



Ministry of Economy and Industry
The Foreign Investments and Industrial Cooperation Authority

New Opportunities in Industrial Cooperation in Israel

The industrial cooperation regulations

Threshold

- Initial transaction: \$5m
- Repeating transaction: \$0.5m

Value

- 35%-50% of transaction value (20% for GPA member countries)
- Local subcontracting of 20% of transaction value

Clear IC policy, determinedly enforced

ICA's new organizational structure



**Israeli
Buyers
Department**

**Governmental buyers
relationship management
(civil and defense)**



**Foreign
Suppliers
Department**

**Foreign suppliers
relationship management**



**Israeli
Industry
Department**

**Linking Foreign Suppliers
and the Israeli Industry**



Israeli Buyers Department

Monitoring all Buyer's current & future tenders

Contact point for foreign suppliers prior to the submission of proposals for tenders

Approval of the supply contracts signing

Preliminary approval of fulfillment plans in tenders over \$100m



Foreign Suppliers Department

Approval of initial and annual fulfillment plans

Approval of industrial cooperation credits

Tracking and enforcement of lagging foreign suppliers

Umbrella agreements signing and management



Israeli Industry Department

Assistance to Israeli companies working with foreign suppliers

Assistance to foreign suppliers in fulfillment plans creation

Israeli industry delegations to foreign supplier's HQ

B2B conferences connecting foreign suppliers and the Israeli industry

NO. 2
GLOBALLY FOR
HIGHER SKILLS
AND
COMPETENCIES

NO. 1
R&D INVESTMENT
