



المجموعة الوزارية لريادة الأعمال  
Ministerial Group for Entrepreneurship

# Egypt Startup Charter

February 2026



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The Ministerial Group for Entrepreneurship extends its sincere appreciation to all contributors to the Egypt Start-up Charter, representing the full spectrum of Egypt's entrepreneurship ecosystem, including startup founders, investors, support institutions, government entities, academic experts, and members of parliament. Their valuable contributions helped shape the Charter in a way that reflects the aspirations of the entrepreneurship community. Special thanks are also extended to the members of the Technical Secretariat, the working groups, and their teams for their dedicated efforts and effective coordination, which were instrumental to the successful completion of this work.

This Charter was developed under the supervision of the Ministry of Planning, Economic Development, and International Cooperation, in its role as Chair of the Ministerial Group. It is an indicative document intended to outline general directions only, and applicable laws and regulations remain the sole legally binding reference.

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# Chapter 1: Introduction

## 1.1 Foreword

We — the Egyptian Entrepreneurship Community — belong to a civilizational legacy that stretches back over 7,000 years. Throughout this history, Egypt laid the groundwork for extraordinary achievements in engineering, agriculture, arts, medicine, sciences, and countless other avenues of human creativity. Our civilization was built on a foundation of knowledge and innovation, and to this day, its enduring monuments stand as powerful reminders of our collective capacity to adapt and thrive through the ages. Egypt has never merely been a place where we live and work, it has always been a harbor for our dreams, a launchpad for our ambitions, and a land where hope continues to grow, despite how hard the challenges might become. Egypt has long been at the crossroad of the Middle East, Africa, and Europe, extending along the banks of the Nile. This unique geographic positioning made it a lively hub for trade, cultural, knowledge, and technological exchange across the ages.

Today, and in light of the rapid global transformations being witnessed, it is not to rest, but to instead, advance with unwavering determination to create a future worthy of it. Over the centuries Egyptians have demonstrated their ambition and determination to develop innovative solutions that advance their communities and its development. Today, we strive to carry this legacy by building an economy that is based on innovation, technological advancements and sustainability as key growth engines.

We are proud to present The Egypt Startup Charter as a strategic roadmap that fosters an adaptive entrepreneurial environment that is responsive to global shifts. The Charter is a product of a participatory effort of the relevant stakeholders, including entrepreneurs, investors, government entities, civil society organizations, academic institutions, and ecosystem enablers, creating a shared vision aimed at achieving sustainable growth and expanding opportunities for startups.

The Charter is not merely a symbolic document, but a continuously evolving and adaptive tool that lays the groundwork for updating policies and regulations in line with technological advancements and market needs. The charter sets forth clear priorities to create a motivating, secure, and sustainable business environment, built on practical mechanisms and measurable goals that support innovation and encourage investment.

Egypt Startup Charter is an ambitious embodiment of an integrated and thriving economy providing startups with support through their growth, from ideation to international expansion, reflecting a national commitment to build a competitive, knowledge-based economy, founded on trust and collaboration between the private and public sectors. We believe that this initiative, supported by a spirit of collaboration and collective will, will contribute to building a strong and sustainable economic foundation that multiplies opportunities for success for all stakeholders involved.

On behalf of those who believe in the potential of this nation's people, we begin this new chapter together.

## 1.2 Charter’s Objectives

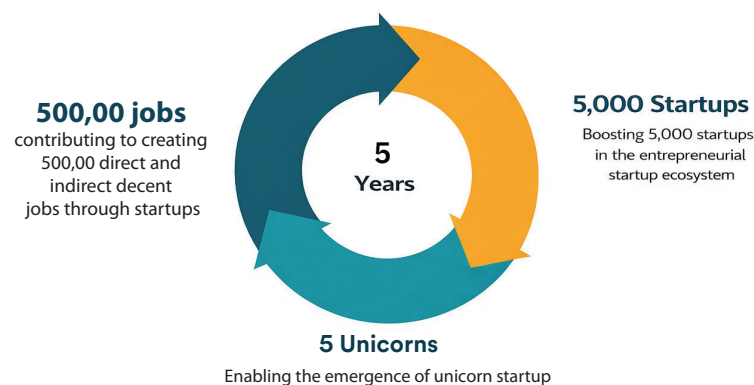
The aim of the charter is to enhance the startup and entrepreneurial ecosystem, driving accelerated economic growth and seeking to contribute to the creation of job opportunities while promoting productivity and economic sustainability.

To achieve this goal, the Ministerial Group for Entrepreneurship has set forth targets centered on empowering the startup community to pursue clear strategic goals that support the shift toward an innovation-driven, digital, and knowledge-based economy. These objectives include:

- 1. Align government policies to effectively empower the startup ecosystem and support the growth of up to 5,000 startups;
- 2. Increase the economic impact of startups and contribute to the creation of approximately 500,000 direct and indirect jobs;
- 3. Support startups in expanding into international markets while strengthening local talent pipelines and reducing brain-drain;

- 4. Encourage venture capital activity and attract up to USD 5 billion in startup investment;
- 5. Link real-world challenges across priority sectors with startups that deliver innovative solutions.

To deliver these objectives, the Ministerial Group has developed a coordinated action plan to align government efforts around startup-friendly policies, capital-attractive ecosystem development, and maximizing the contribution of startups to accelerated economic growth. The plan prioritizes international market access and global expansion, talent retention and brain-drain mitigation, and systematic linkages between sector-specific challenges and startup-led innovation. It also emphasizes inclusive entrepreneurship, with targeted support for youth-led, women-founded, and labor-intensive startups.



## Participating Parties:

Implementing the Charter's objectives requires cooperation from all the stakeholders of the entrepreneurial ecosystem, with each entity having clear roles to ensure integrated efforts. Over 15 government agencies contributed to drafting the Charter to achieve institutional harmony in setting regulatory and legal priorities.

In addition to the contribution of the public sector, the process of developing the charter also involved entrepreneurs, investors, business accelerators, international development partners, and the private sector, reflecting the holistic and inclusive approach adopted, which meets the diverse needs of all stakeholders of the startup community.

## 1. Government Entities



## 2. Diverse Ecosystem Contributors

A diverse group of stakeholders from across the Egyptian entrepreneurial landscape also contributed to the development of this charter. These included startups from various stages of growth (from ideation stages to scale-ups), as well as involving individuals from all levels of the startup (from founders to employees). Geographic and social representation was achieved through the inclusion of numerous Egyptian entrepreneurial figures spanning different governorates and addressing marginalized groups, including entrepreneurs living abroad, female entrepreneurs, and entrepreneurs with disabilities. Additionally, investors ranging from angel investors, venture capital funds, and other financing institutions, also took part.

International development partners, both multilateral and bilateral, contributed a wealth of studies and global best practices. In parallel, universities and research centers provided academic expertise and supportive programs. Business incubators and accelerators shared their programs and operational models for supporting the growth of these companies, alongside contributions from civil society organizations and social entrepreneurs. This broad-based participation served as a living reflection of the diversity and richness of Egypt’s entrepreneurship ecosystem and the driving force that is able to drive the ecosystem forward and upwards.



### 1.3 Methodology

The Egypt Startup Charter was developed using a participatory methodology that encompassed workshops, the collection of input from relevant stakeholders, conducting case studies, analyzing success and failure stories, and the incorporation of practical lessons. It also drew upon international best practices and integrated the methodology between the practical experience of startups and investors, the government’s vision, as well as broad community engagement, ensuring that the charter serves as a true reflection of the needs of the entrepreneurship ecosystem across all dimensions, as well as its future aspirations.

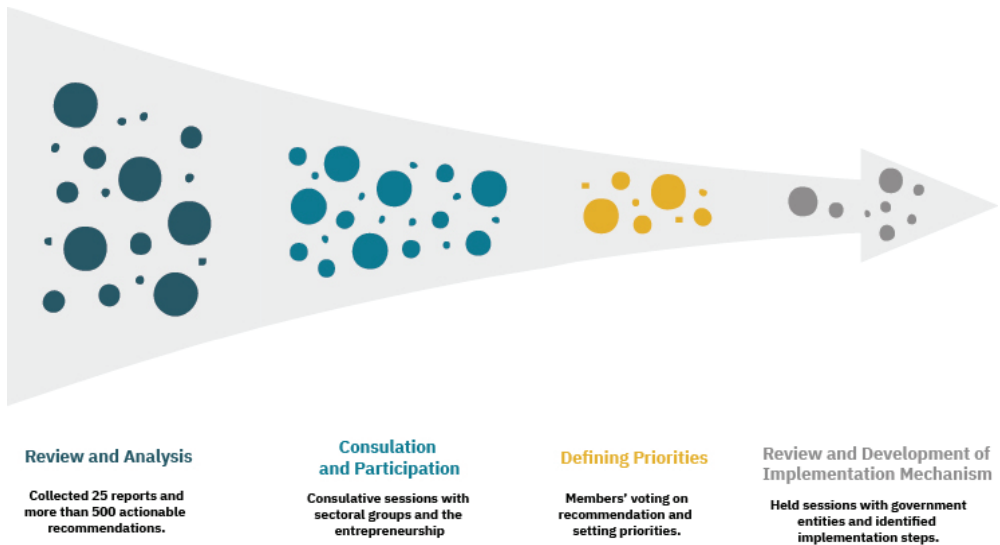
#### Preparation Process

The process began with an initial meeting in which a diverse group of entrepreneurs, alongside several international development partners, to share their insights on the formation of the ministerial group dedicated to supporting entrepreneurship. Furthermore, the discussion also presented their vision and the key challenges

facing Egypt’s entrepreneurial ecosystem, as well as the opportunities for future growth. This was followed by a comprehensive consultative meeting, chaired by the Minister of Planning, Economic Development, and International Cooperation, and attended by all members of the technical secretariat and the four specialized working groups formed to address the following core objectives:

- 1. Policies, legislation, and access to financing.
- 2. Coordination of initiatives.
- 3. International expansion, local talent retention, and talent development.
- 4. Linking startups to national development objectives.

The meeting marked the formal launch of the Charter’s drafting process, during which strategic tracks were defined and participants were advised on the next steps required to establish clear work priorities.





## Analysis of Recommendations from Reports and Comparative Assessments of International Best Practices

The analysis of over 25 national and international reports<sup>1</sup> was undertaken by the Ministry of Planning, Economic Development and International Cooperation, as well as the assessment of International Best Practices spanning 21 leading markets. Over 500 executive recommendations were extracted, capturing different perspectives held by entrepreneurs across various sectors, followed by their categorization and allocation to the four working groups which would determine the respective targets and establishment of a strategic plan.

### Setting Priorities

Participatory voting took place by the members of the four working groups, as well as over 250 members of the entrepreneurship community, in order to determine the prioritization of the targets set. The decision was based on two criteria: the magnitude of the expected positive impact, and the feasibility of recommendations, established through over 30 consultative meetings.

The comprehensive process allowed participants, both within and outside the working groups, to contribute new ideas that expanded the range of possible solutions. Following careful review, the new recommendations were incorporated into the Charter’s work priorities, whilst ensuring alignment with the government’s core objectives.

### Mechanisms of Implementation

Each recommendation put to a vote was accompanied by a corresponding work stream and clearly defined sub-objectives, to ensure coherence in the subsequent implementation phase. Following the voting process, review sessions were held within each working group to finalize a prioritized list of recommendations in preparation for presentation and discussion with the relevant government entities.

During the preparation phases, technical workshops were held with relevant government entities to discuss implementation mechanisms and explore how the proposed recommendations could be effectively integrated into existing policy frameworks. Recommendations were separated into two groups: actions that could be implemented immediately under current legislation, and actions that require legal amendments, which are to be covered under the section dedicated to future executive actions.

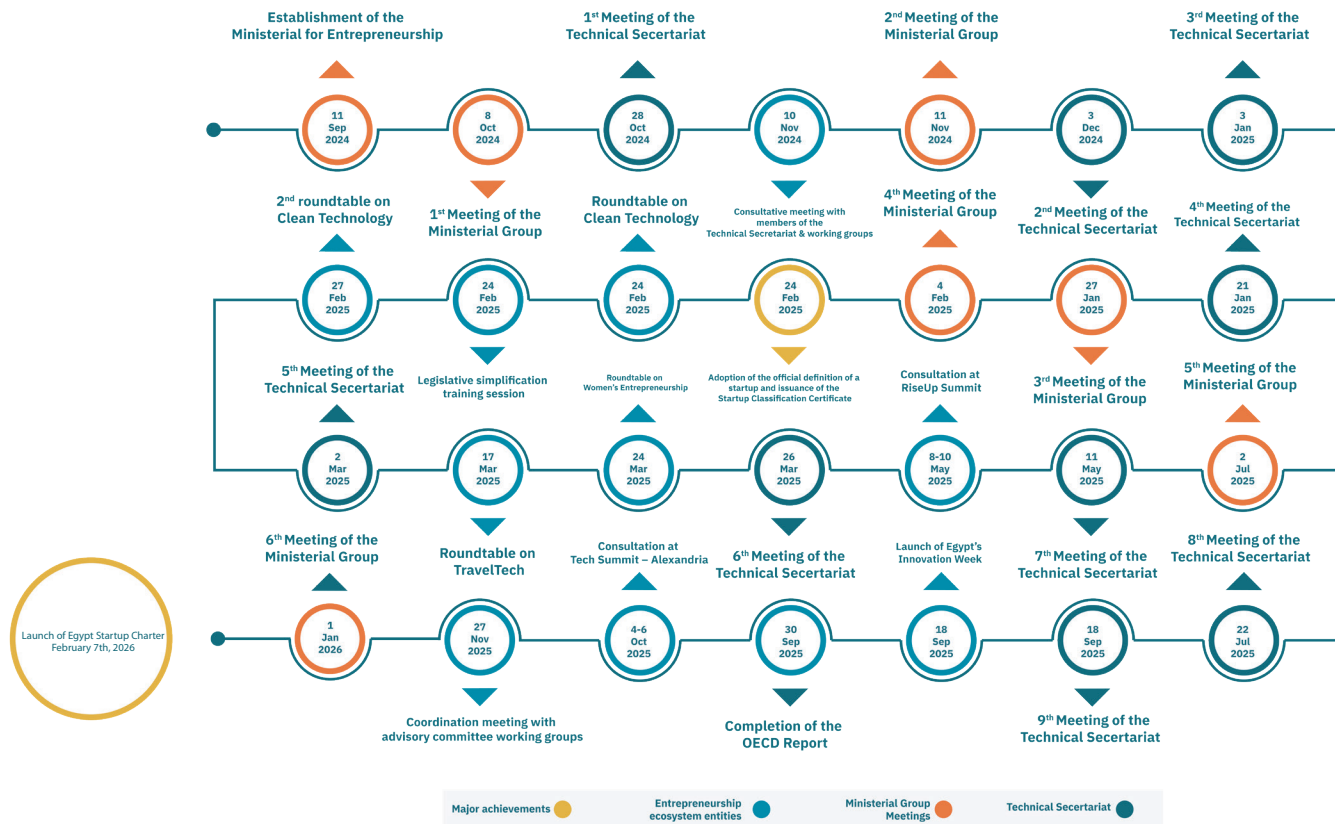
### Engagement of the Startup Community

The Ministerial Group placed strong emphasis on expanding community engagement by directly consulting with over 250 representatives from the startup landscape. Feedback and suggestions were gathered from startup founders, investors, and civil society organizations through the Ministerial Group’s active participation in several key events, including the “RiseUp Summit” in May 2025 held in Cairo and “Techne Summit” in October 2025 in Alexandria.

