

Guidebook WHAT'S IN LEBANON FOR SME'S

2017



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01.

Introduction

An enabling setup is critical to enhance the growth and sustainability of Micro, Small and Medium Enterprises (MSMEs).

In addition to a sound macroeconomic environment and business friendly laws and regulations, a number of enablers such as financing, business development services and trade related facilities are necessary to help a firm become and remain competitive.

This booklet includes a list of the available support institutions and services that startups and SMEs can benefit from throughout their life cycle.

Moreover, this booklet aims to promote awareness on the existing institutions and services and to foster collaboration and synergies amongst them.



Innovation



Finance



Business
Development



Market
Access



02.

Research & Innovation

Find innovation and research programs that help you coin new ideas or develop your own.

Coining a new product or service, building on a newly acquired skill, or taking an innovation to market are all for an SME to gain competitive advantage and successfully perform on the market.

The following pages provide information on research, innovation and training centers and programs available in Lebanon.



LEBANON FOR ENTREPRENEURS

Lebanon For
Entrepreneurs

DESCRIPTION Lebanon for Entrepreneurs (LFE) is an initiative launched in 2013 by prominent Lebanese diaspora organizations Lebnet, LIFE and SEAL to accelerate the development of the technology start-up ecosystem in Lebanon. By collaborating with all existing constituents of the local IT ecosystem, LFE strives to align objectives while tapping into Lebanese expatriates' expertise and network.

PRODUCTS & SERVICES Encourage financial institutional sources.
Support research and development.
Assist technology entrepreneurs with the resources they need to start and grow their businesses.
Identify internet infrastructure gaps.
Identify the IT sub-sectors.
Prepare, review, and lobby for legislation and regulations that spur SME growth.

TARGETED GROUP Universities.
SMEs.

TARGETED SECTOR ICT startups.

CONDITIONS & ELIGIBILITY CRITERIA LEF determines eligibility along the following dimensions: innovation, market size, global reach, customer traction, growth potential, team's strength and openness of the founder(s) to feedback.

COST OF SERVICE NA.

FOR MORE DETAILS info@lfepartnership.com
www.lfepartnership.com/



Wamda Research Lab

DESCRIPTION Wamda is a platform of integrated programs that aims to accelerate entrepreneurship ecosystems throughout the MENA region. Its core focus includes media, community development, research and corporate and government advisory services. In the past few years, Wamda has become the leading grassroots community and knowledge platform for entrepreneurs and supporting stakeholders.

PRODUCTS & SERVICES Research and development.
Networking.

TARGETED GROUP Entrepreneurs.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and stakeholders with research and advisory needs.

COST OF SERVICE NA.

FOR MORE DETAILS connect@wamda.com
<https://www.wamda.com/>

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DESCRIPTION Endeavor Insight seeks to educate key constituencies, such as policy makers and deepen their understanding of how high-impact entrepreneurs and scale-ups contribute to job creation and long-term economic growth constituencies. In addition, Endeavor Insight seeks to serve as a knowledge center for high-impact entrepreneurs, venture capitals (VCs) and others in order to provide useful information and tools that assist entrepreneurs as they grow their businesses.

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PRODUCTS & SERVICES Country research.
 Network mapping.
 Scale up cities.
 Standalone research.

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TARGETED GROUP All relevant stakeholders.
 Investors.

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TARGETED SECTOR All sectors.

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CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and stakeholders with research and advisory needs.

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COST OF SERVICE NA.

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FOR MORE DETAILS <http://endeavor.org/impact/insight/>



SETT Partners

DESCRIPTION SETT Partners is a firm that takes a human-centered, design- based approach to helping startup ecosystems innovate and grow. They carry out startup ecosystem research and develop content based on the two design fitting programs for institutions looking to better understand and grow their startup ecosystems. They support companies in creating an entrepreneurial and innovative culture by designing and giving customized workshops, advising startups on their fund raising strategies, carrying out market research, supporting them in presentation design and scripting to best appeal to potential investors.

PRODUCTS & SERVICES Research and development.
Workshops and training.
Market based research.

TARGETED GROUP Entrepreneurs and SMEs.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and stakeholders with research and advisory needs.

COST OF SERVICE NA.

FOR MORE DETAILS <http://settpartners.com/>

DESCRIPTION Founded in 2009, ArabNet has the vision to help grow the web and mobile sectors in the Arab world through its activities. It aims to build business bridges across the MENA region, stimulate the growth of the Arab digital knowledge, and support the creation of new businesses and job opportunities for aspiring youth.

PRODUCTS & SERVICES Conferences and Forums.
Competitions Workshops.
Networking.
One-stop-shop.
Database.

TARGETED GROUP Entrepreneurs and startups.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and stakeholders with research and advisory needs.

COST OF SERVICE NA.

FOR MORE DETAILS +961-1-658 444
www.news.arabnet.me



Centre for Innovation and Technology Innovation Voucher Project

DESCRIPTION The Centre for Innovation and Technology (CIT) is a dynamic division of the Industrial Research Institute (IRI), established to secure sustained support and innovation to the manufacturing industry.

PRODUCTS & SERVICES Networking.
Matching academia with industrial SMEs.
Training.
Access to research funding.

TARGETED GROUP Local industrial SMEs and universities.
Individual researchers and research institutions.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Projects have to be already researched, proven to be valid and respond to the criteria of a new product/process development or new business model development.

COST OF SERVICE Free of charge at the abstract presentation phase. A fee of \$200 will be applied should the project pass the first screening phase and enter the full application evaluation phase.

FOR MORE DETAILS +961-5-467831
<http://www.cit-lb.org/Index.asp>



Lebanese Industrial Research Achievements-Program

DESCRIPTION LIRA is a national program aimed at building effective cooperation between industry, academia and research centers to address the research and development needs of the Lebanese industry, empower the industrial sector with innovations leading to the promotion of competitiveness and productivity and achieve a transition from a welfare to a knowledge-based economy.

PRODUCTS & SERVICES Networking.
Research and Development (R&D).

TARGETED GROUP SMEs seeking to advance their industry through R&D.

TARGETED SECTOR Industry.
Technology.

CONDITIONS & ELIGIBILITY CRITERIA SMEs with R&D needs.

COST OF SERVICE NA.

FOR MORE DETAILS +961-1-427 146
+961-3-607 678

03.

Financing

Given the fast growing markets and the different challenges facing SMEs, the choice of appropriate financial tools is critical for the success of a business.

The following pages provide an overview of funding options available on the market today. It is important to remember that most institutions require a feasibility study and/or a business plan, prior to making any investment or releasing funds.



3.1. Microcredits

Do you have an idea and need the extra push to kick start your newly established business?

Microcredit institutions in Lebanon provide micro and small loans for start-ups, employees and micro-entrepreneurs. These institutions aim at improving the social, cultural, economic, health and livelihoods of rural Lebanese by providing, in addition to financing, various types of assistance programs and development services.

Facts about microcredit programs:

- Typical loan ranges between \$1,000 and \$15,000, with a maximum around \$50,000.
- Some institutions require collaterals, feasibility studies and experience in the field of work.
- Loan utilization could take the form of a working capital, fixed asset and/ or property investments. Monies/Loans are not allowed for use in the purchase of commodities or securities, in performing speculation, or for personal use or the purchase of private cars.



