



**MANUFACTURERS'
ASSOCIATION
OF ISRAEL**

**Foreign Trade and International
Relation Division**

(Manufacturers' Association (MAI

Key information

- ❖ Established in 1921
- ❖ An Independent private organization
- ❖ Self-Financed
- ❖ Israel's largest and most influential economic organization
- ❖ Largest employers' organization, representing 90% of the industrial output
- ❖ President of MAI is also the Chair of the Presidium of Business Organizations (PIBO)
- ❖ "The Voice of the Industry"



**MANUFACTURERS'
ASSOCIATION
OF ISRAEL**

Manufacturers' Association (MAI)

Organization

President - Shraga Brosh

Director General - Ruby Ginel

Divisions

Labor & HR

Finance & Administration

Foreign Trade & International Relations

Economics & Regulatory Policy

Marketing & Communication

Israeli Hi-Tech

Building Materials & Consumer Goods Industries

Chemicals, Pharmaceuticals & Cleantech Industries

Metal, Electrical & Infrastructure Industries

Food Industries

Textile & Fashion Industries

Kibbutz Industries

Sub-Associations

Northern Branch

Southern Branch

Jerusalem Branch





Presidium of Israeli Business Organizations

- Manufacturers Association of Israel
- Federation of Israeli Chambers of Commerce
- Association of Contractors & Builders in Israel
- Farmers' Federation of Israel
- Association of Banks of Israel
- Israel Diamond Manufacturers Association
- Israel Hotel Association
- General Association of Merchants in Israel
- Association of Life Insurance Companies of Israel
- Association of Craft & Industry in Israel
- National Federation of Trade in Israel
- Cinema Owners Association in Israel
- Israel Federation of Independents' Organizations – LAHAV
- Association of Security Enterprises in Israel
- Israeli Cleaning & Maintenance Union



The Israeli Economy

Main Characteristics

- ✓ Export Oriented **growth**
- ✓ Advanced Technology Oriented
- ✓ High Skilled Human Capital
- ✓ Entrepreneurial Culture
- ✓ Incentives for R&D & Investment



Specifics of the business environment in Israel

Balagan (disorder)



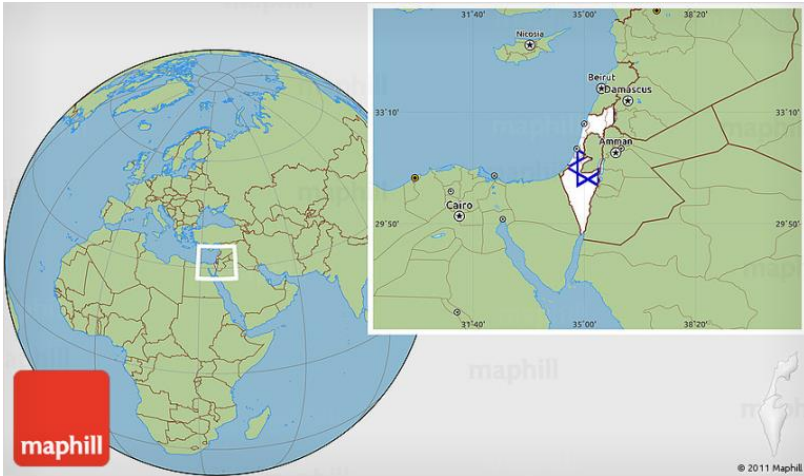
Hutzpa (Impudence)



Takhles (to the point)



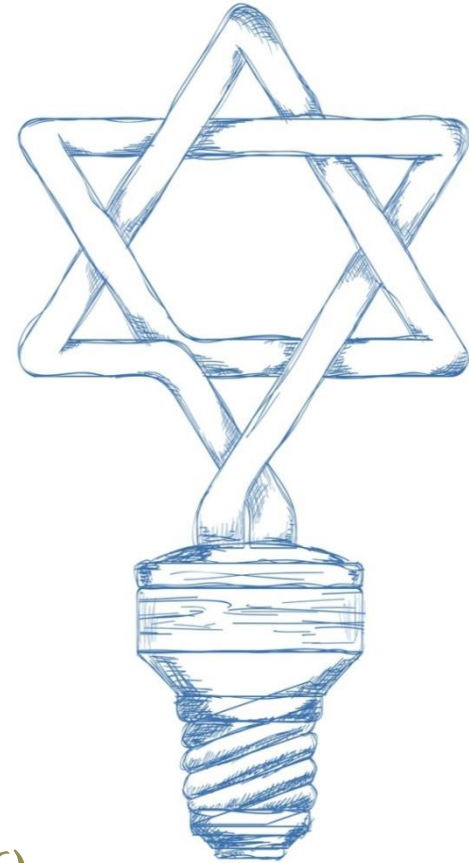
No another choice



The Israeli Economy

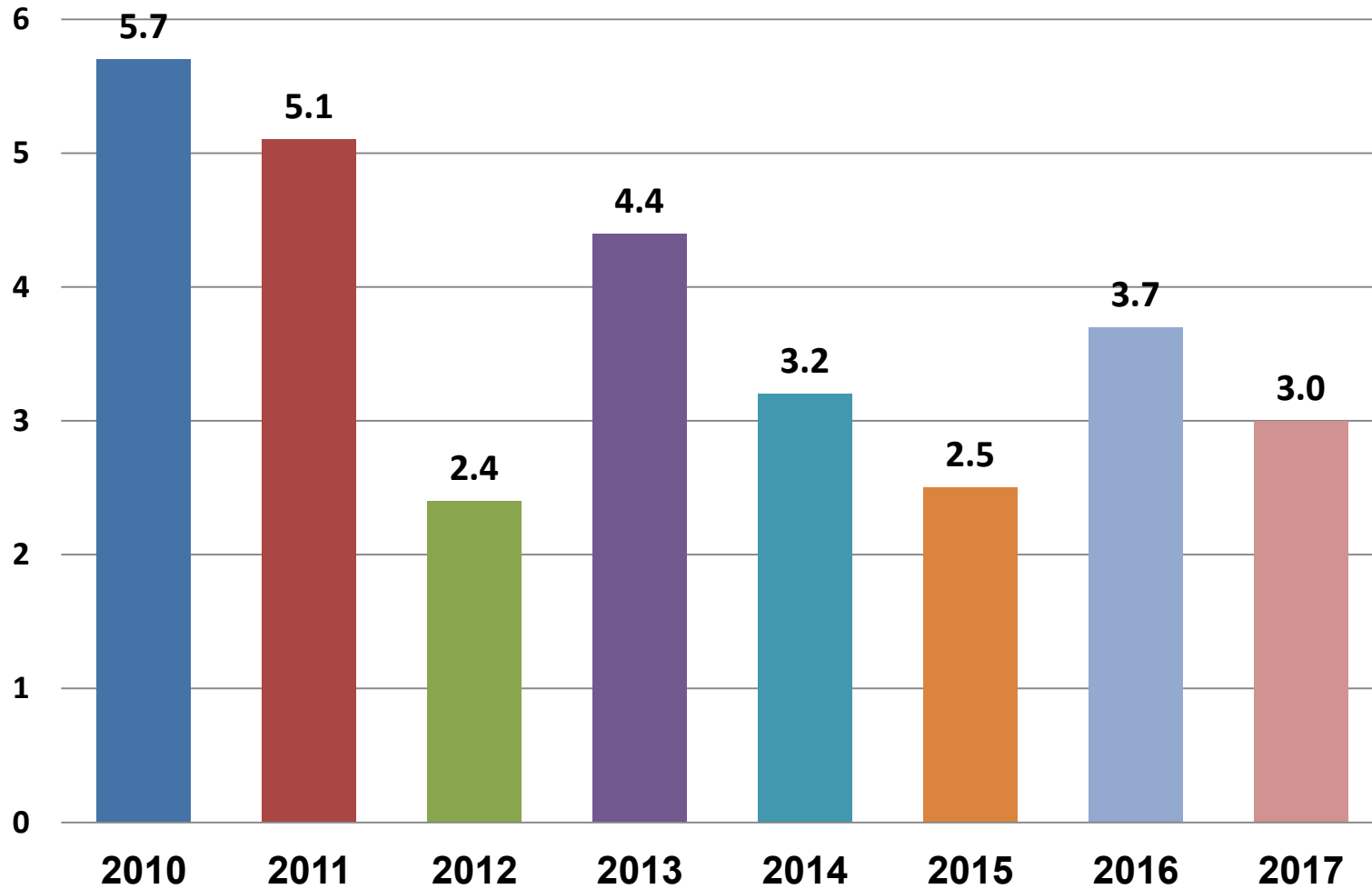
2017 Facts and Figures

❖ GDP (\$ Billions)	370
❖ GDP per Capita (\$)	39.6
❖ Foreign Trade (% of GDP)	56%
❖ Total Exports (% of GDP)	29%
❖ Business Sector Share in GDP	74%
❖ Industry Share of Business Sector	17.5% (2016)
❖ Inflation Rate	0.5%



