

# ISRAEL HIGH-TECH & INVESTMENT REPORT

A MONTHLY REPORT COVERING NEWS AND INVESTMENT OPPORTUNITIES

JOSEPH MORGENSTERN, EDITOR

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## From the Editor's Desk

### "I SHOT AN ARROW"

The Arrow anti-missile missile developed by Israel Aircraft Industries recently completed its first successful trial, intercepting and destroying an incoming missile. "We are writing the book" stated a jubilant official after the trial went off without a hitch. The success was a milestone in the development of anti-missile missiles capable of destroying low-flying, low-speed missiles. The challenge for the designers was to build a system fast enough to respond in the time available between a hostile launch and the arrival of an enemy missile over its target, but slow enough to deal with the relatively ponderous Scuds used by Israel's enemies. Missiles developed by the superpowers include some that travel at Mach 25, or 25 times the speed of sound, but these missiles are not effective against Scuds.

The \$321 million project -- relatively cheap as far as missile programs go -- was approved only two years ago by the United States Defense Department. The aim of the program is to create an "umbrella" which can protect armed forces or civilians from attacks by missiles such as the Mach 2.5 Scuds used by Saddam Hussein during the Gulf War. The program has been funded by the United States, but was nearly canceled several times due to technical difficulties during the first ten trials.

When ready, the Arrow will replace the multi-target, surface-to-air Patriots. The Patriot detects, engages and deflects, but does not effectively destroy slow incoming missiles. The success of the Arrow trial is a reminder to all that this country's people are its most important resource, capable of leading-edge technological achievements. When the Arrow system becomes

fully operational, it will provide democratic countries with missile deterrent systems, giving planners and decision makers a defensive option. It will thus reduce the value of the Scuds now being stockpiled by at least three countries in the area.

By any standard, the Arrow success is a notable achievement for a small country like Israel, and a credit to its technological abilities, which are also being put to use in many civilian applications.

#### US/ISRAELI ARROW

A cooperative US/Israeli research project to develop anti-ballistic missiles for Israel has potential applications in several US defense programs. The program is jointly funded by the US Ballistic Missile Defense Organization (BMDO) and Israel, with Israel Aircraft Industries as the main contractor. Dr. Michael Holtcamp, BMDO's Manager of the Arrow Project, stated, "The successful Arrow interception of a surrogate tactical ballistic missile this week had proven the ability of the State of Israel to develop and produce very complex advanced technology systems. This achievement puts you (Israel) in the first row of the international hi-tech community."

To our readers

We will be publishing our next report at the end of August. It will be an extra large issue beginning the fall.



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**An interview with Israel's Chief Scientist**

Dr. Y. Gleitman, 44, is Chief Scientist with the Ministry of Industry and Trade. Shuki, as he is known to his friends, is Israeli born. He earned his doctorate in physical chemistry at the Hebrew University in Jerusalem, and after completing his education he worked as head of the laser branch in the Israeli Ministry of Defense prior to entering industry at El-Op, a major optical producer. He then moved from the technical side of high-tech to marketing, and this skill is being put to use to further the country's international activities.

He recently completed a first-ever R&D program with Canada. The \$3 million contributed by each partner is not great, but Shuki hopes that once the joint programs begin, the amount will grow. A new initiative with an American group also has good potential. He is working to enhance these programs by hosting and visiting the individuals involved. Dr. Gleitman spoke to the *IHTIR* recently. What follows are excerpts from his remarks.

"R&D involves the use of a country's human resources to improve its citizens' quality of life. Israel is well placed among the nations of the world, with an outstanding scientific and technological capability. For more than a quarter of a century it has been striving to broaden its industrial base by applying innovation. By the 1980s, more than half of the country's industrial production was based on research and development. As the rewards were recognized, the office of the chief scientist became a focus for applicants seeking funds for initial R&D -- the most risky stage, from an investment point of view."

"We do not choose specific areas of activity to support, but react to the market's interest. To us, it is important only that the applicant meets the criteria and shares the financial risk. Nonetheless, activity has concentrated in electronics, telecommunications and software.