To enrich the sectoral dimension of the Charter, five consultative meetings and sectoral discussion sessions were organized in collaboration with Entlaq, RiseUp, AGX Consultant and several international development partners, including UN Women focusing on priority areas within the ecosystem such as TravelTech, CleanTech, Smart and Sustainable Cities Technologies, Women’s Entrepreneurship, Manufacturing Tech, Trade Tech, Transport, Cybersecurity, and opportunities for expansion into African markets. The consultations produced actionable recommendations that were integrated into the Charter’s section dedicated to long-term action plan

This methodology was implemented over the course of several months of intensive work, during which continuous collaboration took place with all relevant stakeholders to ensure alignment of visions and integration of efforts across various fronts.

<sup>1</sup> The reports can be viewed [here](#).





# **Chapter 2:**

## **Egypt's Startup system**

## Why Egypt?

### Numbers that Matter

#### **A Promising Market**

- A population of over 108 million people, forming the largest consumer market in the Middle East (CAPMAS, 2025)
- 740,000 fresh graduates entering the labor market annually (CAPMAS, 2022)
- Generation Z will make up 44% of the labor force by 2030 (MoPEDIC, 2025)
- Potential Access to 1.5 billion consumers through free trade agreements (GAFI, 2025).

#### **Attractive Business Environment**

- Registering a business can cost as little as ~\$50 (GAFI, 2025)
- Ranks 13th world wide for lowest internet cost (Numbeo, 2025)

#### **Higher Returns and Accelerated Growth**

- 1.52 unicorns created from every billion invested – the highest rate of return in the region (Dealroom, 2025)
- 2 billion dollars worth of venture capital investments accumulated over the past 5 years (Entlaq, 2025)
- A 5.05% average growth rate expected by 2033 – ranking 4th worldwide, out of 145 countries (Harvard Growth Lab, 2025)

#### **Broad Scientific Base**

- 21% of African scientific publications are produced by Egypt, ranking 2nd (SCImago, 2025)
- 250+ Universities and Institutes (SCU, 2025)
- 91 Colleges and Institutes in the fields of computers, information, and artificial intelligence (SCU, 2025)

## Quick Overview of the Egyptian Economy:

In response to the ongoing shifts in the global economy, Egypt is redefining its development priorities by adopting strategies that raise the efficiency of the real economy, enhance competitiveness, and diversify investment flows. As the state continues to upgrade infrastructure and advance national mega-projects, the private sector's role in driving innovation has become indispensable for sustainable economic growth and critical to creating pathways for startups. Startups are no longer a secondary feature of the economic landscape, they now stand as pillars of development, delivering innovative solutions, generating employment opportunities, and fostering growth powered by technology and knowledge. Together, these elements strengthen Egypt's position as a regional hub that attracts talent and investment, nurtures innovation, and advances inclusive growth that responds to the needs of all segments of society.

A central pillar of this strategy is empowering the private sector to spearhead economic growth. The state has set a clear objective: to raise the share of private investment to 72% of total investments by the end of 2030, up from 25.5% in 2023/2024.<sup>1</sup> This shift has already become evident, with private investments surpassing 60% of total investments in recent periods.<sup>2</sup>

This trajectory is reinforced by a comprehensive package of reforms aimed at strengthening the business environment, streamlining government procedures through digital transformation, ensuring fiscal discipline, and adopting a more adaptive exchange rate regime.

These measures advance economic stability, enhance resilience, and elevate Egypt's global competitiveness. Environmental sustainability has emerged as a top national priority, with green-conscious investments now representing half of public spending. Aligned with international environmental standards, these efforts are laying a strong foundation for the expansion of promising sectors such as green technology, renewable energy, and sustainable infrastructure. At the same time, Egypt has set ambitious targets

of attracting \$100 billion in foreign direct investment (FDI) and achieving \$145 billion in annual exports by 2030. These goals are part and parcel of a comprehensive transformation plan of the economic model, designed to deliver sustainable growth led by the private sector and anchored in tradable and export-oriented sectors.

Over the past decade, Egypt's economy has experienced sustained expansion through large-scale investments in infrastructure, urban and agricultural development, the establishment of industrial zones, and the rollout of multiple national mega-projects. Notable examples include the New Administrative Capital, the Ras El-Hekma city agreement, the Grand Egyptian Museum, the New Delta project, and renewable energy ventures such as the Benban Solar Park, all designed to create integrated and futuristic cities that attract investment, evolving into new economic hubs. These efforts are complemented by an integrated plan to upgrade transportation and logistics infrastructure, featuring the construction of high-speed rail lines, the expansion of the metro network, and the development of modern bridges across the Nile, connecting industrial zones with residential areas nationwide.

Furthermore, demographics represent a key pillar within the development plan, with Egypt's population exceeding 108 million,<sup>3</sup> and a median age under 25, presenting a large and youthful market. This unlocks significant opportunities for growth in both labor supply and consumer demand. Accompanied by Egypt's unique geographic location, linking Africa, Asia, and Europe, this positions the country as an ideal launch pad for startups seeking to expand into regional and global markets.

1 The National Narrative of Inclusive Development- Second Edition <https://mped.gov.eg/NationalNarrative>

2 DataReportal. Egypt Digital Report 2024 – Internet and Digital Media Indicators. Accessed May 2025. Available at: <https://datareportal.com/reports/digital-2024-egypt>

3 Central Agency for Public Mobilization and Statistics (CAPMAS). Official Website. Available at: <https://www.capmas.gov.eg/?lang=2>

## Supporting Factors:

The following sections spotlight the key drivers shaping Egypt's startup ecosystem and their pivotal role in fueling its growth

### 1. The Egyptian Market: Promising and Investment-Attractive Opportunities

Egypt's economy is classified as one of the fastest growing globally and is expected to achieve an average annual growth rate of 5% over the coming decade. This outlook is supported by a steadily increasing population, currently exceeding 108 million people,<sup>4</sup> with an annual growth rate of 1.7%.<sup>5</sup> Moreover, Egypt's Gross Domestic Product (GDP) exceeds \$396 billion, positioning it as the second largest economy in Africa,<sup>6</sup> providing unique growth and expansion opportunities for startups, enabling access to a wide customer base, as well as offering the opportunity for bridging gaps through innovative solutions.

With regards to accessing international markets Egypt has an export market access rate of 8.40,<sup>7</sup> placing it as one of the top 50 economies globally in terms of access to countries worldwide. This is largely attributed to its strategic geographic positioning between Africa, Asia and Europe, allowing it to benefit greatly from the Suez Canal as a global shipping corridor.

Additionally, structural reforms, including the adoption of a liberalized exchange rate policy and the promotion of competitive neutrality, have strengthened the overall attractiveness of the Egyptian market. These advantages have encouraged numerous

multinational corporations (MNCs) to establish outsourcing hubs across research and development, telecommunications, and information technology. The Business Process Outsourcing (BPO) sector has in reaction demonstrated exceptional momentum, recording 54.2% growth in the 2022/23 fiscal year to reach \$3.7 billion, alongside a 25% increase in the number of service centers and outsourcing companies.

Furthermore, over the past two decades, Egypt has jumped 8 positions in the global economic complexity index, ranking 62 out of 132<sup>8</sup>, reflecting the country's economic diversity. In terms of infrastructure, the country has witnessed massive investments in roads and logistical corridors, especially the Suez Canal, through which around 12% of global trade passes. There have also been significant developments in energy networks and digital connectivity, creating an advanced, seamless, and growth-supportive operating environment.

The performance of Micro, Small, and Medium Enterprises (MSMEs) has had a significant impact on the economy, contributing 40% of GDP and generating 75% of job opportunities.<sup>9</sup> The sector's untapped digital potential presents a major opportunity for startups in the business-to-business (B2B) space, driving ecosystem growth and bridging technological innovation with the traditional economy. Building on this foundation, Egypt's entrepreneurial ecosystem is highly diversified across multiple sectors, positioning the country as the third-largest financing market in the MENA region (11% of total financing)<sup>10</sup> and the second-largest in Africa (22% of total financing)<sup>11</sup>. The ecosystem has produced unicorns such as MNT-Halan and Fawry, with many others now following their trajectory. Since 2019, more than 24 venture capital-backed

4 Central Agency for Public Mobilization and Statistics (CAPMAS). Official Website. Available at: <https://www.capmas.gov.eg/?lang=2>

5 World Bank. Twice the global average of 85.0% per year. Source: World Bank, 2024.

6 <https://www.statista.com/statistics/1120999/gdp-of-african-countries-by-country/>

7 World Bank. Egypt Profile – Trade and Logistics Statistics, 2024. Available at: <https://wits.worldbank.org/CountryProfile/en/Country/EGY/Year/TLST>

8 Harvard Growth Lab. Available at: <https://atlas.hks.harvard.edu/countries/818>

9 Central Agency for Public Mobilization and Statistics (CAPMAS). Official Website. Available at: <https://www.capmas.gov.eg/?lang=2>

10 Magnitt. Egypt Vision Report for the first half of 2024, 2024. Available on: <https://magnitt.com/research/h1-2024-egypt-country-insights-report-50950>

11 Startup Genome. Global Startup Ecosystem Report 2024, 2024. Available at: <https://startupgenome.com/report/gser2024>

startup exits have been announced in Egypt,<sup>12</sup> underscoring the attractiveness and efficiency of the market.

Egypt enjoys a dynamic demographic, with approximately 21.9 million youth<sup>13</sup> between the ages of 18 and 29 and 3.7 million students enrolled in higher education institutions.<sup>14</sup> Each year, around 740,000 graduates enter the labor market,<sup>15</sup> creating both a fertile and rapidly expanding market for startups and a substantial talent pool capable of driving innovation.

This strong human capital base is complemented by a sophisticated digital ecosystem, with mobile penetration reaching 97.3% in 2024<sup>16</sup> and data center investments projected to grow from \$182 million in 2023 to \$513 million by 2029<sup>17</sup>. Together, these advancements translate into a high capacity for technology adoption, positioning Egyptians among the earliest adopters of new technologies in the region.

This progress in digital infrastructure and human capital translates into a high susceptibility in technology adoption, making Egyptians among the first early adopters of new technologies in the region and creating an ideal environment for the growth of startups and innovation in the digital economy.

## 2. Egypt’s Human Capital: A Crucial Factor for Driving Innovation and Growth

Egypt possess a large base of youthful talents, with young people making up more than 60%<sup>18</sup> of the population and 740,000 fresh graduates entering the workforce each year<sup>19</sup>. Digital skills development programs, technical education, and vocational training are preparing these young people for the labor market and ensuring their readiness for future jobs.

Egypt’s human capital is further supported by robust digital infrastructure and innovation-friendly policies, underpinned by a network of more than 100 universities<sup>20</sup>, 200 higher education institutes, and 13 innovation hubs nationwide, all offering continuous capacity-building programs. This enabled Egypt to occupy the first place among African economies in international scientific research results, and advancing to 13th place globally.<sup>21</sup>

The widespread availability of specialized programs, business incubators, co-working spaces, and industry events has expanded networking opportunities for stakeholders across the country. These platforms create an environment that attracts freelancers, entrepreneurs, and innovators to exchange knowledge and launch high-impact projects. As a result, Egypt now ranks first in Africa in international scientific research output and has advanced to 13th place globally.

12

Lucidity Insights Startup Outputs in Egypt 2019–2023, available at: <https://lucidityinsights.com/infobytes/egypt-exits-2019-2023>

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Central Agency for Public Mobilization and Statistics (CAPMAS). Press Release on Youth, 2018. Available at:[https://www.capmas.gov.eg/Admin/News/PressRelease/2021811103410\\_Youth\\_e.pdf](https://www.capmas.gov.eg/Admin/News/PressRelease/2021811103410_Youth_e.pdf)

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Central Agency for Public Mobilization and Statistics (CAPMAS). Student registration data for 2022. Available at:<https://censusinfo.capmas.gov.eg/Metadata-ar-v4.2/index.php/catalog/1849/download/6727#--:text=3.7%20mill>

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United Nations Population Fund (UNFPA) Egypt. Youth in Egypt (n.d.). Available at:<https://egypt.unfpa.org/en/topics/young-people>

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Central Agency for Public Mobilization and Statistics (CAPMAS). Statistical Yearbook 2022. Available at: [https://www.capmas.gov.eg/Pages/Publications.aspx?page\\_id=5104&YearID=10421](https://www.capmas.gov.eg/Pages/Publications.aspx?page_id=5104&YearID=10421)

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Official website of the Ministry of Higher Education and Scientific Research, 2025. Available at:<https://mohe.gov.eg/ar-eg/Pages/Home.aspx>

21

Creativa – The Official Platform for Creativity and Innovation (n.d.). Available on:<https://creativa.gov.eg/>

### 3. Political Will and Supportive Regulatory Framework

By updating the legislative structure, the state has refined laws that foster a transparent and stimulating business environment, encouraging both entrepreneurs and foreign investors to enter the market. Procedures for company establishment have been simplified, investment processes streamlined, and targeted tax guarantees and incentives introduced for high-growth, innovative sectors, all of which have helped reduce market entry barriers and enhance capital inflows.

At an organizational level, the Prime Minister issued a decree establishing the Ministerial Group for Entrepreneurship, marking a strategic step toward achieving these objectives. Composed of multiple ministries and relevant stakeholders, the group is tasked with driving development and unifying national efforts to support startups by setting standards for evaluating startups and coordinating efforts to develop the startup landscape, encouraging innovation and enabling startups to grow and expand

### 4. Establishing an Entrepreneurial Culture

Recognizing its pivotal role in development, fostering an entrepreneurial and innovative culture is a core pillar within the framework of Egypt's Vision 2030 and Egypt's National Narrative for Comprehensive Development. Entrepreneurship has also become increasingly widespread, extending beyond specific sectors to emerge as a defining feature in public discourse and media. This trend is reflected in the growing ambition of Egyptians to establish their own companies and pursue economic independence.

According to the Global Entrepreneurship Monitor (GEM), 39% of non-entrepreneurs in Egypt expressed their intention to start a business within the next three years, which is one of the highest rates among the countries participating in the index, compared to a global average of 23%<sup>22</sup>.

### The Startup Community at a Crossroads:

Despite the progress achieved and the supporting factors in place, sustaining momentum and meeting the goals set by the startup community require swift action to establish policies and procedures that align with these aspirations. During the process of drafting the Charter, particular emphasis was placed on overcoming obstacles through a comprehensive action plan, one that fosters investment, develops infrastructure, and strengthens local talent, all of which are essential to advancing the entrepreneurial landscape in Egypt.

Egypt's entrepreneurial ecosystem is marked by an abundance in human and creative potential, a strong base of universities and research centers, the widespread availability of co-working spaces, and a growing network of incubator and accelerator programs, alongside the interest of both domestic and international investors.

Nevertheless, important gaps persist, hindering the ability to translate this momentum into sustainable and transformative economic growth:

**1. Lack of coordination between governmental entities**

Overlapping and inconsistent regulations have limited the effectiveness of policies designed to support startups and investors. This underscores the need to enhance and improve the efficiency of government programs that foster entrepreneurship, by reducing bureaucratic burdens, strengthening the business environment, improving coordination among support instruments and financial incentives, and streamlining tax and customs procedures. Collectively, these measures are essential to ensuring the integration of government efforts and providing a clear, cohesive vision for the startup community.

**2. The existence of obstacles that limit expansion into new markets**

Enterprises continue to face challenges stemming from regulatory complexity and information asymmetry, further exacerbated by the lack of market entry facilitation mechanisms. This is also further intensified by intense global competition to attract high-growth startups. To bridge this gap, it is essential to maximize international cooperation opportunities available to Egyptian startups. These include leveraging international trade agreements, participating in global exhibitions and events, advancing technology services export initiatives, improving the investment environment, attracting international talent, and supporting startups in their expansion phase. Together, these measures will empower entrepreneurs to maintain the localisation of their ventures, as well as, scale-them both regionally and internationally.

