



GERMAN-LEBANESE COOPERATION
SOLID BUSINESS OPPORTUNITIES
AROUND LEBANESE INDUSTRIALISTS
NUMOV, MARCH 15 TH , 2022

YES, WE CAN!
SUCCESS STORIES

INTERNATIONAL SUCCESSES
INTERNATIONAL PRESENCE
SUCCESS STORIES DESPITE ALL ODDS

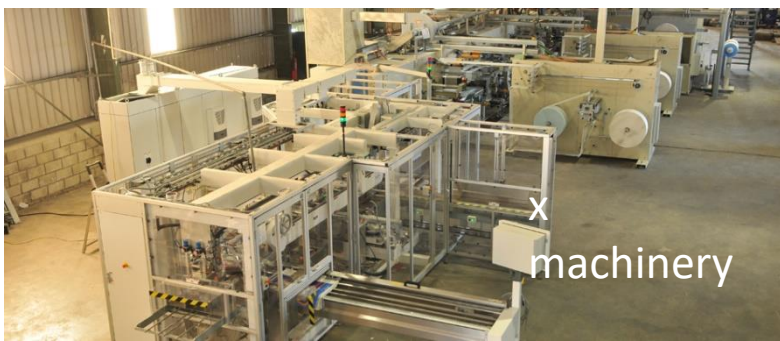
VARIETY & QUALITY TRADITIONAL PRODUCTS



PAPER, PROMOTION & PACKAGING FOR INTERNATIONAL



SPECIALIZED, AND ADVANCED PRODUCTS



BPI

Together Towards Excellence...

Benta Pharma Industries (BPI) is a leading pharmaceutical industry committed to improving human wellbeing.

- A portfolio of more than 130 high quality pharmaceutical products and medical devices.
- Innovation and excellence in manufacturing at two state-of-the-art industrial operations sites in Lebanon and Egypt covering complex technologies that include the production of Cytotoxic and Anti-cancer products, cephalosporins and antibiotics, biological and biotechnology products in addition to the production of Intra Ocular lenses for cataract procedures.
- High focus on Research and Development through a dedicated unit and a cGMP certified Pilot plant capable of developing, formulating, packaging and analyzing pipeline products.
- Partnership with more than 7 multinational companies for In Licensing, out- Licensing and toll manufacturing.
- Global Expansion in more than 30 countries.

www.bpi.com.lb



SURF-AUTO

230 V 432 A 83 C
 50.3 Hz 394 A 58 PSI
 25440 Hr 375 A 138 Vdc
 DrLoad

ON STOP RESET

PRESS ONCE SELECTED MODE TO STOP/START SCROLLING ON MULTIFUNCTION DISPLAY

PRESS & HOLD FOR 3 SEC TO ENTER THE MENU / PRESS ONCE TO STOP/START VOLTAGE SCROLLING

PRESS & HOLD FOR 3 SEC TO TURN OFF / PRESS ONCE TO RESET FAULTS

INPUTS STATUS

- LAMP
- RELAY
- DTS
- DTS
- DTS
- DTS
- A.C.

S. & A.S. LTD.



FACING COVID 19 : VENTILATORS



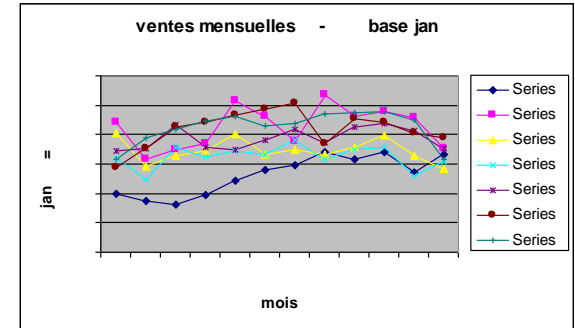
II. STRENGTHS OF LEBANESE INDUSTRIALISTS

