

BIRD Foundation

Accelerating Growth through Strategic Partnerships

BIRD'S MISSION STATEMENT



To stimulate
promote and
support industrial
R&D of mutual
benefit to Israel
and the U.S.



Israel-United States Binational
Industrial Research and Development
Foundation

www.birdf.com

Presentation by:
Natalie Galperin
CFO, BIRD Foundation
natalie@birdf.com



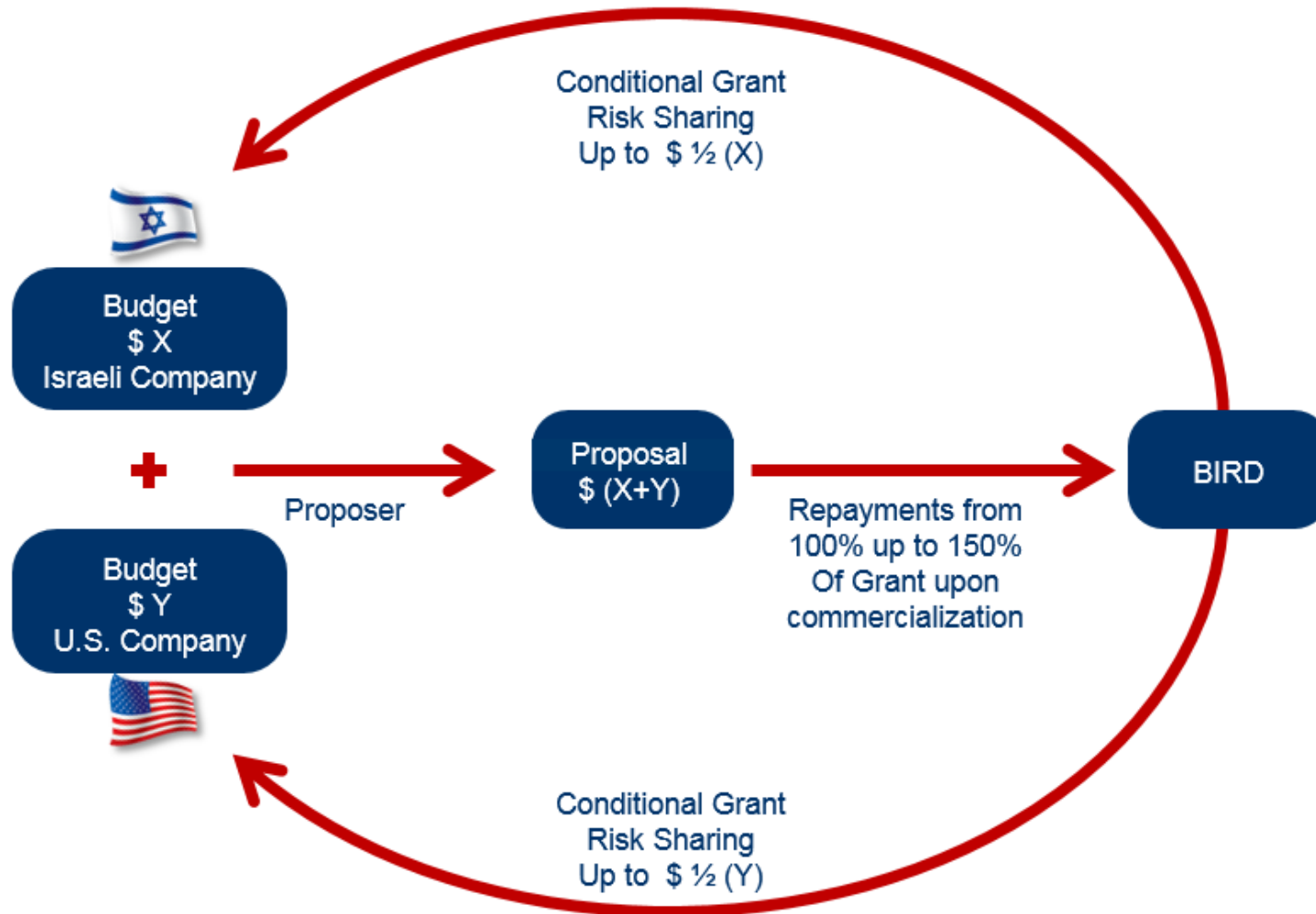
The BIRD Foundation was established by the U.S. and Israeli governments in 1977

- **\$396M** granted for joint development of innovative technologies and products
- At least the same amount invested by the private sector of both countries, through cost-sharing
- **1,070** projects between U.S. and Israeli companies approved
- **\$117M** repayments from successful projects
- **~\$10B** in sales generated directly and indirectly by BIRD-sponsored activities

BIRD's Approach in a Nutshell

- BIRD helps in finding strategic partners (“matchmaking”)
- BIRD offers conditional grants for joint development on a risk sharing basis (private sector cost-share)
- BIRD funds **up to 50%** of each company's R&D expenses associated with the joint project
- BIRD claims **repayments** as royalties only if commercial revenues are generated from the project

The BIRD Model



- The BIRD Foundation offers conditional grants on a risk-sharing basis
- The Foundation funds up to **50%** of each company's R&D expenses associated with the project
- Maximum conditional grant= **\$1.5M**
- **Every dollar invested by the governments yields at least \$2 of activity through private sector cost-sharing**

BIRD's Evaluation Criteria:

- Innovation (Technology)
- Synergy between companies
- Market opportunity
- Go to market strategy / commercialization

Once a Project is Awarded...