**3. Brain drain and retaining local talents**

Brain drain remains a persistent challenge, driven by limited support services and the absence of an attractive environment, highlighting the need to provide viable local alternatives that reduce the incentives for skilled workers to leave the country. This includes facilitating visa processes, not only to attract foreign talent but also to ease the mobility of local researchers and entrepreneurs, thus allowing for seamless

international communication, in addition to establishing special economic zones that provide a competitive business environment and opportunities comparable to those sought abroad.

**4. Weak linkage between the startup ecosystem and sustainable development goals**

Many initiatives remain limited in scope, without translating into tangible contributions to government objectives or broader development goals. To address this, it is essential to establish regulations that advance sustainable development, finance green projects, launch public awareness campaigns that harness innovation in service of national sustainability priorities, and promote environmentally friendly and green startups. In parallel, greater focus is needed on strengthening research and development funding, establishing innovation centers, fostering collaboration between universities and industry, and linking startups to government procurement opportunities. These measures are vital to supporting their growth and protecting them from unfair competition.

This shared awareness establishes a solid foundation for organized action, enabling the development and implementation of a clear action plan. The plan encompasses immediate initiatives as well as a short- and medium-term strategic roadmap focused on enhancing investment, improving infrastructure, strengthening human capital, and improving the business environment to ensure the sustainability and long-term growth of Egypt’s entrepreneurial ecosystem.

The forthcoming chapters will elaborate on these measures: the third chapter, of this charter, outlines the immediate facilitations and initiatives supporting startups, while the fourth presents a five-year strategic roadmap to guide the ecosystem’s continued growth.

**Promising Sectoral Opportunities Enabled by Technology**

Today, Egypt is characterized by an economic path that enhances growth opportunities in various vital sectors. Thanks to the structural reforms, significant investments in infrastructure and a steady transformation towards a digital economy, the country has witnessed an unprecedented breakthrough across many sectors, including fintech, renewable energy, education and healthcare,

among others<sup>23</sup> . This advancement unlocks opportunities for startups and investors to develop innovative solutions that contribute to promoting economic development, towards a sustainable and prosperous future. Below are the leading sectors that demonstrate this progress and provide opportunities for investment, growth, and innovation:



## 1. Fintech

Egypt's fintech sector has experienced rapid growth, fueled by the digital transformation of government services, the continued reliance of the local economy on cash-based transactions, and strong regulatory support from the Central Bank of Egypt and the Financial Regulatory Authority (FRA). Financial inclusion has risen to 76.3% as of June 2025<sup>24</sup> , reflecting the growing adoption of digital financial services. Venture capital investments in fintech and related sectors reached a record \$334 million in 2024 According to Africa's Big Deal database, since 2019 fintech accounted for 42% of total venture capital investments in Egyptian startups<sup>25</sup>.

Additionally, Egypt is the second country globally to issue a dedicated Financial Technology (Fintech) law for all companies aiming to practice non-banking financial activities using financial technology. The aim is to increase financial inclusion, expand the base of beneficiaries of non-banking financial activities and enhance their efficiency, as well as reducing the costs necessary to benefit from these activities, including the following examples: Exempting emerging companies operating in fintech from licensing fees and issuing a temporary two year license for such companies, allowing applicants to benefit from the regulatory sandbox, allowing non-banking financial activity practitioners to test fintech innovations, including business models, before offering them to customers.

Despite this momentum, a significant portion of consumers remain outside the system, with card penetration standing at only 55% in 2022.<sup>26</sup> This presents a major opportunity to integrate underserved populations into innovative payment models and expand financial inclusion. Key reforms, including the rollout of the Instant Payment Network (IPN), the introduction of the electronic Know Your Customer (e-KYC) system, which advance financial inclusion, fintech and the innovation of Egypt's Central Bank; , and launching regulatory sandboxes at both the Central Bank of Egypt and the FRA, which adopts an open acceptance model (Always Open Model) as opposed to the Cohort-based Model, which enable emerging companies to join the sandbox at any time without being bound by a certain application window. Furthermore, the lab provides free testing for the first three months since joining and the possibility of free cyber security testing is organized by the lab's partners, allowing the companies opportunities to gain potential funding.<sup>27</sup>

These steps drive increased financial inclusion and the demand for digital banking, microfinance, blended finance products, and tailored solutions for small and medium-sized enterprises (SMEs).

With a significant portion of citizens still unbanked or dependent on limited financial resources, and alongside the growth of a youthful population, financial technology has emerged as a key enabler for expanding access to finance. It also plays a critical role in integrating the informal economy into the formal system, aligning with the state's objectives for inclusive and sustainable growth.

23 Egypt's National Narrative for Economic Development available at: <https://moic.gov.eg/news/2150>

24 Financial inclusion report issued by the Central Bank in June 2025 <https://www.cbe.org.eg/en/news-publications/news/2025/09/03/09/57/financial-inclusion-rates-egypt-as-of-june-2025>

25 Wamda. Research reports on startups and innovation in the MENA region. Accessed May 2025. Available at: <https://www.wamda.com/research>

26 Central Bank of Egypt (CBE). Payment Cards – Payment Systems and Services. Available at: <https://www.cbe.org.eg/ar/payment-systems-and-services/payment-services/payment-cards>

27 <https://frasandbox.com/regulatory-sandbox>





## 2. Artificial Intelligence and DeepTech

Egypt seeks to become a regional hub for Artificial Intelligence (AI) and Deep Technology companies, supported by a national vision and significant investments in scientific research, human capital development and digital infrastructure.

The second edition of the National Artificial Intelligence Strategy 2025 - 2030 targets the graduation of 30,000 AI experts and the establishment of 250 companies specializing in the field. This is further reinforced with Egypt's positioning among African nations in scientific output, contributing to 21% of the continent's scientific publications,<sup>28</sup> as well as Cairo University's high regional rank, with a strong focus on interdisciplinary research to advance the technology ecosystem,<sup>29</sup> particularly in the fields of AI and computer science.

Despite Egypt's strong academic momentum in fields such as artificial intelligence, biotechnology, nanotechnology, and robotics, a clear gap remains in translating research outputs into commercially viable projects. Many deep technology innovations face challenges due to the absence of specialized platforms for marketing and applying research and development, alongside limited institutional support mechanisms for prototyping.

To bridge this gap, Egypt is expanding the number of faculties and departments for computer science and artificial intelligence, which are set to reach 91 colleges and institutes nationwide, thus promoting the graduation of a new generation of innovators and specialists in future technologies. Simultaneously, the country's strategic geographic location, through which more than 90%

of data traffic between Asia and Europe passes via submarine cables—provides a unique competitive advantage for startups reliant on high-speed data processing. Egypt's location makes it an ideal destination for investments in data centers and startups based on artificial intelligence and big data analysis, reinforcing Egypt's position as an ideal gateway for launching globally oriented technology solutions.



## 3. TravelTech

Egypt's travel and tourism sector is a longstanding contributor to the Egyptian economy and foreign currency inflows. The sector is currently undergoing a significant transformation, led by multi-billion dollar projects, such as Ras El Hekma and the New Alamein cities, reshaping the touristic landscape. With the establishment of new airports, high-speed trains and integrated touristic cities, Egypt is positioning itself as a world-class tourist destination. Furthermore, plans to grant the private sector management of 11 airports, serving 50 million passengers annually, are creating new opportunities for TravelTech companies to redefine the tourist experience directly, through digital booking solutions, integrated transportation, AI-powered experiences, and personalized travel services.

Despite technological advances in the tourism sector, traditional travel agencies continue to see a decline in business,<sup>30</sup> while local tourists face challenges related to limited trust in services offered by agents, coupled with the slow adoption of smart marketing practices.<sup>31</sup> These challenges create wide-ranging opportunities for TravelTech companies to redefine the tourist experience directly through digital booking solutions, integrated transportation, AI-powered services, and highly personalized travel offerings.

28 SCImago. Ranking of countries in scientific research – Africa (2024). For the fifth consecutive year. Available at: [https://www.scimagojr.com/countryrank.php?region=Africa&year=2024#google\\_vignett](https://www.scimagojr.com/countryrank.php?region=Africa&year=2024#google_vignett)

29 Times Higher Education. Interdisciplinary Science Ranking - 2025. Egypt ranked 39th globally. Available at: <https://www.timeshighereducation.com/interdisciplinary-science-rankings?page=1#>

30 Akila, M., & Bahiti, A. (2022). Advancement of the Internet in Egypt and its effect on tourism firms. American Journal of Technology: <https://gprjournals.org/journals/index.php/ajt/article/download/58/62/133#:~:text=The%20findings%20indicate%20that%2092.7,most%20preferred%20uses%20of%20internet>

19 31 ResearchGate. Smart Marketing Usage in Egyptian Domestic Tourism: Opportunities and Challenges. Available at: [https://www.researchgate.net/publication/356685209\\_Smart\\_Marketing\\_Usage\\_in\\_Egyptian\\_Domestic\\_Tourism\\_Opportunities\\_and\\_Challenges](https://www.researchgate.net/publication/356685209_Smart_Marketing_Usage_in_Egyptian_Domestic_Tourism_Opportunities_and_Challenges)

The official inauguration of the Grand Egyptian Museum, the world's largest archaeological museum, further reinforces national efforts to create a fertile environment for startups in cultural and tourism technology. In parallel, the global recovery of tourism and Egypt's strategy to diversify destinations beyond traditional sites such as Luxor and Sharm El-Sheikh underscore the growing need for scalable technological innovations to drive the sector's expansion, in line with the national target of increasing tourism revenues to \$30 billion and attracting 30 million tourists by 2030.



#### 4. ManuTech, Trade tech and Smart Mobility

With Egypt targeting \$145 billion in export value by 2030 and aiming to attract technologically advanced industrial investments,<sup>32</sup> there is a pressing need to modernize production processes and strengthen logistics and commercial infrastructure. The automotive, transport, and logistics technology sector attracted 11% of total startup investments in Egypt in 2024 through 13 different deals<sup>33</sup>, reinforcing national ambitions to raise the contribution of non-oil industries to GDP from 12% in 2020 to 20% by 2030.

Despite the progress of digital transformation, certain sectors continue to face challenges. In the industrial sector, the application of Fourth Industrial Revolution (Industry 4.0) technologies remains limited to a small number of projects. In trade, digital supply chains and logistics services still lag behind the growth trajectory of the ICT sector, constraining export capacity and cross-border trade flows.

These gaps highlight promising opportunities for startups to develop specialized solutions in smart manufacturing, digital transformation of supply chains, and trade compliance platforms, thereby supporting Egypt's economic competitiveness and

increasing its investment appeal, in line with Vision 2030 and the national digital transformation strategy.

Accordingly, special economic zones have been established and notable investments in logistics corridors have been made, including the Suez Canal economic zone, in parallel with government incentives to accelerate digital transformation. This has created a favorable environment for the growth of startups offering innovative solutions in the areas of production monitoring via the Internet of Things (IoT), robotics, predictive maintenance, supply chain improvement, digitizing customs procedures and using blockchain technologies to track origin, in addition to demand forecasts supported by AI. In terms of infrastructure, Egypt has added over 7,000 new kilometers of roadways, as well as 2,000 new kilometers of high speed train railways, linking over 60 cities and connecting economic zones with local markets.



#### 5. EdTech

With over 28 million students in over 73,000 schools and over one million teachers,<sup>34</sup> Egypt represents a huge market with many untapped opportunities in the field of educational technology. The country is keen on improving educational outcomes, along with government initiatives aimed at digitalizing school curricula, providing tablets and laptops, and increasing demand for practical skills such as programming, artificial intelligence, and entrepreneurship.

Despite these efforts, students in Egypt continue to record low performance levels below the global average in international standardized tests, reflecting clear disparities in the quality of education between public and private schools.<sup>35</sup> These challenges underscore the need for educational technology (EdTech) solutions that ensure equitable access to high-quality learning, eliminate performance gaps, and provide innovative tools to

<sup>32</sup> Ministry of International Cooperation (MOIC). News Article. Available at: <https://moic.gov.eg/news/2150>

<sup>33</sup> Wamda. Research report on startups and innovation in the Middle East and North Africa region. Accessed in May 2025. Available at: <https://www.wamda.com/research>

<sup>34</sup> Central Agency for Public Mobilization and Statistics (CAPMAS). Annual Bulletin of Pre-University Education for the Academic Year 2023/2024. Cairo: CAPMAS, 2024. Available at: [https://www.capmas.gov.eg/Pages/Publications.aspx?page\\_id=5104&YearID=23420](https://www.capmas.gov.eg/Pages/Publications.aspx?page_id=5104&YearID=23420)

<sup>35</sup> UNESCO. UNESDOC Digital Library Record. Available at: <https://unesdoc.unesco.org/ark:/48223/pf0000216365>

enhance students’ academic outcomes on a large scale.

This context creates a favorable environment for self-learning platforms, remote education, and vocational training. At the same time, the economic pressures of accommodating millions of young people seeking employment further highlight the importance of developing solutions that connect education with labor market demands.



## 6. Agritech

Arable land in Egypt has expanded by 15% over the past two decades, reaching 40,300 square kilometers,<sup>36</sup> supported by mega-projects such as the New Delta and the Mustaqbal Misr Initiative, alongside major investments in water infrastructure, including treatment plants in Hammam and Bahr El Baqar.

Despite this progress, Egypt faces an annual water deficit of approximately 7 billion cubic meters<sup>37</sup>, exacerbated by the effects of climate change and the fragmentation of agricultural holdings, causing the average farm size to decline from 6.13 acres to 3.79 acres,<sup>38</sup> hindering production efficiency and increasing waste. Furthermore, small farmers are struggling to cope with the rising prices of agricultural equipment and poor access to modern technology. This creates significant opportunities for startups to develop precision agriculture tools, satellite-based monitoring, supply chain tracking, and smart irrigation systems, achieving gains in agricultural productivity and improving water-use efficiency. With rising global demand for sustainable agriculture, Egypt offers an ideal environment for scalable technology solutions that drive economic growth while strengthening climate resilience in one of

the world’s most dynamic agricultural markets.



## 7. HealthTech

Egypt’s health sector is undergoing rapid transformations driven by national investments in universal health coverage, digital infrastructure, public-private partnerships, implementing a comprehensive health insurance coverage, constitutional commitments to increasing health spending, all of which advance the digital transformation of healthcare. In addition, urban expansion and national health programs have increased demand for the adequacy and availability of healthcare.

Government programs for digitalizing health records, expanding insurance coverage, and the integration of telemedicine into public clinics has aided the creation of a fertile environment for startups providing diagnostic solutions, remote care, health data platforms and mental health services. Despite the availability of more than 142,000 hospital beds and over 1,700 fixed ambulance centers<sup>39</sup>, these resources remain insufficient to meet the growing medical needs. Hence, the presence of a significant opportunity for telemedicine applications, AI-powered diagnostics, remote health monitoring, and home-care technologies to bridge existing gaps in healthcare services<sup>40</sup>. These advancements support public infrastructure and strengthen preventative care. They are complemented by rapid growth in women’s health and wellness technology, fueled by rising consumer demand, proactive government strategies, and increasing investor interest.

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World Bank. Agricultural land (% of total land area) – Egypt. Accessed May 2025. Available at: <https://data.worldbank.org/indicator/AG.LND.AGRI.K2?locations=EG>

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UNICEF Egypt. Water Scarcity in Egypt. Available at: <https://www.unicef.org/egypt/documents/water-scarcity-egypt>

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Central Agency for Public Mobilization and Statistics (CAPMAS). Statistical Yearbook 2023 – Health Services. Cairo: CAPMAS, 2023. Available at: <https://censusinfo.capmas.gov.eg/metadata-ar-v4.2/index.php/catalog/1844/download/6616>

40

Central Agency for Public Mobilization and Statistics (CAPMAS). Statistical Yearbook 2023 – Health Services. Cairo: CAPMAS, 2023. Available at: <https://censusinfo.capmas.gov.eg/metadata-ar-v4.2/index.php/catalog/1844/download/6616>



## 8. E-Commerce

Egypt's e-commerce sector has witnessed quick expansion, championed by the widespread adoption of the internet and smartphones and the expansion of digital payment infrastructure. Additionally, individuals and businesses are increasingly demanding seamless and personalized online shopping experiences across multiple sectors such as retail, groceries, fashion and apparel, and electronics. As a result, the e-commerce market was valued at \$9.1 billion in 2024 and is expected to reach \$19.6 billion by 2032, at a compound annual growth rate (CAGR) of 10.2%. Online sales through social media also grew at an annual rate of over 28% between 2021 and 2024, and are expected to continue growing at a rate of 13.6% until 2030, reaching \$1.64 billion.

