

**Berytech**  
*powering potential*

Impact  
Report 2021



# Table of Contents



<b>Note From The CEO</b>	.04
<b>2021: A Year in Review</b>	.05
<b>About Berytech</b>	.10
• <b>Areas of Support</b>	
• <b>Industry Verticals</b>	
• <b>Berytech In Numbers</b>	
• <b>Commitment to the Sustainable Development Goals</b>	
<b>Berytech Programs</b>	.13
• <b>Startup &amp; SME Development</b>	
1. Scaling-up Agri-Food Innovations (SAFI)	
2. Food System Challenge	
3. Lebanon Enterprise Development Project (LED)	
4. QOOT Agri-Food Innovation Cluster	
5. Helping SMEs Build Resilience Program	
6. Support to MSEs affected by the Beirut Blast	
7. Developing Entrepreneurship For MSMEs Program	
8. Water and Energy For Food (WE4F)	
9. Future Agro Challenge Impact Maker Program	
10. The Green Impact MED Project (GIMED)	
11. Cluster Booster Track	
• <b>Startup Acceleration &amp; Incubation</b>	
12. Act Smart Innovation Hub	
13. STAND Up! Project	
14. Impact Rise Social Innovation Program	
15. Diverting Waste By Encouraging Reuse And Recycling (DAWERR)	
• <b>Student Entrepreneurship Development</b>	
16. Developpement de l'Entrepreneuriat Etudiant au Liban (DEEL)	
• <b>Technology Transfer Support</b>	
17. BESTMEDGRAPE Project	
18. NEX-Labs Project	

- 19. Transdairy Project
- 20. Participatory Hub for Effective Mapping, Acceleration and Capitalization (PHEMAC) Project
- 21. Tech Transfer Booster Track

- **Inclusivity & Gender Equality**

- 22. Femme Francophone Entrepreneure Competition
- 23. Les Pionnières De L'entrepreneuriat Francophone
- 24. Crisis Management For Women-Led Businesses
- 25. Women's Economic Participation in North and Mount Lebanon (WEP)
- 26. European Union For Women's Empowerment (EU4WE) Project
- 27. DigiAG4Her

- **Capacity Building**

- 28. Generation of Innovation Leaders (GIL) Programme - Innovation Labs

- **Policy Reform**

- 29. ThinkTanks

## **Berytech Facilities**

.54

- **Berytech Innovation Parks**
- **Berytech Fablab**

## **Ecosystem & Community**

.56

- **Corporate Partnerships**
- **Shareholders**
- **Board of Directors**
- **Funders & Donors**
- **Memberships, Accreditations and Certifications**



# Note From The CEO

## **BEIRUT 2021**

It is impossible to talk about our impact in 2021 without reiterating the multiple crises that started in 2019 with October Revolution in Lebanon and the economic collapse that came with it followed by the COVID-19 pandemic that took over the world in 2020 and the massive Beirut Blast in August. 2021 was the year when the compounded effect of all these crises created a profound impact on the country, its people, and its businesses.

If anything, 2021 proved that innovation is more critical than ever. Crisis presents choice and with our lives and businesses upended in every possible way, choosing to innovate creates significant new opportunities. What is innovation but doing things differently? What is a better incentive to innovate than the risk of losing it all?

Businesses of all sizes redefined their strategies and revisited their business models, structures, and solutions, adapting quickly to ensure their survival in the face of adversity. Berytech also had to expedite its growth and restrategize to accommodate new programs, therefore multiplying its social, and environmental, and, most importantly, economic impact, to touch as many businesses as possible in different sectors and areas in Lebanon.

None of this would have been possible without the trust that we had built with the international community throughout the years. Berytech has been and continues to be successful because of proper governance. Donors, disappointed by the political quandary, turned to organizations like Berytech which have the proper governance, the correct structure and the right people to support the innovators and entrepreneurs in our country.



**Maroun N. Chammas**  
Chairman & CEO of Berytech

# 2021 A Year In Review

In 2021, Berytech leveraged its years of experience, its local and regional networks, its immersion in multiple verticals and sectors, and the trust it has gained from funders and donors to multiply its impact and expand its reach in supporting Lebanese startups and enterprises through the multiple crises.

Berytech received \$5M in funds to develop and implement 13 new projects and programs in addition to ongoing ones, with an increasing focus on supporting SMEs. To manage this exponential growth, Berytech expanded its team by 132% adding 57 new members to its different departments.

New programs sought to provide immediate relief to businesses directly impacted by the blast or the pandemic and also aimed to sustain and grow businesses impacted by the currency devaluation and the collapse of the banking sector.

The objective of these programs is to allow businesses to maintain old jobs and create new ones, access international markets, increase their export potential and provide substitutes for imported goods.

Many of the newly launched programs seek to strengthen Lebanon's food and agriculture sectors, improve and increase production, stimulate innovation and ultimately enhance Lebanon's fragile food security.

The successful digitization of its activities that started in 2020 allowed Berytech to continue ongoing support programs, unhindered by the forced social distancing. Entrepreneurs and startups enrolled in its multiple programs impressively powered through to start, grow and scale their business ideas, driven by their social, environmental, and economic impact.