"The demand for research and development funding, and the amount of funds provided, increased slowly in the four-year period ending in 1992. In 1989, the grants awarded were under \$100 million. By 1992, this figure reached almost \$150 million.

"But budgets were increased sharply in 1993, as was the value of grants awarded -- a total of \$230 million. The 1994 budget included a record \$300 million for research and development, with approximately \$30 million being directed to incubator programs."

The country's incubator program, which aims to employ the skills of the immigrants from Russia, is a dynamic attempt to move ideas into industry and exports. The program is growing, and may involve 30 hatchlings before the end of 1994.

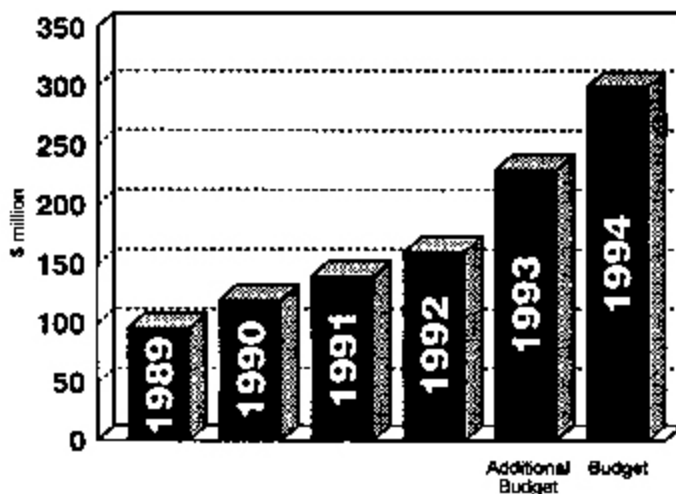
Dr. Gleitman is being told that a two-year incubation period is not sufficient. He has countered by proposing to continue the same liberal R&D support for companies after they leave the incubator, aiding the transition from prototype to market.

**Industrial Research & Development in Israel**

A well-educated population with a high level of success in developing sophisticated export industries based on leading-edge technologies is the main element in Israel's ability to participate globally. Programs approved by the Research Committee receive grants of up to 50% of the approved expenses for R&D. These grants are repayable in U.S. dollars from royalties based on annual sales. Enterprises receiving government financing account for 84% of the total expenditure on R&D, and their exports account for 50% of all industrial exports (excluding diamonds).

Last year saw record levels of R&D activity. The budget of the chief scientist was increased by NIS 120 million, while the number of requests for support soared by 30%. Criteria were made more exacting; the number of requests approved as a percentage of all requests received declined, but the quality of the projects improved.

Data supplied by the Central Bureau of Statistics indicate that in the past two years, private industry has also increased its commitment to R&D, with a noticeable increase in the number of individuals employed in such activities. The estimate for 1994 is for 25% real growth in R&D activity.

**OCS Grants 1989-1994**

The chief scientist is entrusted with the encouragement of industrial R&D. Additional activities include a program of investment in generic research, and a transition-stage program to facilitate the sub-contracting of R&D. Since 1985, he has derived his authority from the law for The Encouragement of Industrial Research and Development 1984. The aims of this law are:

- a. The development of science-based industries that use and expand the country's technological and scientific infrastructure.
- b. The improvement of the country's balance of payments by the manufacture and export of science-based products, with a concomitant reduction in the import of such products.
- c. The creation of industrial jobs and the absorption of scientists and technicians.

The aim of the technological incubators is to create a supportive environment for scientists and engineers. Experience in Israel and overseas indicates that even the most brilliant innovator with the most original ideas may fail due to a lack of experience in coping with such things as company formation, management and financing. The incubator is structured to provide logistical support, laboratories, equipment, and economic management.

The idea is not new; at least 500 incubators exist in the United States. But the Israeli version differs in that among the conditions for receiving financial support, each initiative must include at least 50% new immigrants. Ms. Rina Pridor, from the OCS is the director responsible for the incubator program. The incubators are uniquely suited to newcomers with a high potential for innovation but without experience in Western economies. Incubator benefits include 100% of salaries and 75% of the cost of equipment up to NIS 375,000 per year for a period of two years.