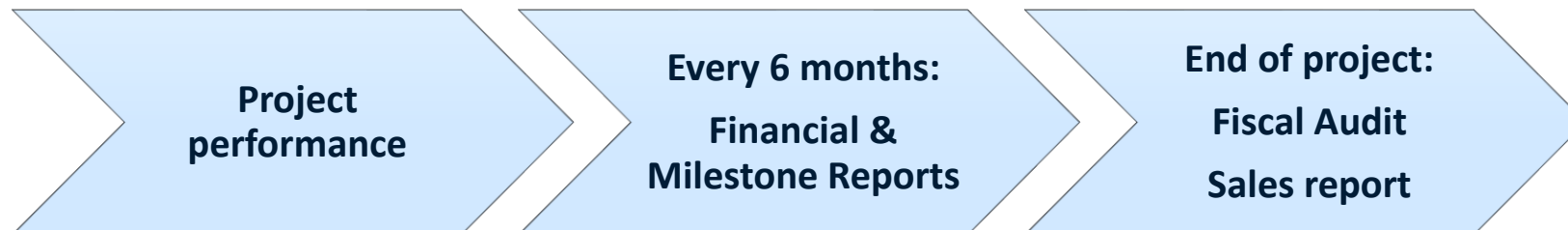
Company to Company Agreement

Financial Due Diligence

Cooperation and Project Funding Agreement (CPFA)

Project Budget of each company

Milestones and deliverables



Repayments Schedule

Repayments obligation is based on actual sales

Maximum repayments obligation: 150% of grant, linked to CPI-U

Repayments are paid on a semiannual period

Years from Project Completion	% of the grant to be repaid
1	100%
2	113%
3	125%
4	138%
5 & Beyond	150%

Repayment Terms

- Repayments are due to the Foundation under the following conditions:
 - (i) based on gross sales, and/or
 - (ii) in connection with any repayment event – Outright Sale of Technology
 - (iii) upon the achievement of milestones
- In milestone Projects, upon reaching a repayment event, repayments of X% of the conditional grant paid to the Proposer linked to the Index and the remaining balance of the conditional grant will be derived from gross sales

Programs Managed by the BIRD Foundation

BIRD Energy – Since 2009



“BIRD Energy” is the implementation of a cooperation agreement between The U.S. Department of Energy (DOE), the Israel Ministry of Energy, jointly with the Israel Innovation Authority and the BIRD Foundation. This program develops innovation through U.S.- Israel cooperation on a range of clean energy technologies, including renewable energy, energy efficiency, natural gas, and energy-water technologies.

U.S.- Israel Energy Center – Since 2019



The U.S. and Israel, through the **U.S. Department of Energy (DOE)**, the **Israel Ministry of Energy (MoE)** and the **Israel Innovation Authority (IIA)**, have established the **U.S.-Israel Center of Excellence in Energy, Engineering and Water Technology (the “Energy Center”)**. The purpose of the Energy Center is to accelerate development and deployment of critical and innovative technologies in the areas of Fossil Fuels, Energy Storage, Cyber Security for Energy Infrastructure, Energy-Water Nexus.

AN OPPORTUNITY TO SUBMIT U.S. - ISRAEL JOINT ENERGY PROPOSALS



Innovation in:

- Renewable Energy and Energy Efficiency, such as Solar and Wind Power, Advanced Vehicle Technologies and Alternative Fuels, Smart Grid, Storage, Water-Energy Nexus, Advanced Manufacturing, AI for Energy Management, etc.
- Innovation that scales up carbon-free technologies and reduces carbon emissions
- Natural Gas and other Associated Technologies that reduces its climate impact

Timetable & Deadlines:

Executive Summary
July 8, 2024

Final Proposal
September 9, 2024

Decisions
November 2024



ACCELERATING GROWTH THROUGH U.S. - ISRAEL STRATEGIC PARTNERSHIPS



BIRD Foundation Call for Proposals

To be considered, a project proposal should include:

- R&D cooperation between two, unrelated companies, one registered in the U.S. and the other in Israel. The companies should jointly apply for BIRD support
- Research and development topics that include but are not limited to: Advanced Manufacturing, Agrotechnology, Cleantech and Environment, Communications, Construction Tech, Electronics, FinTech, Gas, Homeland Security and Cyber Security, Life Sciences and Bio-Convergence, Software, etc.
- A jointly developed technology or product(s) that shows considerable innovation
- A proposed project that demonstrates significant commercial potential

BIRD funds up to 50% of the R&D costs associated with the joint project.

The maximum conditional grant per project is up to US \$1 million; the BIRD Board of Governors may exercise its discretion to increase the award up to US \$1.5 million for exceptional proposals*

*contingent on the quality of the proposal and available funding.

BIRD – 2024 Second Cycle

Timetable & Deadlines

Executive Summary

September 5, 2024

Final Proposal

October 13, 2024

Decisions

December 2024

*The BIRD Board of Governors may exercise its discretion to increase the award up to **\$1.5M** for exceptional proposals (contingent on the quality of the proposal and available funding)

Programs Managed by the BIRD Foundation

BIRD HLS – Since 2016



Homeland Security Technologies

The BIRD Homeland Security (HLS) program is a **joint initiative funded by the U.S. Department of Homeland Security (DHS) Science and Technology Directorate (S&T) and the Israel Ministry of Public Security (MOPS)** to develop advanced technologies for the homeland security mission. The BIRD HLS program seeks solutions in first responder technology areas such as perimeter protection, wearable technology, situational awareness and more.

BIRD Cyber – Since 2022



Advanced Cybersecurity Applications

BIRD Cyber program was established by The **U.S. Department of Homeland Security (DHS) and the Israel National Cyber Directorate (INCD)** to promote collaboration on cybersecurity and emerging technologies aimed at enhancing the cyber resilience of critical infrastructure and economies of both countries by harnessing the innovation and ingenuity of the Israeli and the American technology sectors.

Thank you!