A High GDP growth rate

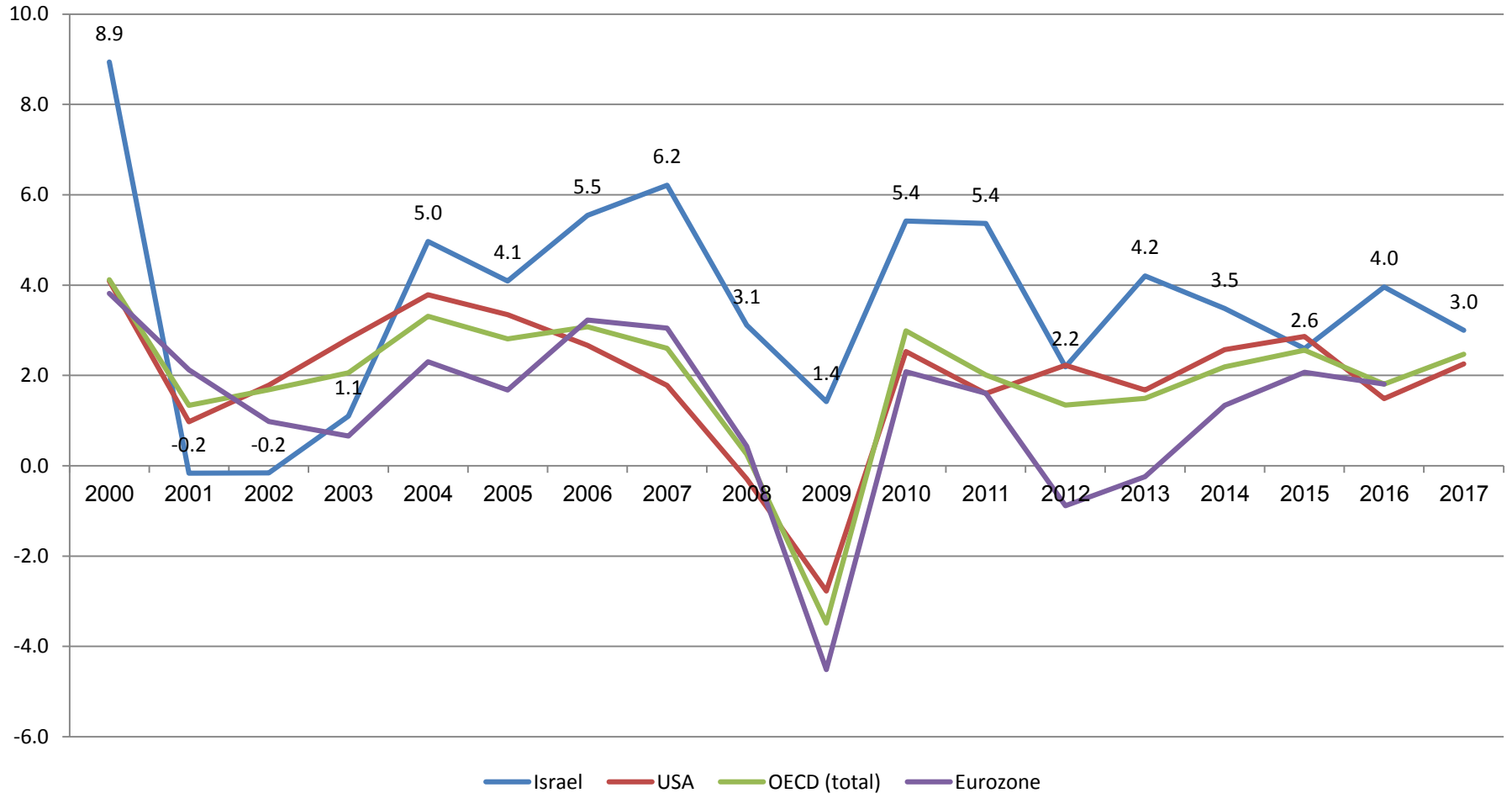
%, 2010-2017



Source: OECD

GDP growth rate

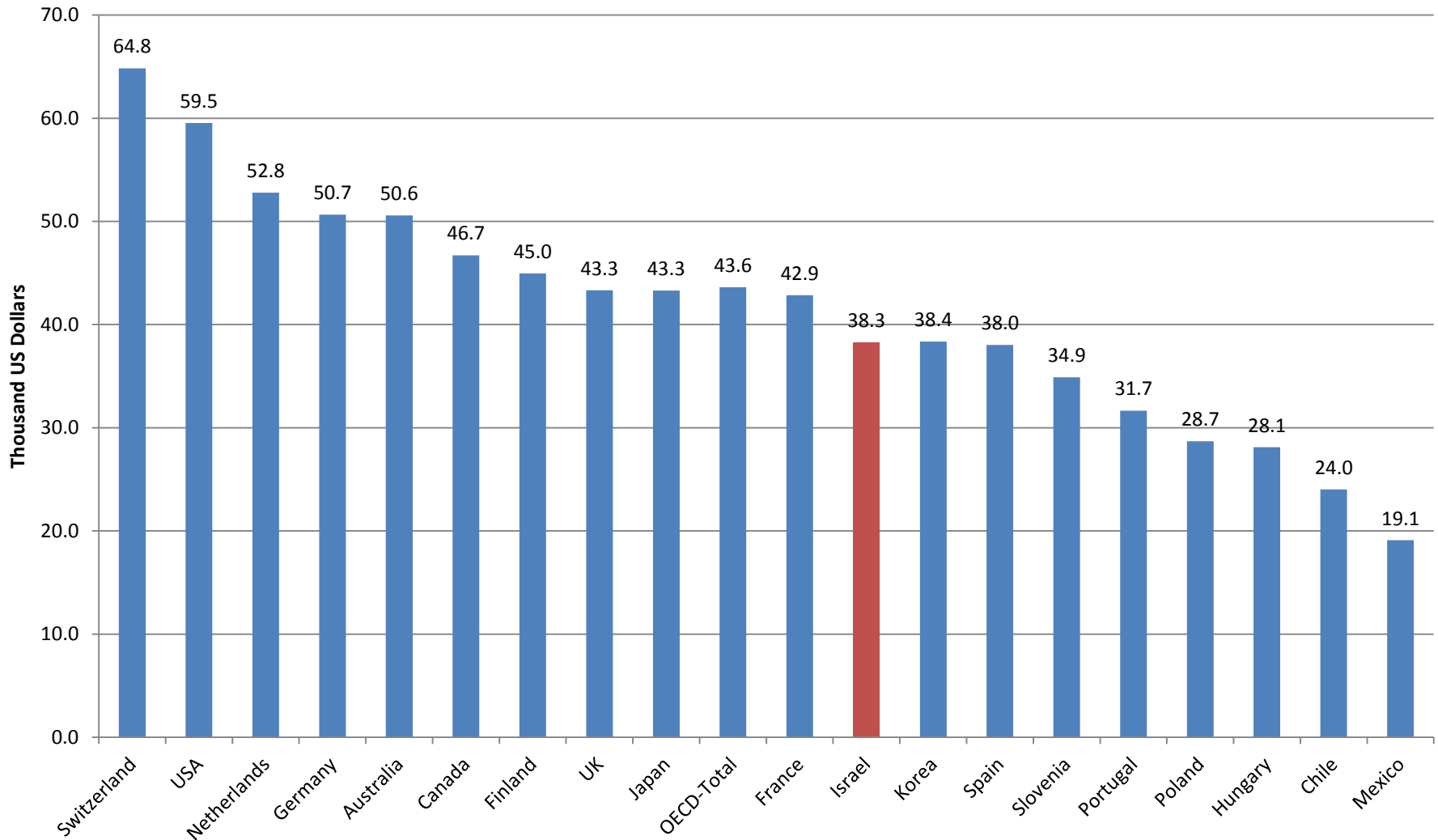
%, 2000-2017



Source: OECD

GDP per capita

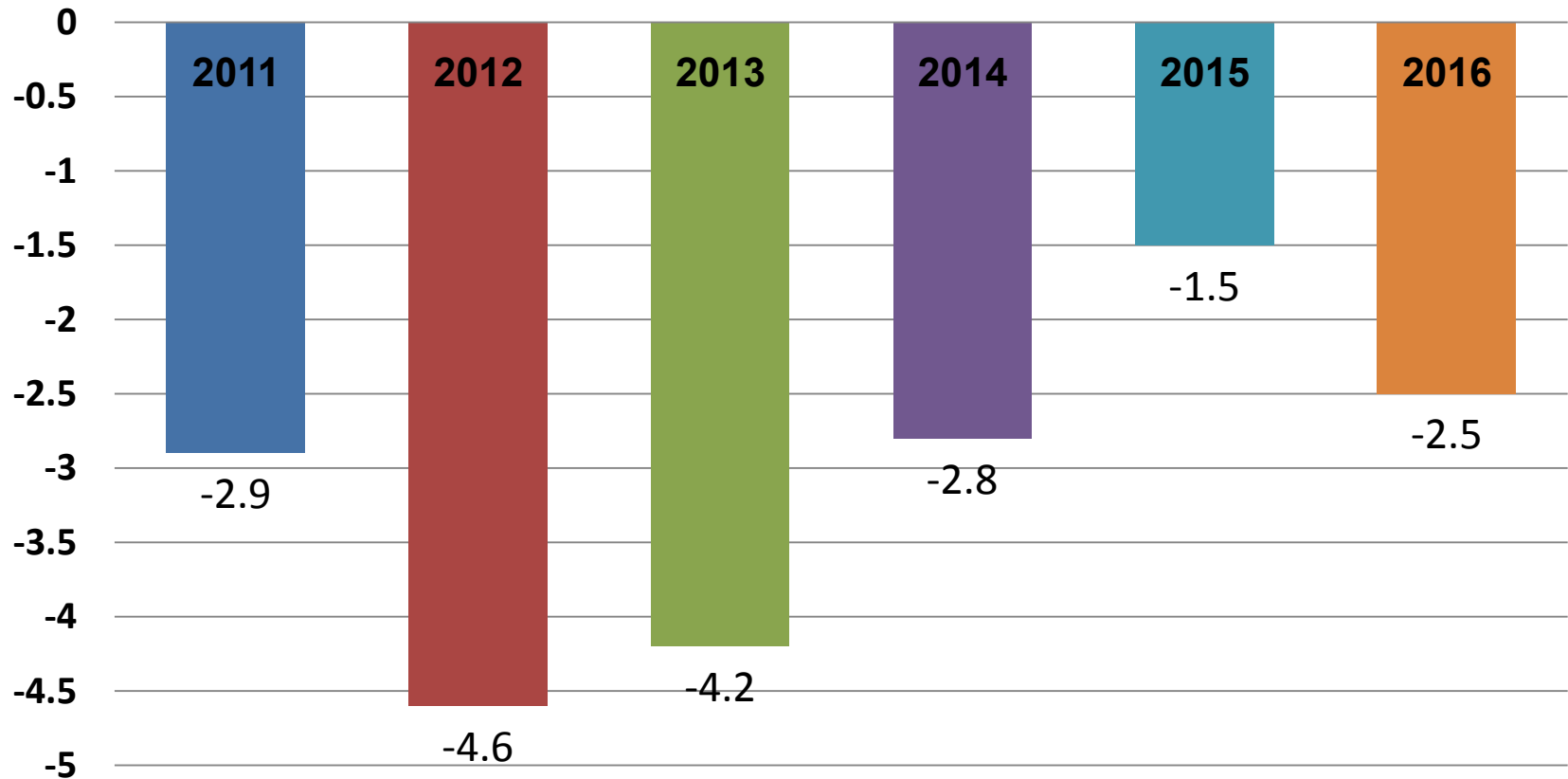
Thousand USD, 2017



Source: OECD

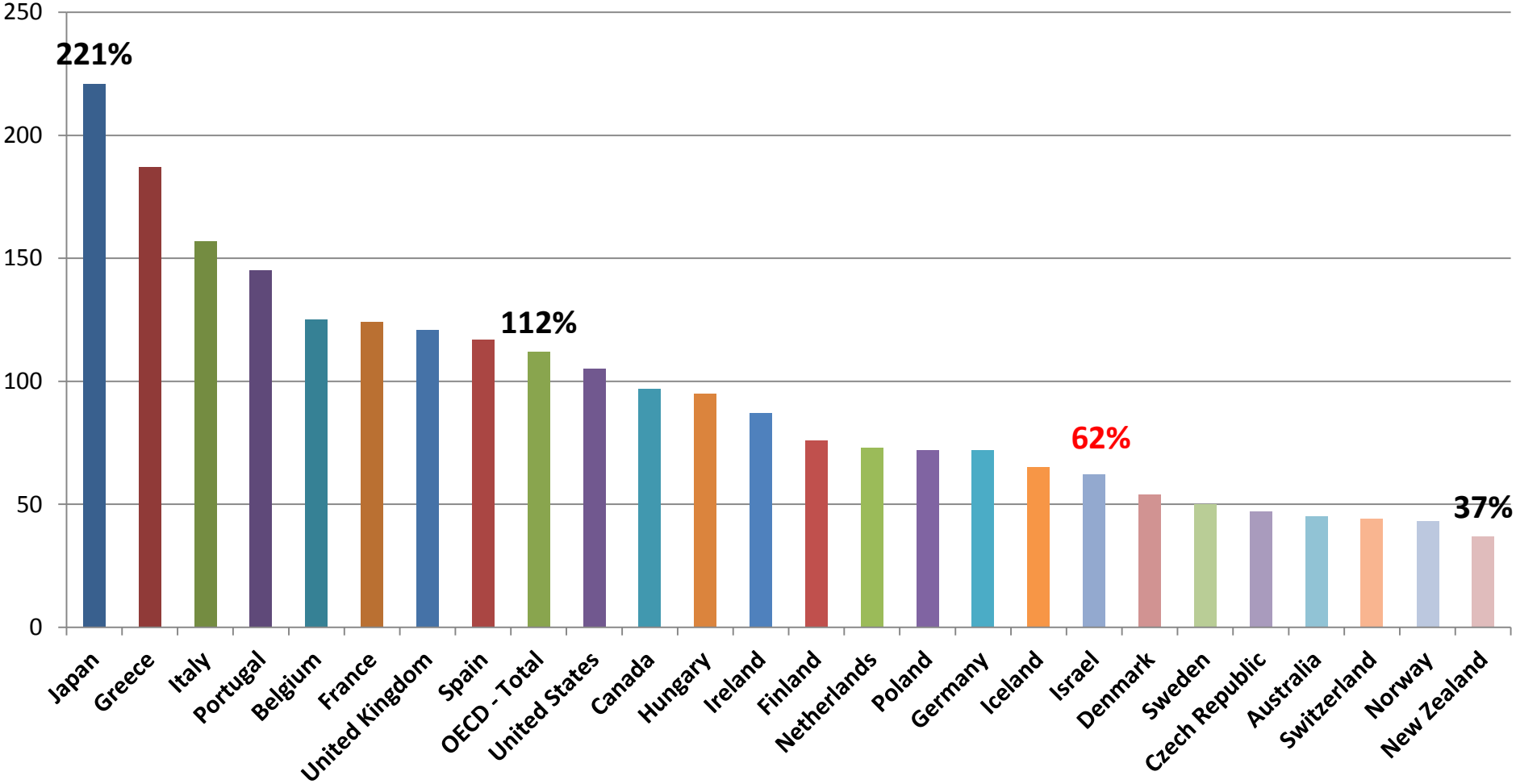
General Government Deficit

% of GDP, 2011-2016



A Relatively low Public Debt Ratio,

% of GDP, 2017

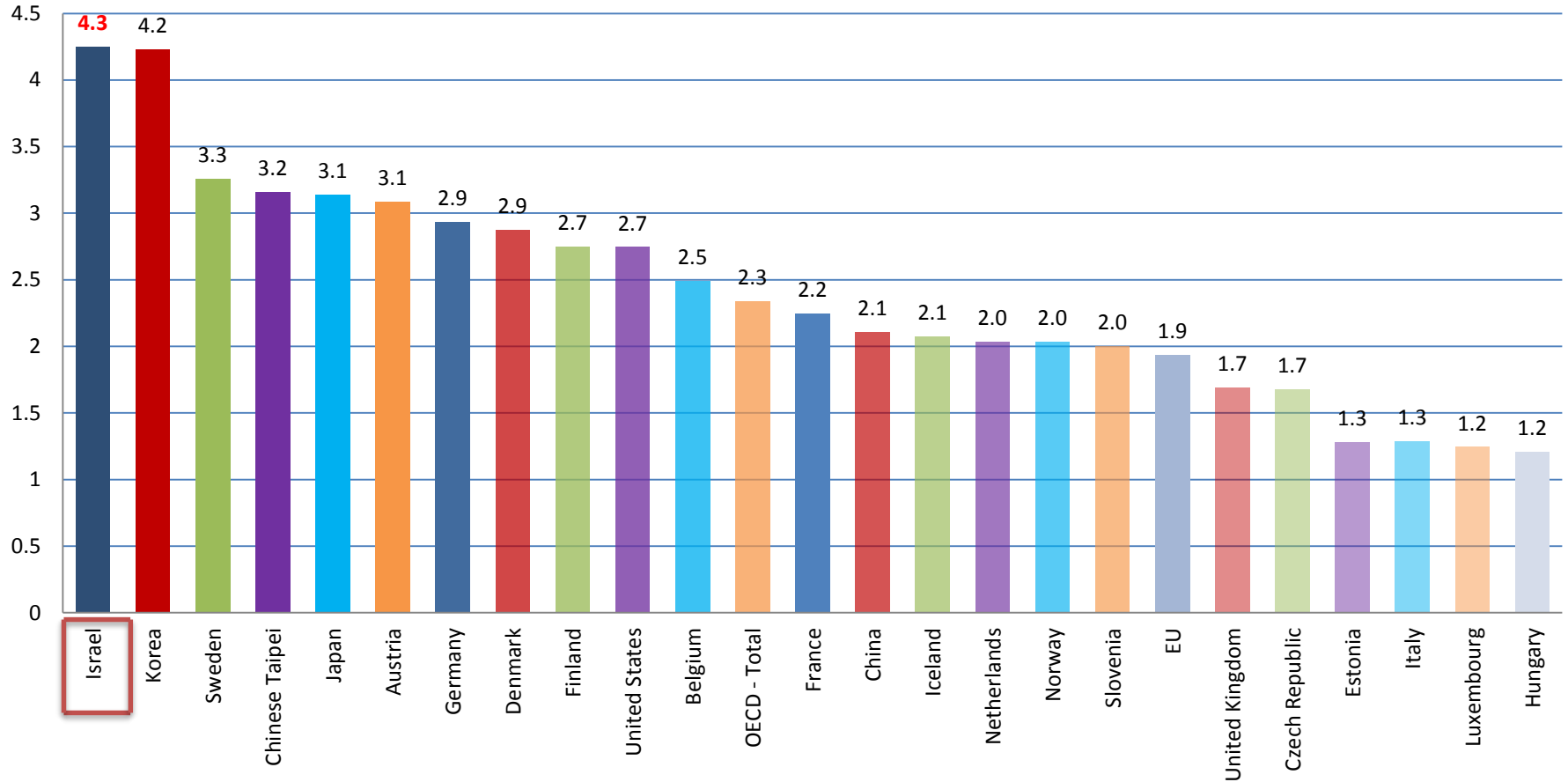


Source: OECD Economic Outlook, June 2017



The 1st highest Gross domestic spending on R&D

% of GDP, 2016



Source: OECD

The Israeli Demographics

Facts and Figures, 2017

❖ Population (Millions)	8.877
❖ Unemployment	3.7%
❖ Median Age (years)	29.9
❖ Population Growth Rate	1.9%
❖ Life expectancy (years)	82.5
❖ Urban population (% Total)	92.3%
❖ Fertility Rate	2.64%





“The Start-up Nation”

Innovation, Human Capital & Entrepreneurship

Multi-sector Innovation

Strong clusters of novelty and innovation across a broad range of industrial sectors

Internet &
New Media

Health
Industry

Water
Technologies

Telecom

Renewable
Energies

HLS &
Aerospace

Industrial
Technology

Agriculture
& Food

IT &
Enterprise

Israel: A multi-sector Innovation

Water technologies, Agriculture, Health & Life Sciences, New Media & Internet, Cyber-Security



WATER TECHNOLOGIES

250 innovative companies



AGRICULTURE

200 innovative companies



HEALTH & LIFE SCIENCES

1,000 innovative companies



NEW MEDIA AND INTERNET

800 innovative companies



CYBER-SECURITY

250 innovative companies

Water management

Water desalination

Irrigation

Urban water solutions

Fertilizer and pesticides

Seeds and seedling production

Poultry and dairy farming technologies

Specialized agricultural production equipment

Veterinary products and food additives

Digital Imaging

Innovative medical and surgical equipment

Pharma and drug delivery

Healthcare IT and Telemedicine

Medical Lasers

Bio-informatics

Media, publishing, content and gaming

Online advertising And commerce

Broadcast delivery and services

Big data & analytics

Tools, apps and user platforms

Securing networks, cloud and devices

Information Security and threat Monitoring & protection

Fraud Detection & prevention and Security Management

Access Control & Authentication

Intelligence and Attack

Hub for the World's Top Brands

Over 300 leading corporations have opened development and manufacturing centers in Israel

Internet



Communication



Enterprise



Semi-conductors



Medical



Energy & Water



Israel Innovation

Applications in various fields.

