



MATIMOP

Leveraging R&D Collaboration to Foster Economic Growth

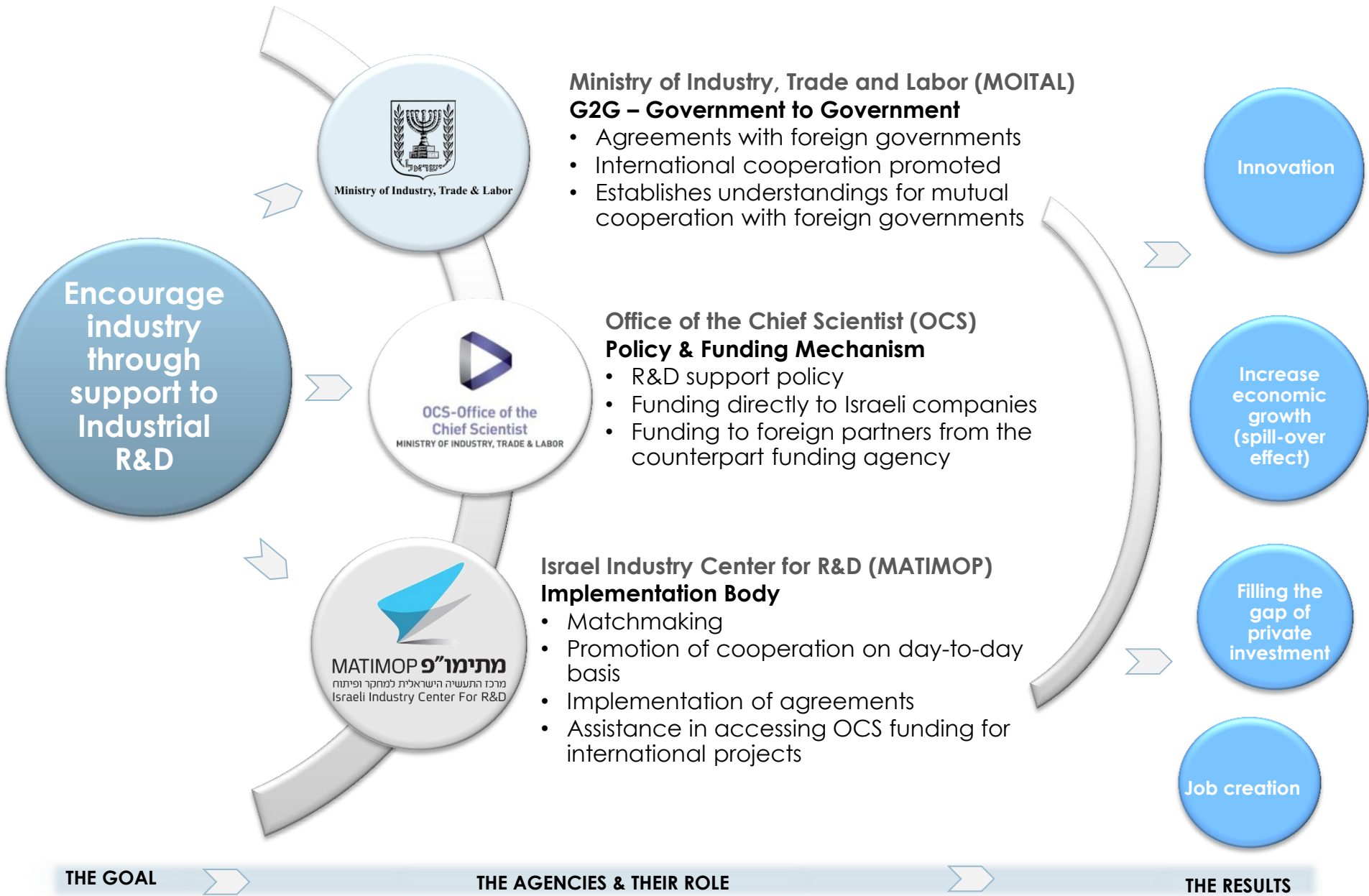
April 2013



מתימו"פ MATIMOP

מרכז התעשייה הישראלית למחקר ופיתוח
Israeli Industry Center For R&D

Government support policy for industrial R&D



Office of the Chief Scientist (OCS)

