



British Embassy
Israel



UK-ISRAEL TECH PARTNERSHIPS TO DRIVE SOCIAL & ECONOMIC GROWTH

UK ISRAEL TECH HUB

2022-23 ANNUAL REPORT

A PIONEER OF TECH DIPLOMACY

Just over a decade ago, Prime Minister David Cameron spearheaded the creation of a UK-Israel Tech Hub to take our nation's collaboration in high tech to the next level. The Tech Hub would link UK and Israeli firms, identify synergies between our tech economies and deliver specific activities to address barriers to partnership.

Today, tech is a key engine of UK and Israel trade, and a pillar of our bilateral relationship. According to Prof Eugene Kandel, Israeli Economist and Chair of Start-Up Nation Policy Institute: "one of the contributing factors to the relationship between Britain and Israel in hi-tech has been the establishment of the UK-Israel Technology Hub...so successful that a number of other countries have copied the model".

The core belief of the UK-Israel Tech Hub is that win-win partnerships lead to economic growth. By forging these relationships, we create social and economic value for both countries. New products and services are developed as a result of sharing knowledge, resources, and expertise. Ultimately, our goal is to drive the development, implementation and commercialisation of these products in the UK where the business can grow.

2022 began with COVID restrictions still in place, question marks over international travel, and speculations over global investments and national forecasts. In spite of this, by leveraging the agility of the Hub as well as the wider British Embassy team, we were able to launch a landmark UK-Israel Healthtech Gateway and establish 30 tech partnerships between UK enterprises and Israeli firms such as bio-protection technologies for fresh food shelf life, working with a major UK supermarket or Taliaz, who are revolutionizing the treatment and management of mental health working with Rotherham Doncaster and South Humber NHS Foundation.

This report presents facts and figures from last year's work out of the British Embassy in Israel. There are, however, unquantifiable benefits to society that go beyond these figures - early disease diagnosis that saves lives, fraud averted in our bank accounts, electric vehicles that consume less fuel, capturing carbon directly from the atmosphere, and spilling over innovation skills into hospitals and businesses that save us money and time.

We are immensely proud of the Hub's achievements this year. We take this opportunity to thank its team, past and present, for the measured impact you have had on economic and social productivity in both the UK and Israel.



Neil Wigan OBE

His Majesty's Ambassador
to Israel



Keren Shurkin

Director
UK-Israel Tech Hub



Haim Shani

Chairman
UK-Israel Tech Hub

OUR IMPACT:

Since the UK-Israel Tech Hub's inception in 2011:

>250

Tech partnerships

>400

Israeli tech firms
operate in the UK

34

Israeli unicorns have
offices in the UK

£1.2BN

of Foreign Direct
Investment (FDI)
to the UK

16,000

UK jobs (c.6,000 direct
jobs c.10,000 indirect
and induced jobs)

£1.6BN

of Israeli VC deals
with UK companies

Generating **£1BN+**
of gross value added
(GVA) economic impact

* data from PWC "Supporting UK-Israel activities from science to trade" Impact Report published July 2022.

OUR VISION:

UK-ISRAEL TECH
PARTNERSHIPS TO
DRIVE SOCIAL &
ECONOMIC GROWTH

OUR MISSION:



Enable British enterprise to gain a global competitive advantage through increased access and partnership with Israeli innovation.



Position the UK as the partner of choice for Israeli companies to launch and scale their tech business.



Validate and test technology with alliances across the UK, promoting tech development, implementation and commercialisation.

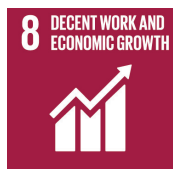


Advocate for diversity in tech and work towards leveling the playing field for underrepresented groups in tech.



Inform and provide insights on the bilateral tech relationship and horizon scanning on trends from Israel.