Despite the rapid growth of Egypt's e-commerce sector, challenges remain, including uneven coverage across several governorates, in addition to an insufficient integration of the postal services with transportation services which drive up delivery costs and extend lead times. The sector also continues to rely heavily on cash transactions, while slow logistics services and fraud concerns remain among the key factors limiting e-commerce expansion and hindering consumer trust.

At the same time, this rapid shift toward digital commerce is opening significant opportunities for startups specializing in logistics, delivery, social commerce platforms, digital marketplaces, and cross-border e-commerce, particularly with the implementation of the African Continental Free Trade Area (AfCFTA), which provides access to a market of over one billion people. Integration with Egypt's fintech and trade technology systems further enhances the sector's potential as a key driver of accelerated growth and regional competitiveness.



## 9. Energy Tech

The country's ambitious energy transition strategy which aims to increase the share of renewable energy to 42% of total electricity by 2030,<sup>41</sup> is a key driver of energy technology development (EnergyTech). Since the issuance of the Renewable Energy Law and the implementation of multiple structural reforms since 2014, the private sector has become an active partner in carrying out the green transition plan and in generating electricity from clean energy sources.

Egypt is making significant strides in renewable energy solutions, reflected in strategic projects aimed at increasing reliance on clean and sustainable sources. However, their contribution remains limited compared to fossil fuels, with renewables accounting for only 12.1% of the electricity mix in the 2022/2023 fiscal year.<sup>42</sup> In this context, conserving natural resources and reducing waste are essential to maximizing the benefits of renewable sources such as wind and hydropower, underscoring the promising opportunities available for energy-tech startups to deliver innovative solutions.

Startups specializing in solar and wind energy, energy storage, smart grids, and energy efficiency play an important role in supporting sustainable growth and ensuring energy security. Furthermore, Government investment in clean energy also aligns with global climate objectives, creating significant opportunities to develop technologies that improve energy efficiency across industry, transport, and urban areas.



## 10. Impact Tech

Egypt's civil society is witnessing remarkable growth, supported by more than 50,000 associations and NGOs. In light of this, Egypt has secured its position as the second most charitable country worldwide attributed to its strong culture of giving, where Egyptian donations

41 New and Renewable Energy Authority. Renewable Energy Contribution to Egypt's Energy Mix, 2024. Available at: <https://www.nrea.gov.eg/Media/New/2549>

42 International Monetary Fund (IMF). Arab Republic of Egypt: 2025 Article IV Consultation and Fourth Review Under the Extended Fund Facility. Published July 15, 2025. Available at: <https://www.imf.org/en/Publications/CR/Issues/2025/07/15/Arab-Republic-of-Egypt-2025-Article-IV-Consultation-Fourth-Review-Under-the-Extended-568598>

account for 2.45% of global donations.<sup>43</sup> This social and cultural foundation creates fertile ground for impact-driven technology companies and social entrepreneurs to enhance efficiency, improve data management, and optimize resource mobilization. Such partnerships address pressing challenges in education, healthcare, the environment, and financial inclusion, while aligning with government objectives to reduce poverty and improve living standards through innovation.

However, impact-driven startups in Egypt remain limited in scale, while evidence-based innovation is not sufficiently leveraged to address social and cultural challenges. This reality underscores the importance of collaboration between Egypt's strong civil society and innovative technology to accelerate sustainable development and strengthen social cohesion. These startups offer business models that are both replicable and scalable domestically and internationally, representing promising opportunities for impact investing, particularly as the sector grows gradually, supported by incubators, government initiatives, and international development partners.



## 11. Prop Tech

Demand for innovation in the real estate and construction sector is rising sharply with rapid urban population growth and ambitious infrastructure projects such as the New Administrative Capital, New Alamein, and Ras El Hekma, alongside the delivery of approximately 240,000 housing units annually. The large pool of underutilized real estate also presents a significant opportunity for startups and the entrepreneurship ecosystem to stimulate economic activity.

Data indicates that around 22.8% of Egypt's housing units are unoccupied,<sup>44</sup> while prices per square meter continue to rise significantly. The contrast between the surplus of units offered

and the high costs of ownership or rent, presents a segway for innovation in the PropTech sector in repurposing vacant units, enabling fractional ownership, and enhancing transparency in the real estate market, as well as modernizing urban planning and improving construction efficiency. This in return creates a favorable environment for PropTech startups offering solutions in property management, digital brokerage platforms, smart building systems, and data-driven real estate analytics.

Simultaneously, construction technology is gaining momentum, with the emergence of numerous applications that increase productivity, reduce costs, and enhance sustainability. The construction sector contributes to roughly 18% of GDP, and Egypt is expected to become the largest construction sector in terms of industrial value in the Middle East and North Africa by 2029, with a value of \$89 billion.<sup>45</sup> This sector represents a significant opportunity for startups to modernize traditional business models. Moreover, regulatory reforms aimed at simplifying land registration and construction permits, along with increased private sector investment, are accelerating the adoption of digital tools across the value chain.

Egypt's position as a global tourism destination is driving demand for innovative hospitality real estate solutions, highlighting the vital role of real estate and construction technology in supporting sustainable urban and economic development.



## 12. Cyber Security

Egypt seeks to consolidate its position as a regional hub for the cybersecurity industry and to support the growth of startups operating in this field, within the framework of a comprehensive national vision aimed at protecting data and addressing global challenges and risks arising from cyber threats. In this context, the Supreme Council of Cybersecurity

43 Charities Aid Foundation (CAF). (n.d.). World Giving Index. Retrieved from <https://www.cafonline.org/insights/research/world-giving-index>

44 United Nations Human Settlements Programme (UN-Habitat). (2020). Egypt Housing Strategy. Nairobi: UN-Habitat. Retrieved from [https://unhabitat.org/sites/default/files/2020/09/egypt\\_housing\\_strategy.pdf](https://unhabitat.org/sites/default/files/2020/09/egypt_housing_strategy.pdf)

45 Zawya. Fitch: Egypt will be the largest construction market in the MENA region by 2024, 2029. Available at: <https://www.zawya.com/en/business/fitch-sees-egypt-as-menas-largest-construction-market-by-2029-cabinet-th9s4ig9>

has been established, which issued the National Cybersecurity Strategy (2023–2027), reaffirming the State's commitment to developing human capacities and encouraging scientific research and practical application to protect critical and information infrastructure.

Egypt currently hosts 20 academic programs in the field of cybersecurity, enrolling more than 23,000 students.

Despite these efforts, the Egyptian market continues to face a number of challenges, including the increasing frequency and diversity of cyberattacks, the lack of full preparedness among some entities to effectively respond to digital incidents, as well as the need to accelerate research, development, and innovation in certain specialized areas of cybersecurity. This also includes supporting the transition of cybersecurity startups from being primarily service providers to becoming developers of high-efficiency technological solutions.

## **Concluding Remarks**

To conclude this section, Egypt continues to consolidate its position as one of the region's most promising hubs for the digital economy, supported by deep structural reforms and strategic investments in infrastructure and technology. These efforts have created a favorable environment for startup growth and investment attraction, in line with the state's objectives for digital transformation and the advancement of a knowledge- and innovation-driven economy.

Guided by an ambitious national vision that aligns with global trends in innovation and advanced technology, Egypt today emerges as a strategic investment opportunity and a key gateway to regional and international markets, ensuring inclusive and sustainable economic development.

# Chapter Three: Turning Point



This section presents a set of key reforms, serving as a decisive starting point toward achieving the ambitious objectives outlined in the Charter. It highlights the incentives and streamlined procedures adopted, through the Ministerial Group on Entrepreneurship, to overcome a significant portion of obstacles and seize the opportunities for startups in the Egyptian ecosystem. This turning point reflects a collective commitment by all stakeholders, whether from government or, the private sector, academic institutions, investors, and entrepreneurs. Within this section, the initiatives, facilitations, and incentives will be explained in detail, as they are expected to deliver tangible impact on Egypt's startup ecosystem. In addition, key performance indicators have been identified to measure progress, with a strong focus on transparency and accountability to ensure effective and sustainable implementation.

### **Providing an Integrated Framework to Enable Startups**

At the outset of the Ministerial Committee for Entrepreneurship's work in Egypt, the driving vision was to establish a clear framework that marks a genuine turning point in the trajectory of startup development, building on the lessons learned from past experiences. To achieve this, a robust strategic framework was built, structured around five interconnected pillars designed to strengthen the entrepreneurial ecosystem and support its sustainable growth.

#### **First: Establishing a Standardised and Unified Definition for Startups**

A unified definition ensures a clear distinction between the unique nature of startups and the ones of SMEs, facilitates effective coordination among all relevant stakeholders, and enhances efficiency in the design and targeting of policies tailored to startups. In addition, a regulatory framework has been issued to classify companies based on clear and objective criteria, granting them a classification certificate that enables access to government support programs and facilitation measures.

#### **Second: Launching an Integrated Package of Facilities and Incentives**

Over 35 laws and regulations governing startups and the entrepreneurial landscape in Egypt have been identified, as well as a number of incentives that target startups at different stages. Meanwhile, additional incentives were incorporated into new laws introduced in parallel with the preparation of this Charter. It was also determined that additional incentives would be included that do not require new legislation but rather procedural and operational adjustments to ensure their effective implementation and the achievement of their intended impact.

#### **Third: Launching a Unified Government Financing Initiative**

The initiative encourages private sector investments and venture capital financing flowing into startups. This initiative aims to foster collaboration between the government and investors through the provision of necessary tools and guarantees that reduce the risk borne by investors and increasing confidence in the domestic market. Additionally, the initiative aims to attract venture capital investments that contribute to accelerated growth and create new job opportunities, as well as enhancing the capabilities of startups to compete locally and internationally.

#### **Fourth: The Scaleups Program**

A program to support and empower companies characterized by rapid growth and large investments, particularly those that have acquired over \$10 million in funding and those that no longer fall under the Startup Certification due to their size or age. Furthermore, the program aims to support these startups' growth journey to see them turn into unicorns surpassing \$1 billion in valuation.

#### **Fifth: Establishing an Implementation Mechanism**

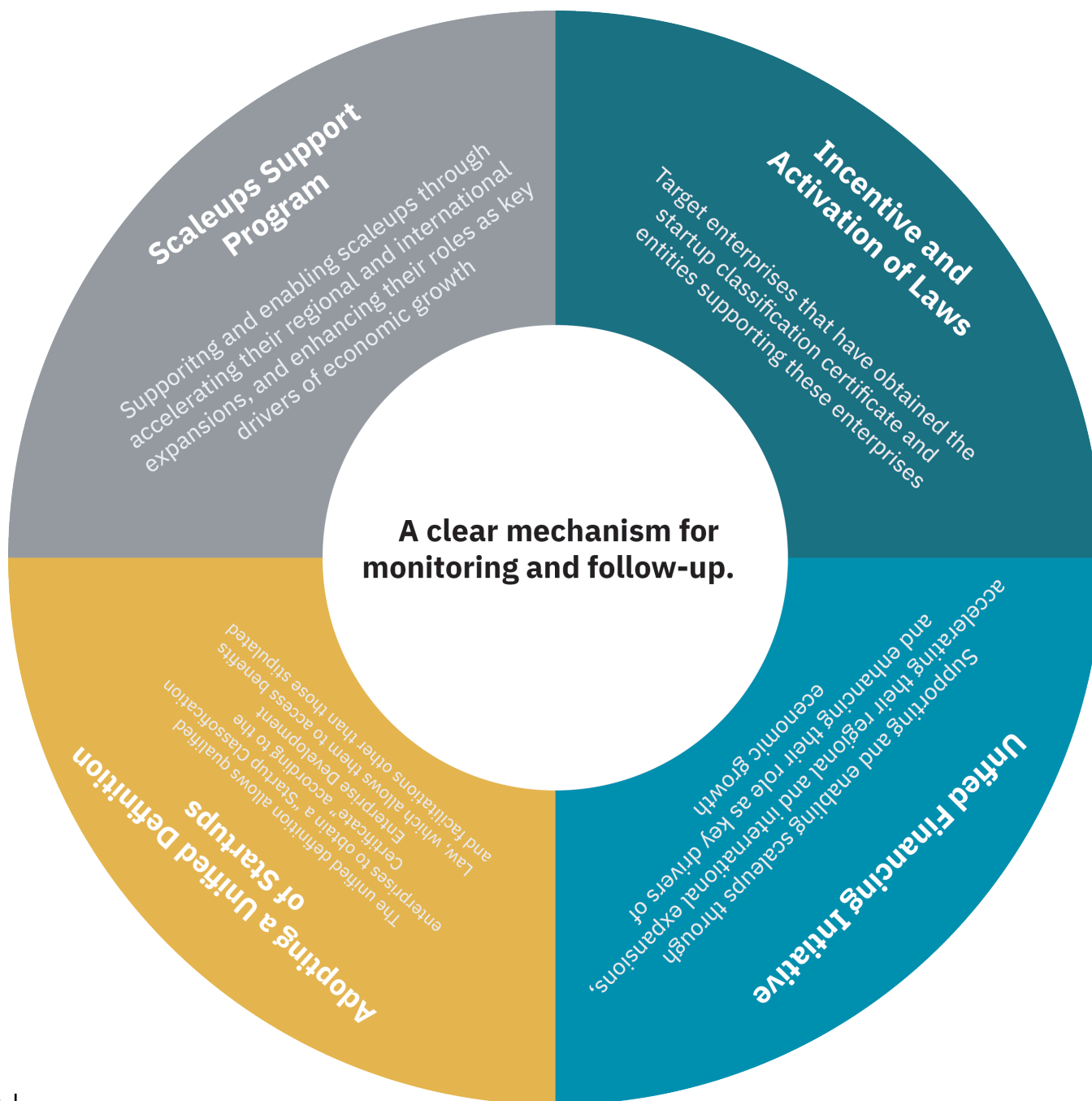
an effective mechanism to monitor progress in implementing the objectives of Egypt Startup Charter, with clear, predefined performance indicators that ensure the implementation of policies and initiatives in a transparent and consistent manner. This mechanism monitors progress and addresses challenges as they arise, which promotes collective commitment and motivates all parties to actively participate in achieving the desired goals.

The adoption of this integrated framework represents a true turning point, paving the way for a strong and sustainable entrepreneurial ecosystem capable of seizing available opportunities and overcoming existing challenges, thereby contributing to positioning Egypt as a regional and international hub for innovation and entrepreneurship. Through this coordinated effort, the ecosystem is moving towards a promising future, one that fosters economic growth and creates a fertile environment for startups and entrepreneurs.

#### **Defining "Startups"**

To ease support to the entrepreneurial ecosystem, it was necessary to begin by establishing a common definition of what a startup is. This was considered a foundational step towards encouraging investments, increasing the efficiency of government support, enhancing the quality of employment in these enterprises, preserving innovation and intellectual property rights, and maximizing contribution to sustainable economic growth.





The Formulation Process

In line with the provisions of Law No. 152 of 2020 on the Development of Medium, Small, and Micro Enterprises (MSMEs), which defines entrepreneurial ventures as those established within the past seven years and characterized by an innovative nature, the Egyptian government has taken significant steps to support startups through institutional and policy coordination. This included the establishment of the “Permanent Unit at the Cabinet of Ministers.”<sup>1</sup> Building on the efforts of the Permanent Unit, this framework was further elevated to the ministerial level through the formation of the “Ministerial Group for Entrepreneurship,”<sup>2</sup> chaired by the Minister of Planning, Economic Development, and International Cooperation, with the participation of all relevant stakeholders.

