



SME DIGITAL ENABLING PORTAL for the Arab Region

SME Digital Enabling Portal for the Arab
Region

Lebanon Case -Study

<http://smportal.unescwa.org/>

November 2019

Economic and Social Commission for Western Asia



UNITED NATIONS

الاستقوا
ESCWA

Main Categories

Home

Financing

Legislation

Learning
&Development

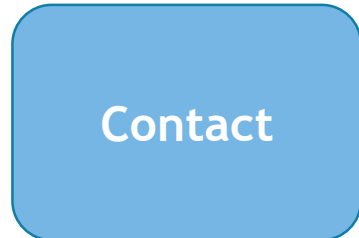
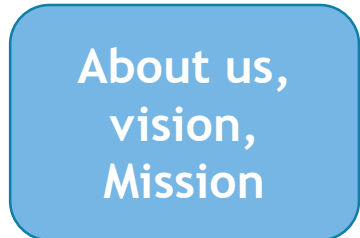
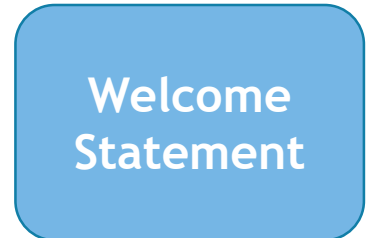
UN for SMEs

Market
Opportunities



**All data can be filtered by
their respective countries**

Home Overview





About Us

ESCWA SME Portal for the Arab Region serves as a one-stop-shop for information regarding sources of financing, and national legislation and guides for setting up a business. It helps Arab entrepreneurs explore learning and training opportunities for every stage of their business journey and facilitates foreign markets access.

The portal works within the objective of ESCWA to support economic and social development in the Arab Region in the framework of the Sustainable Development Goals and Agenda 2030, to ultimately promote cooperation between member countries, and empower youth and women.

Our Mission

To support and cultivate **SMEs** across **Arab countries** by fostering a business support ecosystem.

Our Vision

Empowering **Arab entrepreneurs** and SMEs to prosper nationally, regionally and globally.

Start Here



Financing



Learning and Development



Legislation

Start Here



Market Opportunities



UN for SMEs



Media Center

Check out the Media Center for upcoming events, useful links and video tutorials.



Calendar

Click here to find upcoming events, including exhibitions, training workshops, trade missions, conferences.



Useful Links

Click here to discover other useful websites to help build your business..



Video Tutorial

Click here to watch instructional videos to help improve the navigation experience throughout the portal

Events



today

November 2019

month

week

day

list

SUN	MON	TUE	WED	THU	FRI	SAT
27	28	29	30	31	1	2
Consultative Meeting on SME Digital Enabling Portal						
3	4	5	6	7	8	9
Consultative Meeting on SME Digital Enabling Portal						
10	11	12	13	14	15	16
World Entrepreneurs Investment Forum 2019						
17	18	19	20	21	22	23
Middle East Youth Expo 2019						
24	25	26	27	28	29	30
Sharjah Entrepreneurship Festival						
Technological Innovation, Entrepreneurship and Science/Technology Parks for Sustali						

Useful Links

Countries

[Bahrain](#)

[Egypt](#)

[Iraq](#)

[Jordan](#)

[Kuwait](#)

[Lebanon](#)

[Libya](#)

[Mauritania](#)

[Morocco](#)

[Oman](#)

[Palestine](#)

[Qatar](#)

[Saudi Arabia](#)

[The Sudan](#)

[The Syrian Arab Republic](#)

[The United Arab Emirates](#)

[Tunisia](#)

[Yemen](#)

[Podcast - Arab
Entrepreneurs Podcast](#)



Has top shows and podcasts for entrepreneurs in Arabic

Available in Arabic

[Podcast - How to Start a
Startup](#)



Provides the way higher education should. The "episodes" are lectures, sometimes with live individuals and sometimes as slide presentations. All are incredibly powerful in their message.

[Podcast - Tropical MBA](#)



Aims to show the inside story of the people who are building "micro-multinational" businesses while they travel the world. It is interested in entrepreneurship, travel, internationalization, and personal freedom.

Available in English

[Podcast - The Tim
Ferriss Show](#)



Deconstructs world-class performers from eclectic areas (investing, chess, pro sports, etc.), digging deep to find the tools, tactics, and tricks that listeners can use.