Name Al Majmou'a
Phone +961-1-360 916
Website www.almajmoua.org



Name Vitas
Phone +961-5-959859
Website www.vitaslebanon.com



Name Emkan
Phone +961-1-814901/2/3
Website www.emkanfinance.com



Name Association for the Development of Rural Capacities
Phone +961-1-742046
Website www.adr.org.lb



Name Association D'entraide Professionnelle
Phone +961-1-382610
Website www.aep.org.lb



Hariri Foundation
For Sustainable Human Development

Name Hariri Foundation
Phone +961-1-972221
Website www.hariri-foundation.org



مؤسسة مخزومي

Name Makhzoumi Foundation
Phone +961-1-660890/1/2
Website www.makhzoumi-foundation.org



Name Capital Finance Company
Phone +961-1-371102/6
Website www.groupcfc.com



Name Alpha Capital Management
Phone +961-1-212124
Website www.alphacap.com/aboutus



Name Investa Financial Planning Services
Phone +961-1-878700
Website www.investa-fps.com



Name Al Tamkeen
Phone +961-5-805026
Website www.altamkeen.com



Name ESFD
Phone +961-1-373460/1/2
Website www.esfd.cdr.gov.lb

3.2.

Subsidized Loans

Do you need help in gaining access to a loan or lowering your interest rates?

Subsidized loans aim to support start-ups and SMEs operating in key sectors such as: tourism, industry, agriculture, handicrafts and computer technologies.

These loans are characterized by a number of benefits such as: government subsidies and lending rates.

- The loan is to be entirely invested in Lebanon in order to finance a new project or complete an existing one. By using a minimum value of LBP 50 Million or its equivalent in US dollars or Euros.
- The term of the loan must range between 5 and 7 years. 15% of the payback may be demanded within the first two years.
- The total value of subsidized loans granted to one single institution or to one single economic group must not exceed LBP 15 Billion or its equivalent in US dollars or Euros. In case the debtors are not considered a single economic group, the total value must not exceed LBP 60 Billion.
- Specific interest and commissions will apply (before computing the government subsidy which is equivalent to 4.5%, starting 1/1/2012).
- Loans in Lebanese pounds should not exceed the interest rate on two years Treasury Bills plus 1.075%.
- Foreign currency loans should not exceed the three-month Libor or Euribor rate plus 7.075%.

The majority of banks* in Lebanon provide subsidized loans. However, the loan's purpose must exclude financing real estate properties, financing vehicles for transportations purposes, financing working capital needs and financing the purchase of company shares.

*Contact your commercial bank for more details on subsidized loans

3.3. Credit Guarantees

Get support in overcoming the guarantee hurdles that often come with bank loans.

A credit guarantee is a form of insurance that covers the lender's cost in case the borrower defaults . Bank guarantees allow SMEs to access larger debt values in order to invest more in growing their business activity.

By benefiting from credit guarantee support, SMEs can gain access, at low risk, to loan amounts that match their financial needs.

KAFALAT S.A.L KAFALAT S.A.L

DESCRIPTION Kafalat is a Lebanese financial company with a public concern that assists small and medium sized enterprises to access commercial bank funding. Kafalat helps SMEs by providing loan guarantees based on business plans / feasibility studies that show the viability of the proposed business activity. Kafalat targets SMEs and innovative start ups that belong to one of the following economic sectors: industry, agriculture, tourism, traditional crafts, and high technology.

PRODUCTS & SERVICES Kafalat Basic – up to LBP 300 Million.
Kafalat Innovative – up to LBP 300 Million.
Kafalat Start-ups and Innovation – up to LBP 650 Million.
Kafalat Trees – up to LBP 480 Million.
Kafalat Small Farmers – up to LBP 65 Million.
Kafalat Energy – from LBP 600 Million to LBP 1,320 Million.

TARGETED GROUP Entrepreneurs.
Innovative startups.
SME with limited liabilities.

LOAN AMOUNT Up to LBP 600 Million or its equivalent in USD depending on chosen program.

LOAN DURATION Up to 7 years including a grace period that can reach 12 months.

INTEREST RATE LBP – 40% of the 1 year Lebanese Treasury Bills Yield (TBY's) + 3%
USD - 1 year Libor + 5.5%

DOWN-PAYMENT Depending on chosen program.

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FILE FEES TO 400,000 LBP.
BDL

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KAFALAT Between 70% and 90% of the loan principal and interest
GUARANTEE (depending on chosen program). Against this guarantee a 2.5%
 commission is applied on the outstanding loan balance plus
 interest rate on a yearly basis.

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CONDITIONS Feasibility study and cash flow projection are mandatory.
&ELIGIBILITY Individuals are not eligible for Kafalat Plus and Kafalat Innovation.
CRITERIA

 The guaranteed loan is used for business development: to
 establish a viable new production capacity or to sustain current
 production and employment. No guarantees of any form are
 allowed for Kafalat Plus and Kafalat Innovative.

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FOR MORE +961-1-341300
DETAILS +961-1-346255
 www.kafalat.com.lb



Economic and Social Fund for Development

DESCRIPTION The Economic and Social Fund for Development (ESFD) Project is part of the EURO-Med partnership established between the European Commission (EC) and the Republic of Lebanon in November 2000.

The ESFD reached out to the poor through systematic and sustainable partnerships with competent intermediaries (Banks, Municipalities, NGOs, others). The job creation component aims at creating employment opportunities through the provision of financial and non-financial services to small and medium enterprises. Loans are provided to improve access to finance for productive and sustainable activities with significant impact on poverty alleviation. Business Development Services (BDS) are provided to ensure the viability and sustainability of submitted projects.

PRODUCTS & SERVICES Business loans to SMEs through the network established with five commercial banks.

- Un-banked borrowers (i.e. not having received commercial facilities from a bank before)
- Borrowers working in any un-banked private sector business activities (i.e. sectors considered risky by banks)
- Borrowers with insufficient or non “bankable” collateral
- Emphasis is given on start-ups
- Emphasis is given on financing businesses that are expecting to create jobs

LOAN AMOUNT Minimum loan amount: undefined, but no micro-loans (loans financed or approved by NGOs as per Banque du Liban's definition).

Maximum loan amount LBP 75 Million.

LOAN DURATION Minimum: 6-12 months.
Maximum: 60 months incl. grace period, if any.
Grace period: maximum of 12 months.

INTEREST RATE Average interest rates to end borrowers varies between 10% and 14%.

DOWN-PAYMENT Not required.

GUARANTEE The ESFD guarantees 50% of the loan principal and accrued interest for 120 days.

TARGETED SECTOR All private sector business activities: Agriculture, Trade, Services and Industry.

CONDITIONS & CRITERIA Viable business plan and solid cash flow

Loans can be used against working capital and/or fixed assets (no commodities, securities, speculation, personal use, private/passenger cars).

The ESFD targets both start-up and existing enterprises.
Registration at the commercial registry is not mandatory.

FOR MORE DETAILS +961-1-373460/1/2
www.esfd.cdr.gov.lb

3.4.

BDL Incentives Loans

How can BDL's incentives programs help you achieve your goals?

The Central Bank of Lebanon (BDL) has been focusing on stimulating private sector investments and is providing in this respect incentives targeting productive sectors. The purpose of this strategy is to lower the cost of borrowing and encourage investments in sectors such as tourism, agriculture, industry, IT, education and environment.

These loans include*:

I. Loans granted in LBP to entrepreneurs to finance new projects in the field of knowledge innovation given the below conditions:

- The loan does not exceed LBP 300 Million
- The borrower is granted a grace period for repayment of one to three years as of the disbursement date
- The reimbursement period of the loan principal does not exceed seven years excluding grace period
- All interest and commissions should not exceed 0.75%

II. Loans granted in LBP to finance Research and Development ventures in productive sectors:

- The borrower is granted a grace period for repayment of two to four years as of the disbursement date
- The reimbursement period of the loan principal does not exceed ten years, excluding the grace period
- All interest and commissions should not exceed 0.75%

*Contact your bank for more details on the BDL Incentive Loans.

