



VENTURE  
PHILANTHROPY

# Venture Philanthropy in the MENA Region



# The Reality We Challenge

The Arab region is the only region where poverty rates have risen over the past decade.

With a £495bn SDG financing gap projected by 2030, the need for sustainable solutions has never been more urgent.

**100m**

Children facing over 6 months of learning loss

**25%**

Youth unemployment rate

**2x**

Temperature increase vs. global average

**50+**

Crafts at risk of extinction

# The Untapped Opportunity

The region is dynamic, and is home to young, tech-savvy generations.

The aim is to move away from aid dependency to sustainable resilience.

Local entrepreneurs are proving that scalable solutions already exist. Strategic capital can unlock their growth and accelerate systemic change.

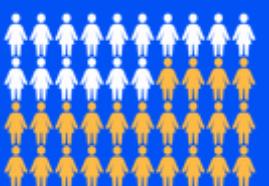
**10k+**

Social enterprises in the Arab region



**60%**

Founders under 35



**35%**

Founded or led by women



# Impact Investing Vs. Venture Philanthropy

	Impact Investing	Venture Philanthropy
Primary Objective	Measurable social/environmental impact <b>alongside financial returns</b>	Maximize <b>social impact</b> , with financial sustainability as an enabler
Financial Instrument	Commercial, concessional, or blended investment capital	Philanthropic or catalytic capital (grants, recoverable grants, patient capital)
Risk Appetite	<b>Moderate</b> ; seeks investible, scalable, revenue-generating models	<b>High</b> ; willing to fund early-stage, unproven, or high-risk models
Strategy	Primarily financial oversight with impact reporting - <b>scale and exit</b>	<b>Hands-on, long-term support</b> (governance, strategy, capacity building) - financial sustainability and impact
Focus	Strategic guidance	Hands on capacity building

*Venture philanthropy de-risks and builds the pipeline; Impact investing scales what works.*



# About Alfanar Venture Philanthropy

## Mission

Alfanar is the Arab world's first venture philanthropy organisation—established to fund, support, and scale high-impact social enterprises tackling the region's most urgent challenges. We invest where it's hardest and where it matters most, combining catalytic capital with deep, hands-on support to amplify both social impact and financial sustainability.

## Vision

To build a thriving impact economy in the Arab world—where locally-led social enterprises drive inclusive growth, resilience, and long-term systemic change.

## Values

### Rooted Authenticity

We are firmly committed to the Arab World and believe in the amplifying power of rooted capital, expertise and ventures that align with our values and sovereignty.

### Radical Disruption

We invest in the crazy, fearless, rule-breaking social entrepreneurs who challenge the status quo and seek innovative, scalable solutions to the region's structural challenges.

### Transformative Ambition

We envision creating an impact economy with social enterprises and partners delivering on an over-size purpose: leading positive, systemic social change and achieving sustainable financial impact.

### Total Transparency

We follow rigorous transparency when reporting on our grantees, funds deployment and the dual focus on financial and social impact across our portfolio.



# Support Model

Alfanar applies the tools of private investment to social good—offering support beyond funding. We help social enterprises build viable business models that multiply every dollar of support into long-term, locally-owned impact.



## Patient Capital

Long-term, flexible funding—from grants and zero-interest loans to convertible capital—that gives social enterprises the runway to grow and adapt where others fail.

*Instruments:*

- Grants & Awards
- Zero-Interest Loans
- Convertible Loans



## Impact First

Each enterprise's impact model is tailored to define, measure, and communicate outcomes that matter—moving beyond outputs to meaningful, data-driven results.

*Tools:*

- Impact Modelling
- Impact Dashboard
- Reporting & Evaluation



## Hands-On Support

Tailored trainings and one-on-one support to help founders and social enterprises grow and scale impact.

*Tools:*

- Learning Studio
- Portfolio Managers
- Expert Mentors



## Impact Network

Social enterprises gain access to a powerful network of investors, sector experts, and peer organisations—spanning the Global South, the Gulf, and Europe—amplifying their reach, visibility, and long-term resilience