[Podcast - Mixergy
Startup Stories](#)



In over 1,000 interviews, Andrew Warner asks uncomfortable questions to dig deep into the success and failures of the most successful business founders and thought leaders. The ideas and stories are so powerful that hearing them will change the listener.

Available in English

Your name

Your email address

Subject

Message

Send message

Preview

Contact

UNESCWA

Riad El Solh Square

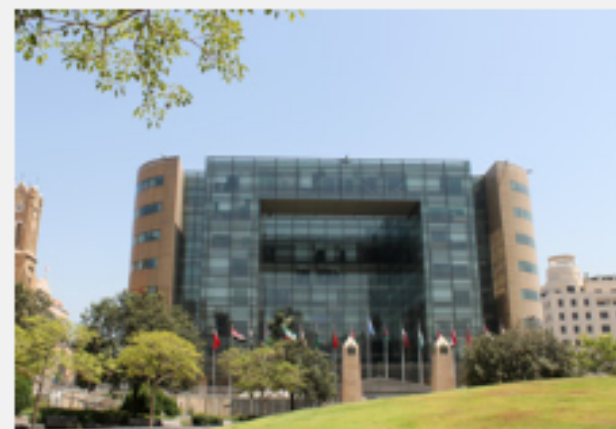
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Lebanon

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Email:

escwa-sme@un.org



Shared Prosperity Dignified Life





Lebanon Case Study

Lebanon General Information

- **CAPITAL: BEIRUT**
- **POPULATION: 5.9 M**
- **REAL GDP GROWTH: 1%**
- **MANUFACTURES VALUE-ADDED (% GDP): 5.1%**
- **INFLATION: 4.4%**
- **UNEMPLOYMENT: 6.3%**
- **TAXES ON DIVIDENDS: 10% (2017)**
- **SME CONTRIBUTION TO GDP: 27%**
- **NUMBER OF REGISTERED SMEs: 70062, REPRESENTING 97% OF ALL ENTREPRISES IN LEBANON**
- **DOING BUSINESS (NUMBER OF PROCEDURES):8**
- **DOING BUSINESS (NUMBER OF DAYS): 15**

Categories Overview - Financing

Home

Financing

Legislation

Learning
& Development

UN for SMEs

Market
Opportunities

Loans

Grant

Crowdfunding
Tools

Equity

Categories Overview - Financing

Loans

- Fund for early stages, pre-seed, seed and emerging companies investing in 100 K\$ up to 10 M \$ in startups.
- The Central Bank BDL's circular 331 provides up to USD 650 million for Lebanese Bank's equity investment into incubators, accelerators and funds operating in Lebanon.
- KAFALAT: provides financial guarantees for loans of up to USD 400,000 granted by commercial banks to SMEs.
- Telco Fund: Fund of USD 48 million initiated by MIC that supports startup operating in the ICT sector. Investments in startups start with a value of USD 100,000 and could reach up to USD 2 million.
- IDAL's "Agro-Map" Program (2014): Provides exporters with access to foreign market through subsidizing their participation in international fairs.
- Economic and Social Fund for Development: Loans up to 50,000 for SMEs in the Agrofood sector.

Grants

Examples:

- Afac
- Culture Resource (Al Mawred Al Thaqafy)
- BIAT
- Alfamar

Crowd funding Tools

Examples:

- Zoomal
- Aflamnah

Equity

Venture Capitals

In Lebanon there are 10 venture capital firms operating in 4 different governorate:

Beirut:

- Berytech
- Hult Prize
- Smart ESA
- Speed
- Tech Hub
- Flat 6 Lab

North:

- Booster6
- BIAT

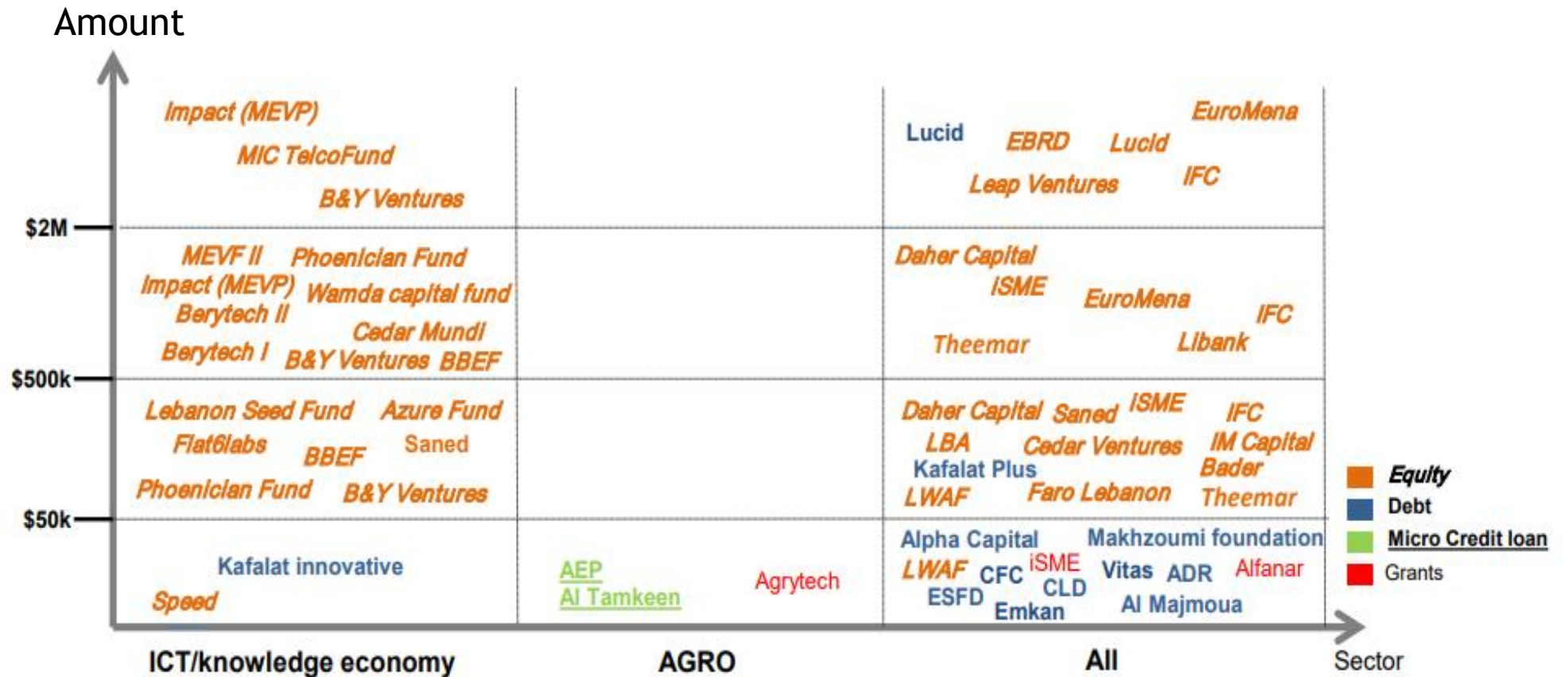
South:

- South BIC

Mount Lebanon:

- NEOPRENEUR

Financing Landscape for SMEs in Lebanon



<https://www.economy.gov.lb/en/services/support-to-smes/whats-in-lebanon-for-smes/financing>

Categories Overview - Legislation

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UN for SMEs

Market
Opportunities

Should include everything related to SMEs, such as:

- Registration System
- Investment Laws
- Commercial Laws
- IP Rights Laws
- Taxes
- Trade

Categories Overview - Legislation

Registration System

- 1 Company's articles of association
- 2 Subscription deed
- 3 Letter to the bank requesting the opening of a bank account in which the capital will be deposited
- 4 A confirmation letter issued by the bank confirming the subscription in full.
- 5 Minutes of the constitutive general assembly meeting
- 6 Registration request
- 7 Commercial circular
- 8 Domiciliation documents: title deed, lease agreement or permit of occupancy letter

Categories Overview - Legislation

Investment Laws:

INVESTMENT LAW NO. 360:

https://investinlebanon.gov.lb/Content/uploads/IDAL_-_Law_360.pdf

Categories Overview - Legislation

IP Laws

A. Trademark

FORM TYPE	CONDITIONS & REQUIREMENTS	REFERENCE
Application form	-signed by the applicant -subject “ trade mark registration”	Ministry of Economy
Trade mark film	Positive	Photoshop
Trade mark picture	6 pictures	Applicant
Declaration	-prototype from the ministry - 6 copies - Attached a picture of the trade mark	Ministry of economy
Copy of the commercial registration	-If the applicant is a Lebanese company or coporation	Commercial register
Copy of the commercial circular	-If the applicant is a Lebanese company -No need to be a certified copy	Commercial register
Proxy/Power of Attorney	-If application is not handed by owner -no need to be a certified copy -Description of the goods & services covered by the trade mark	Applicant

Categories Overview - Legislation

IP Laws B. Patent

FORM TYPE	CONDITIONS & REQUIREMENTS	REFERENCE
Application form	<ul style="list-style-type: none"> -signed by the applicant -subject “ Patent registration” 	Ministry of Economy
Patent description & summary	<ul style="list-style-type: none"> -Main description of the patent -Two copies 	Applicant
Explanatory illustration	To help understand; 2 copies; 3 dimensional	Applicant
List of papers deposited	<ul style="list-style-type: none"> - List of all enclosed documents with their number of pages - 2 copies 	Applicant
commercial registration	-If the applicant is a Lebanese company or corporation	Commercial register
commercial circular	-If the applicant is a Lebanese company	Commercial register
Proxy/Power of Attorney	<ul style="list-style-type: none"> - Signed by the owner -If application is not handed by owner -Sealed by the company if a company owns it -Name of the patent must be mentioned - No need to be a certified copy 	Applicant

Categories Overview - Legislation

Taxes

SAL & SARL Co.

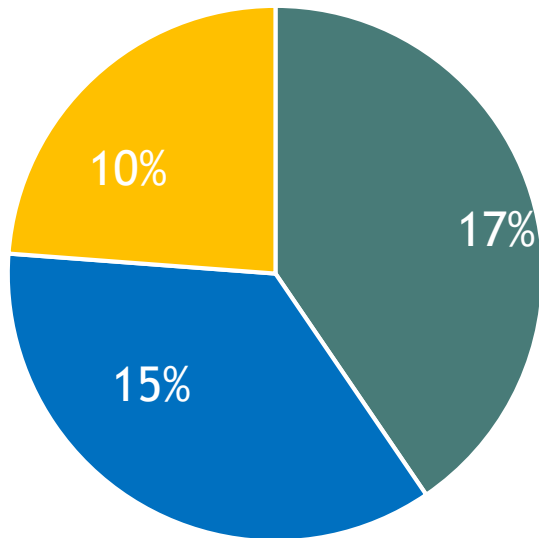
Corporation

Holding Co.

Offshore Co.

Taxes

SAL & SARL



- corporate tax
- tax on profits received from sale of fixed and financial assets
- A withholding derived from movable assets generated in Lebanon