Israel Innovation in Applications



Waze navigation
Real-time traffic analysis
& reporting application

Viber
Instant Messaging &
Voice over Internet
Protocol, by Viber Media



Firewall
Traffic-filtering Software
by Checkpoint




ICQ
Instant Messaging
Program by Mirabilis




Israel Innovation in Defense



 **Hermes 900** (multi-payload unmanned aerial vehicle) by **Elbit Systems**



 **Iron Dome** (anti-rocket defense system) by **Rafael Advanced Defense Systems**

 **Xaver** (radar system that sees through walls) by **Camero**



 **MUSIC** (countermeasure against missiles for civil aviation) by **Elbit**



 **Spike** (anti-tank missile) by **Rafael Advanced Defense Systems**

Israel Innovation in Medicine



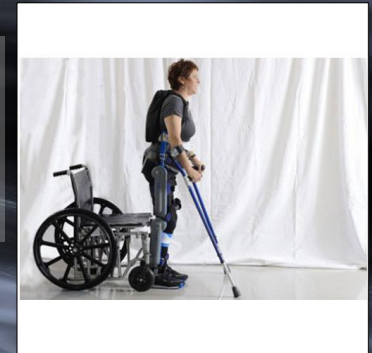
ExAblate (device that destroys tumors without surgery) by InSightec



PillCam (capsule endoscopy) by Given Imaging



ReWalk (leg braces for paraplegics) by Yokneam-based Argo Medical Technologies



Endopat (fingerprint device to measure cardiac health) by Itamar Medical



Copaxone (immunomodulator drug for treating multiple sclerosis) by Teva



Israel Innovation in Other fields





 Flash Memory by M-Systems
(now owned by SanDisk)

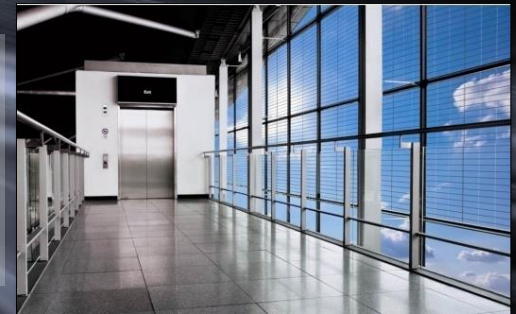


 Advanced Driver Assistance System by Mobileye



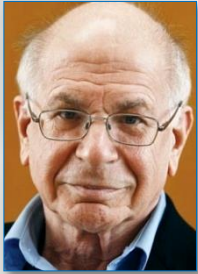
 Epilady
(Epilator) by Mepro,
Kibbutz HaGoshrim

 Solar Window
(solar power for buildings)
by Pythagoras Solar



 Cherry Tomatoes (Tomaccio tomatoes) by Prof. Keidar & Prof. Rabinovitch, Hebrew University

