Financing Technology & Innovation
12th IGF, Dec 19, 2017, Geneva

Nicolas Rouhana
Vice-President ISOC-LB
GM of IM Capital
@nrouhana @isocLebanon @imKapital
About ISOC Lebanon Chapter

Non-profit, multi-stakeholder organization founded in February 2010 and incorporated in December 2012

- 12 board members
- More than 750 members
- Ex-officio Nabil Bukhalid just got on the Internet Hall of fame

http://www.isoc.org.lb
ISOC – LB Focus Areas & Activities

Broadband Access - Lebanon IPv6 Task Force - Internet Exchange Points – DNSSEC - Electronic Signature - Innovation and Entrepreneurship - Economic Growth and Social Development for Lebanon

Open Data

Working on our open data project in partnership with the government of Lebanon

#NetNite

A series of events and workshops happening on a monthly basis to provide knowledge and information on new technologies in the world related to the internet.

LINC

The Lebanese Internet Center to manage the .lb resource

IMF

The Internet Mentorship Force supporting entrepreneurs in the Lebanese ecosystem
ISOC – 25
Lebanon landscape: Leapfrog!
For wannabe Entrepreneurs!
News Headlines!

STARTUP ACCELERATOR FOR USEK
The Asher Center for Innovation & Entrepreneurship (ACIE) at The Holy Spirit University of Kaslik (USEK) plans to launch a start-up accelerator later this year, according to Elias Abou-Fadel, the Head of ACIE. Investment will be around $2.5 million over a seven-year period. The money will come through the Circular 331 process to fund accelerators, according to Abou-Fadel. The accelerator is aimed at the USEK community which includes alumni, staff, and the general public.

ANGEL NETWORK INITIATIVE LAUNCHED
The Angels Lebanon initiative has been launched by Nicolas Sehnouqi, Chairman of the UK Lebanon Teck Hub (UKLTH). With support from Marwan Kheireddine, Chairman of Al Maward Bank. The initiative aims to target young CEOs from traditional sectors like the auto sector, manufacturers, industrialists to invest in the tech sector, especially startups, according to Sehnouqi. The initiative works on two tiers. The first one is free and includes an expansion of existing for investments,” he said. The angels will invest directly in the startups. Angels Lebanon will not act as an intermediary.

START-UP CLUSTER FOR HAMRA
The Olive Grove, a collaborative open space containing incubators, a boot camp, and dedicated hot desks, will launch early July in Hamra. Neemat Frem, CEO of Indeved Group, will invest in the project and offers funding for UK-Lebanon tech hub.

DIGITAL STARTUP INVESTMENTS: $56 MILLION LAST YEAR
The value of investments in digital startups surged eightfold from just $7 million in 2013 to $56 million in 2016, and the number of deals more than tripled to 37 from 11 deals in 2013, according to State of Digital Investments in MENA, a report recently published by ArabNet in collaboration with Dubai SME. Tech start-ups benefited from 100 investments with an aggregate value of $119 million in the past four years, according to the report. The average investment size has also been increasing. Average investment per deal rose to $1.5 million in 2016 from around $600,000 in 2013. Lebanon ranked second in the MENA region, after the UAE, in the number of growth-capital

INNOVATION CENTER IN AMCHIT
BeTech and Marched Innovation (MIF) have signed a Memorandum of Understanding to launch an Innovation Center in Amchit, Jbeil. The center will launch in fall 2017. The center will be an interactive environment with a space exceeding 3,000 square meters located on the Amchit highway. It will open on a 24/7 and 365 days-a-year basis. The center will contain co-working spaces, open networking spaces, meeting and conference facilities, small, medium, and large flexible offices. The center expects to have a total occupancy of about 300 people. These will include 30-40 project holders and freelance people, 15 early stage startups, ten growth phase startups and five accelerators.

ACCELERATOR FOR SAIDA
BeTech, an accelerator program, will launch in Saida in early 2017. The Diaspora living in the American will initially invest around $18-$25 million according to Isaac Hamdan, CEO of BeTech. Isaac Hamdan, who is also a mentor at the UK-Lebanon Tech Hub, said the Forbes will serve the underprivileged communities of the South and Bekaa regions. “It will help those who thought they were unable to succeed to get on the first step of the ladder,” he said. The program aims to support tech-based startups, especially those with an awareness of IBM Watson intelligence-driven applications, since there is a lack of competency in these types of software. Other specific tech areas include online merchant selling, big data, e-commerce, and Arabic learning.
Parting thoughts

- There has never been a time when the supply of capital did not overwhelm the supply of opportunity
- Invitation to enterprise!
- Reverse-migration
THANK YOU!

nicolas.rouhana@isoc.org.lb