

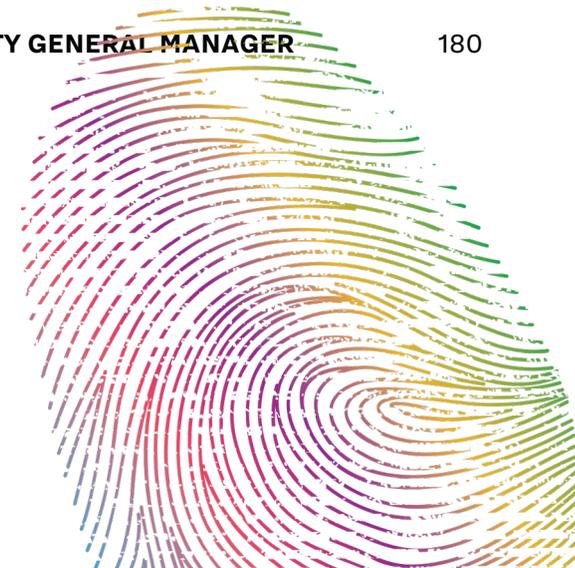
Berytech

The Ecosystem
for Entrepreneurs

**IMPACT
REPORT
2002 / 2018**



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Berytech

The Ecosystem
for Entrepreneurs

MARKS

BUSINESS
SUPPORT

COMMUNITY

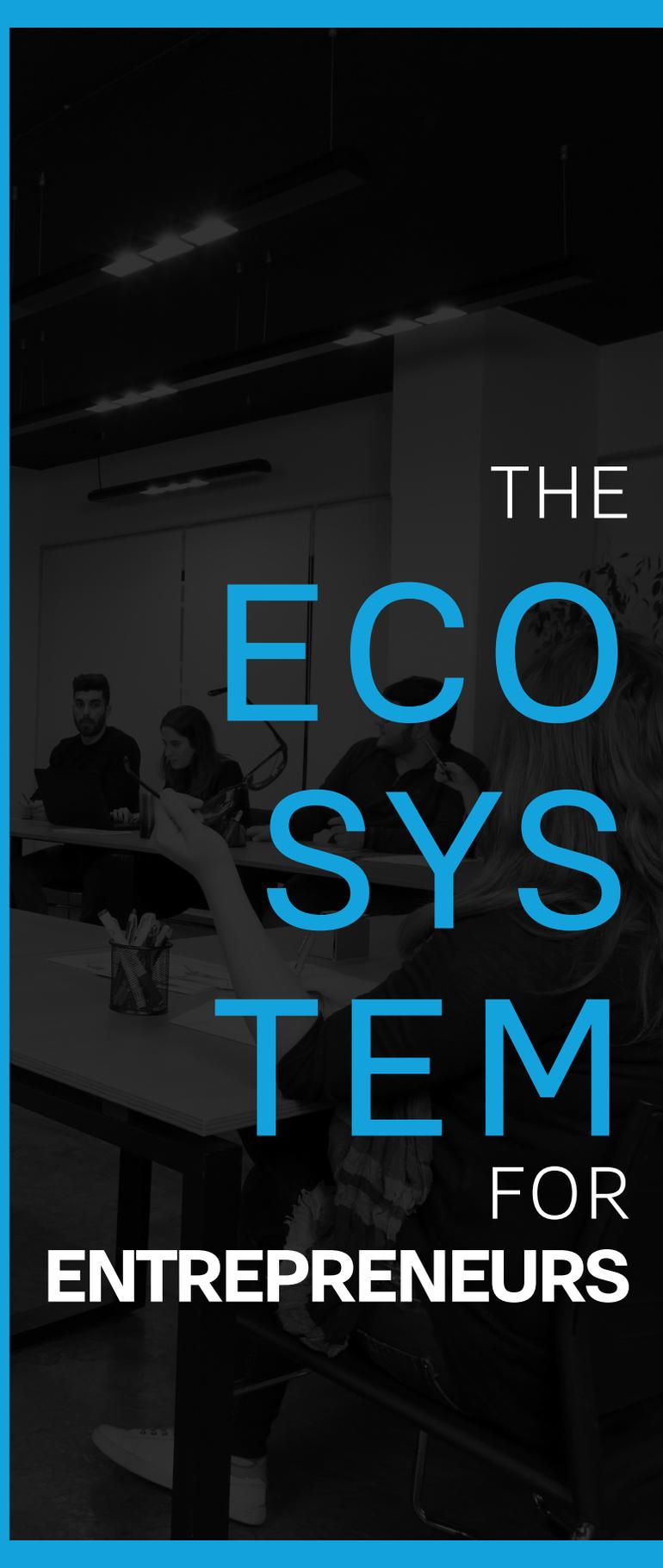
FUNDING

PROJECTS
LAB

Initiated by
USJ

eubic

www.berytch.org



THE
**ECO
SYS
TEM**
FOR
ENTREPRENEURS

BERYTECH

THE ECOSYSTEM FOR ENTREPRENEURS



With the launch of Berytech in 2002 by the Saint-Joseph University, we were able to set the ground for the thriving entrepreneurial ecosystem that is present today in Lebanon, and we have worked continuously to reinforce its growth.

Our mission to provide a dynamic environment for the creation and growth of startups aims to reverse the brain drain, by providing opportunities to Lebanese talents beyond the dwindling job market. We are giving these talents the choice to create the jobs they want for themselves and take hold of their own future, and in direct consequence, shape the future of our economy.

Our three Innovation Parks strategically located in Beirut, and another one planned in Amchit, serve the needs of an ever-growing community of innovators. Our business support, development and growth programs are continuously expanding to help accelerate startups through the different stages of development, while ensuring the long-term sustainability of their businesses.

Our funding entities work to facilitate the access to the right type of funding and investors. Our strategic connections and international partnerships in the entrepreneurial ecosystem work towards generating globally competitive startups who are able to harness the power of innovation, transforming our economy from a consumer of technology to a global producer of technology.



We aim to be the leaders in supporting innovative companies to scale up.



Our efforts have been met locally with the budding of organizations and programs also supporting entrepreneurship. In 2014, Banque du Liban announced Circular 331, injecting the potential of 400 million US dollars into the Lebanese enterprise market and catalyzing the growth of the entrepreneurial scene. In the meantime, our strategic collaboration with the Ministry of Economy and Trade seeks to implement our strategy on a national level, unifying the business environment, the shared resources and strengthening the partnership between the public and private sectors in supporting SMEs.

Early on, Berytech received EU accreditation as a Business Innovation Center (BIC) certifying our delivery of a comprehensive range of professional support and incubation services. Berytech is also Gold member of the International Business Innovation Association - InBIA, the largest member-based entrepreneurial support network in the world. Because of our commitment to international business support standards, Berytech has been trusted with the management and implementation of funds and programs of international agencies such as the USAID, the European Commission, the Kingdom of the Netherlands, the World Bank and the UNDP.

On a national level, we are championing the mission of strengthening Lebanon's ability to compete with regional markets as a knowledge-based economy which creates a greater reliance on the country's intellectual capital. We are doing this through improving access to various knowledge bases, stimulating growth in high technology investments and industries and aiding in knowledge spillovers across industries.

We aim to be the leaders in supporting innovative companies to scale up, and in shaping the tech and innovation scene in the region using Lebanon as our launch pad.

WORD FROM CHAIRMAN & CEO

MAROUN N. CHAMMAS



It is the entrepreneurial ecosystem that has remolded and will continue to remold the Lebanese economy.

I have often been called a serial entrepreneur and entrepreneur at large, and for good reason. I have been lucky enough to witness firsthand the rise and success of Lebanese entrepreneurship over the past sixteen years, and I am also a proud investor in this booming ecosystem.

Allow me to set the context. Despite years of conflict which have shattered our country and its economy, history has not failed to capture the resilient spirit of the Lebanese, who have transformed their challenges through innovative strides in business. This strong entrepreneurship spirit has been essential to surviving repeated economic crises, helping limit the Lebanese brain drain, creating jobs and contributing to the development and rise of various sectors particularly in Technology.



In response to this innate entrepreneurial drive in the Lebanese people, support structures started rising in the early 2000s, to strengthen the entrepreneurial scene and build an adequate environment in Lebanon for the support of startup creation. This began with the founding of Berytech, developed by visionaries at the Saint-Joseph University, to be the first technology pole in Lebanon and the region that provides a conducive environment for the creation and development of Lebanese startups and SMEs.

Since its inception in 2002, Berytech's model has proven successful, and thanks to our sound corporate governance that respects international standards, Lebanese, Europeans and Americans trust us with their funding and investments.

It is Lebanese entrepreneurial success stories that have attracted international donors, contributing to the growth of the ecosystem through key initiatives, access to networks, grants and capacity building programs. This in turn has led to the rise of new local support partners, structures, funds and networks, supporting the journey of Lebanese entrepreneurs.

But there are sceptics. Those who say the region and the country are going through difficult times and that Lebanese internal politics will always divide us. I tell them with confidence that Lebanon's ingenuity and innovation will always unite us in a common goal to see us succeed locally, regionally and globally.

Finally, despite all the factors working against Lebanon's progress, it is the entrepreneurial ecosystem, that has remolded and will continue to remold the Lebanese economy.

Maroun N. Chammas
Chairman and CEO, Berytech



WORD FROM THE FOUNDERS

SALIM DACCACHE, s.j.

Berytech: A Magnetic Hub

Ever since Saint-Joseph University of Beirut took on the initiative to establish Berytech in 2002, the hub has not ceased to live up to its reputation of being Lebanon's very own Silicon Valley. A place of exchange and synergy at the service of creative entrepreneurs, Berytech has become one of the strongest institutions in Lebanon and the MENA region. Its cutting-edge formula has attracted and still attracts many, paving the way for the creation of a multitude of startups, some of which have become stars in their field. Thousands of entrepreneurs have benefited from consulting and mentoring activities.

New entrepreneurial opportunities in the digital and agri-tech fields have joined other traditional fields. In 2017, Berytech decided to expand out of Beirut to the town of Amchit thanks to a partnership with the Michel Issa Foundation, thus fulfilling its primary mission and meeting USJ's strategic policy of being a platform for innovation and entrepreneurship across, and perhaps, beyond Lebanon.



Berytech has become a necessity for the country's economy...



One main reason for Berytech's success is that it was able to earn USJ's trust: the university saw in the hub an excellent medium that would connect it to the world of business and innovation, and thus to young graduates striving to translate their innovative and sometimes far-fetched ideas into real projects, with profitability being an important and sensitive factor to take into account. Berytech has allowed thousands of young people to stay in Lebanon and avoid seeking opportunities abroad, and it is this principle that convinced so many banking and investment institutions - both private and public - of Berytech's potential, leading them to support its projects with diverse promising capital structures.

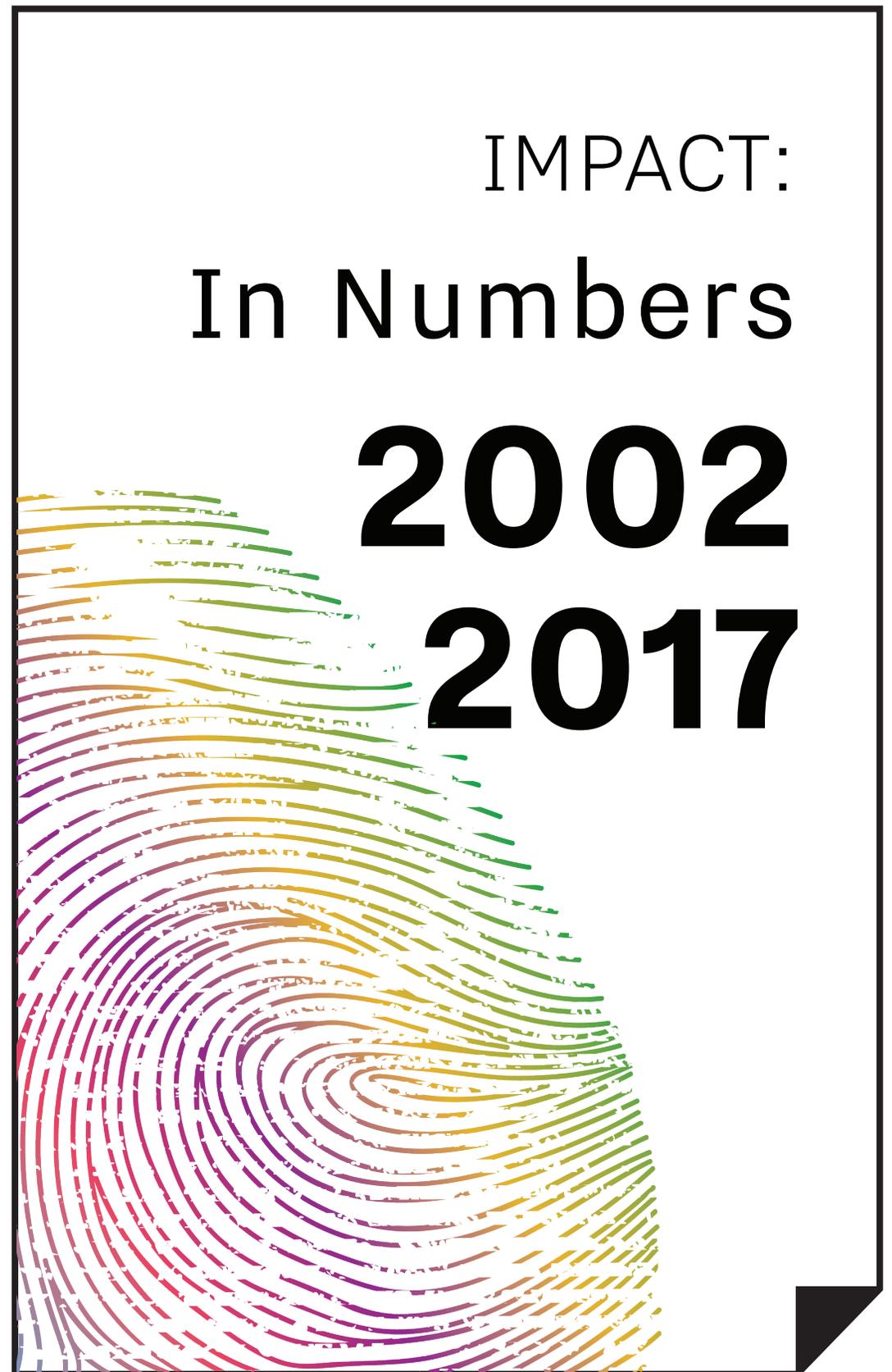
Today more than ever, Berytech has become a necessity for the country's economy, given the great need to help young graduates learn how to balance between theory and practice, between dream and reality, and knowledge and action. Berytech will continue its mission of supporting innovation and staying on top of world trends, remaining a place of learning so all that is achieved obeys not only the rules of profitability, but also the rules of ethics and success in quality.

Salim Daccache, s.j.
Rector of USJ



This report showcases the impact of Berytech's activities in supporting startups, creating a nurturing ecosystem for entrepreneurs and propagating entrepreneurship in Lebanon since its launch in 2002, with a specific focus on the culmination of achievements in year 2017.

IMPACT: In Numbers 2002 2017

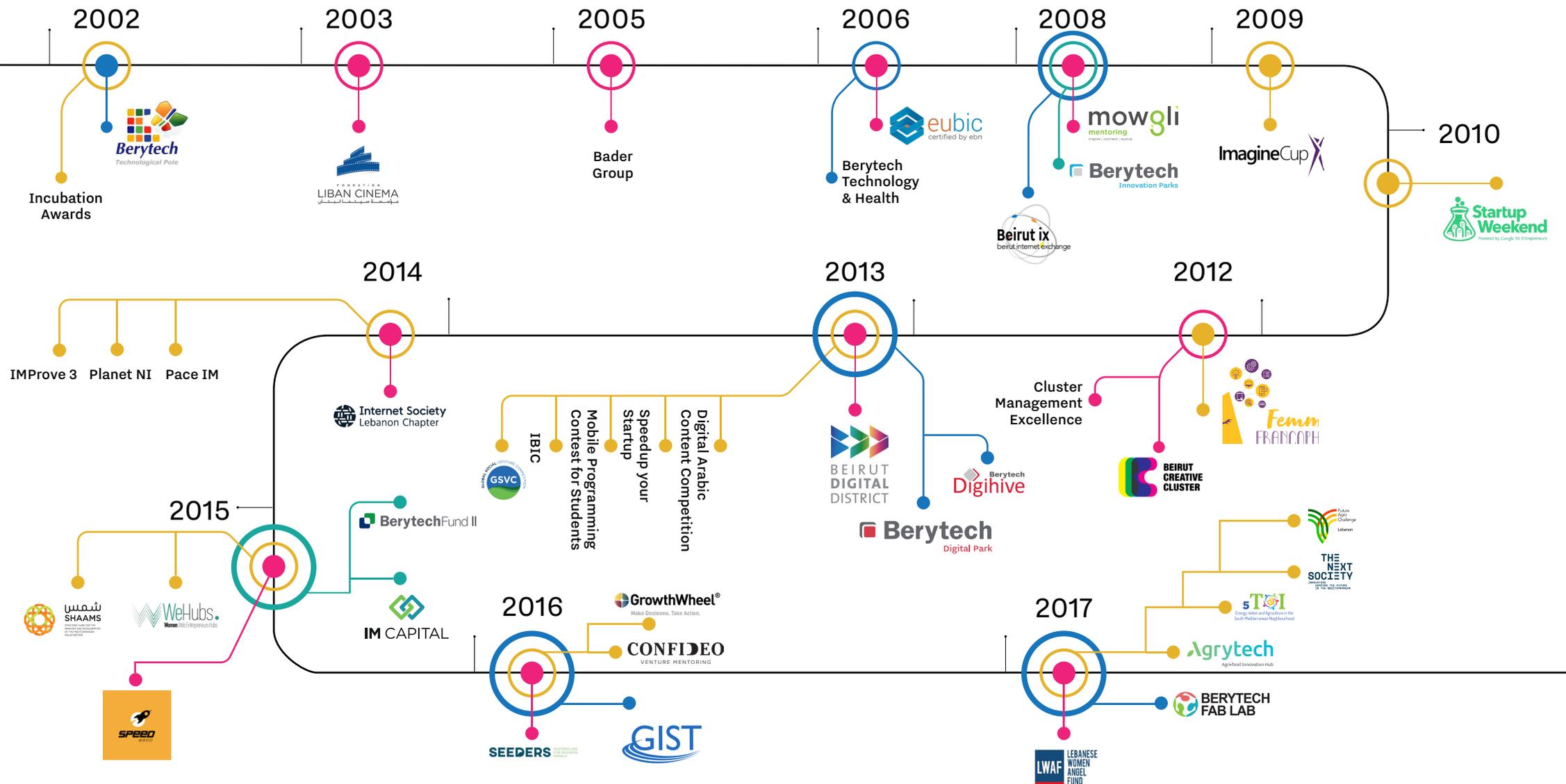


15 Years of Evolution

Initiated in 2002 by the Saint-Joseph University, the establishment of Berytech was supported by key economical stakeholders including major banks and technology, commercial and industrial organizations.

DID YOU KNOW?

In 2010, Berytech organized the 1st startup weekend in the region with people coming by bus from Jordan, Syria, Palestine and Egypt to participate.



COMMUNITY ●

ECOSYSTEM ●

CAPACITY BUILDING ●

FUNDING ●

15 Years in numbers

110+

Startups
Incorporated

In direct result of
Berytech's support

310+

Companies
Hosted

Over the past 15 years across
the 3 Berytech sites

1750+

Direct Jobs
Created

Through the companies that
Berytech has supported

Note

It takes a period of 12-18 months for founders to turn their idea into an actual company, during which Berytech provides its support.

3600+

Entrepreneurs
Supported

Includes participants of
programs, workshops,
trainings, competitions
and other Berytech
related activities

\$1.7M+

Granted to
Startups

Through Berytech programs
and competitions

\$19.5M+

Funds Raised
to Manage Programs

Raised through international
donors over the 15 years
including IM Capital funds

Note

Numbers exclude the impact of Berytech Technology Fund, Berytech Fund II, IM Capital

\$70M+

Being Invested
in Startups

The sum of the total budget
for investment across
the 3 funds

4

Exits

All done by Berytech
Technology Fund in 2016

31

Companies

Currently in portfolio of the
3 funds

Note

Numbers above are on the impact of Berytech Technology Fund, Berytech Fund II, IM Capital

Impact: Focus on 2017



62

Startups
Supported

Through our acceleration,
incubation, programs and
competitions an increase of
32% since 2016



72%

Survival
Rate

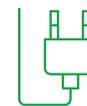
Out of the 62 startups we
supported in 2017, 45 startups
survive and are still active



12

New Companies
Incorporated

Of the startups that
Berytech supported, 12 were
incorporated in 2017



\$524K

Revenue
Generated

By 10 active startups that
Berytech supported in 2017



\$325K

Received
in Loans

By 3 of the active startups



\$993K

Investment
Raised

By 6 startups supported by
Berytech



117

New Jobs
Created

By the startups that Berytech
supported in 2017



\$495K

Received in
Grants

By 21 startups that Berytech
supported

Note

Numbers by those who reported back.



235

Unique Entrepreneurs Supported

Through Berytech programs, trainings and related activities



129

Hosted Companies

Throughout the Berytech 3 sites in 2017



116

Community Events

Organized by Berytech



24

Ecosystem Events

Participated in by the Berytech team members



73

Trainings and Workshops

Managed by Berytech's Business Support and Development Department



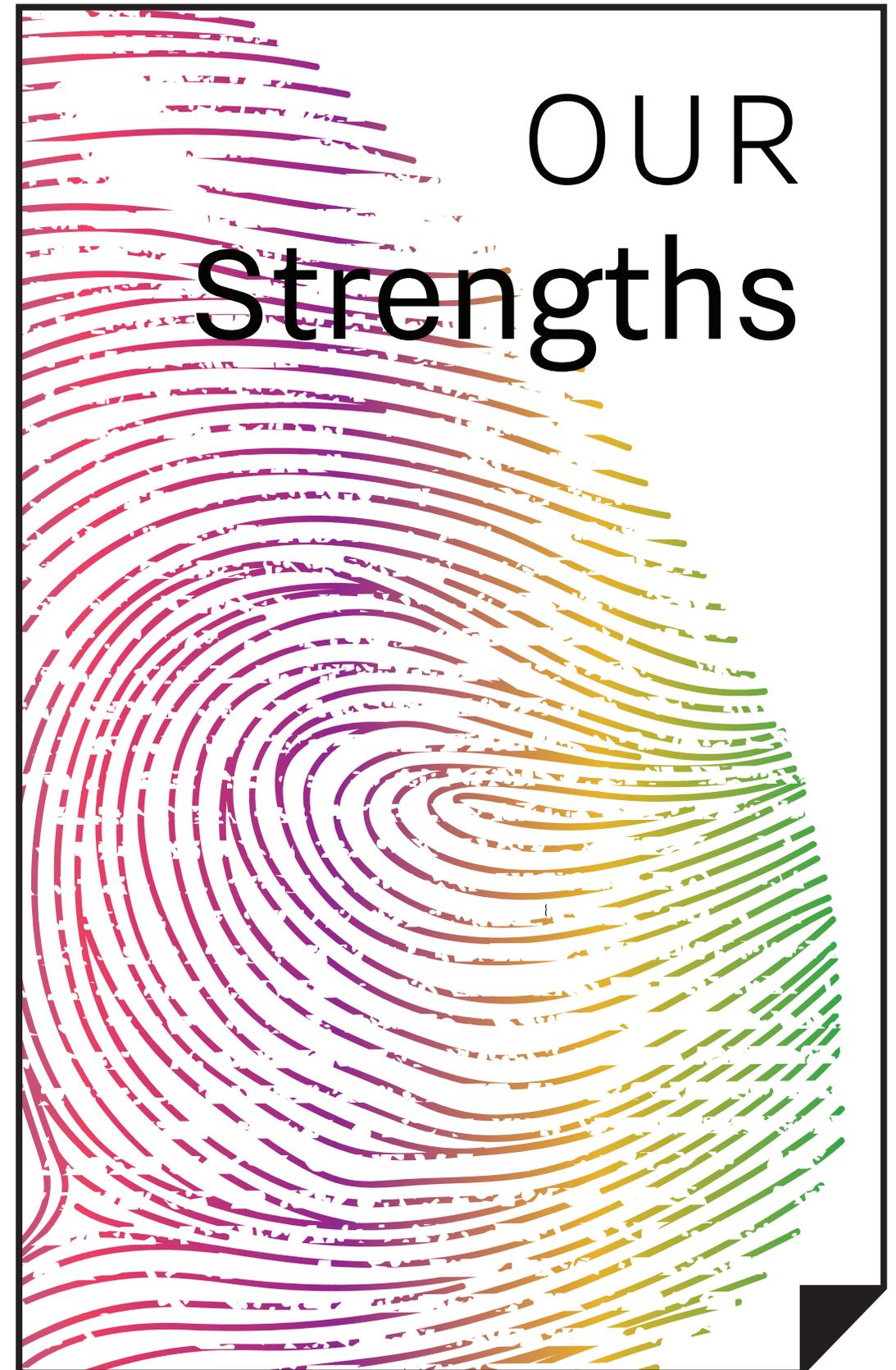
7

Programs Managed

With local and international partners

Source: 2017 Founder Survey

We conducted a survey reaching out to all the founders that have been supported through Berytech programs managed in 2017, including incubatees from 2016 with active support in 2017 and startups supported in 2017, excluding the portfolios of Berytech Technology Fund, Berytech Fund II, IM Capital.