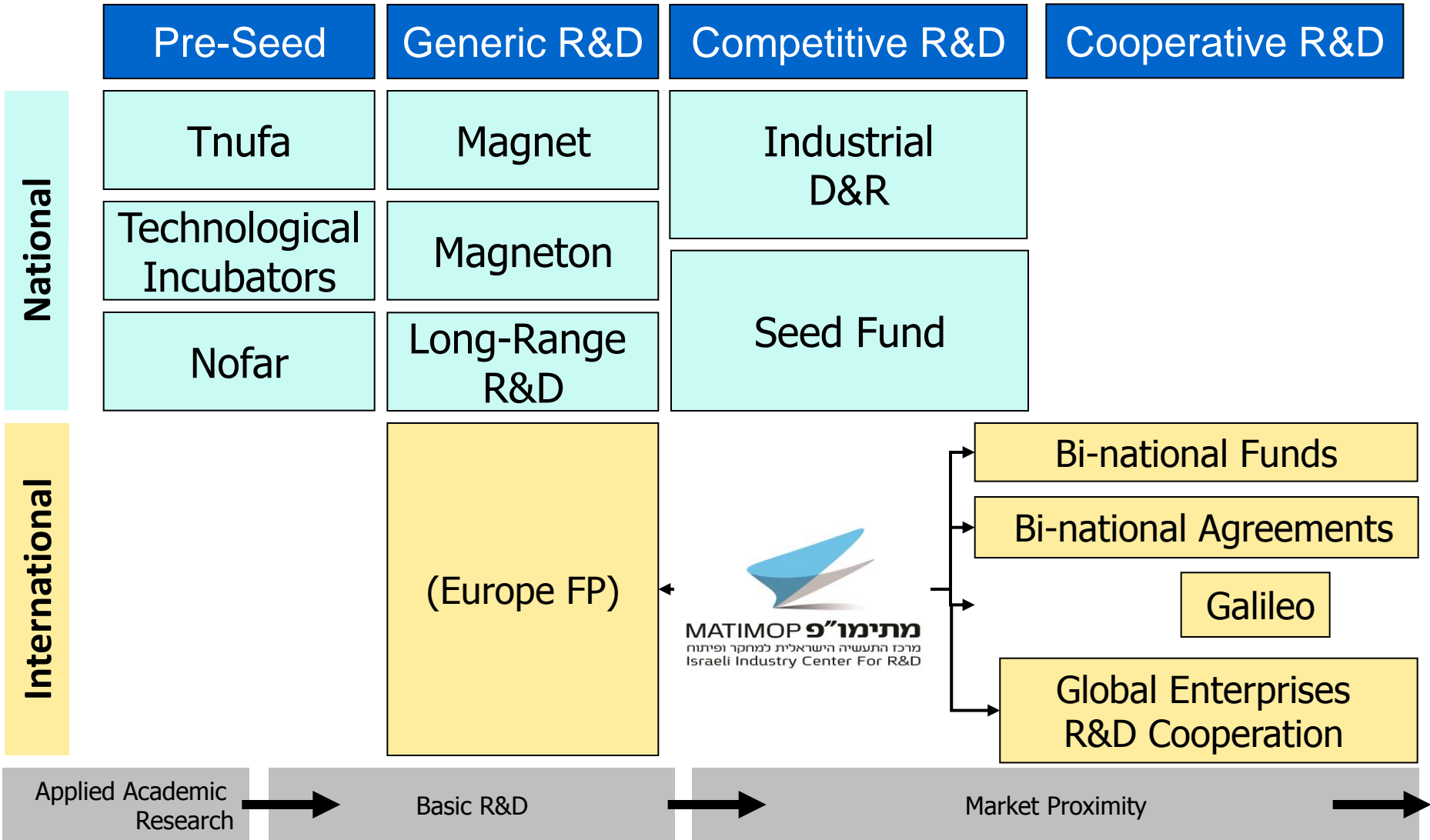


OCS-Office of the
Chief Scientist
MINISTRY OF INDUSTRY, TRADE & LABOR

The Office of the Chief Scientist of the Israeli Ministry of Industry Trade & Labor is responsible for implementing government policy regarding support and encouragement of industrial R&D.

