Agenda

1. What is WE4F?
2. Goals & Expected Outcomes
3. MENA Region Results To Date
4. Lebanon Results To Date
5. Enabling Environment Challenges
What is WE4F?

Water and Energy for Food (WE4F) a joint international initiative of the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union (EU), the Ministry of Foreign Affairs of the Government of the Netherlands, the Norwegian Agency for Development Cooperation (Norad), Sweden through the Swedish International Development Cooperation Agency (Sida), and the U.S. Agency for International Development (USAID).
Zooming in the MENA hub - Implementing Partners

- Berytech
  - The Ecosystem for Entrepreneurs
- cewas
  - Middle East
- IWMI
  - International Water Management Institute
- Chemonics Egypt Consultants

Supporting entrepreneurs from MENA since 1992

Extensive In-house TA & Investment expertise

5000+ Entrepreneurs Supported in MENA

Own staff & network in (almost) all targeted MENA countries

150+ growth-stage WEF Enterprises in MENA
Increase food production along the value chain through a more sustainable and efficient usage of water and/or energy.

Increase income for base of the pyramid women and men in both rural and urban areas.

Sustainably scale innovators' solutions to meet the challenges in the WE4F nexus.

Promote climate and environmental resilience and biodiversity through the sustainable, holistic management of water, natural resources, and ecosystems.
Expected Outcomes

750,000 smallholder farmers and other end-users – of which 25% are women – adopt energy or water-efficient WE4F innovations in their activities.

300,000 smallholder farmers and other end-users – of which 25% are women – experience an increase in income.

To support 50+ innovators make the needed impact.

Nearly 2 million tons of additional food to be produced.

Water consumption to be reduced by >760 million liters.

718 Mio kWh savings in energy in the food value chain.

More than $7.5 million in additional funding.

Leveraging innovations through partnerships.
IMPACT SCALABILITY AND SUSTAINABILITY:

Innovators/SMEs selection criteria

- Mid- to later-stage enterprises with recurring revenues and a solid financial position
- Boast a high potential to scale customer base from few thousands to tens of thousands;
- Increase income of base of the pyramid;
- Improve access to food for everyone;
- Promote gender equality;
- Have a net positive effect on climate, environment & the ecosystem.

CURRENT PORTFOLIO: 38 COMPANIES IN THE MENA REGION
Technical Assistance, up to 3 TA per innovator

Matching &/or milestones-based grants ranging between $25K and $300K per selected innovator

Investment Readiness & Facilitation Support

Access To Networks

WE4F Support in Scaling-Up Companies to Scale their Impact
WE4F MENA Statistics

38 innovators
- 9 water-food
- 6 energy-food
- 23 water-energy-food

30+% women-owned or women-led

$20 million mobilized in investments

42% focusing on biodiversity

56% and 86% contribute to climate adaption and mitigation respectively

Innovation Type

139,000+ End-Users
MENA REGIONAL IMPACT RESULTS TO DATE

- 2,483,173 Tons of Food Produced
- 492,950,124 Kwh Energy Saved
- 1,762,626,931 Liters of Water Saved
- $20,000,000 Investment Raised
Our Innovators and their Impact in Lebanon
INNOVATION - Lebanon Portfolio – 7 Innovators

- Produces, packages, and distributes organic products to consumers, retailers, wholesalers, importers, processors, restaurants, and caterers. They contract with smallholder farmers, and they also operate on their own lands.

- Provides optimized irrigation systems for the Lebanese farming community, on top of agricultural advisory services, green house solutions, certified hybrid seeds with guaranteed crop yield.

- Produces and distributes compost, manufactures and supplies compost production equipment, as well as provides facility design, construction and operation consultancy and services.

- Provides conventional organic goat dairy products through physical and online retailers in Lebanon, and relies on the local goat breed, by purchasing milk from shepherds in Lebanese mountains.

- Provides Solar PV solutions in Lebanon, including pumps for irrigation.

- Provides agricultural aggregation services by securing the grape harvest of farmers and sells it to export markets. Offers consulting services and onsite trainings through team of competent agricultural engineers.

- Specializes in preparing processed food products based on ethnic crops such as pepper, eggplants, roses and ethnic herbs by contracting with smallholder farmers and providing drip irrigation. Sells online and through its chain of Armenian restaurants.
THE CASE OF GREEN ESSENCE – AFTER JOINING WE4F

Total sales grew from $2M in 2020 to $3.2M in 2021 to $7.6M in 2022

Saved 100,685,022 KwH in y1

Innovation helped produce 496,594 additional tons of food in y1
Impact in Lebanon Year to Date of the Program

- 17,991 END USERS
- 555,606 TONS OF FOOD PRODUCED
- 1,223,334,726 LITERS OF WATER SAVED
- 101,355,102 Kwh ENERGY SAVED
- $3,300,000 FUNDS RAISED
Of the Enabling Environment Challenges in Lebanon

**Labs in Lebanon/Export readiness**: inefficiency of the operations and unavailability of resources including advanced equipment to test fresh produce and soils, hindering marketing and export capabilities.

**Access to Finance**: Lack of available funding for SMEs and for farmers, noting the latter are deemed non-bankable and none credit worthy.

**Environmental Risks/Over usage of water**: with the lack of extension services and awareness raising, farmers tend to extract water more than they need from wells, putting stress on underground water resources, which will be further exacerbated by the adverse effects of climate change.

**Agricultural Extension**: Smallholder farmers are not able to benefit/get access to latest innovation and the best agricultural practices.
Activities to Address the Challenges

End-User financing for farmers on top of fund raising activities for the SMEs

Partnering with MFIs - Al Majmoua

Export Readiness through Linkages and guidance through additional Technical Assistance to scale up in foreign markets

Providing TAs to innovators such as Optimizing the Supply Chain and Best Farming Practices to extend to farmers
QUESTIONS