



The Israel Export & International Cooperation Institute
Hi-Tech Division

The High Tech and the Start Up forum

We hereby partake to invite you to the seventh meeting of the hi-tech and start-up forum of the Israel Export & International Cooperation Institute.

Meeting topic:

Raising Capital and strategic collaboration in United States

In the participation of Gerbsman Partners from United States specializing in the Private Raising Capital, Mergers & Acquisitions

On Tuesday, 19.10.2004 between the hours 15.00 – 19.00

Agenda:

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| 15.00 – 15.30 | Assembling and registration. |
| 15.30 – 15.35 | Opening – Mr. Yair Ofek - Deputy Director General & Director, Hi-Tech Division |
| 15.35 – 16.15 | Judicial issues and trends in the enlistments of fortune and in the strategic collaborations – lawyer Mr. Ian Rostovski – partner in Efrati, Galili and Co., lawyers |
| 16.15 – 17.00 | ❖ What does financial investors are looking for in the United States?
❖ Interest Criteria of American companies in strategic collaboration.
❖ Flowchart of Raising Capital, up to the complete collaboration agreement signature.
Mr. Steve Gerbsman – partner, Gerbsman Partners. |
| 17.00 – 17.30 | Due diligence for Raising Capital / Collaboration of technological companies.
Mr. Gunnar Ostergren , Gerbsman Partners. |
| 17.30 – 17.45 | Gerbsman Partners in Israel -
Mr. Motti Abramowitz – Manager, Prisma Projects Entrepreneurship and Eng |
| 17.45 – 18.15 | Coffee break |
| 18.15 – 19.00 | Panel– Q&A and Case Study with the lecturers' participant. |



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Personal meetings with firm representatives, including coordination of further schedule meetings, will take place after the forum.

Chairmen: Dr. Avi Mesika –

Appointed time and place: Tuesday **19.10.2004** between 15.00 – 19.00, The Israel Export & International Cooperation Institute, Hamered 29, Tel Aviv, Beit Hata'asiya, Israel Hall, 5th floor.

The meeting is designated to:

Israelis technological companies from the cellular field, security software, communication and life sciences possessors of:

- ❖ Proven technology recorded as a patent and protected (is not in the _____ stage).
- ❖ Existed customers base and sales.
- ❖ Defined market sectors in Proven business model.
- ❖ Experienced directorate.

The international staff of Gerbsman partners, including technology and marketing people from United States and from Israel, will be available to meet the companies that will be interested, after the meeting. In advanced correlated meetings with Motti Abramovitch (motti@gerbsmanpartners.com) are available.

Additional details about Gerbsman partners can be found in the website:

www.gerbsmanpartners.com