- Operates under the R&D Law Act (1984) to encourage industrial R&D.
- Funds high-risk projects which do not attract private financing.
- Budget for 2012: \$407 M
- For international activities an additional budget of \$100M is allocated

OCS Government Support Programs



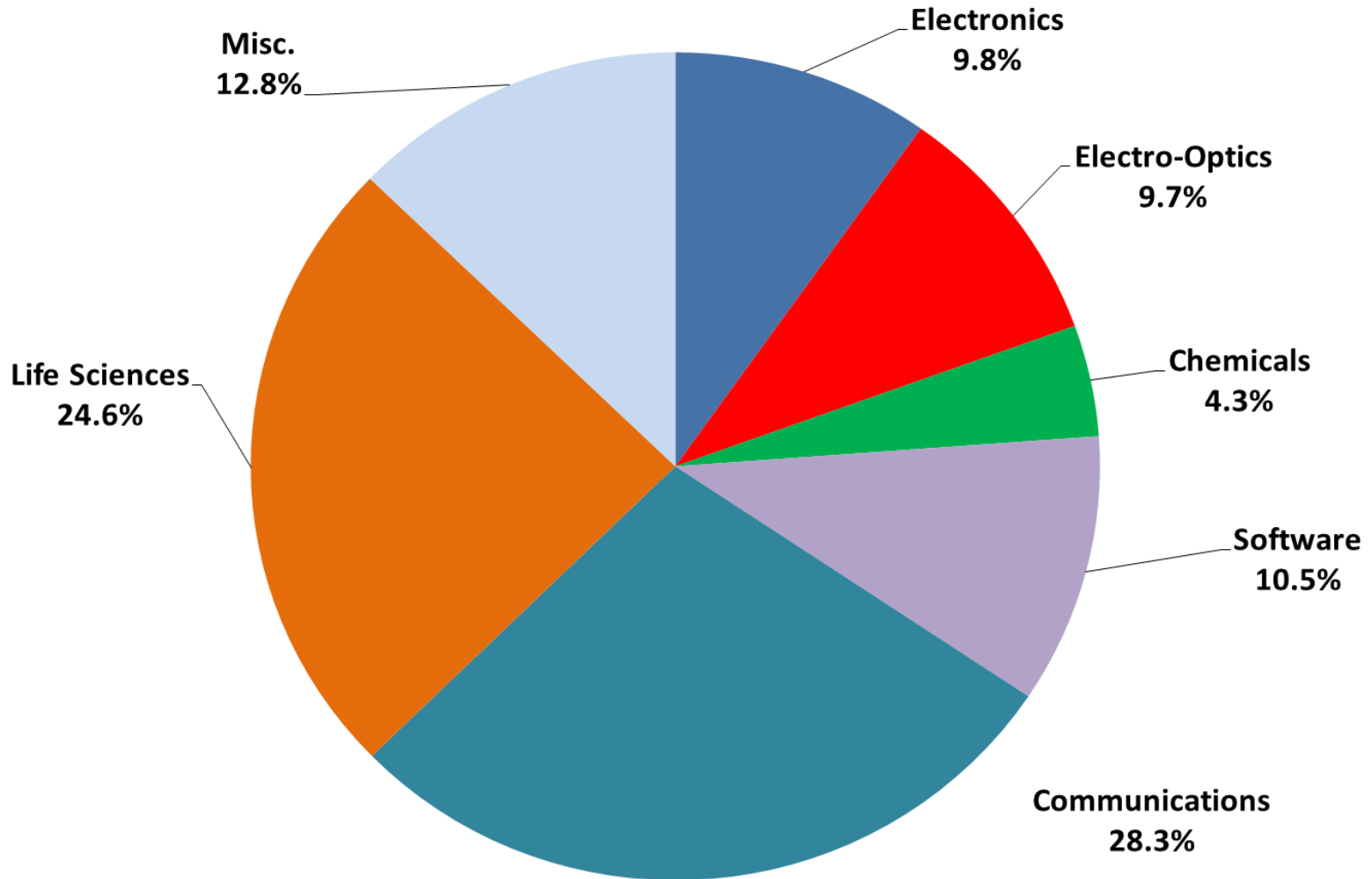
Israeli Government Support

- Average project budget: 1 million Nis per year
- Government support: Up to 50%
- Support duration: 1 renewable year
- Annual government support for International R&D projects: \$100 million

Funding Rules:

- Grants - scale from 20% - 50% of the approved budget + regional incentives + preferred industrial sectors (bio/nano technologies)
- Conditional grant: royalty payments 3% - 5% of the future sales

Grants by Technological Sectors (2012)





How Does MATIMOP Assist Industry?

- ❑ Partner-Matching: Assists Israeli and foreign industries in locating partners for industrial R&D projects
- ❑ Serves as a gateway to international high-tech industries
- ❑ Extends platforms for cooperation
- ❑ Implements national R&D support programs
- ❑ Provides access to national funding schemes

**MATIMOP's Database –
4000 Israeli companies and R&D capabilities Website
www.matimop.org.il**