# 2021 in Numbers

33

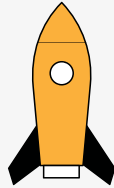
## PROGRAMS

managed with local and international partners in 2021

435 SMES



supported through our programs and trainings in 2021



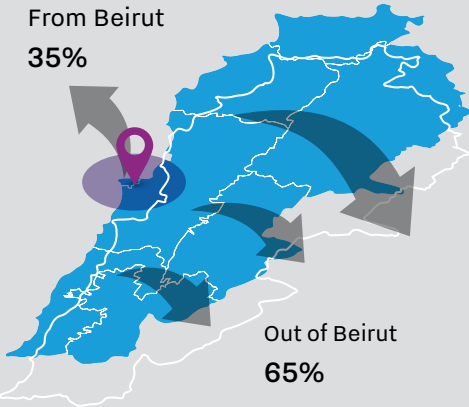
245

## STARTUPS

supported through our programs and competitions in 2021

## GEOGRAPHIC AREA

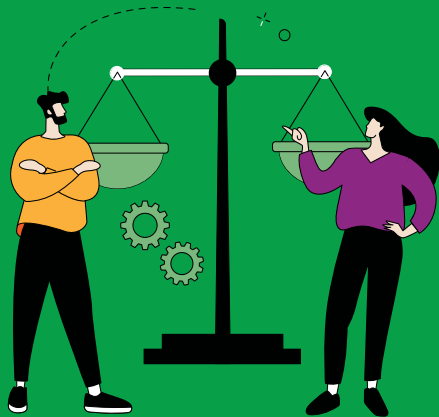
From Beirut  
35%



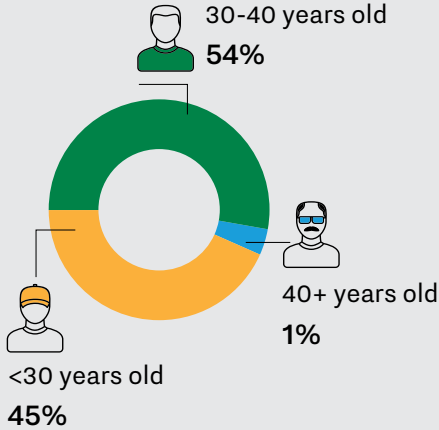
## GENDER

Men  
45%

Women  
55%



## AGE GROUP

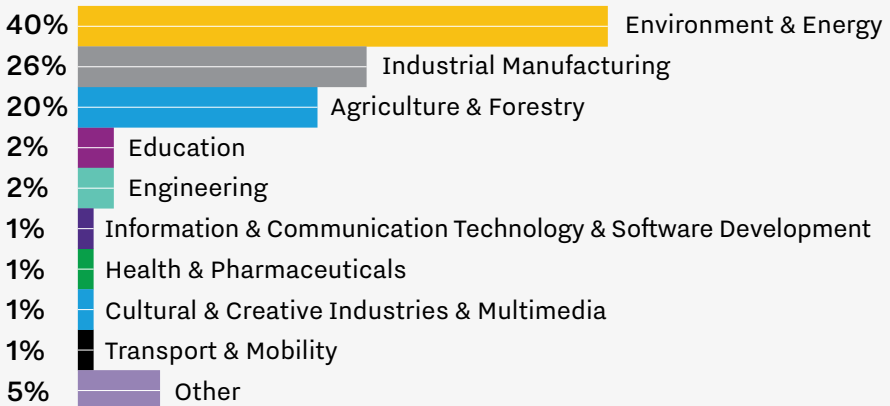


## STAGE

Pre-startup	Startup	Growth
26%	12%	62%



## STARTUP & SME SECTORS





\$720K+

**RECEIVED IN GRANTS**

by the startups that Berytech supported in 2021



\$520K+

**REVENUE GENERATED**

As reported by 9 startups supported in 2021

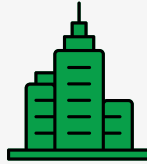
13



**NEW COMPANIES**

Incorporated out of the startups that Berytech supported

100



**HOSTED COMPANIES**

Throughout the Berytech 3 innovation parks in 2021



2,772

**NEW JOBS CREATED**

as reported back by the startups and SMEs that Berytech supported in 2021



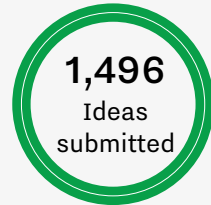
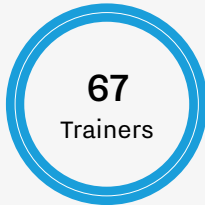


399

## CAPACITY BUILDING

### TRAININGS & WORKSHOPS

Conducted by Berytech in 2021 within all its programs and competitions



## TRAININGS IN 2021



# About Berytech

**Berytech is shaping economies in the Mena region by supporting innovative companies to start, grow and scale.**

Berytech provides a dynamic environment for the creation and development of startups and SMEs, fostering innovation, technology and entrepreneurship in Lebanon and the region. It serves as a nucleus in connecting the different stakeholders in the ecosystem and strives to influence policymakers to advance entrepreneurship and innovation.

## **AREAS OF SUPPORT**

### **Programs**

Berytech Programs are designed and implemented to catalyze the growth of startups and SMEs ensuring long-term sustainability of their businesses while assuring that they have constant and updated access to all the resources they need to scale and access new markets.

### **Capacity Building & Networking**

Berytech puts in action 20 years of accumulated knowledge, experience and network of mentors and experts in promoting innovation and entrepreneurship in Lebanon and the region.

### **Funding**

Berytech offers access to funding options including grants, venture capital, matching capital, and angel investing.

### **Facilities**

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.

## INDUSTRY VERTICALS



Agriculture  
& Food



Water, Energy  
& Food Nexus



Clean  
Technology



Green  
Entrepreneurship  
& Circular Economy



Social  
Entrepreneurship



Information  
& Communication  
Technology



## BERYTECH IN NUMBERS SINCE 2002

**313**

Startups  
Incorporated

**377**

Companies Hosted

**6,260**

Jobs Created

**5,000**

Entrepreneurs  
Supported

**\$3.4M**

Grants to Startups

**\$95M**

Raised to Manage  
Programs

# COMMITMENT TO SUSTAINABLE DEVELOPMENT GOALS

As a member of the Global Compact Network Lebanon, Berytech enacts the 10 principles of the UNGC, and all the programs fall under Berytech's mission to contribute to the Sustainable Development Goals.



# Berytech Programs

## STARTUP & SME DEVELOPMENT

**Berytech has brought in local and international programs, as well as opportunities and fruitful initiatives for the support of entrepreneurs in Lebanon with the ultimate goal of creating a better business environment capable of incubating innovative startups and small companies.**



- Scaling-up Agri-Food Innovations (SAFI)
- Food System Challenge
- Lebanon Enterprise Development Project (LED)
- QOOT Agri-Food Innovation Cluster
- Helping SMEs Build Resilience Program
- Support to MSEs affected by the Beirut Blast
- Developing Entrepreneurship For MSMEs Program
- Water and Energy For Food (WE4F)
- Future Agro Challenge Impact Maker Program
- The Green Impact MED Project (GIMED)
- Cluster Booster Track

## SCALING-UP AGRIFOOD INNOVATIONS (SAFI)

In 2021, The United States Government, through the United States Agency for International Development (USAID), and Berytech launched the Scaling-up Agri-food Innovations (SAFI) project to facilitate food import substitution and better equip the agri-business sector and rural communities with the technical and financial resources to boost productivity.

**Donor**  
USAID

### SAFI Cycle 1

- » 139 received applications
- » 10 SMEs shortlisted
- » 3 SMEs selected to join the program
- » 8-month scaling program
- » \$100K total of in-kind support



“The SAFI project came at a time where Lebanon needs to reduce importation due to the economic crisis it is facing; we are working to support agri-food businesses creating alternative innovative solutions for imported material and services, in order to improve local production, increase private sector competitiveness and livelihood, enhance sales and exports, all while creating new job opportunities in Lebanon.”

**Ramy Boujawdeh**  
Deputy GM at Berytech

## FOOD SYSTEM CHALLENGE

Berytech and the World Food Programme (WFP) have launched The Food System Challenge to improve food security and increase resilience in the food system in Lebanon through business support, technical assistance, in-kind grants, and support packages to SMEs to enable their ideas and roll-out or scale their impactful food system solution.