Shareholders

Our shareholders bring an added value of network connections, resources and opportunities to our community. Their combined expertise spans all areas of Berytech activities from finance and marketing to technology and innovation.

Allianz  SNA



Bank Audi



 **BYBLOS BANK**



 **INDEVCO**



 **SARADARBANK**



Board of Directors



Dr. Georges Aoun
USJ



Mr. Henri Asseily
Leap Venture/
Bizrate/Shopzilla



Mr. Maroun N. Chammas
Berytech



Mrs. Joumana Chelala
Byblos Bank



Mrs. Rania Frem El Khoury
INDEVCO / Georges N. Frem Foundation



Mrs. Tania Helou
Fondation Saradar



Dr. Wajdi Najem
USJ



Mr. George Nazi
Accenture



Dr. Nicolas Rouhana
IM Capital



Mrs. Randa Safah
Banque Audi



Dr. Nasser Saidi
Nasser Saidi & Associates



Mr. Peter Tarazi
Arab Bank

Memberships, Accreditations & Certifications

With its 15 years of operations, Berytech has been certified by international organizations confirming and reinforcing its compliance to the highest standards of entrepreneurship support. In addition, its international memberships offer entrepreneurs in the Berytech community access to global support networks connecting them to the right mentors, educators, partners, community influencers and investors that are essential to their growth.

UN Global Compact Network

Berytech joined the mission of the UN Global Compact in its call to companies across the world to align their strategies and operations with the 10 universal principles on human rights, labor, environment and anti-corruption, and to take actions that advance broader societal goals. Berytech has particularly committed to the 9th Sustainable Development Goal related to Industry, Innovation and Infrastructure. This goal aims at building a resilient infrastructure, promoting inclusive and sustainable industrialization, and fostering innovation to achieve continuous economic growth and sustainable development.



Network Lebanon
WE SUPPORT



European BIC (Business & Innovation Centers) Network [EBN]

Berytech is a member of EBN, a network of around 140 quality-certified European business and innovation centers, incubators, accelerators and other support organisations, and approximately 100 Associate Members that support the development and growth of innovative entrepreneurs, startups and SMEs.



"Berytech joined the European BIC Network (EBN) in 2006 and it was the first Lebanese organisation to undergo the EU Business & Innovation Center (EU|BIC) Accreditation process in 2006. We are extremely enthusiastic about Berytech's constant contributions to the network's activities. They never fail to provide punctual and professional expertise in the programmes they participate in and always provide EBN members with valuable insight into Lebanon's startup ecosystem."

Javier Echarri, CEO - EBN



EU Business & Innovation Center

Berytech was the first in the region to receive EU accreditation as a Business Innovation Center in 2006. EU|BICs are clearly recognisable via the EU|BIC trademark, which certifies their compliance to a set of standards known as the EU|BIC Quality Mark Criteria, the only quality system recognised by the European Union. Each year, Berytech is audited on its programs and delivery to maintain such an accreditation.



European Network of Living Labs

Berytech is a member of the European Network of Living Labs - ENoLL, the international, independent non-profit association of bench-marked living labs with more than 340 accredited living labs worldwide. It is a network of open and citizen-centric innovation ecosystems, European born but with global outreach.



International Business Innovation Association

Berytech is a member of the International Business Innovation Association - InBIA, a global network of incubators, accelerators, and other entrepreneurial support organizations. The organization is a diverse group of entrepreneurship centers, program managers, directors, and policymakers. It helps guide, mentor and develop sustainable entrepreneur support programs in every industry and demographic around the globe.





GrowthWheel Certification

The Berytech Business Support & Development team is certified by and uses GrowthWheel, a platform that provides an online alternative to the conventional business plan. Entrepreneurs get a better experience because they have the option of both self-service and personal engagement with their advisor through the use of its online tools. GrowthWheel is an essential component of the Business Incubation Program, a program to be released soon targeted at aspiring entrepreneurs who have not yet jumped into entrepreneurship and would like to acquire essential entrepreneurial skills.

Confideo Venture Mentoring

The Confideo program is certified by the MIT Venture Mentoring Service and is based on its 16-year proven methodology of team mentoring. Confideo VM trains mentors on best practices and techniques for effective mentorship, thus enabling professional development opportunities to help entrepreneurs grow their entrepreneurial skill sets and bring their ideas and inventions to market. Support starts from concept development and continues through team formation, incorporation, initial operations, and beyond.



Fab Foundation

Berytech Fab Lab is a member of the international Fab Foundation network of over 78 countries. The network connects Fab Lab members to a global community of learners, educators, technologists, researchers, makers and innovators facilitating knowledge and idea sharing.



“The Berytech Fab Lab has a great potential as a digital facility in Lebanon to be a community-centered space for people to get empowered by the digital fabrication processes. Its unique presence in the Middle East can play a very strong role in expanding the concept of Fab Labs to the region.”

Romain De Vozzo
Global Coordinator - Fab14+ for the Fab Foundation



Net Promoter Score

Based on our 2017 Founders and Partners Surveys.

The Net Promoter Score is a management tool that measures customer experience and predicts business growth. This proven metric transformed the business world and now provides the core measurement for customer experience management programs the world round. Global benchmark shows that a good B2B score is 20 and above.

Source: <https://www.netpromoter.com/know>



Donors & Partners

Over the years, Berytech has partnered with numerous organizations who have trusted us to manage or implement their programs in Lebanon and the region.

Numbers



44

Donors & Partners



8

New Donors & Partners in 2017



60

Partners
Net Promoter Score

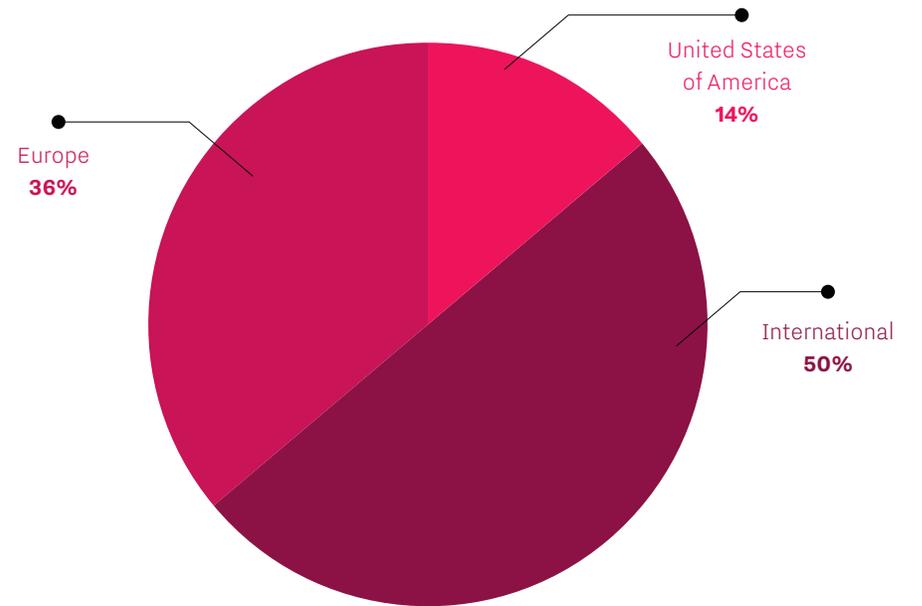
Meet Our Donors



Kingdom of the Netherlands

Origins of Funds Received

The funds of programs managed by Berytech come from international donors including UNDP, World Bank, Kingdom of the Netherlands and UNICEF. Projects have also been funded by the European Union through ENI-CBC, FARO, H2020, and the USA through USAID and the US Department of State.



*Origins of funds received by number of programs

EUROPEAN UNION

Current Representative

H.E. Christina Lassen

Head of the Delegation of the European Union to Lebanon

Donor since

2006

Programs

EU-projects managed by

Berytech

Outcome

- Setting up the incubator in the Berytech site in Mathaf (Museum District) in 2006.
- Managing EU-funded projects to boost economic development, innovation and entrepreneurship in Lebanon. Initiatives include capacity-building programs, softlanding, participation in international events and incubation:
 - SHAAMS (Renewable Energy Sector)
 - WeHubs (Women Empowerment)
 - 5TOI (Ag, Food, and Renewable Energy Open Innovation and Research)
 - The Next Society (Entrepreneurship and Innovation Support in the Mediterranean)



Word from Ambassador H.E. Christina Lassen

“For more than 15 years, Berytech has been a key player in Lebanon and one of the European Union’s partners in its support to entrepreneurship and tech innovation. The European Union is proud to see Berytech achieving remarkable results and helping unleash the Lebanese creative spark and nurture inspiring innovative ideas.

Due to strong competition in a globalized market, future economic growth and jobs will rely on innovation in products and services. Therefore, investing in innovation is crucial for the future of the European Union and of Lebanon. Lebanon has the potential to turn into an attractive place for innovators and researchers. These days, and thanks to a vibrant private sector and high-quality academic approaches, we witness a new generation of entrepreneurs and multiple small enterprises dedicated to innovation. The European Union is enthusiastic about this progress and actively supporting it in Lebanon.”

KINGDOM OF THE NETHERLANDS

Current Representative

H.E. Jan Waltmans

Ambassador of the Kingdom of the Netherlands in Lebanon

Donor since

2016

Program

Agrytech - Agri-Food Innovation Hub

Outcome

- Agrytech Accelerator - 2-year program dedicated to advancing ideas in the agri-food industry
- Agri-food Cluster - envisioned to become the driving force of the Lebanese agri-food industry increasing its competitiveness worldwide
- Berytech Fab Lab - a fully-equipped maker space dedicated to electronics and hardware prototyping
- Resource Platform - to attract innovators to access knowledge and join the sectors future collaborators on such innovations.



Word from Ambassador H.E. Jan Waltman

“Food Security is a global challenge. The Netherlands is committed to fighting food scarcity in different regions of the world, including in the Middle East and Lebanon.

The Agrytech program in its first 2 years managed to create great interest among the Lebanese youth. We were positively surprised with the number of applicants and the innovations they propose. It is a pleasure to listen to the young entrepreneurs, there’s so much energy and drive in what they hope to achieve for their country. The program itself offers opportunities for inexperienced fresh graduates who wish to start their own business. Agrytech provides coaches, mentors, expertise and a Fab Lab, all at the disposal of the startups.

The Agrytech Program team of experts shadows the entrepreneurs during 12 months and provides them with opportunities to expose their innovations on the international markets. With the collaboration of Wageningen University and Food Valley NL, we aim to achieve better results in the future.”

UNDP

Representative

Leon Chamamah
Livelihood and Local Economic Development Senior Coordinator

Donor since
2016

Program
Mount Lebanon Youth Entrepreneurs Competition

Outcome

In 2016, Berytech implemented the Mount Lebanon Youth Entrepreneurs Competition, a project that involved staging a business competition that supported local entrepreneurs in Mount Lebanon in establishing their startups.

Thirty-four project ideas were developed, of which four startups were selected and supported. These startups have succeeded and are still holding up thanks to Berytech’s collaboration and innovation in delivering the project. It took the efforts of all involved stakeholders to successfully deliver this challenging intervention, however, Berytech was an essential partner during - and beyond - the project’s life cycle.

The training curricula and the experts’ experience together constituted the entire set of tools entrepreneurs would need to succeed in these rapidly developing times.

Furthermore, the post-project support, driven by the entrepreneurial spirit of both the organization and the teams, helped the four newly-established startups overcome the usually encountered pitfalls at the outset, and become four well-established solid businesses.

Word from **Leon Chamamah**

“The Berytech team and management have always been keen on providing the relevant advice to enhance the process, pushing above and beyond to reach the set targets. The project’s success is reflected today in the ability of the four established startups to produce, employ, and expand.”

Berytech is one of the most sought-after entities in the fields of innovation and technology; one of the best places to create and upscale successful and innovative start-ups.”



WORLD BANK

Current Representative:

Victor Mulas
Disruptive Technology Initiative Core Team President Office at World Bank Group

Donor since: 2015

Program
Several

Outcome:

As part of the World Bank’s work on technology entrepreneurship ecosystems, Berytech worked on three activities between 2015 and 2017:

Conversation with Chilean Changemakers: organizing a knowledge exchange activity between Chilean and Lebanese experts on entrepreneurship ecosystems, including meetings, several workshops and a large event.

Ecosystem mapping: carrying out surveys to map the Lebanese tech entrepreneurs and startups founders, in order to understand the strengths and the needs of the ecosystem.

Coding bootcamps: raising awareness on the importance of digital skills and organizing focus groups to understand the tech-skills needs of local companies and the interest of young professionals for learning how to code.



Word from **Victor Mulas**

“Since 2015, Berytech has been a reliable partner of the World Bank in Lebanon.

The World Bank has repeatedly counted on Berytech for their work in Lebanon due to their reputation and knowledge of the entrepreneurship ecosystem; their close relationships to the stakeholders of the ecosystem (startups, universities, government...); and their convening power when scheduling interviews or organizing events for the public.”

Meet Our Implementation Donors

Berytech has created a vast network of local and international partners who play an indispensable role in the implementation of Berytech’s programs and activities. Their value to Berytech and its community fall under Media and Outreach, Mentorship, Coaching and Advisory, Access to Communities and Networks, Knowledge and Information, and Funds and Grants.

Here is the list of partners that we had the pleasure of working with throughout 2017

Alumni Central	DOT	Le Commerce du Levant	Raidy
Amazon Web Services	ELFS	Lebtivity	SABA Intellectual Property
Anima	ESSEC Business School	LLWB	Start Life
Arc en ciel	Food Valley NL	Magnitt	The Next Society
AUF	Future Agro Challenge	Make Sense	Thomson Reuters
AVSI	Image Systems	Microsoft BizPark	UAB
Beirut Digital District	INJAZ	Mowgli	Venture Well
Berkeley	IPARK	National Instruments	
Bosch	ISME Program Kafalat	Nawaya	
CME	L'Orient Le Jour	R&D Maroc	

Word from Asma Zein

President of the Lebanese League for Women in Business (LLWB)



“LLWB strongly believes in building partnerships with ecosystem players, in the process of making change and achieving set objectives and we are proud to be partners with Berytech on a number of activities and initiatives supporting entrepreneurship in Lebanon.

Our partnership with Berytech involves mutual support for outreach among ecosystem partners and stakeholders, exchange of expertise during events and activities and promotion of achievements and accomplishments. Berytech has also supported LLWB through offering their premises for the association’s workshops, and we shared many platforms with Berytech’s team during conferences and events. Some of Berytech’s team members are also LLWB members and therefore take part in and benefit from our activities and events.

Through our work together, we have been successful in reaching out to entrepreneurs, supporting a number of startups, and exchanging knowledge around gaps that need to be tackled for moving forward with entrepreneurship in Lebanon. Having the interest of our youth at heart, we were also able to introduce and promote entrepreneurship among the youth, and encourage young girls interested in becoming entrepreneurs.

We look forward for maintaining this relationship between LLWB and Berytech and for creating further impact with supporting entrepreneurship in Lebanon.”



Berytech Digital Park

WHAT WE OFFER:
A COMPLETE

**ECO
SYS
TEM**

What We Offer: A Complete Ecosystem

A COMPLETE ECOSYSTEM

Berytech is the only organization in Lebanon to provide an across-the-board ecosystem for innovative entrepreneurs to create and develop their own startups and SMEs. When joining Berytech, one becomes part of an interconnected community of entrepreneurs, creators, experts, innovators, changemakers, dreamers, believers and hard workers.

VISION

Support innovative companies to scale up, and shape the tech and innovation scene in the region.

MISSION

We offer the right ecosystem for innovative entrepreneurs to create and develop their startups and SMEs.

OBJECTIVES

KNOWLEDGE

- Catalyzing Growth
- Ensuring Sustainability
- Access to Resources

COMMUNITY

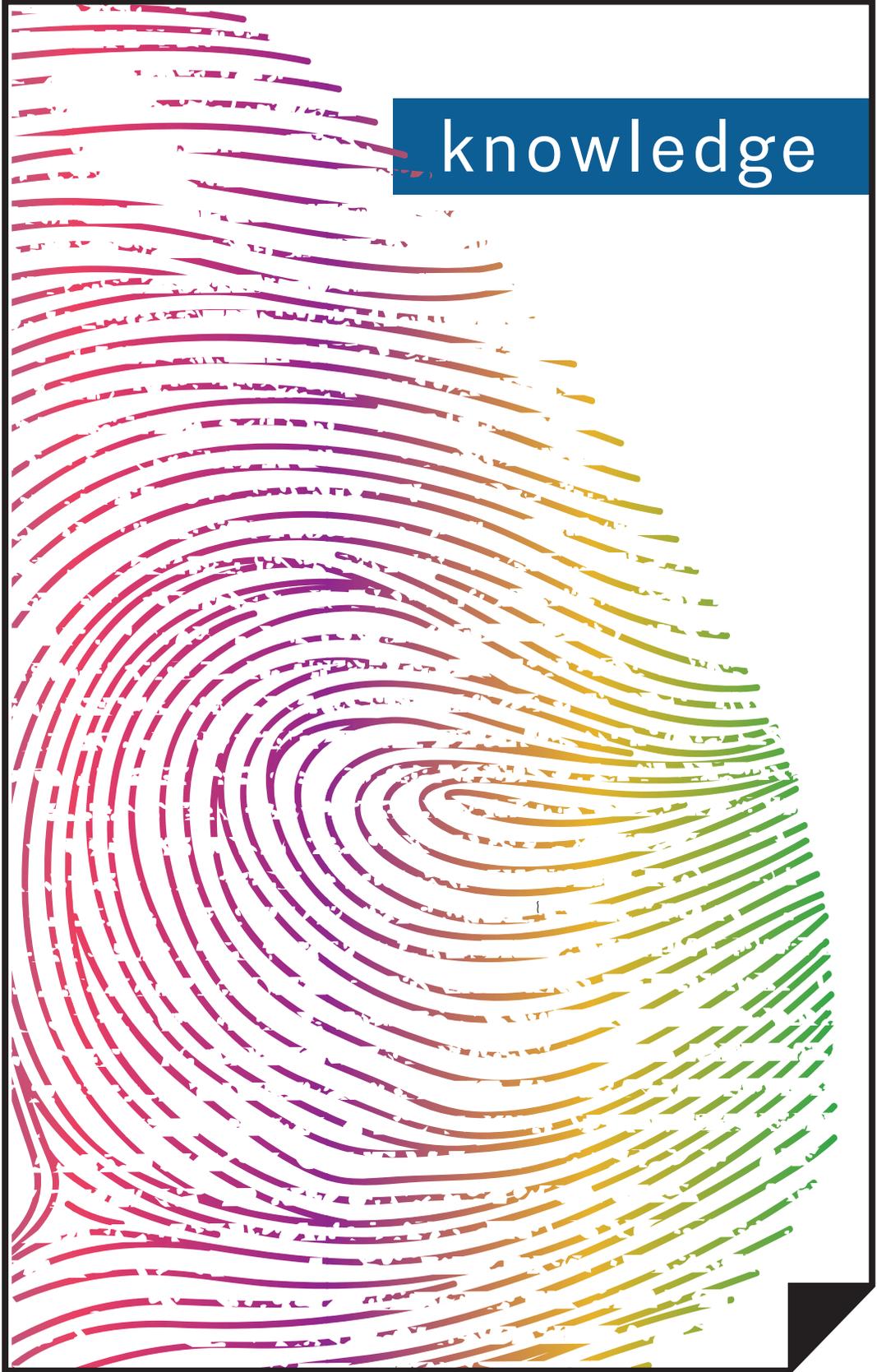
- Building Networks
- Exchanging Expertise
- Serving Needs

FUNDING

- Facilitating Access
- Stimulating Investment
- Bringing in Experience

ECOSYSTEM

- Connecting Stakeholders
- Influencing Policy making
- Shaping Cultural norms



knowledge

Programs & Business Support

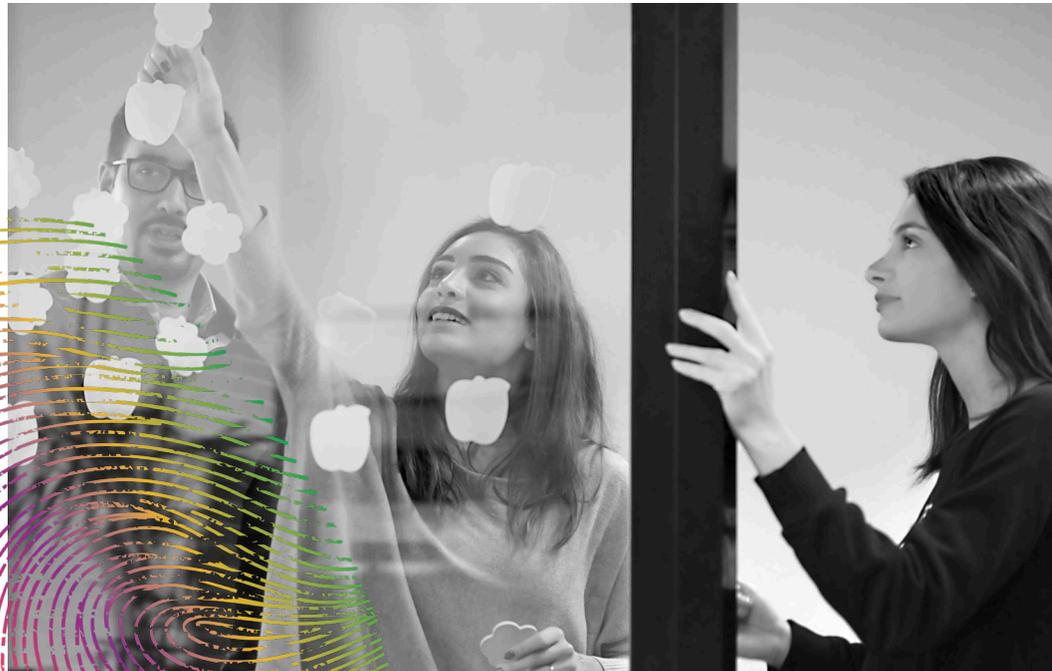
Sharing and building knowledge is essential to supporting entrepreneurship while aiming for a knowledge-based economy. With its thorough business support offerings and multi-faceted programs, Berytech aims to catalyze the growth of startups insuring long-term sustainability of their businesses while assuring that they have constant and updated access to all the resources they need to scale-up.

Berytech's Business Support and Development Department offers:

- Mentoring, advisory, coaching and technical assistance
- Regular training and capacity-building workshops
- Work sessions and online coaching tools
- Access to local and international experts and information networks.

Berytech's Programs respond to the different needs of growing startups and SMEs while bringing them exciting opportunities and access to:

- Local and international competitions
- Incubation and acceleration programs
- Soft-landing opportunities in new markets



Access to Berytech Programs

Startups at the business idea stage who apply to Berytech Programs have to match a specific set of criteria for admission, ensuring their long-term growth.

1

INNOVATIVE CONCEPT

Whether technology-based or not, the idea must be creative, original, under the form of a new product or service, demonstrate a new use, or new production or servicing method.

2

VALIDATED INNOVATION

The startup must demonstrate that the project has been validated on a population sample, backed by a market study and competition analysis, to ensure that the proposed concept responds to an actual market need, and has competitive advantages. It should be technically feasible and in some cases with a minimum viable product.

3

SCALABILITY OF THE PROJECT

The business model has to be coherent with the project and sustainable. With a good opportunity for volume, the concept needs to be in line with economic growth trends and has the potential be used in and outside of Lebanon to grow.

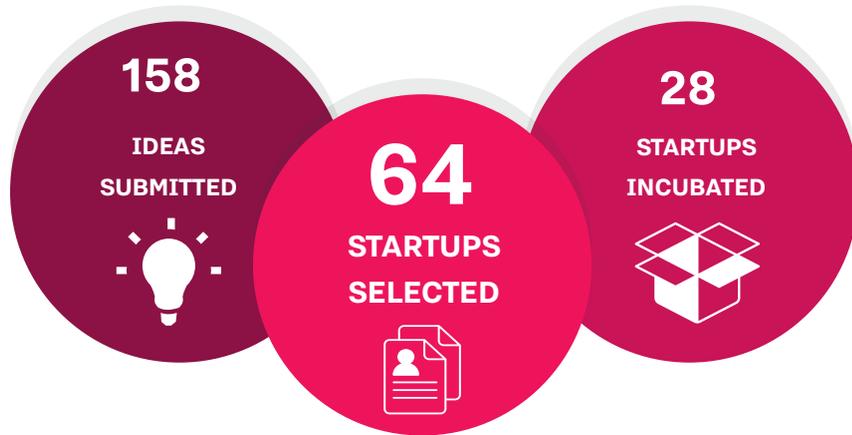
4

SOLID TEAM

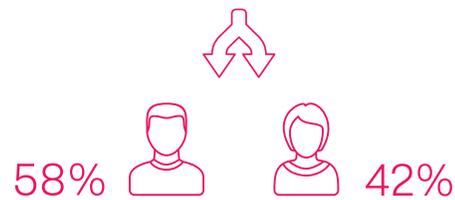
The members of the team need to be complimentary in terms of experience or capabilities to create the concept and address the problem. They also have to be available and committed to go through all the steps of the programs.