Collaboration with international financial institutions

- World Bank Group:
 - MATIMOP cooperates with the World Bank Group, in particular with the International Finance Corporation (IFC).
 - Help IFC in screening innovative technology companies active in emerging markets . Companies participating in Matimop's Americas programs, may apply to IFC for fund raising.
- Inter American Development Bank (IDB):
 - Collaboration in innovation projects in Latin America, financed by the IDB
 - Joint participation in Innovation best practices workshops

MATIMOP encouraging IDB to take a lead role in providing support & additional sources of funding aiming to enhance collaboration R&D schemes in Latin America

Bilateral Agreements

North America

New York
Massachusetts
Maryland
Virginia
Wisconsin
Colorado
Illinois
Oregon
BIRD(Foundation)
Canada-Israel I
Ontario
CIIRDF(Foundation)

Latin America

Argentina
Brazil
Uruguay

Europe

France
Russia
Italy
Germany
Greece
Denmark
Hungary
Turkey
Portugal
Finland
Sweden
The Netherlands
Czech Republic
Spain*
Belgium*
Poland*
Romania*
Other European Countries*

Asia

China
India
Taiwan
SIIRD-Singapore (Foundation)
KORIL-RDF-Korea (Foundation)

Australia (Victoria)

* Through EUREKA (40 country Multilateral Initiative)



