Dear Members,

As 2013 has ended, we would like to share with you the greatest moments of the past busy year and its last quarter. This time, we wanted to keep it short and let the facts & numbers speak for themselves. We gathered the past year's data and wrapped it all up in a fast-read manner. We hope that you, like us, will enjoy remembering the great moments of 2013 – there's much more to come

Firstly, here is a **quick and catchy presentation summing up our Q4 & 2013 activity**, showing what made IATI's year so successful. Among other factors: With 160 newly joined, the IATI is proud to have over 450 total members representing the entire eco-system! (Names are visible in the presentation).

We want to warmly congratulate IATI members that had experienced major changes in 2013: exit, IPO, or new rounds of fund raising. You made us, along with the whole local Industry, prouder of the Israeli ability to innovate and initiate projects with a global appeal.

IATI's local and global connections have grown immensely in 2013, as our contacts include all the levels of the eco-system. Our network of contacts includes governments, VC funds, MNCs, start-ups, accelerators, tech transfer companies, academia, and service providers. This helps us to serve as a main junction for networking, creating business opportunities, lobbying and promoting relevant initiatives of innovation and investments. We also keep in close contact with Israeli ambassadors and commercial attachés abroad, as well as with foreign ambassadors and attachés in Israel, as to keep global doors open for IATI members.

Annual Conferences

2013 was a great year for large scaled IATI events that left their mark on the Industry while leaving us with an appetite for next year's gatherings.

1. IATI Biomed Israel 2013 Conference took place on June 10-12.
   The Conference program is linked here. For the pre-conference media coverage click here.
   For all media reports from the Conference events click here.

2. IATI 2nd Muti-national R&D Centers Annual Conference took place in April. For all companies presentations from IATI's 2nd MNCs Conference 2013 Conference click here. Links to all **media coverage** and the Conference **photo album** can be found here.

3. At the end of June we had the 1st IATI MNC Weekathon.

1st IATI MNC Weekathon Demo Day was filmed and can be viewed here: [Part 1](), [Part 2](). The featured presentations are [available on our website]().
The 2nd IATI MNC Weekathon will take place on February 20, 2014. More details [here]().

4. [IATI & MasterCard Israel Technology Award]() - was held this year for [the second time](), encouraging start-ups in the field of financial technology products or applications related to electronic payments to get the exposure they deserve. This year's contest was organized in co-operation with Citi. The winner, CallVU, was [announced this year]() and won $25,000 , a place in the Citi Accelerator Tel Aviv program, as well as great exposure to the IATI community.

Coming Up: Annual Israel Innovation Conference (MIXiii)

In 2014, for the first time, IATI's annual conferences (High-Tech, Biomed) and OCS conference will join hands and co-happen in one annual event. I[srael Innovation Conference MIXiii]() (pronounced as MIXy) is the first of its kind where Biomed and High-tech join hands in a unique and exciting new international conference format.
The conference takes place at the Tel Aviv Fairgrounds May 20-22, 2014.

We have hosted over 7,000 industry players, engineers and scientists with approximately 1,500 participants from over 45 countries and an excess of 4,500 one-on-one meetings in our previous annual conferences. Like years prior, companies from both sectors will exhibit their products and services in significantly expanded areas allowing for a hands-on experience.

Additional details can be [found here]().

Other events and meetings:

1. Representing the IATI in the [GVCC (Global Venture Capital Congress]()) in Hong Kong, last November, was Co-Chairman Yoav Chelouche and CEO Karin Mayer Rubinstein. The Congress is one of the most prestigious, high-profile international venture conferences in the world, and has gathered high profile representatives of VC funds organizations from dozens of countries around the world. In 2013 the Congress met for the 4th time; two years ago IATI hosted it in Jerusalem.
2. Qualcomm Ventures Life Fund Team's [1-on-1 meetings]() with Life Science Startups , and