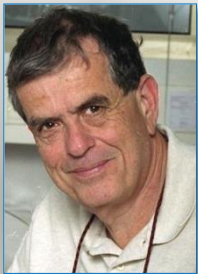
Israeli Nobel Prizes



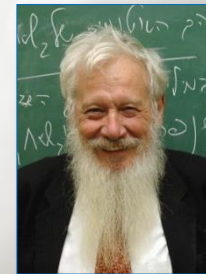
 **Daniel Kahneman** (Economics), 2002



 **Avram Hershko** (Chemistry), 2004




 **Aaron Ciechanover** (Chemistry), 2004



 **Robert Aumann** (Economics), 2005




 **Ada E. Yonath** (Chemistry), 2009




 **Dan Shechtman** (Chemistry), 2011

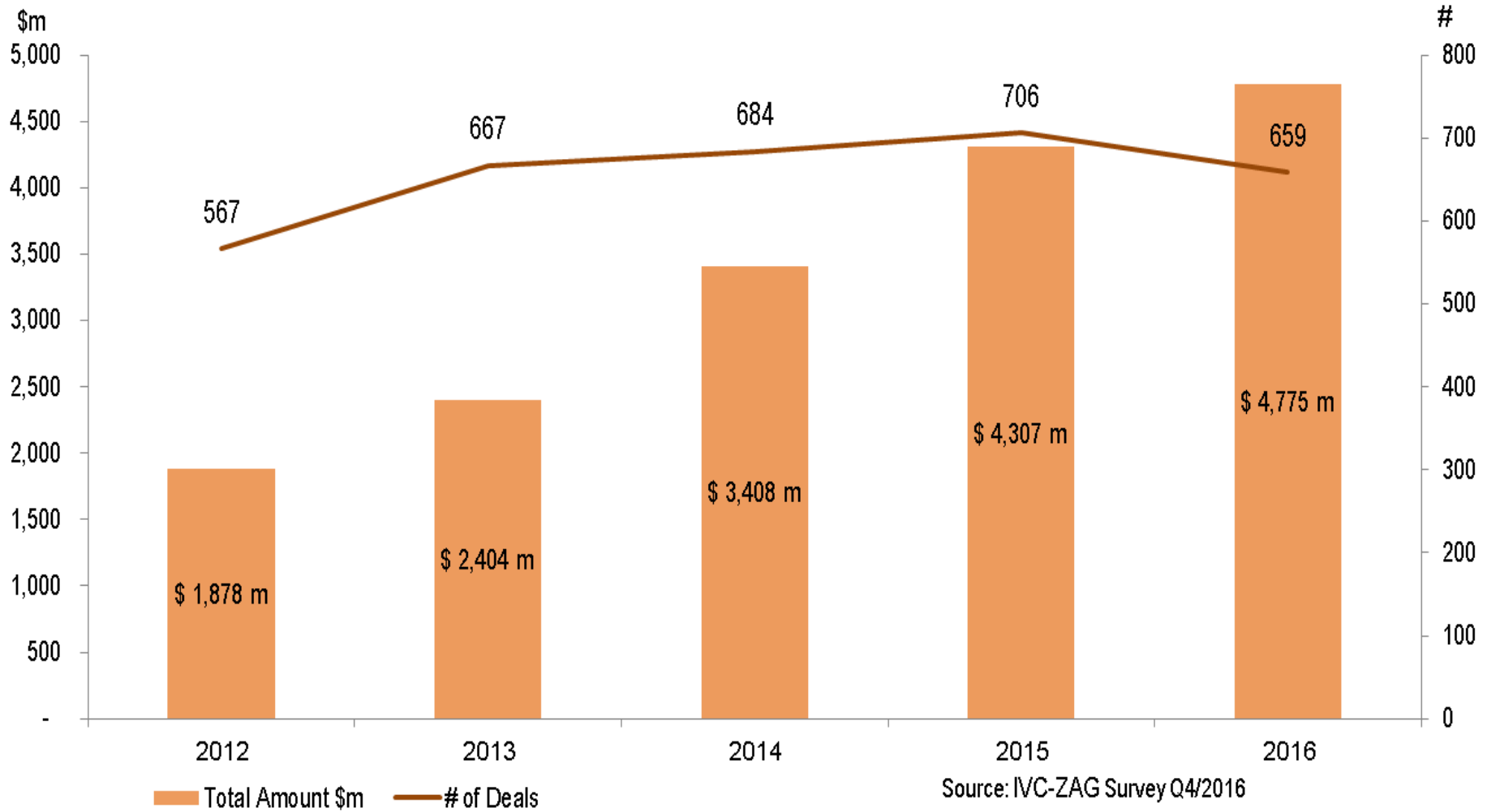


 **Arie Warshel** (Chemistry), 2013



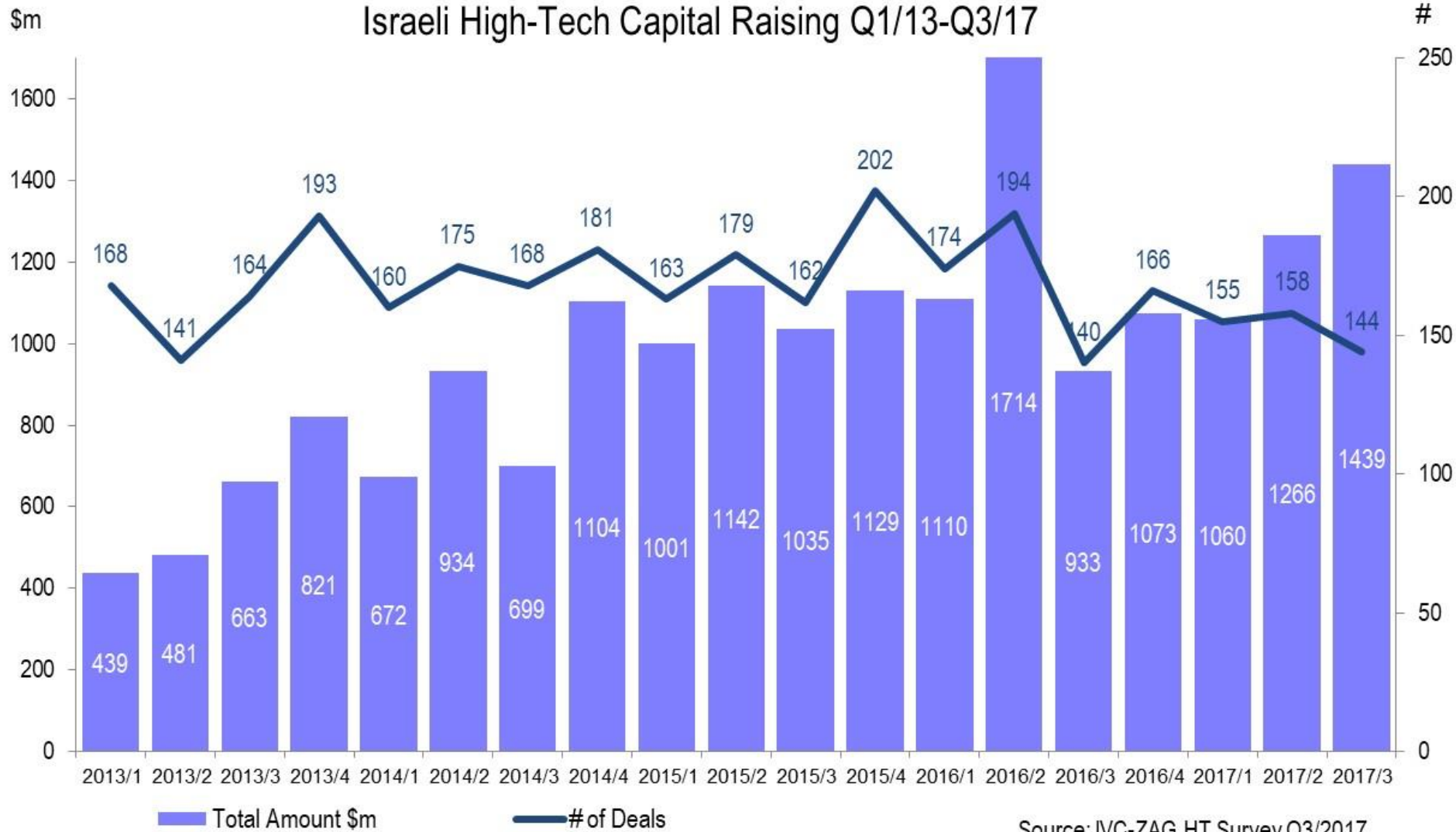
 **Michael Levitt** (Chemistry), 2013

Israeli High-Tech Capital Raising



Israeli High-Tech Capital Raising

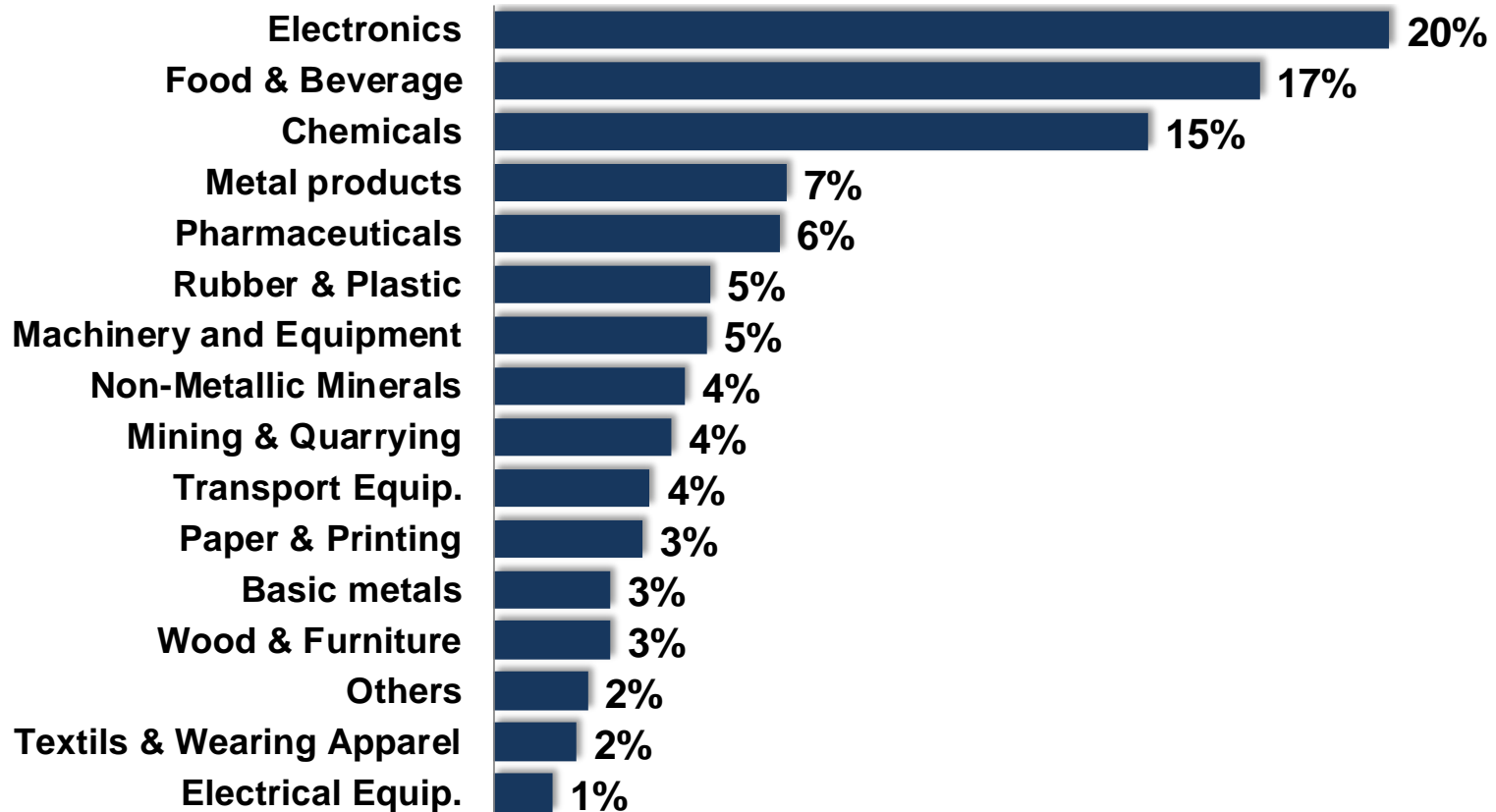
2013 – Q3 2017



Source: IVC-ZAG HT Survey Q3/2017

Industrial Revenues 2017*: \$111 B

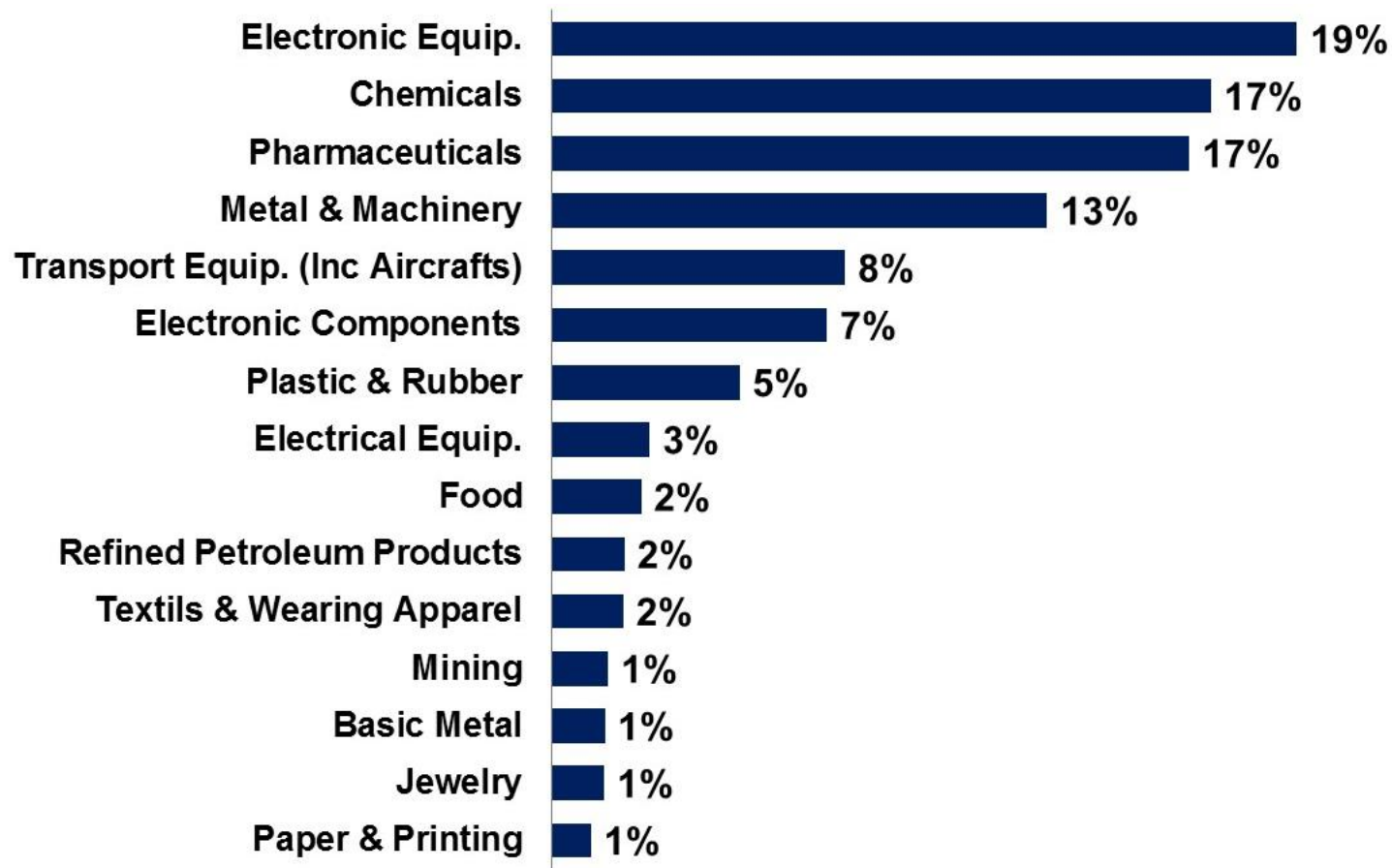
Distribution by branch



*Estimation based on growth rate results for 2017
Source :ICB Publications

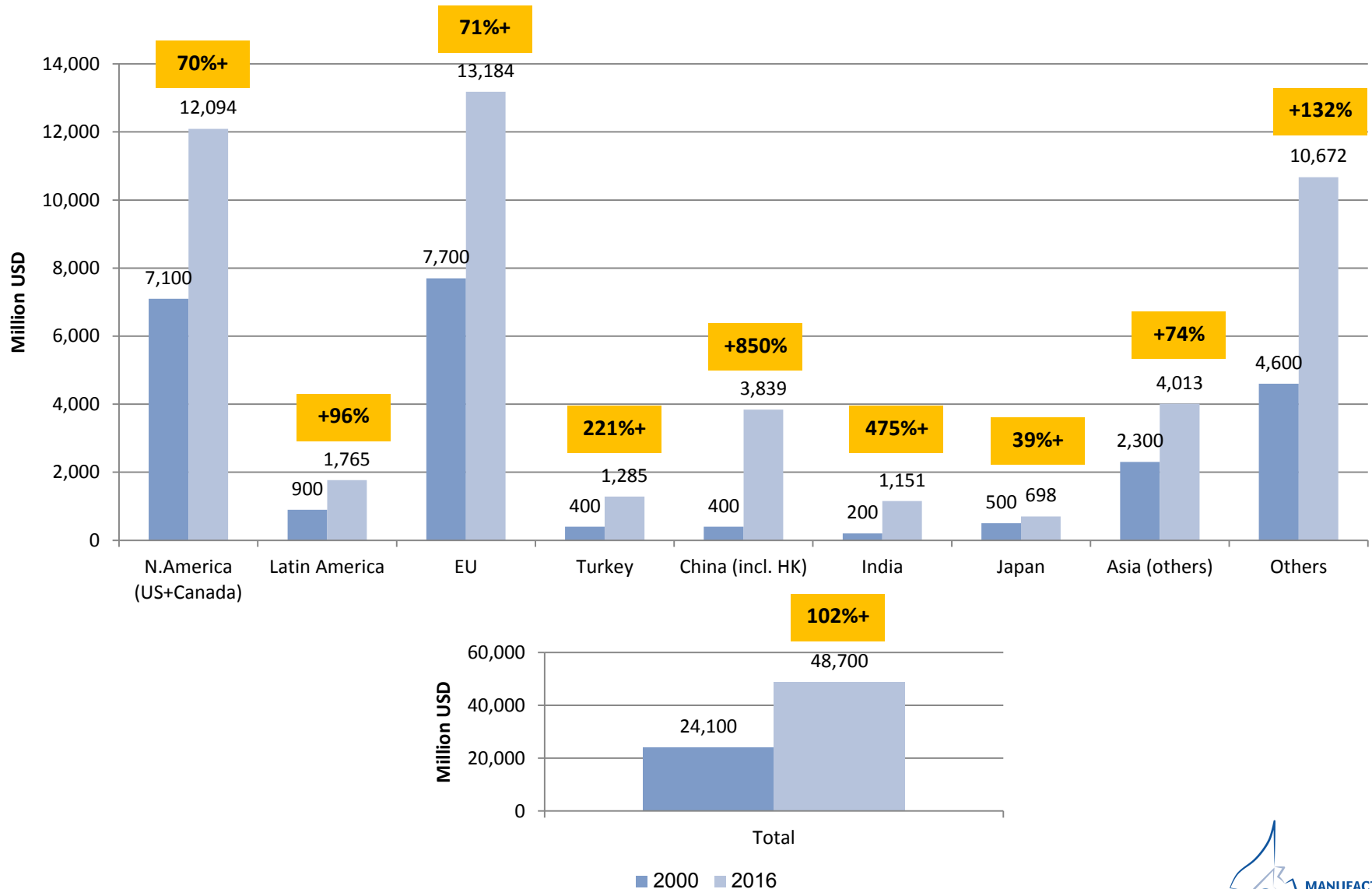
Industrial Export 2017: \$45.2 B

Distribution by branch



Export of goods (excl. diamonds) by countries

Million USD, 2000 vs. 2016



Network of International R&D Collaboration



North America

BIRD (Foundation)
CIIRDF (Foundation)