OUR VALUES



2022 IN NUMBERS

376

B2B Meetings



38%

matchmaking
conversion

30

confirmed UK-Israel
tech partnerships

120

strategic corporate
& community partners

40

delegations & events with
65% C-level participants

1500

stakeholders
in events

22

Arab-led
startups supported

28

Women-led
startups supported

60:40

London:UK spread

150

mentors



50

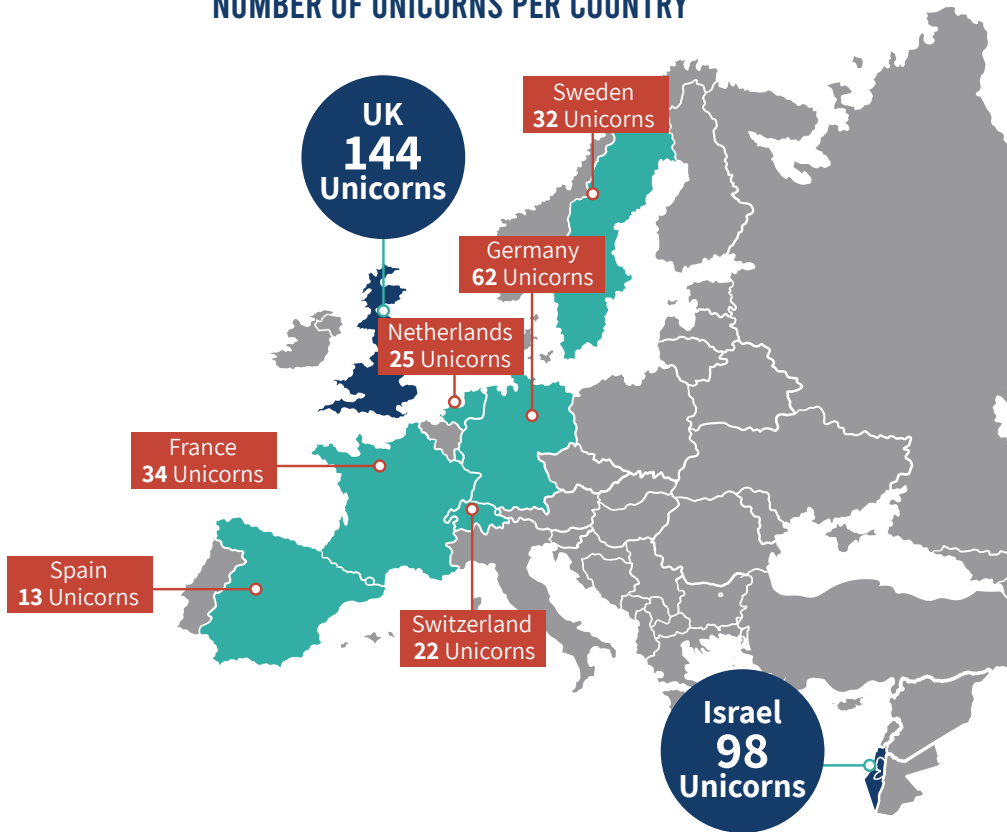
members

\$500^{BN}

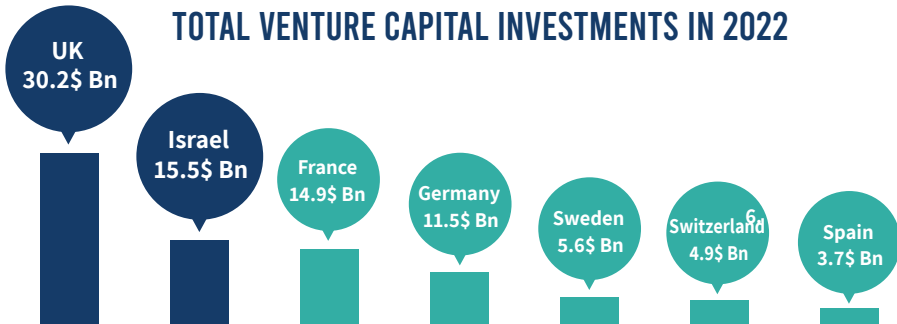
AUM

UK & ISRAEL: EUROPE'S TECH SUPERPOWERS

NUMBER OF UNICORNS PER COUNTRY



TOTAL VENTURE CAPITAL INVESTMENTS IN 2022



*data from Dealroom.



#1

In Investment
in R&D Expenditure
(as a % of GDP)



#1

Highest Venture
Funding per
Capita globally



#1

Start-ups
per Capita

WHY ISRAEL?



