

# SOCIAL ENTERPRISES IN THE MENA

A study of Lebanon, Jordan, Egypt and Palestine



Healthcare (HC)



Education (ED)



Environmental Sustainability (EV)



Egypt

Palestine

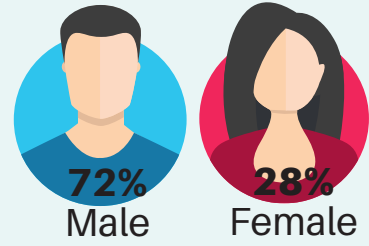
Lebanon

Jordan

We focused on **3** specific sectors across **4 MENA** countries

## FINDINGS

Profile of the Social Entrepreneur



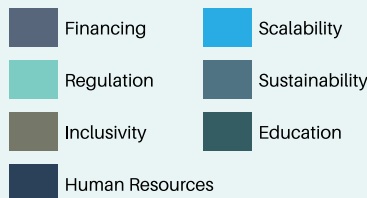
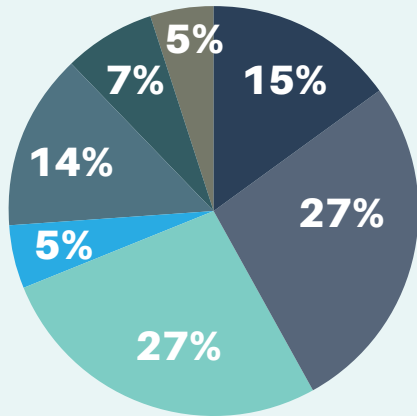
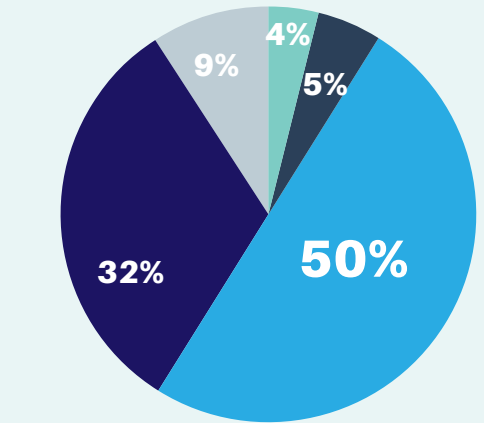
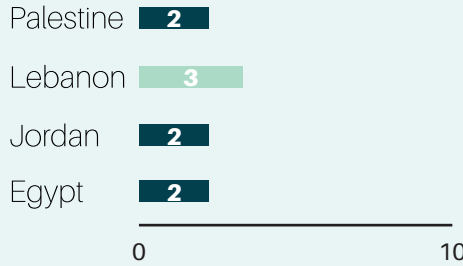
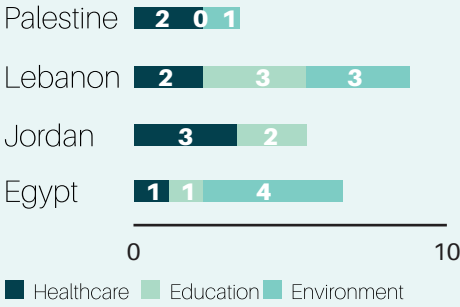
Age of Social Entrepreneurs



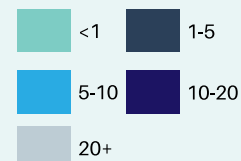
Insights were gathered from 31 interviews with social enterprises and support organizations across Egypt, Palestine, Lebanon and Jordan.

Division of Interviews by Country and Sector

Division of interviews with Support Organizations



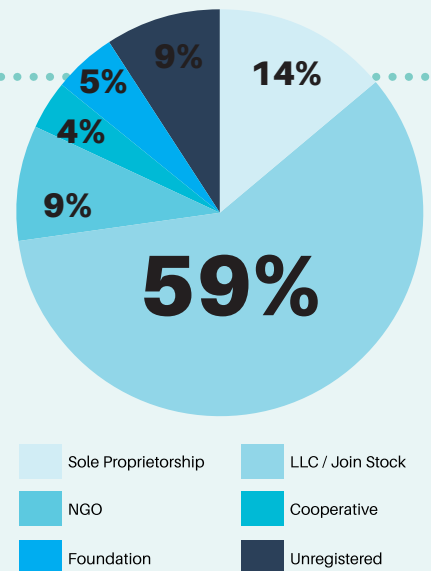
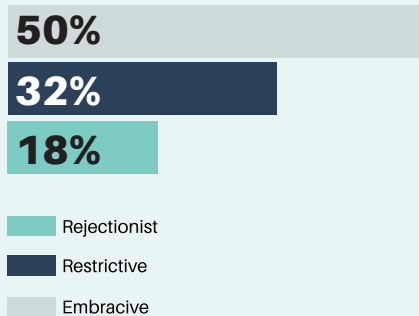
Challenges Mentioned by Social Entrepreneurs