Given the importance of establishing a unified definition of startups that guides program and policy making, the Ministerial Group led extensive consultations regarding its creation. The proposal submitted by the Micro, Small, and Medium Enterprise Development Agency (MSMEDA) was initially discussed and approved in principle within the Permanent Unit, followed by its extensive review through working groups emanating from the Ministerial Group for Entrepreneurship, with the participation of all stakeholders in the startup ecosystem, including entrepreneurs,

venture capital funds, and entrepreneurship support organizations. It was then formally presented to the Ministerial Group for Entrepreneurship during its fourth meeting, chaired by the Prime Minister, on 4 February 2025, where it was also formally approved.

The process of formulating the definition was based on the need to provide clear frameworks for startups, which contributes to achieving a collection of the state’s strategic goals, including:

**Encouraging Investment:** Providing a legal framework that enhances investor confidence in startups and encourages their financing.

**Improving the Efficiency of Government Support:** Ensuring that support is directed toward the most deserving companies.

**Protecting Workers’ Rights and Retaining Talent:** Improving working conditions and providing a supportive environment for employees in startups.

**Supporting Innovation and Protecting Intellectual Property Rights:** Strengthening the documentation of innovation rights.

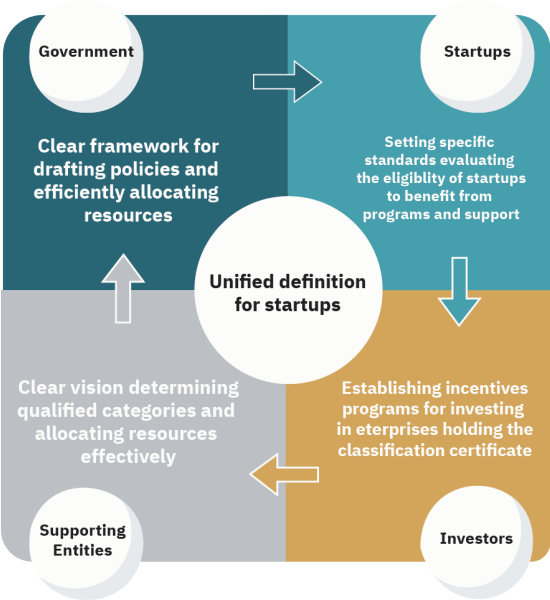
**Improving Economic Planning:** Using data for evidence-based policy making.

The Unified Definition of Startups:

“A Startup is a recently established company, characterized by rapid growth, agility and innovation, and aims to introduce or develop new products or services or business models into the market.”

The most important criteria for determining whether a company classifies as a startup<sup>3</sup>

- 1. The company must be established in a way that allows for the entry of shareholders or investors.
- 2. The company must be less than seven years old since its date of incorporation.



1 Pursuant to Prime Ministerial Decree No. 2136 of 2023  
2 Pursuant to Decree No. 2878 of 2024  
3 without prejudice to the regulations and decisions issued by the Financial Regulatory Authority or the Central Bank of Egypt with respect to startups.

3. The company must be built on an innovative idea or model that offers or develops new products, operations or services, that require technology and intellectual property rights, with the potential to achieve future business growth.

The company’s main objective must be to provide a solution to an issue that faces its target market or filling a gap in the market.

**The Mechanism for Obtaining a Startup Classification Certificate**

The Micro, Small, and Medium Enterprise Development Agency (MSMEDA) is tasked with reviewing applications submitted by startups to obtain the classification certificate. The classification mechanism operates through two pathways:

- 1. A Regular Track, which is open to all applicants and subject to review by a committee chaired by MSMEDA and composed of representatives from government entities and the entrepreneurship community. This track consists of three stages, including document verification, financial performance review, and committee evaluation.
- 2. A fast track, designated for startups nominated by accredited support entities recognized by MSMEDA, such as venture capital funds, incubators, or accelerators. Under this track, the classification certificate is issued automatically within five working days once the required documents are submitted.

**Validity period of the Startup Certification**



The initial certificate is issued for a period of three years, after which it is renewed every two years, until the company reaches seven years from the date of its establishment.

**Grievance Mechanism**

A separate committee will be established to review grievances and express their opinion regarding the issue. It will be formed of three members with legal experience, which ensures their impartiality and their independence from the entity mentioned above. The committee will also be responsible for determining the grievance review fees as a guarantee of the seriousness of the application. These fees are refunded to the applicant if the grievance is accepted.

**Second: Launching an integrated package of facilitations and incentives**

Following extensive consultative sessions with all active stakeholders, an integrated package of incentives that support the needs of the startup ecosystem. These incentives are provided to enterprises in possession of a ‘startup classification certificate, which are subject to regulations, to ensure fairness and an efficient allocation of resources.

**1. Establishing a simplified tax procedure that incentivises startups**

- Simplified tax system for startups (Ministry of Finance - Egyptian Tax Authority): any startup with revenues not exceeding EGP 20 million annually, will receive new incentives, exemptions and concessions, including a simplified income tax, ranging between 0.4% to 1.5% <sup>4</sup>, based on annual business volume. Those joining the system will also be exempt from taxes on “capital gains resulting from the disposal of fixed assets, machinery, or production equipment,” “dividends,” “stamp duty,” and registration and documentation fees, while also being exempt from the application of the discount system or advance payments<sup>5</sup>.
- Submitting VAT returns every three months instead of every month, and the first tax inspection will take place after five years<sup>6</sup>.
- Collection of a unified customs tax of 2% from companies that

4 Article 10 of Tax Law No. (6) of 2025  
5 For details, please review Law No. 6 of 2025.  
6 Article 5 of Tax Law No. (6) of 2025



have obtained a classification certificate from the Ministry of Finance - Egyptian Customs Authority.<sup>7</sup> Startups will enjoy a partial exemption,<sup>8</sup> where a unified customs tax rate of 2% will apply to imported machinery and equipment necessary to the activity, as well as the advantage of paying customs tax due on imported production supplies, required for production processes, in installments over a 6 month period.

## 2. Streamlining Governmental Procedures for Startups

### Allocating tax offices for enterprises that obtained the startup classification certificate (Ministry of Finance)

Establishing specialized tax offices to improve response times, ensure familiarity with startup-related issues and contribute to reducing the burden of tax compliance. These offices will be initially launched within the four main tax centers for the largest taxpayers (Nasr City, 6th of October City, Alexandria, and the Red Sea). Additionally, direct follow up will be conducted by the e-commerce unit at the Authority, to facilitate tax-related dealings between the former and startups.

### Streamlining communication between the certified companies and labor offices (Ministry of Labor)

Providing a dedicated email address for communication with startups and entrepreneurs, curated for data collection, requests, complaints, foreign work permits and labor inspections, until the foreign work permit service becomes available on Egypt's digital platform. This email address is to be made available for all startups upon receiving their classification certificate.

### Facilitating startups' dealings with social insurance offices (Ministry of Social Solidarity)

Providing a dedicated email address and hotline to communicate with startups and entrepreneurs regarding requests and complaints, while enabling access to electronic services through the existing online platform of the National Organization for Social Insurance, in accordance with the current electronic signature framework. This is intended to facilitate electronic dealings with the Authority without the need to physically attend citizen service offices to register startups, pending the launch of the full operation of the new information system, which will allow the provision of social insurance services at any citizen service office affiliated with the Authority nationwide or through electronic platforms.

<sup>7</sup> Minister of Finance Resolution No. (126) of 2024

<sup>8</sup> As stipulated in Article 28 of Project Development Law No. 152 of 2020.



**Simplifying registration procedures for startups (Ministry of Investment and Foreign Trade)**

The procedures for establishing companies have been simplified through the official electronic platform of the General Authority for Investment via the following link: <https://www.gafi.gov.eg>.

A dedicated icon has also been added to the Entrepreneurship Unit's platform to facilitate direct and easy access to the establishment services. The platform now enables company registration to be completed within one working day, provided that all required documents are duly submitted. Establishing a company can also be done through the fast track designated for establishment at the Entrepreneurship Unit at the GAFI headquarters, in Salah Salem street, following the completion of information via the electronic form .<sup>9</sup>

**Facilitating procedures for importing electronic equipment, components, and technological devices provided to start-up companies (Ministry of Communications and Information Technology)**

Facilitating import procedures for equipment, electronic components, technological devices, and advanced embedded electronic systems for startups operating in the electronics sector, for private use in design, research, and development activities, through a whitelist mechanism that reduces time requirements and overcomes obstacles associated with import processes.

Companies operating in the electronics sector may obtain a Certificate of Activity Practice from the ITIDA to be included in the whitelist, following a review of their activities. This facilitates customs clearance procedures without the need for “Form #4” and without the requirement to obtain an import license, in addition to streamlining approvals from the NTRA.

**Issuing a Comprehensive Guidebook (Navigator) for Government Services (Ministry of Planning, Economic Development and International Cooperation – Ministry of Investment and Foreign Trade)**

A comprehensive guideline encompassing all government services, permits, and licenses required by startups, including

applicable fees, required documentation, and issuance procedures.

At a later stage, this guideline will be further developed into an interactive electronic platform to facilitate direct access to information and services.

**Facilitating the liquidation of startups within a maximum period of 90 days (Ministry of Finance - Ministry of Supply and Internal Trade)**

Startups are permitted to cancel their commercial registration and tax file without being fined. This also covers activating mechanisms that shorten the exit time for startups, so as to fulfil the procedure within a maximum of 90 days from the date of request. This measure aims to enhance investor confidence by ensuring ease of market entry and exit, and by enabling the reinvestment of capital and human talent into new startups.

**Establishing Specialized Service Free Zones for Export-Oriented Startups (Ministry of Investment and Foreign Trade)**

Specialized service free zones have been established, targeting specific sectors such as technology, media, financial services, and logistics. These zones offer modern infrastructure and sector-tailored services designed to meet the needs of each industry.<sup>10</sup>

**Issuing the Regulatory Framework for Crowdfunding Platforms (Financial Regulatory Authority)**

The Financial Regulatory Authority has issued the regulatory rules governing digital platforms for collective investment in real estate investment fund, private equity funds<sup>11</sup>, and venture capital funds. This represents an innovative financing mechanism for startups, while also creating opportunities for fintech startups to structure hybrid investment products, leverage multiple asset classes, and deploy innovative, technology-driven business models within a regulated environment.

<sup>9</sup> <https://forms.gle/RHUdyRtrpbL8Rdk38>

<sup>10</sup> In implementation of the provisions of Investment Law No. 72 of 2017 and Decree No. 39 of 2019 concerning the issuance of the new regulations governing the administration of free zones.

<sup>11</sup> In accordance with the decisions of the Board of Directors of the Financial Regulatory Authority No. 125 and No. 194 of 2025

3. Enabling an Increased Startup Participation in Government Projects

Granting preferential treatment to Egyptian companies in government tenders (Ministry of Finance - General Authority for Government Services)

In accordance with the law, Egyptian companies are to be granted a 15% preferential treatment band, in comparison to other companies, when participating in government contracts or procurements, in order to enhance their competitiveness. This also applies to any tenders for technology projects.<sup>12</sup>

Activating and Monitoring the Allocated Quotas for Small and Medium Enterprises in Government Procurement (Ministry of Finance – General Authority for Government Services)

A minimum of 40% of total annual government procurement has been allocated for contracting with small and medium enterprises (20% for each segment). This contributes to creating a fair and competitive environment for local startups, while monitoring and measuring their participation rate in these projects through the Startup Ecosystem Observatory.<sup>13</sup>

Enhancing startups’ access to government procurement and information and opportunities (Ministry of Finance - General Authority for Government Services)

Opening a direct, stable communication channel with companies holding a classification certificate to contribute to improving government tenders using their innovative solutions, as well as working on a data base for government agencies, allowing the latter to benefit from the technologies adopted by startups. Furthermore, a circular has been issued outlining the mechanism for participation in public procurement contracts concluded by administrative entities,<sup>14</sup> as well as highlighting the importance of the classification certificate and the benefits provided by the Micro, Small and Medium Enterprise Development Agency

(MSMEDA). Additionally, an instructional guide<sup>15</sup> is also made available on the official website of the Ministry of Finance, providing key information and procedures for participating in government procurement opportunities, as well as detailing the benefits<sup>16</sup> granted under the Public Procurement Law.

Preventing Crowding-Out of Startups by Government Entities (Ministerial Group for Entrepreneurship)

Government entities commit to the principles of transparency and to avoiding direct competition with startups in technological fields. They also work to enable startups to develop innovative solutions that support national priorities without compromising national security, and to encourage them to establish effective partnerships with the public sector through Public–Private Partnership (PPP) mechanisms. In addition, a Government Technology Roadmap will be developed to clarify the areas in which the government will collaborate with the private sector and those that will be implemented directly by the government.

Designating a Dedicated Point of Contact for Startups to Support Startup Access to Government Tenders (Ministry of Finance General Authority for Government Services)

An official point of contact has been established within the Authority to facilitate startups’ access to government services and the required support, and to respond to their inquiries promptly and effectively. In addition, a dedicated email address will be provided for startups holding a classification certificate to enable direct communication and ensure continuous follow-up.

12 Article 35 of the Government Procurement Authority Law No. 182 of 2018

13 In implementation of Public Contracts Law No. 182 of 2018 and Law No. 152 of 2020.

14 Circular No. 14 of 2025 issued by the General Authority for Government Services.

15 Entrepreneurs’ Guide to Increasing Profits and Maximizing the Benefits Granted When Contracting with Administrative Entities: <https://assets.mof.gov.eg/files/73071e40-4dd2-11ec-af86-915a1e2fbabb.pdf>

16 Entrepreneurs’ Guide to Increasing Profits and Maximizing the Benefits Granted When Contracting with Administrative Entities: <https://assets.mof.gov.eg/files/73071e40-4dd2-11ec-af86-915a1e2fbabb.pdf>

4. Non-tax Financial Incentives Aiding the Expansion of Startups

Technical training support for startup employees (MSMEDA)

Obtaining the “Startup Classification Certificate” allows enterprises to receive partial support for costs associated with training of employees.<sup>17</sup> The cost of this support will be deducted from the financial incentives stipulated under Law No. 152 of 2020.<sup>18</sup>

Supporting Incubators and Accelerators that Empower Startups (Ministry of Industry)

Incubators and accelerators that provide services to companies holding the Startup Classification Certificate are granted a set of incentives that ease the administrative and financial costs of establishing and operating these enterprises. This is deducted from the financial incentive stipulated in Law No. 152 of 2020.<sup>19</sup>

Providing subsidized services to industrial startups (Ministry of Industry)

Providing specialized, integrated services for industrial startups, with subsidized costs that are 30% less expensive than those provided by other entities. These include equipped premises, and the utilization of technological incubators provided at technology centers, providing technical and operational support, idea development, feasibility studies, marketing and the provision of databases, in addition to supporting startups’ integration with larger companies and the implementation of development projects in partnership with domestic and international entities.

Exemption from Intellectual Property Filing Fees (MSMEDA & EGIPA)

Startups holding a classification certificate shall be exempt from fees for the filing of patents, utility models, and layout designs of integrated circuits, in addition to international registration fees under the Patent Cooperation Treaty(PCT)<sup>20</sup> .

Obtaining Technical Assistance from Patent Agents and Specialized Experts in Patent Application (MSMEDA & EGIPA)

This support includes, but is not limited to, assistance in drafting patent applications, completing submission files<sup>21</sup> , and providing technical and legal advice related to registration procedures. Startups will also be guided to the competent office to obtain the required service, with a dedicated official email address provided by the Egyptian Intellectual Property Authority to facilitate communication and ensure the timely and effective delivery of support.

