



Berytech

powering potential

berytch.org



Who we are →

Berytech is an **internationally certified organization**, pioneering in **Entrepreneurship** and **Innovation Support** in the MENA Region.

Berytech is a driver in shaping economies by supporting innovative companies start, grow and scale. A support tailored by building and managing programs and services that are both impact and people driven.



Startups & SMEs



Development, incubation and acceleration



Technical assistance



Grants management and disbursement



Internationalization and Soft Landing



Investment readiness, facilitation and brokering



Entrepreneurship & Innovation Community



Clustering support



IP valorization & Tech Transfer



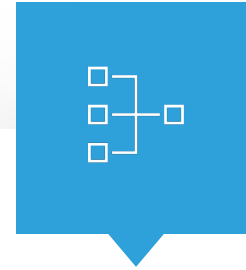
Capacity Building



Support for incubators and accelerators



Youth & Women Empowerment



Ecosystem



Ecosystem capacity building and advice



Pipeline creation



Policy development and push



Student Entrepreneurship Development



Prototyping Facilities / FABLAB



Main Industry Sectors



Green Economy

*Agrifood, waste, water,
energy, transport*



Social Economy

*Inclusion, poverty
alleviation, education,
environment*



Knowledge Economy

*Creative industries,
Information Communication
and Technology (ICT), AI, IoT*



Blue Economy

*Coastal tourism, fishing, maritime
production and activities*

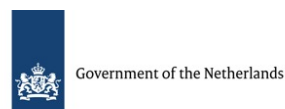


Commitment To UN Sustainable Development Goals

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.



Funding Partners



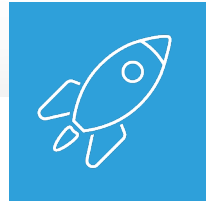
Track record

22 years of impact in numbers



6,400+

Entrepreneurs
supported



1,100+

Startups
supported



1,300+

ScaleUps
& SMEs
supported



40+

Programs
managed



140+ million

Raised (for Funds,
programs,
startups & SMEs)

