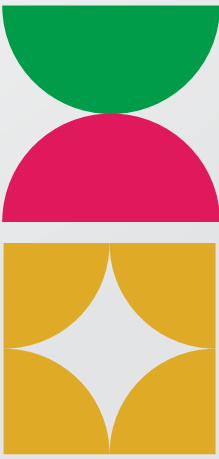
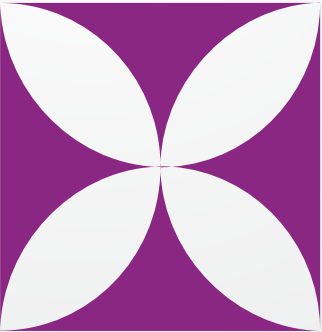


This
is
US





How we made

this year count



Maroun N. Chammas
Chairman and CEO

2023 has been a year of remarkable achievements for Berytech, reflected in the innovators and entrepreneurs we've supported, the businesses we've helped scale, and the jobs we've created along the way. What truly makes me proud is Berytech's unwavering commitment to its mission, navigating both hardships and successes with resilience and determination.

Our ultimate goal remains to help the Lebanese economy thrive by enhancing social and cultural landscapes and advancing the dynamic of entrepreneurship across the region. This year alone, over 3500 applications were submitted to our programs, leading to the creation of 300+ startups and the growth of 200+ SMEs. These numbers are not just statistics; they represent the thriving community we've nurtured and the tangible impact we've made.

Seeing the outcomes of our efforts has been incredibly rewarding. The success stories from our community highlight the resilience and creativity of our entrepreneurs. They have not only reached personal milestones but also made significant contributions to the economic and social fabric of the region.

As we look ahead, Berytech will continue to focus on driving innovation and supporting businesses. Together with our dedicated team and partners, we are excited to build on this year's achievements and create an even more impactful future.

2023 has been a significant year for Berytech and the broader ecosystem in Lebanon. Our efforts have been directed towards strengthening regional ties, engaging more partners, and building their capacities.

We are grateful for the meaningful impact Berytech has had on hundreds of SMEs, assisting them in increasing production, expanding exports, and creating new job opportunities. By leveraging internationally recognized tools and resources, we were able to help them grow and contribute positively to the local economy.

On a regional level, our programs have facilitated millions of USD in investments for scaleups. Through technical support, investment facilitation, and brokering services, we've aimed to help these businesses become more impactful and sustainable. Our work in cluster management and governance across the Mediterranean has highlighted the importance of policy transformation and development in fostering innovation.

Additionally, we have started to support local institutions in IP valorization, collaborating with local and international partners. By providing academia and research institutions with the necessary tools and mechanisms, we strive to enhance innovation and competitiveness in Lebanon's industrial sector.

Together, we are working towards a brighter, more sustainable future for Lebanon and the region, and I am personally confident that the best is yet to come.



Ramy Boujawdeh
Chief Operating Officer



Carla Saba
Deputy GM for Operations and Sites

Throughout 2023, the Berytech community has experienced significant recovery and transformation. Tenants were fully back in their premises, enjoying post-COVID-19 office life, in-person meetings, and events. We've witnessed them scale and grow in space, team size, and business volume.

Being a tenant at the Berytech Innovation Parks goes beyond just having serviced office spaces; it's about being part of a vibrant community of entrepreneurs, innovators, and change-makers who are impactful on local, regional, and international levels.

This year, we've welcomed student entrepreneurs into our community, demonstrating that Berytech not only operates within USJ campuses but also fosters the entrepreneurial spirit among students from various universities and backgrounds, preparing them as future leaders. Berytech offers an ideal environment for startups to grow and thrive.

In parallel, Berytech has embarked on its Environmental, Social, and Governance (ESG) certification journey to embed ESG principles and standards in its operations through The Lebanon ESG Stewardship Program. It is among the one hundred distinguished companies signaling Lebanon's private sector commitment to best-in-class practices.

After more than 20 years, Berytech still stands tall on its foundations despite several challenges, and continues to embrace a culture of innovation, excellence, and impact.