Years of Social Entrepreneurs' Work Experience

Three broad categories of social enterprises were observed:

- **EMBRACIVE ACTORS:** Those accepting the social enterprise as a broad concept that encompasses commercial elements and addressing a social ill.
- **RESTRICTIVE ACTORS:** Those placing specific conditions on what qualifies as a social enterprise.
- **REJECTIONIST ACTORS:** Those rejecting the concept of the social enterprise all together.



Social Enterprise Registration Type

63%

23%

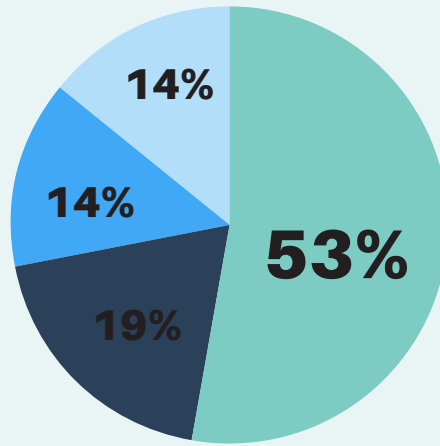
14%

In process of measuring social metrics

Do not measure social metrics

Measures social metrics

Measuring Social Impact



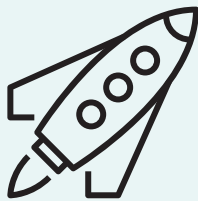
Capital Issues Mentioned by Social Enterprises During Interviews

Financing Revenue  
Profit Investor Relations

DOES NOT HAVE A BOARD  
32%

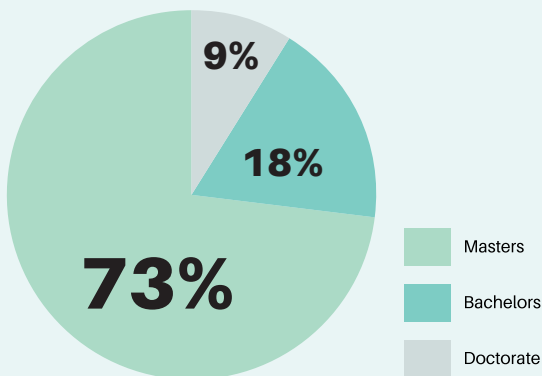
HAS A BOARD  
68%

Presence of a Board of Directors



## COMMON TRAITS OF SOCIAL ENTREPRENEURS

1. Tertiary education, often outside the region.
2. Knowledge of a second language.
3. Previous experience with enterprise sector.
4. Previous entrepreneurial experience.
5. Personal experience with a social ill.
6. Previous professional experience in their field.



Education Level of Social Entrepreneurs

## SOCIAL ENTERPRISES' FINANCIAL GROWTH MODEL

EQUITY SALE  
16%

LOANS  
7%



PROFIT REINVESTMENT  
42%

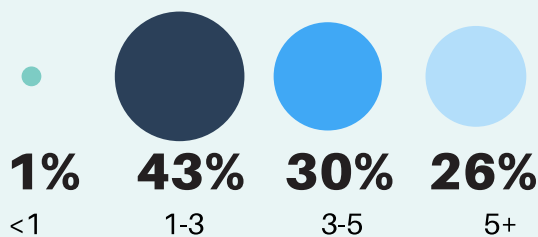
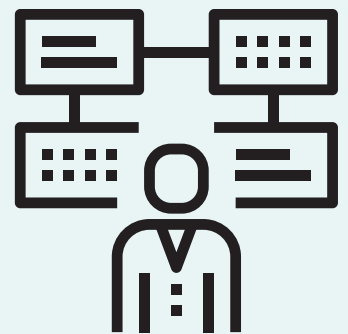


GRANTS  
30%

UNDECIDED  
5%

## TYPE OF SUPPORT OFFERED

1. Basic Entrepreneurship Training
2. Boot Camps
3. Legal assistance (incorporation)
4. Seed Funding
5. Angel Investments
6. Crowd Funding
7. Mentorship
8. Networking (Investors & Experts)
9. Innovation labs
10. Incubation and Acceleration



Years of Social Enterprises Establishment

Source: Ahead of the Curve (2016). Dynamics and Challenges Facing Social Enterprise Development in the Middle East and North Africa: A Qualitative Analysis of Lebanon, Jordan, Egypt and Palestine.