Our programs in 2017

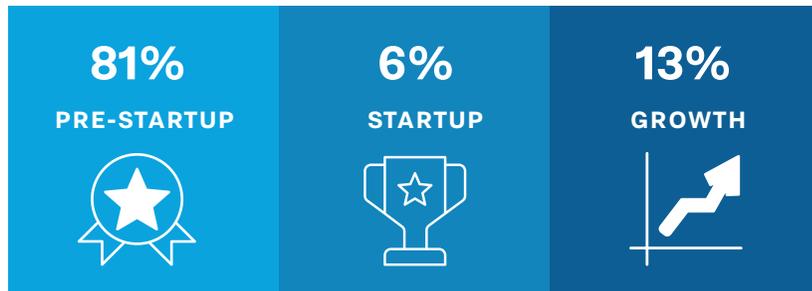
Who participated?



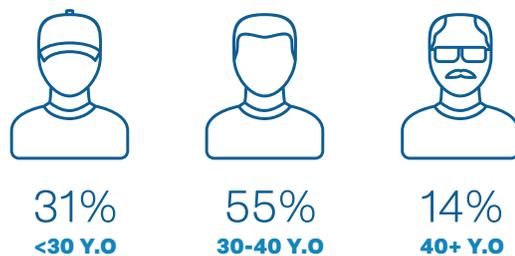
Gender



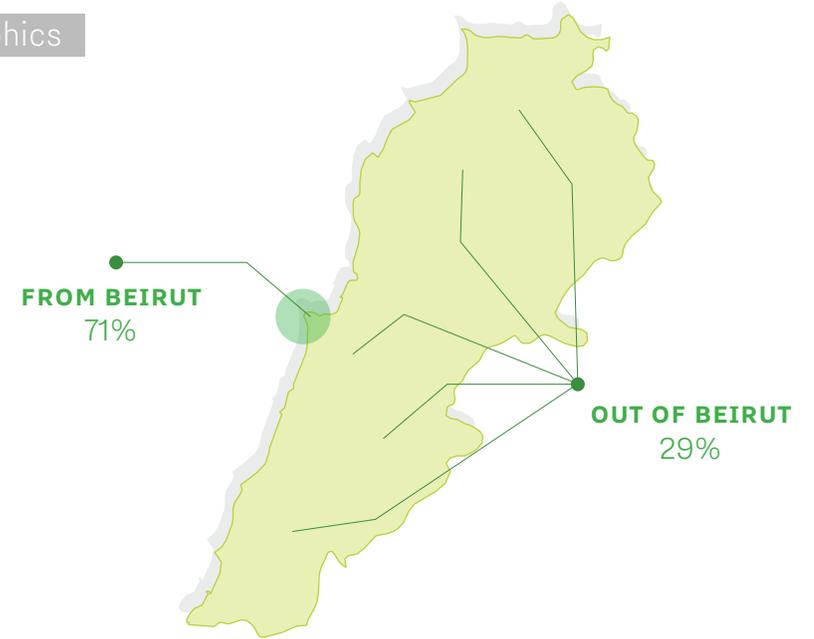
Stage



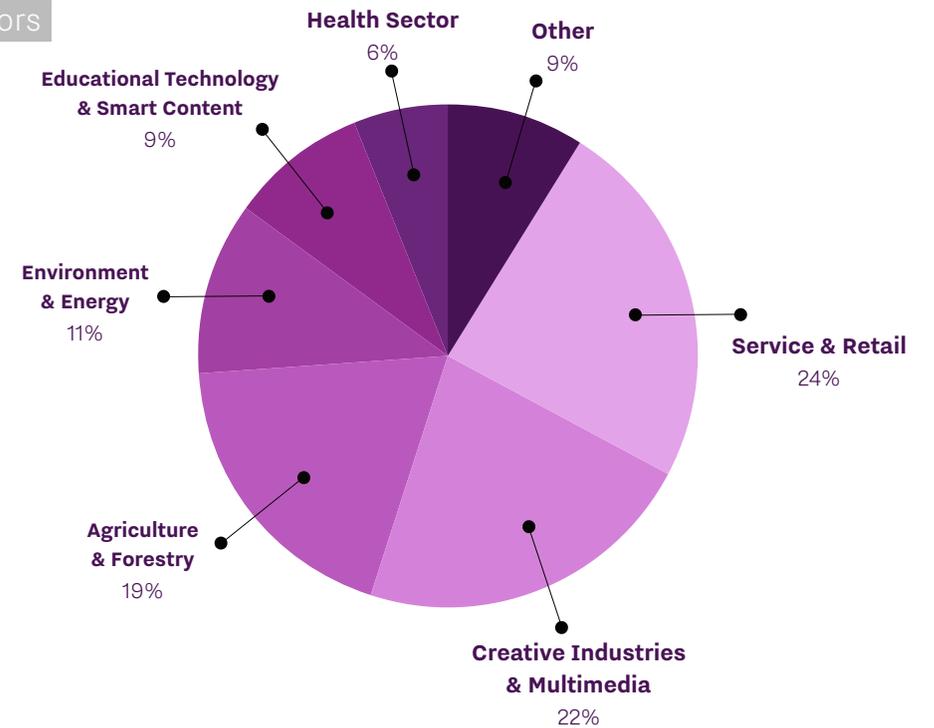
Age



Geographics



Sectors



Development & Capacity Building Activities in 2017

The Department of Business Support and Development is the first contact point for any entrepreneur seeking the business support services of Berytech. The department offers customized support tracks to entrepreneurs at the different phases of their journey.

Stakeholders served by the Business Support and Development Department:



Idea Stage (IS)

Individuals or teams who have a business idea that has not been developed yet.



Startups (SU)

Companies working to develop, test and market their ideas with the aim of scaling them.



Small and Medium Enterprises (SMEs)

SMEs are conventionally defined as companies that employ fewer than 250 people. SMEs supported by Berytech are in majority hosted tenants.



Experts, Trainers, Coaches and Consultancy Companies

Beyond Berytech's diverse team of experts, the department hires specialised professionals to pass their knowledge and experience to the Berytech community. These include seasoned entrepreneurs who volunteer to train, mentor and coach as a way of giving back to the community.

Support areas covered by Business Support and Development Department:



Human Resources Support

Till date the HR support mainly covers recruitment needs.



Finance Services

Accounting and Finance advisory services are provided through Berytech's Finance Department.



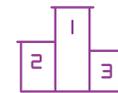
Access to Markets

This includes facilitated access to international markets through established partnerships with regional, European and international networks and an incorporated soft-landing program.



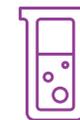
Training workshops (TW)

Designated for founders, their teams and the community in general, training topics include Business Strategy, Sales, HR, Marketing, Web, Project Management and Finance.



Local and International Competitions

Competitions are open for idea stage and startup stage providing access to Berytech's incubation program, grants, international visibility and exposure in the media.



Incubation Program

The incubation program is offered to winners of Berytech's startup competitions. It covers the four areas startups need to focus on: the business concept, customer relations, operations, and organization. Through training workshops, coaching and mentoring sessions, practice sessions, networking and events, startups receive guidance to grow.



Corporate Partnerships

Access to Amazon Web Services, BizSpark (Microsoft), and Magnitt.

Audience	Who?	Offices	TW	HR	Fin/Acc	IT Services	Incubation	Competitions
Idea Stage	Community/ Public		X				X	X
	Co-working Space Community	X	X			X	X	X
Startups	Community/ Public	X	X				X	X
	Community in Co-working Space & Offices	X	X	X	X	X	X	X
SME's	Tenants	X	X	X	X	X		
Experts Trainers Coaches	Freelancers & SME's	As Needed					Provide TW & Expertise	

Challenges Faced By Berytech's Startup Community and How We Tackled Them

Sales and Business Development



X. Challenge in finding new clients, accessing new markets, expanding regionally. Lack of support in setting a sales strategy and identifying buyers in international markets.



O. Berytech has created many initiatives to open up new markets. One of them is the Bridge to Innovation (B2I) program, created in partnership with the Lebanese diaspora in Canada, in an attempt at opening the north American market and establishing a business corridor for Lebanese companies.



Human Resources



X. Challenge in the lack of access to pools of talent, strategies to attract and retain them.



O. Berytech is developing a new service where Berytech will have access to the services of HR experts who will be supporting them in recruitment, setting a structure, creating a performance scheme and talent management support among other services.

Finance



X. Challenge in access to proper finance management.



O. Berytech offers Accounting & Finance services to its tenant community. Another service that will be launched soon is the Finance Essentials, periodic sessions with finance institutions to democratize access to finance.

GrowthWheel®

A Business Support Tool for Entrepreneurs

GrowthWheel is a visual toolbox and cloud-based platform used by business advisors to help client companies make decisions and take actions with a 360° view.

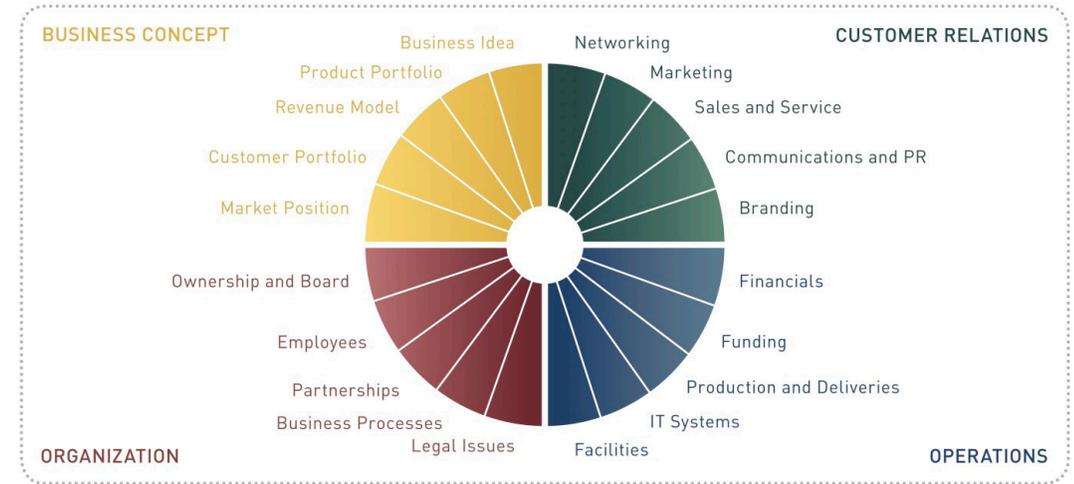
Berytech Business Advisors are certified to use the GrowthWheel platform and use it in the touch points during coaching sessions. The tool allows for collaboration in the cloud, to share tools, and to produce reports that track the team progress. It helps entrepreneurs build their business through a simple action-focused process that stays true to the way most entrepreneurs think and work.

For Business Advisors, the toolkit is a checklist to keep a 360° perspective and a way to save time by empowering the startup to do more work. For the organization, the tool establishes a common language for all advisors.



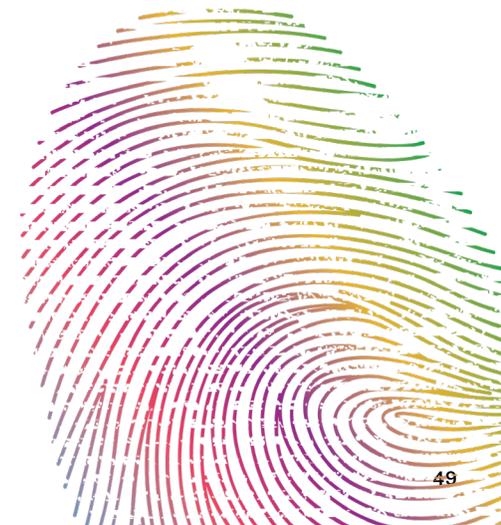
“Berytech saw the potential to implement GrowthWheel as a part of the business advisory system in Lebanon and in this way unify the business support language across all support organizations. Berytech has implemented the GrowthWheel Business Advisory System in the daily work of helping entrepreneurs and startups grow their business and when working together with other incubators in the Lebanese ecosystem. In particular, Berytech has used the tools to host the GrowthWheel Practice Sessions, where Berytech’s Advisors are using the tools with aspiring entrepreneurs.”

David Madie
Founder and CEO, GrowthWheel



“I wish I had known about GrowthWheel when I first started my journey, it would have helped me have a clear path and would have made it less painful at times. when I finally used the tool, thanks to Berytech, it allowed me to strategize and smoothly plan the future.”

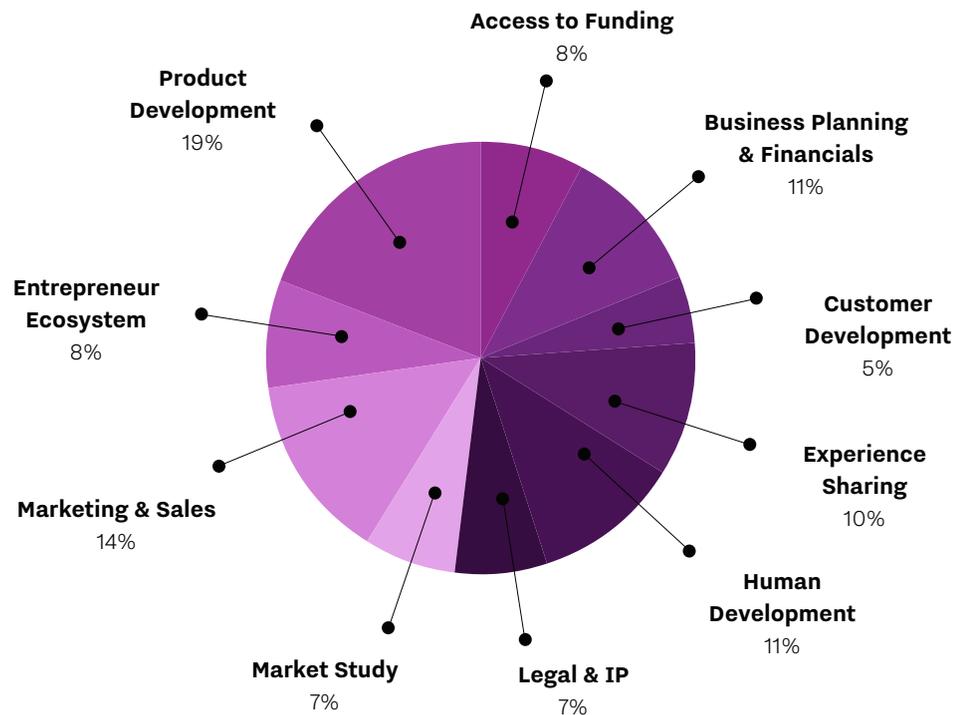
Siroun Shamigian
Founder Kamkalima



Trainings & Workshops

Struggling startups are ones missing key competencies in their core team. This is why we propose a number of trainings and workshops to help further develop their business skills.

Numbers in 2017



Includes both programs and stand-alone trainings

Survey

Here is what our trainees had to say in 2017:



“It’s a hands-on workshop that gives you very practical advice and tools for your business development. Not to miss!”

Saria Moutran, Founder of Wonderfull.Box, on the Digital Strategy workshop by Ayman Itani



“The workshop was a great way to meet new tenants and learn about brainstorming. These skills will be useful both in planning our future and shaping our business.”

Chloe Evans, Student & aspiring Entrepreneur, on Designing your Life workshop by John Armstrong



“Mazen was amazing; he was spontaneous and knowledgeable, and responded to our needs and our questions.”

Rudy Rizk, Founder of Mothers Cooking, on Sales Strategy and Pitching Skills workshop by Mazen Farah

Meet Some of Our Trainers

MAZEN FARAH

Expertise: Sales Strategy, Customer Development

Number of entrepreneurs trained: 102 in 2017



For more than 7 years, Mazen has worked with clients in various industries helping them improve their sales force effectiveness, go-to-market strategy, sales force design, and talent management. Prior to that, Mazen was a savvy sales and business development executive in the IT and services industries. Lebanese American University graduate in MIS, he pursued his MBA within the same university prior to his move to the consulting business.

LOUBNA IBRAHIM

Expertise: Design Thinking, User Experience (UX) and User Interface (UI) Design

Number of entrepreneurs trained: 54 in 2017



Loubna started her tech career in 2014 and founded her own tech startup. Two years later, she received a UX and Design Thinking For Tech Products training from Google. Being very passionate and an advocate of the Design Thinking process, Loubna went back to become a Google Trainer for UX masterclass in 2017. Since then, she has given many talks and workshops in the field, mentored and advised startups as well as clients. She is currently leading the Product & Innovation team at Ideatolife, in addition to being engaged in the civic society through support for women's place in technology.

RABIH EL KHODER

Expertise: Education Professional, Public Speaking, Training Facilitation & Content Development

Number of entrepreneurs trained: 16 entrepreneurs through trainings & 23 hours of 1 on 1 coaching on pitching

Rabih has helped 4,000+ people to become confident public speakers across multiple industries in 8 countries and 3 languages throughout MENA and North America. He has worked with corporate executives, entrepreneurs and governmental managers; and has coached 25+ TEDx speakers on the content and delivery of their talks. This inspired him to write his book: "Public Speaking X: Tips to Unleash the TED Speaker in You". As a communicator with 12+ years of professional experience, Rabih has developed online and offline experience taking care of clients in agency roles as well as executing marketing mandates in client settings.



Word from Rabih El Khodr, Public Speaking Trainer

"Having had a few collaborations with Berytech over the past few years, I have felt first-hand the positive impact Berytech has had in developing the Lebanese entrepreneurial ecosystem and the economy as a whole. Training the Agrytech Program and FFE competition entrepreneurs, among others, made me realize the amount of potential our resilient country has, and I feel fortunate to be considered a privileged partner in helping bring Berytech's vision of innovation, growth and optimism to life. We live in uncertain times, and we are constantly being dealt a difficult hand to play, but entities like Berytech allow ambitious professionals like myself to help promising talents to reach their potential and make their dreams come true."

Mentors

Seventy percent of the startups and small business owners who receive mentoring survive for five years or more, double the rate of those who do not receive mentoring. Berytech leads mentoring interventions to empower its community of entrepreneurs. Mentors pass along their knowledge and share their experience with mentees, transferring personal experiences of creating their startup, solving specific problems and advising on networking opportunities.

Numbers in 2017

We connected 50 mentors to 62 startups where 28% of our mentors are founders and entrepreneurs who give back to the ecosystem.



Confideo

Berytech's Mentoring Partner

Berytech's main mentoring partner is Confideo VM, a platform and community developed by IM Capital, to which ventures from all stages and all sectors can apply, free of charge. Entrepreneurs benefit from the confidential and tailored guidance of a diverse pool of seasoned mentors who accompany them throughout their venture journey.

Confideo VM trains mentors, including Berytech's Business Support team members, on best practices and techniques for effective mentorship, thus enabling professional development opportunities to help entrepreneurs grow their entrepreneurial skill sets and bring their ideas and inventions to market. Support starts from concept development and continues through team formation, incorporation, initial operations, and beyond.

Confideo VM mentors practice techniques drawn from a 16-year proven methodology of team mentoring by MIT VMS, a venture mentoring program developed at MIT in 2000 to support entrepreneurial activity with free and objective team mentoring, and contribute to MIT's educational mission focused on building stronger entrepreneurs.

CONFIDEO
VENTURE MENTORING





CONSTANTIN SALAMEH

Expertise: Strategic and Business Planning, Investment Management, Corporate Restructuring, Leadership Development, Performance Management, International Business Development, Private Equity and Venture Capital.

Background: Constantin has a 35-years track record in funding, developing and transforming corporations, SMEs and startups across the world as the CEO of HP Financial

Services in EMEA and Asia Pacific (1984-2003) and as the CEO of global investment groups such as Safinvest, AMS Group and Al-Ghurair Investments (2004-2014). He joined Stanford's Graduate School of Business SEED Program in 2015 and provides advisory and funding services to Stanford SEED social SMEs in both East and West Africa. Constantin is a Senior Coach and Investment Advisor with Berytech providing financial and management advisory services to several companies in Lebanon. He holds engineering degrees from King's College London (1979) & MIT (1980), and an MBA from Stanford's Graduate School of Business (1984).



GABY DEEK

Expertise: Negotiation, Business Planning, Analytical Skills, Team Leadership, and Entrepreneurship.

Background: Constantin has a 35-years track record in funding, developing and transforming corporations, SMEs and startups across the world as the CEO of HP Financial Services in EMEA and Asia Pacific (1984-2003) and as the CEO of global investment groups such as Safinvest, AMS Group and Al-Ghurair Investments (2004-2014)



NABIL BEJJANI

Background: Nabil graduated as a civil engineer from AUB before getting a Master's degree from Columbia University in NYC. He spent the next 12 years building highways and bridges around the world and sculpting a successful construction management career culminating in a management position at one the top 5 engineering firms: The Louis Berger Group. Nabil also spent 11 years in the technology department of Morgan Stanley before moving as

a VP of IT for Hedge Funds. The Bejjani family then moved back to Lebanon in 2012 and Nabil joined ITG as Head of Cash PB. He later moved to ITG management to create a now successful PMO team and an Account Management team.



DR. BIJAN AZAD

Expertise: Governance, Knowledge Management, Information Management, Public Management, Social Theory, Information Visualization, E-Government, E-Governance, Actor Network Theory, Management Information Systems, Netnography, IT Strategy, Information Seeking Behavior, Practice Theory

Background: Associate Professor at Olayan School of Business, American University of Beirut and Director of the Darwazah Center for Innovation Management and Entrepreneurship. In 2015 he designed AUB's Scale-Up Readiness Program that focuses on scale up challenges of companies in \$1-\$5 million revenue range in the Middle East. Dr. Azad, in 1988 was co-founder of a successful map technology startup in Cambridge, Massachusetts, GIS/Trans (developed fast search for Dual Independent Map Encoding system, acquired by Etak Navigator, News Corp in 1992, later the technology was acquired by Keyhole, and by Google Maps) & in 2001 he co-founded another successful map technology startup ILIS bv (acquired by ARCADIS bv 2003), in Arnhem, Netherlands.



RANDA SAFA

Background: A seasoned banker, Randa Safah is the Manager at the Office of the Group Chief Executive Officer at Bank Audi. Prior to that, she handled the positions of Group Coordinator at the Office of the Chief Executive Officer and Senior Corporate Finance Analyst at the Corporate Finance Department. Mrs. Safah is also active in Lebanon's booming entrepreneurship scene, serving as a Member of Board of Directors of Berytech. She received a Masters in Finance from American University of Beirut in 1997 and a Bachelor of Business and Economics from American University in Paris in 1994.

Our Industry Verticals

Under the broad umbrella of fueling and supporting entrepreneurship, Berytech's main activities and programs fall under 5 industry verticals:

Food and Agriculture, Information Communication Technology, Clean Technology, Social Entrepreneurship and Women Empowerment.

Agriculture Food	Information Communication Technology	Clean Technology	Social Entrepreneurship	Women Empowerment
 <p>Agri-food Innovation Hub</p>  <p>Future Agro Challenge Lebanon</p>	 <p>THE NEXT SOCIETY INNOVATORS SHAPING THE FUTURE IN THE MEDITERRANEAN</p>  <p>GIST</p>  <p>ImagineCup</p>  <p>Planet NI A National Instruments Program</p> <p>IBIC</p>	 <p>5T@I Energy, Water and Agriculture in the South Mediterranean Neighbourhood</p>  <p>شمس SHAAMS STRATEGIC HUBS FOR THE ANALYSIS AND ACCELERATION OF THE MEDITERRANEAN SOLAR SECTOR</p>	 <p>GLOBAL SOCIAL VENTURE COMPETITION GSVC</p>	 <p>Femm FRANCOPHI</p>  <p>WeHubs. Women Web Entrepreneurs Hubs</p>  <p>LWAF LEBANESE WOMEN ANGEL FUND</p>

Information & Communications Technology

In an increasingly digitized world, Information and Communications Technology (ICT) has become the vital enabler of transformation for business, academia and government.

Berytech recognizes the importance of building a foundation for innovation that empowers young innovators to develop startup solutions that address economic and development challenges.

Under this industry vertical Berytech has:

Partnered with local and international competitions and joined international programs that give access to mentoring, skills building, financing and networks in ICT

Built through the “Berytech Meetups” a community of students and professionals who come together once a month for talks around a subject in ICT, hosting local and international speakers

Created financing entities to fund and encourage funding in startups and ideas in ICT

The Next Society

Shaping the future of the Mediterranean



Berytech is the official partner of The Next Society in Lebanon, whose goal is to help shape the future of the Mediterranean by mobilising entrepreneurs, innovators and corporate ecosystems to tackle the innovation and sustainable development challenges faced in the region. The Next Society gathers a large network of over 300 business and innovation, research and investment organisations, 2,500 international SMEs and entrepreneurs from 30 countries.

The Next Society launched a four-year action plan (2017-2020), co-funded by the EU with up to 90% for a global amount of EUR 7.8 million budget, with a part dedicated to achieving its objectives in Lebanon through its partnership with Berytech.

Program Donor: European Union - DG Fund

Program Goals

- Remove barriers to innovation and unleash creative potential
- Reinforce innovation ecosystems
- Push forward concrete solutions and foster value creation
- Support entrepreneurs, innovators, cluster and technology transfer managers

STARTUP BOOSTER TRACK

Support program for entrepreneurs in the MENA region, aims to support entrepreneurs to bridge with key markets in Europe, Africa, the Gulf, and USA.

The Startup Booster Track competition enabled its top 3 Lebanese winners, 209 Lebanese Wine, Moodfit and Recyclo, to access international acceleration boot camps, international business development missions and soft landing in European Innovation hubs

CLUSTER BOOSTER TRACK

Peer to peer learning and booster program which helps cluster managers from South-Med countries to improve their management skills, multiply their business opportunities and open new channels of inter-clustering collaboration at national and international level.