#5

In Global
AI Index



#15

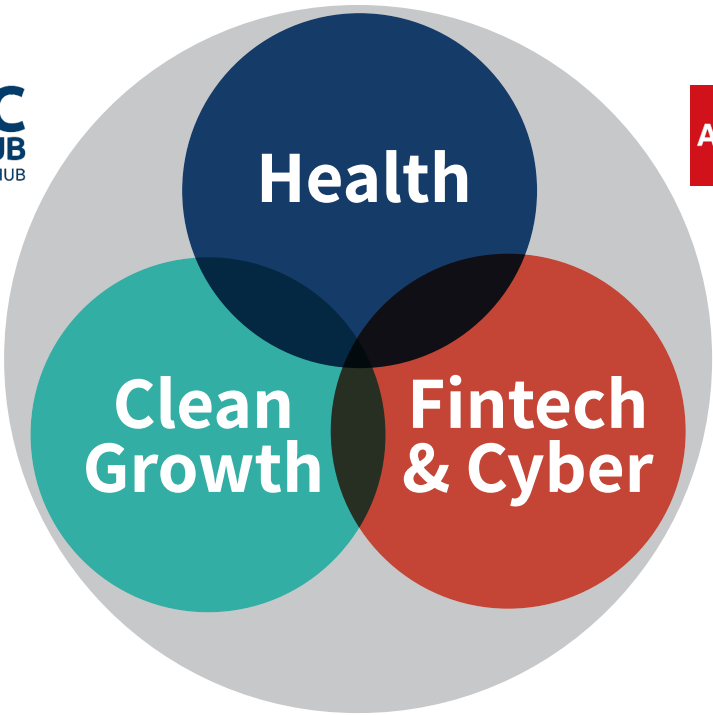
In Global
Innovation Index



#6

In Global
Cleantech Index

OUR SECTORS AND STRATEGIC PROJECTS



OUR MODEL

The UK-Israel Tech Hub facilitates international win-win innovation partnerships through

DEFINING INNOVATION CHALLENGE



We work with UK enterprise

- Define challenges
- Develop specific innovation briefs
- Inform and provide insight

HUB TOOLKIT



Depending on the needs defined the Hub will engage a variety of practices to ensure best access and outcomes

- Tech screening
- Bespoke Visits
- Brokerage Activity
- Tech Competitions
- Programmes
- Funded R&D programmes

CONTINUED ENGAGEMENT



Maintaining strong relationships with UK entities and remaining embedded in the Israeli tech scene

- Long-Term in-Country Partner
- Regional Sectoral Alliances
- Refining the innovation brief
- Micro-scouting and partnership follow up

OUTCOMES



As an agile entity in government, we ensure to regularly scrutinize the value of the partnerships we forge

- POCs
- Innovation Partnerships
- Accelerator Programs
- Sectoral Gateways
- Brokerage conversion
- High level network

CASE STUDY: LONG-TERM STRATEGIC PARTNERSHIP

NatWest Group has worked with Israeli firms since 2015 to consider how tech can address corporate, social and environmental challenges.



Partner:



Challenge:

Firstly, as a key part of their growth strategy, financial institutions need to engage with emerging startups to ensure their market position, security, and operational efficiency. Secondly, the Israeli tech ecosystem is one of the world's leading centers of innovation in cybersecurity and fintech, but UK-based banks lack direct access to it on the ground.



Solution:

Firstly, NatWest has worked with the UK Israel Tech Hub (UKITH) since 2015 to connect with Israeli innovators and explore tech solutions. Secondly, through this relationship, NatWest Group has been able to access and implement a range of Israeli technology solutions, including fraud detection, behavioural analytics, cyber security and more.



Outcome:



8

years of
partnership



16

scouting trips to Israel
with 40 startups &
business leaders per trip



17

Israeli startups launched
in UK following NatWest's
Entrepreneur Accelerator



CASE STUDY: UK-ISRAEL HEALTHTECH GATEWAY

Establishing a joint pilot programme between Israel and the UK, as part of the UK-Israel healthtech Gateway.



