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**2013 Danish-Swedish Matchmaking Event**

**Dan Panorama Tel-Aviv**

**Tuesday the 11<sup>th</sup> of June 2013**

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## Organized by



EMBASSY OF DENMARK  
THE TRADE COUNCIL • EKSPORTRÅDET



Ministry of Science, Innovation  
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**All the profiles from the Matchmaking Event can be  
downloaded from Aneeva's homepage:  
[www.aneeva.com](http://www.aneeva.com)**

**Aneeva Ltd. Provides Business Acceleration Services in European  
markets through  
*direct and channel sales.***

Aneeva works as sales representatives, agents or consultants within the following 4 sectors:

- Cleantech and WaterTech
- BioMed – including medical devices, imaging systems, biology, enzymes and more
- IT & Telecommunication, from basic electronic devices to complex infrastructure systems
- Defence and security related products, systems and solutions

More than 50 companies have used our services successfully in the past 7 years, with a success rate of 76% and an accumulated performance (sales, grant, funding etc.) nearing €100M.

Together with the Market Penetration services, Aneeva also offers Technology Scouting and Market Estimation services.

In addition we are specialized in European non-equity funding through Eurostar and FP5,6 and 7 projects.

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# Aesthetics Point Ltd

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Aesthetics Point designs and develops a novel biodegradable implant technology for aesthetic facial rejuvenation and wrinkle elimination, specifically to provide surgeons with the next generation of soft tissue approximation technology.

The company with its platform technology addresses a growing need for efficient, cost effective and minimally invasive cosmetic procedures for achieving improved aesthetical outcomes in several locations such as around the eyes, the mouth and others. The developed product is a miniature, dynamic, multi point anchoring, biodegradable implant in various configurations that will be used for facial aesthetic- cosmetic procedures. Aesthetics Point's minimally invasive technology provides a long- term solution to facial rejuvenation with minimal down- time without general anesthetics and without hospitalization.

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# Agentek (1987) Ltd.

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www.agentek.co.il

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Agentek distributes exclusively a wide range of world leading manufacturers in the fields of Life Sciences, Biotechnology, Analytical Chemistry, Medicine and Healthcare.

## Meeting Notes and Next Steps

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# Aminolab Ltd

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Analytical and microbiological laboratory services for the pharmaceutical, food, chemical, electronics, biological, medical and agricultural industries as well as for scientific research and environmental control.

## Meeting Notes and Next Steps

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# Aurum Ventures

**Dan Gelvan**

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Aurum Ventures MKI provides growth capital to exceptional entrepreneurs within the fields of life-sciences and clean-tech. The focus is on investing in unique, cutting edge technologies that will mature into successful business companies.

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# Bar Naor

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Bar-Naor Ltd. was founded in October 2001. The distributor supplies disposable equipment and bio-chemicals for routine labs in hospitals and research laboratories in various institutions and biotechnology factories throughout Israel.

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# Ben Gurion Uni. Tech Transfer

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BGN Technologies, the Technology Transfer Company of Ben-Gurion University responsible for the commercialization of know-how and inventions of the University's researchers. Through the development of novel University technologies and creative partnering with industry and investors, BGN brings value to the technological marketplace. BGN files patent applications worldwide in the name of BGU and manages the University's patent and IP portfolio.

BGN continually seeks prospective strategic partners, licensees and investors for the commercialization of its inventions and know-how.

## Meeting Notes and Next Steps

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# BPL Biologics

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BioPharm labs (BPL) is a privately owned Biotech company. The company is focused on two areas:

- Contract bio manufacturing of pre-clinical and cGMP grade proteins
- Supply of pre-clinical and cGMP grade growth factors and cytokine reagents for cell therapy applications

## Meeting Notes and Next Steps

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# Compugen

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Compugen is a leading therapeutic product discovery company focused on therapeutic proteins and monoclonal antibodies to address important unmet needs in the fields of immunology and oncology. Compugen's discovery efforts are based on systematic and continuously improving in silico (by computer) product candidate prediction and selection followed by experimental validation, with selected product candidates being advanced in its Pipeline Program to the pre-IND stage.