3.5. Equity Financing

Are you looking for investors to share your risk while utilizing their resources and network in exchange for equity ownership?

Equity financing is a good alternative in case you are an entrepreneur with an innovative and promising idea or business, yet you are unlikely to have sufficient collateral to justify a loan. This route is also attractive in case you are looking for investors to share your risk and help your business grow by bringing in their expertise and opening up their networks in exchange for equity ownership.

Seed, venture capital and private equity for startups and SMEs are available in Lebanon. Choosing an equity financing solution depends on a number of factors, including: type of business and sector, company or product development phase, the value of the investment required and other business needs.

In addition, the Central Bank of Lebanon issued Circular 331* in August 2013, whereby it introduced a new financing scheme that encouraged and allowed banks to invest in the capital of startups, accelerators and incubators. Banks wishing to finance such companies will benefit from interest free loans from the BDL guaranteeing up to 75% of banks' investment for a maximum period of seven years.

*Contact your bank for more details on the BDL Circular331.



Name Lebanese Business Angels
Phone +961-1-212888
Website www.baderlebanon.com



Name Faro Fund
Phone +961-1-353190
Website www.ccib.org.lb



Name Berytech Fund 2
Phone +961-1-612500
Website www.berlytechfund.org



Name The Abraaj Group
Phone +971-4-506400
Website www.abraaj.com



Name Bader
Phone +961-1-212888
Website www.baderlebanon.com



Name Levant Investment Bank
Phone +961-1-360916
Website www.almajmoua.org



Name Lucid Investment
Phone +961-1- 999533
Website www.lucid-investment.com



Name Middle East Venture Partners
Phone +961-1-999605/4
Website www.mevp.com



Name Innovation in Small and Medium Enterprises (ISME)
Phone +961-1-341300
Website <http://www.kafalatisme.com>.



Name Cedar Ventures L.L.C
Phone +961-1-739 868
Website www.cedarventures.com



Name Phoenician Funds
Phone +961-1-328 233
Website www.phoenicianfunds.com



Name Saned Partners
Phone +961-1-669 461/2
Website www.sanedpartners.com



Name B&Y Venture Partners
Phone +961-1-661830
Website www.byvp.com



IM CAPITAL

Name IM Capital
Phone +961-1-649555
Website www.im-capital.com

dahercapital

Name Daher Capital
Email info@dahercapital.com
Website NA

LEAP

VENTURES

Name Leap Ventures
Email businessplan@leap.vc
Website leap.vc



Name Y Venture Partners
Email info@yventurepartners.com
Website www.yventurepartners.com

3.6.

Crowdfunding

Let the crowd help you fund your project.

Crowd-funding is a new financial trend currently picking up across the world. Crowd-funding platforms play a channeling role between entrepreneurs and large number of individuals pooling their money together in order to make equity investments in start-ups.

Recently, the Capital Markets Authority (CMA) issued a decree to regulate crowd-funding activities in Lebanon. This decree allows crowd-funding institutions to set up an electronic platform, whereby startup companies can raise funds on the condition of meeting a minimum amount of capital of LBP 30 Million or \$20,000 USD. In addition, the decree mandates that crowd-investors' direct and indirect investments in any given company are to range between LBP 750,000 and LBP 15 Million, or its equivalent in US Dollars.

DESCRIPTION Zoomaal is a crowd-funding platform that supports creative projects in the Arab world to get funding for their work. Using crowd-funding to collect the funds, project owners no longer have to get loans or provide equity to fund their projects. In addition to the funding, projects get a lot of exposure throughout the process. Both project owners and backers and sponsoring companies benefit from crowd-funding. Individuals who back projects will benefit from there wards that are offered by project owners.

PRODUCTS & SERVICES Crowdfunding.

TARGETED GROUP Creative Professionals.
Film Producers.
Engineer.
Freelancers.
Entrepreneurs.

TARGETED SECTOR High-tech.
Community & Social Events.
Research.
Cultural.

CONDITIONS & ELIGIBILITY CRITERIA Must have a project with clear starting date and end date with defined outcomes.

COST OF SERVICE 5% only from successfully funded projects.

FOR MORE DETAILS info@zoomaal.com
www.zoomaal.com



Aflamnah

DESCRIPTION Aflamnah is a digital crowd-funding platform that lets idea owners take any money they are able to raise whether they reach their target amount to raise or not. Entrepreneurs still have to set a target value for their fundraising campaign.

PRODUCTS & SERVICES Crowdfunding.

TARGETED GROUP Filmmakers.
Artists.
Scientists.
Students.
Innovators.

TARGETED SECTOR Digital media.

CONDITIONS & ELIGIBILITY CRITERIA The project is about the Arab world, or a core member of your team is of Arab origin or the idea takes place in the Arab world; or all three at the same time. The idea has to be aimed at the Arab world.

COST OF SERVICE \$100 non-refundable fee to upload your idea
6% of the money raised.

FOR MORE DETAILS info@aflamnah.com

04.

Business Development Services

Looking for a business development center that assists entrepreneurs by guiding and supporting them at every stage?

At a business development center, an entrepreneur is guided throughout the whole initiation phase until graduation. Usually for a relatively low fee, an entrepreneur can also be incubated and supported in every step of the way.

The next pages provide information on several institutions that offer a variety of business support services, ranging from incubation to interventions and including competitions, networking and trainings.

4.1. Business Development Service Providers



Economic and Social Fund for
Development

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DESCRIPTION ESFD provides Business Advisory Services, in addition to a wide network of branches available at partner banks and advisors located throughout the Lebanese territory. These advisors seek potential borrowers and assist them in completing a comprehensive loan application which is then submitted to one of the ESFD partner banks for processing.

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PRODUCTS & SERVICES Business loans to SMEs through the network established with the five commercial banks. Note that the ESFD guarantees 50% of the bank risk in case of default.

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TARGETED GROUP Please refer to the section on Credit Guarantees.

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TARGETED SECTOR Agriculture.
Trade.
Services.
Industry.

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CONDITIONS & ELIGIBILITY CRITERIA Viable business plan and solid cash flow.
Loan can be used against working capital and/or fixed assets (no commodities, securities, speculation, personal use, private/passenger cars).
ESFD targets both start-up and existing enterprises.
Registration at the Commercial Registry is not mandatory.

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FOR MORE DETAILS +961-1-373460/1/2
www.esfd.cdr.gov.lb

eclub eClub

DESCRIPTION eClub aims at spreading awareness about entrepreneurship in the region through one of their fun and interactive events. They thrive to encourage and empower entrepreneurs to start their own businesses, launch their products, and, by the support of third-party companies, provide investment, free mentorship, office spaces, and workshops that let members improve their entrepreneurial approach.

PRODUCTS & SERVICES Networking.

TARGETED GROUP Young entrepreneurs <30 years old.

TARGETED SECTOR High-Tech.
ICT.

CONDITIONS & ELIGIBILITY CRITERIA Established a minimum of two years prior.

COST OF SERVICE NA.

FOR MORE DETAILS +961-70-807 940
www.oureclub.com



Mowgli

DESCRIPTION The Mowgli Foundation is an award winning, UK-headquartered mentoring organization, established in 2008 by successful serial entrepreneur Tony Bury, in response to the need for job creation and sustainable economic and societal development in the MENA region as well as in UK communities. Mowgli serves and provides entrepreneurs and leaders from micro, small and medium sized, large corporate and family enterprises with solid and unparalleled mentoring relationships that significantly increase the chances of sustainable growth and success.

PRODUCTS & SERVICES Networking.
Mentoring.
Training.