AS % OF GDP

ICA + Israeli Innovation =
An investment waiting to be made

NO. 1
RESEARCHERS
PER MILLION
POPULATION

ONE OF THE
MOST RESILIENT
ECONOMIES IN
THE WORLD

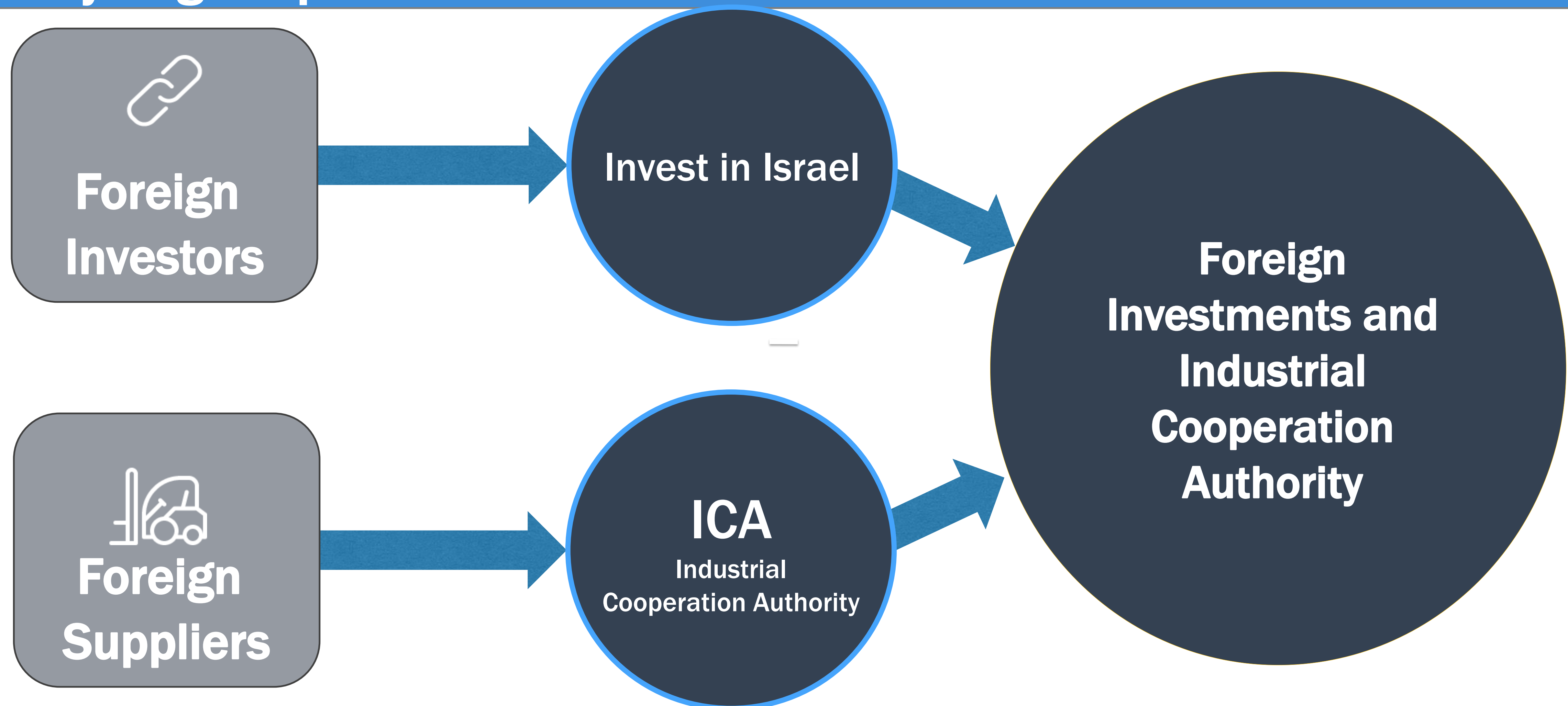
HIGHEST
CONCENTRATION
OF ENGINEERS IN
THE WORLD

NO. 2
GLOBALLY IN
HIGHER SKILLS
AND
COMPETENCIES

270
MULTINATIONAL
COMPANIES
INVESTED IN
ISRAEL

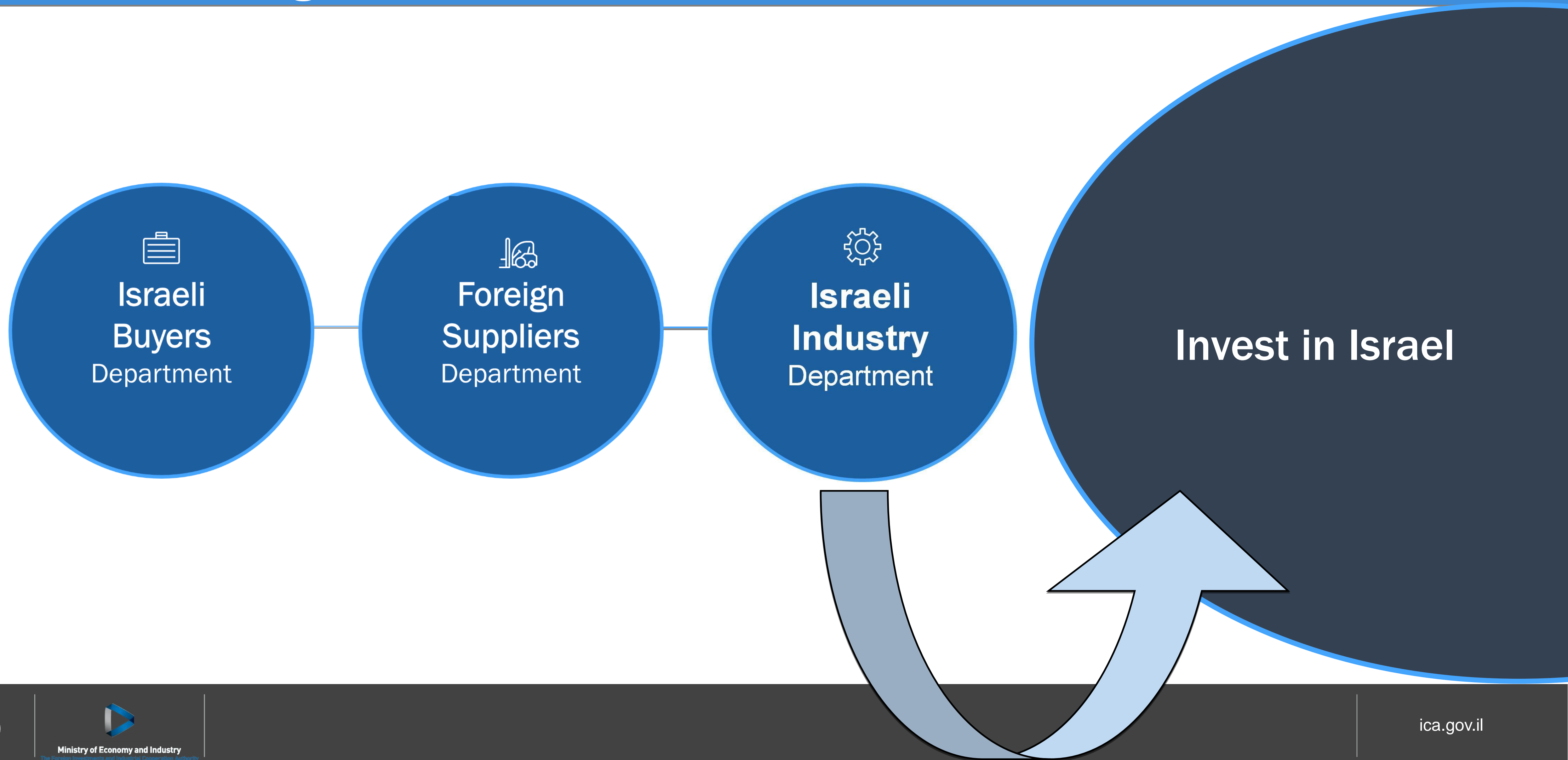
Our unique model

A synergetic platform



Grow with us

From an obligor to an investor



Invest in Israel services to foreign investors

Invest in Israel

The Foreign investment
promotion agency

Information and insights

- **Locations, industry and sector insights**
- **Economic data**
- **Benefits and grants information**

Facilitation

- **Site selection**
- **Accessibility to Policy Makers**
- **Benefits and grants applications**

After Care

- **Networking**
- **Ongoing support**

Multipliers


**Enjoy multipliers when
expanding IC to
investments in Israel,
aligned with our priority
areas**

National competitiveness

Regional economic development

Productivity and human capital

Multipliers guidelines to be published in 2016

A nighttime photograph of a city skyline with several tall, illuminated skyscrapers. In the foreground, a multi-lane highway is visible with long-exposure light trails from cars, creating a sense of motion. The scene is dark, with the city lights providing the primary illumination.

From an obligor to an investor in Israel - Come and grow your business with us

CONNECT

LET'S SHINE TOGETHER

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