### **Donor**

German Federal Ministry of Economic Cooperation and Development (BMZ)

### **FSC In Numbers**

- » 3 cycles
- » 2-phases per cycle
- » 30 Lebanese SMEs



“Lebanon’s fragile food system wasn’t spared by the country’s crises. The agriculture and agri-food sectors throughout the past two years witnessed a saddening deterioration that affected everyone living in Lebanon. We are committed to providing local cooperatives and small and medium enterprises (SMEs) with financial support and business development services.”

**Abdallah Al Wardat**

WFP Representative and Country Director in Lebanon



# LEBANON ENTERPRISE DEVELOPMENT PROJECT (LED)

The Lebanon Enterprise Development (LED) provides business development services for SMEs in Beirut, Mount Lebanon, South Lebanon, and the Bekaa, increasing employment opportunities in Lebanon. LED offers customized technical assistance to businesses of all sizes from a wide range of sectors to help identify and solve challenges to business growth, productivity, and profitability.

**Donor**

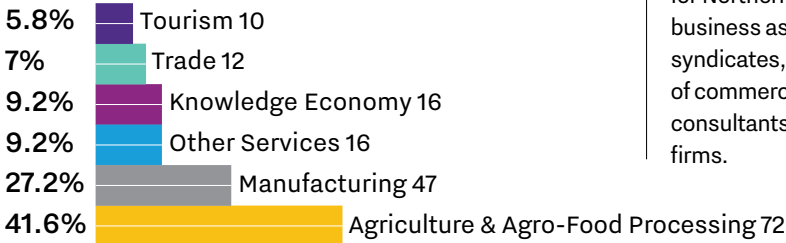
United States Agency for International Development (USAID)

**Partners**

Implemented by Chemonics International, Berytech Foundation (LED’s business promotion partner for Beirut/ Mount Lebanon, Bekaa and South Lebanon); BIAT (LED’s business promotion partner for Northern Lebanon); business associations, syndicates, and chambers of commerce; business consultants and consulting firms.

**LED in Numbers**

» 173 assisted firms in 2021 distributed among 6 sectors



“The current economic problem reflected the importance of the technical difficulties that companies are facing, and through the LED program, we were able to help these companies solve these problems through understanding their needs and providing them with relevant technical support.”

**Nivine Chaaban**

Project Manager for the Lebanon Enterprise Development project (LED) funded by USAID

## QOOT AGRI-FOOD INNOVATION CLUSTER

QOOT is the first agri-food innovation cluster in Lebanon, championed by Berytech and the Embassy of the Kingdom of the Netherlands in Lebanon under the Agrytech Program. QOOT catalyzes sustainable growth, enhances capabilities, and competitiveness, and opens world markets to its members. The cluster fosters collaboration, strengthens linkages and increases opportunities for the country's agrifood sector, promoting it to a new level of innovation and global recognition.

### **QOOT in Numbers**

- » 83 members
- » 6 matchmaking between QOOT & agrytech startups
- » 18 matchmaking between QOOT members and international buyers
- » 18 webinars and workshops



“QOOT Cluster is playing a crucial role in enhancing and merging collaborative hands and powers to spread Lebanon's voice farther. Lebanon, through the QOOT Cluster, will surely bounce back very soon.”

**Hamam Samad**

Executive Manager, Lama Foods, QOOT Cluster Member

## HELPING SMES BUILD RESILIENCE

In December 2020, Berytech joined Youth Business International's Rapid Response and Recovery programme to support struggling businesses during the COVID-19 crisis. Berytech developed the Helping SMEs Build Resilience program which ended in November 2021 to provide immediate response and online training workshops and webinars for SMEs in addition to a direct helpline for businesses looking for additional personalized support.

**Donor**  
Google.org

### Program in Numbers

- » 130 businesses supported
- » 576 jobs maintained
- » 70 business owners reporting increased knowledge and skills to manage risk and uncertainty



“The world is changing dramatically from day to day and I feel deeply for business owners everywhere, especially those running smaller businesses and are from underserved communities, who are often least able to bear the economic shocks of this crisis. I have been incredibly inspired by the quick response of our network to support business owners around the world.”

**Anita Tiessen**  
CEO of Youth Business International



**Berytech Programs**  
Startup & SME Development  
Support to MSEs affected by the Beirut Blast

## SUPPORT TO MSEs AFFECTED BY THE BEIRUT BLAST

‘Support to MSEs affected by the Beirut Blast’ is a UNDP initiative implemented in partnership with Berytech, targeting micro and small enterprises affected by the Beirut Blast by providing business development support and cash grants to help sustain or create jobs and support local livelihoods.

**Donor**  
Government of the United Kingdom

### Program in Numbers

- » 50 selected MSEs affected by the Beirut Blast
- » 30% of businesses are women-led
- » \$7K in cash grant per business



## DEVELOPING ENTREPRENEURSHIP FOR MSMEs

SPARK, with Berytech as the implementing partner, supported MSMEs in Lebanon with a combination of financial and technical support to adapt to COVID-19 with cash grants and capacity building in the form of webinars and coaching sessions. The program, which ended in March 2021, supported struggling businesses and helped them digitize and fast-track towards new trends.

### **Donor**

European Union, the EU Trust Fund in Response to the Syrian Crisis, the EU Madad Fund, and Sanad

### **Program in Numbers**

- » 11 Early-stage startups and entrepreneurs who have increased entrepreneurial knowledge & skills
- » 70 Early-stage startups and entrepreneurs who received technical assistance



“A much-needed program! Helped us develop our entrepreneurship mindset further, with a focus on how to best manage a small business in times of crisis, digitize the operations, solidify our market positioning, and sell our services in a confident yet targeted way.”

**Fidele El Achkar**  
Founder of Foodsight



## WATER AND ENERGY FOR FOOD (WE4F)

The Water and Energy for Food Grand Challenge (WE4F) Middle East and North Africa Regional Innovation Hub MINA RIH is a consortium of Berytech, cewas, Chemonics Egypt and the International Water Management Institute that supports innovators in ten countries across the region to produce more food while using less water and energy. Together with investors and partners, the MENA RIH works to scale mid-to-later stage enterprises that have an environmental and social impact in the water-energy-food nexus.

### Program in Numbers

- » 17 Regional Winners  
(4 Lebanese)
- » USD\$2.38M In Financial Grants
- » 12 technical assistances delivered

### WE4F is a joint international initiative of:

The German Federal Ministry for Economic Cooperation and Development (BMZ),  
The Foreign Ministry of the Netherlands,  
Sweden through the Swedish International Development Cooperation Agency (Sida),  
The U.S. Agency for International Development (USAID)  
The European Union  
In 2021, the MENA RIH announced the winners of the MENA Call for Innovations - the most promising and innovative companies and organisations working to produce more food with less water and more efficient energy resources.



“The fact that the program focuses on the MENA region, from Morocco to Iraq including countries like Sudan and Yemen, allows Berytech to add value across the region creating synergies with the different companies across the different countries which can especially benefit Lebanese companies looking for partners to export across the region, opening wonderful opportunities to network and collaborate.”