Corporation

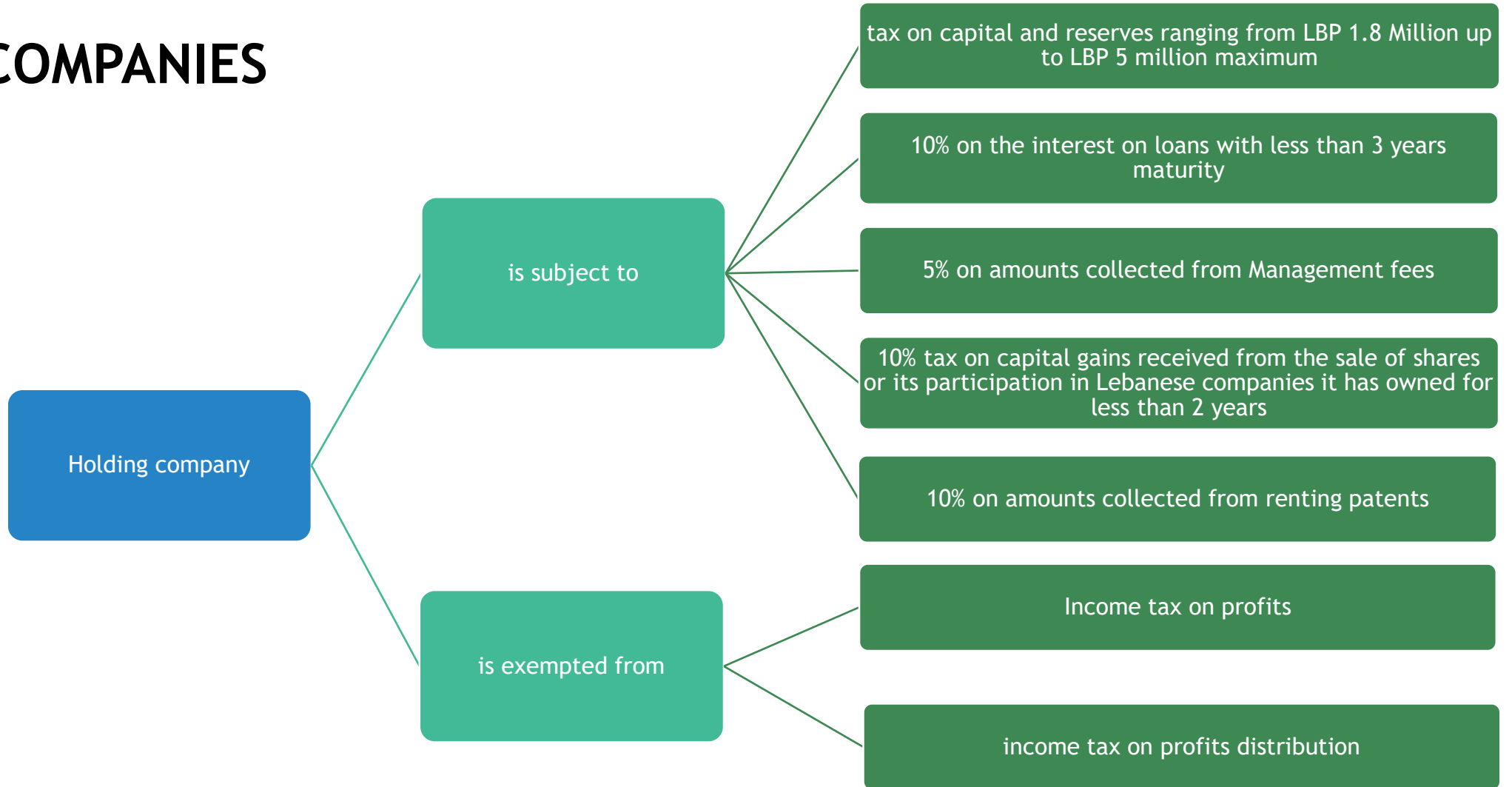
TAXES ON CORPORATIONS IN LEBANON (% | 2017)

- Taxes on Dividends: 10%
- Taxes on Deposit Interests: 7%
- Branch Remittance Tax: 10%
- Payroll Tax: Between 2% and 20%
- Real Property Tax: Between 4% and 14%
- Social Security including three schemes:
 - Family (6%), Medical (11%) and End of Service Indemnity (8.5%)