5. International Expansion and Investment

Facilitating Visa Procedures for Foreign Investors and Entrepreneurs (Ministry of Investment and Foreign Trade – GAFI – Ministry of Interior)

Visa issuance procedures have been streamlined to enhance cross-borders knowledge exchange and attract international founders and investors from +180 nationalities, with a particular focus on the African continent.

17 According to Article (24) of Law No. 152 of 2020

18 According to Article (24) of Law No. 152 of 2020

19 According to Article (32) of Law No. 152 of 2020

20 This exemption is deducted from the cash incentive stipulated in Law No. 152 of 2020, and is in accordance with the provisions set forth in Chapters I and II of Book One of the Intellectual Property Rights Protection Law No. 82 of 2002.

21 All of the above shall be applied as a deduction from the cash incentive stipulated under Law No. 152 of 2020, subject to the eligibility of the startup meeting the applicable terms and conditions, and without prejudice to the requirements and conditions for granting a patent. In cases where the subject matter of the patent application is proven to constitute a significant advancement in the relevant field—based on criteria to be determined by a decision of the Board of Directors of the MSMEDA, after obtaining the opinion of the competent minister according to the field under consideration.

This includes the introduction of a new multiple-entry visa valid for five years, allowing holders to reside in Egypt for up to 90 days per visit. In addition, foreign nationals holding valid visas or residence permits from countries such as the United States, the United Kingdom, the Schengen Area, Canada, Australia, New Zealand, and Japan, as well as residents of Gulf Cooperation Council (GCC) countries, are permitted to obtain a visa on arrival valid for 30 days.<sup>22</sup>

Furthermore, residence and work permits for foreign nationals have been regulated in coordination with the relevant authorities, with a commitment to completing procedures within a period not exceeding seven working days, in order to facilitate the entry of international talent into the Egyptian market.

### **Facilitating the Engagement of Foreign Talent (Ministry of Labor)**

A dedicated mechanism has been developed to enable startups holding a classification certificate to employ more than 10% foreign labor, through submitting an application to the Foreign Labor Quota Exemption Committee, in compliance with the approved legal regulations. This aims to attract international talent and open new opportunities for expansion into foreign markets.

### **Participating in International Expos**

Enabling companies holding the Startup Classification Certificate to participate in international exhibitions, to display their products and innovations, attract investors and potential partners, exploring new markets, in addition to a partial ease of financial burdens, which are to be deducted from the financial incentives stipulated in Law No. 152 of 2020.

### **International Promotional Campaign for Entrepreneurship (Ministry of Planning, Economic Development and International Cooperation)**

Launching a national media campaign to shed light on success stories and talents of the Egyptian startup ecosystem, and reinforcing Egypt's position as a regional center for startups and innovation.

### **Enabling Egyptian startups to apply for European funding programs (Ministry of Higher Education and Scientific Research)**

Within the framework of Egypt's participation in the Horizon Europe programme, Egyptian startups will be enabled to apply for and benefit from the same financing programmes available to startups in European Union countries, such as the European Innovation Council Accelerator, which provides financial grants of up to €2.5 million to support the development of deep technology (Deep Tech) innovations, in addition to direct investments amounting up to €10 million, as well as providing technical assistance and connecting startups with investors and strategic partners in the European market.

### **Skills Development:**

#### **Cooperation with JobTech Companies (Ministry of Planning, Economic Development and International Cooperation and Ministry of Labor)**

Developing a national strategy for the future of work, focusing on attracting talent, retaining it, and enhancing its skills.

#### **Establishing a National Roster of Experienced Entrepreneurs ("Entrepreneur-in-Residence Program")**

Creating a national roster of experienced entrepreneurs to be engaged, as needed, by ministries, government entities, and universities as advisors and members of expert councils, in support of policy design, public-startup collaboration, and the modernization of administrative processes.

### **Executive Education Programs**

Providing executive education programs for senior management teams in startups financed through the Scale-Up Startup Support Program.

<sup>22</sup> Based on the instructions and decisions of the Ministry of Interior, including Ministerial Decree No. 1105 of 2023 amending certain provisions of Ministerial Decree No. 31 of 1960 concerning visas. Please also check the latest instructions on IATA Travel Center website: <https://www.iatatravelcentre.com/>



Third: Launching Catalytic Financial Initiative

This initiative is a partnership between both the public and private sectors, with a duration of five years. Participating in this initiative are MSMEDA, Credit Guarantee Company (CGC), Central Bank of Egypt (CBE), the Innovation Support Fund (ISF), The Financial Regulatory Authority (FRA), the Information Technology Industry Development Agency (ITIDA), EgyptVentures, and the Ministry of Planning, Economic Development and International Cooperation, among others, in addition to a wide range of programs funded by international development partners.

This initiative aims to establish Egypt’s position as a leading regional hub for innovation and entrepreneurship in the Middle East and Africa, by stimulating and attracting private-sector venture capital investments to support startups and strengthen the innovation ecosystem.



The initiative is built around five main pillars aimed at supporting the entrepreneurship ecosystem and enhancing its sustainability in Egypt:

1. Expanding the scope of venture capital

It relies on the Fund of Funds investment program managed by MSMEDA and aims to attract private and development funding through investments in venture capital funds. This pillar also entails guarantees for venture debt from CGC, to reduce risk for investors and enhance investment capacity, while facilitating the listing of startups on the stock exchange through special purpose acquisition companies (SPACs), introduced by the Financial Regulatory Authority.

2. Early-Stage Capital & Ecosystem Development

This encompasses grants for startups in their ideation phase and establishing two sub-funds from the ISF, which matches angel investors’ investments with a 1:1 ratio, investing in five funds in partnership with corporate venture capitals (CVC), and mirroring their investments with a 1:4 ratio. Furthermore, ITIDA will support incubator and accelerator programs through cash and in-kind financing. Each government entity’s contribution to the initiative shall be made through its approved programs and budget allocations, without any additional financial or implementation obligations, except after obtaining the official approvals from the competent authorities.

3. Growth Capital & Scale Enablement

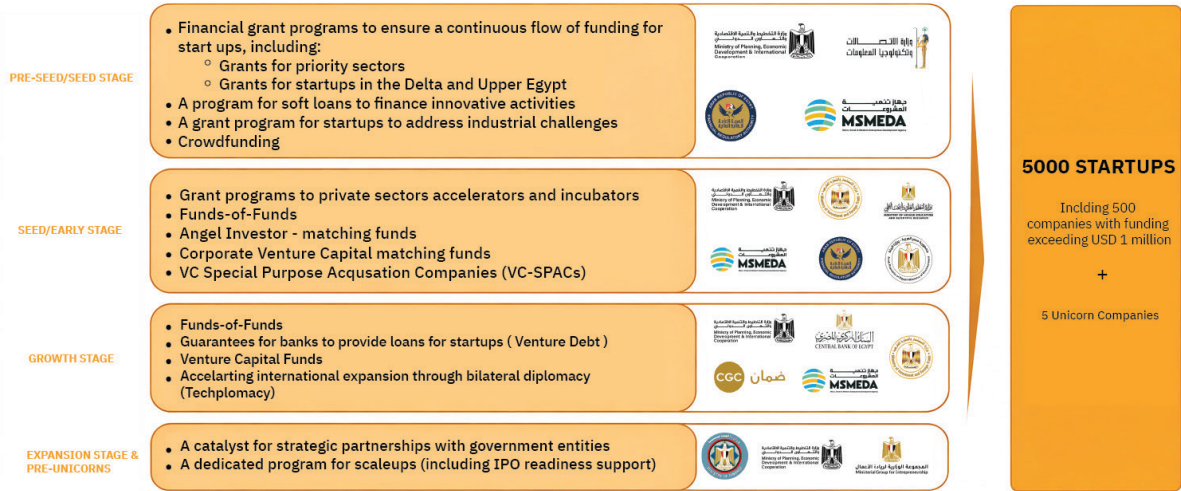
This relies on direct and indirect investments from the Egyptian Company for Entrepreneurship, as well as creating venture capital companies in collaboration with governmental and private entities, that target selected startups holding high potential for growth and expansion. This also includes attracting funding from international financial institutions. The initiative also entails launching a public-private partnership accelerator, connecting startups with large companies, through MPEDIC.

4. National Scale-Up Champions Program

The program offers strategic partnerships to startups with significant annual revenues, those that successfully secured a large investment round, and/or those with ages over 7 years, in order to accelerate the growth of these companies, enable them to achieve high valuations and access larger markets, consequently becoming unicorns.

5. Regional & Sector-Focused Venture Development

This pillar targets startups outside Cairo and major metropolitan areas through initiatives focused on regional cities with high economic potential. It also includes specialized sectoral programs to support nationally prioritized sectors such as green technology, energy, industry, agriculture, and education. The pillar aims to enhance economic diversification, create new investment



opportunities, and empower local talent in the governorates to contribute to the digital economy and entrepreneurship.

This is implemented through the Nclude Fintech Fund, an investment fund backed by major banks and institutions in the Egyptian market, which aims to support young talent and invest in fintech startups, with a target capital of USD 150 million.

#### **Initiative Governance:**

The initiative will be managed through a Steering Committee comprising the participating government entities, in addition to representatives with relevant expertise from the entrepreneurship ecosystem. A unified database will be established to monitor the progress of startups participating in government programs.

The Steering Committee will be responsible for overseeing implementation and will submit a quarterly report to the Ministerial Group for Entrepreneurship on the implementation status of the initiative and the achievement of its targets. In addition, a unified digital platform will be developed to connect all entities concerned with startups, investors, and venture capital funds, facilitating access to financing, incubation programs, and technical support.

The platform will ensure efficiency and transparency through simplified electronic procedures and clear eligibility criteria, with the objective of reducing bureaucracy and improving access to high-potential startups within Egypt's entrepreneurship ecosystem. Data related to each entity will be shared in accordance with data governance and privacy protection frameworks, while each entity will retain ownership of the data of startups benefiting from its programs, in line with the government's digital policies.

#### **Fourth: Launch a ScaleUp Champions Program**

The Scaleup Champions Program is a national initiative designed to support high-growth companies that have progressed beyond the early stages and demonstrated strong traction, accelerated growth, and the ability to attract significant institutional capital.

These companies are critical proof points of Egypt's entrepreneurship ecosystem and represent the strongest pipeline for future unicorns.

They exhibit clear exit and liquidity potential, including readiness for initial public offerings (IPOs) and other exit pathways, as well as the capability to scale across regional and international markets. This profile underscores the need for targeted government enablement and proactive international positioning.

The program focuses on accelerating domestic, regional, and global expansion through strategic and financial support, enhanced market-access mechanisms, and partnerships. Its objective is to develop national scale-up champions that generate sustained economic impact, drive productivity, and contribute meaningfully to employment growth and long-term value creation in Egypt.

#### **The Program is delivered through tailored, company-specific support and built around four main pillars:**

**Removing bureaucratic hurdles:** by providing high-level government engagement to participating companies.

**Facilitating exits:** Offering support for IPO readiness and preparation for public listing.

**Removing direct and indirect barriers:** Holding regular engagements with senior government decision-makers to address operational and regulatory challenges.

**Building strategic networks and partnerships:** Connecting companies with local and international investors, and encouraging partnerships with government and the private sector to unlock new market opportunities.

**Promoting success stories:** Highlighting the achievements of leading companies to showcase their success at the national and international levels

In addition, the Program prioritizes network building and strategic partnerships by connecting participating companies with local and international investors and facilitating partnerships with government entities and private-sector leaders to unlock new market opportunities. It also places strong emphasis on promoting success stories, showcasing the achievements of leading companies through high-level local and international platforms.

The Program also supports leadership and organizational scaling, enterprise-grade operational readiness, and capital structure optimization, ensuring participating companies are equipped to manage rapid growth, institutional investment, and cross-border

expansion.

The Program is aligned with national sustainable development objectives through an integrated business environment, clear evaluation frameworks, and flexible financing mechanisms. It is designed to deliver measurable economic impact by accelerating companies' progression toward billion-dollar valuations, enabling successful exits via IPOs or acquisitions, expanding employment and job creation, increasing foreign and domestic investment in scale-up companies, and reinforcing Egypt's position as a regional hub for high-growth startups.

#### **Fifth: Establishing an effective mechanism to monitor progress in implementing the objectives of the Egyptian Startup Ecosystem Charter**

The Startup Ecosystem Charter has been introduced as a comprehensive framework designed to unify the efforts of all stakeholders in creating an enabling and sustainable environment to support the growth of startups, foster innovation, and attract investment. An integrated monitoring mechanism will be established, relying on collecting and analyzing data and indicators to track the implementation of objectives and continuously evaluate the impact of initiatives and recommendations. The mechanism aims to promote transparency and accountability, through publishing regular reports allows all parties to view progress made and challenges faced.

#### **Establishment of a Startup Ecosystem Observatory:**

A specialized observatory has been established to collect and analyze data related to company growth, investment volumes, and existing challenges, with the aim of issuing regular and transparent reports that support informed strategic decision-making.

The observatory relies on clear performance indicators to measure progress in the implementation of the Charter and the achievement of its national objectives.

#### **Board of Trustees for Implementation Oversight:**

The Observatory is governed by a Board of Trustees composed of selected members of the Ministerial Group, alongside independent experts, entrepreneurs, investors, and government representatives. The Board is responsible for overseeing the implementation of the Charter, conducting periodic reviews of progress, addressing structural and operational challenges, and fostering coordination and active engagement among all stakeholders to ensure effective and transparent execution.

An Advisory Council supports the Board by monitoring implementation on an ongoing basis and submitting quarterly progress reports to the Ministerial Group for Entrepreneurship, detailing the status of Charter implementation and progress against defined objectives.

#### **Complaints and Follow-Up Mechanisms:**

A clear and transparent system has been adopted for receiving and promptly addressing complaints, whereby complaints are registered and referred to the competent entity through the Technical Secretariat of the Ministerial Group, with continuous follow-up until resolution.

In addition, a dedicated hotline has been allocated for companies holding the "Startup" classification certificate to receive calls and inquiries from startups and entrepreneurs, ensuring rapid response and ease of communication across the entrepreneurship ecosystem.

#### **Periodic review and charter Update:**

The Charter shall be updated on an annual basis under the supervision of the Observatory and the Board of Trustees to assess progress toward objectives and review performance indicators, with necessary amendments introduced in line with developments.

All parties commit to providing accurate data through targeted surveys addressed to startups regarding the business environment and the ease of doing business. A comprehensive annual report shall be issued presenting implementation results, in support of the principles of transparency, accountability, and active participation in the development of Egypt's entrepreneurship ecosystem.

# Chapter Four: Future Plan





In addition to the facilitations and incentives explained above, the Ministerial Group placed an action plan to increase the level of certainty and anticipation of the future of the entrepreneurial ecosystem. Thus fostering stability, stimulates investment and increases confidence among investors and entrepreneurs. The action plan consists of short term (6 months to a year), medium term (1-3 years) and long term (3 years or more) actions.

The public policies outlined in the action plan reflect a participatory, evidence based process that aims to align recommendations with the needs of the entrepreneurial landscape in Egypt. The process began with a comprehensive review of over 500 recommendations across 25 reports issued by various national, regional and international entities. These recommendations were referred to the working groups emanating from the Ministerial Group on Entrepreneurship, where they were reviewed and prioritized based on their relevance, feasibility, and expected impact.<sup>1</sup>

This was followed by a series of in depth consultation sessions with supporting and implementing partners, including the private

sector and the civil society, in order to verify priorities, gather different perspectives and assess implementation requirements. These inputs were then referred back to the working groups for additional review and to ensure compliance with national strategies and the reality and aspirations of the system.

Accordingly, a set of practical policies was developed, each linked to broader strategic objectives. These policies were categorized under thematic pillars and shared with all stakeholders for review and approval, ensuring practical commitment and societal consensus.

