

ISRAEL HIGH-TECH & INVESTMENT REPORT

A MONTHLY REPORT COVERING NEWS AND INVESTMENT OPPORTUNITIES

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Insurance, AI, Medical and Security

Next Insurance raises \$250m at \$2b company valuation

The digital insurance company for small businesses is hiring over 200 employees in its Israeli and US offices.

Israeli digital small business insurance company Next Insurance announced that it has raised \$250 million in a Series D financing round led by CapitalG, Alphabet's independent growth fund, with participation from FinTLV, and existing investor Munich RE Group. CapitalG Partner Sumiran Das will join the Next Insurance Board of Directors.

The financing round was completed at a \$2 billion company valuation, double the valuation when Munich Re invested \$250 million in Next Insurance in October 2019. Next Insurance has now raised \$631 million. Headquartered in Palo Alto, California, Next Insurance's development center in Israel is in Kfar Saba. The company was founded in 2016 by CEO Guy Goldstein, CTO Alon Huri, and VP R&D Nissim Tapiro. The three founders previously founded Check, which developed an app for following the user's bank account and was sold to US company Intuit for \$360 million.

Next Insurance specializes in providing digital insurance for small businesses and the self-employed in the US. Next Insurance claims that its technology-first approach cuts costs by up to 30% compared with traditional policies.

Goldstein said, "We aspire to help businesses thrive by delivering phenomenal insurance products and experience. Insurance is a market primed for a new approach - one that believes it is a social good and cares for its

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customers. We believe we have the right team, the right approach and the right products to enable us to lead the shift in this industry, and we are excited to have CapitalG joining the ride."

Next Insurance has increased its workforce by 50% in 2020, and plans to hire over 200 new employees over the next 12-18 months in its offices in Palo Alto, Austin and Israel.

Next Insurance has increased its Gross Written Premiums (GWP) year-over-year by 133% and recently recorded \$750,000 in GWP in a single day, a 75-fold rise in three years.

Next Insurance's commitment to being the one-stop-shop for small business insurance and a customer experience leader has helped it grow to more than 100,000 customers. Next Insurance is currently available to 1,300 types of businesses in 50 US states and provides six insurance offerings, including General Liability, Professional Liability, Commercial Auto and Workers' Compensation coverage.

CapitalG partner Sumi Das, who joins Next Insurance's board, said, "Next Insurance is modernizing insurance for small business owners - making it fast and simple to get broad, customized coverage. We believe that there is an opportunity to use technology to transform the small business insurance experience in the U.S. and build a national insurance leader. Next Insurance has the right team and capabilities to capitalize on this vision and is well on its way to doing so."

Israeli digital farming co Phytech raises \$23.5m

Phytech's 'PlantBeat' irrigation management platform is used by 600 major growers on 15,000 farms across the US, Australia, and Israel.

Israeli digital farming automation and data provider Phytec has announced that it has raised \$23.5 million from private equity firm

Thomas H. Lee Partners, L.P. (THL) including from the THL Automation Fund L.P., and existing anchor investors. THL managing director Josh Bresler has joined the Phytech board of directors as part of the transaction.

Phytech helps farmers harness the power of digital farming in optimizing production and transforming operations by connecting them directly to their plants. With its proprietary technology of vertically integrated internet of things devices, artificial intelligence, and digital platforms, the company's product focuses on its farmers' success by ensuring the highest level of service. Constantly sensing, communicating, and analyzing plant demands, Phytech's solutions provide real-time actionable recommendations to its farmer customers.

Phytech's 'PlantBeat' irrigation management platform is used by 600 major growers on 15,000 farms across the US, Australia, and Israel, which are collectively accountable for 30% of global almond production, 35% of US apple production and 28% of US citrus production. Phytech's value proposition to

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farmers centers on improving plant health and longevity, increasing yield quality, avoiding yield loss due to reduction of bi-annual bearing, water savings, labor cost reduction, and reducing emissions pollution.