**Constantin Saleme**  
Head of Investments WE4F MENA



## FUTURE AGRO CHALLENGE IMPACT MAKER

The Future Agro Challenge (FAC) is a global competition that targets food and agribusiness startups from various corners of the globe including Lebanon. The FAC in joint collaboration with Berytech, launched the Impact Maker Program to empower ecosystem developers, in particular incubators and accelerators that work with startups, and strengthen their capacity to advance their advisory services to agricultural entrepreneurs in their regions.

Eight organizations from Tunisia, Algeria, Palestine, Egypt, Iraq, Morocco, Jordan were selected to Join the FAC Impact Makers MENA Program, tailored to the needs of these ecosystem builders and impact makers.

### **Donor**

SANAD fund technical assistance program, managed by Finance In Motion

## THE GREEN IMPACT MED PROJECT (GIMED)

GIMED's main goal is to support entrepreneurs, particularly young and women, to better access to finance and markets in 5 Mediterranean countries: Spain, Lebanon, Palestine, Tunisia, Egypt and Italy. The project trains and coaches eco-innovators and encourages financiers to invest in the Mediterranean eco-innovation sector.

Berytech, in the context of the EU-funded GIMED Project, launched a call for applications to support green entrepreneurs working on green applied research and innovations. These researchers and innovators got the chance to build their capacities in order to secure investments and business opportunities and successfully take their research and innovative product or service to market.

### Donor

European Union (ENI CBC Med Programme)

### Partners

Agència de Residus de Catalunya – SCP/RAC (Spain)  
 Berytech (Lebanon)  
 Leaders Organisation (Palestine)  
 Conect (Tunisia)  
 Alexandria Business Association (Egypt)  
 Fondazione di Comunità città di Messina (Italy)

### Project in Numbers

- » 20 startups joined a 2-month capacity building program
- » 10 startups moved to second phase
- » 4 finalists
- » €7.5K grant for each
- » 3-month incubation



“I applied to the GIMED program to learn the tools I need to turn this idea into a sustainable business solution. Through the mentoring I received, I have acquired a better understanding of the possible business models, which is the most complex side of this project, as it stands between a community initiative and green commerce.”

**Nathalie Harb**  
 Urban Hives Founder



## CLUSTER BOOSTER TRACK

The Cluster Booster Track, is an activity under THE NEXT SOCIETY project, to help cluster managers from the MENA region improve their management skills, multiply their business opportunities and open new channels of inter-clustering collaboration at national, regional and international level.

**Donor**  
Europeaid

### + **Scale Up Voucher For Clusters Program**

The Scale Up Voucher for Clusters offered technical assistance to clusters to develop their growth strategy and expanding business opportunities for their cluster members.

#### **Activity in Numbers**

- » 6 clusters supported
- » €5K voucher for each cluster



“We used the Scale Up Voucher to promote the advancement and growth of the luxury food and cosmetic industries in Morocco by initiating a business model for development, and to unite all the players in the two sectors, in particular manufacturers, universities and regional public authorities, around a common vision of innovation.”

**Menara Cluster Morocco**

## + **Techdays Meetup Program**

Berytech organized a TechDays Meetup part of a series of events designed by THE NEXT SOCIETY to bring about collaborations among MENA innovators and with their EU peers.

### **Activity in Numbers**

- » 400+ attendees including Clusters, SMEs, startups, researchers and industry experts
- » 2 days of livestreaming
- » 18+ panels, roundtables and matchmaking activities



# STARTUP ACCELERATION AND INCUBATION

**Berytech fosters innovation through several acceleration and incubation programs aimed at startups, offering them the resources, knowledge and funding to scale their ideas and grow into an international business with global impact.**



- Act Smart Innovation Hub
  - + Agrytech Accelerator Program
  - + Cleanergy Accelerator Program
- STAND Up! Project
- Impact Rise Social Innovation Program
- Diverting Waste by Encouraging Reuse and Recycling (DAWERR)
  - + DAWERR Clearinghouse Bootcamp

## ACT SMART INNOVATION HUB

ACT Smart Innovation Hub is a sector-wide approach by Berytech for economic growth by stimulating innovators and entrepreneurs to put their creativity and energy at the service of Agri-food and Cleantech sectors and encouraging them to develop local solutions to the environmental and food security challenges faced by the Lebanese and refugee communities.

### Donor

Kingdom of The Netherlands

- » **\$685K+** granted to startups in the Act Smart Innovation Hub
- » **\$500K+** grants and investments raised by Act Smart Startups from the ecosystem during their acceleration

### + **Agrytech Accelerator Program**

Berytech continues to source the top startups with disruptive innovations in the Agri-Food sector and provide them with the adequate technical and business resources as well as community support to scale their ideas into successful businesses with global impact.

#### **Agrytech Accelerator Batch III in Numbers**

- » **100+ Applicants**
- » **18 Startups** enrolled in the program
- » **7 Startups** graduated
- » **71 % of women co-founders**
- » **85 sessions of coaching and training**
- » **33 Jobs created by the startups**
- » **\$375K+ in grants** from Agrytech Accelerator



“The Agrytech Accelerator program packs in so much information from the years of experience and skills that each mentor has amassed. This concentrated form of information allowed us to speed up what we are doing with our startup. Instead of reinventing the wheel, we are leveraging their years of accumulated wisdom to launch our startup in a more calculated, strategic way.”

**Ground-Vertical Farming Team**

## + **Cleanergy Accelerator Program**

Berytech is catalyzing cleantech innovations through the Cleanergy Accelerator Program – a yearly three-phase program that allows cleantech entrepreneurs grow their startup from an idea into a scalable business in the sectors of food, transportation, energy, waste and water.

### **Cleanergy Accelerator Batch II in Numbers**

- » 174 Applicants
- » 18 Startups enrolled
- » 8 Startups graduated
- » 62.5% of women co-founders
- » 90 sessions of coaching and training
- » 57 Jobs created by the startups
- » \$309K+ in grants from Cleanergy Accelerator



“We were among the 20 who pitched in the MIT Pan Arab competition, which was exciting for us because of all the exposure it provides. We also won the OMDI grant organized by Makesense. We won the Spark Accelerator by Veolia and joined them to develop a pilot project in Abu Dhabi in the coming six months. We were also part of the top 10 startups selected to join the GO Austria program.”

**Diwama Team**

## STAND UP! PROJECT

Berytech is a partner of STAND Up! Sustainable Textile Action for Networking and Development of circular economy business ventures in the Mediterranean, under the ENI CBC Med programme.

The project intends to support textile entrepreneurs and eco-innovative ventures in 5 participating countries and help them seize the business opportunities and employment that the green evolution will inevitably generate in the region.