BIG BOOSTER COMPETITION

BigBooster is a global program established on 4 continents and created in 2015 around the Lyon - Boston axis. It quickly evolved and today offers an immersion in the heart of the most dynamic innovation ecosystems. The startups, including those from Lebanon through Berytech, benefit from a tailor-made program enabling them to study local best practices and build a network of allies to start doing business in the USA, China and the Middle East through Morocco and Tunisia. BigBooster is a partner of The Next Society and coordinates the acceleration bootcamps, one of the Startup Booster Track services of the initiative.

From November 14th to 16th, 2017 at the Matmut Stadium in Lyon, BigBooster welcomed 100 startups from all over the world during the first Booster Camp of the season. 44 made the cut to the next round: the coaching and internship phase. All three participating Lebanese startups made it to the next round. Carpolo, a Lebanese car sharing app, won in the Global Impact category, while Slighter, a smart lighting device, and Meacor, cardiovascular solutions won the Bio & Health category with the latter landing first place.

Meet One of Our Winners

SLIGHTER



Founder: Samer El Gharib

Employees: 7

Concept: Slighter is a smart cigarette lighter that supports smokers to gradually reduce smoking frequency. With a smart algorithm connected to a mobile device, the award-winning Slighter tracks, learns and supports the smoker along the way to quitting.

Support received from Berytech:

- Received funding from Berytech Fund II
- Softlanding and support in international strategy
- Linkages: contacts for product certification and a product engineering contact that would ensure the quality of production and intellectual property
- Through Berytech: won the Startup Booster Track in Lyon and continued to the Booster Camp in Boston in the U.S. where he benefited from an individualised agenda of meetings, joined workshops with the Mass Challenge acceleration program and networking meetings organised by the city of Boston and the only Lyon delegation.



Word from Samer el Gharib, Founder, Slighter

"I used my participation in the Big Booster as an opportunity to bring together my team of five to challenge their ideas in a new context. Accordingly, the team decided to remove the word 'lighter' from their product description and focus on 'a device that lights'. The change is a response to the price point challenge where customers view the product as an expensive lighter rather than a device cost-effective enough (cost of two weeks of smoking in Europe) to help them reduce their smoking habit. The team had great networking opportunities with contacts for

product certification and a product engineering contact that would ensure the quality of production and the protection of the idea as it is being produced in China."

Global Innovation through Science & Technology

GIST initiative



The U.S. Department of State's Global Innovation through Science and Technology (GIST) initiative empowers young innovators through networking, skills building, mentoring, and access to financing to develop startup solutions that address economic and development challenges.

Since 2011, GIST has engaged with science and technology innovators and entrepreneurs in 136 emerging economies around the world, providing training and resources to help them build successful startups. This is done through competitions, startup trainings, and interactive online programs, implemented by AAAS, Global Entrepreneurship Network, VentureWell.

TechConnect

Webinar series for global innovators featuring in-depth discussions on key topics in early-stage entrepreneurship.

Innovation Hubs

Community-led meetup groups that build vibrant regional networks of young science and technology entrepreneurs around the world.

BERYTECH MEETUPS

POWERED BY GIST

Building a community around technology & innovation

Program Donor: Department of State, USA through **VentureWell**, who is supporting delivery of the U.S. Department of State's GIST initiative.

Berytech has been awarded to create the GIST Innovation Hub in Lebanon thus joining a vibrant network of programs that nurture the next generation of entrepreneurs and innovators through direct, on-the-ground training.

Program Goals

- Building a network of entrepreneurs in Lebanon focusing on science and technology;
- Catalyzing networking and entrepreneurial skills to build durable, long-term, supportive networks; and
- Providing resources that entrepreneurs in Lebanon can use to adapt to their unique sets of social, political and economic circumstances through talks, networking, skills building, mentoring, support, and idea sharing.

Word from the Donor



"Berytech has been an active and engaged partner in the U.S. State Department GIST Innovation Hub program since September 2016. GIST Innovation Hubs are a network of organizations around the globe who work to build a strong ecosystem of support for the science and technology innovators in their regions. Berytech has hosted numerous meet-ups for the entrepreneurs in their region covering such diverse topics as FinTech, Virtual Reality, New trends in Gaming and Angel Investing Strategies. These meetups are often held in conjunction with a GIST TechConnect, an online real-time telecast of a panel of experts on topics affecting science and technology entrepreneurship. Berytech consistently holds well attended and engaged groups of innovators at their site who participate in a lively online conversation. Working with Berytech to further the goals of the GIST program has been a very rewarding partnership."

Mary Silver, Program Officer, VentureWell

Discover a Berytech Meetup: Fintech Trends

Hosted Experts: Jad Doumith and Chadi el Nawar - co-founders of Risk+ Solution, Jad Salemech - founder and managing partner of Phoenician Funds, and Paul Jazzar - CEO & CTO of Protegris

Attendees: 50

Discussion: Fintech experts shared their knowledge, tips and personal experience on FinTech investments, peer lending platforms, digital banks, end-to-end solutions, and innovations in Fintech.

Clean Technology

Reducing the use of natural resources, and cutting emissions and wastes are challenges that are constantly driving new innovations in the Clean Technology sector. Under this industry vertical, Berytech is working with local and international organizations to:

- **Generate and encourage innovation and research in the fields of water, energy and food using the NEXUS approach**
- **Support entrepreneurs by collaborating with different industry players and by offering prizes at each stage of their startup's development**

5TOI_4EWAS

Food, Energy and Water



Berytech is the local partner of the 5TOI_4EWAS. The project is funded by the EU's Horizon 2020 program and focuses on three key challenges - Food, Energy and Water through the Nexus approach.

Program Donor: European Union

Program Goals

- Support international Science and Innovation policy dialogue and cooperation on water, energy and food Nexus
- Foster international cooperation focused on targeted open innovation in energy, water and food
- Set up a Common Knowledge and Innovation Space to achieve a collaborative research and innovation ecosystem
- Raise awareness on targeted open innovation, research business and civil society

Program Activities

Gathering experts from the South Mediterranean neighborhood during the Innovation Week which took place in Morocco

Part of the Innovation Week held in Casablanca in January 2017, 34 people were trained on H2020, a Nexus Think Tank meeting with 3 Thematic Committees meetings were held, the bases for 12 policy papers were settled, a Regional Innovation workshop and a brokerage event – with the participation of 36 people took place. The brokerage event was led by Berytech in partnership with R&D Maroc. It aimed to bring together key stakeholders and partners to exchange expertise, collaborate and share knowledge in the field of water, energy and agriculture focusing on novel technologies and innovation, strengthening ties between industry, research and academia.

Word from Alberto Soraci



“The 5TOI project is built around a consortium of 24 partners, research institutions, companies, technology parks, technology transfer organizations and public administration. For the first time, researchers, entrepreneurs and public administration can work together to have a new policy to support research innovation in the water, food and energy nexus in 15 different countries: Italy, Belgium, Germany, the UK, France, Austria, Lebanon with Berytech, Palestine, Tunisia, Algeria, Morocco, Egypt, Turkey, Jordan and Libya.”

Alberto Soraci,
Head of Technology Transfer and
Enterprise Development Department,
Innova BIC and Partner, 5TOI project

SHAAMS



SHAAMS is a project that was implemented by Berytech from 2012 to 2016 with the aim of raising public awareness on solar energy through the transferability and implementation of good practices in legal, regulatory, economic, organizational issues and financing mechanisms, to facilitate the take up of solar technologies.

Project Goals

- Creating a strategic hub for the analysis and acceleration of the solar sector in the Mediterranean region;
- Promoting solar energy in the region; and
- Facilitating the take up of solar technologies by raising public awareness on energy efficiency.

Project Activities

SHAAMS Technology & Capacity Building Training On PV Solar Panels

Berytech organized a technology and capacity building training for PV Solar Panels in September 2015 in Beirut. Conducted by Pere Soria Alcazar, a renewable energy expert from Spain and attended by more than 50 engineers, the training aimed at promoting renewable energy in Lebanon by empowering renewable energy experts with technical competencies to be able to work in the PV industry implementing a self-sustaining growth process. The training covered solar radiation basics, photovoltaic basics and technologies, PV system components, design and sizing of PV systems, testing and commissioning of PV systems.

Building Engineering Capacities

Within the SHAAMS program objectives to facilitate the take up of solar technologies in the Mediterranean, Berytech organized two capacity building and technology transfer trainings to a pool of 60 experts including engineers, consultants and innovators in the field. These training are part of Berytech capacity building initiatives to foster a track of eco-innovations and empower the new generation of engineers in the field.

The 'Solar Module' training was administered by Dr. Imad Mougharbel, Professor of Industrial Electronics at the Lebanese University who explained the principle and application of PV systems. Dr. Mougharbel went through photovoltaic basics, PV modules and other components of grid-connected systems, site surveys and shading analysis and planning and sizing grid-connected photovoltaic systems. The participants also received a live presentation of a real installed PV platform by Dr. Imad Hajj Chehade from IRI.

The 'Biomass Module' was presented by Dr. Dominique Salemech who explained the biomass waste management techniques and principles, starting by defining waste to identifying the Lebanese waste problem. Dr. Salemech discussed the principles of effective waste management strategies and addressed the public-private partnership for waste management. The training was wrapped with a presentation of real Waste and Biomass valorization system by Founder and CEO of Cedar Environmental, Ziad Abi Chaker.

Digital Energy Revolution Challenge

Berytech organized, with key partner National Instruments, the SHAAMS Digital Energy Revolution Challenge - offering an exciting opportunity for innovative projects and startups in the renewable energy field. Applicants were given a hands-on training by National Instruments, covering programming knowledge including access to the LabVIEW program, that helped jump-start application and prototype development. Shortlisted applicants were then given 2 weeks to prepare their final project presentation and pitched to a panel of juries specialized in the field. The finalists received full incubation from Berytech and National Instruments. The 3 winners were Antoine Skayem – Founder of Riego, Majd Chaaya – offering a Grid Connected PV Systems with Storage, and Ian Hoffbeck – Founder of Future Solar Industries.

Berytech helped in the establishment of Sun Clubs in Lebanese schools and collaborated to organize a summer camp aiming at raising awareness around renewable energies. From July 8-10, 2017, students and their teachers were introduced to the uses and benefits of solar, wind, and water power, in a summer camp organized at Hotel Douma, in Batroun Casa, Lebanon. Among the explained projects were the wind turbines in Anfeh used to pump sea water, solar energy used for lighting and heating systems, and the flow of water responsible for generating electricity and lighting up part of the country. This valuable program was organized by Zero Waste Act and Berytech, in collaboration with WWF, giving the opportunity to concretely showcase installed solar projects in order to explain technical parts needed and their benefits for the protection of the environment.

The camp gave its attendees insight not only on existing projects, but also on the potential benefits of having more of the same projects in Lebanon. It also presented a unique experience mixing environmental awareness, learning, fun and community work. Thanks to SHAAMS EU-funded project, the program was a pilot initiative in Lebanon, presenting a good model to replicate over the coming years, spreading renewable energy awareness in schools.



Anfeh wind turbines

Lebanon Earth Hour

In the context of SHAAMS and throughout 2014, 2015 and 2016, Berytech supported the worldwide Earth Hour movement by joining Earth Hour activities in Lebanon. The event urges millions around the world to turn off lights in a symbolic movement to highlight the importance of environmental sustainability and how each individual and institution can make a distinguished influence to protect the environment.

For example, Berytech was part of an exceptional activation partnering with solar-powered concert at Uberhaus - Beirut Waterfront, on March 19, 2016. Lights were turned off for an hour at 8:30 pm Beirut time in a number of official buildings such as Grand Serail and the port of Byblos, universities and houses, as well as the municipality of Beirut, at the request of the governor of the city of Beirut Mr. Ziad Shabib, in order to unite Lebanon in spreading environmental awareness and rational use of energy.

The concert was characterized by three zeros: zero conventional energy as solar panels have been installed to harvest power from the sun, zero waste by using recyclable material and zero carbon, and it received support from many participating companies along with thousands of Lebanese youth that attended the concert.



Beirut Waterfront, on March 19, 2016

CEWAS

Training, Coaching, Mentorship and Consulting



CEWAS Middle East is the regional branch of the Swiss cewas startup program, offering professional training, coaching, mentorship and consulting

in business development for sustainable water, sanitation and resource management.

In December 2017, Berytech teamed up with cewas Middle East for the Startup weekend organized in the Bekaa. The weekend was dedicated to solving challenges in the agriculture, food and water sectors. Over 40 passionate and enthusiastic participants from diverse backgrounds including engineering, agriculture, marketing, business, design, and technology, signed up for the challenge forming teams around exciting startup ideas. cewas team worked to explain the challenges in water and facilitate the work of the participants.

Conference BtoB Matchmaking

with Swiss Enterprises in the Field

With the aim of creating opportunities for the Cleantech industry in Lebanon and Switzerland, the Embassy of Switzerland, in partnership with Berytech, organized a visit of Swiss Cleantech enterprises to Beirut in April 2016.

With this visit the Embassy of Switzerland and Berytech aimed to foster trade and commerce between the two countries, to prepare the ground for innovation and to facilitate the exchange of expertise.

The delegation of Swiss enterprises was led by the Swiss State Secretary for Education, Research and Innovation Mauro Dell'Ambrogio and the Ambassador of Switzerland in Lebanon François Barras.

Social Entrepreneurship

As the popularity of social startups surges, attracting both talent and funding, Berytech has been intently working on supporting social entrepreneurs, by creating dedicated support tracks for social entrepreneurs and collaborating with international competitions and active organizations.

Under this industry vertical, Berytech aims to:

- **Motivate entrepreneurs to build a layer of social impact in their startups and businesses**
- **Encourage innovators to seek and explore solutions for social challenges that can be adapted in communities worldwide**
- **Support social startups to grow and scale internationally**

Global Social Venture Competition

Mentorship, Exposure and Funding



Berytech is the partner of the Global Social Venture Competition (GSVC), an international competition founded by MBA students at UC Berkeley's Haas School of Business in 1999, that provides aspiring entrepreneurs with mentoring, exposure, and funding to transform their ideas into businesses that will have positive real world impact.

Berytech has managed the competition in Lebanon since 2013, supporting social entrepreneurs to develop their startups and giving them access

them to participate in the international finals. More than 140 candidates from 16 countries applied for the regional final, held in Paris in 2017, where 2 Lebanese startups participated, LIMM and Riego.

Program Partners: Berkeley University of California, ESSEC Business School, MakeSense, Arc en Ciel, DOT Lebanon and ELFs

Program Goal

Inspire and empower entrepreneurs to develop innovative solutions to pressing social and environmental challenges.

"Berytech has helped us to move from a volatile team into a robust startup by connecting us with mentors and experts. They helped us shape our business plan and form a strategy by helping us connect with international bodies and potential partners in Europe and Middle East. GSVC gave us exposure to potential investors."

Antoine Skayem, Founder of Riego and winner of GSVC 2016

Meet Our Winners

RIEGO



Founder: Antoine Skayem

Employees: 6

Concept: Solar-powered irrigation controller that monitors the weather, soil and tree parameters, in order to optimise the irrigation schedule and reduce the consumption of water in agriculture.

Support received from Berytech:

- Participation in incubation program; access to co-working space, trainings, workshops and coaching sessions
- Selected as a local finalist for GSVC in 2015; Winner of the Digital Energy Revolution Challenge for SHAAMS EU program
- Selected as a semifinalist for GSVC 2016 and pitched in Paris at the GSVC Regional Finals
- Attended the MENA bootcamp in Kolding Denmark and participated in the Creative Business Cup competition in Denmark
- Promotion and media exposure in local and international markets

LIMM



Founder: Nicolas Farah

Employees: 7

Concept: Free garbage management platform aiming to connect Lebanese households to municipal workers in order to facilitate the collection of sorted, recyclable waste

Support received from Berytech:

- Participation in incubation program; access to co-working space, trainings, workshops and coaching sessions
- Selected as a semifinalist for GSVC and pitched in Paris in 2016 at the GSVC Regional Finals
- Promotion and media exposure in local and international markets.

Food & Agriculture

Advances in technology are key to the future of food and agriculture, given the global challenges presented and the need for innovation to address them.

Berytech's agri-food industry vertical includes:

PROGRAM	EVENTS	COMPETITION	FACILITY
Agrytech	Agrytech Hackathon Startup Weekend	Future Agro Challenge	Berytech Fab Lab

Under this industry vertical, and through the Agrytech Program and its affiliated activities, Berytech has created:

The Agrytech Accelerator, which aims to advance innovative ideas in the Agri-Food sector into successful businesses with a global impact.

The Cluster, which is envisioned to be a catalyst promoting a smart Agri-food innovation hub.

A Resources platform, which is developed to create effective cooperation, raise awareness on the importance of integrating innovation in the Agri-Food sector, and disseminating information on various topics and themes of relevance to the sector.

Agrytech Program

Catalyzing Innovations from Farm to Fork



The Agrytech Accelerator is open to anyone who has an innovative startup at an idea or early stage that uses engineering or technology to solve a challenge in the food and agriculture sectors.

Donor

Kingdom of the Netherlands

Advisory Board

The Advisory Board consists of prominent professionals, with the main role of advising the Program's administration and assisting in formulating and implementing its strategic priorities.

The Board members also play an important role in setting our program standards and providing feedback on the market. Moreover, the Advisory Board is an integral component of the Program's linkage to the Agri-Food sector.

H.E. Mr. Jan Waltmans, Ambassador of the Kingdom of the Netherlands

Mr. Maroun N. Chammas, CEO of Berytech & Berytech Fund Management

Dr. Roger Van Hoesel, Executive Director of Food Valley NL

Dr. Maya Kharrat Sarkis, Director of ESIA-M

Dr. Fadia Homeidan, Director of Grants & Contracts, American University of Beirut

Mr. Michel Daher, CEO of Daher Capital

Mr. Peter Hrechdakian, CEO of UNIFERT

Partners

Food Valley NL, iSME Programs by Kafalat, Godan, Start Life NL, CME Offshore, SABA IP, Fab Foundation

Program Goals

- Source the top startups with disruptive innovations in the Agri-Food sector
- Provide them with the adequate technical and business resources as well as community support, and
- Scale their ideas into successful businesses with global impact.

Agrytech Accelerator

From an idea to a growing business in just one year, Agrytech supports startups with innovations across the Agri-Food sector through a yearly **3-phase program**:

Bootcamp

Up to 30 applicants are shortlisted to join and will receive a \$3,300 grant to validate their market over a period of two months.

Acceleration

Up to 15 startups are shortlisted and move to this 4-month phase, to build a minimum viable product (MVP) and get traction with a \$16,000 support grant.

Incubation & Growth

Up to 8 startups are shortlisted to join the 6-month incubation program and benefit from up to \$22,000 in matching grants.

“The Agrytech Accelerator Program helped us to focus on launching our startup and identify our niche market. We also got a lot of help in prototyping our hardware components in the Berytech Fab Lab. We’ve recommended the Accelerator to some friends and we are happy to know that they have made it into the second batch.”

Rabih Maalouf, Founder of Agrysense

“Taking part in the Agrytech Accelerator was one of the best experiences I’ve ever had. Berytech is the right place to start your business.”

Rani Azzi, Founder of Fresh Express

Meet One of Our Success Stories

SMART GOURMET



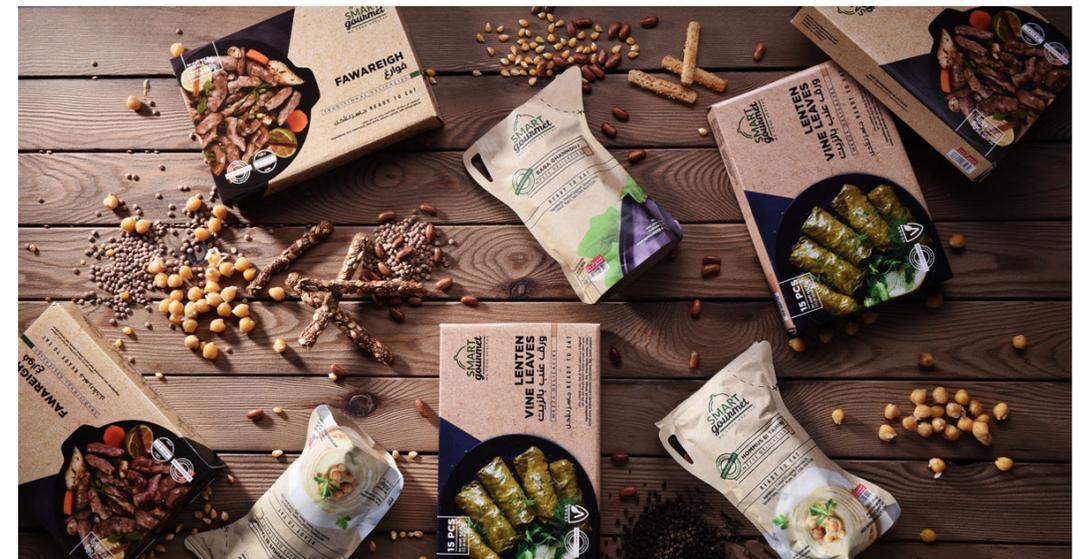
Co-Founders: Jad Atallah, Nancy Atallah
Charbel Kyrillos

Employees: 13

Concept: Ready-to-eat food with zero preservatives and long shelf-life using the sous-vide technique to cook traditional authentic food while attaining a standard recipe with great taste for every meal

Support received from Berytech:

- Joined the first batch of the Agrytech Accelerator receiving funding, prototyping facilities, coaching, promotion in local and international markets, linkages to agri-food community and experts, and follow-on mentoring.
- Travelled to the Netherlands twice within the Agrytech program as part of the softlanding to explore new markets and new European clients study tour to connect with StartLife accelerator and international startups.



The Agri-Food Innovation Cluster

The Cluster is envisioned to be a catalyst for the Lebanese Agri-Food industries to ensure they are among the most innovative in the world.

It is a platform where both startups and existing companies in the Lebanese agri-food sector can come together and work on increasing the competitiveness of the sector and placing Lebanon back on the innovation map, both at regional and international levels.

The main advantages that companies gain from being part of a cluster are ease of access to expertise, skilled workers, input suppliers, information channels, and linkages to new markets. Ultimately, this results in improved competitiveness, as seen with different clusters around the world.

Championed by Berytech and the Embassy of the Kingdom of the Netherlands in Lebanon, the Agri-Food Innovation Cluster is being implemented with the support of Food Valley NL, one of the leading food innovation clusters in the world, with tremendous experience in developing and managing cluster organizations. The official launch of the cluster is scheduled for 2018.

The Resources Platform

The Agrytech Resources Platform is an open-access information source constantly updated with resources to help agripreneurs create, develop and grow their agri-food business.

They have access to information on:

- Trends and technological innovations in the global agriculture and food industries
- Valuable business tools to help you start, manage and grow your business
- Local and regional real-life challenges

They also have answers from Berytech's network of experts to any industry-related questions.

Agri-Food Innovation Events

Agrytech Hackathon

A 48-hour dedicated hardware and software hackathon, with access to a full electronics and fabrication facility, the first of its type in Lebanon.

What happened during the event:

The Agrytech Hackathon received over 100 multidisciplinary applicants with varying backgrounds of agriculture and food sectors, business and finance, and hardware and software engineering, who pitched 22 unique ideas, supported by our industry partners who featured Case Challenges addressing opportunities for development in their work fields. Teams were guided by 35 expert mentors from leading organizations. Up to 30 companies were engaged in the 48-hour event.



Startup Weekend Ag | Food | Water Innovation

A 54-hours event where attendees learned how to build a company over the course of the weekend.

What happened during the event

Over 40 passionate and enthusiastic participants from diverse backgrounds including engineering, agriculture, marketing, business, design, and technology, signed up for the challenge forming teams around exciting startup ideas.



Future Agro Challenge:

Catalyze innovation in food and agriculture



Berytech has partnered with Future Agro Challenge (FAC) within Agrytech’s scope to catalyze innovation in food and agriculture. This global competition targets food and agribusiness startups from various corners of the globe addressing national, regional and global challenges.

“There’s an agricultural revolution underway. And our passion is pushing the envelope until innovative and fundable food, agtech, and agriculture innovations have spread around the globe, from farm to fork and beyond.” - FAC

The competition is open for entrepreneurs with an innovative or scalable business idea or model in the agri-food innovation sector. The first place winner of FAC Lebanon earns the title “Lebanese Agripreneur of the Year” with cash grants and access to Berytech’s incubation program and the Berytech Fab Lab. The winner also receives an invitation to compete internationally at the Global Agripreneurs Summit that takes place during the Global Entrepreneurship Congress gaining access to world class mentors, investors, potential clients, and new market opportunities.

Program Partners

Future Agro Challenge Lebanon is jointly funded by the Embassy of the Kingdom of Netherlands and Berytech within the Agrytech Program.

Program Goals

- Bridge the gap between agripreneurs and the resources they need to develop their ideas and make a positive impact in the world;
- Foster a community of agro visionaries, startups, farmers, manufacturers, and distributors from countries across the world so they can start a global conversation; and
- Unlock natural capabilities by merging nature and technology to achieve an increase in food production by 70% by 2050.

Meet the 2017 Lebanese Agripreneur of the Year

STARCHY



Founder: Richardos Lebbos

Employees: 7

Concept: 100% bio-liquid product used as natural edible coating to extend shelf life of perishable products.