The company's irrigation management application assists farmers with daily operational in-field amount and pressure control, as well as in meeting regulatory water conservation demands. Additionally, Phytech's breakthrough natural plant-based BRIX (high sugars) optimization application assists fruit growers to achieve higher sugar content without chemical or over stressing practices.

Phytech CEO Sarig Duek said, "Farmers are seeing tightening margins, increasing water conservation demands, rising labor costs, and more. Planetary food producing capacity is challenged by climate change, topsoil erosion, water stress, and urbanization. The necessity for farmers to optimize production in meeting global food security needs and demands is clear."

He added, "Listening closely to our customers, this funding will serve primarily to add needed automation capabilities and support our global market expansion. Now, more than ever, we believe that all farmers around the globe should be provided with the opportunity to transform to Plant-Demand production practices, and plan to achieve this goal with the support of our world leading partners."

No-code AI platform EasySend raises \$16m

The Israeli company's no-code platform converts paper form-based processes into digital processes in regulated industries such as banking and insurance.

Israeli no-code AI-powered platform EasySend announced it has raised \$16 million, following the completion of an \$11 million Series A financing round led by Hanaco with

participation from Intel Capital and a previously undisclosed \$5 million seed round from existing investors Vertex Ventures and Menora Insurance. EasySend will use the funds to double its current staff, optimize its product development and expand its customer base in the US, Europe, and Asia.

EasySend announced two new appointments to its board of directors, Alon Lifshitz, founding partner, Hanaco, and Roi Bar-Kat, investment director, Intel Capital.

EasySend's no-code platform converts paper form-based processes into digital processes in regulated industries such as banking and insurance that can be built, analyzed, and optimized by non-technical staff without any coding via a simple drag and drop interface. This frees up IT teams from day-to-day maintenance issues and allows employees to deliver new digital products swiftly with an emphasis on the digital customer service experience.

EasySend was founded by CEO Tal Daskal, CTO Eran Shirazi and COO Omer Shirazi. Daskal said, "The world is changing. Covid-19 forced traditional enterprises to embrace digital transformation and digital culture at a pace and scale never seen before. Our no-code platform is uniquely positioned to make this digital transition easier for enterprises from a wide range of industries - especially insurance and financial services - enabling them to create new digital products efficiently and effectively while boosting and creating digital opportunities which not only save on development and maintenance costs, but also drive revenue growth."

EasySend works with leading financial institutions in the US, Israel, and Europe, including top insurance companies such as Petplan and R+V Versicherung.

Precision oncology co Novellus raises \$57m

The Israeli company's lead program PLX-8394 is a BRAF inhibitor with a differentiated mechanistic profile.

Israeli clinical-stage biotechnology company Novellus Ltd. announced that it has raised \$57 million in a Series C financing round led by Pontifax with OrbiMed Advisors, HBM Healthcare Investments, Wellington Management, Cormorant Asset Management, Novartis Venture Fund (NVF), SR One, and existing investors. The Jerusalem-based company is focused on precision oncology.

The funds raised will be used to fund the continued clinical development of the company's lead program, PLX-8394, a BRAF inhibitor with a differentiated mechanistic profile licensed from Plexxikon, a Daiichi Sankyo company, earlier this year. PLX-8394's development will focus on clinical settings for which there are currently no FDA-approved BRAF inhibitors, including BRAF fusions and certain BRAF-mutated gliomas. The funds will also be used to fund the expansion of Novellus' pipeline based on the company's functional genomics platform.

Novellus CEO Michael Vidne said, "We believe PLX-8394 has the potential to address a major unmet need by targeting patient populations that are bereft of effective treatment options. The financing from this group of leading life science investors will enable us to realize the potential of PLX-8394 as a unique BRAF inhibitor."

Novellus' FACT platform recapitulates naturally occurring mutations in vitro and tests their effect on signaling pathway activity and their response to different compounds. By doing so, it identifies unique, molecularly defined subpopulations of patients that are predicted to respond to given drugs.

