### Startup Nation – A Government Facilitating Innovation

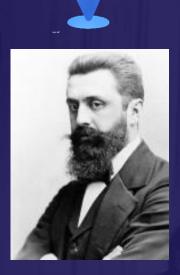
Nili Shalev, VP International Division

Israel Innovation Authority

innovationisrael.org.il

רשות החדשנות 
L > Israel Innovation
Authority

#### The Roots of Innovation – Well Before the Nation



1896

"The shape which the social question may take depends entirely on the development of technology.

The word "impossible" has ceased to exist for our men of science

We shall proceed in making of the new land a land of experiments and a model state..."

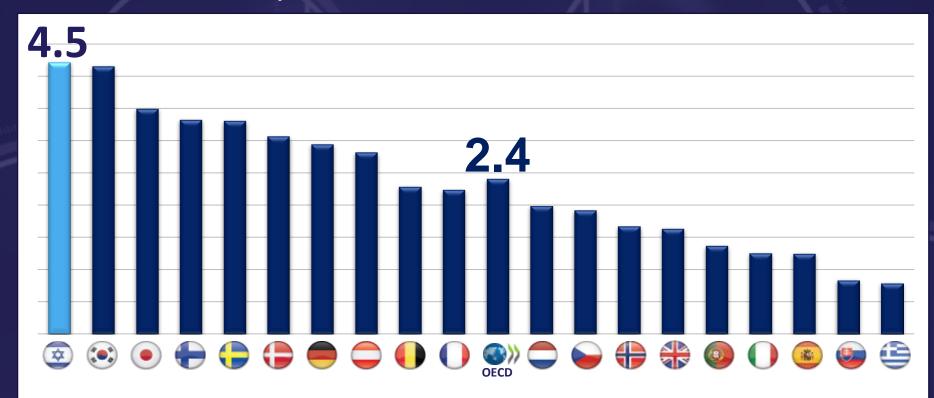
רשות החדשנות
L > Israel Innovation
Authority





#### **Global Leadership in R&D**

#### National expenditure on civilian R&D as % of GDP



Source: OECD, 2018

**ס** משרד הכלכלה והתעשייה

רשות החדשנות רשות החדשנות
▲ L > Israel Innovation
↓ J Authority \_\_\_\_\_\_

#### High-tech – the Growth Engine of the Israeli Economy

# 9%



13%

#### of Total Workforce

of GDP

## 

46%

#### of Total Export



IBS 2019

#### Israeli High-tech is Maturing



Startups reaching sales (2011-2019) Revenues growth companies (2016-2019)

**X2** 

Late stage Capital raised (2016-2019)

X2



**30+** Unicorns (12 in 2019)

**Г** ⟨ ∨ ⟩ **Г** ∧ ↓ **Г** ⟨ ∨ ⟩ **Г** ∧ ↓ **Γ** ⟨ ∨ ⟩ **Γ** ∧ ↓ **Γ** ⟨ ∨ ⟩ **Γ** ∧ ↓ <



#### **High-tech Growth Barriers**



רשות החדשנות
L > Israel Innovation
Authority



#### **Government Role- Complementing the Private Money**

Increase the economic value from Israeli innovation and ensuring the future technological leadership of the country