STARCHY

Nature Preserved

Support received from Berytech:

- Participated in the first Agrytech Hackathon and finished in 2nd place
- Joined the first batch of the Agrytech Accelerator Program and received funding, coaching, mentoring, link to experts and access to international markets
- Participated in the Future Agro Challenge competition, winning the competition and representing Lebanon in the Global Agripreneurs Summit in Turkey
- Collaborated with Wageningen University in the Netherlands to test their product and conduct more in-depth research to develop their formula.



Berytech Fab Lab: Building A Makers Community



The Berytech Fab Lab opened in October 2017 under the Agrytech program, co-funded by the Embassy of the Kingdom of the Netherlands and Berytech. It is the sole organization in Lebanon member of the Fab

Foundation, the main international authority certifying Fab Labs around the world, offering a technical prototyping platform for innovation and invention, aiming at turning ideas into prototypes.

The Berytech Fab Lab is an open-access digital fabrication lab bringing together a great community of students, professionals, artists, tech enthusiasts, entrepreneurs and makers of all backgrounds, offering top of the art machines for hardware and electronics fabrication.

The Berytech Fab Lab proposes workshops to develop makers' skills and competencies in hardware and software usage. It also gives Lebanese makers access to local and international networks of makers and entrepreneurs.

Certification: Fab Foundation

Our Tech Partners: Image systems - Bosch - National Instruments - Raidy



"To reach the final product, many iterations must be done upfront. The 3D printing service at the Berytech Fab Lab has been helpful in bringing concept designs to real prototypes, by providing fast, reliable and good quality machines. It allowed us to test, learn and improve through many iterations.

The good price, fast service and reliable results of the Berytech Fab Lab services has helped us progress at a fast pace, reaching fully functional designs, making a great impact on the development of our product.

The Berytech Fab Lab team of engineers assists in transforming your design ideas to real prototypes, which provides the community the opportunity to test, learn and iterate their designs at a very reasonable price. Their extensive experience in prototype development can help debug design problems, and assist you in the design challenges you are facing."

Ahmad Hijazi, R&D Engineer, MEACOR

Women Empowerment

Berytech has dedicated a track of activities to support women entrepreneurs in overcoming the constraints they face to thrive in entrepreneurship and in maximizing their potential contributions to the digital sector. Within this track, Berytech aims to:

- Motivate women to launch, grow and succeed in their own ventures by creating customized programs, competitions and tracks and identifying successful role models
- Influence policies towards the support of women entrepreneurs especially in the digital sector

Femme Francophone Entrepreneur Competition



Berytech has partnered with the Agence Universitaire de la Francophonie (AUF) to run the Femme Francophone Entrepreneur Competition in Lebanon for 7 consecutive years now. Every year, Berytech plays an active role in planning, implementing and disseminating the competition.

Berytech also incubates the winners for 6 months, providing them with working space, training workshops, coaching sessions and participation in other programs.

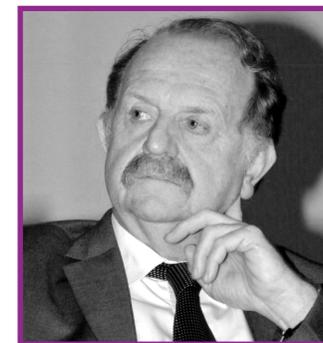
Working with women entrepreneurs has allowed Berytech to gather various insights on what women need in their journeys. It has also allowed Berytech to improve its programs year after year, providing a more a more customized support and targeted opportunities.

Project Goals

- Support two francophone women entrepreneurs in creating and growing their businesses by providing them with 20,000 euros granted by the AUF and business support and incubation granted by Berytech
- Encourage women entrepreneurs to establish innovative companies that go beyond the traditional framework
- Empower women to play a leading role of in the Lebanese economy

Project Donor: Agence universitaire de la Francophonie

Program Partners: L'Orient Le Jour, Commerce du Levant, LLWB, Lebtivity



Word from our Donor

"The Middle East Regional Directorate of the Agence universitaire de la Francophonie has been involved for some years in tackling issues related to the professional development and employability of students in its network of member institutions, a strategy that involves a significant strengthening of the necessary link between universities and the socio-economic world. Thus, issues related to the professionalization of university training, awareness

and entrepreneurship support for young Lebanese are now part of our priorities. Among the partners who support our actions on a daily basis, Berytech plays a privileged and central role for our agency by building with us many structuring projects in this field, including the Femme Francophone Entrepreneur competition co-organized since 2011 and the development of Student Entrepreneurship project in Lebanon launched in 2017. Berytech continuously puts at our disposal expertise and experience at the service of our actions and our strategy. Based on a mutual trust, the collaboration between Berytech and AUF is exemplary and breeds great successes."

Hervé Sabourin
Regional Director,
AUF Middle East

Meet one of our Winners



Founder: Therese Kayrouz

Employees: 4

Concept: An app that aims to improve the bus experience in Lebanon allowing its users to choose a destination, to receive live directions on which bus to take, where and when to wait for it while tracking it in real time.

Support received from Berytech and AUF:

- Training workshops, bimonthly coaching sessions and mentorship sessions
- Grants
- Industry connections and access to experts
- Promotion and media exposure



“Participating in the FFE competition was so much more than winning the cash prize, which was a stepping stone to execute our startup idea. Through the pre-competition trainings and workshops, we validated and tested our services by performing a detailed market research that led to very positive results. As a university student, with no entrepreneurial background, the whole experience was essential for shaping my character and business thinking as a startup co-founder. For the first time, I had the opportunity to pitch in front of a large audience and meet with key people that helped advance our work at YallaBus. The incubator program and

continuous support of Berytech were essential to us, and we still come back for tips, feedback and contacts. I highly recommend the overall experience to all women entrepreneurs, as the competition along with its mentorship, provides you with the opportunity to finally get started!”

Therese Kayrouz
Founder - YallaBus

Lebanese Women Angel Fund

Redefining the Role of Women in Business



The Lebanese Women Angel Fund (LWAF) is an impact initiative redefining the role of women in business beyond social and economic boundaries, empowering women to become seed investors.

A partnership between IM Capital and the Lebanese League for Women in Business, LWAF gathers 23 women in a class and take them through a ‘learn & earn’ methodology consisting of education and investment.

Education wise, enrolled women enhance their know-how through training opportunities via a curriculum covering all aspects of angel investing, delivered via educational videos, webinars, and in-person sessions by international expert business angels and coaches. Training topics include early-stage investing overview, investor portfolio returns and liquidity, company valuation, deal terms, financials, due diligence, impact investing, investing strategy, follow-on rounds, and exit investments.





Investment wise, and so as to democratize angel investing and make it accessible to women from all walks of life, multiples of \$10,000 entry tickets are pooled from every participant and placed into a Special Purpose Vehicle (SPV) with investment tickets in a range of \$40K-80K.

LWAF also has an education track to benefit women entrepreneurs. Women business owners are pre-screened and prepared to pitch in investment meetings organized every 6-8 weeks, whereby 3 to 4 women entrepreneurs present their businesses. By the end of the year, 3 to 4 investments are made using a portfolio investment approach.

Beneficiaries include enrolled women investors on the one hand, as well as entrepreneurs of SMEs registered in Lebanon on the other, namely women entrepreneurs. Also to be noted is that jobs are directly created by angel investments in the businesses.

LWAF's objective is to make investment decisions and offer companies coaching and mentorship, networking opportunities, and access to follow-on funding and/or matching capital from IM Capital.

WeHubs

Support for Female Entrepreneurs



In 2016, Berytech took part in WeHubs, an EU project whose objective was to provide support to female entrepreneurs with the aim of increasing their participation in web enterprises. The result of this effort is the WeHubs Network, the first European community that connects business ecosystems and provides them with the tools and resources needed to support women working in the digital sector.

The project piloted six hubs in France, Germany, Greece, Lebanon through Berytech, Norway and the UK and was a front runner in the field of opening doors to women entrepreneurs.

Project Goals

- Encourage women to start their own venture, think about new projects, and help them launch projects and startups.
- Influence policies towards the support of women web entrepreneurship.

Project Activities

1 Berytech was specifically responsible for producing eight success stories of roles models in order to inspire other women to become entrepreneurs in the Web or Tech sector. Berytech worked in communicating and disseminating them as part of the overall communication strategy.

The entrepreneurs interviewed included:

Mariuccia Teroni Founder, Chair and COO of FacilityLive

Marie Amigues Founder and CEO of Altagram

Marie Kjær Hansen, Plan Penny

Foteini Valeonti Founder of USEUM

Tara Nehme Founder of Tickle My Brain

Soraya Gabit CEO & Founder of Inocrowd

Paula Higgins Founder of HomeOwners Alliance

Aurore Belfrage Founder of Busy Bee Venture



2 Berytech also provided analytic reports related to women and the digital economy. It built on existing studies to create a better understanding of the what female web entrepreneurs need and how these needs were being met – or not being met – by local business ecosystems. Through these reports, Berytech developed a strategy for engagement and sustainability that ensures a wider application of the WeHubs model.”

3 Berytech was an active member in setting up the Business Plan Competition, disseminated the competition and supported many Lebanese participants in applying. Layal Joubran, founder of Moubarmij, made it to the final pitch in Brussels in November 2016.

4 Berytech also worked to mobilise local coaches and mentors and match them with aspiring female entrepreneurs. In promoting the WeHubs platform, Berytech ensured that local Lebanese entrepreneurs took full advantage of the available resources, mentoring tips, webinars and videos.



Hosted & Supported

Berytech provides entrepreneurs with hosting facilities while serving their needs in terms of space, infrastructure and value-added services.

This allows them to grow within its community and build interconnected networks of like-minded innovators.

It also gives them the chance to exchange expertise and knowledge.

Berytech has built an ever-growing community of entrepreneurs encompassing all those that have been hosted, funded, or supported at any point throughout Berytech's journey.

Berytech provides entrepreneurs in its community with an access to:



Three Innovation Parks in strategic locations in Lebanon with a total of more than 12000 sqm of built up area



Smart infrastructure and facilities including a fully equipped fabrication lab for hardware and electronics prototyping



A dedicated co-working space and environment



Community events fostering collaboration and BtoB opportunities



Local, regional and international network of experts



Corporate partnerships and international programs



Networks and business connections

Numbers

By the end of 2017, the Berytech Innovation Parks included:



12k+
sqm of built up area



14
meeting facilities



129
companies hosted across 3 sites



644
persons working in the 3 sites



31
incubatees

Members of the Berytech community, including hosted tenants and alumni, have access to all the programs, competitions, networks and resources that Berytech offers. These translate into opportunities for these startups to build their knowledge, grow and expand their markets and receive grants and funds.

Top 3 reasons why our tenants chose Berytech to host their startup:



Accessibility of the location



Access to entrepreneurial ecosystem and community



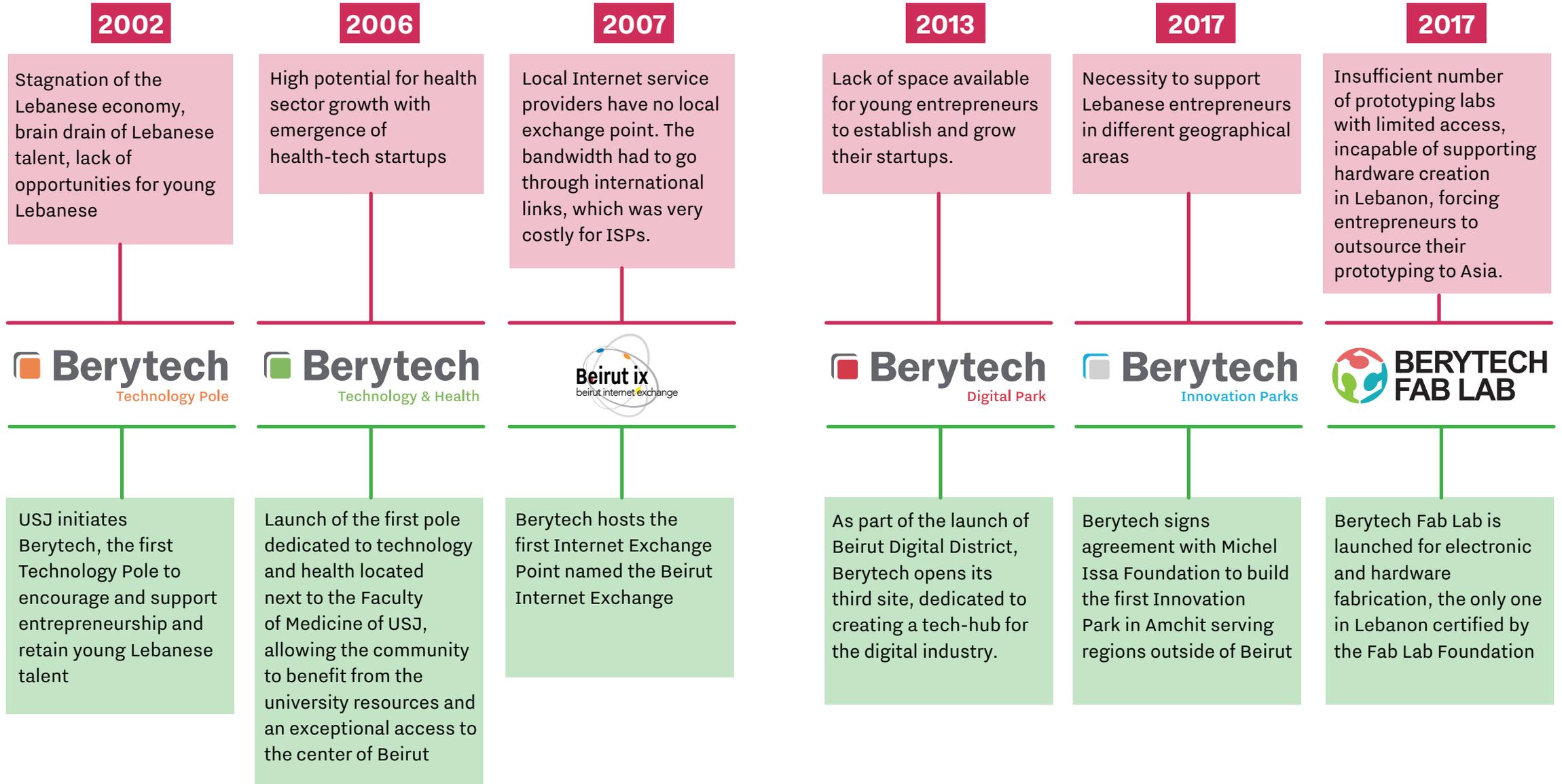
The managed services

“Being part of the Berytech co-working space allowed better exposure for my work and my company which generated new business endeavors and new deals. It gave me access to new social and business connections and to new opportunities.”

Patrick Kass-Hanna
Founder, Emagine

Innovation Parks & Facilities

Berytech currently runs 3 sites in Lebanon serving entrepreneurs in the greater Beirut Area.



Numbers

By the end of 2017, the Berytech Innovation Parks included:



12k+
sqm of built up area



14
meeting facilities



129
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Accessibility of the location



Access to entrepreneurial ecosystem and community



The managed services

Meet a Current Tenant

TOWBE



Founder: Naim Nasreddine

Employees: 7

Concept: Breakdown service app for cars, motorcycles and boats

Support received from Berytech:

- Part of the co-working space community
- Access to training workshops
- Support in recruitment and in business planning
- Finalist of The Startup Booster Track 2017 which will provide him with a set of customized mentoring and support throughout 2018
- Part of the Startups mentored by coaches from Confideo Venture Mentoring by IM Capital
- Accessed investor network and raised funds through Berytech's network
- Promotion and media exposure



"We joined the Berytech community by first moving into their co-working space in Mathaf which opened a lot of doors for us. In November 2017, we were among the five finalists of 'The Startup Booster Track', organized by Berytech in partnership with The Next Society. That's when Mr. Maroun Chammas noticed us, and became an angel investor. In total, we personally invested \$200,000 and raised some more. I don't know if any of this would have been possible without Berytech. It's a huge accelerator. There are still hurdles created by traditional businesses which prevent small innovative enterprises like ours from going further. We need to change that and Berytech gives entrepreneurs like myself the opportunity to make our ideas come true."

Naim Nasreddine
Founder, Towbe

Meet a Previous Tenant

KAMKALIMA



Founders: Siroun Shamigian & Nisrine Makkouk

Employees: 7

Concept: Web-based learning platform that helps students develop language and communication skills in Arabic and gives teachers superpowers to accelerate the journey

Support received from Berytech:

- Part of the coworking space community at their early stage
- Access to training workshops, business advisory and support in recruitment
- Part of the startups mentored by coaches from Confideo Venture Mentoring by IM Capital
- Accessed investor network and raised funds through IM Capital
- Promotion and media exposure



"In 2014, having just won the award for Best Women-led Project in ideas track for the MIT Business Plan competition, we rented a desk in the co-working space at Berytech in BDD. It was there that we met the Berytech team, who played, and continue to play, an instrumental role for Kamkalima. From guiding us to beneficial workshops to connecting us to the right players in the ecosystem, the team never failed to respond to any need or question we had. It was during our time at Berytech that we met our first lead investor, IM Capital, entered the UK Lebanon Tech Hub's international accelerator program, and officially launched Kamkalima. Nisrine and I will always be grateful for the initial support that the Berytech community provided us"

Siroun Chamigian
Founder, Kamkalima

Support & Exchange

Building a thriving community is at the core of creating successful startups. The power of the Berytech community is in its members who are engaged in exchanging knowledge and building strong networks.

Corporate Partnerships

We've partnered with key organizations, multinationals and companies to offer our tenant community value-added services and products with exclusive discounted packages to boost their business.



AMAZON WEB SERVICES

We've partnered with Amazon web services (AWS) to provide startups with the low cost, easy to use web-hosting infrastructure needed to scale and grow any business with many exclusive advantages.



MICROSOFT BIZSPARK

Microsoft Bizspark is an exciting program specifically designed to provide early stage Startups with software, support, and visibility to help ignite their success.



MAGNITT

This listing platform will make it easier for your startup to connect to Angel Investors, VCs, Mentors and Co-founders in the MENA region.

Events Shaping Our Community

The NEXT SOCIETY Elevator Roadshow

Launch of the Next Society program in Lebanon, panel discussion on shaping innovation in the Mediterranean and workshops in the context of the program.

What happened during the event

Over a hundred professionals and experts – representatives of public institutions, entrepreneurs, investors and innovation support networks from Lebanon, the MENA region and Europe, gathered to exchange views on the activities implemented by the initiative, which aim to accompany change in the region by placing the private sector at the core of the dialogue.

Refugee Code Week

DOT Lebanon, SAP, Refugee Code Week and Berytech partnered for a series of Refugee Code Week Coding Skills - Train the Trainer workshops that were given to teachers and caregivers to be able to teach youth how to code.

What happened during the event

Workshops took place over one weekend and trainers from across several Lebanese organizations participated. 90-minute coding workshops covered basic and advanced levels and gave hands-on knowledge to empower children from ages 8 till 17 with digital literacy. The workshops took place in Berytech Mathaf and Berytech Mar Roukoz and were done to prepare for the refugee code week where these trainers can teach young refugees how to code.



A Talk with Nagi Salloum

Nagi Salloum, CEO and Co-founder of loomni.com and one of Silicon Valley's top growth expert gave a public training to more than 70 attendees.

What happened during the event

Nagi discussed critical startup mistakes to avoid, explaining what every startup is getting wrong about growth and what to do instead, focusing on 5 ways startups could be destroying their own business without knowing it.

Power talk by Cameron Gibbs

Cameron Gibbs, Co-founder and COO of NOKE, a U.S. hardware Startup and one of the most advanced hardware and software solutions for access control and asset tracking, gave a talk to the Berytech community.

What happened during the event

Gibbs discussed the dynamics of his startup in the software and hardware industry and talked about his exciting journey. He explained the best practices to manage and analyze users and grow your business, acquire the best solutions that will keep your team, building and assets safe, and explore how to cater these security solutions to suit your business's needs.

Berytech Community Signs with Alumni Central

Berytech signed an agreement with Alumni Central announcing their collaboration. The collaboration brings new business connection opportunities to the Berytech community as the Alumni Central platform connects Lebanese fresh graduates worldwide to international entry-level job opportunities. The collaboration will focus on co-hosting events with high-value guest speakers, in addition to adding valuable experts, coaches and mentors to join Berytech network and support entrepreneurs.

Berytech Sports Challenge

A tournament for teams that were formed from tenants of the 3 sites competing in football and basketball.

What happened during the event

Over the period of one month, 14 teams competed through different levels to reach the finals of the tournament that culminated in 2 final winners for each activity. The activity reinforced relationships between the different members of the community who took part in the challenge.

Christmas Gift Drive

The Berytech community was able to raise money and over a hundred gift for the children of a local NGO, Auxilia.

What happened during the event

Boxes were set out in each of Berytech's 3 different sites. The boxes filled up with gift donations throughout the month of December while the community members contributed with cash donations during the Christmas parties.



Berytech Alumni

Life After Our Programs

Berytech alumni, whether hosted or supported, have a lifelong membership to the Berytech community. For the below survey we reached out exclusively to the alumni who have successfully completed our programs since 2015. Here's how they are doing today.



31

Startups Graduated from our programs since 2015



100%

of Our 2015-17 Alumni are still active



\$856k

Revenue Generated



\$490k

Received in Loans



\$1.53M

Investments Raised



13

New Companies incorporated out of 31 alumni supported



147

New Jobs Created



\$682k

Grants Received

Source: 2015-2017 Founder survey

Excludes portfolio companies from Berytech Fund I, Berytech Fund II, or IM Capital.

Meet Our Alumni

NAR



Founders: Nicolas Zaatar & Charly Khoury

Employees: 5

Concept: Raven AI, an AI platform to automate aerial inspections.

Support received from Berytech:

- Training workshops, coaching and mentoring, part of the 1-year incubation program
- Grants and access to investor network
- Semi-finalist of GSVC 2015, NAR pitched in Paris at the Regional Semi-finals
- Promotion and media exposure
- International visibility and access to international networks

BILDITS



Founders: Rayan Barhouche & Wael Saade

Employees: 6

Concept: Miniature construction kit for kids between ages of 12 and 17 that introduces the real process of construction.

Support received from Berytech:

- Training workshops, coaching and mentoring, part of the 1-year incubation program
- Grants and industry connections
- Winners of the Mount Lebanon Youth Competition
- Promotion and media exposure

ESSMAK



Founders: Stephanie Hanna

Employees: 3

Concept: Online platform that allows the customization of washable and durable labels for kids' belongings, aiming to facilitate a parent's life.

Support received from Berytech:

- Training workshops, coaching and mentoring, part of the 1-year incubation program
- Grants and industry connections
- Winner of the Femme Francophone Entrepreneure competition in 2015
- Promotion and media exposure



“Entering the Femme Francophone Entrepreneur competition organized by Berytech and AUF was certainly the best decision I ever made for my business: Berytech gave me the push I needed to really take Essmak to a whole new level. They validated my business model, gave me advice, directions and advised me to get funding from the Kafalat loan and the Kafalat iSME programs to expand my business further. They also introduced me to the right service providers such as web developers and social media marketers. Berytech has been and is still a great partner for Essmak.com by providing direction, experience and knowledge. Three years after the FFE competition, I continue to enjoy the benefits of Berytech network and for that I am really grateful.”

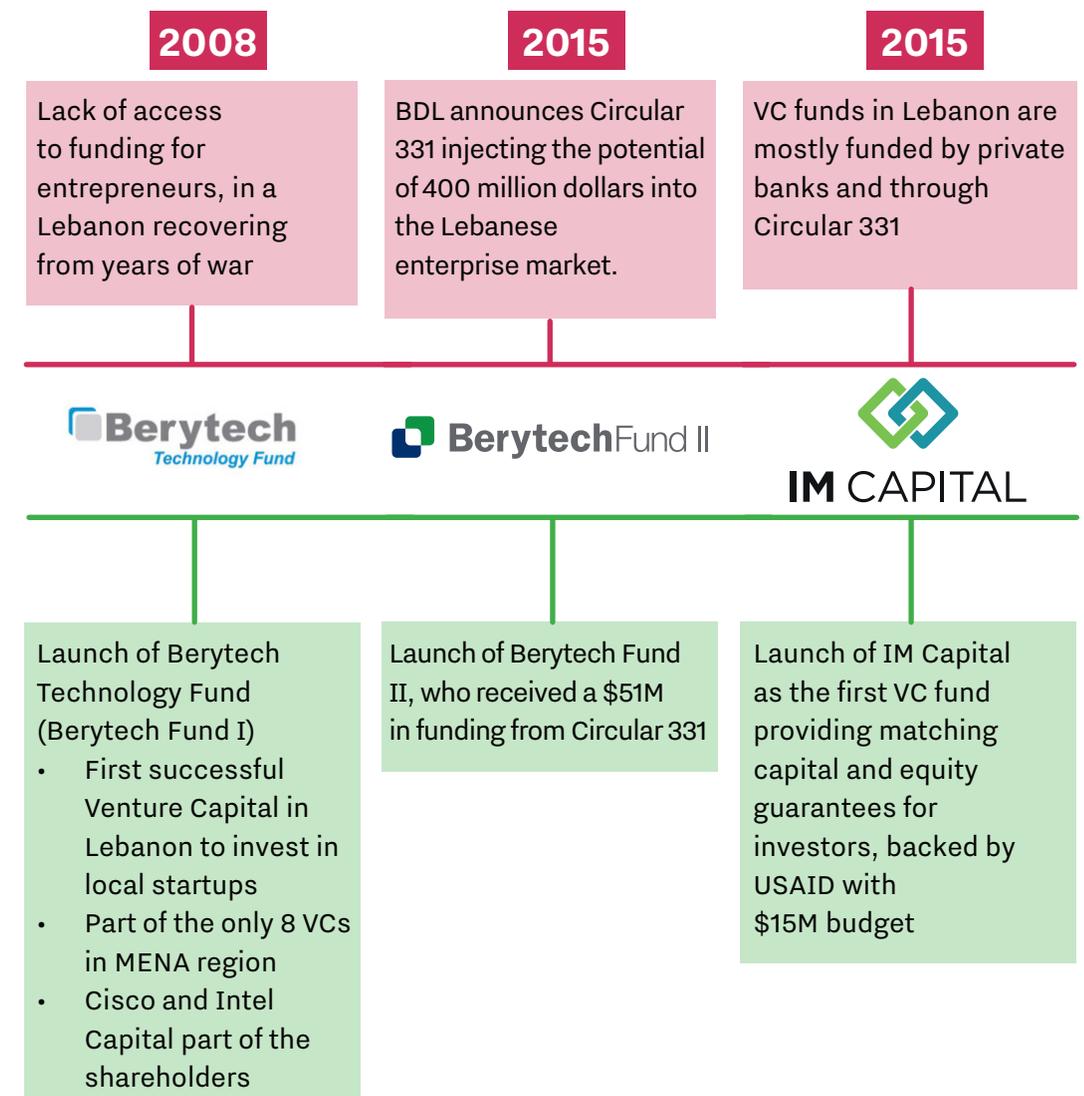
Stephanie Hanna
Founder, Essmak

Funding

Berytech has established 3 funding entities with the main objective of facilitating access to the right type of funding and investors, while stimulating investment by co-financing and guaranteeing capital. Beyond capital, the funds also bring in the vast experience of their teams in technology and innovation increasing survival rate and mitigating investment risks.