Partner:



Challenge:

The need for adoption of innovation into the healthcare system that will increase efficiency, provide faster diagnosis, better treatment and reduce backlogs. Lack of access to partners for R&D collaboration in the UK.



Solution:

Developed programme where selected Israeli health-tech companies will be funded, by the Israeli Innovation Authority, to partner with one of the NHSA members' NHS Trusts and conduct health tech pilot studies in one (or more) of their hospitals.



Outcome:



30M NIS
in funding for
Healthtech
Pilot Programme



15
accepted Israeli
technologies for the
Pilot programme



5 NHS
Trusts/Hostpitals



CASE STUDY: WOMEN LEADING INNOVATION: QUEEN OF GREEN DELEGATIONS

Empowering and connecting UK & Israeli female founders in Climate-Tech.



Partner:

nationalgrid
partners



DORAL



Challenge:

74% of early-stage Climate-Tech start-ups receiving UK grant funding have no female founders, only 20% had mixed-gender boards, and half of the top 20 energy businesses did not have any female executives. Furthermore, in engineering and tech companies, only one in seven managers is female. The UK's leading energy companies have one female executive for every 17 males on their boards. Lastly, women entrepreneurs face an uphill battle when securing funding: only 3% of venture capital partners are women and only 14% of start-up investors are women.



Solution:

The Queen of Green initiative was created to address the gender gap in the Climate-Tech industry by building a strong network of UK & Israeli female founders & C-level executives, providing access to investment, mentoring & business networks.



Outcome:



2

Cohorts



22

Female led startups



2

accepted to accelerator programme



1

follow-on VC investment



CASE STUDY: ARAB SECTOR: MOVE-UP POST-ACCELERATOR

Creating the first Post-Accelerator Programme tailored for the Arab minority in Israel.



Partner:



PRESENTENSE



Challenge:

While Arab entrepreneurs had 2-3 dedicated accelerator programmes to choose from, there were no such post-accelerator programmes available for said entrepreneurs to join.



Solution:

The creation of MoveUp - The first Post-Accelerator bespoke Programme, that attended to the needs of Arab entrepreneurs in Israel. Consisting of thirteen sessions, covering a variety of topics to assist entrepreneurs in accelerating their respective start-up's growth.



Outcome:



4

Cohorts



40+

Entrepreneurs

PRESENTENSE **MADE IN HAIFA** **UK Israel Tech HUB** **takwin** **Citi Foundation citi**

MoveUP:
BY PRESENTENSE

Post Accelerator Program

Join us and take your startup to the next level!

2022-2023 HIGHLIGHTS

April 22

Global Tech Connect
Bootcamp: Cybersecurity

July 22

First Industrial R&D
Call Launch Event



May 22

Healthtech Gateway
Launch + IIA NHSA
MOU Signing



September 22

- Corporate Visit of NatWest Innovation Team to Israel
- PLANETech satellite event: Investing with Climate Considerations with Pitango VC



November 22

- Queen of Green Energy Delegation to the UK
- Global Tech Connect Bootcamp: Fintech

November & December 22

UK Healthcare Delegation to
HealthIL in Israel



March 23

- AI in Drug Discovery Roundtables with UK Minister for Science and Innovation
- Women Investors Event at MindtheTech London
- Female Founders Competition with UK Secretary of State for Business & Trade

BE IN TOUCH



Haim Shani
Chairman



Keren Shurkin
Director



Ella Caplan
Deputy Director



Avital Levitzky
Fintech & Cybersecurity
Sectors Lead



Hadar Huberman
Clean Growth
Sector Lead



Ronit Applebaum
Healthcare Innovation
Sector Lead



Gili Kaplan Spector
Programme Manager
& VC Club Lead



Tagil Yaniv
Programme Manager & Women
Leading Innovation Lead



Sami Awad
Communications Manager
& Arab Sector Lead



Shahd Asfour
Tech Policy Lead

THANKS TO OUR SUPPORTERS



Department for
Science, Innovation
& Technology



Foreign, Commonwealth
& Development Office

CONTACT US



INFO@UKISRAELHUB.COM



UKISRAELHUB.COM



British Embassy
Israel