2023 in Numbers



3500⁺

applications received

300⁺

startups supported

200⁺

SMEs supported

1100⁺

co-founders coached

450^{*}

jobs created

**In Full Time Equivalent*

\$ 3,898,691

cash grants received

provided by Berytech programs

\$ 1,886,989

in-kind grants received

provided by Berytech programs

\$ 6,329,633

total funding raised

*received externally,
hosted by Berytech programs*

The Sectors

80%

Eco Innovation*

**Agriculture and farming, blue economy (marine and fisheries), circular economy and sustainability, energy.*

8%

Creative and Cultural Industries

2%

Smart Manufacturing

10%

Other Areas

The Governorates

6%

Akkar

9%

North Lebanon

4%

Baalbek Hermel

43%

Mount Lebanon

12%

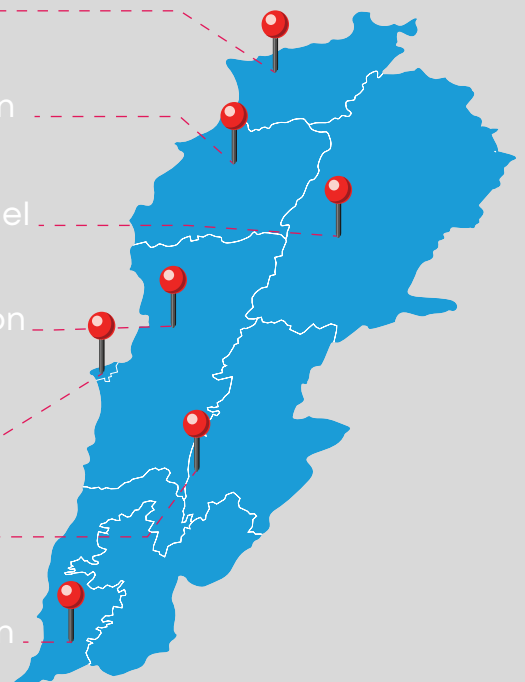
Beirut

24%

Bekaa

2%

South Lebanon



Co-Founders

Gender

Male **58%**

Female **42%**

Disability

Yes **3%**

No **97%**

Age

18-35 years **63%**

36+ years **37%**

Nationality

Lebanese **94%**

Non-Lebanese **6%**

Job Creations

In Full Time Equivalent

Gender

57%
Female

43%
Male

Disability

3%
Yes

97%
No

Age

50%
18-29 years

29%
30-35 years

29%
36-50 years

4%
51+ years

Nationality

83%
Lebanese

17%
Non-Lebanese

SMEs

399 Business linkages
Through meetings and offers

35 Business linkages
Through signed deals

88 New local markets

10 New international markets

100%

of incubated companies
are still active – **3 years later!**



11

registered as
Intellectual Property

A Year of Impactful Events



810
events



1071
event days



10204