Berytech's funds provide:

- Funding options for early-stage, small and medium size businesses
- Venture capital, matching capital and equity guarantees
- Grant disbursements through specific incubation programs
- Support programs for investors and entrepreneurs



Berytech Technology Fund

Invest in Early Growth

Berytech Technology Fund is a startup fund whose mission was to invest in early growth Lebanese ICT companies with proven commercial viability in exchange for equity ownership.



“We had the operational experience to nurture the right management team to make the vision a reality, helping fast growing companies avoid pitfalls. We offered vision, imagination, experience and a network of contacts across the globe through our F und partners.”

Sami Beydoun,
Managing Partner,
Berytech Technology Fund

Creation date: 2008

Investment focus: Information, Communication, Technology

Startup profile: Early growth startups

Value of funds managed (private origin): \$6M USD

Companies currently in portfolio: 5

Exits: 4

History

Berytech Technology Fund was founded in 2008, part of an ecosystem focused on enterprise development and which started in 2002 with the establishment of Berytech.

In the fulfillment of its mission, Berytech realized the need for providing equity financing to entrepreneurs. This led Maroun Chammas to bring the idea to successful fruition by assembling both a prominent group of investors who shared the vision of Berytech to support entrepreneurship in Lebanon, and a professional team to manage the investment.

Thanks to the Fund’s ties to the support structure of Berytech, it enjoyed access to a pool of business practitioners, academic experts and seasoned entrepreneurs, as well as to an array of business development services encompassing training, coaching, and access to further funding and to a wide network of local and global expertise.

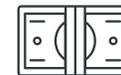


“Berytech’s involvement in the SME sector allowed it to identify a market need for small-scale early investment as well as a level of professional direction. We responded to this need by establishing the Berytech Technology Fund.”

Maroun N. Chammas,
Chairman & CEO,
Berytech

Investment

The fund invested \$6M in 15 companies with portions ranging from \$100,000 to \$1,200,000 per transaction. To help its portfolio companies grow, the fund called on its shareholders and a vast array of worldwide contacts to bring in the necessary expertise which could be technical, marketing, networking, management, and corporate governance.



Invested \$6M



in 15 companies



ranging from
\$100,000 to
\$1,200,000

Meet 2 of Our Portfolio Companies

CARDIO DIAGNOSTICS

CardioDiagnostics  Founder: **Ziad Sankari**

Concept: Cardio Diagnostics is a data analytics software attached to a heart-monitoring device that monitors patient heart activities over a period of one month, and send live details remotely to a monitoring center. Established in U.S.A. with global R&D offices, the company develops proprietary technologies for wireless monitoring of cardiac patients.

DERMANDAR



Founder: **Elie-Gregoire Khoury**

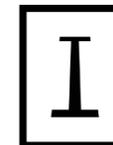
Concept:

Dermandar is a Lebanese company specialized in digital image technologies. Their most renowned products are the DMD Panorama which helps the user create and share panoramic images blazingly quick with a fully automated capture system and the photo stitch software that produces panoramic pictures and live 3D, 360 degrees video.

Portfolio



Dermandar



Instabeat

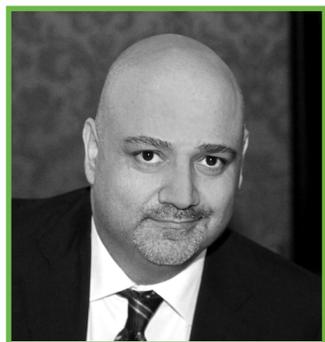


Berytech Fund II

Invest in Small & Medium-sized Lebanese Enterprises

Launched by Berytech in 2015, Berytech Fund II is a US\$51 million Venture Capital Fund. The funds were received from major banks in Lebanon under Intermediate Circular 331 issued by the Central Bank, an initiative that has played a massive role in the activation of the entrepreneurial ecosystem in Lebanon. This fund comes following the extensive support provided by Berytech in the successful building, promotion and management of an ecosystem for startups and growing companies.

The Fund's objective is to invest in small and medium-sized Lebanese enterprises with high growth potential, high human added-value and that fall in the scope of the knowledge economy. The Fund targets mainly startups in the acceleration phase and that have the ability to scale up seamlessly.



"We are very proud to have obtained the trust of 19 major banks and financial institutions. The fund aims to contribute to the continuous development of the innovation ecosystem in Lebanon, and deploys, together with its founders and sponsors as well as its investment committee, every effort to achieve this goal."

Paul Chucrallah,
Managing Partner,
Berytech Fund Management

Creation date: 2015

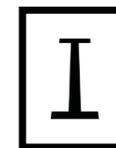
Investment focus: Information, Communication, Technology, Digital Content, Industrial & Product Design, Fashion, Renewable Energies

Startup profile: SMEs / Startups in acceleration

Value of funds managed: \$51M USD

Companies currently in portfolio: 18

Portfolio



Intermediate Circular 331

An initiative by Central Bank of Lebanon, it allows Lebanese banks and financial institutions to invest in Lebanese startups in the knowledge economy and to help them grow their businesses, with 75% of the banks' investments guaranteed by the Central Bank.

Meet 2 of Our Portfolio Companies

BAND INDUSTRIES



Co-Founders: Hassane Slaibi & Bassam Jalgha

Concept: Band Industries is a music technology startup building the next generation musicians' toolkit. Their most renowned product, Roadie Tuner, is an automatic guitar tuner that is both quick and easy to use and three times more accurate than the human ear. Roadie adds

new dimensions to music-making by allowing you to freely experiment and save alternate custom tunings.



"Mid-2016, Berytech came on board as a first investor, with a seed investment of \$1.5 million. Berytech Fund II's investment allowed us to grow our team, to work on the second generation of our products, to increase our marketing operations and expand internationally."

Hassane Slaibi
Co-founder,
Band Industries

MEACOR



MEACOR

Founder: Toufic Azar

Concept:

Meacor is a biotechnology startup developing a novel catheter that enables the accurate positioning and attachment of an implant around the mitral valve annulus (ring) through a minimally invasive approach that aims at reducing the area of the valve and stopping regurgitation.

The current treatment of MVR is a surgical repair through open heart surgery, whereas the proposed treatment by Meacor involves the repair of the valve via heart access through a tube (catheter) inserted from the groin.

The company plans to continue product development at university-sponsored research facilities at both McGill University and the American University of Beirut, using research equipment and guidance from Assistant Professor Dr. Anwarul Hasan - expert in Bioengineering, Chemical Engineering and Mechanical Engineering.

Insure & Match Capital

Alleviate and Contribute to Job Creation



IM CAPITAL

Insure and Match Capital (IM Capital), a fully-owned subsidiary of Berytech Foundation, was awarded the management of Middle-East and North Africa Investment Initiative (MENA-II) funded by USAID in 2015, to help alleviate the region's high unemployment rates, contribute to job creation, and ensure sustainable social development and economic growth.

IM Capital provides matching capital, equity guarantee, and support programs to a broad range of qualified early-stage business and investors in Lebanon. Initiatives include Confideo Venture Monitoring to help guide early stage businesses in Lebanon as they grow and attempt to attract additional capital and Seeders Master Class for Business Angels aimed at building the investment readiness of novice angels.

Creation date: 2015

Investment focus: Multi-Industries

Startup profile: Early Stage Businesses

Value of funds managed (private origin): \$15M USD

Companies currently in portfolio: 15

Offers: matching capital, equity guarantee (for institutional and angel investors), support programs for entrepreneurs



"MENA II is helping facilitate early-stage fundraising as well as leveraging the existing investors and funds; this equity guarantee scheme is an innovation in Lebanon."

Dr. Nicolas Rouhana
General Manager,
IM Capital



"The United States is pleased to support entrepreneurship and business startups in Lebanon. Through this initiative, we provide more business and employment opportunities for young people in Lebanon, allowing them to stay and make a difference in their country."

David Hale
Former U.S. Ambassador to Lebanon
during the official launch

Meet 2 of Our Portfolio Companies

TAQABAR



Founder: Soumaya Merhi

Concept: Taqa is a wheat-free, vegan, and GMO-free bakery dedicated to making local and healthy snacks for active lifestyles

“Soumaya is a passionate entrepreneur who understands her business,” says Dr. Nicolas Rouhana, General Manager at IM Capital. “She understands the healthy food industry, she has mastered her recipes. At IM Capital, we support the agri-food industry because it is one of the pillars of the Lebanese economy. That’s why we decided to invest in her business. Taqa has a high potential for job creation, as well as for local, regional and even international expansion.”

Through IM Capital, Soumaya joined Confideo, a mentorship program that allows her to meet four business mentors every month.

“It’s one of the most effective tools I received from all this,” says Merhi. “It has helped me with both my business and personal growth.”



ELEMENT^N

elementⁿ

Concept:

Element'n (ELN) is a specialized software house incubated within the Berytech system founded in 2003. With the early signs of the IoT market explosive growth, the company was able to identify a perfect fit for its platform in the spectrum of cloud services needed to cater for IoT solutions where it could leverage the decade long investment in the technology platform.

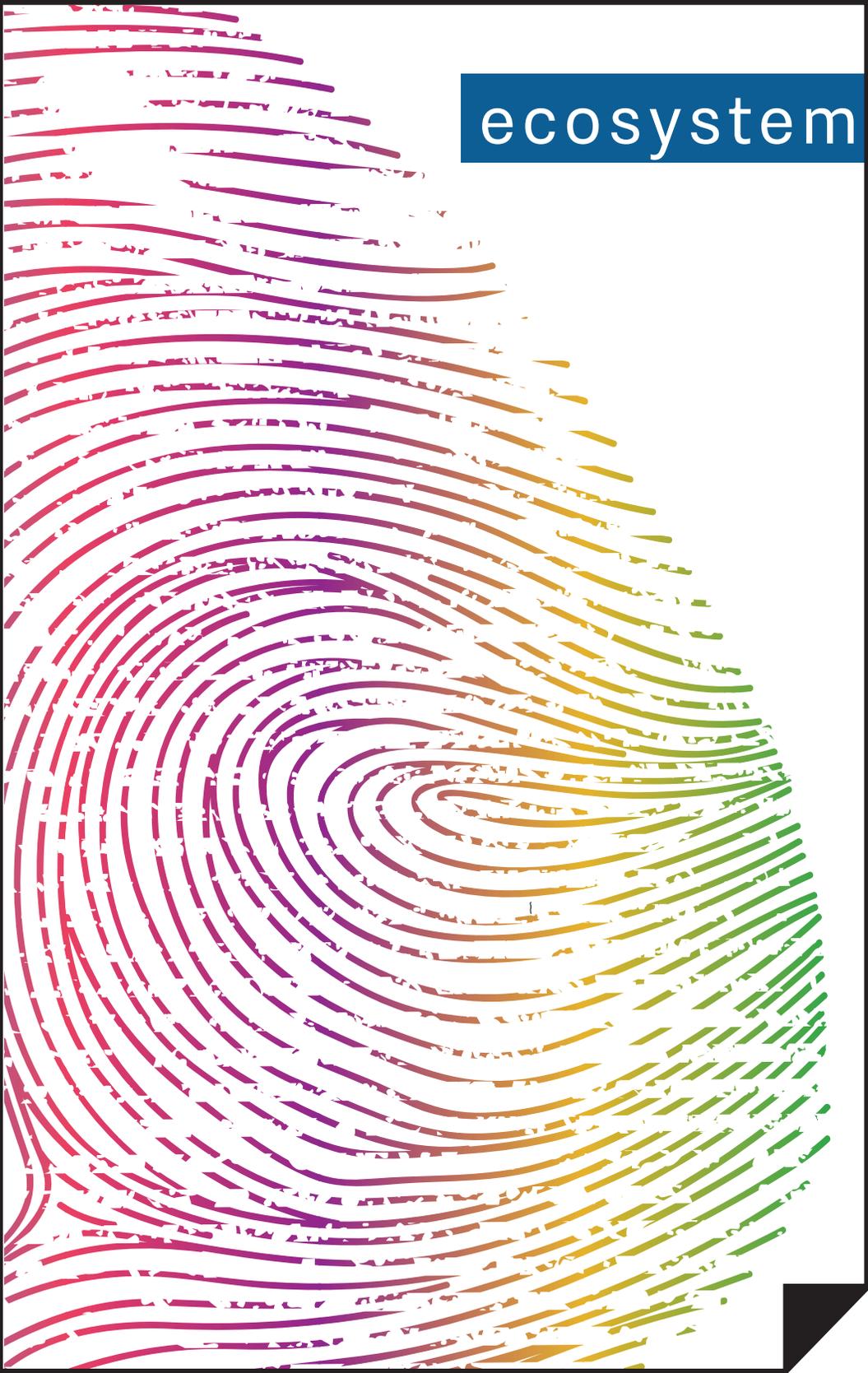
The product was fine-tuned to the IoT and Big Data needs and relaunched as Scriptr at the SXSW show in Austin in March 2015. Scriptr is a platform that connects the hardware to the cloud and enables developers to write the backend code that creates business logic for the devices (or system of devices).

The company has so far met several of its set objectives including Launching the business expansion phase of Scriptr in the U.S., by hiring the necessary executive team and deploying necessary market development budgets as well Reinforcing the company's internal situation



Portfolio





ecosystem

Building All-Inclusive Ecosystems

Berytech's role is multifold in building an all-inclusive ecosystem for its own entrepreneurs while contributing to the growth of the Lebanese entrepreneurial ecosystem in general. It has helped shape the cultural norms of the society in accepting and supporting the concept of entrepreneurship, while its different activities continue to push new avant-garde concepts.

Berytech serves as a nucleus in connecting different stakeholders in the ecosystem and it strives to influence policy-makers and legislating bodies to issue laws that benefit the ecosystem.

Berytech has succeeded in:



Creating strategic connections & international partnerships & affiliations



Connecting different pools of experts in the ecosystem: business angels, mentors, cluster managers, technology transfer managers, innovators and researchers

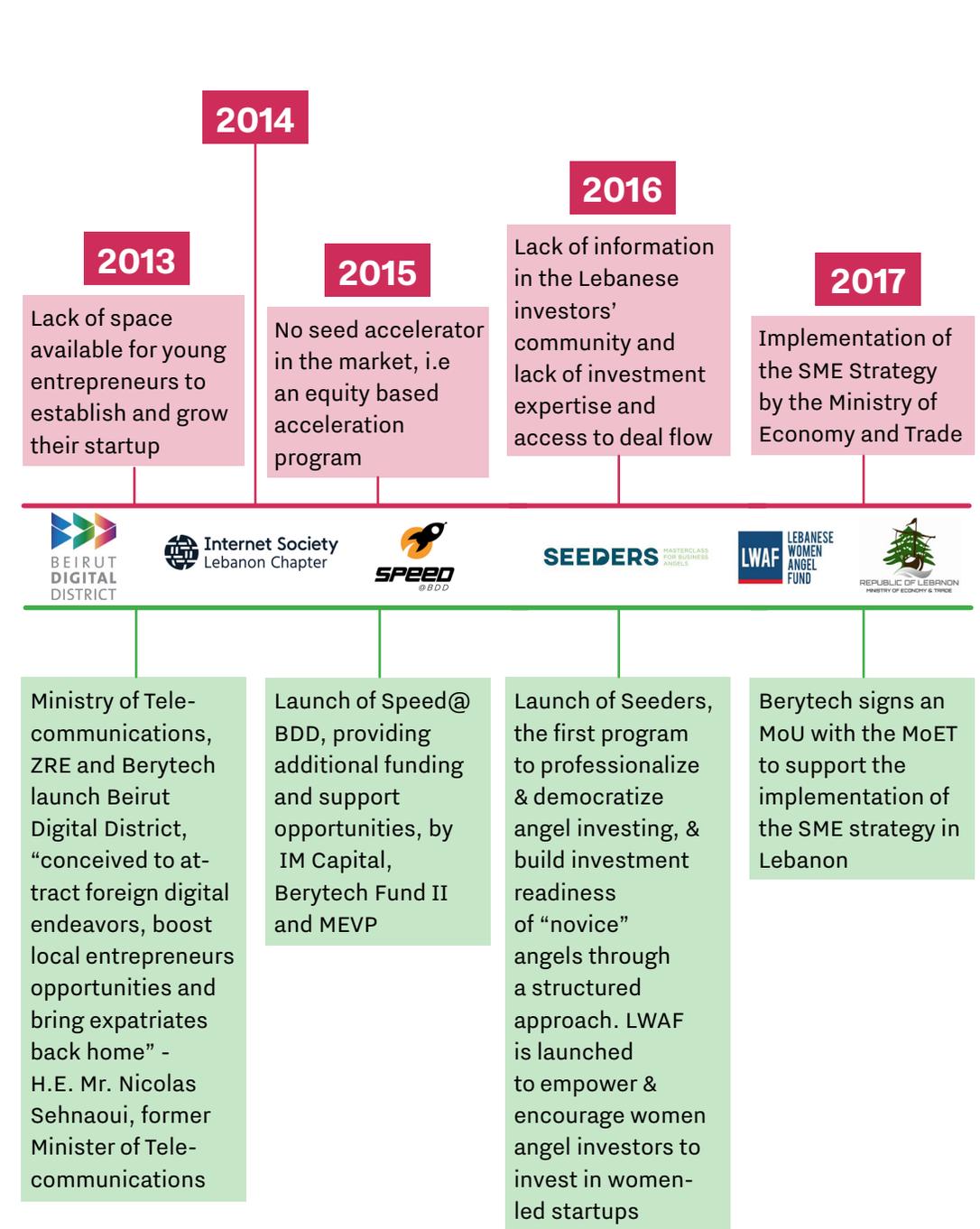
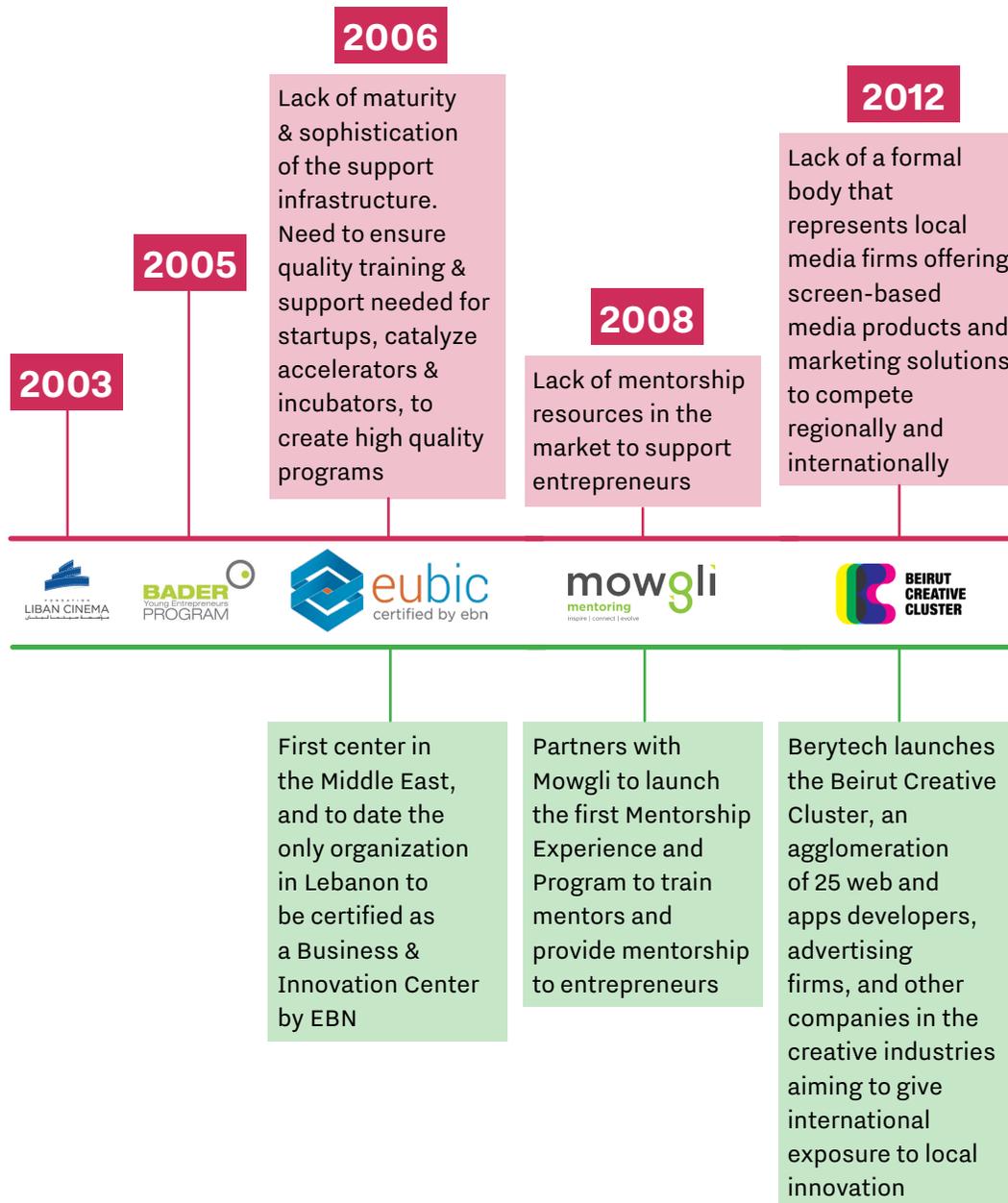


Collaborating with the Ministry of Economy and Trade to set and implement a national strategy to support SMEs



Partnering in creating organizations, programs and accelerators to serve the Lebanese entrepreneurial ecosystem

Shaping the Ecosystem



Ministry of Economy and Trade SME Strategy

Berytech is an active player in the Ministry of Economy and Trade SME Strategy roadmap to 2020. The graph details the activities and programs (highlighted in blue) that Berytech manages under the different objectives in the set strategy.

EVOLVING BUSINESS LEADERS

Manage mentorship networks	Establish a women-friendly business environment
Confideo Mentorship program through IM Capital	Create women-centric programs & competitions: WeHubs / FFE / LWAF

FACILITATE THE RIGHT FUNDING

Broaden Circular 331 & Introducing Angel Investing	Attract top tier VC / PE and Angels
Create Berytech Fund II Create IM Capital	Seeders Angel Network Create LWAF

DEVELOP A CONDUCIVE BUSINESS ENVIRONMENT AND NATIONAL INFRASTRUCTUR

Upgrade IP framework and patent process
Conduct the Technology Transfer workshop part of the activities of the Next Society dedicated to Technology Transfer

ENSURE COHESIVE AND EFFECTIVE COORDINATION

Focus efforts on an industry
Develop industry specific programs such as Agrytech for Agri-Food sector, and incorporate 5TOI for Clean Technology

ENHANCING CAPABILITIES AND INNOVATION CAPACITY

Develop clusters with competitive capabilities
Co-created Beirut Creative Cluster Develop the Agri-Food cluster through Agrytech program Link industry to academia Incorporate programs such as The Next Society and 5TOI, destined to improve R&D and innovation

Berytech in the Ecosystem

<p>SPACES </p> <p>Alt City - BDD Berytech Co-working 961</p>	<p>FUNDING </p> <p>Berytech Fund IM Capital - MEVP Leap Ventures - B&Y Saned Partners</p>	<p>FINANCIAL INSTITUTIONS </p> <p>Central Bank Top Lebanese Banks Kafalat</p>
<p> ACCELERATORS/ INCUBATORS</p> <p>Speed @ BDD Berytech Flat6labs UK Lebanon Tech Hub</p>	<p> SUPPORT UNITS</p> <p>Bader Young Entrepreneur Program Endeavor Lebanon Lebnet Berytech Beirut Creative Cluster</p>	<p> MEDIA/PROMOTIONS</p> <p>Arabnet BDL Accelerate Entreprenergy Startup Megaphone StepFeed Wamda</p>
<p>STARTUPS </p> <p>Approx. 50</p>		

Source: Banque du Liban

Ecosystem Events

Berytech was created in response to the need for creating a startup scene and a conducive ecosystem for entrepreneurs in Lebanon. Since then, this has been met with dozens of initiatives conceived to meet all the entrepreneurial needs. Berytech has collaborated with these initiatives to rise with the ecosystem.