There are 28 incubators in operation throughout Israel, from Kiryat Shmona and Katzrin in the North to Sdeh Boker and Dimona in the South. There are 230 operational projects in these incubators, staffed equally by Israelis and new immigrants.

Approximately 10 new projects are approved each month under the auspices of the Chief Scientist. Projects which emerge from the incubators after two years are eligible to apply for conventional R&D grants. Personnel from projects which are terminated are absorbed into new projects or into industry.

### *The Technion thinks big, and small*

The Technion is celebrating its 70th anniversary. When the present campus overlooking Haifa Bay was established, there were skeptics as to the need for 300 acres; it seemed far too vast an area for such a small country. But one of those present at the inauguration was Morris Alpert, who believed that

the university would eventually serve the whole of the Middle East. The visionary of yesteryear smiles today when he hears that the campus can no longer meet the needs of even this country. The demand by Technion researchers and immigrant innovators for space in the incubators and for the establishment of subsidiaries is growing rapidly. In response, the Technion has acquired additional space to house start-up and incubator companies.

As the Technion continues to expand, the peace process opens up new options for serving Israel's neighbors.

### *On the horizon*

A way to produce renewable energy for one half the cost of coal by using a byproduct of desalination is one of largest projects on the drawing board at the Technion-Israel Institute of Technology. Part of the project is a tower rising several hundred meters above ground. The work is headed by Prof. Dan Zaslavsky, Technion's water expert and former Israeli Water Commissioner of Israel.

However, the Technion Research & Development Foundation is also busy with many lesser projects. At a symposium sponsored by the TRDF, outgoing Managing Director Yehuda Dvir reported that sponsored research at the Technion, as opposed to basic research, now totals \$23 million and constitutes 10% of all research. Moreover, the Technion in 1991 established the Technion Entrepreneurial Incubator, which now houses 19 projects.

One such group, NanoMotion Ltd. has taken the first step out of the incubator. The company has developed a precision system for linear stepping that allows for extremely accurate and precise movement. The system is based on the conversion of high-frequency electromechanical oscillation (100,000th/second) to motion. NanoMotion has been the object of a \$2.2 million investment by two Israeli venture capital groups.

Recently Delitech Ltd. inaugurated its new factory in Migdal Haemek, where it is producing up to six tons of a kosher caviar substitute each month. Made from kosher fish, the product is the result of research and development over a number of years by Prof. Uri Cogan and Dr. Alexander Gelman, Eng. Ze'ev Mager and a team of Russian immigrants. In its first year of operation, \$100,000 worth of kosher caviar has been sold in Israel. Management is now seeking to develop markets in the United States and Europe. Life Medical Sciences Inc., a public American company, is in the initial stages of marketing the Sure-Closure Skin Stretching system, with sales of over \$4 million. This device was designed by a Technion team headed by Prof. Bernard Hershowitz. The system assists in the treatment of wounds that could not be closed with normal surgical techniques.

**Letter perfect**

There is an international race among computer companies to commercialize an electronic pen that can replace the conventional keyboard. Apple Computer introduced a product based on this concept, but the market did not accept it. The Technion is among one of three groups in Israel aiming to commercialize such a pen. Prof. A. BarOn and a development team has created a product that can read the most difficult-to-recognize scripts, including the Japanese alphabet (which consists of 500 symbols). Prof. BarOn says the uniqueness of this development lies in the use of sensors capable of reading the movements of the hand rather than what appears on the paper. Among the applications are a pen-based system which translates hand movements into universal codes, allowing data entries to be made using handwriting on plain paper. Also, a pen-based system can be developed for hand imaging communications in local area networks and by means of telephone lines. The fax-pen allows the sending and receiving of handwritten messages and drawings in electronic mail and fax formats. This particular electronic pen also allows three-dimensional manipulation of objects on computer screens. This should prove useful with the coming of virtual reality.

Altogether, the TRDF is involved in 38 subsidiary companies based on original research being conducted at the various faculties of the University. Technion inventors are assured of a 50-50% division of any income resulting from the commercialization of their research. Ninety companies have been helped already.