### Meeting Notes and Next Steps

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# Dentack

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DenTack developed, manufacture and sell dental implants providing solution for patients with Short Bone Height; developed patented short-length expandable implant which performs load-carrying of long implants and delivers exceptional initial and long term stability, which eliminates the need for costly bone augmentation procedures.

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# DiagnosTear

**Eran Eilat**

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DiagnosTear Ltd. develops an innovative Dry-Eye diagnostic test namely TeaRx®

The ability to diagnose dry eye is an important factor in both the early discovery and treatment of the condition, and in monitoring the efficacy of treatment. TeaRx® enables both screening and monitoring of Dry Eye Syndrome by examining up to five different parameters in tear fluid. The test is carried out by a simple device that is placed under the lower eyelid, absorbs the tear fluid and provides a semi-quantitative analysis of the tear itself in a color-indicated format

## Meeting Notes and Next Steps

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# Diagnostic Aid

**Ofir Hazut**

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N/A

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# D-Pharm

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D-Pharm (TASE:DPRM) is a technology-driven biopharmaceutical company focused on the discovery and development of innovative proprietary drugs for the treatment of central nervous system disorders. The company has key clinical and regulatory experience conducting clinical trials through to Phase III.

The company's business strategy is to partner its pipeline products for late stage development and commercialization.

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# Efranat

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Efranat Ltd develops anti-cancer immunotherapy. The concept underlying the technology is to engage the body's own natural immune system, and harness it to fight disease. This immunotherapy is based on an activation mechanism of macrophages, one of the white blood cells group, against cancer in patients. The activating factor used for treatment is named GcMAF. The protein is prepared in vitro and is similar to the native MAF in healthy people.

This approach is based upon Professor Nobuto Yamamoto's innovative research and discoveries, over the last 30 years.

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# Fermentek

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FERMENTEK Ltd. is a young and dynamic biomedical company specializing in the research, development and production of biopharmaceuticals and biochemicals that are extracted from microorganisms and plants.

FERMENTEK develops, manufactures and markets a wide variety of biopharmaceuticals and biochemicals including: Antibiotics, Enzyme inhibitors, Ionophores, Signal transduction agents, Toxins, and other bio-products.

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# Fluorinex Active Ltd

## David Tavor

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Fluorinex is a privately held medical device company, founded in 2004, specializing in the tooth-care industry. The company has developed 2 devices up to now: A teeth Fluorination device for teeth decay prevention ('Fluoritray®') and a teeth whitening device ('UltraWyte®' / 'MegaWyte®'), based on an innovative patented technology. The company's technology provides topical application of a much higher rate of Fluoride uptake than any existing commercial gel treatment presently in use. This significant breakthrough gives hope to over 90% of the world population that are suffering from the harassing tooth decay disease.

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# Gaico Investments

## Dr Oded Wachsman

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Entrepreneur, founder of and investor in Life Science companies. Vast experience both as entrepreneur, angel and venture capital investor in biotech and medical device companies, Interested in life science startups and cooperation

Was involved in founding and funding numerous companies and am well familiar with the medical world. Practiced medicine in cardiac surgery. Involved in life science startups in all stages.

### Meeting Notes and Next Steps

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# Glucopharm

## Santiago Ini

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GlaucoPharm is developing TG-46, a novel topical treatment for Glaucoma which is a group of conditions characterized by progressive damage to the optic nerve which if left untreated can cause vision loss and blindness. Although the exact cause of glaucoma is unknown, elevated intraocular pressure (IOP) is known to be the primary cause of the optic nerve damage that typifies the disease .

TG-46 reduces IOP more than any other drug on the market (45%). It is highly chemically and enzymatically stable (duration of action is higher than 3.5 hours). Preliminary data show that it does not exert several side-effects typical current drugs such as-effects on the cardiovascular system' on the pupils or iris pigmentation.