Below is a breakdown of each goal and related actions in the action plan.



1 For details regarding the conference proceedings, please refer to the experimental section in Part 1.



**Objective 1: Simplify government procedures and improve services provided**

**Challenge:** Government procedures are complicated and delayed, which hinders the daily implementation of startups and increases their financial and administrative burdens.

**Solution:** simplifying and speeding up procedures, especially company establishment procedures and periodic interactions with government agencies.

**Expected outcome:** improving the business environment, accelerating the pace of company establishment, reducing financial burdens on startups.

Number	Action	Time Frame	Implementing Authority
1.1	<b>Simplifying licensing procedures for startups.</b> Streamlining licensing procedures through reviewing and simplifying the administrative procedures, removing unnecessary requirements, and reducing the time it takes to acquire the license.	1 year – Short term	Ministry of Investment and Foreign Trade
1.2	<b>Launching a dedicated visa program to support the growth of startups.</b> Developing a visa program specific to startups which offers a multiple entry visa for founders, investors, members of the technical team, in coordination with the Joint Security Committee of the Investment Authority.	1 year – Short term	Ministry of Investment and Foreign Trade
1.3	<b>Reducing licensing fees required for establishment to encourage the incorporation of startups.</b> Reducing licensing fees required to establish and operate startups, with the aim of alleviating financial burdens in the early stages and encouraging entrepreneurs to enter the formal market.	1 year – Short term	Ministry of Investment and Foreign Trade -Medium, Small and Micro Enterprise Development Agency
1.4	<b>Establishing tax offices specialized for startups.</b> Establishing a tax office specifically for dealing with startups, which provides its services electronically to facilitate the procedures and reduce administrative burdens. The office is responsible for responding to any technical or legislative inquiries arising from startups. The goal is to improve tax compliance and support the growth of these companies through direct support and guidance.	1 year – Short term	Ministry of Finance
1.5	<b>Facilitating the regulation of foreign digital nomads.</b> By collecting their data and connecting them with official establishments, enabling them to obtain work permits and legal residency in Egypt, thus contributing to their systematic integration into the startup ecosystem.	3 years – Medium term	Ministry of Labor

Objective 2: Expanding tax incentives for startups

**Challenge:** the growth and sustainability of startups is hindered in their early stages by heavy financial burdens.

**Solution:** expanding tax incentives to cover startups, through the development of a simplified tax system and offering special incen-

tives for research and development.

**Intended Outcome:** to decrease the financial burden on startups in the early stages.

Number	Action	Time Frame	Implementing Authority
2.1	<b>A study to expand the scope of the simplified tax system to support startups.</b> Conducting a study to evaluate the financial impact of expanding the simplified tax system to include all startups with sales revenues between EGP20-50 million, with particular attention to companies classified as “startups.”	2 years – Short term	Ministry of Finance
2.2	<b>Legislative amendment to provide incentives for companies to invest in research and development (R&amp;D). Implementing a legislative amendment to activate R&amp;D incentives, by studying the inclusion of an incentive under the provisions of Law No. 152 of 2020 on the Development of Small, Medium, and Micro Enterprises and Law No. 72 of 2017, and Article 8 of Law No. 23 of 2018 on Science, Technology, and Innovation Incentives, to include a tax incentive for companies that invest in startups, as well as establishing specific controls to consider this as R&amp;D activities.</b> Seeing as startups do not usually generate profits during their first year, it is recommended that these incentives be separate from profitability and not linked to corporate income tax. This ensures the effective provision of early support that enhances startups’ ability to grow and innovate during their formative stages.	3 years – Medium term	Ministry of Finance -Ministry of Investment and Foreign Trade- Ministry of Higher Education and Scientific Research – Ministry of Finance
2.3	<b>Integrating angel investors into the startup ecosystem. Studying the possibility of integrating angel investors into the supporting entities outlined in Law No. 152 of 2020 on the Development of Small, Medium, and Micro Enterprises.</b> This causes their role to be formally recognized, and allows them to benefit from a package of incentives that is contingent on their investment in companies that obtained the startup classification certificate.	1 year – Short term	Ministry of Finance Medium, Small and Micro Enterprise Development AgencyMinistry of Investment and Foreign Trade
2.4	<b>Tax exemption for funds and companies engaged in direct investment activities similar to funds and companies engaged in venture capital activities.</b> Expanding the scope of the tax treatment imposed on profits from venture capital funds and companies to include profits from direct investment funds and companies. This stimulates long-term investment and supports the flow of capital into startups and projects with high growth rates.	1 year – Short term / 2 years – Medium term	Cabinet of Ministers- Ministry of Finance -Financial Regulatory Authority (FRA

**Objective 3: Bridging the information gap between the government and startups**

**Challenge:** lack of transparency and coordination between the government and the entrepreneurial community, which hinders access to accurate and recent information.

**Solution:** enhancing transparency and coordination by increasing access to new, accurate data and developing interactive digital

platforms that facilitate coordination between public and private sectors.

**Intended Outcome:** allows startups a clear view of the Egyptian economy, the government’s vision, available services, funding opportunities, and stakeholders, which eases decision making and fosters effective communication with the government.

Number	Action	Time Frame	Implementing Authority
3.1	<b>Developing the “EgyptInnovate” platform to bridge the information gap in the entrepreneurship community.</b> This platform targets entrepreneurs and startups operating in the communications and information technology industries. By enhancing the user experience in line with expectations of users and developments, as well as the addition of new features a Minimum Viable Product (MVP) is expected to launch by February 2026., integrating the core features with a modern and flexible design.	2 years – Short term	Ministry of Finance
3.2	<b>Adding new features to the EgyptInnovate platform New features will be gradually added to the platform, including: Providing specialized learning and development programs</b>  -Activating an Investor Matching mechanism to connect entrepreneurs with investors, accelerators, incubators, and other relevant stakeholders  -Launching a 'Startup Showcase' to present pitches and attract investments  -Expanding the Egyptian Innovation Map to cover stakeholders across governorates, with interactive features Integrating an AI-powered smart assistant (ChatBot) to provide guidance and market data analysis  -Establishing a network of mentors and advisors to connect them with entrepreneurs based on specialization and expertise  -Developing a dynamic events calendar that connects activities directly with user accounts	3 years – Medium term	Ministry of Communications and Information Technology

**Objective 4: Improving startups’ access to finance**

**Intended outcome:** increasing funding opportunities for startups and stimulating growth and innovation.

**Challenge:** lack of funding opportunities for startups.

**Solution:** allocating resources to support promising sectors and financing innovation alliances grants, flexible investments, and government initiatives.

Number	Action	Time Frame	Implementing Authority
4.1	<b>Issuance of a regulatory framework for digital crowdfunding platforms in securities.</b> The Central Bank of Egypt is currently working, in cooperation with the Financial Regulatory Authority, on the issuance of a new law to regulate alternative finance activities and financial technology activities related to banking services. The law aims to regulate several activities, including lending-based crowdfunding under the regulatory and supervisory framework of the Central Bank of Egypt and equity-based crowdfunding under the regulatory and supervisory framework of the Financial Regulatory Authority.		Central Bank of Egypt
4.2	<b>Issuance of a formal regulatory framework for the GP/LP structure in venture capital funds.</b> Preparing a proposal to amend the Capital Market Law to include a regulatory framework to allow for the diversification of venture capital fund formation models, including models based on the GP/LP structure, aligning with international best practices.	6 months - short term	The Council of Ministers. Financial Regulatory Authority
4.3	<b>Allowing a second closure prior to the full Investment of committed capital for investment funds.</b> An amendment to the relevant decisions of the Authority’s Board of Directors is currently under way, to allow an increase in the size of close-end investment funds without being bound by the full payment of the value of the document in the previous issue. This allows fund managers greater flexibility in attracting additional investors while completing financing phases in line with market requirements.		Financial Regulatory Authority
4.4	<b>Investment readiness program for startup founders. Implementing training programs titled “Investor Readiness” to qualify startup founders to effectively cooperate with investors, as well as focussing on pitching, evaluation and negotiations to attract investors.</b> This program can be implemented in cooperation with a list of investors approved by the Small and Medium Enterprise Development Agency and the Ministry of Higher Education and Scientific Research.	1 year - short term	Ministry of Higher Education and Scientific Research. Small and Medium Enterprise Development Agency

4.5	<b>Integrating startups into financial inclusion and digital finance initiatives.</b> Establishing an ongoing strategic dialogue with the Central Bank of Egypt and the Financial Regulatory Authority, within the framework of the FinTech and Innovation Committee, which was established in 2019 and includes representatives from the Central Bank of Egypt, the Financial Regulatory Authority, the National Telecommunications Regulatory Authority, and the Anti-Money Laundering and Counter-Terrorist Financing Unit. This dialogue aims to ensure the integration of fintech startups into efforts to develop digital services across both the banking and non-banking sectors, while supporting the implementation of the Central Bank's FinTech and Innovation Strategy, as well as the Central Bank's Financial Inclusion Strategy. The latter focuses on creating an enabling environment for micro, small, and medium enterprises and entrepreneurs, encouraging entrepreneurship and startups through the provision of non-financial services and the development of an inclusive and efficient infrastructure. The dialogue will also support efforts to expand service coverage and facilitate entrepreneurs' access to financial solutions and non-financial services.	1 year - short term	Central Bank of Egypt (CBE)
4.6	<b>Including entrepreneurial activities in investment plans, to increase the effectiveness of public investment governance.</b> Adding a clause specific to integrating entrepreneurial activities into the investment plan with the aim of more efficiently directing investments towards supporting the entrepreneurial environment, which improves resource allocation, encourages investments in infrastructure and services that support startups, as well as improving the interplay between investment policies and the efforts made towards supporting the startup community.	2 years - medium term	Ministry of Planning, Economic Development and International Cooperation
4.7	<b>Establishing a legal procedure dealing with Limited Partner (LP) bankruptcies.</b> Calls amending the Capital Markets Law and placing the FRA as the competent authority to regulate bankruptcy cases of partners in companies subject to its supervision.		Cabinet. Financial Regulatory Authority
4.8	<b>Establishing a legal framework addressing the default of certificate holders in the payment of installments for venture capital funds and real estate investment funds.</b> Issuing a proposal to amend the executive regulations of the Capital Market Law addressed to the Cabinet, aiming to facilitate the execution of procedures for certificate holders who fail to pay their installments, through simplifying existing procedures outlined in the executive regulations of Joint Stock Companies Law No. 159 of 1981. This guarantees fairness and protects the rights of all parties.	One month	The Cabinet . Ministry of Justice . Financial Regulatory Authority
4.9	<b>Boosting European funding of research and innovation by joining the PRIMA and Horizon Europe programs.</b> Extending the partnership with the Program for Research and Innovation in the Mediterranean Area (PRIMA) until 2027, as well as Egypt's official accession as a "participating country" to the Horizon Europe programme 2021–2027. These partnerships offer vast opportunities for Egyptian researchers to directly coordinate projects, apply for grants from the European Research Council, and entering into effective partnerships with the European Innovation Council, all of which improves the competitiveness of Egyptian startups and innovators, both within Europe and internationally.	3 years - medium term	Ministry of Higher Education and Scientific Research

**Objective 5: Ensuring a decent work environment for startup employees**

**Challenge:** lack of government support of the rights of startup employees.

**Solution:** Guaranteeing startup employees legal protection, a safe work environment, and providing them with equal opportunities through legislative amendments, awareness campaigns and pro-

moting decent work standards.

**Intended Outcome:** ensuring fair employment practices, continuous training and skills development programs and an inclusive, fair work environment within startups.

Number	Action	Time Frame	Implementing Authority
5.1	<b>Enhancing the inclusion of people with disabilities in Egypt's digital creativity centers.</b> Studying the cooperation between Egypt's creativity centers and civil society organizations to establish innovation centers in governorates better suited to meet the needs of people with disabilities. This includes establishing mechanisms that make work places more accessible and inclusive to all, in addition to enabling employers to access a qualified group of people with disabilities to work in the entrepreneurship sector.	1 year – Short term	Ministry of Communications and Information Technology Ministry of Social Solidarity
5.2	<b>Supporting entrepreneurs with disabilities.</b> Studying launching initiatives to support entrepreneurs with disabilities, including cooperation initiatives between the Ministry of Communications and Information Technology and the entrepreneurship community. This also includes the possibility of cooperating with the National Academy of Information Technology for persons with disabilities to provide specialized laboratories that support startups in developing products for persons with disabilities.to develop specialized training programs aiming to connect people with disabilities with entrepreneurship and employment opportunities. This takes into account benefitting from legal incentives available, through continuous coordination with the Ministry of Labor.	1 year – Short term	Ministry of Social Solidarity
5.3	<b>Raising awareness of workers' rights and the importance of complying with labor laws.</b> Preparing a detailed checklist outlining the rights of startup employees and the violations that the employer may be exposed to in the event of non-compliance with labor laws. This checklist will be distributed among entrepreneurs to increase awareness and compliance. This includes launching an awareness campaign designed to inform employers of correct procedures and legal requirements.	Immediate – Short term	Ministry of Labor
5.4	<b>Promoting tax incentives related to inclusive employment for people with disabilities in accordance with Law No. 10 of 2018, including:</b>  -A 50% increase in the income tax exemption threshold for each employee with a disability or their guardian.  -An additional 5% exemption for every extra employee with a disability hired beyond the mandatory quota.  -Exemptions from licensing fees for buildings that are used or modified to accommodate persons with disabilities.	Immediate – Short	Ministry of Labor

**Objective 6: Facilitating access to government services**

**Intended Outcomes:** encouraging startups to formally register and expand.

**Challenge:** complexity of interactions of startups with government entities.

**Solution:** simplifying interactions of startups with government entities through digitalizing key procedures and providing a flexible regulatory framework.

Number	Action	Time Frame	Implementing Authority
6.1	<b>Establishing a unified platform for issuing licenses.</b> Establishing a unified platform for licensing procedures and providing automated facilities for startups by linking all relevant entities to the platform. The aim is improving the investment climate, facilitating procedures for entrepreneurs, and simplifying procedures for obtaining services and licenses.	1 year – Short term	Ministry of Investment and Foreign Trade. Ministry of Communications and Information Technology
6.2	<b>Establishing specialized service free zones supporting startups.</b> Implementing the provisions of Investment Law no. 72 of 2017, and resolution no. 39 of 2019 concerned with issuing regulations for managing new free zones, aiming dedicated to specific services or a limited number of employees. With the aim of following international best practices, free zones are designated for specific industries including technology, media, financial services, and logistics. This allows startups to benefit from specialized infrastructure and services tailored to the needs of each sector.	3 years – Medium term	Ministry of Investment and Foreign Trade
6.3	<b>Making the Freelance Digital Work Database available to startups.</b> Studying the possibility of making the database available at the Ministry of Communications and Information Technology for digital freelancers accessible to startups in order to maximize its benefits and enhance the developmental return to the state, while taking into account the provisions of the Personal Data Protection Law No. 151 of 2020. In addition to cooperating with startups, to ensure the protection of private sector companies in this field.	1 year – Short term	Ministry of Communications and Information Technology



**Objective 7: Enhancing Awareness of Government Mechanisms**

**Challenge:** Limited awareness among startups regarding the mechanisms provided by government entities, which hinders their ability to benefit from available opportunities.

**Solution:** Strengthen understanding through improved communication and the structured, clear and accessible information.

**Intended Impact:** Enable entrepreneurs to fully leverage available opportunities and make decisions based on accurate and up-to-date information.