TARGETED GROUP MSMEs.
Second & third generation family businesses.
Corporate executives/leaders.

TARGETED SECTOR Services.
Technology.
Health.

CONDITIONS & ELIGIBILITY CRITERIA Established 5 years ago.

COST OF SERVICE NA.

FOR MORE DETAILS www.mowgli.org



Maurice Fadel Prize

DESCRIPTION The Maurice Fadel Prize for the best business plan in Northern Lebanon is a non-for-profit organization that promotes entrepreneurship and establishes businesses in Northern Lebanon. The main objective of the prize is to develop and nurture a culture of entrepreneurship by providing the necessary opportunities to new as well as seasoned entrepreneurs to learn, hone their skills, network with all relevant business constituencies and interact with the global entrepreneurship culture.

PRODUCTS & SERVICES Competition, Trainings.
Networking, Mentoring.
Access to Market.

TARGETED GROUP Tripoli, Akkar.
Menyeh, Dennyeh.
Koura, Zgharta.
Bcharri, Batroun.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Be a citizen of Lebanon.
Have a project which will be implemented in Northern Lebanon.
Innovative/Expandable/Scalable.
Having a positive Social Impact.

COST OF SERVICE Free of charge.

FOR MORE DETAILS +961 70 882 253
+961 70 564 544
www.mauricefadelprize.com



DESCRIPTION The MIT Enterprise Forum Pan Arab is a not-for-profit organization, founded in 2005. MITEF is one of the 11 international chapters of the MIT Enterprise Forum Global, an avid promoter of entrepreneurship and innovation worldwide. It has a proven record in promoting MIT-style entrepreneurship by organizing each year the MIT Enterprise Forum Arab Startup Competition, in partnership with Abdul Latif Jameel Community Initiatives, targeting 21 countries of the Arab World and bringing in more than 5,000 applications each year.

PRODUCTS & SERVICES Training.
Networking.
Mentoring.
Incubation.

TARGETED GROUP Ideas.
Startups.
Established businesses.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Established in one of the Arab world countries.

COST OF SERVICE Free of charge.

FOR MORE DETAILS www.mitarabcompetition.com



Lebanon Business Network

DESCRIPTION	Lebanon Business Network is a business online portal dedicated to enhancing economic growth and job creation in Lebanon. LBN virtual business community facilitates business matchmaking through lead identification and information exchange between Lebanese entrepreneurs and businesses worldwide.
PRODUCTS & SERVICES	Networking.
TARGETED GROUP	Lebanese worldwide including entrepreneurs and businesses.
TARGETED SECTOR	All industries.
CONDITIONS & ELIGIBILITY CRITERIA	NA.
COST OF SERVICE	NA.
FOR MORE DETAILS	+961-79-184 289 www.lbn.com.lb



European Institute for Cooperation and Development

DESCRIPTION	European Institute of Cooperation and Development (IECD) is a development organization established in 1988 and operating in 16 countries. IECD aspires to provide beneficiaries with the necessary know-how to improve their lives, become responsible actors in their country and contribute to a fairer society. The 'Support to MSEs' Program gives small and micro-entrepreneurs the skills to strengthen and develop their enterprise in order to boost local economy and improve living standards.
PRODUCTS & SERVICES	Basic Management Training. Advanced Management Training Field follow-up. Club of Entrepreneurs membership.
TARGETED GROUP	Micro and small enterprises (between 1 and 10 employees).
TARGETED SECTOR	All sectors.
CONDITIONS & ELIGIBILITY CRITERIA	None.
COST OF SERVICE	Cost of services by case.
FOR MORE DETAILS	+961-1-556338 www.iecd.org/en



The Agenda Beirut

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DESCRIPTION The Agenda Beirut is a non-formal education group, offering a set-up of short programs replicating all the basics required to meet the needs of different diligences under the umbrella of arts, lifestyle, luxury and society.

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PRODUCTS & SERVICES Training.
Networking.

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TARGETED GROUP Precollege youth.
Young professionals.
Hobbyists.
Industry group.

.....

TARGETED SECTOR Open to different sectors but more oriented into arts and leisure.

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CONDITIONS & ELIGIBILITY CRITERIA NA.

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COST OF SERVICE \$700 per certificate.

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FOR MORE DETAILS +96170 928926
www.theagendabeirut.com

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DESCRIPTION BuBleik SAL is a Business Frame delivering basic office services at Below Budget. BuBleik facilitates virtual office services and remote secretariat support, suitable to entrepreneurs, freelancers and small business owners, by complementing their mission with a good business frame.

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PRODUCTS & SERVICES Networking.
Mentoring.
Workshops.
Virtual Office Services.

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TARGETED GROUP Entrepreneurs.
Freelancers.
Small Business Owners.

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TARGETED SECTOR All sectors.

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CONDITIONS & ELIGIBILITY CRITERIA NA.

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COST OF SERVICE \$120/month for the Virtual Office Bundle, including a city business address for mail/courier collection and two dedicated telephone line numbers: one answered by a dedicated operator and the second fax-2mail. BuBleik also provides a complementary 1 hour meeting room access and 1 invoice submission/collection per month.

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FOR MORE DETAILS +961-1-411200
www.bubleik.com



Entrepreneurs Lebanon

DESCRIPTION Entrepreneurs Lebanon is a central online platform, initiated by the Central Bank of Lebanon and supported by key stakeholders in the Lebanon entrepreneurship ecosystem. Entrepreneurs Lebanon provides entrepreneurs with one address to connect and collaborate with other entrepreneurs, investors and funders. This platform also contributes to developing entrepreneurs business ideas, find information on support organizations and the services they offer, accessing valuable resources and viewing a calendar listing local and regional entrepreneurship focused events.

PRODUCTS & SERVICES Online platform.

TARGETED GROUP Entrepreneurs. Startups.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA NA.

COST OF SERVICE Free of charge.

FOR MORE DETAILS www.entrepreneurslebanon.com

DESCRIPTION Servcorp is the world leader in serviced and virtual offices and IT service(s). It is recognized as a nursery for entrepreneurial small businesses and a home for international corporations expanding into or investigating new markets. It operates an international network of approximately 140 prime city locations throughout Australia, New Zealand, Japan, China, South-East Asia, India, Europe, the Middle East, United Kingdom and United States. Servcorp’s office and IT solutions enable companies of any size to operate with the corporate presence, IT, infrastructure and support of a multinational organization, without having the associated overheads normally required to do so.

PRODUCTS & SERVICES Serviced Offices, Virtual Offices, Address Packages. Meeting Facilities, Communications Packages. IT Services, Video Conferencing, Administrative Support, International Exposure.

TARGETED GROUP Entrepreneurs, Local and Foreign Companies, Start-ups and SMEs, Freelancers, University Students, Lawyers, Engineers, Press.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Servcorp provides small to medium enterprises access to the best locations, facilities, technologies and people at the lowest possible cost.

COST OF SERVICE The cost is customized based on the business requirements.

FOR MORE DETAILS +961-1-957700
www.servcorp.com.lb



DESCRIPTION Regus is the world’s largest provider of workplaces that are convenient, flexible and cost effective, with products and services ranging from fully equipped & ready-to-use offices, virtual offices, including professional & trained staff, to meeting rooms, business lounges and video conferencing studios.
Regus global network of more than 2,000 business centres in 100 countries including Lebanon makes it easier for businesses of any size to succeed by working in new and more productive ways.

PRODUCTS & SERVICES Physical and Virtual offices.
Meeting rooms.
Video communication.
Access to worldwide ready-to-use offices.

TARGETED GROUP International and local companies, start up companies, SME's, entrepreneurs, consultants, freelancers, lawyers, engineers.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA NA.