Categories Overview - Legislation

Taxes

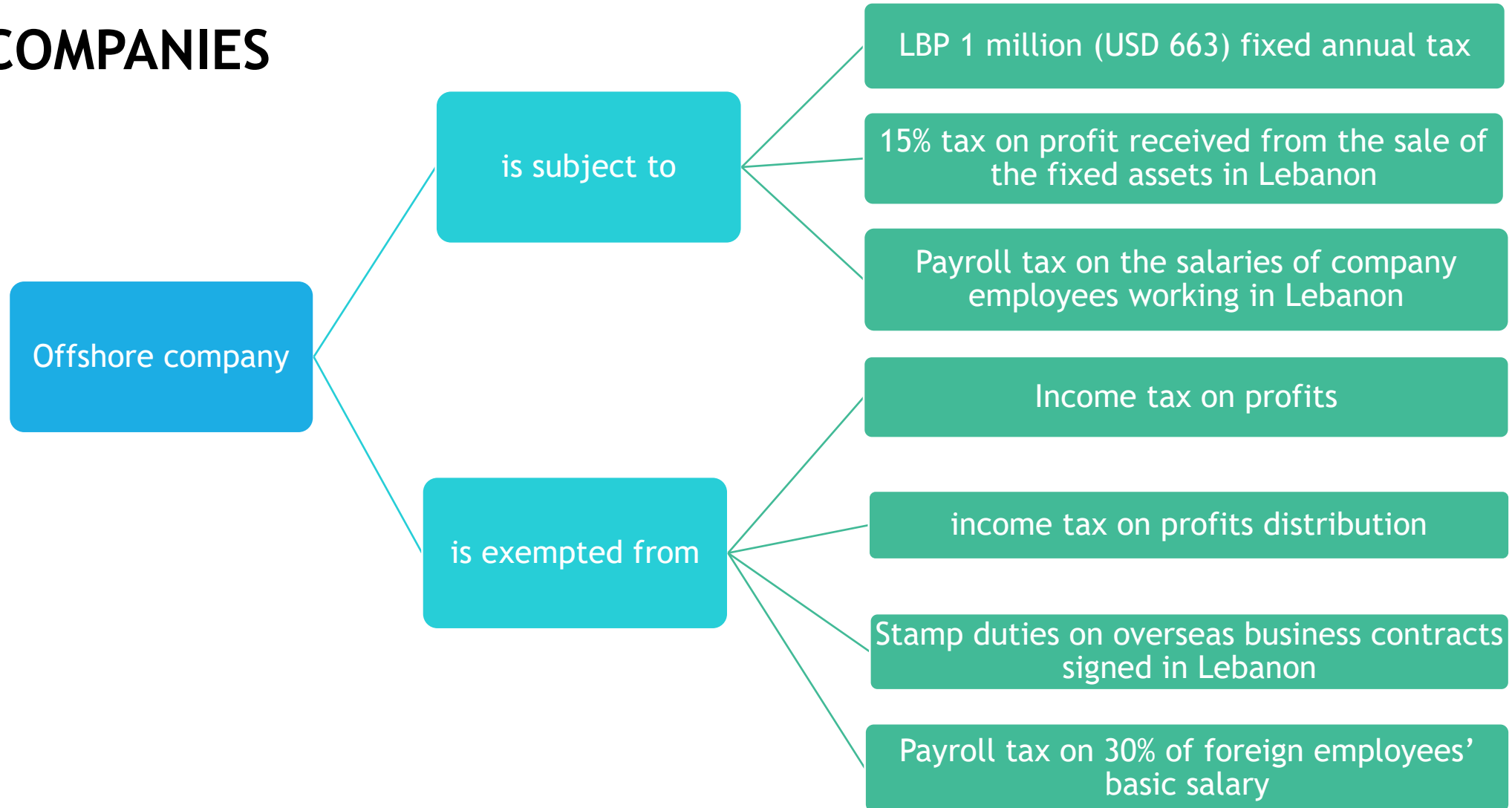
HOLDING COMPANIES



Categories Overview - Legislation

Taxes

OFFSHORE COMPANIES



Categories Overview - Legislation

Trade

Imports

Exports

Customs

Regulation

Categories Overview - Legislation

Trade

Imports

- Declaration form based on the Single Customs Declaration;
- Bill of Lading, or any other substitute document;
- Packing List, the detailed itemized lists if the invoices do not include the required details;
- Original Purchase or Commercial invoice (original);
- Any other document required by the applicable laws and regulations (such as: the proof of payment, special statement of value elements, etc.);
- Certificate of origin according to the Customs Act and the bilateral or collective treaties signed by Lebanon.

Exports

- Declaration form based on the Single Customs Declaration;
- Packing List, the detailed itemized lists if the invoices do not include the required details;
- Original Purchase or Commercial invoice (original);
- Any other document required by the applicable laws and regulations (such as: the proof of payment, special statement of value elements etc.);
- Certificate of origin issued by the Ministry of Industry and certified by the Lebanese Customs Authorities for exporting goods to Europe in accordance with protocol number 4 with the EU, where necessary.

Trade

Customs

- Customs Duty - Refer to [Customs website](#).
- Local Consumption Duty: applicable to certain types of goods including, but not limited to, tobacco products, fuels, cars, cement, lime, plaster and alcohols. This duty is applicable to imported products and locally produced products.
- The Value Added Tax (VAT) = 11% of the value of imported goods.
- Stamp Duty (LBP Fifty Thousand).