- *CREATIVITY, DESIGN AND INNOVATION*
- STATE OF THE ART TECHNOLOGY
- FOCUSING ON VALUE-ADDED PRODUCTS



INDUSTRIALISTS FROM LEBANON

- SUCCEEDING IN CHAOTIC ENVIRONNEMENTS



- RESPECT OF CONTRACTS AND DEADLINES

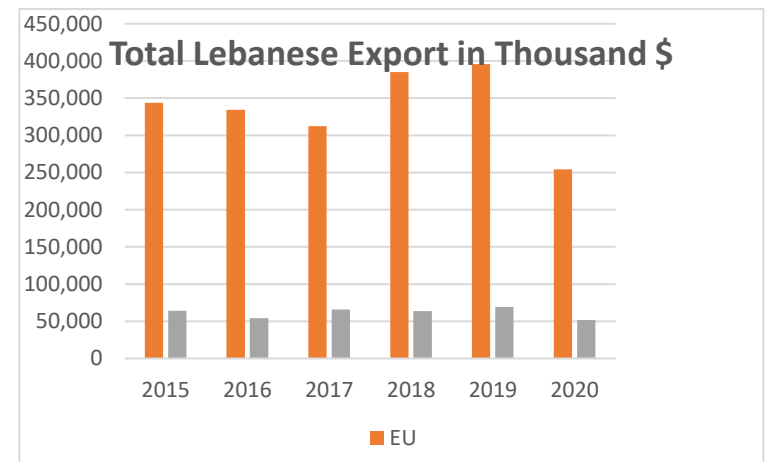
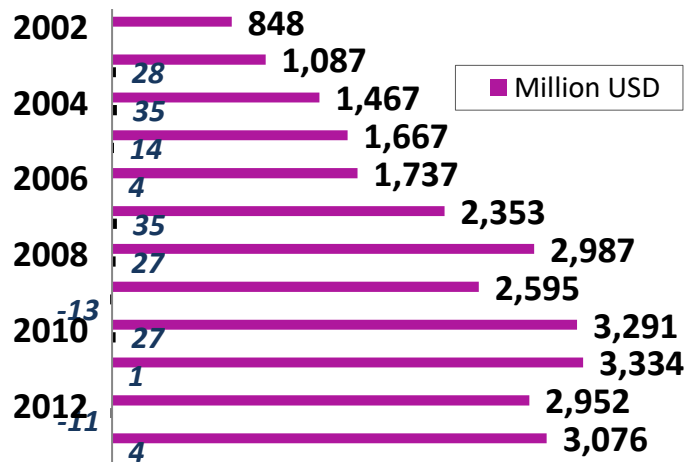


- DETERMINATION AND RESILIENCE EVEN AGAINST BOMBINGS



- HAVE BECOME EXPERTS IN
MANAGING CRISIS

EXPORTS INCREASING, AND TO MOST DEMANDING DESTINATIONS



LEBANESE SUCCESS STORIES IN INDUSTRY IN AFRICA

ANGOLA	FOODSTUFFS-COSMETICS
COTE D'IVOIRE	FLOUR MILLS-PACKAGING-DAIRY PRODUCTS (Nestlé)- HYGENIC PAPERS(Georgia-Pacific)
EGYPT	SANITARY AND CERAMICS –STEEL FOR CONSTRUCTION – TEXTILE – WATER AND BEVERAGES –PHARMACEUTICALS- PIPES- PAINTS – PACKAGING-DAIRY PRODUCTS - HYGENIC PAPERS
ETHIOPIA	MATTRESSES
GABON	WASTE MANAGEMENT
GHANA	FOODSTUFFS-
MADAGASCAR	FISHERIES
MOROC CO	PIPES
NIGERIA	MOTORCYCLES (Suzuki, Guzzi) – BEVERAGES (Pepsi) BISCUITS– PRINTING-PLASTICS
RD CONGO	FOODSTUFFS
SENEGAL	CANDIES – FLOUR MILLS- PACKAGING PLASTICS AND DETERGENTS (Colgate Palmolive)
SIERRA LEONE	FISHERIES– COSMETICS- FOOD PRODUCTS
TOGO	COSMETICS- BEAUTY PRODUCTS