COST OF SERVICE Prices are based on location, type, size and term.

FOR MORE DETAILS +961-1-956456
www.en.lebanon.regus.com



We Initiative

DESCRIPTION We Initiative is the first and only program dedicated to the financial empowerment of women in the Middle East. It targets all women and has two components: Financial solutions & Non-Financial Services (NFS). The NFS is the key component of BLC Bank's promise to deliver what matters to women and their businesses. It includes: Learning and Development (workshops, roadshows & trainings reaching remote areas), Market Exposure (networking events, Brilliant Lebanese Awards), Information and Guidance (business tools, advisory services, www.we-initiative.com and www.lebanon.smetoolkit.org, connects with experts & mentors).

PRODUCTS & SERVICES Access to Finance.
Access to Markets and Networking.
Access to Learning & Development (information and guidance).
Brilliant Lebanese Awards.

TARGETED GROUP All women, with emphasis on SMEs, entrepreneurs and startups.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Please contact the bank as each product has different conditions.

COST OF SERVICE Please contact the bank as each product has a different cost.

FOR MORE DETAILS Call Center: 1510
we-initiative.com



DESCRIPTION The Tripoli Special Economic Zone was set up to be the focal trading and business platform for potential investors and a model for doing business in Lebanon, thus acting as a catalyst for sustainable economic growth and a force for the development of Tripoli and the North of Lebanon. Its mission is to provide a streamlined and transparent business environment, develop state-of-the-art infrastructure services, build human resource capacities and bolster SME capabilities; in order to attract local and foreign investors and expand Lebanon's export potential, with the aim of building a diversified and sustainable economy with significant job opportunities.

PRODUCTS & SERVICES Promote net exports of goods and services.
Create employment opportunities.
Generate additional economic activity.
Support SME development.

TARGETED GROUP All groups.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA NA.

COST OF SERVICE NA.

FOR MORE DETAILS +961-1-981561
www.tsez.gov.lb

4.2. Accelerators and Incubators



UK Lebanon Tech Hub

DESCRIPTION UK Lebanon Tech Hub provides the first accelerator from the region with a truly global footprint. Each acceleration cycle comprises of two phases. They aim at retaining and building the focused and market-ready skilled labor force needed to enhance Lebanon’s competitiveness globally in a niche area by conducting trainings and workshops open to whoever wants to learn. Furthermore, they assist by building both current and future IP breakthroughs by providing the right R&D innovation and commercialization support to achieve a globally recognized flagship for Lebanon by engaging Lebanese diaspora around the world.

PRODUCTS & SERVICES Workshops.
Mentoring and Investment Matching.
International Acceleration.
New Market Opportunities.

TARGETED GROUP Entrepreneurs, Start Up, SMEs, and Universities.

TARGETED SECTOR ICT.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and startups willing to innovate and grow.

FOR MORE DETAILS +961-1-669040
<https://www.uklebhub.com/>

DESCRIPTION Flat6Labs Beirut in partnership with ArabNet is a startup seed program and an early stage fund that will help accelerate the Lebanese startups' growth and provide the steady pipeline to the rapidly growing Lebanese venture capital industry. Through its expansive and wide-reaching network and numerous partnerships, Flat6Labs Beirut also provides Lebanese entrepreneurs with the scaling opportunities to access wider markets regionally and internationally.

PRODUCTS & SERVICES Funding.
Mentorship.
Training.
Perks & Services.
Legal Support Office Space.
Networking & Exposure.

TARGETED GROUP Seed Businesses, Startups and SMEs.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA There are multiple stage screening process involving top applicants in order to find the best candidates to join the program.

COST OF SERVICE NA.

FOR MORE DETAILS www.flat6labs.com



**BEIRUT
CREATIVE
CLUSTER**

Beirut Creative Cluster

DESCRIPTION Supported by Berytech, Beirut Creative Cluster (BCC) is a not-for-profit, sectorial business association. Its members are firms based in Lebanon that create and distribute digital content, media products and services, design and marketing solutions. The corporate purpose of BCC is to promote the transformation of the Lebanese creative industries through strategic actions based on business co-operation, with innovation as a constant underlying goal.

PRODUCTS & SERVICES Fostering the competitiveness of the cluster and its members.
Supporting the development of an adequate business structure.
Encouraging and supporting internationalization.
Facilitating access to state-of-the-art expertise.
Encouraging specific business projects.
Launching activities based on co-operation and innovation.

TARGETED GROUP All competitive businesses.

TARGETED SECTOR ITC, marketing, advertising and media.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and startups willing to innovate and grow.

COST OF SERVICE NA.

FOR MORE DETAILS <https://beirutcreativecluster.org/>



Tripoli Entrepreneurs Club

DESCRIPTION Tripoli Entrepreneurs Club is an apolitical, non-religious, and non-governmental institution founded in 2013 by a dynamic and vibrant team from Tripoli coming from different backgrounds. The club aims to create, foster and nurture entrepreneurial culture in Lebanon, with a particular interest in Tripoli. It does so by educating students and young inventors through awareness campaigns, training on idea generation, entrepreneurship, social entrepreneurship, business planning, fundraising and pitching with focused workshops, competitions and boot camps. Furthermore, Tripoli Entrepreneurs Club aims to strengthen the social and economic backbone of Tripoli through finding export opportunities to the existing businesses and modernizing their production to meet the international trends and standards.

PRODUCTS & SERVICES Research and Development.
Improve Export Opportunities.
Targeted Groups.
Entrepreneurs, professionals, freelancers and university students.

TARGETED GROUP NA.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and other businesses willing to innovate and grow.

FOR MORE DETAILS www.tripolientrepreneurs.org

DESCRIPTION	LebNet is a US based Lebanese-American high-tech professional society with a member concentration in Silicon Valley, CA. This Diaspora network was started in 1999 by a handful of like-minded professionals sharing a country of origin and seeking to professionally leverage that affinity. In 2010, LebNet was registered in the US as a 501c3 non-profit organization focusing on education and mentoring . Today, it includes more than 575 members and continues to be anchored in networking among members and volunteer work in support of young professionals & Lebanese Entrepreneurs. LebNet is open to all Lebanese professionals in a broad technology eco-system, residing in the US or Canada, and currently includes people from Fortune 500, Venture Capital, Start-ups, Entrepreneurs and Academia.
PRODUCTS & SERVICES	Mentorship. Networking.
TARGETED GROUP	Entrepreneurs and startups.
TARGETED SECTOR	Technology eco-system.
CONDITIONS & ELIGIBILITY CRITERIA	Lebanese start-ups and global start-ups founded by Lebanese entrepreneurs.
COST OF SERVICE	NA.
FOR MORE DETAILS	www.lebnet.us/



Bader Youth Entrepreneurs Program

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DESCRIPTION Since 2005, Bader has grown to include many activities and reach the whole of Lebanon. It has become a reflection of how the Lebanese entrepreneurial ecosystem has developed by sticking to its original mission, Bader is promoting entrepreneurship in Lebanon and providing the tools for entrepreneurs to become more successful. To do so, it is present at all the development stages of the entrepreneur's lifecycle from idea generation to funding to expansion.

Despite the difficulties, Bader remains determined and positive to find entrepreneurs, nurture them and create those success stories that will inspire others to follow.

.....

PRODUCTS & SERVICES Financing.
Networking.
Competitions and Trainings.

.....

TARGETED GROUP Youth Entrepreneurs and Startups.

.....

TARGETED SECTOR All sectors.

.....

CONDITIONS & ELIGIBILITY CRITERIA Lebanese youth with promising ideas and skills.

.....

COST OF SERVICE NA.

.....