Entrepreneurs Forum

In May 2009, Berytech organized the Berytech Entrepreneurs Forum with the support of the Mohammed Bin Rashid Al Maktoum Foundation (MBRF). The event was specifically designed to help existing or aspiring entrepreneurs make contacts, start a business or take an existing business to the next level.

The forum comprised of an exhibition area of more than 50 exhibitors, free seminars and activities on entrepreneurial best practice from Lebanon's leading business practitioners, one-to-one counseling sessions, a pitching competition, as well as speed networking sessions.

BDL Accelerate

BDL Accelerate 2016 presented a significant lineup of local and international speakers, 20,000 attendees, 9 stages and 12 tracks.

During the event, Berytech Group launched its 15th year with a series of 15 'Power Talks' and 15 'Quickshops' featuring 15 successful entrepreneurs and 15 mentors and experts from its community. The sessions were meant to be flash lessons in the startup world for the attendees of the BDL Accelerate who passed by the booth, and also got the chance to meet the Berytech, Berytech Fund and IM Capital teams who answered all their questions.

Arabnet

Berytech took part in the ArabNet Beirut 2017, the longest running digital event in the Levant, that brought together more than 80 speakers and 1,300 digital professionals and entrepreneurs to discuss the latest opportunities in web and mobile business. The Berytech, Berytech Fund II and IM Capital teams were present at the conference to answer questions on funding, business support and entrepreneurship.

Lebanese SME Forum

Berytech took part in this national day for small and medium sized enterprises organized by the Ministry of Economy and Trade to address SME needs and challenges, involving relevant players on the national and regional levels. The overall goal of the forum was to enhance synergies between constituents of the SME environment in Lebanon in order to forge a better business environment.

HUSTLE
EAT
SLEEP
REPEAT



FOCUS

**IMPACT
REPORT**

2018

A Year in Review

Berytech partnered with the United States Agency for International Development (USAID) to offer customized technical assistance to local businesses through the Lebanon Enterprise Development (LED) project.

Berytech continued with The Next Society Program in Lebanon organizing several activities.

As the local partner of the H2020 European Union-funded 5TOI_4EWAS project, Berytech led on several events proposing a radically new way to generate and encourage innovation and research in the fields of water, energy and food in the region.

One year into the Agrytech accelerator, Batch 1 finished their incubation period and 14 teams from Batch 2 got selected to join the second phase of the accelerator.

Berytech played a role in the launching of The Lebanese Venture Capital and Private Equity Association bringing together a number of major players active in fund management in Lebanon, including sister companies Berytech Fund II and IM Capital.

Berytech was granted the management of The Maroun N. Chammas Recognition Award – conceived to stimulate, recognize and reward technology innovation and excellence in sports in Lebanon

Impact: Focus on 2018

This report showcases the impact of Berytech’s activities in supporting startups, creating a nurturing ecosystem for entrepreneurs and propagating entrepreneurship in Lebanon with a specific focus on the year 2018.

Source: 2018 Founder Survey

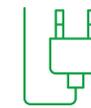
We conducted a survey reaching out to all the founders that have been supported through Berytech programs managed in 2018, including incubatees from 2017 with active support in 2018 and startups supported in 2018.



119

Startups Supported

Through our acceleration, incubation, programs and competitions



\$1.5M

Revenue Generated

As reported by 30 active startups that Berytech supported in 2018



23

New Companies Incorporated

Of the startups that Berytech supported, 23 reported getting incorporated in 2018



\$160K

Received in Loans

As reported by 30 active startups that Berytech supported in 2018



\$2.72M

Investment Raised

As reported by 30 active startups that Berytech supported in 2018



8

Programs Managed

With local and international partners

Note

Numbers by those who reported back.

**71**New Jobs
Created

As reported by 30 active startups that Berytech supported in 2018

**\$853K**Received in
Grants

As reported by 30 active startups that Berytech supported in 2018

**190**Unique Entrepreneurs
Supported

Through Berytech programs, trainings and related activities

**111**Trainings
and Workshops

Managed by Berytech's Business Support and Development Department

**105**Hosted
Companies

Throughout the Berytech 3 sites in 2017

**26**Community
Events

Organized by Berytech

Memberships, Accreditations & Certifications

Berytech has been certified by international organizations and has international memberships offering entrepreneurs in the community access to global support networks. New memberships and certifications were received in 2018.

GODAN



Berytech joined the Global Open Data for Agriculture and Nutrition (GODAN) network, benefitting the Agrytech Program within its Resources Platform which promotes the transfer of knowledge related to the smart agri-food sector to the widest audience interested in launching their venture in this field. The GODAN initiative seeks to support global efforts to make agricultural and nutritionally relevant data available, accessible, and usable for unrestricted use worldwide. The initiative focuses on building high-level policy and public and private institutional support for open data. Through GODAN, Berytech joins over 600 partners from national governments, non-governmental, international and private sector organizations around the world



UBI GLOBAL

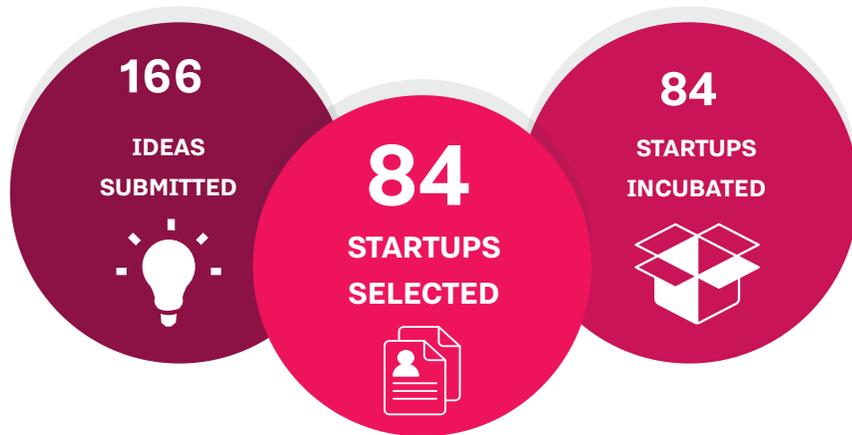
Berytech was voted Top Challenger MENA 2017 – 2018 at the World Incubation Summit 2018 organized by UBI Global, the Stockholm-based research and advisory firm known for its regional and global studies that map and evaluate the world of business incubation.

The Top Challenger Award is presented to university-linked incubation programs that stand out from their peers with regard to a particular characteristic across all program types and university-relationship setups. Berytech was initiated by the Saint-Joseph University in 2002 and has been working on building and supporting the entrepreneurship scene in Lebanon ever since.

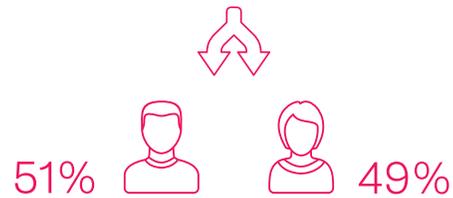
Final participants were selected after assessing a total of 1370 programs, 259 of these programs, including Berytech, located in 53 countries, were retained for the benchmark.

Our programs in 2018

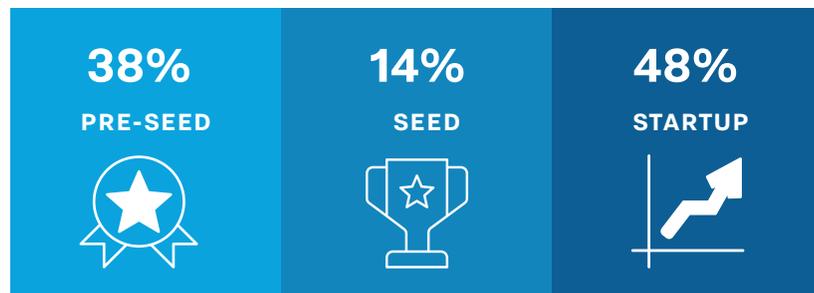
Who participated?



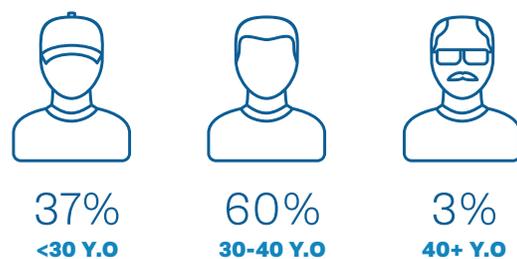
Gender



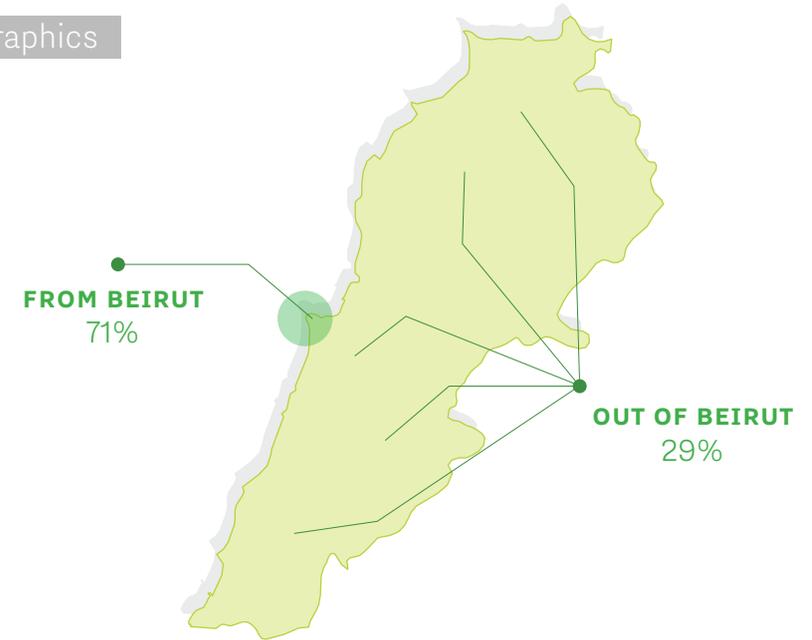
Stage



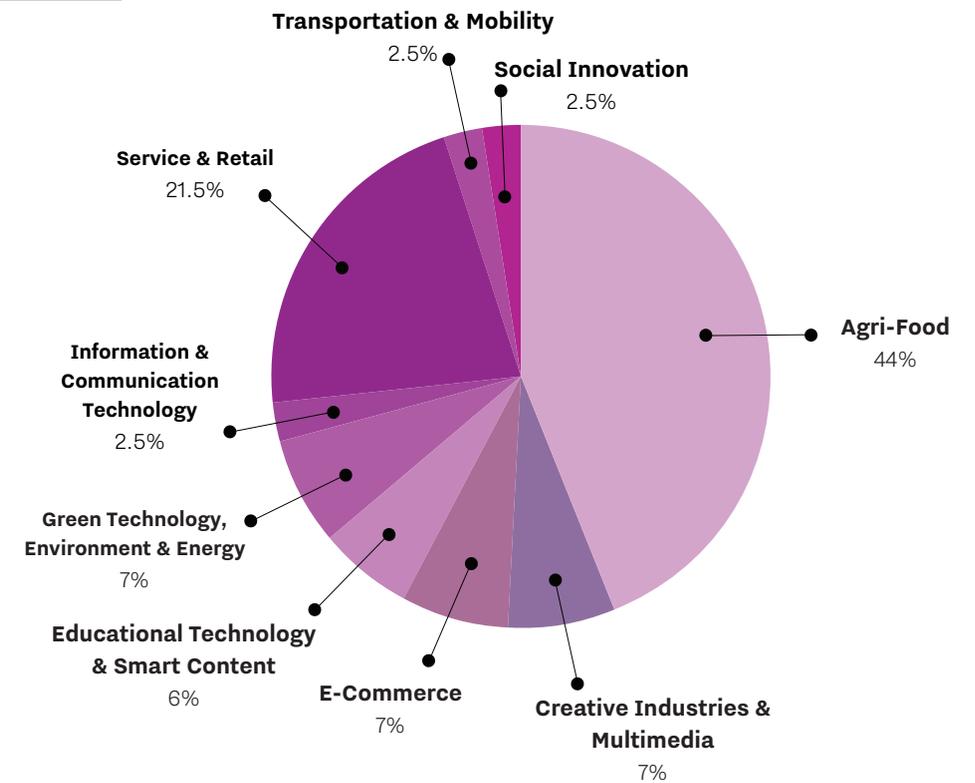
Age



Geographics



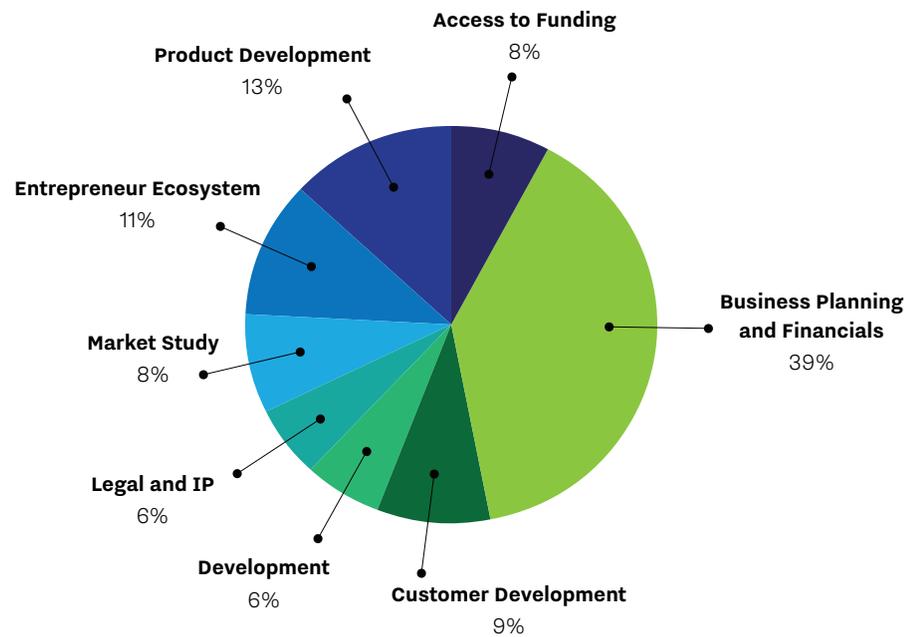
Sectors



Trainings & Workshops

We propose a number of trainings and workshops to help further develop their business skills.

Numbers in 2018



Includes both programs and stand-alone trainings

Survey

Here is what our trainees had to say in 2018:



Programs & Activities

Here are the highlights of the programs and activities in 2018.

- Lebanon Enterprise Development Project (LED)
- The Next Society Program
- 5Toi Project
- Global Innovation through Science and Technology | GIST Initiative
- Social Entrepreneurship initiatives
- Agrytech Accelerator Program
- Berytech Fab Lab
- Femme Francophone Entrepreneure Competition
- Maroun N. Chammas Recognition Award

Lebanon Enterprise Development Project (LED)

Berytech partnered with the United States Agency for International Development (USAID) for the launch of the Lebanon Enterprise Development (LED) project.

LED will provide business development services for SMEs in Beirut, Mount Lebanon, South Lebanon, and the Bekaa, including businesses of all sizes from a wide range of sectors: agro-food, tourism and hospitality, pharmaceutical/medical, information and communications technology, fashion and garments, and manufacturing.

LED will offer customized technical assistance to local businesses to help identify and solve challenges to business growth, productivity, and profitability. In this way, it will promote increased employment opportunities for Lebanese.

Program Donor: United States Agency for International Development (USAID)

Program Goals

Through LED's activities and impact, USAID aims to

- advance socioeconomic development,
- empower youth and women,
- and spur economic growth and stability.



“Lebanon’s small and medium-sized enterprises, together with the capability and entrepreneurial spirit of its people, have the ability to grow this economy and generate more jobs – often with just a little push or a helping hand to achieve more. USAID’s partnership with the private sector has gone a long way to supporting resilience, enhancing growth, and expanding opportunities for the Lebanese.”

Dr. Anne Patterson
USAID Mission Director

The Next Society

After the launch of The Next Society Movement in Lebanon in 2017, Berytech continued with the program throughout 2018 with several activities.

Program Donor: European Union DG Near Fund

Program goals

- Remove barriers to innovation and unleash creative potential,
- Reinforce innovation ecosystems,
- Push forward concrete solutions and foster value creation, and
- Support entrepreneurs, innovators, cluster and technology transfer managers.

Startup Booster Track Competition 2018

Berytech wrapped the second edition in Lebanon of The Startup Booster Track competition in November 2018, giving Lebanese entrepreneurs the chance to benefit from the customized support program offered by The Next Society.

Out of 21 applicants, 8 were shortlisted to pitch to a jury who chose the winning startups for 2018: Bakala, FabricAID and Spike.

Training from Big Booster Partners



Carpolo - Car sharing app



Slighter - Smart lighting device



Meacor – Providing cardiovascular solutions

The winners of last year's competition organized by Berytech, were matched to services according to their business needs including access to training, mentoring, acceleration, networking and soft-landing in Europe.

With support activities running till the end of 2018, they received personalized training and coaching from BigBooster partners. They worked for four months with experts to get ready for the Demo Day in April 2018 where BigBooster selected Slighter and Meacor among the top 25 to receive international support.

Innovators Academy in Milan

The first Innovators Academy was held in Milan in May 2018. The two-day workshop hosted startups selected by The Next Society during their Elevator Roadshows, including from Lebanon Moodfit – a hassle-free online home furnishing and decoration service, Recyclo – a digital marketplace for scrap material trading, and 209 Lebanese wines – e-commerce platform for Lebanese wineries.

The Lebanese startups had the opportunity to work on their pitch and business plan with angel investors and VCs, improve their IP strategy, and connect with other MENA entrepreneurs. This activity is organized by EBAN – the European business angels' network and EBN, who gathers innovation hubs in Europe.



Moodfit joins Power Dinner in Marseille

On November 20, 2018 in Marseille, 3 entrepreneurs from the MENA region including Moodfit from Lebanon - winner of the Innovators Academy that took place in Milan back in May 2018, joined by business angels and investment experts, gathered for an intense afternoon of pitching and networking.

Over the afternoon, Mohamad Sabouneh, co-founder of Moodfit joined a crowd of fellow startup founders to test his pitch. He then participated in 2 hours of speed-pitching where he had several occasions to present his project to a group of investors.



“Through Berytech and the Next Society program, we participated in several activities in Beirut, Milan, Marseilles, and Lisbon. All of these events were very beneficial in terms of networking, exposure to other startups, and most importantly gave us insights into the European ecosystems. We benefited a lot also from the mentors in Milan, some of whom we are still in contact on a regular basis and help us. I would definitely recommend TNS. I think that the exposure that you are giving to startups, and the level of mentors that you are connecting us with, both are extremely important for young startups in our region and crucial if they want to grow regionally/internationally.”

Moodfit | Mohamad Sabouneh

Berytech Leads 15 Startups to the Web Summit

Berytech led a delegation of 15 startups from 7 Mediterranean countries including Lebanon, to take part in the Web Summit in Lisbon: the biggest digital and technology event of the world. The objective of the mission was focused on showcasing innovative startups from the Mediterranean and supporting them in scaling their activities on the international level.

Startups from Lebanon included Moodfit - a hassle-free online home furnishing and decoration service, Handiss – a web platform to hire freelance engineers and architects, Hello Harold – a classified ads assistant, and TOWBE – a towing and vehicle assist platform.



“The Startup Booster Track brought us very useful networking opportunities through their fully-funded programs. Thanks to Berytech and the Next Society, we attended Web Summit 2018 in Lisbon and participated in a year-long mentorship program that introduced us to a network of great mentors and entrepreneurs. Truly an excellent support program for startups in the region that I highly recommend!”

Handiss | Ramzi Jreidini



“The Next Society and its startup booster track through Berytech in Beirut have largely contributed in Hello Harold’s presence at the Web Summit, which opened the doors to Europe for us. We were also delighted to meet the Next Society staff and other select startups who were always instrumental in testing our app, and helping with intros, and ideas to help reach the summit in our field!”

Hello Harold | Victor Schoucair

Advocacy Panel: Setting a National Innovation Strategy for Lebanon

Following the first advocacy panel organized in November 2017, Berytech organized a second meeting in September 2018 to discuss the priorities and recommendations for a national innovation strategy and to define the objectives of a technical assistance mission that will be conducted by an expert in Lebanon in early 2019.

The meeting gathered Lebanese private sector representatives and investors, innovation stakeholders, relevant ministries and their agencies, the European Union Delegation to Lebanon as well as academic experts.

The main objective of the first advocacy panel was to benchmark innovation in Lebanon with other Mediterranean countries. The progress that had been achieved by Lebanon was discussed during this second advocacy panel and the most promising sectors were identified based on innovation and competitiveness that should be addressed first by the project in 2019.



Technology Transfer Bootcamp Pushes Researchers Out of the Lab

Berytech organized a 3-day Technology Transfer Bootcamp: From Research to Innovation focusing on water, food and energy sectors. 25 people, forming 14 teams, labored through the intensive training with the aim of understanding the different business aspects of turning their innovative researches into high-potential, successful startups.

Professional researchers both independent and from various research centers participated in the Bootcamp, including Saint-Joseph University (USJ), American University of Beirut (AUB), Lebanese Agricultural Research Institute (LARI), Holy Spirit University of Kaslik (USEK) to name a few.



“What Berytech is doing by organizing and hosting these boot camps, is changing the perception of research, moving it from behind closed doors to the public arena, where it can be valued and commercialized. We no longer want the researchers to remain in their labs, we want them to put on their entrepreneurship hats and think technology transfer.”

Dr. Rodrigue El Balaa
Chairman of Agriculture
at the University of Balamand

5TOI Project

As the local partner of the H2020 European Union-funded 5TOI_4EWAS project, Berytech led on several events proposing a radically new way to generate and encourage innovation and research in the fields of water, energy and food in the region using the NEXUS approach.

Program Donor: European Union

Program goals

- Support international Science and Innovation policy dialogue and cooperation on water, energy and food Nexus;
- Foster international cooperation focused on targeted open innovation in energy, water and food;
- Set up a Common Knowledge and Innovation Space to achieve a collaborative research and innovation ecosystem; and
- Raise awareness on targeted open innovation, research business and civil society.

Berytech and Horizon 2020 – EU Research and Innovation Program

Berytech brought together Euro-Mediterranean and Lebanese innovators, researchers, policy makers, international companies, investors and industrialists from the region for four days to facilitate international cooperation for the development of innovative solutions in the areas of water, energy and food.

Over the course of the four-day event, stakeholders from across the region discussed the latest 5TOI_4EWAS project developments, related research and training. More than 150 participants from various organizations and companies took part in a series of interactive panel discussions, Nexus Think Tank meeting, working groups, workshops, H2020 training and networking events organized by Berytech.

The activities culminated at the Euro-Med Innovation day which included three interactive panels with international and local experts in food, water and energy sectors, in addition to expert matchmaking activities to create collaboration opportunities.

Berytech and Horizon 2020 – EU Research and Innovation Program

Berytech participated in the information session organized by the European Union in Beirut to present the Horizon 2020 Innovation and Research Program, with nearly €80 billion of funding available over 7 years (2014 to 2020).

Berytech is the 5TOI_4EWAS project's local partner, which backs a very inclusive innovation policy implementation path as well as the Horizon 2020 objectives for encouraging the research and innovation cooperation between the Union and Southern Mediterranean Neighborhood.



“Lebanon has the potential to turn into an even more attractive place for innovators and researchers. The country has always been recognized for its entrepreneurial dynamism and high-level human capital. It is encouraging to witness these days a new generation of Lebanese entrepreneurs and SMEs dedicated to innovation,” said in her opening remarks during the information session. With Horizon 2020 and the participation of Lebanon in the Partnership for Research and Innovation in the Mediterranean Area

(PRIMA), Lebanon can benefit from a ‘push forward’ to put research and innovation at the heart of the economic vision for the country.”

Christina Lassen
EU Ambassador

Global Innovation Through Science and Technology | GIST Initiative

Berytech is a Global Innovation through Science and Technology – GIST Innovation Hub in Lebanon, joining a vibrant network of programs that nurture the next generation of entrepreneurs and innovators through training.

Department of State, USA through VentureWell, who is supporting delivery of the U.S. Department of State's GIST initiative.

- Building a network of entrepreneurs in Lebanon focusing on science and technology;
- Catalyzing networking and entrepreneurial skills to build durable, long-term, supportive networks; and
- Providing resources that entrepreneurs in Lebanon can use to adapt to their unique sets of social, political and economic circumstances through talks, networking, skills building, mentoring, support, and idea sharing.

Berytech Meetups powered by GIST

Berytech organized several community meetups around interesting subjects in science and technology and hosted three guest speakers to share their knowledge and expertise with a passionate audience. The topics included virtual reality, robotics, digital fabrication as well as innovation in fashion and jewelry.