participants

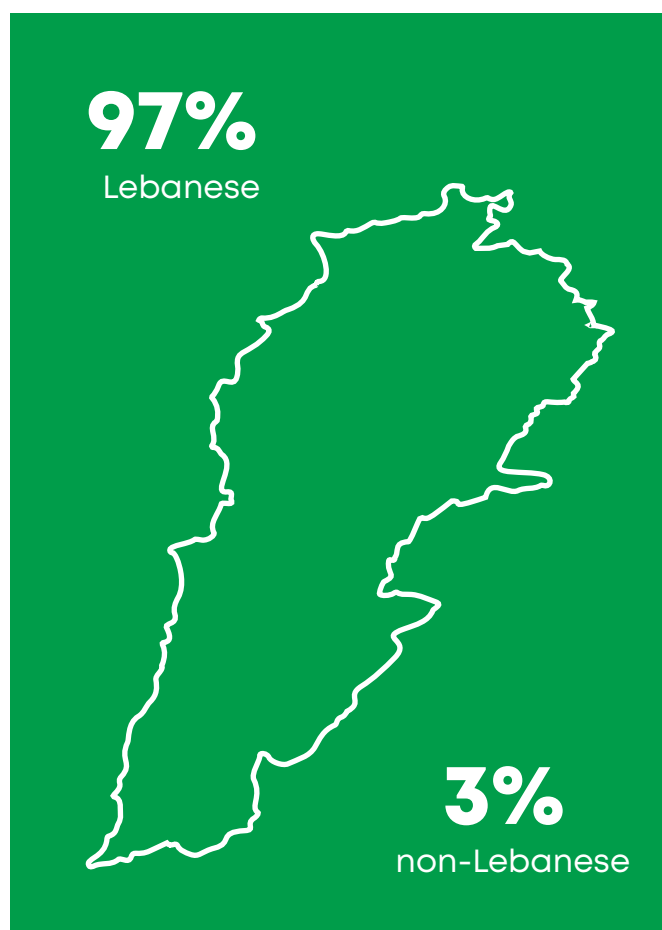
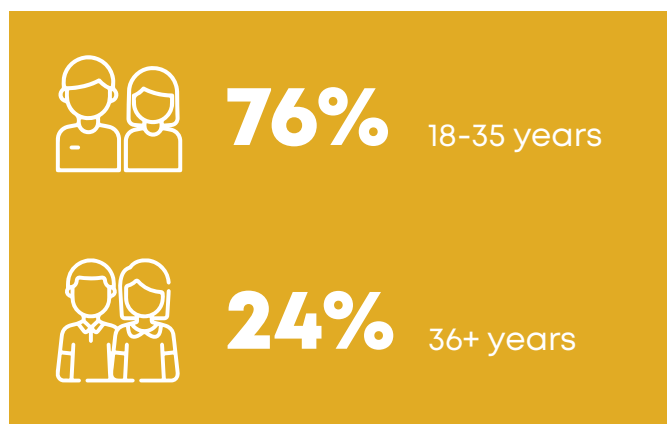
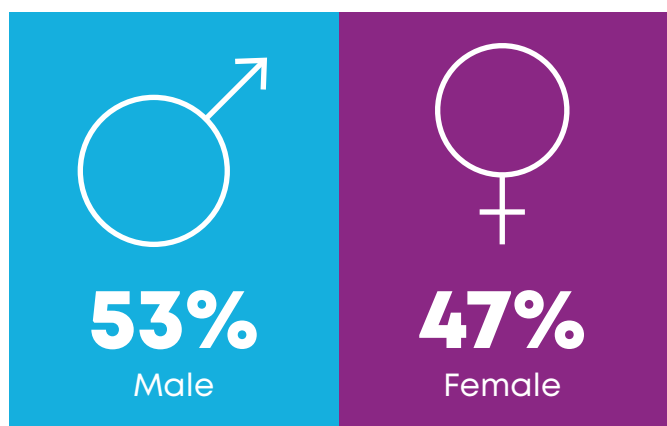


90
locations



199
unique experts

Event Participants





How People View Us



Berytech's collaborative spirit and commitment to partnering on diverse projects have been instrumental in linking different business support organizations and advancing Lebanon's entrepreneurship ecosystem.

Fadi Mikati
Tripoli Entrepreneurs Club
Ecosystem Partner

Berytech offers a perfect and reliable working environment that has been essential to our success. The vibrant community and networking opportunities provided have significantly enhanced our innovation and growth.

Nasser Hammoud
SWORD
Tenant

Without Berytech's training and financial backing, REMER wouldn't be where it is today. Their role in fostering innovation and entrepreneurship is truly invaluable.

Margot Mrad
REMER
Alumna

At ICI Beyrouth, we have witnessed Berytech's positive impact on Lebanon's innovation landscape. Their initiatives consistently highlight and support unique solutions, making them a key driver of entrepreneurship in the region.

Patricia Saliby
ICI Beyrouth
Media Partner

Berytech has been a key player in strengthening Lebanon's entrepreneurship ecosystem by partnering with various business support organizations to share experiences, provide funding opportunities, and offer support. Their efforts extend beyond startup creation and job generation, aiming to create impact nationally and in the region.