Regulation

NON-TARIFF MEASURES

To know more about the Non-Tariff Measures NTMs on trade imposed by various Lebanese government state bodies on import and export of goods, such as prohibitions, licenses and visas TBT and SPS certificates, please refer to this [report](#).

Categories Overview - Learning and Development

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Categories

Types

Courses

Q&A

Reading Materials

Success Materials

Video Tutorials/
Testimonials

Finance

Human Resources

ICT

Interpersonal Skills

Interpersonal Skills

Startups and Business
Development

Law & Legislation

Management &
Administration

Marketing

Markets

SME &
Entrepreneurship

Levels

Advanced

Appropriate for All

Beginners

Intermediate

Categories Overview - UN for SMEs

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ESCWA Data Portal

UN Entities
Initiatives

SDGs & Agenda 2030

<https://data.unescwa.org/>

<https://www.unido.org/>
<https://learning.intracen.org/>
<https://www.smefinanceforum.org/>
<https://www.ifc.org>

<https://sustainabledevelopment.un.org/>

SDGs and Agenda 2030

<https://sustainabledevelopment.un.org>

<https://www.un.org/sustainabledevelopment>

<http://data.unescap.org/sdg/>

<https://stat.unido.org/SDG>

<https://www.globalgoals.org/>

<http://17goals.org/>

<https://sdgcompass.org/>



Categories Overview - UN for SMEs

SDGs and Agenda 2030

SDG Simulator
Working Path Gams Path Help About

SDG Simulator

Add Shock
Clear
Save
Load
Run
Macro - Economic
SDGs
Sectoral
Open Log

Parameters to Shock

Policy	Public Investment					
From	2016	To	2030			
Percent.	7.00	Offset	0.04			
Argument 1	Paper and publishing					
Argument 2	CAPITAL					

Del	Policy	From Date	To Date	Argument 1	Argument 2	Percent.	Offset
	Factors Productivity	2018	2025	Crude Oil & Natural Gas Mining Quarrying		10	0.01
	Government Current Expenditure	2018	2030	Wood		5	0.02
	Foreign Labor Force	2018	2030	UNS		7	0.04
	Public Investment	2018	2030	Paper and publishing	CAPITAL	7	0.04

Goals Chart

Goal	Value
Goal 1	-0.83
Goal 2	-0.20
Goal 3	-0.09
Goal 4	0.72
Goal 5	0.11
Goal 6	0.40
Goal 7	0.00
Goal 8	-0.93
Goal 9	0.08
Goal 10	0.19
Goal 11	-0.28
Goal 12	0.04
Goal 13	-0.01
Goal 14	0.03
Goal 15	0.23
Goal 16	-0.60
Goal 17	-0.93

Categories Overview - Market Opportunities

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UN for SMEs

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Countries

Sectors

Market Types

More

Capacity Building

FTAs

Market Access

Market Analysis

Market Facilitators

Go Global

FTAs



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Market Analysis



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Go Global



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Media Center - Useful Links

Includes:

- Incentives
- Tech. Support
- Promotion
- Incubators
- Others:
 - Business Guides
 - Strategies
 - Success Stories
 - Resources
 - Reports
 - Podcasts
 - Events
 - Documents
 - Videos/ Ted talks
 - Financial Calculators

Incentives

Taxes & Subsidies

- For offshore companies are exempted from taxes on profits, and dividends distribution.
- The transfer of shares is exempted from taxation, and is not subject to stamp duties.
- Lump sum annual tax of 667 \$.
- IDAL's Tax Incentives: Exemptions on corporate income tax for up to 10 years for local and foreign companies operating in the ICT, and agri-food sectors.
- AGRI PLUS (2012): Provides subsidies and support to exporters of agricultural products.

Tech. Support

- 10 incubators & accelerators that provide training, technical & financial assistance to new and existing businesses across Lebanon.
- The newly-established Business Support Unit (BSU) at IDAL provides startups with free legal and tax/accounting advice, as well as licensing support to operate and grow.
- In 2017, Lebanon ranked 4th worldwide on the Global Ranking for Total Early Stage Entrepreneurial Activity (TEA).