Number	Action	Time Frame	Implementing Authority
7.1	<b>Enhancing Startup Utilization of the ITAC Initiative through Targeted Awareness Campaigns.</b> The Information Technology Industry Development Agency (ITIDA) will continue supporting the Industry and Academia Collaboration (ITAC) initiative, while launching specialized awareness campaigns targeting startups, to increase their understanding of available funding opportunities and collaborative opportunities under the program.	Immediate – Short Term	Ministry of Communications and Information Technology
7.2	<b>Activating the Use of Convertible Notes as an Innovative Financing Instrument.</b> Proposing that the GAFI, represented by the Economic Performance Sector, take the necessary measures to recognize studies prepared in accordance with the financial valuation standards for startups issued under the Financial Regulatory Authority’s Decision No. 1 of 2017. These studies are to be conducted by financial advisors registered with the FRA for the purpose of valuing the shares or equity of companies seeking to convert their debt into equity. This enables investors to convert debt into ownership once the conditions stipulated in the convertible notes are met.		General Authority for Investment and Free Zones (GAFI) Financial Regulatory Authority (FRA) Ministry of Investment and Foreign Trade
7.3	<b>Enhancing the use of special purpose acquisition companies (SPACs) within the Unified Financing Initiative.</b> Cooperation between relevant government entities to include special purpose acquisition companies (SPACs) within the framework of the Unified Financing Initiative, which aims to unify government efforts and private entities to support entrepreneurs and startups. This includes highlighting the FRA’s efforts in activating the SPACs mechanism, through presenting successful business models and promoting its advantages as a flexible financing tool that helps increase financial institutions’ investments in startups and enhance their growth opportunities.	1 Year – Short Term	Ministry of Planning, Economic Development, and International Cooperation Financial Regulatory Authority (FRA)
7.4	<b>Raising awareness of employee stock ownership plans (ESOPs) and simplifying the regulatory framework.</b> Organizing workshops in collaboration with the Ministerial Group for Entrepreneurship, the Ministry of Finance and the FRA, in partnership with entrepreneurs and startup employees to raise awareness of the benefits of implementing employee stock ownership plans (ESOPs).		Ministry of Planning, Economic Development, and International Cooperation Financial Regulatory Authority (FRA)

**Objective 8: Enabling startups to expand and acquire international experts**

**Description**

**Challenge:** difficulty attracting and retaining domestic and international calibers.

**Solution:** updating employment procedures and reducing restric-

tions on employing foreign talent and establishing regulations supporting distance-working.

**Intended Outcome:** enabling startups to expand their calibers through acquiring specialized talents, in line with employment laws and regulations.

Number	Action	Time Frame	Implementing Authority
8.1	<b>Digitalizing the process of hiring foreigners.</b> Digitally transforming the procedures of hiring foreign talent fully, through providing licensing services on Egypt's digital platform. This will initially take place through a transitional phase before the service is fully activated. This entails a dedicated email address designated for receiving work permit applications and complaints related to labor inspections. This step is part of a broader digital transformation plan aimed at reducing administrative burdens, increasing time efficiency, and improving the efficiency of procedures for employing foreigners within the entrepreneurship ecosystem.	3 years - Medium term Initial phase: immediate - short term	Ministr of Labor
8.2	<b>Facilitating requesting exemptions on the percentage of foreign workers employed.</b> Enabling companies holding a classification certificate to submit exemption requests from the 10% maximum foreign employment percentage, in accordance with the provisions of Resolution No. 146 of 2019 regarding the conditions and procedures for licensing work for foreigners. Adherence to specific controls is required, including having at least three years of experience, not competing with national workers, and the necessity of a national economic need for this expertise.	Immediate - short term	Ministry of Labor
8.3	<b>Connecting international payroll systems for remote workers.</b> Connecting international payroll systems for remote workers, such as Gusto and Papaya Global, which international startups rely on to pay Egyptian remote tech workers.	3 years - medium term	Ministry of finance

**Objective 9: Supporting International Expansion and Diversifying Exit Opportunities for Startups**

**Description**

**Challenge:** Limited opportunities and insufficient government support for startups to expand globally.

**Solution:** Strengthen cooperation with neighboring countries, particularly within Africa, and enhance connections with interna-

tional investors.

**Intended Outcome:** Unlock new opportunities for growth and successful exits, hence enhancing the global competitiveness of Egyptian startups.

Number	Action	Time Frame	Implementing Authority
9.1	<b>Enhancing Egyptian-African cooperation for startup development Strengthening Egyptian-African collaboration in entrepreneurship by building partnerships with leading African organizations and encouraging African startups to establish operations in Egypt.</b> This approach also includes the launch of a specialized program by the General Authority for Investment and Free Zones (GAFI) to support the expansion of Egyptian startups across the African continent, hence fostering regional integration and creating new growth opportunities.	1 year - short term	and Economic Development and International Cooperation Ministry of Investment and Foreign Trade
9.2	<b>Expanding international investment and trade opportunities for startups</b> Cooperating with international investors to target build programs through commercial representation offices, with the aim of supporting the expansion of startups into global markets. This includes supporting participation in international exhibitions, enhancing the role of commercial representation in supporting the entrepreneurship ecosystem, and cooperating with the private sector to identify priority external events for Egyptian companies, which contributes to opening new horizons for investment and trade.	1 year - short term	Ministry of Investment and Foreign Trade
9.3	<b>International Expansion Program to and from Egypt and Attraction of Global Startups (Soft Landing)</b> Launching a program to support international expansion and attract global startups to Egypt, through the provision of comprehensive government service packages through international business incorporation offices.	1 year - short term	Ministerial Group for Entrepreneurship
9.4	<b>Building Global Links with the Private Sector to Create New Opportunities</b> Enhancing cooperation with the international private sector through establishing partnerships with companies in promising sectors that are not currently represented in Egypt, with the aim of providing new opportunities for startups, supporting the transfer of knowledge, and localizing new industries	1 year - short term	Ministry of Investment and Foreign Trade Ministry of Industry Ministry of Supply and Internal Trade Ministry of Public Enterprise Sector

Number	Action	Time Frame	Implementing Authority
9.5	<b>Supportive Visa Program for Expansion in Africa</b> Launching a dedicated visa program for startups, including a multiple entry visa option for founders, investors, and technical teams, in addition to facilitating short-term work permits to support cooperation with African markets.	Immediate – Short term	Ministry of Investment and Foreign Trade Relevant Security Authorities Ministry of Foreign Affairs
9.6	<b>Facilitating International Transactions for Classified Startups</b> Granting startups holding an accredited classification certificate greater flexibility in conducting international transactions, by enabling them to access foreign currency, transfer funds abroad, and open dedicated bank accounts. This supports their expansion into global markets and enhances their competitiveness in the innovation-driven economy	1 year - short term	The Council of Ministers. Financial Regulatory Authority

**Objective 10: Enhancing Startup Access to Government Procurement**

**Intended Outcome:** Increase startups’ chances of securing government contracts, thereby fostering their growth and expansion.

**Challenge:** Startups face difficulty in participating in government procurement, which limits their opportunities.

**Solution:** Open new markets for startups by enabling their participation in government procurement and improving the transparency of government tenders.

Number	Action	Time Frame	Implementing Authority
10.1	<b>Facilitating startups’ participation in government procurement</b> Compile and publish all available tenders from the Government Procurement Authority, while providing a clear point of contact between startups and the Authority to facilitate procedures. This also includes designating a dedicated contact point for receiving complaints and exploring mechanisms to implement fair standards that ensure transparency and equal opportunities for startups.	1 year – Short term	Ministry of Finance
10.2	<b>Enhancing Startup Participation in Tenders and Supporting Government Innovation</b> Enhance the participation of startups in government tenders through expanding the activities under the Government Innovation Lab (GovTech Lab). This includes raising awareness and encouraging various government entities to collaborate with Egyptian startups, to support local innovation and deliver effective digital solutions for the public sector.	Immediate – Short term	Ministry of Communications and Information Technology
10.3	<b>Partnerships Between Startups and State-Owned Enterprises</b> Encouraging collaboration between startups and state-owned enterprises (SOEs) to develop the business models of these enterprises, making them more efficient, sustainable, and attractive to investment. This also supports innovation by involving startups in the development of services and products.	3 years – Medium term	Ministry of Public Enterprises

**Objective 11: Creating Innovative Partnerships with Startups**

**Intended Outcome:** Increase startups’ chances of securing government contracts, thereby fostering their growth and expansion.

**Challenge:** Startups face difficulty in participating in government procurement, which limits their opportunities.

**Solution:** Open new markets for startups by enabling their participation in government procurement and improving the transparency of government tenders.

Number	Action	Time Frame	Implementing Authority
11.1	<b>Promoting Collaboration between Large Corporations and Startups</b> Encouraging large corporations to establish innovation labs, incubators, and accelerators that provide funding, mentorship, and the necessary infrastructure.	1 year - short term	Ministry of Planning and Economic Development & International Cooperation Ministry of Investment and Foreign Trade
11.2	<b>Integrating Startups into Supply Chains and Promoting Innovation through Large Corporations</b> Developing programs that encourage large corporations to integrate startups into their supply chains, establish innovation labs, incubators, and accelerators that provide the necessary support. This support includes the provision of funding, mentorship, and required resources, hence fostering the growth of startups and contributing to the development of the innovation and entrepreneurship ecosystem.	3 years - medium term	Ministry of Planning and Economic Development & International Cooperation Ministry of Investment and Foreign Trade Ministry of Industry Ministry of Higher Education and Scientific Research
11.3	<b>Enabling startups to benefit from the research capabilities of universities and research centers</b> Provide public research infrastructure to startups, allowing them free access to equipment, devices, and tools available at national research centers.	1 year - short term	Ministry of Higher Education and Scientific Research

Number	Action	Time Frame	Implementing Authority
11.4	<p><b>Launching an Initiative to Empower and Qualify One Million Innovators: A Comprehensive Digital Platform to Qualify One Million Innovators within the Second Edition of the “Be Prepared” Initiative</b> As part of the government’s efforts to build youth capacities and enhance their readiness for the labor market, the second edition of the “Be Prepared” initiative is being launched under the slogan “One Million Qualified Innovators.” This initiative aims to develop a comprehensive digital platform that provides diverse training for professional and innovative qualification, in cooperation with development partners from international institutions and the private sector. The platform offers programs to develop digital skills and to promote a culture of innovation and entrepreneurship, contributing to bridging the gap between educational outcomes and labor market needs, and helping to empower and qualify one million innovators.</p>	1 year - short term	Ministry of Higher Education and Scientific Research
11.5	<p><b>Encouraging the Establishment of University Spinoff Startups</b> Studying the amendment of the Law on Incentives for Science, Technology, and Innovation no. 23 of 2018 with the aim of enhancing the establishment of university spinoff startups, through activating the provisions that enable universities and research centers to establish companies based on research and development outcomes, while facilitating their financing and registration procedures, and ensuring the intellectual property rights of researchers and universities. This also includes encouraging partnerships with the private sector to support the transformation of knowledge into sustainable and profitable business models.</p>	3 years - medium term	Ministry of Higher Education and Scientific Research
11.6	<p><b>Promoting a culture of entrepreneurship in pre-university education</b> Cooperating with the Ministries of Education and Higher Education and Scientific Research to promote a culture of entrepreneurship in pre-university education and provide the necessary training for teachers accordingly.</p>	3 years - medium term	Ministry of Higher Education and Scientific Research Ministry of Education Micro, Small and Medium Enterprises Development Agency (MSMEDA)



**Objective 12: Integrating startups into priority sectors**

providing employment opportunities that add value across different promising sectors.

**Challenge:** lack of collaboration between academia, industry and startups.

**Solution:** building strategic alliances in promising technology sectors.

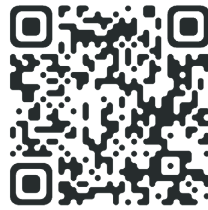
**Intended Outcome:** stimulating innovation, increasing exports,

Number	Action	Time Frame	Implementing Authority
12.1	<b>Supporting and financing development alliances to foster innovation and growth in priority economic sectors</b> Within the framework of the “Tahaluf wa Tanmeya” initiative, multi-year financial support and technical assistance will be provided to sector focused innovation alliances to establish regional alliances that bring together universities, research centers, startups, entrepreneurship support organizations, investors, and representatives from the government sector. The objective is to foster innovation in promising, high growth economic sectors within specific geographic regions. These alliances receive annual funding ranging from 25 to 60 million Egyptian pounds, with a total support package ranging from 90 to 150 million Egyptian pounds over three years . The funding is provided through flexible financing mechanisms, including grants and direct investment, to establish development alliances that bring together universities, research centers, startups, and entrepreneurship support organizations such as accelerators and co-working spaces. The activities of the alliances include six main axes: capacity building and training, awareness and outreach, startup creation and development, research and development, provision of information infrastructure and advanced equipment, and management and coordination. The initiative aims to achieve a direct economic impact of no less than 3 billion Egyptian pounds by the fourth year, by transforming each alliance into an engine of development and a hub for generating startups and creating sustainable job opportunities.	3 years - medium term	Ministry of Higher Education and Scientific Research
12.2	<b>Promoting innovation through national alliances in priority technology sectors</b> Promoting innovation in priority technology fields, such as artificial intelligence, through the establishment of national alliances supported by public-private partnerships.	3 years - medium term	Ministry of Higher Education and Scientific Research
12.3	<b>Launching manufacturing-linked educational programs to foster innovation</b> Launching educational and training programs in entrepreneurship in collaboration with companies in the manufacturing sector, with the aim of fostering early-stage innovation and connecting trainees with real opportunities within the industrial sector.	3 years - medium term	Ministry of Industry Micro, Small, and Medium Enterprises Development Agency (MSME-DA)

Number	Action	Time Frame	Implementing Authority
12.4	<b>Classification of startups with social and environmental impact</b> Establishing an official definition for startups with environmental or social impact, and creating a trusted authority to grant this classification, with the aim of providing special incentives for this category of startups, while focusing on priority sectors within government plans for sustainable development.	1 year - short term	Micro, Small, and Medium Enterprises Development Agency (MSMEDA)
12.5	<b>Launching programs to support the role of startups in digitizing value chains</b> Launching programs to incentivize startups to develop digital solutions aimed at digitizing value chains in priority sectors, with a focus on supporting the digitalization of processes in SMEs, hence enhancing their efficiency and competitiveness.	3 years - medium term	Ministry of Industry Micro, Small, and Medium Enterprises Development Agency (MSMEDA)
12.6	<b>Establishing a specialized unit to support industrial entrepreneurship</b> Establishing a unit within the Industrial Modernization Center (IMC) aimed at stimulating startups and scale-ups in the industrial sector through assessment and technical support, project follow-up, overcoming obstacles, networking with large companies, and linking with financing programs. This will be achieved by providing technical consultations to targeted companies, organizing specialized training workshops, facilitating participation in local and international industrial exhibitions and events, identifying challenges within the industrial sector, and linking them with the innovations of startups.		Ministry of Industry
12.7	<b>Launch of the “Egypt Research Network” initiative to enable technology startups to access the national research infrastructure</b> The “Egypt Research Network” initiative aims to empower deep-tech startups by providing access to a wide range of services delivered through a network of research centers and institutes across the country. Eligibility to benefit from the initiative is limited to startups that are members of incubators or accelerators registered with the initiative, or companies that have secured investments of no less than one million Egyptian pounds. The network includes an increasing number of research centers and institutes, among them: the National Research Centre, the Electronics Research Institute, the Central Metallurgical Research and Development Institute, the Egyptian Petroleum Research Institute, the National Institute of Oceanography and Fisheries, the National Research Institute of Astronomy and Geophysics, the National Institute for Standards, the Theodor Bilharz Research Institute, the National Authority for Remote Sensing and Space Sciences, and the City of Scientific Research and Technological Applications. Through its centers, this network provides a range of services, including free technical, administrative, and legal consultations, collaboration in technology transfer and licensing for commercial use, incubation services, free training, access to research laboratories at reduced costs, free hosting in office spaces, the inclusion of beneficiary companies in the suppliers' registry to enable future opportunities in procurement processes; in addition to partnership opportunities in service provision and participation in local and international projects.		Ministry of Higher Education and Scientific Research



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