Novellus CTO Gabi Tarcic said, "PLX-8394 was the first drug we identified using our platform as having an effect across a wide range of unique BRAF mutations. With this investment, we will extend this work to other genes and other compounds to create a unique pipeline."

Prostate cancer protection co BioProtect raises \$25m

The Israeli company says that the ProSpace balloon spacer helps reduce radiation therapy risks by pushing the prostate away from the rectum.

Israeli startup BioProtect, which has developed a bio-absorbable polymer spacer balloon platform for protecting patients during prostate cancer treatment, has announced the final closing of its \$25 million Series D equity financing round. An unnamed strategic investor and Peregrine Ventures have joined Almeda Ventures and Vincent Tchenguiz, chairman of Consensus Business Group, Korea's KB Investments and Triventures, who invested \$13 million in the first part of the round announced in January.

The company says that the latest funds will finance the ongoing multicenter FDA clinical trial of BioProtect's lead product, the ProSpace balloon spacer, which protects prostate cancer patients undergoing radiation therapy. The latest investment will also be used for the expansion of the technology platform.

BioProtect says that the ProSpace balloon spacer helps reduce radiation therapy risks by pushing the prostate away from the rectum, which is at risk during the therapy. Once injected the spacer offers physicians a consistent gap of over 1.5 centimeters, which is visible under trans rectal ultrasound as well as CT. The spacer remains stable during radiation therapy and is gradually absorbed after radiation therapy is completed.

BioProtect's future pipeline could have additional applications for cervical cancer radiation therapy, pancreas radiation and general surgery. The versatility and physician appeal of a bio-absorbable polymer balloon spacer was further validated last year when a BioProtect spinout for musculoskeletal

applications, Orthospace, was acquired by Stryker for a reported \$220 million.

BioProtect CEO Gil Rosen said, "This financing will allow the company to complete the pivotal study, gain FDA approval, and accelerate development of the next indication to our platform."

He added, "During the pandemic, and possibly even more so after the pandemic, there will be pressure on radiation oncology providers to shorten the treatment cycle without compromising safety and cancer control: first, in order to minimize the number of visits and with them pandemic risks to the patients, and later once the pandemic subsides, the back-log of low risk patients that delayed their treatment will be significant. We hope to provide an important enabling tool to these providers and patients. Innovation in radiation therapy platforms enabling larger-dose radiation fractions to be delivered in fewer sessions received significant validation via new guidelines of the main societies, ASTRO, ASCO, and the AUA, and BioProtect hopes to support these patients.

Israeli pain monitoring co Medasense raises \$18m

The company's technology uses a multi-parametric sensor platform and advanced AI algorithms to convert complicated data into a patient's "Signature of Pain."

Israeli pain response monitoring company Medasense Biometrics Ltd. announced that it has raised \$18 million in a series C round from Spain's Sabadell Asabys venture capital firm, Israeli family offices and returning investors Baxter Ventures, Olive Tree Ventures and LGL Capital.

Medasense technology uses a multi-parametric sensor platform, advanced AI algorithms to convert complicated data into a patient's

"Signature of Pain." The technology, which is currently utilized in operating rooms and critical care settings, where patients are under anesthesia and unable to communicate, enables clinicians to personalize treatment: control pain, avoid overdose, and eliminate doubt. The company has also been active in the implementation of its technology on Covid-19 ventilated patients.

Medasense says that studies have shown that nociception level index (NOL) monitoring can potentially reduce hypotensive events and opioid consumption during surgery, reduce postoperative pain experienced by patients in the post anesthesia care unit, and reduce cost of care. This addresses a widespread need. It is estimated that 50% of surgical patients suffer from moderate to severe postoperative pain and 12% suffer adverse events due to pain relief medication. These can result in extended hospitalization, additional healthcare costs, and a 50% increase in hospital readmissions.

Medasense founder and CEO Galit Zuckerman-Stark said, "Together with our trusted investors, who share our passion to improve pain management, we expect to make a significant contribution to enhancing pain care. This funding round will allow us to expand and further consolidate commercial deployment of NOL technology in Europe through our distribution agreement with Medtronic and to complete the process of obtaining FDA approval for commercialization in the US."