Promotion

A. Investment

IDAL'S INVESTMENT PROMOTION

- Provide economic, commercial and legal information of relevance to investors
- Identifies business opportunities across various economic sectors
- Provide in depth analysis of sectors
- Grant fiscal exemptions to investment projects
- Facilitate issuance of permits and licenses
- Provide on-going support for investment projects
- Promote Lebanon as a key investment destination

Fiscal Incentives of Tripoli Special Economic Zone

- ▶ 100 percent customs exemption on imported raw material
- ▶ Duty free export of finished goods;
- ▶ Duty free import of construction material, equipment, office machinery and spare parts
- ▶ 100 percent exemption on VAT and excise tax for goods and services destined for exports
- ▶ 100 percent exemption on corporate profit tax (provided that not less than 50 percent of the workforce is Lebanese and the value of fixed assets or capital is greater than USD 300,000)
- ▶ 100 percent exemption on withheld tax on salaries for employees of tenants and on social security contributions
- ▶ 10 percent exemption on building permit fees and built property tax
- ▶ 100 percent exemptions on shares and bonds issued by companies within TSEZ.

Source: TSEZ, TSEZ, World Bank, Lebanon Economic Monitor 2016.



Tripoli Special Economic Zone (Industry)

Promotion

B. Exports

IDAL's EXPORTS PROMOTION

- Provide data on external markets
- Support companies in accessing external markets
- Subsidize participation in foreign fairs

- **EXPORT PROMOTION PROGRAMS IN PLACE:**

1. AGRO-MAP (2004)

Subsidizes the participation of agri-food companies in international fairs.

2. AGRI PLUS (2012)

Provides subsidies and support to exporters of agricultural products.

3. MARITIME BRIDGE PROGRAM M LEB (2015)

Provides support to exporters to Arab countries.

Services

A. Business Development

PROVIDER NAME	TARGETED SECTORS	SERVICES	CONTACT
SoftShore Cluster	ITC	Export Promotion; Networking; Training, Seminars	www.lebanonsoftshore.com
IDAL	ALL startup	Business support	bsu@idal.com.lb
ERBD	Financial institution	Project & trade finance; business advice; procurement	www.erbd.com
Berytech	ALL	Business Advisory; Access to market	info@berlytech.org
Mowgli	MSMEs in services, ITC, Health	Networking, mentoring, training	www.mowgli.org
Entrepreneurs Lebanon	ALL startup	Online platform	www.entrepreneurslebanon.com

<https://www.economy.gov.lb/en/services/support-to-smes/whats-in-lebanon-for-smes/business-development-training-and-mentoring-services>

Services

B. Incubators

PROVIDER NAME	TARGETED SECTORS	SERVICES	CONTACT
Agritech	Agri-food	Start-up funding; customer access; industry connections	info@agritech.org
Beirut creative cluster	Marketing; Advertising and Media	Business Development	www.Beirutcreativecluster.org
Smart ESA	ALL startup	Incubation, and acceleration programs	startup@esa.edu.lb
Speed	ITC software	Investing coaching	info@speedlebanon.com
Touch innovation program	Lebanese business	Training programs	www.Tip.touch.com.lbb

<https://www.economy.gov.lb/en/services/support-to-smes/whats-in-lebanon-for-smes/business-development-training-and-mentoring-services>



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Others

<https://investinlebanon.gov.lb>

<https://www.economy.gov.lb/en/services/support-to-smes/>

<https://portal.economy.gov.lb/>

www.customs.gov.lb

<https://lb.kompass.com/>

<https://www.economy.gov.lb/en/services/support-to-smes/whats-in-lebanon-for-smes/financing>

<https://exportpotential.intracen.org/#/home>

<https://macmap.org/en/query/trade-agreement>

<https://marketanalysis.intracen.org/en>

<http://globaltradehelpdesk.org/en>

<https://learning.intracen.org/>

<https://www.bizmove.com/>

Media Center - Useful Links

Documents & Videos

- IDAL - Investment Opportunities in Lebanon - 2019
- Challenges facing the Lebanese SMEs Sector
- Lebanon-SME-Strategy - UNDP
- IDAL-LOAN FINANCING
- IDAL - Investment Incentive Schemes
- IDAL-MoFT_Registration_Process_for_trademark_patent_and_copyrights_protection

<https://www.youtube.com/channel/UCz2ZmaSPi0oV1-99kwr2m4g>



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UNITED NATIONS

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