**How Israelis adopt foreign technology****Telephones in Elevators**

Hundreds of thousands of newcomers, young couples and demobbed soldiers seeking a first home have created a demand for new housing. In Tel Aviv, Jerusalem and Haifa the resultant building shortages have resulted in the construction of condominiums of 20 stories or higher. Now this is all fine and good, but 20 flights of stairs can be pretty daunting when the power fails and the elevators stop running. And what about people trapped in those elevators for the duration?

The Hish Phone company has developed an alarm for just such situations. The individual trapped in an elevator merely pushes a button connected to a telephone in the elevator control room, and the message is sent to a central office, which has immediate access to all information about the elevator and the name and address of the nearest emergency repair company. The emergency phone retails for \$500, plus a \$15 monthly fee.

**Telephones**

Telephone use and abuse in Israel has risen dramatically, with more than two million handsets installed. To help companies limit unauthorized use of their telephones, clever systems are being installed. Quasar Systems, for example, offers a phone attachment which requires the knowledge of a special code, and which records up to 6,000 calls in terms of time, length of conversation and the number of telephone units used.

**Stolen Cars**

Car theft has become a universal fact of urban life; newer automobiles come with sophisticated protection devices built in. Nonetheless, there are still enough successful car thieves out there to justify the development of systems which will detect and report the location of stolen vehicles. In addition, such systems are useful in emergencies, or to keep track of car fleets.

Tadiran, a major Israeli electronics company, has been involved with the US Bell Telephone subsidiary Pactel Teletrec in developing a \$150 million radio system to track vehicles. Ituran, the Tadiran subsidiary, sees a market in Israel among the 140,000 new car owners each year. The offering price will be \$650 plus a monthly charge of \$15. By 1995 Ituran plans to have 5,000 customers, with 100 transmission points in operation, and a central office. Car fleets will be offered a modified system allowing for total management.

**The human "ice-cap"**

In the treatment of cancer, practitioners have increased the level of substances used in chemotherapy. Since these materials are very potent, they invariably lead to undesired side-effects, not the least of which may be the loss of hair. The Assuta Medical Center is trying out an Israeli instrument which is claimed to be effective in controlling such hair loss. After a few months of use, patients have reported good results.

Fred Peches of Amit Technology Science Medicine Ltd. has developed the equipment, which employs temperatures of minus 10 degrees centigrade to constrict blood vessels in a selected area of the scalp, thus preventing the anti-cancer drugs from reaching this area. The \$13,000 "Ice-cap" is applied half an hour before a chemotherapy treatment, and is effective for an hour after the treatment has been completed.

Peches has a patent pending, and is optimistic about the future, since several other Israeli hospitals -- including Ichilov and Tel Hashomer -- are using his device on a trial basis. International marketing has begun.

## The Capital Market

Local and foreign investors active as investors or traders on the Tel Aviv Stock Exchange in recent years have realized paper gains in a strong share market. In 1993 -- the last strong year -- the General Share Index, made up of 600 public companies, advanced by 30% in dollar terms. The Karam Index of shares with up to \$20 million capitalization rose 64%. Prices peaked in mid-January, when the market valuation was NIS 160 billion (approx. \$53 billion). But by June this figure had plummeted to NIS 100 billion (approx. \$33 billion). Today investors are looking to get out, but the market's volatility

makes even an orderly retreat difficult. The turning point seems to have come when Haim Stoessel, chairman of the Stock Exchange, made inopportune remarks about the high level of share prices. Shortly afterwards, the Economic Models economic advisory group declared that the market was overpriced. Then the central bank ended its expansionary interest rate policy and newspapers started to detail reports of fraudulent practices. It was too much. The first leg down was interrupted by a sharp rally in April, but

May saw another sharp drop in prices -- 40% so far this year. On June 7 it appeared that the market had bounced off an invisible bottom line just above the 165 figure on the Variable Share index. For many second-tier securities, however, there was no bottom. The large

companies making up the Mishtanim and Maof indices have now declined to levels which make them "good values." However, the market is still refusing to stabilize. In the first few days

of trading in June, mutual fund investors demanded redemptions valued at NIS 800 million -- equal to May's total; private investors had had enough. They followed the motto "sell in May and go away."