FOR MORE DETAILS www.baderlebanon.com

.....



Startup Megaphone

DESCRIPTION Startup Megaphone is a specialized resource and marketing engine that amplifies and directs the voice of Lebanon's startup ecosystem to the world. Startup Megaphone organizes international events and activities in key cities (e.g. , New York, London, Singapore...), showcasing startups, investors, supporting institutions from Lebanon and enabling their fundraising, networking and business development. Startup Megaphone empowers Lebanon's nascent entrepreneurship scene, positioning it as a premier international startup hub.

PRODUCTS & SERVICES Workshop.
Networking.
Development.

TARGETED GROUP Startups and SMEs.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and startups willing to innovate and grow.

COST OF SERVICE NA.

FOR MORE DETAILS www.StartupMegaphone.com

DESCRIPTION AMIDEAST/Lebanon transitioned from its Cisco Entrepreneur Institute to the AMIDEAST Entrepreneur Institute in the spring of 2014. The institute continues to offer training, networking, and individual support to people in Lebanon who want to launch or grow a business. Since the launch of the institute in 2010, AMIDEAST/Lebanon has trained over 300 aspiring entrepreneurs, business owners and professionals on how to start a business, grow a business, develop a sales team and spur business growth using ICT.

PRODUCTS &SERVICES Entrepreneurship Trainings.
Online Workshop platform.
Networking.

TARGETED GROUP Entrepreneurs.

TARGETED SECTOR All sectors.

CONDITIONS &ELIGIBILITY CRITERIA Entrepreneurs and startups willing to innovate and grow.

COST OF SERVICE Check website.

FOR MORE DETAILS <http://www.amideast.org/>



Start-Up ESA

DESCRIPTION Start-up ESA is the incubator of the Ecole Superieure des Affaires. Four programs are offered to help entrepreneurs succeed. For those curious about entrepreneurship, discover what it takes to become an entrepreneur - Duration: 2 weeks. For those that have a clear project, find and create the right business model - Duration: 3 months. For established start-up in their 1st or 2nd year of operation, incubate and reduce the number of fatal mistakes start-ups do in their first years - Duration: 8 months. For start-ups with traction to grow internationally - Duration: 3 months.

PRODUCTS & SERVICES Incubation and Acceleration Programs.

TARGETED GROUP All entrepreneurs with innovative projects.

TARGETED SECTOR All innovative sectors.

CONDITIONS & ELIGIBILITY CRITERIA Great team and sustainable project

COST OF SERVICE All programs are free of charge and on a part-time basis to let entrepreneurs focus on their start-ups.

FOR MORE DETAILS startup@esa.edu.lb



SPEED

DESCRIPTION	Speed is the only tech accelerator in Lebanon, with a 3 months acceleration program bridging the gap between startup and rocket powered success. Investing \$30k for 10% equity in 20 companies per year. 10 in the spring time and 10 in the autumn time. Speed develop founders to be the best leaders they can be by getting the founders investor ready for large scale seed level investment. Partners are MEVP, Berytech, Bader and LFE.
PRODUCTS & SERVICES	Equity, Training. Networking, Mentoring.
TARGETED GROUP	Startups with less than 5 employees or less than \$50k turnover Startups seeking to raise their first \$250k to \$1million.
TARGETED SECTOR	Agriculture, Agro Industry. Industry, Information Technology. Media, Technology, Telecommunication.
CONDITIONS & ELIGIBILITY CRITERIA	Entity must register a LL or SAL company in Lebanon upon selection for the program. Early stage, yet to define product market fit An A Class Team with a good idea. Already have a minimal viable product (MVP) Concept for market looks like it will be accepted but company is not investor ready. MVP has struck a positive cord with early user growth audience. More information on the conditions and eligibility will be provided upon contacting Speed. <small>*ALL OF THE ABOVE ARE NOT ESSENTIALS FOR ENTRY CRITERIA. A SELECTION AND MIX OF ANY OF THE ABOVE IS DESIRED</small>
COST OF SERVICE	10% equity
FOR MORE DETAILS	+961-1-649555

DESCRIPTION Berytech is an incubator and business development center offering the right and adapted environment for the creation and development of innovative start-ups and SMEs. Berytech supports entrepreneurs, through incubation, business support, hosting in high-tech infrastructure, mentoring, networking, funding, trainings, innovation management, access to international markets, adapted programs and competitions.

Berytech currently manages three business development centers located in Mar Roukoz, Mathaf and Beirut Digital District with more than 70 hosted companies, as well as a media cluster empowering creative industries in Lebanon.

Berytech is member of the European Business Network and was the first in the region to receive the EU accreditation as a Business Innovation Center (BIC), opening up access to its companies to international networks.

PRODUCTS & SERVICES Incubation, Training, Networking and Mentoring.
Mentoring Access to Markets.
Innovation Management VC Funding.

TARGETED GROUP University students.
Young professionals.
Entrepreneurs.

TARGETED
SECTOR

ICT.
Media.
Health.
Design.
Innovation.

CONDITIONS
&ELIGIBILITY
CRITERIA

Innovative idea, quality and commitment of team.
Technology component and viability of the project.

COST OF
SERVICE

NA.

FOR MORE
DETAILS

+961-1-612500
www.berytech.org



Business Incubation Association in Tripoli (BIAT)

DESCRIPTION BIAT, an EU funded project, is a not-for-profit organization. The Incubator/Business Development Center is managed by a motivated, professional and caring team ready to assist entrepreneurs throughout their companies' development path. The team can provide financial, technical, marketing, accounting, training and networking services in Tripoli and Akkar branches or on the field.

PRODUCTS & SERVICES Access to Finance.
Incubation.
Business Counseling.
Mentoring.
Training.

TARGETED GROUP Start Ups, Existing SMEs, Graduates holding fresh ideas.

TARGETED SECTOR Tourism, Agriculture.
IT/Crafts, Industry.

CONDITIONS & ELIGIBILITY CRITERIA Background Commitment.
Entrepreneurial Experience.
Financial Viability.
Sustainability of the project.
Preferably from targeted sectors.

COST OF SERVICE Subsidized fees.
Depends on the service required.

FOR MORE DETAILS +961-6-400401
www.biatcenter.org



SouthBic

DESCRIPTION SouthBIC is a stand alone business development center located in Saida, Chamber of Commerce Building, with two outreach locations in Nabatiyeh and Tyre. SouthBIC offers intensive incubation services to both start-ups and existing MSMEs. It offers physical incubation where the company resides in SouthBic and provides remote incubation to companies not able to reside within SouthBIC. Through both mechanisms, SouthBIC avails a host of services that will help improve the competitiveness of enterprises.

PRODUCTS & SERVICES Incubation.
Access to Market Funding.
Networking.
Mentoring.
Training.

TARGETED GROUP Entrepreneurs.
Startups.
MSMEs.

TARGETED SECTOR Agribusiness.
ICT.
Manufacturing.

CONDITIONS & ELIGIBILITY CRITERIA Existing operations or an available and feasible business idea
Enterprises +40 employees and +\$2million turnover.

COST OF SERVICE Max 20% of cost of service.

FOR MORE DETAILS +961-70-725948
www.southbic.org

DESCRIPTION Endeavor is a non-profit organization established in 1997. Its mission is to lead the global movement to catalyze long-term economic growth by selecting, mentoring, and accelerating the best high-impact entrepreneurs around the world. Endeavor helps entrepreneurs overcome barriers to growth by providing the key ingredients to success. Guided by Endeavor, these entrepreneurs generate sustainable economic growth and jobs, become self-made role models and help nurture a culture of entrepreneurship which spurs investment and encourages people to think big.