[Qualcomm Ventures Team's 1-on-1 meetings](#) with High-Tech Seed Startups
3. [Bank Leumi Breakfast Club](#) for Startups – Bank Leumi & IATI
4. The new [IATI Marketing Managers Forum](#) was launched and has already had its [second meeting](#).
5. [Webinar: FDA decisions for IDE clinical Investigations](#) – with the Food and Drug Administration (FDA) representatives.
6. [CFO Forum for Hi Tech & Life Science companies](#) – this is the 5th gathering which was arranged by IATI, Deloitte and Bank Leumi.
7. [Bridge to Paris](#): Speed-Dating with the Israeli office of the Paris Region Development Agency.
8. Meeting with Software and IT companies from the [Palestinian delegation](#) - IATI initiated - together with the Peres Center for Peace, the Federation of Israeli Chambers of Commerce, and Mercy Corps.
9. [Mastercard speed dating](#) - MasterCard's Chief Innovation Officer, Mr. Garry Lyons, met up with 14 Israeli startups of electronic payment.
10. [IATI & Rothchild luncheon](#) for cleantech companies & investors - an invitees-only meeting & luncheon gathered to discuss equity issuance and specifically IPOs.
11. Meeting YAHOO! Senior Executives at a [Special Networking Event](#) for Startups. The meeting was covered intensively by the media – links could be [found here](#).
12. [Broadcom Snr VP's Shlomo Markel 1-on-1meeting with Startups](#) (speed dating),
13. [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.
14. [IATI & APM Second Meet-up](#) was organized with APM Law Firm at Tel Aviv.
15. [CFO Forum for Hi Tech & Life Science companies](#) with Deloitte and Bank Leumi.
16. [NYC Life Science event in Tel Aviv](#)
17. The annual Israeli meeting of translational research on stem cells, cell therapy and regenerative medicine in industry and academia. See [link](#) for details.

Our Committees and Forums

IATI's Committees and Forums continued their intensive work during the 4th quarter of 2013. The committees are here for you as they aspire to influence, to create public and governmental awareness to issues concerning the Israeli advanced industries sectors, and to initiate business and national processes.

IATI would like to boast four newly created committees that started their activity during 2013: HR Committee, Cyber Committee, Marketing Committee and IP Committee.

We will be happy to see IATI members join the numerous committees and forums. For more info about joining one, please contact Karin Mayer Rubinstein [by e-mail](#).

You can get updated about the various IATI committees' meeting schedules [here](#).

In addition, all the committee's protocols are kept at IATI's offices and are available to members upon request.

Issues progressed by IATI's committees in Q4 and 2013:

1. **IATI Academia Committee** – The Committee, headed by Dr. Benny Zeevi, IATI Co-Chairman, promoted the following matters:
   a. Promoting academia- industry collaborations in the area of Big Data, starting with Big Data in the Medical Field and Big Data in Internet Commerce.
   b. On the Committees agenda are the following activities:

      i. Encourage dialog between the industry and the academia by organizing national contests for researchers, sponsored by major MNC's.
      ii. Promoting and representing companies with the leading Academic institutions that are looking for projects in Israel.
      iii. Increase awareness in corporations for academic relations. Incentives and initiatives are required from both sides.
      iv. Israel Cloud Tech - academic researches to participate or lead "meetups" regarding Cloud Tech.

2. **IATI Accelerators Committee** – IATI's website includes full coverage of Israeli Accelerators, including information about the "give" and "take" of each accelerator, dates of application and of classes, and a direct link to the registration page of each accelerator.
   The Accelerators who are members of the Committee meet quarterly to promote the following matters:
   a. Office of Chief Scientist - barriers to success for Accelerators & startups.

   b. Share best practices & information

3. **IATI Cleantech Committee** – The Committee is also sourcing a research paper to explore the situation and trends of the Cleantech industry, in search of possible promoters for developing it. Following the research, the Committee will hold a meeting of representatives from the cleantech industry to have a focused discussion regarding the challenges the Cleantech industry in Israel is facing and to create awareness to the Industry's situation.

4. **IATI Cyber Committee** – The Committee's goal is to position Israel as a leading force in Cyber Security.
   The Committee discussed the possibility of opening a media channel to raise the awareness and discussion about Cyber Security in General and specifically in Israel.
   The Committee is also producing a unique road show for Israeli Cyber Start-ups **to** have 1-on-1 meetings with potential investors and other stakeholders, in San Francisco in February 2014.

5. **IATI Government Relations Committee** – this Committee, headed by Yoav Chelouche, IATI Co-Chairman, has overlooked all IATI activity vis-à-vis government offices, and in addition addressed the following subjects:
   a. Recent regulation by MOF limiting effectively limiting the appetite of Israeli institutional investors for VC and PE investments
   b. Recommendations to enhance listing of Israeli tech companies on the Tel Aviv exchange
   c. Problems with the incubators budget

6. **IATI IP Committee** - The Committee is promoting certainty and regulation in the matter of Compensation for Service Inventions (together with the IATI Law & Accounting Firms Committee).
A Work Group of this Committee, the IP Transfer Work Group, is acting to draft model contracts for various scenarios of IP Transfer between Companies and the Academia, via the Technical Transfer Offices (TTO) of the large Universities in Israel.