### **Donor**

European Union (ENI CBC Med Programme)

### **Project in Numbers**

- » 17 projects selected in the textile, fashion and clothing industries
- » 42 entrepreneurs to join the STAND Up! Growing Innovation Program
- » 131 applications
- » 2-month capacity building
- » 4 projects to receive 7-month incubation support



“We applied to the STAND Up! Program in order to gain the necessary knowledge and connections to launch our project. The current financial situation in Lebanon has made it very difficult for women to access sanitary menstrual products so we saw an opportunity to step in and try to fill the gap with sustainable, reusable and affordable products.”

**Sisters for the World Team**

## IMPACT RISE SOCIAL INNOVATION

Impact Rise is a social innovation program designed and managed by Berytech to put startups, experts and support partners on the road to growing sustainable and successful social ventures. In 2021, seven startups graduated the two-year program focused on empowering the Lebanese social entrepreneurship ecosystem.

### Donor

U.S. Middle East  
Partnership Initiative  
(MEPI)

### Program in Numbers

- » 16 ventures
- » 16 business coaches
- » 28 mentors
- » 12 partners
- » Two years
- » \$400K grant
- » 7 finalists
- » 100+ direct and indirect jobs created
- » \$70K in support grants



“Despite the physical and moral harm that touched the teams and their loved ones directly in the aftermath of the August 4 Beirut Port blast, the Impact Rise startups stepped up to use their platforms for initiatives that directly impact people who have lost their homes, their safety, and their businesses. From dedicated volunteers and professionals, in construction and renovation to supporting fundraising campaigns to mapping families in need and connecting them to the right support entities, the help and contribution were endless.”

**Maroun Chammas**  
Chairman and CEO of Berytech

## DIVERTING WASTE BY ENCOURAGING REUSE AND RECYCLING (DAWERR)

DAWERR is a five-year, \$15 million project that will establish sustainable and replicable integrated solid waste diversion and valorization solutions in rural areas of Lebanon.

Under the DAWERR program, Berytech is providing incubation support for solid waste management startups and SMEs to develop and scale their solutions, to improve their economic and livelihood activities through the Solid Waste value chain, working with innovators, municipalities and other players to strengthen this sector, creating jobs and protecting the environment.

### **Donor**

United States Agency for International Development (USAID)

### **Partners**

ECODIT USA  
ECODIT Liban  
Compost Baladi  
Berytech

### + **DAWERR Ideathon**

Focusing on municipal solid waste management, the DAWERR Ideathon 2021 is tailored for entrepreneurs at an idea stage, aimed to encourage and support ideas at an early stage.

#### **Ideathon in Numbers**

- » 300 applications
- » 20 teams
- » 5-day Ideathon
- » 3 winners
- » \$6.5K in-kind grant each
- » 2 month incubation



“Through the support of USAID DAWERR Ideathon and Berytech team, we were encouraged to pivot our solution to concrete blocks, and received the support we need in diverse aspects, to turn our idea into a Minimum Viable Product.”

**Reconcrete Team**



## + **DAWERR Clearinghouse Bootcamp**

This activity is designed to provide the selected companies with the support they need to develop a digital platform for source-separated recyclables to match demand and supply while ensuring transparency across the solid waste Recycling Value Chains (RVCs).

### **Activity in Numbers**

- » 70 applications interested to develop a clearinghouse marketplace
- » 6 shortlisted to compete in DAWERR Clearinghouse Bootcamp
- » 4-day Bootcamp
- » 3 winners
- » 3-month incubation program
- » \$3K in-kind grant each



“We launched the DAWERR Clearinghouse event in search of a digitized solution that would provide a marketplace for source-separated recyclables, increase access to markets, match buyers and sellers, facilitate transactions, reduce transportation distances and cost, and ensure transparency across the solid waste RVCs. We were really excited to see all the brilliant solutions that several startups presented, especially the three finalists Nadeera, Live Love Recycle, and Verdetech. Each had a unique value proposition and business model which were quite remarkable.”

**DAWERR Team**

# STUDENT ENTREPRENEURSHIP DEVELOPMENT

Berytech supports student entrepreneurship in Lebanon and works to push students to develop their entrepreneurial thinking while including a youth quota in all its programs.



- Développement de l'entrepreneuriat étudiant au Liban (DEEL)

## DÉVELOPPEMENT DE L'ENTREPRENEURIAT ÉTUDIANT AU LIBAN (DEEL) PROGRAM

Berytech is partners with the Agence Universitaire de la Francophonie (AUF) in Lebanon in the DEEL project, launched in 2017. The program aims at strengthening entrepreneurship and innovation in higher education to ultimately promote the emergence of companies with potential growth and employment.

### **Competition in Numbers**

- » 120 students
- » 13 Lebanese universities
- » 4 winning projects
- » 6 months incubation

# TECHNOLOGY TRANSFER SUPPORT

**Programs in technology transfer stem from the need to develop the landscape and encourage the development of research that addresses market needs turning it into commercial startups, or better, building connections between the researchers with industrialists.**



- BESTMEDGRAPE Project
- NEX-Labs Project
- Transdairy Project
- Participatory Hub for Effective Mapping, Acceleration and Capitalization (PHEMAC) Project
- Tech Transfer Booster Track

## BESTMEDGRAPE PROJECT PROGRAM

In 2021, Berytech has selected 30 applicants to join the technology transfer program of the BESTMEDGRAPE Project that will provide them with the knowledge and tools they need to turn their solutions in grape valorization into successful businesses.

### **Donor**

European Union  
(ENI CBC Med Programme)

### **Project in Numbers**

- » 50 applications
- » 30 selected applicants
- » 18-month support



“I look forward to turn my idea of creating an affordable meal replacer or booster from grape pomace base into a business and bring my vision to life. I am excited to improve my skills and to benefit from the experts that I have access to through the program.”

**Anna-Maria Abi Khattar**

## NEX-LABS PROJECT PROGRAM

An international consortium of 11 partners from 7 different countries across the Mediterranean joined forces to tackle the challenges of a competitive and inclusive growth thanks to a nexus driven approach.

### **Donor**

European Union under the  
ENI CBC Mediterranean  
Sea Basin Programme

Berytech is leading on the WP4 'Bridging the gap among NEXUS stakeholders based on supporting actions to face NEXUS challenges' and will be working with partners from Egypt, Tunisia, Lebanon and Jordan with the support of the remaining partners to conduct capacity building activities and networking events to equip entrepreneurs with skills needed to develop novel technologies, products or services to tackle the NEXUS challenges.

### **Scouting & Coaching Program in Numbers**

- » 52 applications
- » 22 selected Applicants
- » 968 hours of coaching



## TRANSDAIRY PROJECT

Under the Transdairy Project, Berytech is facilitating a Living Lab, scouting for innovations, and managing grant vouchers to support innovators in the creation of spin-offs in the Dairy Value Chain.

### **Donor**

European Union under the  
ENI CBC Mediterranean  
Sea Basin Programme

### + **Entrepreneurship Training Program**

In 2021, Berytech launched two entrepreneurship training programs aiming at building capacity for innovators, entrepreneurs and key enabling technology (KET) providers within the Dairy Value Chain sector.