Israeli AI radiology co Aidoc raises \$20m

Aidoc's comprehensive suite of AI solutions for radiology includes six FDA-cleared products for flagging acute abnormalities directly in the radiology workflow.

Israeli AI solutions for radiologists company Aidoc today announced it has raised an

additional \$20 million as part of its Series B extension financing round. This brings the total raised by the company to \$60 million to date.

The company also announced that it had tripled revenue since the beginning of 2020.

Aidoc's comprehensive suite of AI solutions for radiology includes six FDA-cleared products for flagging acute abnormalities directly in the radiology workflow. The company has undergone a rapid global expansion, now serving more than 400 health centers in five continents.

Aidoc cofounder and CEO Elad Walach said, "As healthcare organizations work through case backlogs and prepare for a different future - solutions that can show improved operational efficiency and increased revenue potential are being prioritized. Our solutions have augmented radiologists to provide the highest standard of care, reducing turnaround time, and helping save lives for over 3 years now and this funding allows us to continue expanding our comprehensive portfolio as well as facilitate our rapid expansion into additional practices across the globe."

Square Peg Capital partner Dan Krasnostein said, "The value AI brings in supporting radiologists is so obvious to us and Aidoc has stamped itself as a clear leader in the space. Since our first investment the company has continued to make giant steps forward with new products brought to market and a significant increase in the number of customers they serve. Supporting a business that is improving patient care and saving lives on a daily basis is incredibly exciting."

Hetz Ventures closes \$77m Israel VC fund

The venture capital fund will invest in early stage enterprise software startups.

Venture capital fund for investments in early stage Israeli startups Hetz Ventures

announced mid September the closing of its second flagship fund, oversubscribed at \$77 million. With Fund II, Hetz will have \$130 million under management. Hetz closed \$55 million Fund I in February 2018 and has since invested in 10 enterprise software companies.

Founded in 2018, Hetz Ventures specializes in investing in Israeli seed-stage deep-tech startups in B2B enterprise software, DevOps, cybersecurity, cloud computing, and fintech. While over 90% of Fund II contributors are experienced international investors, it has also attracted investment from founders of its portfolio companies who have invested back into Hetz, along with local entrepreneurs, powering a continuous cycle of Israeli innovation.

Hetz Ventures managing partner Judah Taub said, "We founded Hetz just under three years ago with the goal of investing in companies that are building deep, defensible technologies and have disruptive business models. In the COVID-19-impacted business world, such technologies have become paramount. We partner with companies that fill real gaps in the market. Our extensive international network exponentially accelerates our portfolio companies' success abroad. To date, all our companies have greatly leveraged this growing network in different ways, primarily in finding international design partners and first customers. We're excited about the opportunities this new fund will allow us to invest in. Additionally, it is an indication of confidence in our approach that so many of investors from Fund I have invested once again in Fund II, and that many of the founders we have backed previously now wanted to become investors in Fund II."

Hetz Ventures has already invested in two companies through Fund II. With Fund I, Hetz invested in a total of 10 companies including Trigo, an AI and computer vision-powered

provider of frictionless shopping experience; Granulate, an Israel-based company that optimizes infrastructure and workload performance in real-time; Codota, a startup developing a platform that suggests and autocompletes Python, C, HTML, Java, Scala, Kotlin, and JavaScript code; and Anima which creates high-fidelity prototypes in Sketch, XD or Figma and export HTML. Hetz Ventures' portfolio also includes companies such as Jones, MarketBeyond, DeepChecks, Infinipoint and Acumen.

Kape revenue doubles following PIA acquisition

The Israeli cybersecurity company has benefitted from the shift online during the Covid-19 pandemic.

Israeli cybersecurity software company Kape Technologies plc (TASE: KAPE) has reported its financial results for the first half of 2020. Controlled by the Teddy Sagi Group, Kape's revenue grew 97% in the first half of the year to \$59 million - and grew 12% in pro-forma terms, without the results of PIA, which was acquired by Kape in December 2019.