Act upon market failures

Remove barriers Create new growth engines

רשות החדשנות
►↓ Israel Innovation
↓ ↓ Authority



#### Israel Innovation Authority (in 2019)

Investing in innovation to promote sustainable and inclusive growth

\$500M Annual Budget

2951 applications 40% approvals



All Technologies Bottom-up approach

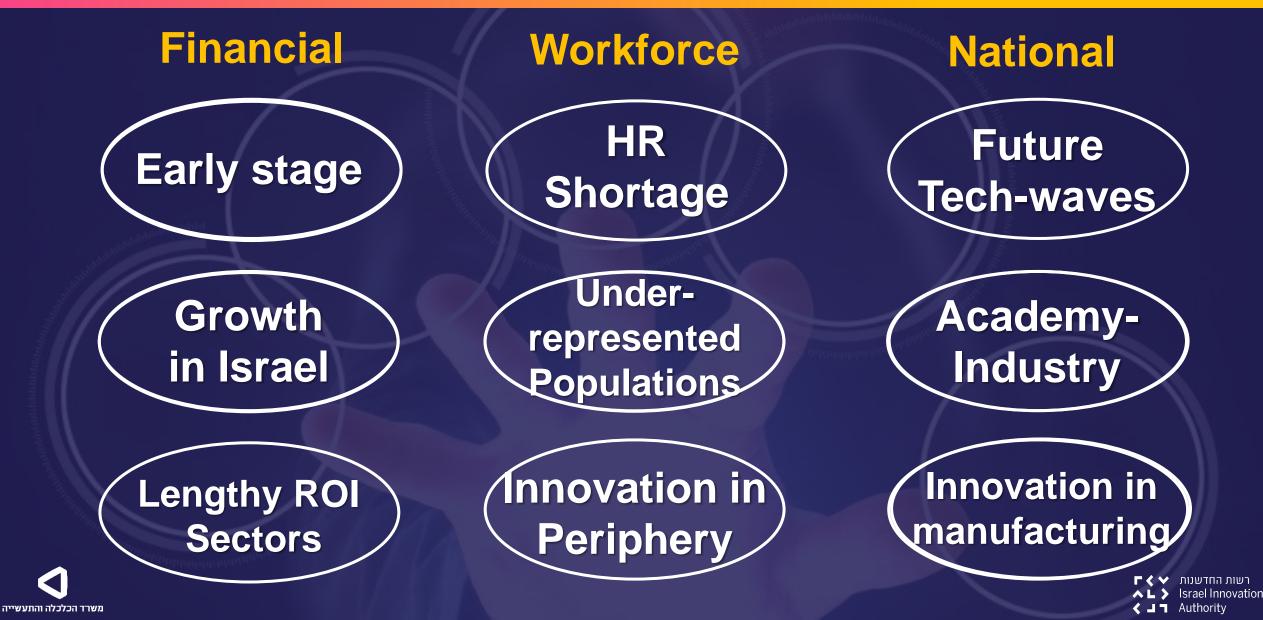


Conditional Loans From single entrepreneur to large companies 140 employees 180 evaluators