South Carolina
California
Florida
New York
Massachusetts
Maryland
Virginia
Wisconsin
Oregon
Colorado
Illinois
Michigan

Latin America

Argentina
Brazil
Sao Paulo, Brazil
Uruguay
Mexico (Newtec)
Columbia
Chile

Europe

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

China

MOST (Federal)
Jiangsu
Shanghai
Shenzhen
Shandong
Guangdong
Zhejiang
Hong Kong

Japan
(Federal)

Korea
KORIL-RDF
(Foundation)

Taiwan

Singapore
SIIRD (Foundation)

India

i4RD (Federal)
KIRD (Karnataka)

Australia

Victoria
New South Wales

+65

**Bilateral R&D
Agreements Worldwide**

+100

**Joint Projects
Per Year**



Israel International Trade

- ❖ Exports of goods and services increased by 6.4% compared to 2016 ,amounting to \$ **102.3 Billion \$**
- ❖ Exports in goods: **46.4 Billion \$** (2017)
- ❖ Exports in services: **55.9 Billion \$** (2017)

- ❖ Imports of goods and services increased by 7.9% compared to 2016 ,amounting to \$ **96.7 Billion \$**
- ❖ Imports in goods: **62.4 Billion \$** (2017)
- ❖ Imports in services: **34.3 Billion \$** (2017)

9 Free Trade Agreements with 42 countries

2017



Negotiated / Considered

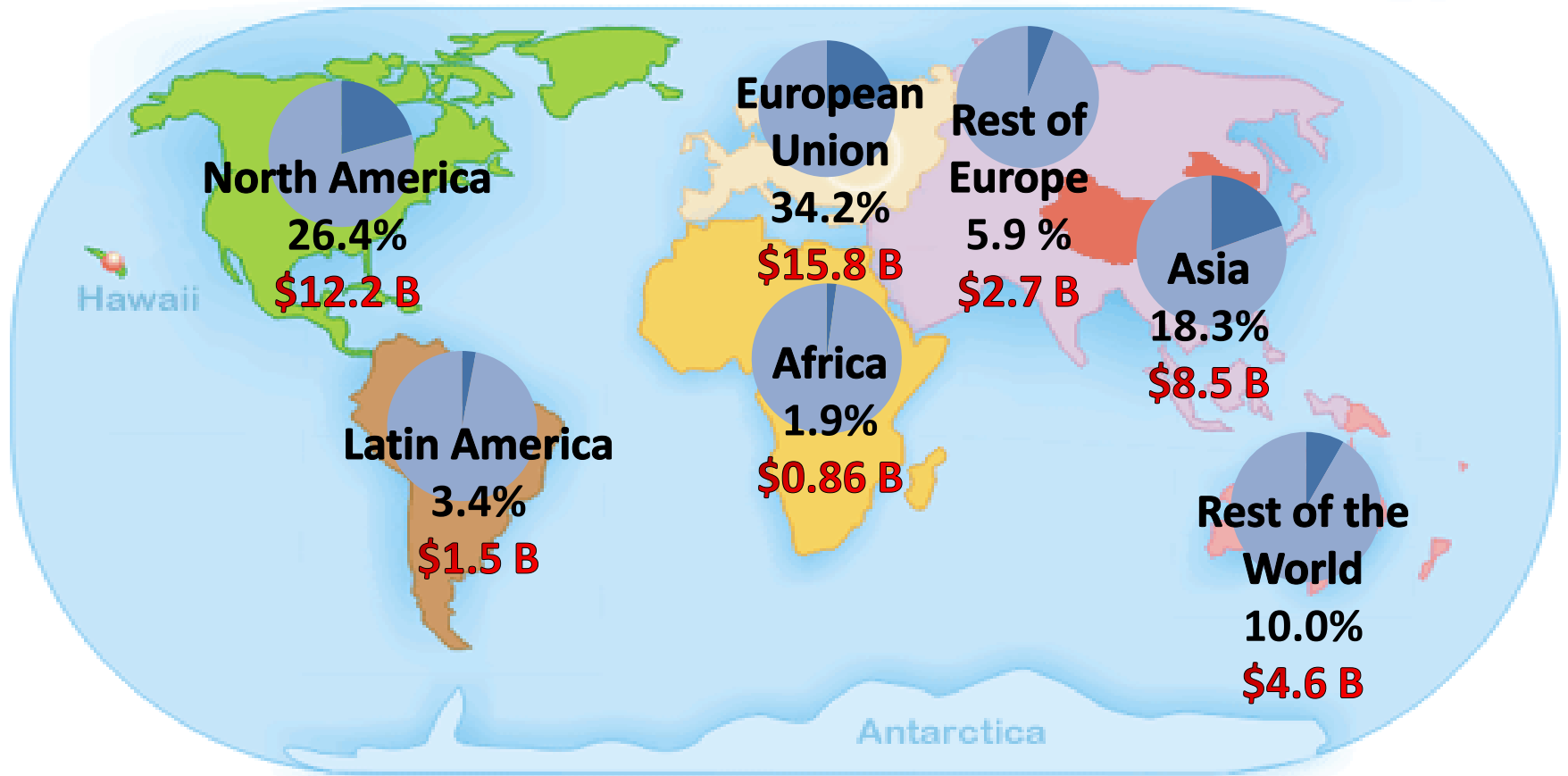


Signed but not in forced



Israeli Good Exports by Continent

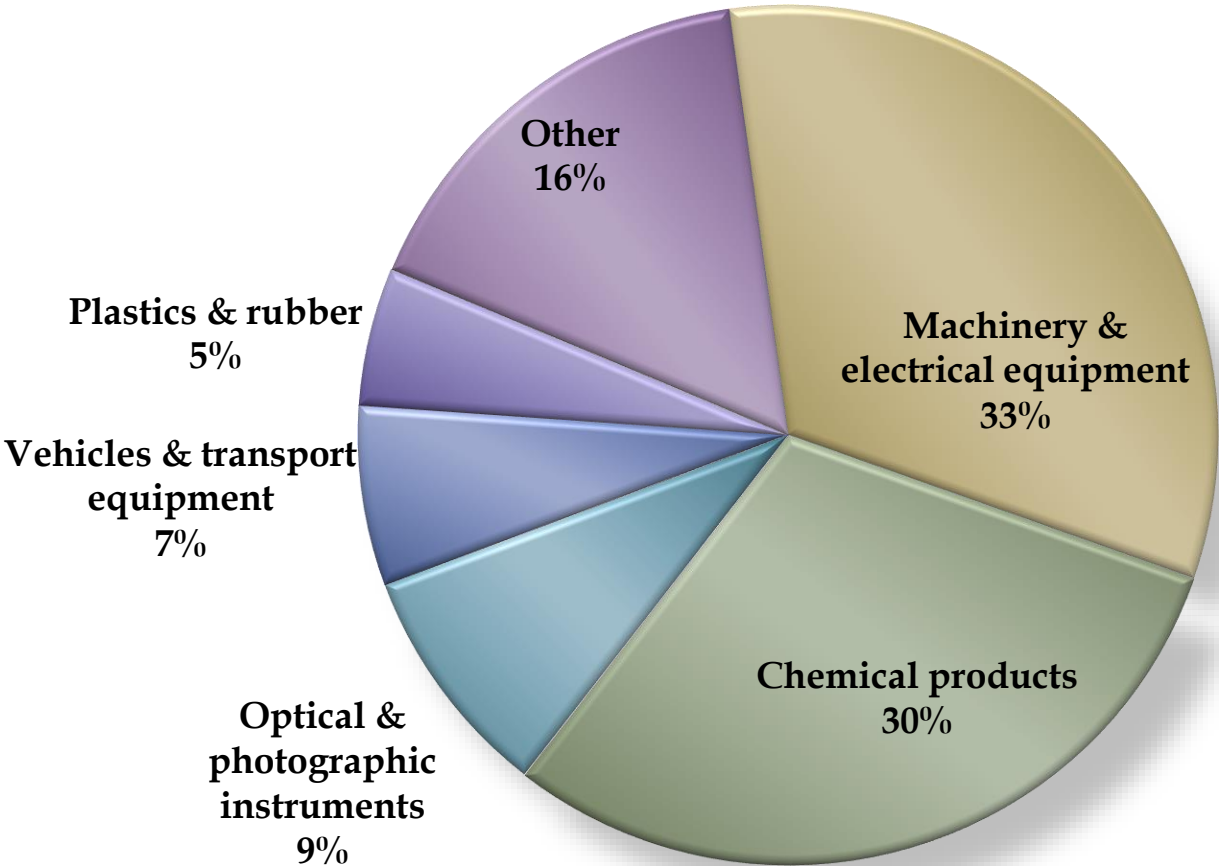
2017, excl. diamonds.