Dr. Nancy Saliba
Asher Center for Innovation and Entrepreneurship
Ecosystem Partner

Berytech continues to offer a holistic ecosystem made of accelerators, incubators, and various entrepreneurial support services, creating a robust platform for local startups such as mine to thrive and grow.

Hassan Jaafar
YY Regen
Alumnus

Berytech's holistic support system empowers aspiring entrepreneurs to thrive, fostering a dynamic ecosystem that catalyzes growth and innovation in Lebanon and beyond.

Ziad Holaihel
Expert and Mentor

I've been a tenant at Berytech since I started my company in 2012. The team has been supportive all throughout, especially during the COVID-19 pandemic and Lebanon's financial crisis. I consider them a part of our family, and part of our success is thanks to their support.

Dr. Georges Labaki
Phoenix Clinical Research
Tenant

Our journey with Berytech was invaluable in better shaping Book Ink to become 'investor-ready'. The insights, and valuable inputs of the experts brought on-board, and the meticulous journey comes highly recommended to any other startup who is looking for support and assistance in taking their business to the next phase of growth!

Antoine Fayyad
Book Ink
Alumnus

Berytech is a cornerstone of the entrepreneurial ecosystem in Lebanon. Their unwavering commitment is a result of genuinely purposeful leadership and excellence in execution across every touchpoint.

Mohammad Fannous
Expert and Mentor

The partnership between the Saint Joseph University of Beirut and Berytech provides students and faculty with resources, mentorship, and support to develop their ideas into viable businesses. This successful collaboration has helped create a thriving entrepreneurial ecosystem at USJ.

Prof. Richard Maroun
USJ Beirut
Academic Partner

Partnering with Berytech has enabled the AUB to support startups, share expertise, and maximize impact. We're proud to collaborate with Berytech and key players to drive economic growth in Lebanon and the region. Thank you for the dedicated teamwork and lasting friendships.

Prof. Yousif Asfour
AUB
Academic Partner

Thoughts From the

T.E.A.M



Grateful to be surrounded by a great team and to be in a place where every idea is seen as a possibility.

Nour Nader, Accountant



I've only had to use my HR voice a few times, so I'd say it was a great year.

Rim Tannir, HR Manager



Berytech has grown to become a second home, filled with growth, learning, and meaningful contributions.

Raghid Jarrah, Communication and Events Coordinator



I'm proud to be a part of this amazing team that's powered by teamwork, growth, and laughter.

Rawane Youssef, Procurement Officer



I'm proud to have witnessed the journey from 'Nurturing Innovation' to 'Powering Potential' and excited for what's next.

Fadi Khoneisser, Director of Development and Growth



Working in Projects Lab, I may not wear a white coat, but I'm still making breakthroughs.

Rayan Chabaan, Program Officer



Imagine a roller coaster of highs and lows, filled with a whirlpool of emotions and shared experiences. That's how I would describe this year!

Emma Shaffu, Director of Communications and Outreach



Survived meetings and deadlines by transforming them into achievements with a smile.

Anthony Kerbage, Senior Business Development Officer



Berytech is an unpredictable adventure, but the amazing coworkers-turned-family and our contagious dedication to change make it unforgettable!

Nadine Slim, Program Manager



The highlight? Definitely the chance to juggle hats and work with people who are energetic and ready to seize opportunities.

Youssef Yammine, Cluster Manager



From data to delight, my Berytech journey has been a statistical joyride.

Mirna Chammas, Senior MEL Officer



In less than 2 years, I made 80 new friends and gathered more notebooks, pens, and water bottles than I know what to do with.

Alissar Al Khoury, Accelerator Junior Program Coordinator



Every day is a rewarding one, transforming ideas into impactful realities.

Nour Rizkallah, Program Officer



Berytech + SMEs for 5 years = chaos managed, laughs shared, success achieved, and Lebanon's geography mastered!

Hussein Sheet, Senior Business Advisor



As an early bird, it didn't take long for me to find my place in Berytech's friendly atmosphere.

Eliane Mady, Investment Specialist



Berytech: Where every challenge is a chance, and every idea is a step towards success.

Tara Labaky, Accountant



Here, there's always creative work and new challenges to tackle; boredom is never on the agenda.