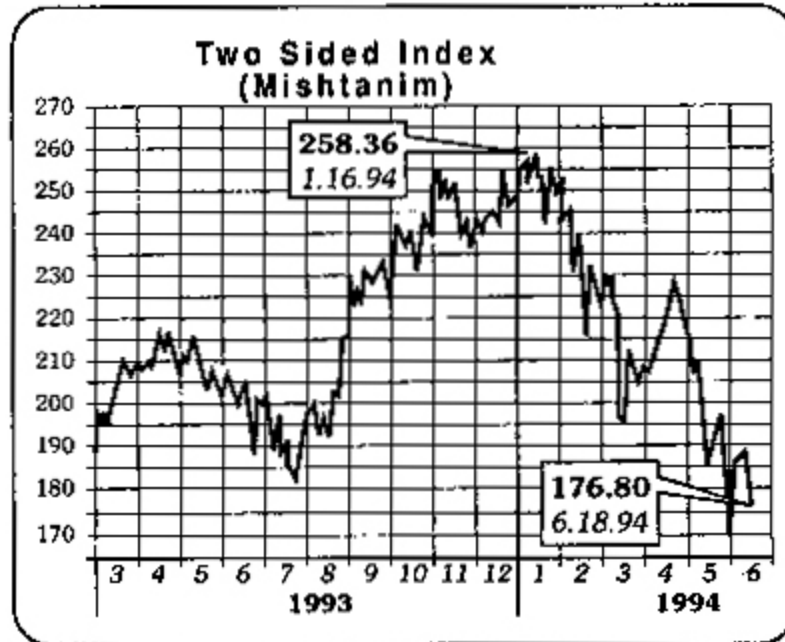
The public's share in the market is estimated to be one third of the total, with the rest in the hands of provident funds, money managers and large share holders

(insiders). The latter investors, however, are not buying in sufficient volume to change the market's course.

As equities fall, the question of investment timing rather than asset allocation becomes an issue. Believers in equities are not wrong, as companies such as Bezek, Makteshim, Israel

Chemicals (among many others) remain sound investments. Over the longer term, they will provide a better return than bonds. If one is a longer-term

investor, then the next five months should be seen as a time to sit with one's holdings, maintaining a cash position and waiting for share valuations to reach levels so low that it will be difficult to refrain from acquiring value.



*Where is the bottom*

	6/18/94	3/22/94
General Share Index	173.11	216.4
Mishtanim Index	176.80	207.2
Maof Index	178.99	207.7
Karam Index	173.31	240.8



**Interview with leading money manager**

"It is a brittle market," observes Zvi Stepak, principal and manager of Meytav Mutual Funds and Portfolio Management Ltd. In April 1993, Mr. Stepak correctly guessed that the market would finish the year strongly, based on peace expectations. His prediction was for a General Share Index of 260-270 -- right on target. But now, with the share market suffering a 4.6% decline on June 14 alone, he is pessimistic as to its ability to achieve a meaningful upward move by the end of 1994.

"At the end of 1993, investors overreacted to the start of the peace process. For the foreseeable future, advances or reverses in that process will be used to give the market direction. However, the recent drops may also be saying something about the future performance of the economy," states Mr. Stepak. The market's fall since the beginning of the year has been continuous; it rallied twice but did not change direction. If it does not turn around after a third effort, it could go considerably lower, perhaps another 15%.

**How to build a portfolio today, according to Zvi Stepak**

For the individual interested in establishing an investment portfolio today, a model could include the following allocation of assets. The assumption is that there would be a holding period of up to two years, and a willingness to introduce more cash as market conditions change.

**General Distribution**

- 30% in bonds linked to the cost-of-living index
- 10% in foreign currency-linked bonds
- 25% in bonds which can be converted to shares
- 35% in cash

**Specific securities**

- Government-issued bonds with linkage to the Consumer Price Index, currently yielding 1.5%, maturity 1996.
- Government foreign currency-linked bonds with 1996-1997 maturities, yielding up to 3%
- Convertible debentures which have the additional feature of offering 2% plus cost-of-living index linkage.