Total : \$ 46.4 Billion

Israeli Industrial Goods Exports by Sector

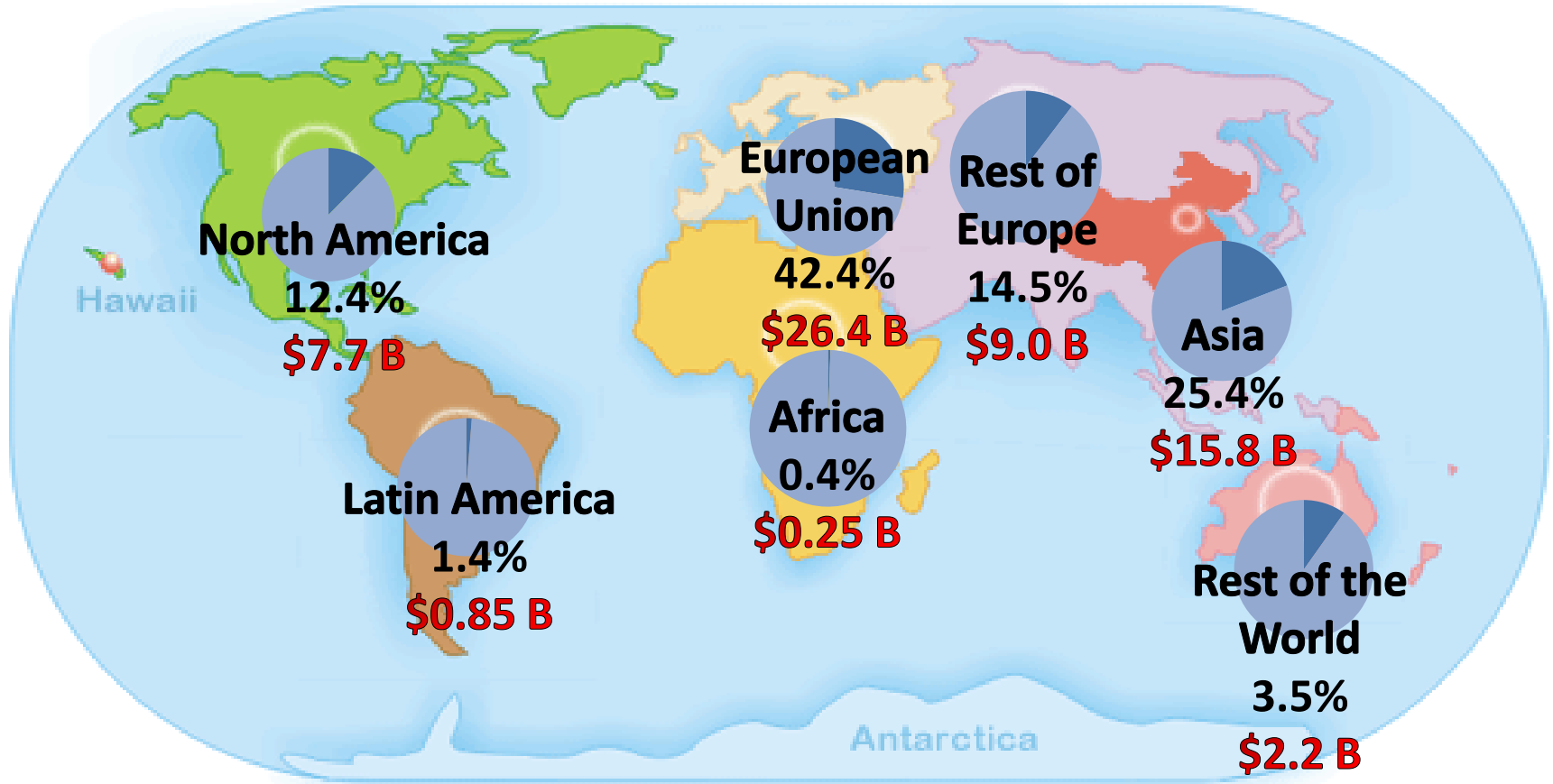
2017, excl. diamonds



Total : \$ 46.4 Billion

Israeli Good Imports by Continent

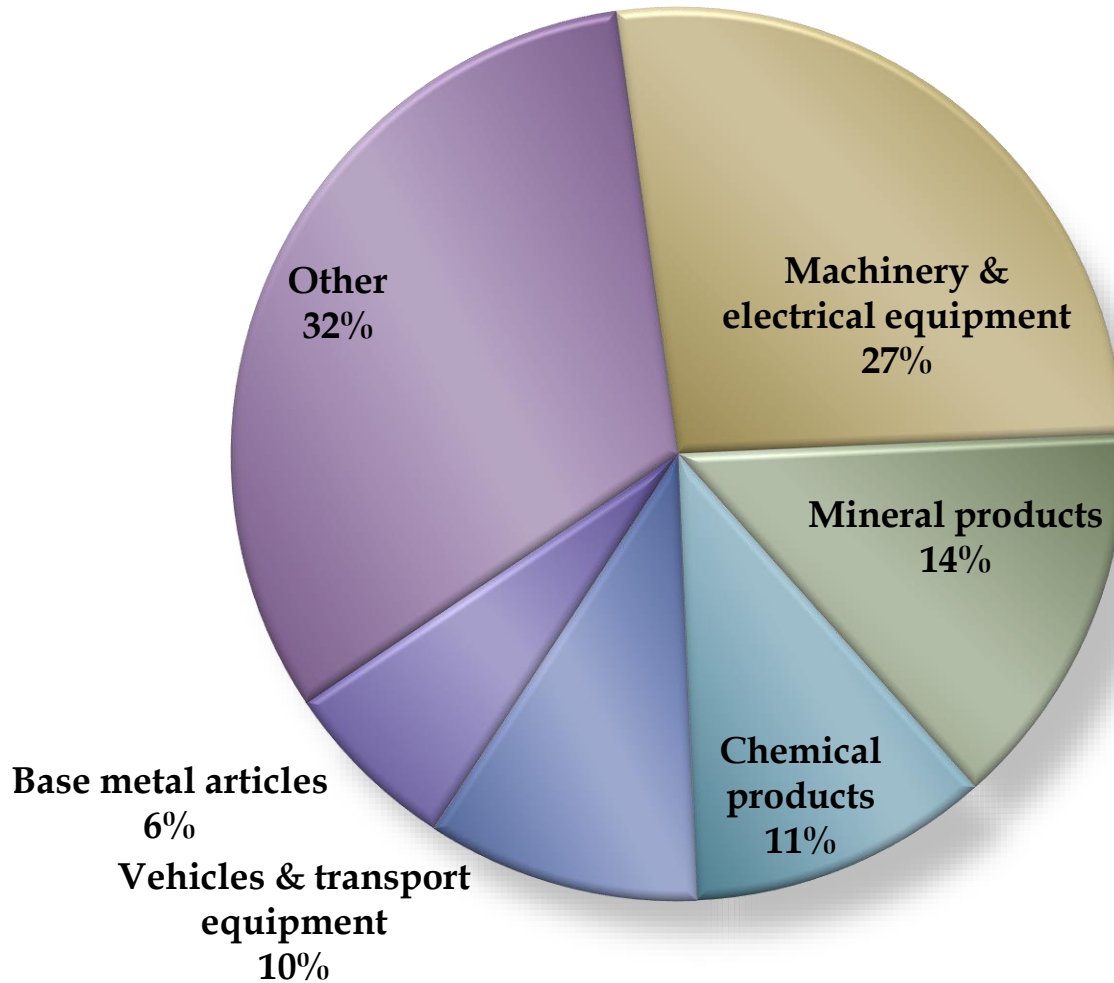
2017, excl. diamonds.



Total : \$ 62.4 Billion

Israeli Industrial Goods Imports by Sector

2017, excl. diamonds



Total : \$ 62.4 Billion

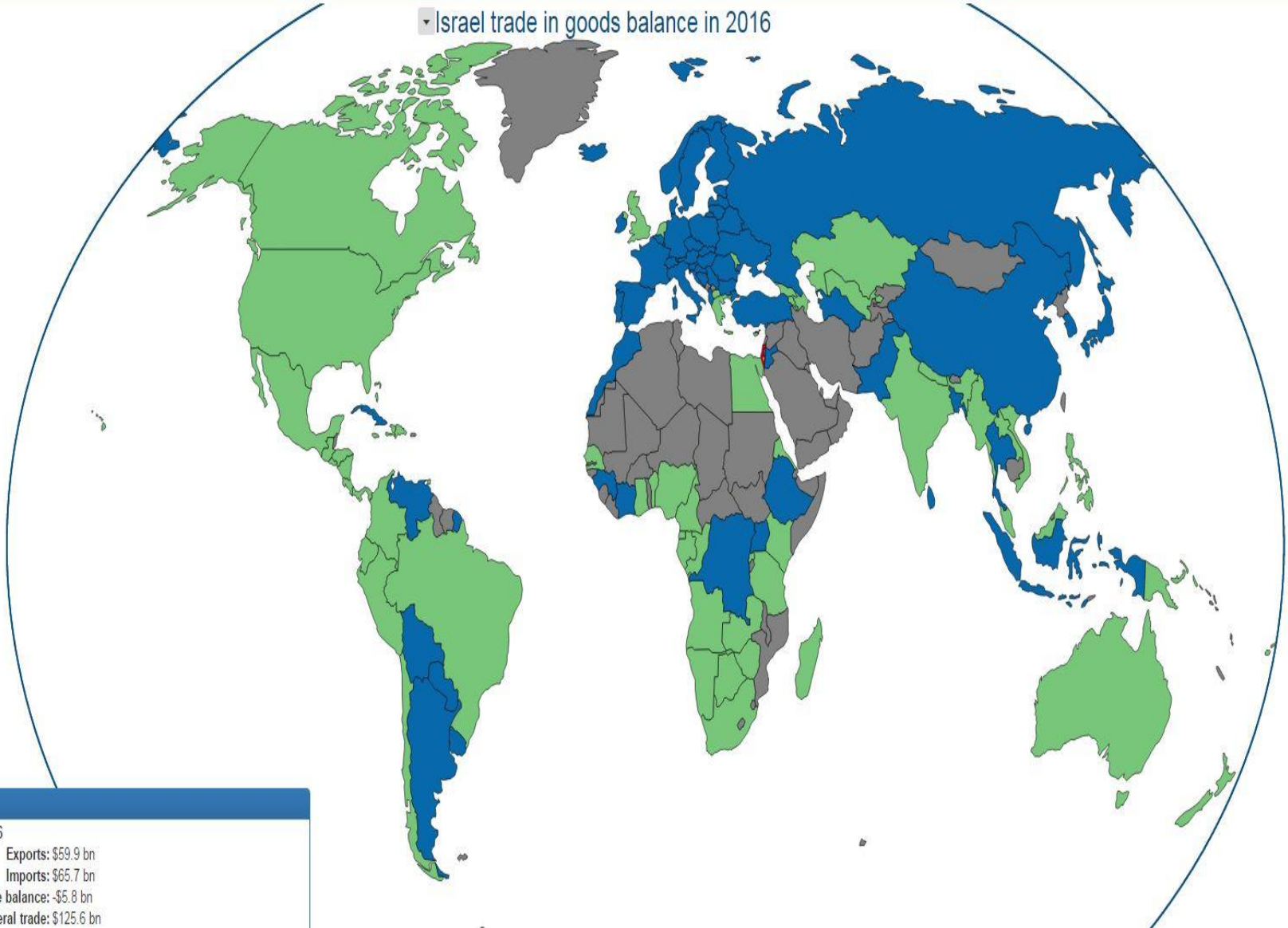
Israeli Trade Balance 2016

Israel trade in goods balance in 2016

Exports Imports Balance

Balance Legend

- No data available
- Deficit (62 partners)
- Surplus (67 partners)