Flagship Programs



Scale Up Programs

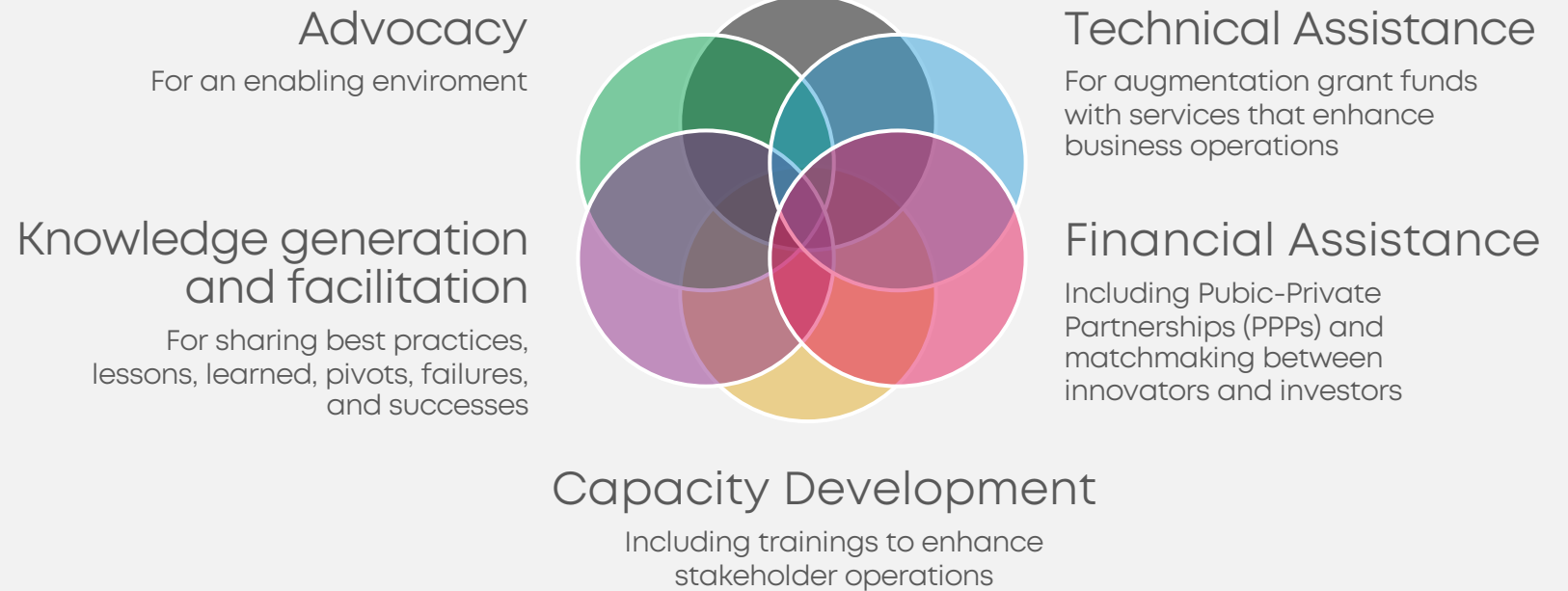


Scale Up Support Program Components



Direct Grants up to \$300K per Innovator

Via regional and direct selection to promising innovators 50+
Innovators will be selected during the course of the program



Accelerators



Key Subsectors of Agri-Food Tech



Novel Foods
and food
alternatives



Biotech



Supply Chain
Optimization &
Blockchain



Precision Farming,
IoT and AI in
Agriculture



Substitutes of
Pesticides & Soil
protection



Food Waste, Security
and Valorization

Key Subsectors of Cleantech



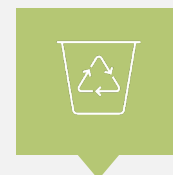
Renewable
energy



Energy
efficiency



Transportation



Waste
management and
valorization

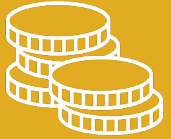


Water and
wastewater
management



Waste valorization
and Circular Economy

What do we offer?



Startup Funding

Up to \$29K cash injections into incubated startups



Prototyping Facilities

Access to an electronics & hardware Fabrication Lab with technical support



Business Coaching

Bootcamps, training, and one-on-one mentoring sessions developing entrepreneurial competencies



Customer Access

Support in connections and visibility in local & international markets



Industry Connections

Linkages to the agrifood and cleantech communities and a pool of dedicated local and international experts



Immersion Trips

Opportunity to travel to the Netherlands supported by Wageningen University and Research (WUR), StartLife Accelerator and Yes!Delft

Funds





a \$38M program funded under USAID
Lebanon Investment Initiative (LII).



Save Our Startups Fund (SOSF)

SOSF aims to support the startups and the overall investment ecosystem during the current economic crisis in Lebanon.

The fund invested in 11 startups in the Information and Communications Technology (ICT) sector, operating out of Lebanon with sustainable and scalable business models and products geared towards export.

Y2021
\$8.3M Invested

Scale Manufacture & Export Fund (SMEF)

SMEF aims to provide local SMEs with an opportunity to access capital in order to reach new markets.

The fund invested in 8 SMEs in the Agri-food, Chemicals, and Paper & Textile sectors, operating out of Lebanon with sustainable and scalable business models, and products geared towards export.

Y2022-2023
\$9M Invested

Y2023/To date
\$20M Target

The SoLR& Renewable Energy Fund is a special purpose vehicle which aims to provide local growth-stage companies (Commercial and Industries) with an opportunity to switch to renewable and efficient energies.

Fund Target:

To finance up to 25 growth-stage businesses operating out of Lebanon with sustainable business models and looking to invest in efficient and renewable energies

Benefits

- Blended Finance approach with subsidized financing costs
- Boost business' bottom line and achieve immediate savings, by significantly reducing electricity costs with no upfront cost.
- Replace expensive diesel fuel and reduce the negative environmental impact and co2 emission.
- Help sustain entities' operations and hence maintain and create jobs.

