

Lebanese SME Forum 2017 recommendations (1/2)

A	Announced by Minister	I	General	1	Digital platform for information dissemination to SMEs and communication exchange in the ecosystem
				2	Online training modules for SMEs
				3	Memorandum of understanding with Lebanese Customs
B	Challenges to SMEs	I	Competitiveness	1	Address high cost of production and leverage economies of scale
				2	Introduce special power tariffs for agriculture and industry and reduce power cost in general
				3	Introduce gas to industrial production and enable access of factories to gas
				4	Enable better competitive environment
				5	Improve the quality of national production and apply safeguard measures
				6	Prevent smuggling and improve border management
				7	Development of industrial zones in all regions and better linkages with them
				8	Enable common logistics and provide logistics support (e.g., land)
				9	Invest in R&D and create R&D centers
		II	Infrastructure	1	Establish a clear plan to rehabilitate and enhance infrastructures (roads, power, telecom, etc.)
				2	Introduce e-government (transactions, forms, etc.)
				3	Offer capital support programs for SMEs developing renewable energy solutions
				4	Secure funds to deploy a fiber optic network across Lebanon
		III	Legislative development	1	Law on industrial mergers and other modern SME related laws
				2	Enhance transparency and fight corruption
				3	Reduce difficulties and costs in opening and closing businesses
		IV	Trade facilitation and market creation	1	Economic diplomacy and access to diaspora
				2	Reduce obstacles to import and export and establish a balance between monitoring of custom work and ease of import/export
				3	Establish market access to Arab countries, Africa and Iran
		V	Capacity building	1	Address SME's difficulties in self management and financing
				2	Focus on innovation and human capital skills development
				3	Provide support to SMEs in terms of mentorship programs, accelerators, incubators
		VI	Access to finance	1	Involve capital from industrial organizations

Lebanese SME Forum 2017 recommendations (2/2)

C	Promising sectors	I	Competitiveness	1	Address risk of dumping		
		II	Legislative development	1	Address the lack of a unified national SME definition		
		III	Trade facilitation and market creation	1	Increase participation in foreign trade fairs		
		IV	Capacity building	1	Improve labor force quality and farmer training		
				2	Help SMEs grow towards more corporate structures		
		V	Opportunities	1	Encourage multinationals to transfer their technology to Lebanon		
				2	Create new sources of growth other than the traditional ones		
				3	Focus on agro-food as a promising sector		
				4	Define the value chain of sectors to identify problems and coin solutions		
		D	Access to Capital	I	Trade facilitation and market creation	1	Create a portal for SMEs to link buyers and sellers
						2	Government cooperation with banks to have them lend more to SMEs and create SME departments for more specialized services
3	Increase equity investments, usage of risk capital and close funding gaps at seed, growth and microfinancing						
4	Push PE, VC and business angels to provide "smart money" (i.e., access to market, mentorship, etc.)						
5	Develop capital markets and develop the corporate bond segment of the capital markets (lower cost, longer maturity)						
6	Insure access to capital for women						
7	Improve credit information systems and allow private credit bureaus to collect and share data						
8	Develop an electronic trading platform with listing requirement and reporting focused on SMEs						
9	Introduce specialized financing instruments (e.g. matching grants) to target dis-advantaged segments of SME sector						
10	Expand services to women business owners and develop tailored products that meet their needs						
11	Monitor and evaluate distributional impact of financial program initiatives, including BDL stimulus packages						
II	Capacity building	1	Fill the gaps in terms of information about funding options, cost of operations				
		2	Improve financial literacy				
III	Opportunities	1	Opportunity for Lebanon to contribute to the reconstruction of neighboring Arab countries				
		2	Leverage opportunities available to SMEs in the insurance sector and organize seminars on the topic of insurance for SMEs				
		3	Need to create stronger linkages between public and private sectors				