Key Facts

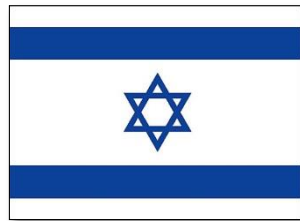
Israel trade in goods with World in 2016

Exports: \$59.9 bn
Imports: \$65.7 bn
Trade balance: -\$5.8 bn
Bilateral trade: \$125.6 bn

Source: UN Comtrade data



**MANUFACTURERS'
ASSOCIATION
OF ISRAEL**



Israel - France

Manufacturers Association of Israel (MAI)

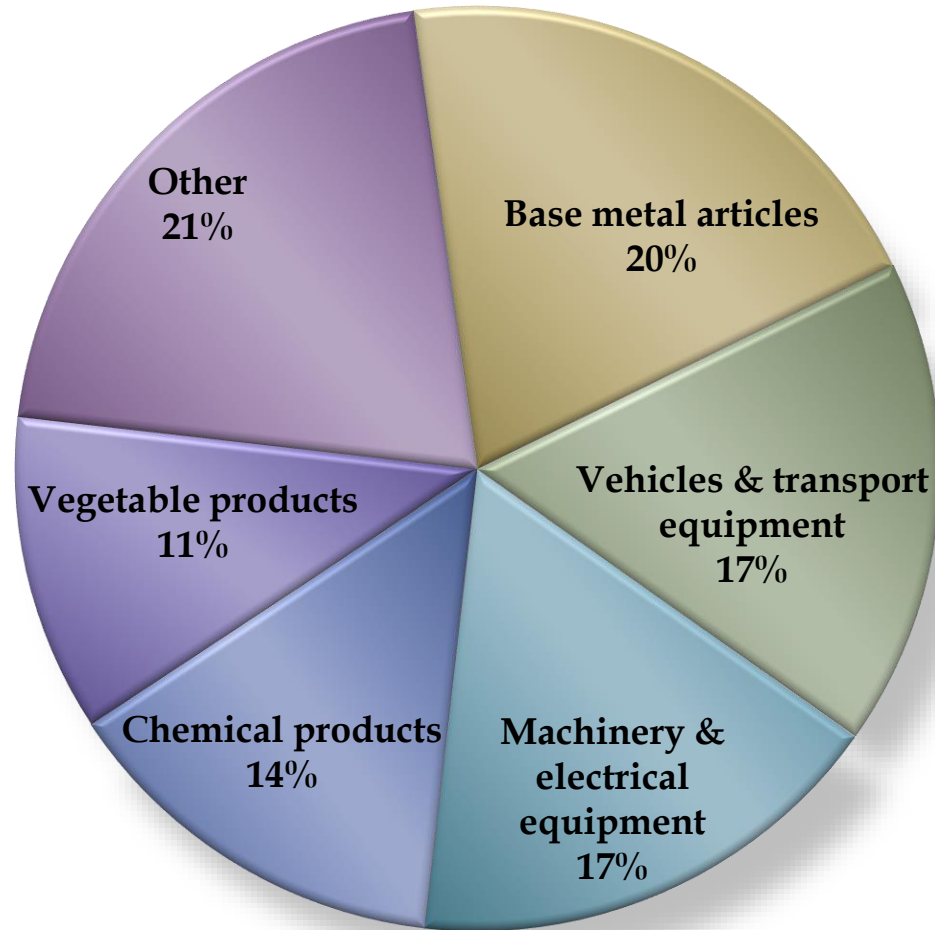
		Export		
		2017	2016	2015
	European Union	15,851.2	13,191.7	13,483.8
1	United Kingdom	4,837.3	3,630.5	3,630.0
2	Netherlands	2,286.3	2,135.0	2,143.9
3	France	1,620.2	1,198.8	1,441.8
4	Germany	1,611.3	1,457.8	1,383.4
5	Belgium	889.4	716.6	633.3
6	Italy	884.1	816.7	830.4
7	Spain	813.3	876.8	768.7
8	Greece	579.5	344.2	383.3
9	Cyprus	406.3	308.8	438.1
10	Slovenia	372.4	247.2	266.0
11	Poland	244.4	226.0	230.3
12	Malta	167.2	138.0	136.1
13	Sweden	158.7	145.8	145.4
14	Czech Republic	143.7	126.4	120.5
15	Hungary	129.6	121.8	121.9
16	Romania	128.3	116.3	127.7
17	Portugal	107.1	110.3	112.6
18	Denmark	100.9	75.1	73.7
19	Ireland	67.6	82.7	100.1
20	Finland	63.7	84.0	84.8
21	Austria	61.5	65.9	72.0
22	Bulgaria	47.6	38.7	87.8

**Israeli
Industrial
Goods
Export to
European
Union:
France
ranking 3th
1,620
Million \$, (excl.
diamonds)**



Israeli Industrial Goods Export to France

2017, (excl. diamonds)



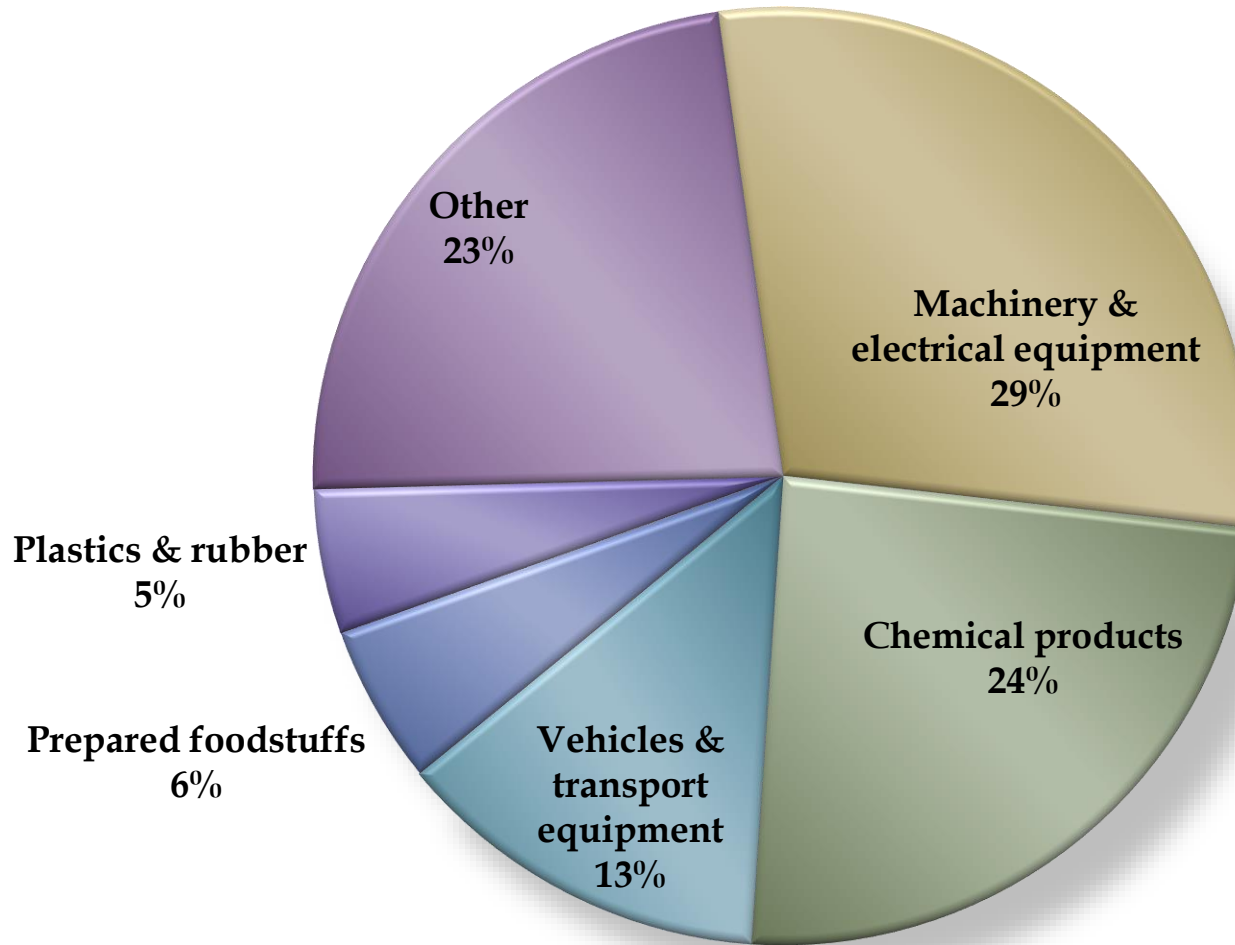
Total : \$ 1,620 Million

		Import		
		2017	2016	2015
	European Union	26,444.0	25454.1	20,877.9
1	Germany	4,718.1	4063.8	3,799.9
2	United Kingdom	4,263.1	3643.4	2,239.2
3	Netherlands	2,925.5	2699.6	2,422.3
4	Italy	2,763.4	2676.4	2,474.6
5	Belgium	2,158.6	2074.2	1,658.0
6	France	1,738.0	1679.5	1,593.6
7	Spain	1,713.8	1574.7	1,342.8
8	Ireland	868.4	2066.6	1,300.4
9	Sweden	806.4	495.2	451.7
10	Czech Republic	568.6	612.2	469.6
11	Austria	532.4	407.8	406.9
12	Poland	435.3	381.0	269.0
13	Cyprus	367.9	315.6	348.4
14	Slovenia	323.0	695.1	107.5
15	Greece	322.3	266.4	223.0
16	Denmark	281.9	250.8	242.2
17	Hungary	272.0	372.4	283.7
18	Finland	262.1	260.1	273.5
19	Slovakia	245.8	152.8	262.9
20	Romania	213.9	230.2	175.5
21	Portugal	210.8	152.8	113.5

**Israeli
Industrial
Goods
Import from
European
Union:
France
ranking 6th
1738
Million \$, (excl.
diamonds)**

Israeli Industrial Goods Import from France

2017, (excl. diamonds)



Total : \$ 1,738 Million

Thank you!



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