#### **Program in Numbers**

- » 75 applicants
- » 48 participants
- » 963 hours of mentoring

### + **Specialized Training**

The activity is designed to build the capacity of innovators and researchers working in the dairy value chain including public authorities and technology transfer offices, researchers, faculty members, innovators, industrialists, and key enabling technology providers.

#### **Activity in Numbers**

- » 54 applications
- » 23 selected participants
- » 345 hours of coaching
- » 24 hours of mentoring

## **PARTICIPATORY HUB FOR EFFECTIVE MAPPING, ACCELERATION AND CAPITALIZATION (PHEMAC) PROJECT**

Under the PHEMAC project, Berytech organized the Go2Market Hackathon and Acceleration Program that will enable innovators to validate their innovation in the market, further strengthen their know-how and define their go-to-market strategy in the Water-Energy-Food Nexus sector (WEF-NEXUS).

### **Donor**

Co-funded by PRIMA  
Participating States and the  
EU through Horizon 2020

### **Program in Numbers**

- » 40 applications
- » 16 participants
- » 208 hours of coaching
- » 128 hours of mentoring
- » 11 startups pitched their ideas
- » 8 selected to join the Go2Market Acceleration



“What my team and I really appreciated about this program was the detailed information that was given to us; the concepts were tackled very deeply which helped us diagnose the weak points in our business and improve them. In addition to that, the fact that every team was treated with a tailored approach, and not just through holistic ideas, enabled our growth.”

**Christelle Bou Harb**  
Founder of Drive Green



## TECH TRANSFER BOOSTER TRACK PROJECT

Through the Tech Transfer Booster Track of THE NEXT SOCIETY Project, Berytech supported young researchers or innovators who developed a technology or a research project and who wanted to turn it into a successful business.

**Donor**  
Europeaid

### + **Regional Innovation Factory Program**

Berytech provided training to the THE NEXT SOCIETY partners in Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine, and Tunisia in supporting the 7 winning teams of the Regional Innovation Factory Program and selected three to manage directly their soft-landing mission.

#### **Program in Numbers**

- » 21 teams joined the program
- » 7 winning startups from 7 countries
- » €10K grant each to turn their research project into a scalable business



“The Innovation Factory Program helped me launch my range of products that was essential for me to prove the product-market fit. So far, a co-founder joined the team as a Production Specialist, we grew to a team of 5 people, we have a CFO, a digital customer acquisition manager, and a community manager. Since September 2021, we have secured 50 orders and we brought up 8 distribution partners, we also have more than 2000 views on our website”

**Sabrine Chennaoui**  
Founder of MonSapo, Tunisia

## + **Research to Innovation Lab**

The Research to Innovation Lab is a technology transfer training program under THE NEXT SOCIETY and in partnership with iPARK – Royal Scientific Society in Jordan. Four universities participated in a 6-month virtual program in 2020 and then presented the work they did during the program by showcasing their IP portfolio highlighting their most promising technology.

### **Program in Numbers**

- » **1 Project from USJ's portfolio** received local technical assistance voucher
- » **2 Inventions from AUB's portfolio** were selected to further their commercialization prospects in Europe



“The program allowed universities to transform the research innovations they are working on into a commercialization opportunity to further explore the business potential and translate their research into projects that can open up industrial partnerships, create startup spin-offs, or licensing models.”

**Krystal Khalil**

Projects Lab Director at Berytech

# INCLUSIVITY & GENDER EQUALITY

**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 Lebanese Economy.**



- Femme Francophone Entrepreneur Competition
- Les Pionnières De L'entrepreneuriat Francophone
- Crisis Management For Women-Led Businesses
- Women's Economic Participation in North and Mount Lebanon (WEP)
- European Union For Women's Empowerment (EU4WE) Project
- DigiAG4Her

## FEMME FRANCOPHONE ENTREPRENEURE COMPETITION PROGRAM

Since 2012, the Middle East Regional Directorate of the Agence Universitaire de la Francophonie (AUF) and Berytech, with the support of L'Orient-Le Jour and the Lebanese League for Women in Business, organize the Femme Francophone Entrepreneur annual competition for French-speaking women with a startup idea. In 2021, and for the tenth edition, the (AUF) increased the level of visibility, impact, and support in order to create more sustainable jobs.

### **Donor**

Agence Universitaire de la Francophonie (AUF)

### **Competition in Numbers**

- » 80 applications
- » 30 were selected and followed various trainings
- » 6 pitched projects
- » 3 winning women entrepreneurs
- » €42K in total grants (doubled from previous years)
- » 6-month incubation at Berytech



“The Femme Francophone Entrepreneur Competition shows us once again with brilliance the combination of solutions and talents that the country needs so much to get back on track, which are creativity, expertise, value creation, energy, determination and faith in the future in Lebanon.”

**Jean-Noël Baléo**

Regional Director of AUF Middle East

## LES PIONNIÈRES DE L'ENTREPRENEURIAT FRANCOPHONE PROGRAM

L'Organisation Internationale de la Francophonie (OIF) launched the 'Pionnières De L'entrepreneuriat Francophone' project, in collaboration with major entrepreneurship players from different regions of the French-speaking world, including Berytech in Lebanon. The project aims to support companies in their growth phase for a successful scaling up, and to mobilize investors in order to promote their access to financing.

### Program in Numbers

- » 32 Startups and SMEs selected from 13 countries
- » 81% of selected entrepreneurs are under 40
- » 59% of entrepreneurs are women
- » 2 Lebanese startups selected



“We applied to the OIF program because it was the only way for us to go beyond our comfort zone and tackle new markets that we knew nothing about. Through the program, we managed to remodel our business into gamification, having a better understanding of our Unique Value Proposition.”

**Team Everything**

## CRISIS MANAGEMENT FOR WOMEN-LED BUSINESSES PROJECT

The World Bank Group has partnered with Berytech and the Lebanese League for Women in Business for (LLWB) The Crisis Management for Women-Led Businesses program to support the economic mobility of women in Lebanon, helping them to grow sustainable businesses that are market-oriented, profitable, scalable. Berytech and LLWB provided customized trainings in addition to mentorship sessions to participating trainers and women-led businesses.

**Donor**  
World Bank  
Mashreq Gender  
Facility

### Program in Numbers

- » 160 Women entrepreneurs received support
- » 80 Business advisors trained on crisis management



“Women I worked with believed in finding brighter opportunities for export to absorb the financial impact of the crisis. For that, the importance of revamping or building their e-commerce strategies will be critical for their future success. E-commerce will remain a key growth opportunity for them, underscoring the need to revisit or develop e-commerce strategies moving forward.”