**Balance cash on deposit****Mutual Funds Post 10% loss**

In May the index of mutual funds was down by 9.8%. Of the 266 funds in all categories, only one had a positive return in that month. Bonds -- index linked or government bonds c-o-l index linked -- came close to a positive return, with losses of less than 1%. Share funds averaged monthly losses of 17%, while the General Share Index was 18.5%

lower.

As the market turned volatile and headed downwards, the options market became more active, with strong activity in puts and calls based on the Maof Index.

**Nasal Decongestion**

A carbon dioxide surgical laser produced by Laser Industries Ltd. and used in the Herzlia Medical Center is proving effective in relieving the serious nasal congestion associated with some allergies. Dr. Moshe Englander has worked with the manufacture in refining the 30-second procedure, which is carried out under local anesthetic. Staff at the Medical Center say patients obtain rapid relief, and can resume normal activities 30 minutes later. Dr. Englander has employed this new technique at the Wolfson Hospital as well as at the Herzlia Medical Center, where treatments are offered at \$600 - \$1,200.

**BIRD commits \$6.5 million for 13 new projects**

In mid-1994, the Board of Governors of BIRD committed \$6.5 million as its half share in the cost of developing 13 new ventures. During 1993, 2,300 people were employed on such projects, which generated tax revenues to Israeli and American governments of over \$34 million. Dan Vilenski, Executive Director, said projects initiated with BIRD's assistance have resulted in long-term relationships between the American private sector and Israeli high-tech industries, stimulating economic growth in both countries. The original endowment of \$110 million, provided equally by the two governments, remains wholly intact.

**Hi-tech company news**

Eshed Robotec's woes have ended as Bin Nun Engineering, along with its main investment, TFL-Time and Frequency Ltd., have been declared bankrupt. Until this point, Eshed has been hurt by the need to set aside provisions for losses. After the first three months on a convenience translation basis, Eshed's losses were \$1.1 million. In shekel terms, its 1994 losses were 60% higher than a year ago. Now, income generated by orders from Israeli schools for computerized systems, plus export sales in the Far East, could lead back to profitability, but not earlier than the fourth quarter. If one likes to invest in educational and industrial robotics, Eshed's early June price of \$0.75 might be attractive.

**Health Technologies' AIDS kit**

Healthcare Technologies is Israel's premier diagnostic company, and last year its sales were just

**COMPARATIVE EFFECTIVENESS and COMPETITIVENESS  
of  
ISRAEL'S BIOTECHNOLOGY INDUSTRY**

**THE BIOTECH DIAGNOSTICS PRODUCTS**

Country	Cost/product bringing to the market (\$M)	Time to Market (Yr.)
South Korea	7.0-8.0	8.2-9.7
<b>Israel</b>	<b>0.9-1.2</b>	<b>3.0-5.3</b>
Singapore	6.0-8.3	5.4-7.3
Japan	21-24	7.0-9.9
USA	25-30	8.0-11
Switzerland	27-37	8.0-10
EC	13-18	15.0

The National Biotechnology Committee

**Conclusion:**

**"Israeli firms are faster in bringing biotech diagnostics products to the market and at a lower cost".**

under \$6 million. But the best is yet to come. The firm has just received a \$15 million, 24-month contract for its HIV rapid sero test. The contract, signed with the New Jersey-based Majesco, is for the Far Eastern markets, including Japan. This is the single largest contract in the company's history, and could increase its annual sales to over \$10 million, with another dramatic rise to follow in 1995. Company president Dr. Yakir Yeshayahu confirmed that the order will be produced on its new semi-automatic production lines, and there will be no difficulty in shipping the initial \$ 2.0 million worth of product by the end of 1994.

**MANY PRODUCTS IN BTG'S PIPELINE**

Sim Fass, President and CEO of Bio-technology General Corp advised that 1994 results might vary throughout the year depending on worldwide product distribution and receipt of scheduled payments. First quarter results should encourage shareholders as BTG recorded a profit of US\$ 718,000 helped by an extraordinary gain of US\$ 1.5 million. BTG's human growth hormone, is a major product presently being reviewed by the U.S.A.'s FDA. This is just one of the many products in their pipeline evidencing solid progress towards operating profitability and value for their stockholders.