US company PIA, which specializes in providing encrypted solutions for digital information, was acquired for \$127.6 million in cash and shares in late 2019 and for Kape represents a major leap forward on its way to becoming one of the world's three leading players in providing solutions for Internet privacy - at a time when there is a constant rise in cyber attacks worldwide and a growth in online personal data.

The company said, "The ongoing global growth in demand for privacy solutions and cyber security on the Internet continues to increase Kape's subscriber base. Despite the worldwide slowdown and uncertainty created by the coronavirus, Kape is very well positioned to enjoy this continual growth in the online privacy and cyber security solutions market."

Another figure that illustrates that Kape is benefitting from the acquisition of PIA is the strong growth in repeat revenue (income from subscribers and returning customers) - 140% to \$50.8 million. This growth has substantially improved the ability of the company to forecast ahead. In addition, revenue from existing customers grew to \$106.6 million compared with \$98.8 million at the end of 2019.

Following these results, Kape's management says that it is progressing towards the upper range of the expectations that were set in the past: realizing annual synergies of \$3.5-4.5 million. "The integration of PIA within Kape is moving ahead swiftly and is expected to be completed during the second half of 2020, and the company is on the way to achieve a 40% reduction in PIA's monthly operational costs during the third quarter of the year," the company said.

Kape, which specializes in consumer security solutions has two product divisions: the first is for online privacy solutions; and the second is end-point protection against malicious software.

The report shows that organic revenue growth (without PIA's results) in the online privacy sector in the first half of 2020 represented 47% of revenue, amounting to \$17.9 million compared with \$12.2 million in the corresponding period of 2019. Adjusted EBITDA rose 185% to \$16.4 million, and adjusted EBITDA margins rose to 27.8% from 19.4% in the corresponding half of 2019. In the first half of the year the company also completed raising a \$70 million long-term bond from Citibank, Barclays and Bank of Ireland.

During the first half of 2020, Kape implemented a number of launches of important products in both the digital security and online privacy protection sectors such as an end-points security solution developed by Kape for Windows users, the Wireguard protocol, and

the new VPN protocol, which provides customers with reinforced encryption and Kape is the first in the industry to install it in its products.

Kape CFO Moran Laufer said, "The first six months of 2020 have been significantly productive for the company both in terms of operations progress and in terms of financial performance. The widespread uncertainty created by the coronavirus around the world has strengthened the need for security solutions based on quality software. Therefore, we are continuing to focus on accelerating our R&D efforts in order to ensure that Kape's package of products will continue to stay ahead of its rivals with the privacy and digital security of our customers remaining our top priorities."

Laufer added, "As we expected, when we signed the deal, the acquisition of PIA has sped up the company's progress and the merger between the teams of the two companies has been smoothly completed to form a leading global company. In the second half of the year, we will continue to focus on implementing in practice our growth strategy and we are looking to the future with full confidence."

In the wake of the results for the first half of 2020, Kape's board of directors feels certain that the company will meet the annual guidance provided by management at the time of the acquisition of PIA: revenue of \$120-123 million and adjusted EBITDA of \$35-38 million. Kape is currently trading at a price of £1.87 per share, giving a market cap of \$400 million, reflecting a rise of 160% over the past year. Kape operates in 160 countries and has 380 employees. Kape's development center is in Israel in the Azrieli Sarona tower in Tel Aviv.

Elbit Systems unit wins F-35 assemblies deal

Cyclone will manufacture assemblies for the forward equipment bays of the Lockheed Martin stealth jets.

Israeli defense electronics company Elbit Systems Ltd. (Nasdaq: ESLT; TASE: ESLT) announced mid September that its fully owned unit Elbit Systems - Cyclone Ltd. has been awarded a contract by Lockheed Martin (NYSE: LMT) for the manufacture of forward equipment bay assemblies for the F-35. The contract is in an amount that is not material to Elbit Systems and will be performed over a period of four-years.