Fawzi Khalil, Cluster Engagement and Internationalization Lead



Turned financial chaos into funding wins with great passion and a positive vibe.

Pamela Saber, Investment Facilitation Manager



Every day at Berytech feels like a thrilling episode of Triple "I": Inspire, Innovate, Impact!

Therese Maalouf, Cluster Senior Coordinator



In 2023, I spent most of my days CTRL + Alt + Deleting people's problems – and it was great.

Elias Chahine, IT Coordinator

AFID 2023

The Event of the Year!



The Agri-Food Innovation Days (AFID) 2023, held in Beirut, provided a platform for networking, discussing industry evolution, and showcasing the latest innovations in agrifood technology, ultimately aiming to fast-track agrifood ventures towards growth and success.

AFID 2023 significantly contributed to the agrifood and innovation landscapes by fostering collaborations and partnerships within the sector. The event highlighted pioneering solutions and provided valuable insights into sustainable agriculture, food security, and the future of farming. The event also celebrated Lebanon's agrifood achievements through the Agrifood Innovation Award powered by QOOT Cluster, recognizing outstanding contributions and innovative solutions in the industry.



2,500
attendees



30+
local and
international
speakers



60
innovative
startups



15
exhibiting
partners

Our Divisions

And Their Flagship Programs

Innovation Hub



Lara el Khoury
Programs Director



"2023 was a pivotal year for the Innovation Hub. We broadened our support to empower fellow business support organizations, nurtured and advanced entrepreneurs and businesses, extended our network to every corner of Lebanon, and made a significant leap into the world of scale-ups."



Achievements

1

The ACT Smart Innovation Hub, co-funded by Berytech and the Netherlands, has been renewed for three more years after its success since 2019. The program will support 330 startups, create 750 jobs, empower five support organizations, and disburse up to \$1.7M in grants. Operating across four pillars—Startup Acceleration, Business Clustering, Scaling Startups, and Ecosystem Partner Growth—this renewal underscores the program's significant impact on Lebanon's entrepreneurial ecosystem during challenging times.

Dooda Solutions, an Agrytech accelerator alumnus, won first prize and a \$100,000 grant from the PepsiCo Greenhouse Accelerator for its innovative approach to sustainable agriculture. This achievement highlights the Agrytech accelerator's role in nurturing impactful ventures like Dooda Solutions, poised to drive sustainability and efficiency in Lebanon's agritech sector.

2

3

At COP28 in Dubai, the Arab Youth Hackathon highlighted regional talent tackling climate issues. Green Taqa, a REAF alumnus, won first place for their waste-to-energy solution, while Luxeed Robotics, from Agrytech's 3rd cohort, secured third with their organic farming technology. These achievements underscore the impactful contributions of the REAF and Agrytech programs in promoting sustainability and climate solutions.



Launched in 2017, the Agrytech Accelerator Program helps agrifood startups develop their Minimum Viable Product (MVP), test with early adopters, and build their business across marketing, financial, and operational levels. It aims to create jobs, promote sustainable economic growth, and strengthen Lebanon's agrifood sector, while reducing unemployment and brain drain. This program is co-funded by the Embassy of the Kingdom of the Netherlands under the ACT Smart Innovation Hub, a comprehensive initiative enabling innovation in Lebanon.



Part of the ACT Smart Innovation Hub and co-funded by the Netherlands, the ScaleSmart program supports pre-seed and seed-stage startups by providing tailored mentorship and hands-on support to help them scale. Participants receive guidance in developing a governance structure, scaling strategies, financial models, investment decks, and more. This program connects startups with investors, improving their chances of raising capital for long-term growth.



The REAF program strengthens socio-economic resilience in rural areas of Lebanon by supporting startups in agrifood, sustainable agriculture, renewable energy, and waste management. The program is funded by the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) in partnership with Berytech, within the framework of the project Strengthening Agriculture, Local Communities, and Small and Medium Enterprises (ACE).



QOOT is Lebanon's leading agrifood cluster, catalyzing sustainable growth, enhancing capabilities and competitiveness, and opening world markets to Lebanese agrifood businesses.