### Meeting Notes and Next Steps

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# Naturamed

## Santiago Ini

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NaturaMed is developing a novel natural extract, NABIA, for the symptoms associated with Benign Prostatic Hyperplasia (BPH)

Clear advantages over existing treatments include comparable results to the gold standard pharmaceutical, no side effects in a representative clinical trial and it is the first natural product having alpha-blocker activity.

Benign prostatic hyperplasia (BPH) is a slow, progressive, nonmalignant enlargement of the prostate gland resulting in urinary obstruction, symptoms of which include increased urinary frequency, urgency to urinate at night with related loss of sleep, weak and/or intermittent urine stream, straining to void, and sensations of incomplete voiding that seriously interfere with quality of life. Current pharmaceutical BPH treatments cause adverse effects ranging from dizziness and orthostatic hypotension to decreased libido, ejaculatory disorder, and impotence.

### Meeting Notes and Next Steps

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# Kamedis

## Michal Hai-Bravman

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Established in 1998, Kamedis' laboratories develop innovative dermatological products for the treatment, prevention and relief of various skin conditions and symptoms.

The company was founded by Chinese medicine therapists specializing in dermatology, who envisioned a new approach to treating common skin disorders characterized by red, itchy, irritated or chapped skin.

Combining the natural effects of Traditional Chinese Medicine with modern technology, Kamedis delivers healthy, safe herbal solutions for the whole family.

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# Mazal Plant Pharmaceuticals

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Mazal Plant Pharmaceuticals is bridging the gap between nature and science to develop healthier pharmaceutical drugs. Mazal is dedicated to using whole plants parts, utilizing the full spectrum of phytochemicals found in the plant, in order to develop healthier pharmaceutical drugs for the treatment of human diseases.

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# Micromedic

## Adi Elkeles

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Micromedic is a publicly traded company listed on the Tel Aviv Stock Exchange. The Company focuses on the development and commercialization of cancer-related diagnostics, including early detection of disease, genetic risk and optimization of treatment modalities (personalized medicine). The Company's portfolio includes CellDetect<sup>®</sup>, a differential staining technology developed by ZetiQ; A blood-based test for the early detection of CRC, developed by BioMark; a genetic test for the identification of cancer and osteoporosis patients at risk for developing BRONJ; and a risk-assessment assay for hereditary breast and/or ovarian cancer, developed by BioGen

## Meeting Notes and Next Steps

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# Misgav Venture

## Omer Shalit & Eran Feldhay

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www.misgav-venture.com

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Bringing together Israeli and U.S. investors with leading Israeli entrepreneurs, the mission of the Misgav Venture Accelerator is to guide young companies from concept to success.

Backed by years of high-tech business development experience as well as connections in Israel and abroad, Misgav provides its portfolio companies with hands-on management and marketing support, in addition to assisting in company financing.

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# NasVax

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www.nasvax.com

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NasVax develops novel immunotherapeutic products.

The company has two major product candidates.

Oral anti-CD3 monoclonal antibody is an immunotherapeutic for treating inflammatory and autoimmune diseases, and BBS-based monoclonal antibody is an immunotherapeutic for Alzheimer's disease.

The company also has a portfolio of patents covering extensive innovative work in the fields of group –common pneumococcal vaccine ( a protein-based vaccine that could become part of a third-generation product) and vaxisome<sup>®</sup> technology (an adjuvant-delivery system for enhancing the potency of vaccines and immunotherapeutics).

### Meeting Notes and Next Steps

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# Optimata

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Optimata Ltd, is a privately held healthcare company, providing computer technologies for predicting improved patient therapy. Addressing a vital need of medicine, by offering a dramatically effective solution, Optimata intends to establish its position as a world leading modeling-based personalized medicine company.