**Patricia Kebbe**  
Trainer

## WOMEN'S ECONOMIC PARTICIPATION IN NORTH AND MOUNT LEBANON (WEP) PROGRAM

Berytech is part of a consortium led by René Moawad Foundation to implement the Women Economic Participation in North and Mount Lebanon (WEP) project. The project aims at contributing to the economic empowerment of women by addressing women's limited access to, control of, and benefits from economic opportunities.

### Project in Numbers

- » 50 applications
- » 6 participants



## EUROPEAN UNION FOR WOMEN'S EMPOWERMENT (EU4WE) PROJECT

Berytech joins Expertise France in supporting women-led and women-owned businesses in Lebanon, part of the European Union For Women's Empowerment (EU4WE) Project, to empower Lebanese women in times of crisis to create their own opportunities in a more gender-balanced society.

**Donor**  
European  
Union

### Project in Numbers

- » 200 Applications
- » 30 chosen MSMEs led or owned by women impacted by the Beirut blast
- » €150K total grant



“Our premises sustained major damage from the blast which also impacted our emotional and psychological well-being. The training and grant came at the right time when we didn't know how to handle the consecutive crises we faced. The program was just what we needed to help us tackle the different aspects of our business.”

**Yasmine Dabbous**  
Co-founder of Espace-Fann



## DIGITALAG4HER HACKATHON PROGRAM

Berytech organized the first edition of the DigitalAg4Her Hackathon in collaboration with the World Bank Group's Mashreq Gender Facility and Agriculture and Food Global Practice. Its aim is to crowdsource and support innovative ICT-based solutions, tailored to enhance women's productivity in the agri-food sector in Lebanon.

### Hackathon in Numbers

- » 288 Applicants
- » 53 short-listed
- » 21 teams selected
- » 3 challenge tracks
- » 10 days of hacking
- » 3 winning solutions
- » \$4000 in-kind grant
- » 2-month incubation in Berytech



“The high interest from applicants showcases that digital technologies can revitalize the agri-food sector and make it attractive for youth, both men and women.”

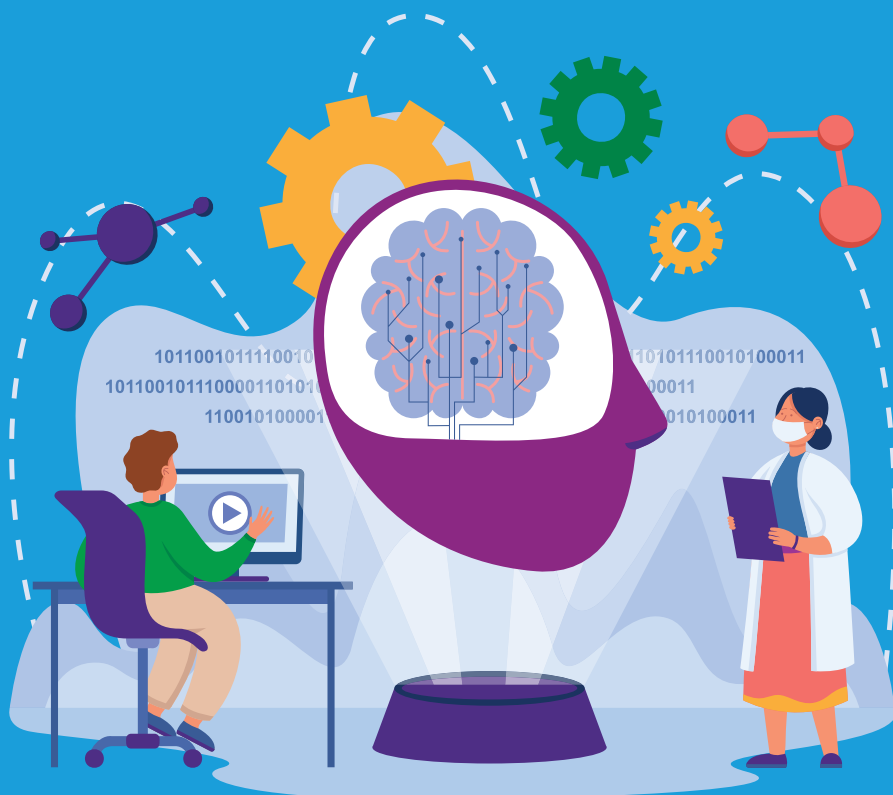
**Mouna Couzi**

Country Operations Officer at the World Bank

# CAPACITY BUILDING



- Generation of Innovation Leaders (GIL) Programme - Innovation Labs



## GENERATION OF INNOVATION LEADERS (GIL) PROGRAMME - INNOVATION LABS

Berytech, through its Fab Lab, has partnered with UNICEF to establish 3 innovation labs across Lebanon with the purpose of increasing the access of Lebanese youth between the ages of 17 to 25 years to technical and vocational trainings and innovative skill-building programs to improved their professional readiness and employability. In 2021, Berytech renewed its collaboration with Unicef to put digital manufacturing technologies at the disposal of the youth so that they come up with working prototypes and innovative products.

**Donor**  
Europeaid

### 3 Innovation Labs

- » Lebanese University (Quobbeh, Tripoli Campus)
- » Lebanese University (Nabatiyeh Campus)
- » Sibline Training Center (managed by UNRWA)



“We’re collaborating again towards the common objective of helping others succeed – in particular our youth. Creating and managing innovation and entrepreneurial spaces in rural areas and building a community around them couldn’t have been achieved without joining our expertise, competencies, and resources.”

**Carla Saba**

Deputy General Manager of Berytech

## **POLICY REFORM**

**Within the framework of the ACT Smart Innovation Hub initiative, Berytech is leading on a preliminary assessment of the local ecosystem around clean technology so as to identify the different stakeholders involved in this sector, highlight the gaps and opportunities, as well as select amongst them potential partners that the project should reach out to for set-up of working groups. The working groups would work on the production of white papers on integrating innovation and entrepreneurship in creation of conducive business environment in the three Cleantech sub- sectors: waste, water and energy.**



- ThinkTanks

## THINKTANKS PROGRAM

New like-minded institutions have been brought on board to support the process of ecosystem development: the Issam Fares Institute for Public Policy and International Affairs of the American University of Beirut is in charge of hosting the working groups on Waste, Energy and Water, as well as developing a paper on Sustainable Agriculture.

**3 working groups**

**3 white papers**



# Berytech Facilities

## **BERYTECH INNOVATION PARKS**

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



12K+ sqm of  
built-up area



100 companies  
hosted across 3 sites



14 meeting  
facilities



554 persons  
working  
in the 3 sites



1 Digital  
Fabrication Lab

## BERYTECH FAB LAB

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 and fast prototyping. 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.