Marc Bou Zeidan
Cluster Manager



Throughout 2023, the QOOT cluster successfully established partnerships with strategic stakeholders within the ecosystem, laying the groundwork for impactful collaborations and business growth. These efforts underscore our dedication to driving innovation and excellence in the Lebanese agri-food sector.



Achievements

1

In 2023, the QOOT Cluster successfully established partnerships with seven national and international organizations, facilitating business connections for 12 cluster participants.

Over 160 hours of training were provided to 137 SMEs through capacity-building activities and one-on-one clinics. On the R&D front, 6 projects were implemented with 6 SMEs, linking them to academic and research institutes as winners of the Agri-food Innovation Award.

2

3

More than 500 B2B matchmaking sessions were conducted for over 75 SMEs, resulting in an incremental sales increase of \$500,000 for 11 SMEs.



Our Divisions

And Their Flagship Programs



SMEs



Nicolas Farhat
Senior Director
WE4F and SMEs Programs



The SMEs Programs division has been committed to fostering innovation and resilience among small and medium enterprises in Lebanon and the MENA region. Throughout 2023, our initiatives have aimed to provide the necessary support and resources to enable these businesses to thrive and make a positive impact on their communities. By leveraging strategic partnerships and targeted funding, we continue to drive sustainable development and economic growth.



Achievements

1

The BASATINE program hosted two impactful matchmaking events in October 2023, connecting nearly 200 farmers with 38 small and medium-sized agri-food businesses and food processors in North Lebanon and Beqaa. These events facilitated discussions on collaborations, particularly in contract farming, and included sessions on lean manufacturing and Global Agricultural Practices, enhancing SME efficiency and agricultural methods for sustainable growth.

In July 2023, Berytech, sponsored by WFP, exhibited at the UN Food Systems Summit +2 at FAO Headquarters in Rome, showcasing the innovative Food System Challenge program and its winners. This participation provided Berytech with a valuable platform to gain visibility and connect with global stakeholders in the food systems sector.

2

3

The ARYAF program, in partnership with Berytech and CCIAZ, hosted a successful Christmas festival that featured a cooking session and an expo showcasing 27 Agri-food SMEs from Bekaa and South Mount Lebanon. Attended by over 350 people, the event provided these SMEs with valuable exposure, sales opportunities, and a platform to showcase their culinary skills, receiving overwhelmingly positive feedback from participants.



BASATINE is a four-year Consortium programme contributing to the recovery of affected small farms and maintaining employment opportunities of vulnerable populations by providing support to farm holders. The program is funded by l'Agence Française de Développement (AFD) and is a consortium of 6 NGOs: CARE, Mercy Corps, Berytech Foundation, Georges N. Frem Foundation, Lebanese Organization for Studies and Training and Al Majmoua.



The Food System Challenge supports businesses to solve core challenges of the food system in Lebanon, and more specifically in the sectors of dairy and meat production (cow, goat, sheep), cereals and pulses (and its by-products), protected horticulture (Classical green houses, hydroponics, and aquaponics), and domesticated edible herbs and plants. FSC is implemented by the World Food Programme (WFP) and Berytech through support from the German Federal Ministry of Economic Cooperation and Development (BMZ).



ARYAF serves Micro, Small, and Medium Enterprises operating in food processing, local hospitality, tourism, the restaurant industry, eco-tourism, and agri-tourism within Bekaa and Mount Lebanon. The program is funded by The German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), in partnership with Berytech, within the framework of Strengthening Agriculture, Local Communities and Small and Medium Enterprises project (ACE).



Our Divisions

And Their Flagship Programs



WE4F MENA

The Water and Energy for Food program, through its Regional Innovation Hubs, supports water-food, energy-food, and water-energy-food innovations with financial aid, technical assistance, and investment facilitation. These innovations help smallholder farmers access vital resources like inputs, finance, technology, and markets, thereby enhancing climate resilience and reducing CO2 emissions.