The aim is to ensure that patients receive the best drug therapy, based on an agile and rational analysis of treatment effects on their molecular and systemic structure. Predicare,™ is a comprehensive medical device, using software for predicting the patient's benefit from drug therapy. Predicare™ is unique in predicting the quantitative response of individual patient's lesions to various drug treatments, and in pinpointing acceptable drug regimens that yield optimal personal response.

### Meeting Notes and Next Steps

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# Peregrin Ventures

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Peregrine Ventures, Israel's leading venture capital fund for early stage investments, is focused on investing in promising early stage High-tech companies with a strong emphasis in Life Sciences, Telecommunications and Information Technology.

Collaborating with entrepreneurs, Peregrine, together with Incentive - Peregrine's Technological Incubator, has earned a solid reputation for cultivating innovative technologies into lucrative companies with significant global presence

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# Procognia

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Procognia (Israel) Ltd. (TASE: PRCG) is an innovative biotech company expert in glycobiology and specifically in glycoanalysis. Based on its vast expertise, know-how and strong intellectual property, the company developed four platforms: analytics, diagnostics, stem cells and therapeutic antibodies.

Procognia is committed to leverage its glycobiology and technological expertise for the development of highly efficacious and safe biopharmaceuticals, improved cancer diagnostic tools and stem cells treatments.

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# Ramot at Tel Aviv University

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Ramot is Tel Aviv University's (TAU) technology transfer company and its liaison to industry, bringing promising scientific discoveries made at the university to industry's attention. The company provides the legal and commercial frameworks for inventions made by TAU faculty, students and researchers, protecting discoveries with patents and working jointly with industry to bring scientific innovations to the market

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# Rossetta Genomics

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Rosetta Genomics is a leading molecular diagnostics company advancing molecular tests based on its proprietary microRNAs, and platform technologies. Following the launch of five cancer tests since the beginning of 2009, the Company is now working to develop additional tests in the cancer realm and in other fields.

## Meeting Notes and Next Steps

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# Saul Raichman

## Saul Raichman

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Dr. Saul Reichman is Vice President at Challenge I and II investment funds and a member of the fund's investment committee. During the past three years at Challenge, Saul provides strategic consulting, screening and scouting services to The Coca Cola Company with respect to their external technology acquisition efforts in Israel and in Central-Eastern Europe.

Prior to assuming his role at Challenge, Saul was Scientist-in-Residence at Precede Technologies, an early-stage Cleantech oriented venture arm of Pitango VC and Evergreen Venture Partners. His investment interests included energy storage, biofuels, water, green chemistry and sustainable agriculture.

In addition Saul has successfully licensed technologies from the Israeli academia: A.I.T. – a small wind turbine start-up (CEO & Founder, Technion) and Lunaros – an online liquid monitoring start-up (Co-founder, Weizmann Institute of Science).

### Meeting Notes and Next Steps

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# Savyon Diagnostics

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Savyon Diagnostics, a member of the "Gamida for Life" group of companies, develops, manufactures and markets high quality diagnostic tests and systems for the detection of Infectious Diseases and Genetic Screening for more than 25 years through a worldwide network of over 80 distributors.

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# Shizim

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Shizim is an Israeli biomed service group, with companies active in the fields of clinical research, regulatory affairs, R&D support and business development services, serving local and multinational biomedical companies.

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# Smart Assays (M)

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Smart Assays, established in 2005, provides tailor made R&D services for biotechnology as well as pharmaceutical companies. Experience ranges from work plan design, through assay development process, establishment of validated assays and up to the final stage of technology transfer to the customer's facility.

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# 3C Biotech

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N/A

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# Strategic Models

## Moti Gross

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Strategic Models is a full service consulting company specializing in representing companies in their commercial dealings with the US Government, Whether Federal, State or Municipal

Headed by Dr. Moti Gross, Strategic Models, with its offices in Israel and the US, bridges its customers and Government purchasers, grant committees, peer-review auditors, and the required administrative handling.