Social Entrepreneurship Initiatives

As the popularity of social startups surges, attracting both talent and funding, Berytech has been intently working on supporting social entrepreneurs, as part of its mission to support entrepreneurship in general and by creating a dedicated support track for social entrepreneurs in particular.

Global Social Venture Competition World Finals



Berytech has been the partner of the Global Social Venture Competition (GSVC) since 2013, an international competition founded by MBA students at UC Berkeley's Haas School of Business in 1999, that provides aspiring entrepreneurs with mentoring, exposure, and funding to transform their ideas into businesses that will have positive real-world impact. Berytech manages the

competition in Lebanon, supporting social entrepreneurs to develop their startups and giving them access to participate in the international finals.

FabricAID – secondhand clothes collector and distributor, landed first place in the world finals where 19 finalists were chosen to compete among 550 startups from 60 countries. The journey of the young, change-seeking startup began in Beirut after winning first-place in the local competition organized by Berytech. Omar Itani – FabricAID co-founder, then travelled to the GSVC world finals held in Milan in April 2018 to pitch along with the finalists chosen from across nine regional competitions bringing home the first prize of 40,000 US dollars.

Today, FabricAID employs 20 people. The company collects clothes mainly from NGOs, as well as from institutions and from their own bins. The bulk (85 %) are being sold in the second-hand market. Some 3 % of the clothes are being upcycled by ESMOD students and a tailoring facility in Bekaa. As for the remaining 12 %, the team plans to use the GSVC prize to open a sub-facility next to their warehouse for a project of furniture upcycling.

Agrytech Accelerator Program

The Agrytech Accelerator program is open to anyone who has an innovative startup at an idea or early stage that uses engineering or technology to solve a challenge in the food and agriculture sectors.

Donor



Kingdom of the Netherlands

Partners



Program goals

- Source the top startups with disruptive innovations in the Agri-Food sector
- Provide them with the adequate technical and business resources as well as community support, and
- Scale their ideas into successful businesses with global impact

Agrytech's Milestones

One year into the Agrytech accelerator, 7 startups graduated Batch 1, finishing a full year in the Agrytech program while getting continuous business support, technical expertise and grants to help them move forward.

Of the 120+ applicants to the second batch of the Agrytech Accelerator, only 27 were chosen to join the first phase of the year-long program. As a first step into the entrepreneurial world, the 27 teams were given all the tools necessary to validate their startups in the first 2 months. 14 teams were then selected into the acceleration phase ending in December 2018.

Since the launch of Agrytech, startups enrolled in the program had the opportunity to meet with international experts such as Source institute, Farmhack, Startlife, IES Business School, get exposure and take part in several exhibitions such as the Global Forum for Innovations in Agriculture and Horeca.

 **Batch I**

 **120**
Applications

 **27**
Phase I

 **14**
Phase II

 **7 Graduates**
Phase III

Agrytech Hackathon 2018

A 48-hour dedicated hardware and software hackathon, with access to a full electronics and fabrication facility, the first of its type in Lebanon.

The Agrytech Hackathon received over 160 multidisciplinary applicants with varying backgrounds of agriculture and food sectors, business and finance, and hardware and software engineering, who pitched 27 unique ideas, supported by our industry partners who featured Case Challenges addressing opportunities for development in their work fields. Teams were guided by 30 expert mentors from leading organizations. 80 participants were engaged in the 48-hour event.



Meet The Winners

1st Place

IOTREE



Concept:

IO Tree, a startup which aims to design and implement a machine to monitor the presence of the med fruit fly and inform the farmer when it's the best time to spray, won first place at the Agrytech Hackathon 2018. The first-place team, which included Christina Chaccour and Nisrine El-Turky, won \$6,500 and was pre-selected to join the second edition the Agrytech Accelerator Program in June 2018.



2nd Place

AGRY MAC

ZAATINE

Concept:

Agry Mac with Abbass Al Hajj, Elie Said, Marc-Halim Matta, and Engema Succar – an application that will detect and/or predict illness in trees soil and plant.

Team Zaatine with Sarkis Khatecherian, Nshan Karoghinianian and Fadi El Hajj – a machine that solves the challenges of separating Zaatar leaves from the stem. They won a shared prize of \$4,500 and were also pre-qualified to attend the bootcamp part of the Agrytech Accelerator Program.



Startup Weekend: Ag | Food Water Innovation

Over 100 passionate and enthusiastic participants from diverse backgrounds including engineering, agriculture, marketing, business, design, and technology, signed up for the challenges forming teams around exciting startup ideas. On top of the cash prizes, winning teams will receive incubation and business support from Berytech and support to prepare them to participate in the Agrytech Accelerator funded by the Embassy of the Kingdom of the Netherlands in Lebanon and Berytech.

Water Pump Revolution - a solar powered water pump won first prize of \$1500 at the startup weekend north Lebanon, which took place at Balamand university, Koura campus on February 16, 17 and 18, 2018. The second prize of \$1000 went to Clean 2 O, a product that works on filtering and purifying water by killing bacteria in it, and the 3rd prize of \$500 went to Très Propre, a platform that guides farmers to improve the production quality of apples.

Agryconnect and B-Bar tied for the first place in the startup weekend Mount Lebanon, which took place at the University of Holy Spirit Kaslik (USEK) on March 9, 10 and 11, 2018.

Agryconnect is a sensor-based app that reduces the use of pesticides while B-Bar uses the barley grains from beer production to make healthy energy bars. Having tied scores, the two teams split the first and second prize winning each \$1250. The third prize of \$500 went to 3a addak, an app that helps in organizing and controlling food stock at home.

Berytech Hosts Dutch Minister of Foreign Trade and Development Cooperation H.E. Mrs. Sigrig Kaag

Berytech hosted the Dutch Minister of Foreign Trade and Development Cooperation H.E. Mrs. Sigrig Kaag, and the delegation accompanying her from the Embassy of the Kingdom of the Netherlands led by Ambassador H.E. Mr. Jan Waltmans, on an official visit to the Agrytech Program's headquarters in Berytech's Innovation Park in Mar Roukoz – Mkalles. Minister Kaag's visit with the Berytech team, the startups and entrepreneurs in the agricultural sector, during her first official visit to Beirut aimed at creating jobs.



“Berytech works in a field where the Netherlands is a leader. Agriculture is the second largest agricultural export of agribusiness in the world outside the United States. We have reached this stage, despite the size of the country, through investment, policy, technology and connectivity with the rest of the world. Agrytech is one of the successful programs in this context. Berytech, the young leadership, the young entrepreneurs, the jobs and the use of technology are all very interesting to me.”

**H.E. Mrs. Sigrig Kaag
Dutch Minister of Foreign Trade
and Development Cooperation**

Berytech Fab Lab



The Berytech Fab Lab opened in October 2017, co-funded by the Embassy of the Kingdom of the Netherlands and Berytech. It is the sole organization in Lebanon member of the Fab Foundation, the main international authority certifying Fab Labs around the world, offering a technical prototyping platform for innovation and invention, aiming at turning ideas into prototypes.

The Berytech Fab Lab is an open-access digital fabrication lab bringing together a great community of makers and offering top of the art machines for hardware and electronics fabrication.

The Berytech Fab Lab proposes workshops to develop makers' skills and competencies in hardware and software usage. It also gives Lebanese makers access to local and international networks of makers and entrepreneurs.



Changemakers Festival: Celebrating Youth, Impact & Change

Berytech was among the community partners of the first edition of the Changemakers Festival – organized by Hult Prize Lebanon in September 2018. During the two-day festival, visitors had a great time experimenting with digital fabrication and were able to get a sense of the multiple opportunities and possibilities in using the facility and technology available. Wael Khalil – the Fab Lab coordinator, also ran a session around digital fabrication during which he introduced the different capabilities and technologies available at the lab. He also presented a wide range of projects that could be built in the Fab Lab, while showing samples of projects already made.

Agri-Food Tech Challenge

The Berytech Fab Lab and National Instruments organized the Agri-Food Tech Challenge where 44 participants took hardware and software trainings to innovate solutions in the agri-food sector. The objective was to give the teams an advantage to participate in the Agrytech Hackathon (April 2018), as well as qualify for the Agrytech Program, Batch II (June 2018).

First prize went to 'Quadrapple' an optical sorting machine that accurately sorts all types of apples at a relatively low cost. They received a cash prize of \$3,000, free one-year membership at the Berytech Fab Lab, 50% discount on all activities and workshops at the Berytech FabLab, and an automatic selection to join the Agrytech Bootcamp phase of the program, including another \$3,300 in grants and support over 2 months.

Second prize went to 'The Smart Wild Pig Repellent' a smart monitoring system relying on sound and image to detect pigs and scare them off the land. They received a cash prize of \$1,000, free one-year membership at the Berytech Fab Lab and 50% discount on all activities and workshops at the Berytech FabLab.

Third prize went to the "LCC Machine" that automatizes the harvest of lettuce, cabbage and cauliflower. They win a free 6-months membership at the Berytech Fab Lab and 50% discount on all activities and workshops at the Berytech Fab Lab.

Fab Academy 2018

The Fab Academy 2018 ran from January 17 to June 20, 2018. The course took place in 66 Nodes (Fab Labs), most of them located in Europe and Asia, and hosted 262 students enrolled out of 478 applicants. Out of the 262 enrolled students, 165 graduated, including 2 from Lebanon.

Berytech's Fab Lab is a Fab Academy Node and hosted 2 students during the five months, Wael Khalil and Ghassan Beydoun. They graduated during a ceremony held in France in July 2018 – part of Fab14 conference.



"I have to admit that the best moment of the Fab14 was the Fab Academy graduation. I had followed a rigorous 5-month digital fabrication program that the Fab Academy offered to makers in Beirut through the Berytech Fab Lab, part of the international Fab Lab Network. The diploma gives me a great advantage while working at the Berytech Fab Lab, but also the knowledge offered by the course can be applied to any profession requiring rapid prototyping"

Wael Khalil
Fab Academy Graduate
and Berytech Fab Lab Manager

The Fab Academy Diploma consists of 19 different certificates in digital fabrication tools and disciplines, to be completed within 5 months, from January to June. During the Fab Academy program, global lectures are broadcasted every Wednesday. At the Berytech Fab Lab, the students met every Wednesday to review the local weekly assignments and follow the global lecture together. The Thursdays were dedicated to the local classes whose topics varied each week. During the other days of the week, students had access to the Fab Lab machines, tools and support.

Berytech Fab Lab Workshops

As an open-access digital fabrication lab aimed at students, professionals, artists, techies, entrepreneurs, and makers across Lebanon, the lab offers many resources including educational workshops.

Number of workshops organized: 12

Subjects:

covered introductions to different software and hardware as well as fabrication methods

- Arduino
- 3D Modelling and 3D Printing
- Grasshopper
- Lego Robotics
- Laser Cutting
- Adobe Illustrator
- SolidWorks
- 3D Patterns & CNC 3D Milling Rhino



Femme Francophone Entrepreneur Competition



Berytech has partnered with the Agence Universitaire de la Francophonie (AUF) to run the Femme Francophone Entrepreneur Competition in Lebanon for 8 consecutive years now. Every year, Berytech plays an active role in planning, implementing and disseminating the competition.

Berytech also incubates the winners for 6 months, providing them with working space, training workshops, coaching sessions and participation in other programs.

Donor:



Partners:



Program Goals

- Support two francophone women entrepreneurs in creating and growing their businesses by providing them with 20,000 euros granted by the AUF and business support and incubation granted by Berytech;
- Encourage women entrepreneurs to establish innovative companies that go beyond the traditional framework; and
- Empower women to play a leading role of in the Lebanese economy.

Maya Bacha for Sidelick - an online platform linking pet owners with pet sitters and other pet-related services, and Marielle Khayat for Koullouna - a subscription box that aims to connect all Lebanon-lovers to the country, won the title Femme Francophone Entrepreneur 2018.

They won a grant totaling 20,000 euros from AUF, which will be used for their incubation with Berytech starting January 2019.

Ninety applications were received this year, 22 more than for the previous edition, which demonstrates the attractiveness of this French-speaking competition, unique in Lebanon. In this edition, 5 candidates - representing as many teams, competed in the final, including Yasmina Al Hakim Sinno for My Little Hub - an online platform for users to buy second-hand quality baby products, Aya Anani for CraveHome - an online platform allowing users to order homemade dishes, and Solène Le François for MyAftersCool - an online platform for reserving artistic, cultural and sports activities for children.



Maroun N. Chammas Recognition Award

The Maroun N. Chammas Recognition Award – conceived to stimulate, recognize and reward technology innovation and excellence in sports in Lebanon – were officially launched on October 11, 2018.

On a yearly basis, and for the next ten years, Maroun N. Chammas has committed the following funding for the award: US\$50,000 to recognize and reward excellence in technology innovation and US\$25,000 to recognize and reward excellence in sporting accomplishments, under the auspices of the Lebanese Olympic Committee.

The Award Committee granted the management of this award to Berytech. The results will be announced during an exclusive VIP dinner held in February 2019.



Community: Hosted And Supported

Berytech provides entrepreneurs with hosting facilities while serving their needs in terms of space, infrastructure and value-added services. This allows them to grow within its community and build interconnected networks of like-minded innovators. It also gives them the chance to exchange expertise and knowledge.

Hosting: Innovation Parks And Facilities

Berytech currently runs 3 sites in Lebanon serving entrepreneurs in the greater Beirut Area, with a fourth innovation park planned in Amchit. Members of the Berytech community, including hosted tenants and alumni, have access to all the programs, competitions, networks and resources that Berytech offers.

Numbers

By the end of 2017, the Berytech Innovation Parks included:



12k+

sqm of built up area



14

meeting facilities



105

companies hosted across
3 sites



524

persons working in the 3
sites



84

incubatees

Community: Support And Exchange

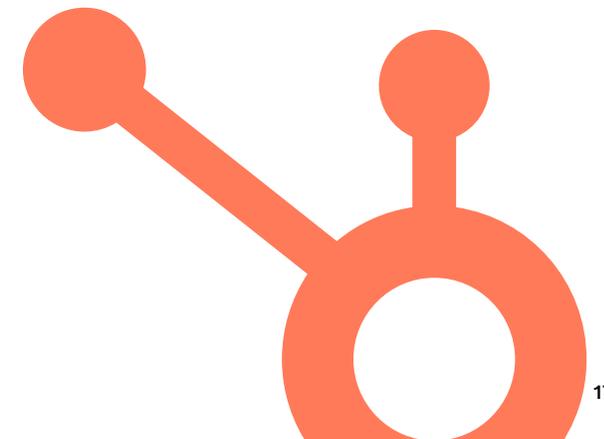
The power of the Berytech community is in its members who are engaged in exchanging knowledge and building strong networks.

Corporate Partnerships

We've partnered with key organizations, multinationals and companies to offer our tenant community value-added services and products with exclusive discounted packages to boost their business. Berytech is partners with Amazon Web Services, Microsoft Bizspark and the listings platform MAGNiTT. The newest partner to come on board is HubSpot

HubSpot

HubSpot is a software platform that helps you generate leads, close deals, manage your pipeline, and delight your customers. HubSpot offers a suite of products for customer relationship management (CRM), content management (CMS), marketing, sales, and customer service: powerful alone, and even better when used together.



Events Shaping Our Community

Berytech Power Talks

Berytech hosted a series of power talks with a selection of Lebanese parliamentary candidates, bringing them together with entrepreneurs from the ecosystem.



The first power breakfast talk hosted Tony S. Frangieh, who discussed his electoral plan to support and grow the entrepreneurial ecosystem in Lebanon in general, and in the North in particular.



The second power breakfast talk hosted Nicolas E. Chammas, who discussed his vision of growing the Lebanese economy through proper legislation and through reinforcing a national culture that promulgates entrepreneurship.



The third power talk breakfast hosted Nadim Gemayel who's vision is setting a global plan for the government to support entrepreneurship through facilitating access to local and international markets.



The fourth power talk breakfast hosted Rana el Chemaitelly who talked about her vision to reform the public educational system, using technology for the creation of job opportunities through encouraging local production and exports.

Berytech at Arabnet Beirut 2018



Teams from Berytech, Berytech Fund I, Berytech Fund II, and IM Capital took part in Arabnet Beirut 2018 and were available at the Berytech booth to answer questions around startups and entrepreneurship, funding and valuation, incubation and acceleration, trainings and coaching programs, as well as access and subscriptions to the Berytech FabLab and the Agrytech Accelerator Program, dedicated to innovations in the Agri-Food sector.

The three-day conference had several ongoing tracks focusing on Digital Transformation, Media and Advertising, Banking, Innovation and Investment and dedicated an entire day of workshops to entrepreneurs.



Berytech at Jounieh Smart City 2018

Berytech organized a Startup Village part of the Jounieh Smart City 2018 conference entitled “Digital and Smart Transformation in Arab cities: Reality and Outlook.”

Smart City was organized by the municipality of Jounieh in collaboration with the Arab Forum for smart cities. Berytech invited 6 startups, working on developing smart solutions while providing products and services that can actually enhance the quality of life of the citizens, to participate in a Startup Village and showcase to the attendees composed of municipalities, private companies, ministers and deputies. The 6 startups are working reducing traffic, improving well-being of citizens, reducing pollution, and reducing time of construction.

Scaling Beyond Borders: From Beirut to Montreal to the North American Market



The Berytech team organized a visit to Montreal, Canada accompanied by a delegation of 12 Lebanese startups with the objective of bridging the Lebanese and Canadian entrepreneurial ecosystems. The core of the visit was to participate in the Lebanese Diaspora Energy conference, while additional activities were organized by Berytech with the aim

to expose the Lebanese startups to Canadian accelerators, incubators, funds, startups, and economic development and promotion agencies allowing them to explore the possibilities to scale in North America through the Canadian market.

With the effort to start the conversation on how the Lebanese and Canadian ecosystems can collaborate, Ramy Boujawdeh Deputy GM of Berytech, moderated a panel split into two parts and hosting 2 different sets of panelists. The first part, titled Bridging Ecosystems presented the current status of the Lebanese startup ecosystem and showcased how to make the best out of operating from Lebanon and Canada. The second part of the Panel titled Enabling Partners Towards A Striving Ecosystem tackled the role of telecom companies to support the digital transformation in both economies and the role that startups can play to address the changes in the sector.

Berytech Showcases Lebanese Tech Innovation and Youth Entrepreneurship to Delegation of CEOs from Germany

The Embassy of the Federal Republic of Germany in Lebanon organized a visit for a business delegation of CEOs to Berytech Innovation Park with the purpose of showcasing Lebanese innovation and young entrepreneurship. The delegation had the chance to meet with tech startup founders from the Berytech community who provided insight on their innovations.



Berytech and the European External Investment Plan

Berytech Chairman and CEO Maroun N. Chammas was a panelist during the Micro Small and Medium Enterprises (MSMEs) Panel Discussion at the Conference on the European External Investment Plan (EIP) held in Beirut on February 6, 2018. The event was the official presentation of the European External Investment Plan, a new scheme proposed by the European Union to encourage investments in its partner countries of the Middle East and North Africa. Chammas presented the strengths and weaknesses of the entrepreneurship ecosystem in Lebanon and the innovation needs of the country.



Berytech participates in USJ Connect job fair

Members of the Berytech team spoke with several students and alumni during the USJ Connect Job Fair, held at Innovation and Sport Campus about turning their innovative ideas into successful business, and about how entrepreneurship creates job opportunities.

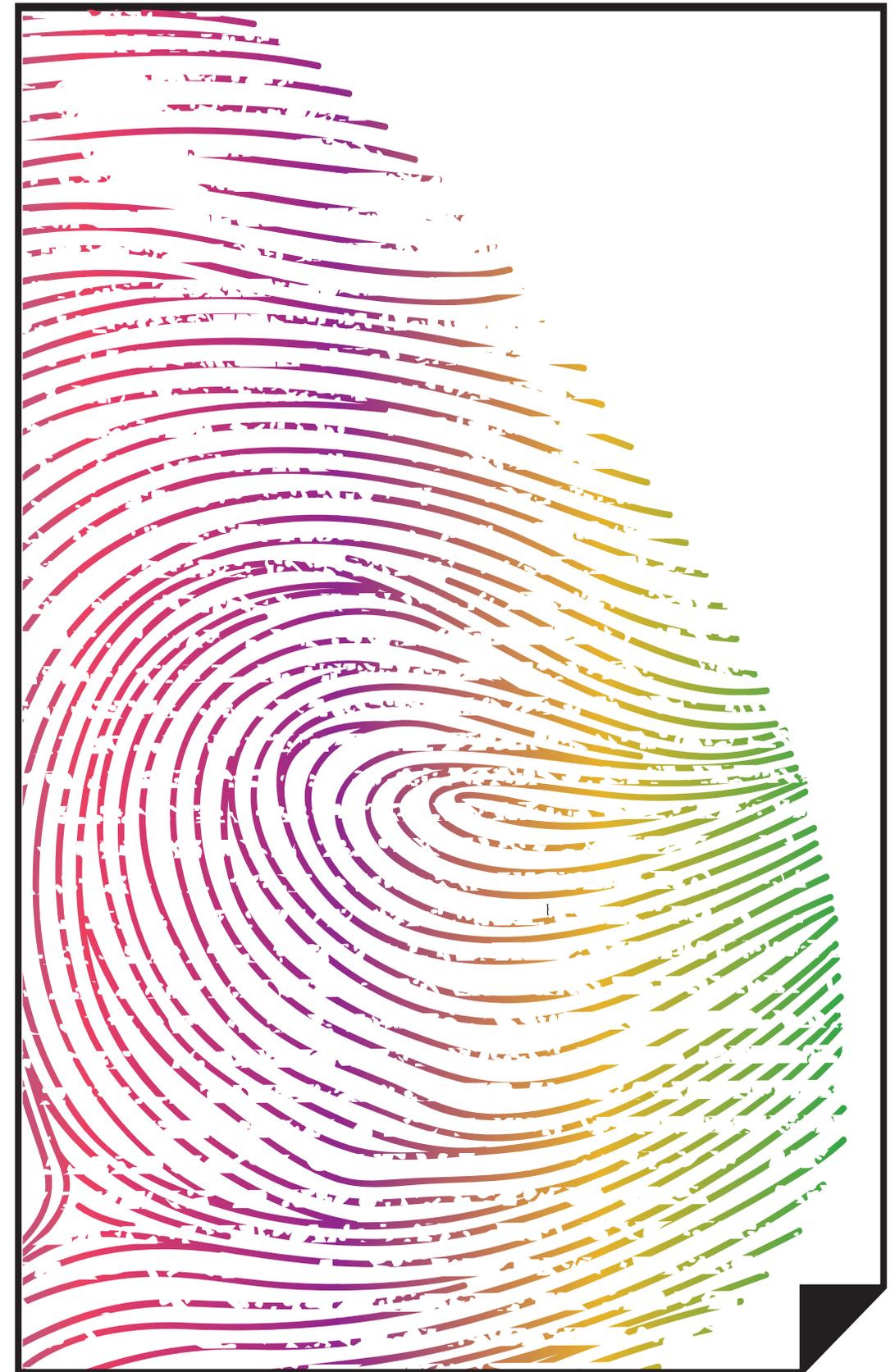
In the entrepreneurship pavilion – part of the university's global vision to encourage students to undertaking their own projects, Berytech and several different startups and SMEs in the Berytech Community, had stands where over the course of two days, young entrepreneurs and startups looking for new development opportunities whether financial agreements, new partners or even employees, had a chance to network.



Berytech at the Young Engineers Forum 2018

Berytech participated in a panel dedicated to the challenges and opportunities for tech and social entrepreneurs, as part of the Young Engineers Forum 2018 – entitled Entrepreneurship: The Engine of Socioeconomic Changes.

Ramy Boujawdeh, Deputy General Manager at Berytech, presented the different opportunities young engineers and architects can take advantage of by putting their knowledge to good use in multiple sectors including agri-food, cleantech, wastewater, renewable energy, fintech and ICT. He also presented the different options for supporting organizations in Lebanon including Berytech, to take part in and get the required support and expertise to be able to expand ideas into a business, especially in a time where the youth are struggling economically and financially, sometimes discouraging them and taking away their motivation to make a change.



A WORD FROM OUR DEPUTY GENERAL MANAGER

RAMY BOUJAWDEH



Today, we are reaping a generation that embraces the power of entrepreneurship and the impact it has on its future and the future of our economy.

Sixteen years ago, Berytech was created with the vision to catalyze the Lebanese startup ecosystem. It was able to create this giant ripple effect that has set in motion accelerators, incubators, VC funding, support organizations and government policies.

Today, we are reaping a generation that embraces the power of entrepreneurship and the impact it has on its future and the future of our economy. But our mission is not complete. Quite the contrary. We are now armed with over a decade of experience, an ever-growing startup community and a solid ecosystem to charge into the next decade.



We are setting the foundations of a knowledge economy and all the possibilities it provides the country. We want to and we are able to compete regionally and globally. We want to maximise the reach of our Lebanese startups and the impact of their innovations. We want to set a strong foot in the Fourth Industrial Revolution and lead the transformation that it brings.

In the midst of all of that, as the lines between the physical, digital, and biological are blurring, our values will remain in the center of everything we do: integrity, diligence, sustainability, equality and good governance.

Here's to a great future ahead!

Ramy Boujawdeh
Deputy GM, Berytech





Business Support · Community · Innovation Parks · Projects Lab · Venture Funding · beryttech.org

