeting of translational research on stem cells, cell therapy and regenerative medicine in industry and academia. See [link](#) for details.

We will keep Leveraging members for IATI activities and events, in order to give IATI members the best added value.

You can see all of IATI events (both Hi Tech and Life Science) [here](#).

To join our mailing list and receive real time announcements about IATI events, please [click here](#).

Our Media and New Media Presence

Ruti Alon, general partner at Pitango Venture Capital and a former IATI co-chairman, talked with Bloomberg's Mark Crumpton about investing in Israel's life science startups. They spoke on Bloomberg Television's "Bottom Line." Click here to watch the interview.

We managed to bring forth our opinions and beliefs on the financial media. Karin Mayer Rubinstein, IATI's CEO, had an article published in TheMarker, in which she advises how Israel can keep its high global innovation rank:

<http://technation.themarker.com/1.1928132>

Yoav Chelouche, IATI's Co-Chairman, has commented on the hot issue of tax benefits given in Israel to global players:

<http://www.themarker.com/opinion/1.1933032>

Yoav was interviewed on Channel 2 on high tech workers working from home:

<http://www.mako.co.il/news-channel2/Economy-Newcast/Article-39586693ee04d31004.htm>

Karin is also one of the high tech industry women who were selected to share their vision regarding women in high tech, on the Women's Week Project of Izhar Shay's Start-Up Stadium column in Globes. For the full vision click here:

http://www.startupstadium.com/women_entrepreneurs/

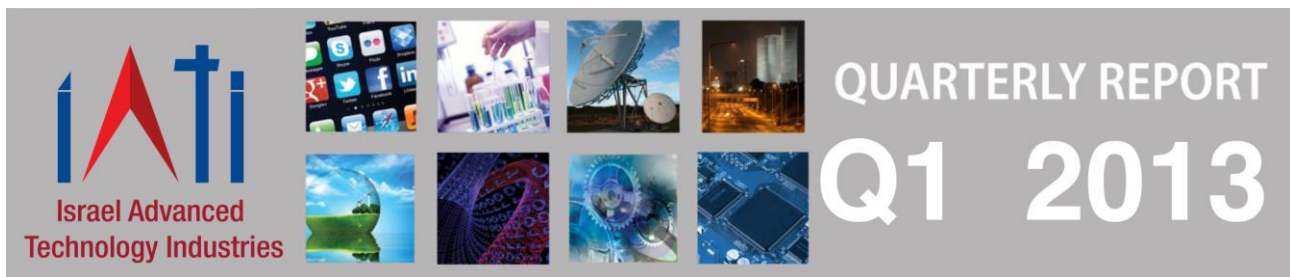
<http://www.facebook.com/photo.php?fbid=340497446052272&set=a.166009750167710.25471.158879937547358&type=1>

Izhar Shay, an IATI board member, was also reporting some Israeli impressions from Israel Dealmakers Summit in New York. Karin Mayer Rubinstein, IATI's CEO, is on the Israeli delegation and took part in round table sessions on innovation and strategic partnerships. See:

http://www.globes.co.il/news/article.aspx?did=1000827731#fromelement=hp_deot

GE's chairman & CEO Jeffrey Immelt was also interviewed at the Conference on The Strategic Importance of Global Innovation with Dan Senor, Co-Author "Startup Nation":

<https://www.youtube.com/watch?v=GH08Jkf6MkY&list=PLAVKpXb-SSni3UVfEPYdcVdvFkP-XtK6E&index=2>



New Media

Our new website was introduced in January, on the same web address as the former one: <http://www.iati.co.il/> . The site holds a vast amount of info: a data base of about 1000 life science companies, VC funds, incubators, service providers of the industry; event's calendar, useful info about accelerators classes, model legal document for your free use and much more.

Public reaction to the new site has been fantastic and is easily seen on our site statistics of number of visitor and duration of visits, which have dramatically increased.

We would like to warmly thank all of the IATI office team for their intensive work on the new IATI website and the daily maintenance on keeping up to date with events, news, presentations and other useful information. Add us to your favorites!

Our social media activity on other channels goes on daily.

We invite you of course to press "like" on our [Facebook page](#) ; to follow our new [Twitter account](#) ; and to join our [LinkedIn group](#).

We also would like to mention the opportunity to inform us of any news update that your organization might have and you think is worth mentioning on our news section and social media pages. To do this, just forward us (orit@iati.co.il) the news, or a link to a media story where you company is mentioned, and we will do our best to promote it further on the net.

As we would be happy to see some more members' contribution when it comes to content, we also encourage you to not hesitate & send us your original articles or presentations on subject that might be of interest to other IATI members. We are looking for educational, non-commercial content only. For some great past examples please follow [this link](#).

Together with the new web site a "IATI Member" badge was introduced, that can be assimilated onto your company website as well as printed out on your publications etc. (this image is free to copy, distribute and transmit for IATI members only).

Please feel free to assimilate this badge onto you organization website, with a link leading to our site - www.iati.co.il . You can download it on [this address](#).