



CSTOUCH
ADVISORS

Uplifting Innovative Social Enterprises for Sustainable Impact

Continuing the Journey from 2023 to 2024

2023 has been nothing short of eventful prompting reflections on how best to transform our region and build a new economic order through the scaling and funding of innovative and impactful social enterprises.

As we prepare to usher 2024, we are happy to share the key milestones completed in 2023 as a continuation of the past ten years transforming and funding more than 60 social enterprises in Sub-Saharan Africa with the Stanford Seed program (2014-2023) and in the MENA region with the Berytech Water and Energy for Food Grand Challenge Program (2020-2023).

Key Milestones in 2023

- Completed over 15 assignments with different clients and partners in the region (Lebanon, Ghana, Morocco, Egypt, Jordan, Kenya and Iraq) including:



- Participated in over 25 events as presenters, panelists, jury members, workshop facilitators with several partners such as UN Global Compact Network Lebanon, LIFE Lebanon DROSOS FOUNDATION, American University of Beirut University for the Seniors, Konrad-Adenauer-Stiftung and United Nations Economic and Social Commission for Western Asia (ESCWA) at COP28 UAE to name a few.

Key Milestones in 2023

- Completed 3.5 years in charge of Investments for the Water and Energy for Food Grand Challenge MENA program supporting 35 innovative scale-ups in the region build investment readiness capacity and raise more than \$30mn in debt and equity funding.



- Delivered over 20 workshops on investment topics such as investment readiness, business model canvas, company valuation, financial sustainability, effective governance, transformation planning, intrapreneurship and around social enterprises: role, importance, challenges, ways to support.

Key Milestones in 2023

- Established important partnerships including with:



- Embarked on a 3-year Program with LIFE Lebanon-Drosos Foundation to transform and fund 15 Lebanese AgriTech and Cleantech innovative social enterprises.



- Funded 10 Lebanese and regional social enterprises and scale-ups:



Key Milestones in 2023

- Appointed as board member on the board of directors of the ABC and Debbane Saikali groups



- Conducted a number of pro-bono one-on-one coaching sessions to social enterprises and startups on investment readiness, fundraising and financial modeling.



- Provided grants to selected NGOs including Bedayati.

- Organized two spiritual retreats in Maasser El Chouf and Deir El Kamar as an exploration of self, soul, heart and spirit and related life projects.

- Published a book titled “A taste of Wonder: Quand nos âmes dansent” gathering pictures, paintings, texts and poems on diverse topics such as life, friendship, nature, hiking, and love.



Plans for 2024

- Onboarding additional Lebanese and regional (Egypt, Morocco, Jordan, Iraq) social enterprises, startups and scaleups and established companies under our transformation framework, **focusing on social enterprises and NGOs.**
- Maintaining our **participation in accelerators and capacity building programs** to provide the needed support for companies to execute their ideas and scale their business and impact.
- **Sharing best practices, case studies and tips on social media** as a way to disseminate the knowledge and experience across the ecosystem and allow companies and entrepreneurs to learn and benefit.
- **Establishing additional partnerships** with BSOs and INGOs and collaborating with DFIs, IFIs and international donors to provide technical assistance to social enterprises.
- **Taking advisory board roles in social enterprises** to improve governance and ensure proper execution.

Plans for 2024

- Embarking on donor-funded project to **provide capacity building to top social enterprises** and foundations in Lebanon.
- **Following-up with existing clients/partners to ensure optimal execution** of agreed transformation plans along their balanced scorecards and transformation pillars.
- Completing a series of **executive programs focusing on capacity building for SEs** in collaboration with Lebanese business schools.
- Delivering **pro-bono capacity building sessions** to NGOs/Social enterprises.
- Establishing an **informal platform to connect selected advisors** with top SEs/startups on Board effectiveness, technical expertise, ESG...
- **Funding additional Lebanese social enterprises** through debt or equity and making donations to selected NGOs with significant impact.
- Maintaining efforts to **expand network of investors**, especially within the Lebanese diaspora.



CONTACT US

Constantin Salameh

Route des Esserts 2, CH-1279 Bogis-Bossey | Mob: +41 79 399 10 70

Constantin.salameh@cstouch.co

Lama Makarem, CFA

Independence street, Dhalia 906, Achrafieh, Beirut – Lebanon | Mob: +961 3 207 467

Lama.makarem@cstouch.co