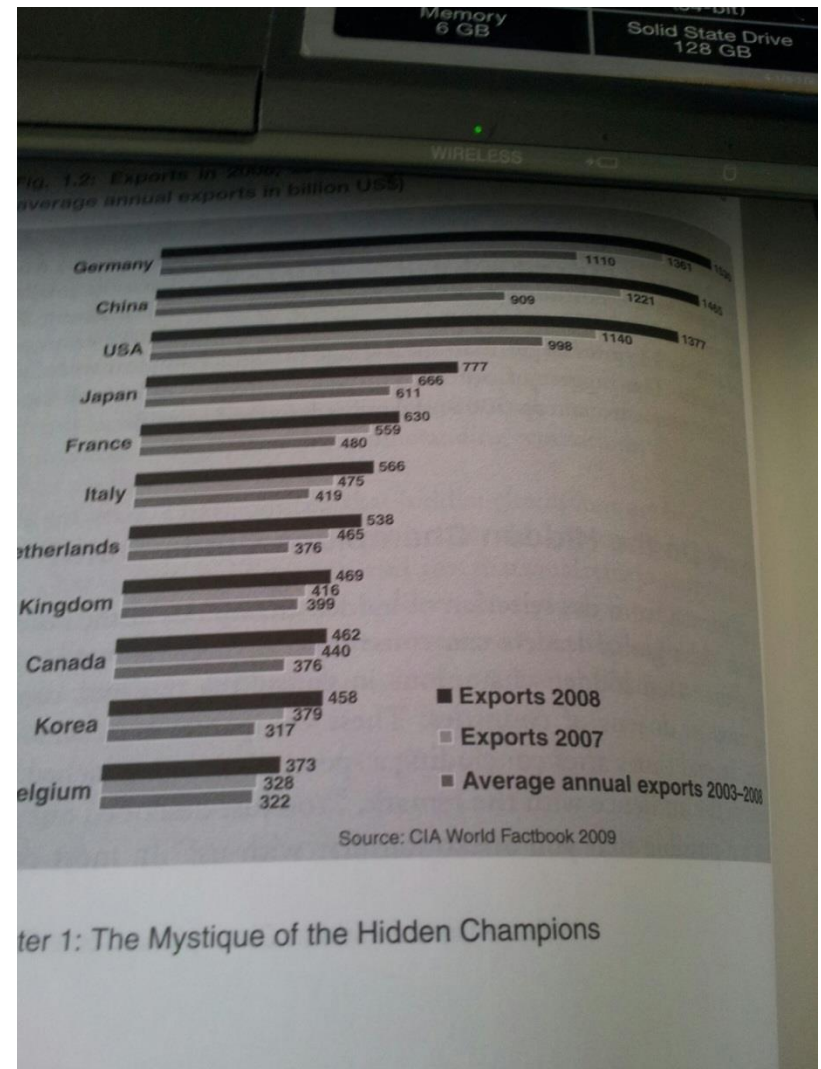
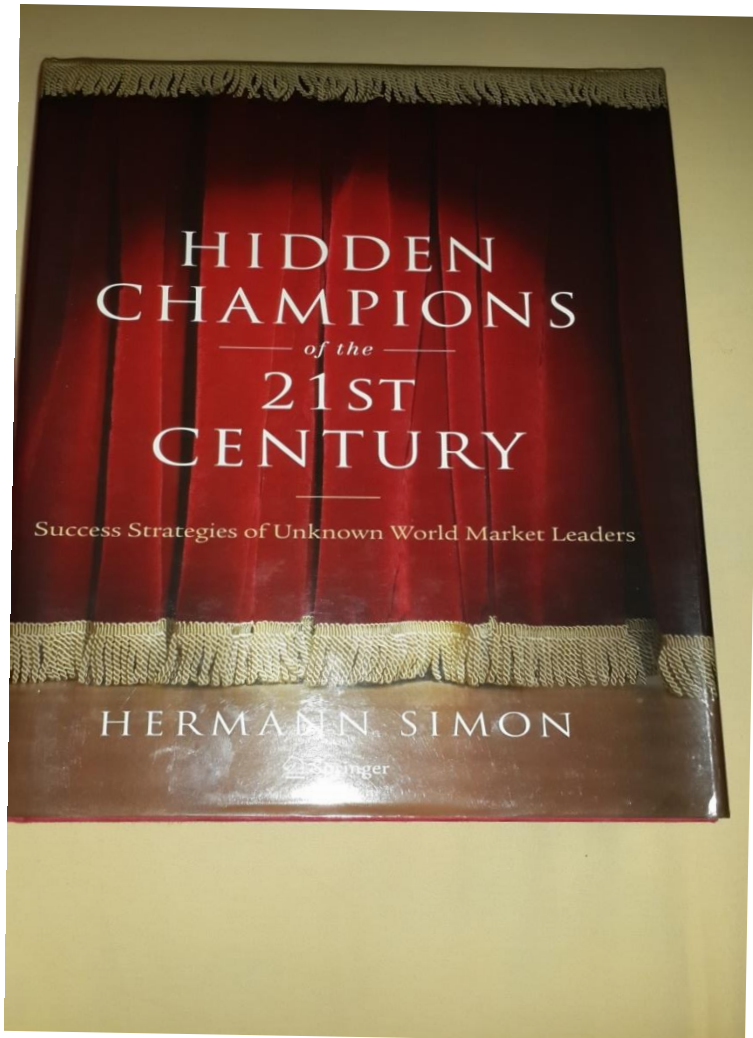
FRANCE	EQUIPEMENTS VOITURES, INDUSTRIE PAPETIERE
IRAN	INDUSTRIE PAPETIERE, EMBALLAGES, PRODUITS ALIMENTAIRES
IRAQ	BOISSONS GAZEUZES, PRODUITS ALIMENTAIRES, CIMENTERIES, EMBALLAGES
KSA	MENUISERIE, EMBALLAGES, PLASTIQUE, VEHICULES SPECIALISES, PRODUITS ALIMENTAIRES, MATERIAU DE CONSTRUCTION
KUWAIT	PRODUITS ALIMENTAIRES, MATERIAU DE CONSTRUCTION
QATAR	IMPRIMERIE, MATERIAU DE CONSTRUCTION, CERAMIQUE
ALGERIE	WASTE MANAGEMENT
USA	PAPER MAKING, TEXTILES,