PRODUCTS & SERVICES Networking.
Mentoring.
Access to Finance.
Customized Programs.

TARGETED GROUP Companies with revenues between US\$1million and US\$15million (exceptions can be made for technology companies on a case by case basis).

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA High-Impact Entrepreneurs that will drive innovation and produce role models. Scalable businesses with high future revenue growth and high job creation.

COST OF SERVICE \$10,000 per year and discretionary equity contribution in case of exit.

FOR MORE DETAILS +961-1-669461/2
www.endeavorlebanon.org

4.3. Co-working and Maker Spaces



Antwork

DESCRIPTION Antwork offers agile workspaces in the form of open spaces, shared desk spaces and private offices. The campus also offers a maker space, culinary lab, eateries, fitness studios and much more. Antwork members gain full access to the antwork cloud.

PRODUCTS & SERVICES Productivity Tools.
360 Degree Business Services.
Smart Space.
Community and Programs.

TARGETED GROUP Freelancer, solo-preneur, freestyler or business owner.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Anyone could join, they offer subscription bundles that cater for different needs.

COST OF SERVICE NA.

FOR MORE DETAILS +961-1-345645
letstalk@antwork.com

DESCRIPTION Co working +961 is an open co-working space for freelancers and entrepreneurs, providing them with the ideal interactive platform to work efficiently and productively on their projects.

PRODUCTS & SERVICES Co-working space.
Community.
Workshops.
Trainings.
Networking.

TARGETED GROUP Entrepreneurs and freelancers.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Anyone of the targeted group can join.

COST OF SERVICE NA.

FOR MORE DETAILS +961-1-212888 ext 5051



Innovation Factory Beirut

DESCRIPTION Innovation Factory Beirut is a reclaimed factory that allows individuals, startups and businesses to collaborate, create and fabricate. The factory invites curious, creative minds to help spearhead innovation in Lebanon in an affordable modular space with inspiring, stimulating facilities. Innovation Factory is part of seed space, a global network of co-working spaces, making it the only space in Lebanon with an interconnected network of tech entrepreneurs, change makers and innovators.

PRODUCTS & SERVICES Co-working space.
Exhibition space.
Media lab.
Maker-space.
Workshops & Conferences.
Networking.
Amenities.

TARGETED GROUP Individuals, startups, and businesses.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Anyone could join; you just have to subscribe to one of the two subscription bundles.

COST OF SERVICE NA.

FOR MORE DETAILS +961-3-725187
hello@innovationfactory.io



FabLab

DESCRIPTION FabLab Beirut is a maker space, design services and educational ground for youth and adults offering workshops in digital modeling and fabrication. FabLab defines architecture and design as a construction/production process through the use of advanced 3D modeling software. At FabLab, Beirut you can achieve complex geometries by adding and mixing different manufacturing methods from the tools they have.

PRODUCTS & SERVICES Research workshops and services.
Cadcaml technology that allows you to think of your designs as production which is different from having a passive image on screen.
Test materials, make products and manufacture different scales.
Coworking events from workshop, lectures projects application from people coming from different backgrounds.
Rapid prototyping, manufacturing, design and architecture workshops.

TARGETED GROUP All groups.

TARGETED SECTOR Digital modeling and fabrication.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and startups willing to innovate and grow.

COST OF SERVICE NA.

FOR MORE DETAILS +961-70-827881
info@fablabbeirut.com



AltCity

DESCRIPTION AltCity is a community and startup support space that was designed from the bottom up to help facilitate, mobilize, encourage, and support high impact entrepreneurship and innovation in Lebanon and the WANAMed region. Its particular areas of work revolve around web/mobile app development, gaming, education and new/creative media startups.

PRODUCTS & SERVICES Pre-Startup Activities: Training, ideation, momentum/energy building, team building.
Startup BootCamps & Competitions: Intensive idea & business development to the point of pitching to seed/angel investors; chance for preseed funding.
Business Development: From idea to launch, initial funding, and early client acquisition.
Growth: Helping a startup grow, reach new clients/markets and attract downstream funds.
AltCity is a physical space that includes coworking/office spaces, meeting and workshop rooms, an event space, business facilities, and a public/open cafe that includes new media tools.

TARGETED GROUP University students and young professionals.

TARGETED SECTOR Media, Design and Technology.

CONDITIONS & ELIGIBILITY CRITERIA Innovative, scalable and socially relevant.

COST OF SERVICE Refer to website.

FOR MORE DETAILS +961-1-742582
www.altcity.me



Beirut Digital District

DESCRIPTION Beirut Digital District (BDD) is a project aiming to create a hub for the knowledge based industries in Lebanon. By providing the right business environment for companies, they can enhance their productivity, competitiveness and growth.

PRODUCTS & SERVICES Office spaces.
Shared co-working spaces.
Networking.

TARGETED GROUP Startups and entrepreneurs.
Medium to large enterprises/accelerators.
Retail tenants offering business support services.
Educational Institutions.
Organizations providing support for entrepreneurs.

TARGETED SECTOR Digital publishing or content.
Software companies.

CONDITIONS & ELIGIBILITY CRITERIA Entrepreneurs and startups willing to innovate and grow.

COST OF SERVICE Entrepreneurs and startups willing to innovate and grow.

FOR MORE DETAILS +961-1-660941
www.beirutdigitaldistrict.com



Cloud 5

DESCRIPTION Cloud 5 is a workspace for startups and entrepreneurs in the heart of Downtown Beirut that will allow budding businesses to have access to high-speed internet, just footsteps away from the city's major banks and private equity firms.
Co-working space for start-up companies, venture capital companies and accelerators which can accommodate up to 50 professionals. CCloud 5 is approximately 500 square meters and can accommodate 60 people.

PRODUCTS & SERVICES Incubation.

TARGETED GROUP Start-up and SMEs in the ICT Field.
Companies, usually up to 10 people each.

TARGETED SECTOR ICT.
Mobile applications.
Technology.

CONDITIONS & ELIGIBILITY CRITERIA Start-up companies or space for incubators and accelerators.
Companies, usually up to 10 people each.

COST OF SERVICE \$300 per month per desk with offices priced as either 3 or 4 desks per office depending on size.

FOR MORE DETAILS +961-1-957000 ext. 3090
www.cloud5.solidere.com

4.4. Education Programs



ESA Executive Education

DESCRIPTION	<p>ESA Executive Education’s mission is to bridge the gap between business and education by accompanying companies in their growth and development.</p> <p>ESA Executive Education consists of a team of consultants working jointly with a network of international experts and consulting professors. They assist companies in identifying challenges and hence achieving objectives by providing consulting and training solutions adapted to the corporate cultural environment.</p>
PRODUCTS & SERVICES	<p>Tailor-made solutions ranging from coaching to consulting and training in all business and management fields.</p> <p>Open-enrollment programs.</p>
TARGETED GROUP	All SMEs.
TARGETED SECTOR	All sectors.
CONDITIONS & ELIGIBILITY CRITERIA	SMEs with training needs.
COST OF SERVICE	NA.
FOR MORE DETAILS	<p>+961-1-373373</p> <p>www.esa.edu.lb/en/Executive-Education</p>



Growth Readiness Program

DESCRIPTION Developed by Olayan School of Business's Executive Education Program and the Darwazah Center, Growth Readiness Program (GRP) tackles the growth challenges faced by SMEs that typically have \$1-\$5 million of revenues. The program is a unique open enrollment program bringing together companies from different industry backgrounds that are facing scalability and growth difficulties.

PRODUCTS & SERVICES This program will help participants expand their business expertise, strengthen their knowledge and skill sets, and give them the confidence to successfully take their organizations to the next level.