**1,750**

Fab Labs in the  
Fab Lab Network

**15**

machines and tools in  
digital and electronic  
fabrication

# Ecosystem & Community

## 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.







## BOARD OF DIRECTORS



**Dr. Georges Aoun**  
USJ



**Mr. Henri Asseily**  
Leap Ventures - Bizrate - Shopzilla



**Dr. Wajdi Najem**  
USJ



**Mr. Maroun N. Chammas**  
BERYTECH



**Mrs. Joumana Chelala**  
Byblos Bank



**Dr. Nicolas Rouhana**  
IM Capital



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



**Mrs. Maria Saradar**  
Fondation Saradar



**Dr. Nasser Saidi**  
Nasser Saidi & Associates



**Mr. Georges Nazi**  
ACCENTURE



**Mrs. Randa Safah**  
Bank Audi



**Mr. Peter Tarazi**  
Arab Bank

## FUNDERS & DONORS



### EUROPEAID

The European Union dedicates around 10% of its budget to external action. They provide funding in the form of grants, contracts, and budget support to partner countries. They also work hand-in-hand with international organizations, private bodies and EU member countries to increase the impact of our support.



### HORIZON 2020

Horizon 2020 is the biggest EU Research and Innovation programme ever with nearly €80 billion of funding available over 7 years (2014 to 2020) – in addition to the private investment that this money will attract. It promises more breakthroughs, discoveries and world-firsts by taking great ideas from the lab to the market.



### EUROPEAN NEIGHBOURHOOD INSTRUMENT (ENI)

The European Neighbourhood Instrument (ENI) came into force in 2014. It is the financial arm of the European Neighbourhood Policy, the EU's foreign policy towards its neighbors to the East and to the South. It has a budget of €15.4 billion and provides the bulk of funding through a number of programs. ENICBCMED, the Mediterranean Sea Basin Programme is the largest Cross-Border Cooperation (CBC) initiative implemented by the EU under the European Neighbourhood Instrument (ENI). The general objective of the Programme is to foster fair, equitable and sustainable economic, social and territorial development, which may advance cross-border integration and valorize participating countries' territories and values.



### **PRIMA**

PRIMA – Partnership for Research and Innovation in the Mediterranean Area is financed through a combination of funding from PRIMA Participating States (currently €274 million), and a €220 million contribution from the EU through Horizon 2020, its research and innovation funding program (2014 – 2020).



Kingdom of the Netherlands

### **KINGDOM OF THE NETHERLANDS**

The Kingdom of The Netherlands supports programs that are aimed at strengthening the Lebanese social infrastructure and improving prospects for the Lebanese. Indeed, the current situation in Lebanon shows even more than before that innovation and job creation for youth are needed.



### **UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT (USAID)**

USAID is the world's premier international development agency and a catalytic actor driving development results. USAID works to help lift lives, build communities, and advance democracy. USAID's work advances U.S. national security and economic prosperity; demonstrates American generosity; and promotes a path to recipient self-reliance and resilience.



**MEPI**

### **U.S.-MIDDLE EAST PARTNERSHIP INITIATIVE (MEPI)**

Aiming to advance stability and prosperity in the Middle East and North Africa region, the Middle East Partnership Initiative program supports governments and their citizens to achieve shared political, economic and stability objectives. The MEPI program responds to needs and emerging opportunities for citizens and organizations that target two core objectives: Participatory Governance and Economic Opportunity.



### **UNDP**

United Nations Development Programme is the United Nations' global development network. It advocates for change and connects countries to knowledge, experience and resources to help people build a better life for themselves.



### **WORLD BANK**

The World Bank is an international financial institution that provides loans and grants to the governments of poorer countries for the purpose of pursuing capital projects.



### **DEPARTMENT OF STATE, USA THROUGH VENTUREWELL**

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



### **AGENCE UNIVERSITAIRE DE LA FRANCOPHONIE**

The Middle East Regional Directorate represents the Agence Universitaire de la Francophonie in the region. Established in Beirut since 1993, it runs a network of 89 members in 16 countries and has five establishments in three countries in the region.



### **UNICEF**

The United Nations Children’s Fund is a United Nations agency responsible for providing humanitarian and developmental aid to children worldwide.



### **BMZ-EU-SIDA-USAID**

WE4F is a joint international initiative of the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union (EU), the Ministry of Foreign Affairs of the Government of the Netherlands, the Swedish International Development Cooperation Agency (Sida), and the U.S. Agency for International Development (USAID).



### **Google.org**

Google.org, Google’s philanthropic arm, supports non-profits that address humanitarian issues and apply scalable, data-driven innovation to solving the world’s biggest challenges.

## **spark**



### **spark**

SPARK develops higher education and entrepreneurship so that young ambitious people are empowered to lead their post-conflict societies into prosperity. SPARK supports existing small and medium enterprises (SMEs) to grow and create new job opportunities.

## MEMBERSHIPS, ACCREDITATIONS & CERTIFICATIONS

**Berytech has been certified by international organizations and has international memberships offering entrepreneurs in the community access to global support networks.**



### **ECHOSWITCH COALITION**

Berytech is committed to the Eco-Switch Coalition, a collaboration between well-established institutions, NGOs and companies who wish to strengthen the support given to eco-entrepreneurs in Lebanon. The aim is to help local green entrepreneurs thrive and grow their positive environmental impact, by providing them with a variety of support mechanisms based on their needs.



### **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 organizations, and approximately 100 Associate Members that support the development and growth of innovative entrepreneurs, startups and SMEs.



### **EU BUSINESS & INNOVATION CENTER**

Berytech is an EU-accredited Business Innovation Center since 2006, which certifies our compliance to a set of standards known as the EU|BIC Quality Mark Criteria, the only quality system recognized by the European Union.



### **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.



### **FINTECH GALAXY**

Berytech has teamed up as Ecosystem Partners with Fintech Galaxy - the UAE-based cross-border fintech marketplace and innovation crowdsourcing platform, to help drive collaboration, fuel innovation, and facilitate integration between financial institutions and fintech companies.



### **GROWTHWHEEL CERTIFICATION**

The Berytech Business Support team is certified by and uses GrowthWheel - a platform that provides an online alternative to the conventional business plan.



### **GLOBAL WATER PARTNERSHIP**

Berytech is a member of the Global Water Partnership, with the aim to work with other countries towards the equitable, sustainable and efficient management of water resources. GWP is a global action network with over 3,000 Partner organizations in 179 countries.



### **ICC-ESCWA CENTRE OF ENTREPRENEURSHIP**

The International Chamber of Commerce (ICC) and the United Nations Economic and Social Commission for Western Asia (ESCWA) launched the ICC-ESCWA Centre of Entrepreneurship to inspire entrepreneurial innovation and improve the business environment for SMEs in the Arab region. Berytech is supporting the new ICC-ESCWA Centre for Entrepreneurship in Beirut, and as a partner will help strengthen the Centre's mission and purpose.



Network Lebanon  
WE SUPPORT

### **UN Global Compact Network**

Berytech is a member of the UN Global Compact Lebanon, particularly committed to the Sustainable Development Goal #9 related to Industry, Innovation and Infrastructure.





We turn innovative  
ideas into successful  
businesses

[berytch.org](http://berytch.org)