INTERNATIONAL MOMENTUM :

The cedar paper network

- Pioneers over the region
 - Printing 1584 Couvent Saint Antoine
 - bagss 1923 Tazco
 - Recycling Paper - Cardboard 1929 : *Gemayel Frères sal*
 - notebooks 1957, OPP
 - Packaging corrugated 1956 : Gemayel Frères sal
 - Tissue since 1966 : Mimosa
- Exports to the whole world
- Lebanese Production around the world: KSA – Côte d'Ivoire – Egypt – USA, East Europe – France – Iran – Nigeria – Sénégal

LOOK ALIKE



LEBANON IS A SMALL MARKET , BUT A POWERFUL PLATFORM

THE REGION

THE MIDDLE EAST

AFRICA

THE WORLD THRU THE DIASPORA .

OPPORTUNITIES WITH GERMANY

IMPORTING RAW MATERIALS

IMPORTING MACHINERY AND EQUIPMENT

EXPORTING AN ARRAY OF QUALITY PRODUCTS

PRODUCING UNDER LICENSE

JOINT VENTURE

RAW MATERIALS & MACHINERY

Sell to Lebanon

- GLOBAL IMPORTS FOR INDUSTRY 3 BILLION USD PER YEAR
- INVESTMENTS IN MACHINERY + 200 MILLION USD/YEAR

COOPERATION AROUND INDUSTRY

Sell to Lebanon

ENVIRONMENTALLY FRIENDLY
INDUSTRY

WASTE WATER, AND WASTE
MANAGEMENT

ENERGY SAVING SOLUTIONS, AND
ALTERNATIVE ENERGY
GENERATION

OPPORTUNITIES : IMPORT SUBSTITUTION

PRODUCE IN
LEBANON

but we can
Substitute the
import of these
items by local
production



IMPORTS SUBSTITUTION

Type	Percentage of Imports	USD / Thousand
Prepared Food Stuffs, beverages and tobacco	8%	1,407,559
Vegetable Products	5%	869,259
Animal Products	5%	837,301
Textiles	4%	790,885
Plastics	4%	730,113
Pulp of wood, paper and paperboard	2%	316,798
Others	2%	153,274
Total	30%	5,105,189

Total Lebanese Import in thousand \$							
HS2	A brief explanation	2015	2016	2017	2018	2019	Till 31/8/2020
01	Live animals.	357,778	310,655	310,926	418,859	317,096	162,736
02	Meat and edible meat offal.	154,228	137,106	155,246	154,748	139,909	55,517
04	Dairy produce; birds' eggs; natural honey; edible	307,214	292,327	316,573	359,625	299,074	112,592
Total		819,220	740,088	782,745	933,232	756,079	330,845

TOGETHER WE
ARE STRONG

MORE THAN JUST TRADE,
INTERESTING JOINT VENTURES IN
LEBANON, AND AROUND LEBANON

INVEST WITH LEBANESE INDUSTRIALISTS

COMMITTED PARTNERS

EXPERTS IN CRISIS MANAGEMENT

RESILLIENCE AND FLEXIBILITY

NETWORK THU DIASPORA

CHINA EXPERIENCE, AFTER COVID AND
RELOCATION OF INDUSTRY

WIN-WIN OPPORTUNITIES

LEBANON IS NOT A FINAL DESTINATION, BUT A
PLATFORM TO A WORLD OF OPPORTUNITIES.

COMMITTED , CREDIBLE , AND PROVEN PARTNERS
CONNECTED TO THE WORLD

NEW ECONOMIC CONDITIONS IMPROVE LEBANON'S
COMPETITIVENESS

SUCCEEDING AGAINST ALL ODDS !

ALI READY : ali.org.lb

TIMING IS NOW

WHEN THE GOING GETS TOUGH, THE TOUGH
GET GOING (JOSEPH KENNEDY, SR)

OPPORTUNITIES , LEVERAGED.