The contract calls for Elbit Systems to supply assemblies for the F-35's Forward Equipment Bay - made from composite materials and the associated structures - for all F-35 aircraft variants. Elbit Systems will deliver more than 1,400 components to Lockheed Martin during the contract period. The decision by Lockheed Martin comes as a result of Elbit Systems successful performance on the production of other composite structures for the F-35 program.

This award further expands Elbit Systems work on the F-35, which includes the helmet mounted display systems, the development of the panoramic cockpit display, power amplifiers and 22 different structural assemblies.

Elbit Systems Aerospace Division general manager Yoram Shmuely said: "We are proud to have been selected by Lockheed Martin to provide additional structural assemblies for the F-35 aircraft. This contract reflects the recognition and trust we have established with Lockheed Martin in our many years of collaborative work."

Israeli ophthalmology co Orasis raises \$30m

The company is developing eye drops to treat presbyopia - the loss of ability to focus on near objects.

Israeli ophthalmic pharmaceutical company Orasis announced the closing of a \$30 million Series C financing round co-led by new

investor Bluestem Capital and returning investor Visionary Ventures, with participation from previous investors Sequoia Capital, SBI (Japan) Innovation Fund, Maverick Ventures, LifeSci Venture Partners and additional investors. Tyler J. Stowater Bluestem Capital VP and partner will join the Orasis board.

The funds will be used to advance Orasis' lead eye drop candidate for the treatment of presbyopia symptoms through completion of its Phase III clinical trials. The funds will also be used for pre-commercialization activities ahead of potential product launch. Presbyopia is the loss of ability to focus on near objects as a result of the natural aging process.

Orasis CEO Elad Kedar said, "We aspire to make near vision clear again for people with presbyopia by empowering them with an unparalleled solution, an eye drop that will provide them with comfort and control of their near vision. Our product candidate has demonstrated excellent efficacy, safety and comfort profiles in previous clinical studies and we look forward to initiating our Phase III clinical trials to further evaluate the effectiveness of the product in the near future."

Stowater added, "With almost two billion people in the world living with presbyopia, the market potential for a novel, non-invasive option is highly anticipated by eyecare providers and patients. We have high confidence in the Orasis team, to successfully complete its clinical program, and apply their informed commercial approach, which will make Orasis a leader in the presbyopia space."

Elbit Systems wins US Marines night sight deal

The sight will allow the US Marines to engage in day and nighttime operations at extreme stand-off distances.

Israeli defense electronics company Elbit

Systems Ltd. (Nasdaq: ESLT; TASE: ESLT) unit Elbit Systems of America subsidiary Kollsman has been selected by the US Marine Corps selected to develop a multispectral, clip-on weapon night sight. The sight will allow the US Marines to engage in day and nighttime operations at extreme stand-off distances.

The selection is part of Phase II of the Integrated Clip-on Advanced Targeting Sight (ICATS) program and will require the company to design, build and test two sophisticated ICATS prototypes for the USMC over the next year.

Elbit Systems of America's ICATS solution is optimized for USMC scout snipers and reconnaissance Marines, so they may acquire targets and engage at extended ranges. The solution clips onto the Marine's weapon and provides critical information to the user, even in low-light or inclement weather. The ICATS is configured to provide simultaneous imaging across extended ranges, without adding considerable weight to the Marine's weapon.

Elbit Systems of America VP ground combat and precision targeting Ridge Sower said, "This selection by the US Marine Corps shows the strong partnership we have with the Marines, as well as our expertise creating technology that benefits warfighters in the field. With our ICATS solution, Marines can successfully complete their missions - no matter the conditions - while remaining as safe as possible."

The ICATS solution builds off the company's successes offering the U.S. military other precision targeting capabilities, such as the Next Generation Hand-Held Targeting System for the USMC and the Multi-Domain User Sensor Architecture (MDUSA) targeting system for the U.S. Army. Work on ICATS will be designed and produced in Elbit Systems of America's Merrimack, New Hampshire facility, which is known for its sophisticated electro-optics solutions.