*Opportunities:*

- Study Missions
- Market Exploration
- Impact Connector Events



Financial Sustainability and Impact Multiplier



# Impact To Date

**4**

Countries of operation:  
Egypt, Lebanon,  
Jordan, Palestine

**£8.6m**

Funding deployed  
since 2014

**200+**

Social enterprises  
supported

**465,000+**

Lives directly impacted  
in the region

**34%**

Rise in financial  
sustainability,  
reducing donor  
dependency

**33%**

Rise in impact  
multiplier, maximizing  
the impact of each  
pound invested

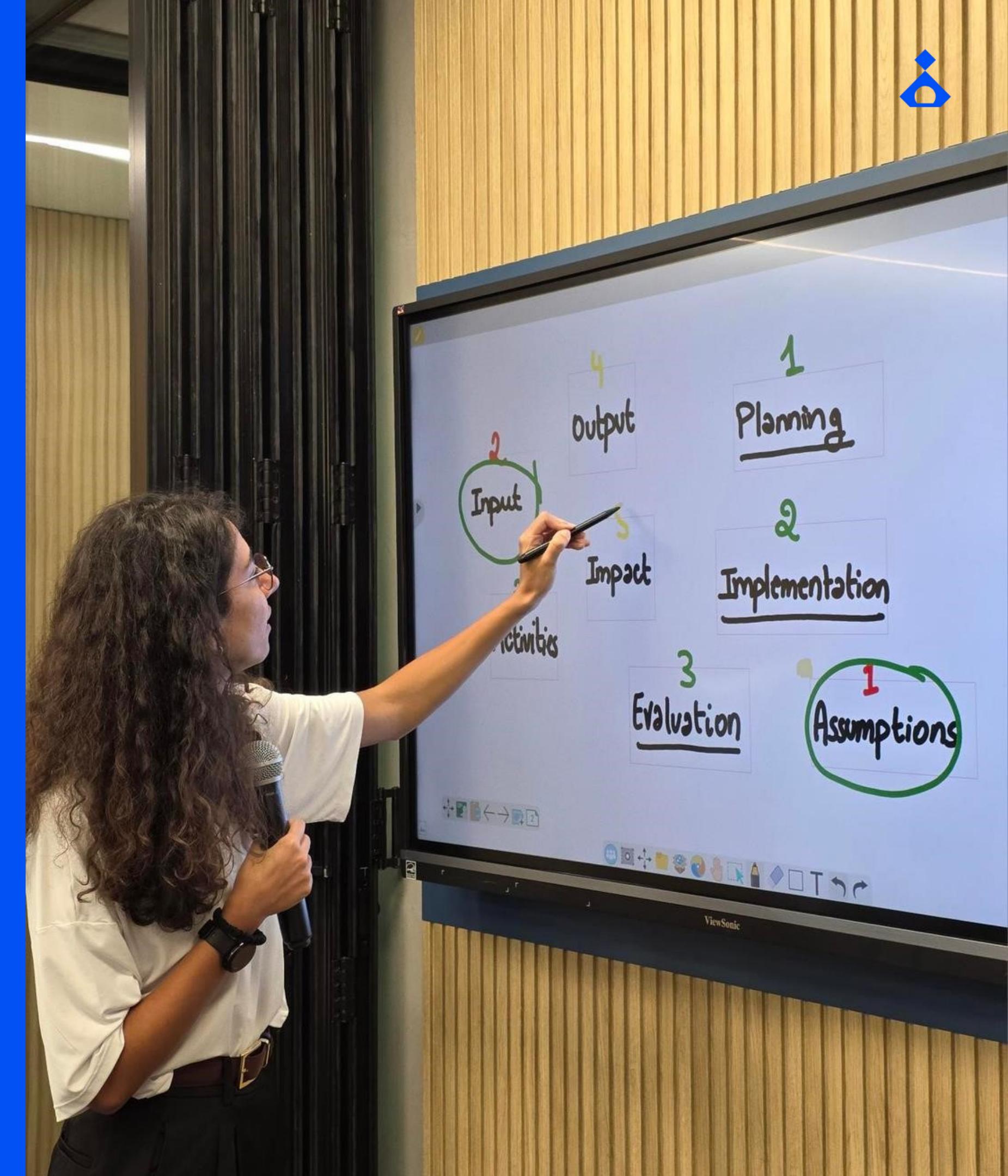
**75%**

of enterprises  
create employment for  
women and youth

**40%**

of enterprises  
expanded across  
borders

# Case Studies In the MENA Region



# Case Studies from the Region



Ecosystem Maturity
Legal Status
Policy Alignment
A2F
Accreditation
Inclusion & Reach

Jordan
Emerging, fragmented; strong grassroots activity but limited scale
No dedicated SE/GE legal status; register as NGO, company, or cooperative
National strategies mention entrepreneurship but lack SE/GE specificity
Significant financing gaps; BSOs face funding constraints
No Accreditation or Labelling
Limited reach to refugees and rural communities

Saudi Arabia
Rapidly growing, state-driven; concentrated in urban/mega projects
No dedicated law; informal recognition through programs
Strong alignment with Vision 2030, NTP, Saudi Green Initiative
Grants, subsidies, green bonds, CSR capital, procurement access
Informal accreditation (e.g., Monsha'at) linked to benefits
Resource-rich but urban and large-scale focused

Egypt
Large-scale and active ecosystem with uneven quality
No dedicated SE/GE law; operates under NGO, MSME, and environmental laws
Strong alignment with Egypt Vision 2030 and climate strategies
Large public funds, green bonds, procurement quotas for MSMEs
Informal recognition via government and donor programs
Strong youth/women focus; rural gaps persist

Tunisia
Moderately developed but fragile, especially outside urban centers
Dedicated SE law (SSE Law 2020) defining SEs and profit reinvestment
Clear policy intent via SSE Law and Green Economy Strategy
Tax exemptions, public grants, subsidized loans
National labelling scheme planned (2026)
Strong inclusion intent; rural access remains weak



# Best Practices to take into Consideration

## Jordan

Impact Jordan  
Sustainability  
Reporting (ASE)  
Impact Offices  
across ministries

## KSA

Adopt a vision-  
driven strategy  
Leverage  
accreditation  
programs

## Egypt

Implement robust  
financial tools,  
with digital  
platforms  
Reserve  
procurement  
quotas

## Tunisia

Enact pioneering  
laws  
Target  
youth/women via  
projects  
Pilot labelling  
schemes  
Use networks

## Cross-Country

Foster multi-  
stakeholder  
ecosystems for  
capacity building  
Use performance-  
based KPIs  
Digitize processes

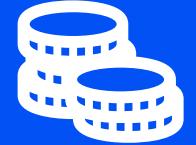
# Attracting Impact Investment to the MENA Region



# Attracting Impact Investment



**Build a Strong Policy & Regulatory Environment**



**Establish More Blended-Finance Mechanisms**



**Strengthen the Impact Startup Ecosystem**



**Improve Access to Reliable Impact Data**



**Create Regional Impact Investment Platforms**



**Deepen Collaboration with DFIs and Global Climate Funds**



**Develop Human Capital in Impact Measurement**

# Together, we can power the Arab World's impact economy.



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