TARGETED GROUP Designed for executives and leaders of SMEs typically CEOs, business owners, entrepreneurs and general managers who are looking to grow and scale-up their businesses.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA SME with revenue between \$1M-\$5M.

COST OF SERVICE NA.

FOR MORE DETAILS +961-1-350000 ext. 3708
<https://www.aub.edu.lb/osb>

05. Market Access & Export

Get the help and incentives you need to grow the capacity of your business and better access the markets.

The institutions listed in the next pages provide assistance to SMEs in terms of local and foreign market access.

Some institutions provide financial incentives such as exemptions and cash subsidies while others provide technical assistance services on different aspects including product development and export promotion.

In addition, these institutions aim to build the capacity of SMEs on access to markets through trainings, networking and mentoring.



The Investment Development Authority of Lebanon (IDAL)

DESCRIPTION IDAL is the national investment agency entrusted with promoting investments to Lebanon in growth promising sectors by providing a set of incentives and services. IDAL is also entrusted with export promotion services.

PRODUCTS & SERVICES Equity.
Financial Exemptions.
Networking.
Cash Subsidies.

TARGETED GROUP Varies according to services requested.

TARGETED SECTOR Agriculture.
Agro Industry.
Industry.
Information Technology.

CONDITIONS & ELIGIBILITY CRITERIA Incubator to be registered as JSC.
Other conditions varies based on services requested.

COST OF SERVICE NA.

FOR MORE DETAILS +961-1-983306/7/8
www.idal.com.lb



Euro-Lebanese Centre for Industrial Modernization

DESCRIPTION ELCIM is an industrial center established at the Industrial Research Institute, possessing a pool of local and international experts in various fields; the activities are demand driven and address industrial requirements from various sectors covering all aspects of the manufacturing and marketing activities. The methodology relies on visiting beneficiaries and preparing a full technical specs of the action agreed upon including timeframe, type and number of experts and budget.

PRODUCTS & SERVICES Business Development.
 Management Reorganization.
 Business Plans.
 Access to Market.
 Production Optimization.
 Process Management.
 Energy Management.
 Funding.
 Access to Loans.
 Training.

TARGETED GROUP ELCIM targets mainly Local Industrial SMEs.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA None.

COST OF SERVICE Cost of service by case.

FOR MORE DETAILS +961-5-467831



Beirut Creative Cluster

DESCRIPTION BCC, the Beirut Creative Cluster, is a not-for-profit, sectorial business association. Its members are firms based in Lebanon that create and distribute digital content, media products and services, design and marketing solutions.

PRODUCTS & SERVICES Training.
Networking, Mentoring.
Access to Finance.
Access to Market.

TARGETED GROUP Companies that operate in the creative industries.

TARGETED SECTOR Creative Industries which include:
Media.
Design.
Architecture.
ICT.

CONDITIONS & ELIGIBILITY CRITERIA Displays a spirit of collaboration and a desire to be active within the organization.

COST OF SERVICE To be determined.

FOR MORE DETAILS <http://www.beirutcreativecluster.org>



Soft Shore Cluster

DESCRIPTION Lebanon Soft Shore is a cluster aimed at promoting the Lebanese software industry internationally. It is managed by the Industrial Research Institute (IRI) and the Euro-Lebanese Centre For Industrial Modernization (ELCIM).

PRODUCTS & SERVICES Export promotion.
Networking.
Training.
Seminars.

TARGETED GROUP Companies in the software industry (solution and service providers).

TARGETED SECTOR ICT.

CONDITIONS & ELIGIBILITY CRITERIA Established company with an interest to expand internationally.

COST OF SERVICE Membership fee.

FOR MORE DETAILS +961-5-467831



Trade Information Center

DESCRIPTION The Trade Information Center provides trade statistics, import and export regulations, tariffs, company search and outsourcing opportunities. It is embedded at the Ministry of Economy and Trade.

PRODUCTS & SERVICES Networking.
Business to Business Events.
Matchmaking.

TARGETED GROUP Individual Traders.
Chambers of Commerce and Industry.
Embassies.

TARGETED SECTOR All sectors.

CONDITIONS & ELIGIBILITY CRITERIA Open to all candidates.

COST OF SERVICE Free of charge.

FOR MORE DETAILS +961-1-982360
www.economy.gov.lb

DESCRIPTION The objective of this project is to make Lebanese products more competitive on international markets by ensuring they conform to the national and international standards. This will improve the health and safety of Lebanese consumers, and protect the environment.

PRODUCTS & SERVICES Access to Market.
Lebanese Excellence Award.
Enhancing Export Potential.
Improving Traceability of Food Products.
Quality Awareness.
Conformity Assessment.
Trade Information.
Support to the National Metrology Council via drafting.
Metrology Implementing Decrees.
Support to the Market Surveillance.
Support to Food Safety.

TARGETED GROUP The Lebanese Consumer.

TARGETED SECTOR Public Sector, Large Enterprises, SMEs, and NGO's.
Agro-Industries.
Syndicate of Lebanese Food Industrialists.
Quality Stakeholders.
Laboratories.
Lebanese Importers and Exporters.

CONDITIONS
&ELIGIBILITY
CRITERIA

Small to medium size food business.
Management commitment.

COST OF
SERVICE

Free of charge.

FOR MORE
DETAILS

+961-1-982360
www.economy.gov.lb

06.

Competition

Compete to showcase your differentiation and learn from the competition process.

Competitions constitute a recommended step for any SME to disseminate knowledge about its offerings, but also to network and get useful feedback.

Some local competitions are listed below, but the reader is also encouraged to explore similar activities regionally and beyond as applicable.





Name MIT Enterprise Forum Pan-Arab Region
Phone +961-1-662706
Website www.mitefarab.org.en



Name Bader Lebanon Start-Up Cup
Phone +961-1-212888
Website www.baderlebanon.com/startup-cup



Name Maurice Fadel Prize
Phone +961-70-890253
Website info@mauricefadelprize.com



Name Injaz Lebanon
Phone +961-1-493740/1
Website info@injaz-lebanon.org



Name Femme Francophone Entrepreneur
Phone +961-1-420270
Website natahlie.bitar@auf.org



Name Global Social Venture
Phone NA
Website info@gsvc.org



Name Cartier Women's Initiative Awards
Phone NA
Website contact@cartierwomensinitiative.com

07.

Non-Governmental Institutions

Find an NGO to subsidize, train or assist you in growing your business.

A number of Non-Governmental Institutions (NGOs) provides support services to SMEs and micro businesses. This includes training and/or capacity building programs, as well as loans or grants. Given the constantly evolving focus and spectrum of services provided by NGOs, the reader is advised to contact them to learn more about their latest SME support initiatives.



Name UNIDO
Phone +961-1-423644
Website www.unido.org



Name Save the Children
Phone +961-1-614680/1/2/4/5/6/9
Website www.savethechildren.org



Name Mercy Corps
Phone +961-1-370650
Website www.mercycorps.org



Name AlMajmoua
Phone +961-1-360916
Website www.almajmoua.org



Name Near East Foundation
Phone +1-315-428-8670
Website www.neareast.org



Name Danish Refugee Council
Phone +961-1-752400
Website www.drc.dk



Name International Labor Organization
Phone +961-1-752400
Website www.ilo.org/



Name Basmeh&Zeitooneh
Phone +961-78-871752
Website www.basmeh-zeitooneh.org



Name CARE
Phone +961-1-388344
Website www.care.org



Name SAWA
Phone +961-8-378924
Website www.sdaid.org/



Name The Nawaya Network
Phone +961-1-739987
Website www.nawaya.org



Name Service Civil International
Phone NA
Website www.sci.ngo



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