Israeli cybersecurity co Pcysys raises \$25m

Pcysys (Proactive Cybersystems) has developed PenTera, an Automated Penetration Testing platform.

Israeli cybersecurity validation company Pcysys announced early September that it has completed a \$25 million Series-B financing round led by Insight Partners, with the participation of existing investors Awz Ventures and Blackstone Group. The company has raised \$40 million to date.

The funding round will be used to expand the company's sales and delivery teams in North America, EMEA, and Asia Pacific as well as continue developing its technology. Pcysys has developed PenTera, an Automated Penetration Testing platform.

Pcysys (an acronym for Proactive Cyber Systems) was founded in 2015 by CTO Arik Liberzon and Arik Faingold and is managed by CEO Amitai Ratzon. Since marketing began in 2018, the company has seen significant revenue growth year-over-year. Pcysys has 60 employees worldwide and hundreds of enterprise customers across more than 15 industries, including in banking, insurance, investment management, healthcare, retail, and energy.

Liberzon said, "PenTera has revolutionized the security risk validation domain and helped our customers increase their cyber resilience. The partnership with Insight Partners will enable us to materialize our vision of becoming the cybersecurity validation authority and give every enterprise the power of a Red Team at the tips of their fingers."

B2B payments co Melio raises \$144m

Melio helps small businesses digitally manage their supplier payments and reach more small businesses across the US.

Israeli B2B payments company Melio has announced that it has raised \$144 million from investors including Accel, Aleph, Bessemer Venture Partners, Coatue Management and General Catalyst. The company, which has kept below the radar, says it raised \$16 million in its seed and Series A rounds, \$48 million in its Series B round in March 2020 and \$80 million in its Series C round last month.

With offices in Tel Aviv and New York, Melio was founded by CEO Matan Bar, CTO Ilan Atias and COO Ziv Paz. Melio helps small businesses digitally manage their supplier payments and reach more small businesses across the US as they shift to digital solutions to help manage the economic effects of Covid-19.

Bar said, "At a time when small businesses need the most flexibility, they have the least. Our mission is to keep small businesses in business. We do this by allowing small businesses to manage payments remotely, paying when and how they want, giving them more control and helping businesses manage cash flow. Business payments shouldn't be more complicated than paying a friend with your phone."

Melio's fundraising enables it to accelerate growth and reach more customers. It will also support the company's plans to provide B2B payment capabilities to third parties, mirroring the development the tech industry has seen with B2C payments. Recently, the company partnered with Intuit Quickbooks, one of the leading fintech platforms for small businesses, to power one of its bill pay solutions.

Israel Aerospace unveils small helicopter drones

IAI's MultiFlyer UAV squadron can fulfill a large range of non-military tasks.

Israel Aerospace Industries Ltd. (IAI) (TASE: ARSP.B1) has unveiled MultiFlyer,

a squadron of small unmanned helicopters that can fulfill a large range of non-military and homeland security tasks.

MultiFlyer provides advanced monitoring capabilities for large areas and is based on commercial, off-the-shelf helicopter UAVs from Alpha Unmanned Systems integrated with components from IAI and several Israeli startups. The command and control system was designed by Simplex and the area scanning technologies are powered by Sightec. Use cases include disaster area monitoring, guiding rescue units in lifesaving missions, traffic control in mass events, securing sensitive facilities, police enforcement, and surveys of large agricultural or marine areas.

MultiFlyer can transform several isolated UAV missions into a cloud of information. MultiFlyer can be activated from a tablet or smartphone that serves as a single point of control of several synchronized missions including automated takeoff and landing, flight routes, mission management, and others. The system network connection is secured to allow usage by several simultaneous users. The MultiFlyer system can be used with different types of UAVs and drones as well as carry different types of payloads.

IAI EVP and CEO Military Aircraft Division Moshe Levy said, "IAI is a leader of trailblazing technologies with UAV experience spanning 50 years and we are constantly seeking additional areas in which we can invest our R&D capabilities. MultiFlyer is a significant milestone in this respect and we anticipate more developments in this field."