Nicolas Farhat

Senior Director
WE4F and SMEs Programs



By the end of 2023, the MENA RIH had supported over 34 innovators, with notable achievements including 23.5% of businesses scaling profitably, the production of 4.9 million tons of food, saving over 930,000 tons of CO2e, conserving 759 million kWh of energy, reducing 7.8 billion liters of water usage, and mobilizing \$33 million USD in investment.



Achievements

1

The WE4F MENA team, along with several innovators, participated in COP28, showcasing their efforts in scaling sustainable solutions in the water, energy, and food sectors. Their participation in panels and bilateral meetings with key stakeholders and donors emphasized the importance of innovative approaches and the role of SMEs in addressing climate resilience and sustainability challenges in the MENA region.

2

In 2023, Moroccan innovator Sowit scaled its digital solutions to provide actionable insights to tens of thousands of farmers in Africa, helping them optimize land management and production. The company also launched an innovative financing mechanism, supported by the IFC, to address smallholder farmers' financial needs, announced during the IMF and World Bank Annual Meeting. This initiative is expected to benefit over 40,000 hectares of cereals in Morocco, offering crucial support to both farmers and agricultural organizations.

3

After two years of activities, USAID COR Dr. Ku McMahan and WE4F MENA Chief of Party Nicolas Farhat, along with team members, conducted site visits in Egypt and Morocco. They assessed the impact of innovations on over 30 smallholder farmers and beneficiaries, focusing on environmental practices, water savings, and gender inclusion, which highlighted the positive changes and sustainability improvements driven by WE4F initiatives in the region.



Berytech



POWERING
POTENTIAL



EBANON
DUATE

IDEAS

Our Divisions

And Their Flagship Programs



Projects Lab



Krystel Khalil
Programs Director



Throughout 2023, Projects Lab has been committed to advancing local and Euro-Mediterranean programs with a focus on social and green impact, innovation, and intellectual property. The team has consistently worked towards contributing to the ongoing growth of the entrepreneurship landscape. Since its inception in 2017, Projects Lab has built a portfolio of over 10 influential local and regional programs. Now, it is evolving into an ecosystem development division, aiming to empower innovation stakeholders and drive substantial regional impact.



Achievements

1

Building on its efforts and experience, Projects Lab launched the Lebanon Innovate program to advance the IP and innovation ecosystem in Lebanon and foster successful collaborations with EU markets.

Projects Lab concluded the Spark EU-funded program, "From Innovation to Creation," which aimed to enhance the capabilities of innovation stakeholders in Lebanon engaged in social and green entrepreneurship. The program successfully graduated 10 impact startups, each accompanied by 10 innovation stakeholders who underwent a transformative journey of empowerment and impact.

2

3

The division initiated the policy development mission for the Euromed Cluster Forward EU-funded program for Lebanon and Egypt. This mission supports the development and adoption of measures and policies that enable clusters to thrive and contribute to economic development, innovation, technology, and competitiveness within the region.



Lebanon Innovate is a 42-month initiative funded by the European Union. It aims to revitalize the Lebanese entrepreneurial ecosystem by fostering innovation and supporting Intellectual Property (IP) development and knowledge transfer. The program equips startups and businesses with the tools to create a knowledge-driven, digital future, positioning Lebanon at the forefront of innovation.



The TESSA program promotes energy transition in Lebanon by raising awareness, providing training, and supporting businesses with green business plans. Berytech leads the implementation of this program, alongside other partners, helping companies integrate sustainable practices into their operations. TESSA is funded by Agenzia Italiana per la Cooperazione allo Sviluppo and co-funded by the Gouvernement Princier – Principauté de Monaco. The project is implemented by ICU in partnership with Enea, Elis Innovation Hub, Fondation Diane, and Berytech.

EUROMED
CLUSTERS
FORWARD

Funded by the European Union, the Euromed Clusters Forward Project aims to improve the regulatory framework of clusters in the Mediterranean, boost sustainable growth, and foster collaboration between EU and Southern Mediterranean clusters. Berytech plays a critical role in this initiative by mobilizing experts and supporting innovation clusters.



**Let's connect,
build, and
power potential**



berytch.org