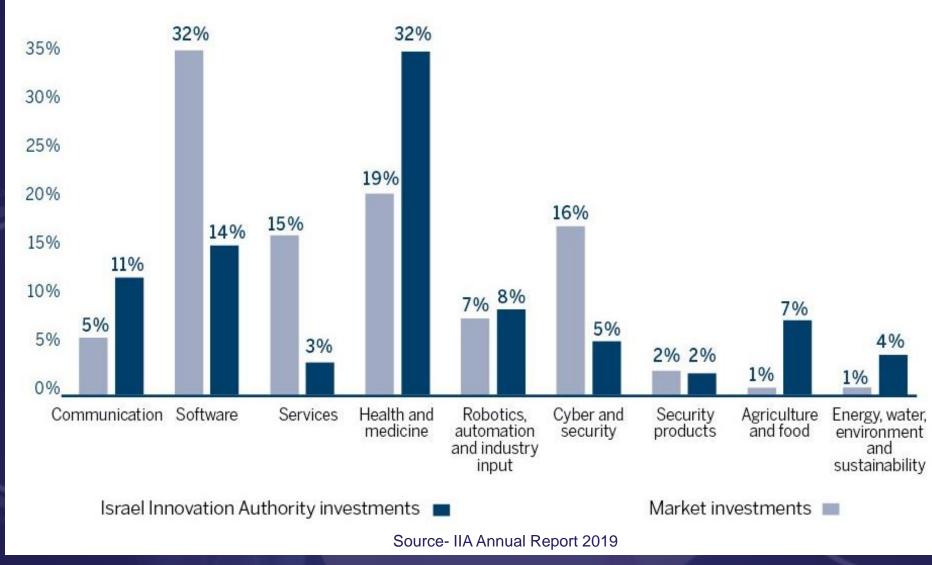
משרד הכלכלה והתעשייה



#### **Acting Upon Market Failures**



#### **IIA Grants- Complementing the Private Money**



משרד הכלכלה והתעשייה

רשות החדשנות ►<► ► Israel Innovation < コ Authority

#### **Role of Government is Emphasized in Times of Crisis**

#### COVID-19 crisis effect on the Israeli high-tech



Reduced investments affects startups

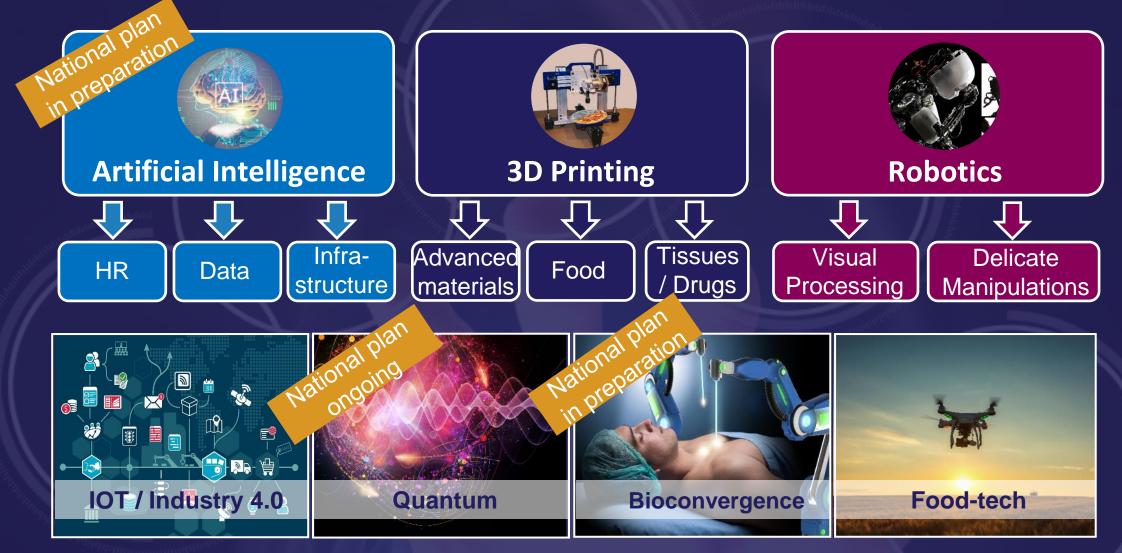
Decreased sales affect growth companies Hiring freeze, non-paid absence, terminations





Seed	Round A <b>&lt;\$5M</b>	Round B \$5M-\$50M	Round C >\$50M Growth
Plan in progress	Fast Track	Hybrid Track	Large Business Fund
Support good companies with short runway		Promote Institutional investments	State guaranteed loans
Budget of ~\$200M ~200 companies received funds רשות החדשנות Israel Innovation ל ש ח		Provide state guarantees for up to <b>\$600M</b> Investments <b>10 winners in tender</b>	Total budget of \$2B Efforts to adjust plan to support high-tech companies

#### **Looking Towards the Future- Even in Times of Crisis**



משרד הכלכלה והתעשייה

רשות החדשנות
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג
 ג

#### Industrial R&D International Collaboration map **Europe North America** China H2020 **BIRD** (Foundation) Jiangsu **CIIRDF** (Foundation) Korea MOST Eureka South Carolina Shanghai KORIL-RDF California Shenzhen **Belgium France** (Foundation) Florida Shandong Russia Italy Japan New York Guangdong **Germany Greece** Massachusetts Zhejiang **Denmark Hungary** Maryland Hong Kong Turkey Portugal Latin America Virginia India **Finland** Sweden Singapore Argentina Wisconsin The Netherlands i4RD (Federal) SIIRD (Foundation) Brazil Oregon Czech Republic KIRD (Karnataka) Colorado Sao Paulo, Brazil Slovakia Spain Australia Illinois Uruguay Poland Romania Victoria Michigan Mexico (Newtec) New South Wales UK Columbia

רשות החדשנות Israel Innovation AL 3 Authority C J

+65 Bilateral R&D Agreements Worldwide

Chile

#### Thank You