Alpha Unmanned Systems Eric Freeman CEO said, "Alpha is delighted to be the platform of choice for this world-leading initiative. Reliable and versatile platforms that can fly at least 90 to 150 minutes are essential for a variety of missions. Alpha helicopters make many more missions possible and it is an honor to support IAI."

Simplex CEO Shai Levy said "Simplex is proud of our collaboration with IAI to develop this system. The command and control system, known as the Flightops, is designed to enable the control of a large number of UAVs autonomously and allow the operator to focus on the mission at hand."

Sightec CEO Roy Shmuel said "Sightec is a leading creator of AI-powered optical scanning solutions for autonomous systems. The use of our technology as part of the MultiFlyer UAV system enables the autonomous and efficient scanning of large areas of territory."

Israeli enteral feeding co ENvizion raises \$18m

ENvizion has an agreement with a network of 100 US hospitals to provide feeding tube placement navigation devices.

Israeli enteral feeding placement navigation technology company ENvizion Medical has announced that it has raised \$18 million from private medtech backers, family offices and the Technion Venture Capital fund.

ENvizion, which has FDA 510(k) clearance, also announced an agreement with one of the largest private hospital networks in the US, with more than one hundred hospitals, to provide ENvizion's feeding tube placement navigation devices nationwide. The need for feeding tubes has become more acute during the Covid-19 pandemic.

ENvizion's navigation device "ENVue" can cut the usual placement procedure time in half, harness the power of electromagnetic mapping to guide medical-support staff in placing the tube from the nasal cavity down the esophagus, and all the way through to the small intestine, the anatomical location where nutrients are absorbed by the body. To avoid placing the tube into the lungs and ensure placement is executed correctly, the ENVue device provides

guidance through a number of technical mechanisms including patient body mapping, multi-faceted vision, and directional guidance.

ENvizion president and CEO Doron Besser said, "The potential for our navigation technology to both greatly reduce detrimental placements and cut down the time required to place tubes will help clinicians perform the task much more confidently and efficiently."

Storytel to launch audiobook service in Israel, buys iCast

Storytel, which will launch in Israel in the first quarter of 2021, has acquired Israeli audiobook services company iCast for NIS 20m.

International audiobook and e-book streaming services company Global Storytel AB has announced that it is acquiring iCast Ltd., the audiobook streaming pioneer on the Israeli market. The acquisition paves the way for Storytel's launch in Israel in the first quarter of 2021. No financial details were disclosed but sources close to the deal say it was for about NIS 20 million.

Launched as a podcast service in 2006, iCast moved into the audiobook arena in 2010 entering agreements with local publishers before launching Israel's first audiobook service the following year. Today, iCast offers a catalogue of 2,500+ titles in Hebrew, including bestsellers and classics such as Margaret Atwood's *The Handmaid's Tale*, Yuval Noah Harari's *Sapiens: A Brief History of Humankind*, F. Scott Fitzgerald's *The Great Gatsby*, David Baldacci's crime novels, and best-selling titles by prominent Israeli authors such as Meir Shalev, David Grossman and Amos Oz.

Storytel founder and CEO Jonas Tellander said, "We are excited to take Storytel to the tech-savvy Israeli consumer market with its rich storytelling traditions, confidence in digital products and payment solutions, and high degree of offline. The combination of iCast's unique local expertise and Storytel's proven commitment to investing in user-friendly technology, content and unmatched accessibility to popular stories is a strong combination. And it certainly implies large growth potential and an awesome new chapter for the Israeli story lovers and the audiobook."

The acquisition of iCast is a key part of Storytel's preparations for its launch in Israel, a country of over 9 million people. The launch is scheduled for the first quarter of 2021 and is part of Storytel's rapidly growing global business and content offering. Today, the company has more than 1.3 million subscribers, operations on 20 markets and a library of more than 500,000 titles worldwide.



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