**INVESTMENT NEWS**

**VISHAY**

Dr. Felix Zandman, President of Vishay Intertechnology, a company whose shares are listed on the New York Stock Exchange, has announced that a fifth electronic plant in the Vishay Group will be built in Israel at a cost of US\$80 - \$100 million.

**HOECHST**

The medium sized German pharmaceutical producer has announced that it has entered into an agreement to build a \$16 million generic drug producing unit in Jerusalem.

**ECI**

ECI Telecom is investing \$1.6 million in an Israeli start-up company Telegate Ltd which is developing a system to allow cable TV operators to offer specialised telephone services. Ehud Iloni serves as Telegate's CEO. Other investors include Arit Ltd and a Fund established by the Government of Israel to encourage high technology start-up companies.

**IIS**

IIS Intelligence Systems reported, in the first quarter of 1994, a loss of NIS 803,000 (approximately

\$268,000) as compared with a profit of NIS 447,000 of a year ago. In the same quarter the company reported a loss of NIS 800,000 (approximately \$267,000) incurred during the reversal in prices on the Tel Aviv Stock Exchange (Editor: many other Israeli companies are expected to report similar losses as they used their liquid assets to invest in the falling share market.)

**"Computer wizards" retrieval system represents equity opportunity to an entrepreneur, publisher or a CD producer**

A world without books is much closer than most of us suspect. Encyclopedias which many individual treasure and are kept on bookshelves in libraries and in homes are today available on single small discs called CD-ROM. These small discs, thinner than those that store music have a capacity to store 200,000 pages of text. Researchers in high tech companies use them to obtain stored information on developments in their fields of specialization and law offices use them to search out patents, just to mention two of many applications. At a recently held conference at the Recanati Graduate Business School at Tel Aviv University Ami Salant, manager of the Information Center of the Pedagogic Institute of Amal, mentioned that Israeli school children as early 1996 will learn from multi-media compact discs instead of books.

Creating a CD-ROM from a data base stored in the memory of a computer is not novel. It has existed for a number of years. But only quite recently a small number of software companies have achieved the expertise to provide a software package which will allow a publisher, such as an electronic desktop publishers, republishers and "packagers" to author documents on CD-ROM based on small data bases and to closely duplicate the original documents.

Other markets include developers of proprietary products, including software developers and CD-ROM title producers. Enigma Information Retrieval Systems has the capabilities and the product to address the markets. The main product is Insight into Information, a powerful software package.

"Enigma is entering the market place at the right time. The use of the compact disc is rapidly growing and Enigma is just right with the market," says Professor Yaacov Shevika of the Faculty of Mathematics of Bar Ilan University. There are three or four competitors in the US but Enigma is considerably better on key issues.

The economies are known and attractive, says Yonatan Yaron, the General Manager of Enigma Information Retrieval Systems. The two year old startup is starting to market its software program in the United States. It already has sales in two countries. Its software program has been featured

twice in the past six months in the Seybold Report on Desktop Publishing and is licensed for fees of about \$20,000 and a disc royalty of \$2-\$10.

The management is young, with a good technical background and have worked on important Government projects before forming Enigma. The company has moved rapidly from its startup stage two years ago when nearly 40 of its group toiled on developing the sophisticated software which features a powerful retrieval system. Its staff today is also development intensive but at least twenty personnel are active in marketing functions.

The company in addition to its founders has benefited from a \$2 million investment by a software developer and marketer.

It is now seeking to offer itself for investment either to a strategic partner who can offer a major entry into established business such as publishing or compact disc or to a financial investor. It is already in discussions with at least two major groups but the negotiations are lengthy. Enigma is aware that some of the recipients of our reports are highly successful investors internationally as well as in Israel. It has agreed that we create a connection.

If you contact us we will arrange that material be forwarded to you and that a connection is created with Enigma.

**ISRAEL HIGH-TECH & INVESTMENT REPORT  
NEWS AND INVESTMENT OPPORTUNITIES**

Written for venture capitalists, investment bankers, international traders, industrial researchers, business men, underwriters, private and institutional investors, policy makers, offset specialists, technology scouts and individuals whose interests include following scientific and technological developments and for those who specifically wish to maintain insights into Israel's dynamic high technology fields.

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