7. **IATI Law & Accounting Firms Committee** - The Committee, headed by Adv. Amir Halevy (GKH Law Offices & IATI Board Member) met quarterly and created 6 Work Teams, promoting the following subjects:

    a. Income Tax Pre Ruling in M&As

    b. Crowd Funding

    c. Compensation for Service Inventions (together with the IATI IP Committee).

    d. Law for Encouragement of Equity Investments

    e. Taxation

    f. Angels Law

8. **IATI Life Science Committee:**
Headed by IATI's Chairman Benny Zeevi, this committee was in charge of writing the profound "Israel Life Science Industry 2012" report. Also, Benny is a Co-Chairperson of IATI MIXiii Conference and the committee's members are part of the steering committee and organize the Biomed part of the Conference.

9. **IATI Marketing Managers Forum** - The new IATI Marketing Managers Forum was launched and already had two meetings.

10. **IATI MNC Forum:**
    a. IATI 2nd Muti-national R&D Centers Annual Conference took place in April.
    For all companies presentations from IATI's 2nd MNCs Conference 2013 Conference click here. Links to all **media coverage** and the Multi-national R&D Centers Annual Conference **photo album** can be found here.

    The IATI 3rd Multinational R&D Centers Annual Conference will take place in April 2014.

    b. Communications & Positioning Work Group:

        i. Producing a summary of the advantages, to Israel and to the multi national companies, of having a significant and developing industry of multi national R&D Centers in Israel: *Global Centers in Israel: A Win-Win Situation*

ii. Production of the [Israel high-tech database](#) – a frequently updated file holding all data and figures regarding Israel and the high-tech industry, for the use of IATI members.

iii. Establishing an MNC Media Response Team – responding on behalf of the IATI MNC Forum to relevant news items.

iv. Establishing the IATI MNC Academy – Bi-Monthly professional lectures for MNC employees, in which participants will be informed about the IATI MNC Forum, and about the importance of MNCs in Israel for both sides.

c. Collaboration Work Group:

At the end of June we had the [1st IATI MNC Weekathon](#), where 8 MNCs collaborated in cross-company teams of senior developers to invent and develop innovative products. The 1st IATI MNC Weekathon Demo Day was filmed and can be viewed here: [Part 1](#), [Part 2](#). The featured presentations are [available on our website](#).
The 2nd IATI MNC Weekathon will take place in **February 20, 2014**.

d. Government relations Work Group:

The work group addressed the issues of:

i. **Working Visa's for experts from abroad** – Acting to promote a quick and easy process for working visas for foreign employees of the applying company (inter-company transfer), as well as to promote a separate and fitting process for foreign employees in the Advanced Technologies Industries (high-tech & life sciences).

ii. **Simplified equipment import process** – In process of drafting a suggested process to be submitted to the relevant Government Officials.

iii. **Duplicate taxation of options / shares for relocations** – Acting to promote certainty and clarity in the situation.

e. Education Work Group – With the strategic goal of ensuring the future of the skilled and professional high-tech personnel, the Committee is centralizing information and processes for developing SMEC education in junior high-schools and high schools in Israel.

f. HR Forum – This unique Forum of HR Managers of multinational R&D Centers meets quarterly to discuss matters that are unique to this niche sector. The Forum also promotes the following matters:

i. Suitability of Work and Rest Hours Law to the special characteristics of the high-tech sector in general and the MNCs particularly.

ii. Facilitating the process for receiving Work Visas for Experts.

11. **IATI VC Committee** – The Committee is promoting the following:

    a. Initiating the new resourceful [Best Practices for Entrepreneurs & Startups page](#) section on IATI's website – a place for seed companies to receive all the useful information they need.

    b. Establishing an educational website or webpage for entrepreneurs describing the VC industry.

    c. Establishing a mentorship program, to provide management support and guidance to entrepreneurs by experienced managers and VC personnel.

Hosting Foreign Delegations

2013 was a bustling year in terms of hosting foreign visitors and organizations interested in the Israeli Industry. We have met with representatives of over 50 countries, from all levels and sectors: governments, VC investors, private organizations and more.