Conditions

- Growth-stage companies (Commercial & Industries)
- Turnover > \$500K
- Energy Savings > 30% of current power consumption
- Profitable Business
- Employees > 20
- Availability of Energy Audit and/or Assessment
- Project payback period < 5 years
- Ticket Size: Between \$150K - \$3M
- Term of Financing: Up to 5 years
- Instrument Type: Rental Agreement (Least to Own)

Opportunities for Impact



Core Challenges



Enabling Environment Challenges

The region is prone to structural deficiencies mainly stemming from government struggling with priorities (security, economy, etc) and capacity building needs, rules and regulations updates and enforcement, further exacerbated by global challenges such as supply chain disruptions (due to conflicts), high interest rates, and inflation



Implementing ESG may not be a priority

Many scaleups find it difficult to integrate ESG in their business model including gender lens, due to cultural and ethnical backgrounds, and/or other pressing priorities such as focusing on immediate operational requirements and/or as having their organization surviving within a very challenging economic context. However, this may not be an option in the future and may become mandatory; Green Deal/Carbon Border Adjustment Mechanism (CBAM) example



Financial gap / Access to finance

despite the success of several scaleups to secure private capital, and the availability of several transactions in the pipeline, the potential in the region remains untapped and could be significantly exploited further.




Climate change and water scarcity in the MENA

Some changes (such as droughts, wildfires, and extreme rainfall) are happening faster than scientists previously assessed per NASA and IPCC; what will this lead to, more conflicts? More migration?

Opportunities



Build on our regional experience and expertise especially with the WE4F program, Berytech is building **strong synergies** with all the stakeholders, and has become a **reference** for WEF nexus matters, and climate change agenda in the MENA.



Secure funding from existing donors and/or new ones, target particular areas of focus proven to be impactful, and/or unlock and leverage more private capital.




Unlocking and shaping markets by bringing innovative products and services to markets, promoting local manufacturing to reduce costs, promoting circularity, supporting complete value chain developments, as well organic farming amongst others.



Further pushing ESG adoption in the region.

As this a nascent area, the interventions impact will be accelerated (second stage of the learning curve) and **Mainstreaming bio-diversity and promoting climate resilience** becoming a core activity for related Scaleups and SMEs.



Promoting double and triple bottom line business who can meet at different maturity stages to , scale, and realize a high impact.

The Rationale



Regional Impact Fund (RIF)

Creating a RIF managed by the leading local and regional organizations active around the climate space, working from the region for the region.

Fully established infrastructure

Fully established infrastructure (Network, pipeline, Technical expertise MEL, Environmental Sustainability, Gender Mainstreaming, Enabling Environment...)

Rich pipeline of Businesses in the climate space

The partners have been supporting startups, ScaleUps and SMEs for several years, and hold a network that extends to hundreds of organizations.

Synergies with Donor Partners

Possibility for different financing mechanisms (guarantee funds, catalytic grants, blended finance, first loss guarantee schemes...) with the GCF and International Donors Community

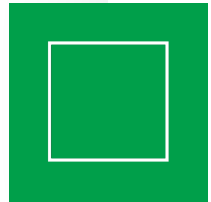
Synergies with Local Governments

Build on national initiatives and programs to strengthen the impact, activate linkages with the local ecosystems, and facilitate practices and achieve expected results.

Increased interest in ClimateTech

Fast growth of interest in Agritech and ClimateTech with sharp growth in funding to this sector in MENA

Why us →



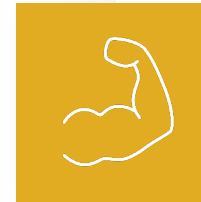
Alignment with key cross-cutting SDGs priorities



Alignment with local, regional Green Transition priorities, and private sector engagement and resilience through entrepreneurship and innovation



Track record of success, in transformation and acceleration across the growth journey stages



Empowering local talents and stakeholders through tailored programs



Valorizing academic research and commercialization to scale impact with tailored solutions to the region



Berytech
powering potential



Let's connect,
build and
power
potential

www.berytch.org