With over 10 years of experience in this niche market, Strategic Models has developed a process that will allow maximum exposure of your company to the added value achieved by turning to the largest consumer in the world, the US Government.

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# Synteza

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Synteza develops, manufactures and delivers innovative chemical products for the worldwide molecular biology and life science industry.

The products are intended for use in laboratories engaged in life science research, genomics, gene-based drug discovery and the emerging field of nucleic acid-based molecular diagnostics, developing a brighter future through personalized medical care.

Synteza aims to service academic and government research facilities as well as corporate markets in the pharmaceutical, food science, environmental, biotechnology and medical diagnostics industries. The dramatic and continuous expansion of nucleic acid-based applications in these global markets places us in a strong position for rapid growth in the future.

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# Synteza Molecular Detection

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Molecular Detection Inc. (MDI) is developing and commercializing a portfolio of sample-to-answer Detect-Ready® molecular diagnostic tests for the rapid detection of infectious diseases. The company has launched its first product, the Detect-Ready MRSA Panel, in several European countries with major MRSA screening initiatives, including Germany and the U.K., and in Australia. The Detect-Ready MRSA Panel allows for the rapid detection of methicillin-resistant *Staphylococcus aureus* (MRSA), a growing problem in hospitals and other health facilities around the globe. The screening panel is the first to include a wide range of critical clinical targets for *S. aureus* and related pathogens. In addition to MRSA, the panel detects methicillin-sensitive *S. aureus* (MSSA), methicillin-resistant non-*S. aureus* and mixed samples, which are frequently encountered in clinical practice.

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# TIPA

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TIPA's mission is to offer biodegradable & recyclable packaging solutions with absolute ecological awareness that answers consumers' needs and desires – to be as close as possible to the nature creation.

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# Toldot Genetics

## Dvir Dahari

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Toldot Genetics combines the latest available tools with in-house software, the most up-to-date scientific knowledge with years of experience in genomic research and computational biology.

Applying these tools and expertise, Toldot can quickly and accurately analyze vast amounts of genomic data, using additional clinical and biological information, to provide a full report that the geneticist can handle.

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# Vaxil Bio

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Vaxil BioTherapeutics Ltd. (TASE:VAXL), is a clinical stage company developing a new class of synthetic T-cell therapeutic and preventive vaccines with promiscuous MHC class I and II binding, based on its proprietary VaxHit technology.

### Meeting Notes and Next Steps

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# MentalHeal

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MentalHeal is developing a novel oral antipsychotic drug, PGW-5, for the treatment of Schizophrenia and Bipolar disorder. Schizophrenia is a chronic, debilitating disease with significant morbidity and mortality that often requires antipsychotic pharmacotherapy for life. Current therapy today approach only the positives symptoms such Delusions, Hallucinations, Disorganized speech and Catatonia inducing serious side effects: extrapyramidal symptoms (move disorders) and metabolic side effect, such weight gain.

Unlike existent treatments, PGW-5 is able to treat the positives can treat Positive, Negative (social withdrawn and mood disorders) symptoms and cognitive deficits of Schizophrenia without inducing side effects.

### Meeting Notes and Next Steps

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# Hebrew Uni. Tech Transfer Yissum

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Yissum is the technology transfer company of the Hebrew University of Jerusalem. It is responsible for marketing the inventions and know-how generated by the University's renowned researchers and students.

The University's range of intellectual property includes inventions and know-how in many fields, including nanotechnology, medicine and pharmaceuticals, agriculture and nutrition, water and environmental technologies, computer science, homeland security, and more.

Working closely with Hebrew University researchers and staff, Yissum actively focuses on making these technologies commercially viable and desirable in the marketplace.

## Meeting Notes and Next Steps

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# Ion Med

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IonMed has developed a device that is intended for welding incisions, using cold plasma incorporated with a special albumin (protein). This procedure, that takes only a few seconds to perform, seals the area completely, leaves minimal scarring on the skin, and can be done without special training.

### Meeting Notes and Next Steps

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