Many of the international delegations arrived in Israel to attend various IATI events: delegations arrived from [Britain](#) ,Spain, [France](#), [Italy](#) (see also [here](#)) and [Germany](#). Asian delegations included groups from Japan, China, Korea and India. We hosted and [met up with the 12 member delegation](#) of Chinese VC & Private Equity Organization (ZVCA). South American delegations included a group from [Brazil](#) (for a legal seminar), Mexico and Argentina. IATI's representative gave a presentation to the delegation about the Israeli high tech eco-system. An [Australian](#) delegation arrived in Israel to detect investment opportunities. Lastly, our neighbors: [Palestine](#) sent its best software & IT startups to meet up with Israeli industry.

Our Media Presence

The new page [IATI In The Press](#) on our website collects all the interviews and mentionings of IATI in local and global media. We have had a massive presence in all levels of print, web, radio and television, and have done our best to express the voice of the Israeli High-Tech and Life Science Industry. In addition, IATI's annual events, initiatives, prizes, gathering and seminars got plenty of media attention. [Click here](#) to see all the media appearances of IATI representatives: print feature stories, TV interviews and special projects, during 2013.

In addition, Izhar Shay, an IATI board member, was reporting on some Israeli impressions that were made at the [Israel Dealmakers Summit](#) in New York, last March. Karin Mayer Rubinstein, IATI's CEO, was IATI's representative in the [Israeli delegation](#) and took part in round table sessions on innovation and strategic partnerships.

Our New Media Activity

Our [website](#) ([www.iati.co.il](#)), which is updated daily, continues to attract existing and new audiences who take interest in Israeli advanced industries. Receiving massive amounts of visitors, new and returning, from dozens of countries around the world, the site has proven to be a great success. We will also be happy to upload and promote IATI members' news, under out editorial

considerations. For submitting your news and updates please contact us.

As of November 2013, according to the IATI board decision, the IATI comprehensive Database of tech organizations serves **IATI members only**. This is another step in providing IATI members with even more added value.
You have all received a personal password for accessing the Database. If you are experiencing technical difficulties please contact us.
If you are not an IATI member yet and wish to join us, please click here for more info.

A superb addition to the site is the new section of Best Practices for Entrepreneurs & Startups page - where we bring you all the information you need as an entrepreneur or a seed company. In this section we thrive to help young entrepreneurs easily glide into the core of big business in the High-tech and Life Science sectors, both in Israel and abroad. Please check out the Opportunities part of this section to find out about competitions, grants, and events relevant for entrepreneurs and young companies.

Other additions to IATI website during the past year were:

a. model legal documents for your free use. These are excellent examples of templates of the main legal agreements used in venture capital investments in Israel. More model legal documents will be uploaded later on.

b. Israel high-tech database – a frequently updated file holding all data and figures regarding Israel and the high-tech industry, for the use of IATI members.

c. References for Israel economy and high-tech data

d. Updated MNC Forum webpage with useful links and data, such as Israel high-tech industry data file, link to all Israel MNCs annual conferences and more.

e. Testimonials – Members and friends write about their experience with IATI. Send us your testimonial too!

f. IATI members logos file has been designed and uploaded to the IATI Members section on the site (click on the IATI button, right side of page).

g. Annual Conferences page, with links to all annual events since IATI's establishment.

h. IATI In The Press page – collecting all our media appearances, in Israel and abroad.

Our media and new media channels steadily promote more exposure of IATI's members and their news updates, as we research and collect your new media channels, press releases and media coverage, in order to upload it to our news section on our web site, and on our social network pages.

We also notify you by e-mail whenever such new media promotion has been made by us.
We invite you of course to press "**LIKE**" on our Facebook page ; to follow our new Twitter account and to join our LinkedIn group as well as our MeetUp group.
Please remember you can always 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](#) the news, or a link to a media story where you company is mentioned, and we will do our best to further promote it on the net.

We also encourage you to 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](#).
Don't hesitate to contact us on any matter of content (iati@iati.co.il) or of networking and administration (sara@iati.co.il).

An **"IATI Member" Badge** we designed can be assimilated onto your company website as well as printed out on your publications (this image is free to copy, distribute and transmit for IATI members only). A great example can be seen [here](#).

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](#).

This report and previous IATI activity reports can be seen [here](#).