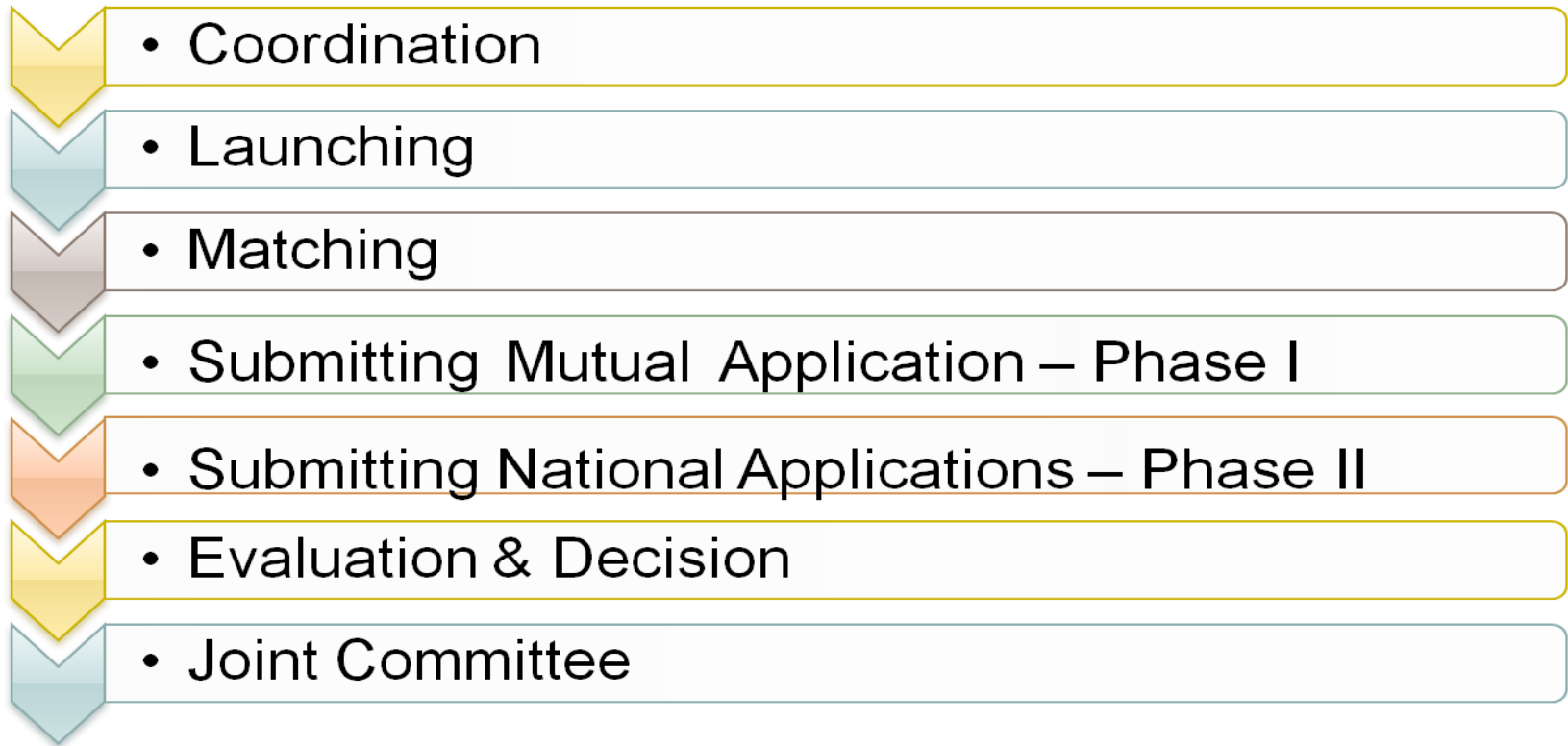
Bi-lateral Cooperation Program

Basic Program Criteria:

- **At least one company in each country**, which should jointly develop a **new product, process or service of industrial application**.
- The new development must be **innovative**, with commercial potential & added value to the economies.
- Cooperation must demonstrate a **balanced** contribution
- Scientific / technological institutions - **sub-contractors only**
- Companies should have the technological, commercial and financial ability to bring the new product to market

Application Process

An optimal tool for a bi-lateral program administration





Americas Division at MATIMOP

- Promotes and facilitates international R&D collaboration in the Americas
- Dedicated to supporting ,enhancing and optimizing existing bilateral funding platform in the region
- Exploring additional cooperation opportunities within the Americas region
- Aiming to implement more than 50 new cooperation projects with the region



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Active Programs in Latin America

Uruguay - Israel Industrial R&D Cooperation

Bi-lateral Agreement in Industrial R&D

- 2008 – MOU signed between the Government of the Republic of Uruguay and the Government of the State of Israel
- **Aim** : Fostering & Supporting Bilateral Cooperation in Private Sector Industrial Research and development
- Cooperating Authorities: The Ministry of Economy and Finance of the Republic of Uruguay and the Ministry of Industry, Trade and Labor of the State of Israel (MOITAL)

Implementing Entities of the agreement

ISRAEL

MATIMOP - on Behalf of The Office of the Chief Scientist (MOITAL)

URUGUAY

ANII - The National Innovation and Research Agency on behalf of the Republic of Uruguay

Next Call for Proposals to be launched April 2013



Argentina - Israel R&D Cooperation Program

Bi-lateral Agreement:

- **Signed on 16.11.2006**
- **Aim** : Fostering & Supporting Bilateral Cooperation in Private Sector Industrial Research and development

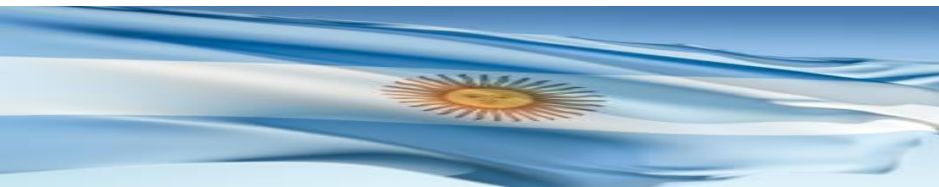
Parties:

- **The Israeli Ministry of Industry, Trade & Labor (MOITAL)**
- **The Ministry of Economy and Production (MECON)**, together with the **Argentinean Ministry of Education, Science and Technology (MECT)**

Implementing Entities of the agreement:

- **ISRAEL: MATIMOP** - on Behalf of The Office of the Chief Scientist (MOITAL)
- **ARGENTINA : MINCyT**, The Ministry of Sciences Technology and Innovative Production

Next Call for Proposals to be launched April 2013





Israel – Brazil Cooperation

Bi-lateral Agreement in Industrial R&D signed on 27.02.2007

The program is jointly run by the Secretariat of Innovation in the Ministry of Development, Industry and Foreign Trade of Brazil (MDIC) and MATIMOP, the Israeli Industry Center for R&D, on behalf of the **Office of the Chief Scientist (OCS) in the Ministry of Industry Trade and Labor of Israel.**

Sectors in Focus

- ICT
- Life Sciences
- HLS
- Renewable Energy

OPEN CALL NOW!

Funding Schemes

OCS In Israel: Conditional Grants are given up to 50% of the approved R&D expenditures (+regional incentives).

BNDES, FINEP, SEBRAE In Brazil: according to the available lines and the rules and operating procedures of each institution as well as the applicable legislation in force.





FAPESP-MATIMOP BI-LATERAL COOPERATION

- **Matimop and the São Paulo Research Foundation (FAPESP)** signed on November 2, 2012 a bi-lateral agreement that shall promote bilateral R&D and innovation activities between entities from the State of Sao Paulo and from the State of Israel.
- **Sectors in Focus: every technological field**
- **Funding Schemes**
 - **In São Paulo:**
 - funding by FAPESP will be subjected to local entities funding capabilities
 - **In Israel:**
 - The total funding from the Government of Israel will not exceed 50% of the eligible and approved costs of the R&D in accordance with the R&D law.
 - Research institutes may participate and be funded as subcontractors.



Brazil-Federal Agreement in Industrial R&D- focusing on Life Science, HLS,ICT, Renewable Energy -Open Call



Sao Paulo - Matimop and FAPESP signed a bi-lateral agreement to promote R&D and innovation activities between entities , Call to be launched in **April ,2013**



Argentina - Bi-lateral Agreement- Next Call **April,2013**



Uruguay - Bi-lateral Agreement- Next Call **April,2013**



Colombia - New Bi-Lateral Agreement will be signed during **2013**



Chile - New Bi-Lateral Agreement is expected within **few month**

International Activities Raises Israeli Company Productivity by 43%

- Total Productivity of exporting companies is 43% higher than non-exporting companies
- In terms of number of employees exporting companies are 116% larger than non-exporting companies
- Salary paid by exporting companies is on the average 27% more than that paid by non-exporting companies
- Productivity growth over 5 years from start of export is 12% greater than for non-exporting companies

Research suggests two possible reasons for these results:

- Exposure of exporting companies to new technological developments globally enables technology to be adapted by them resulting in enhanced output
- Global competition pushes exporters to raise their productivity.

Latin America- Israel Cooperation Program

For partner search & information

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Thank You!



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Israeli Industry Center For R&D

Gabriel Wallach
Americas Department
MATIMOP