

Prepared for

LEADERSCLUB
by LEBANON OPPORTUNITIES

Crisis impact

Salaries
Jobs
Sales

Survey Update

InfoPro Research has undertaken a survey of **100 companies** in June-July 2022 in Greater Beirut. Representative sample in size and sector of medium and large size companies.

August 2022

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Crisis Impact on **Salaries**

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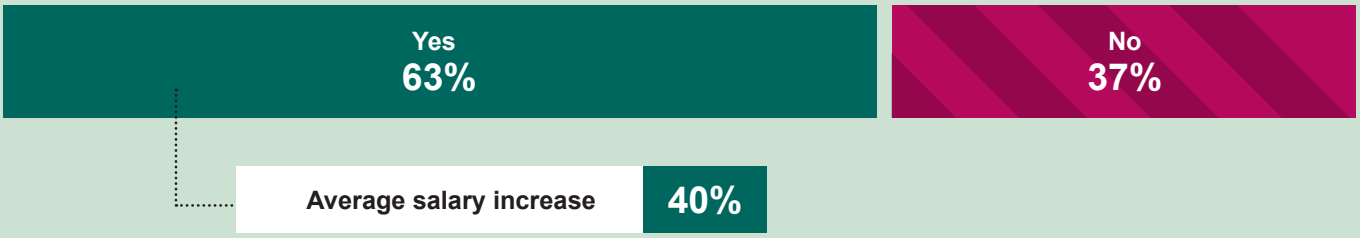
How are you currently paying your employees?

	Lebanese Lira		Lollar		Fresh Dollar
34%	●	+		+	
25%		+	●	+	●
21%	●	+		+	●
8%	●	+	●	+	●
6%		+		+	●
4%	●	+	●	+	
1%		+	●	+	

Crisis Impact on Salaries

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Firms that have increased salaries
(When compared to 2020)



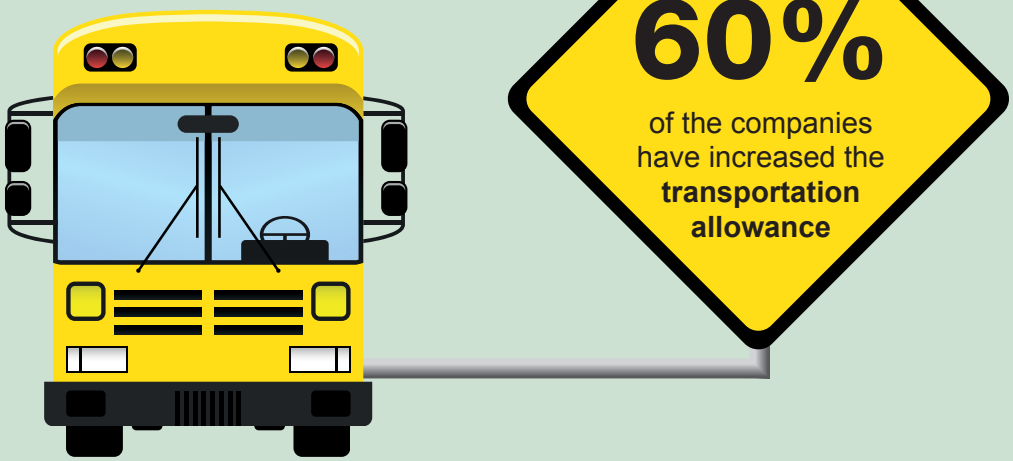
Average salary increase **40%**

Firms that plan to increase salaries in 2022



Average salary increase **13%**

Transportation allowance
(As compared to before the crisis)



Crisis Impact on Jobs

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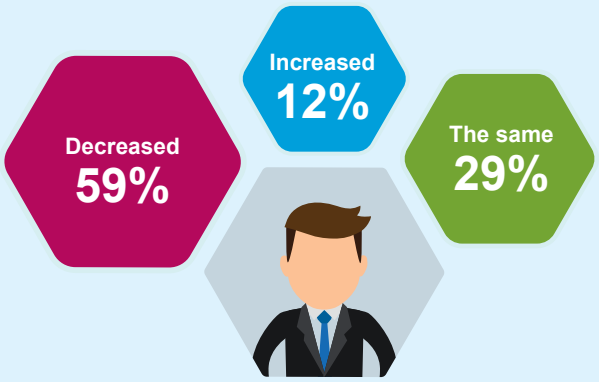
Are you planning to increase your workforce in the coming three months?

Yes we will increase **43%**

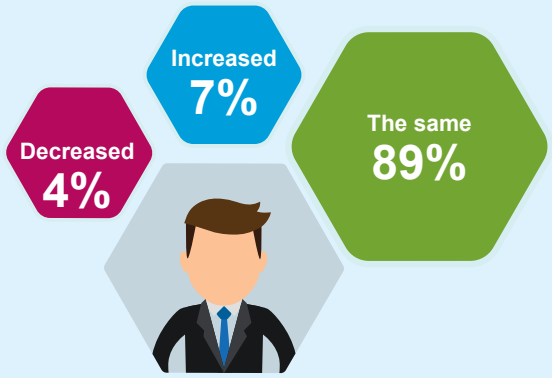
Keep the same **57%**

Average increase in jobs **10%**

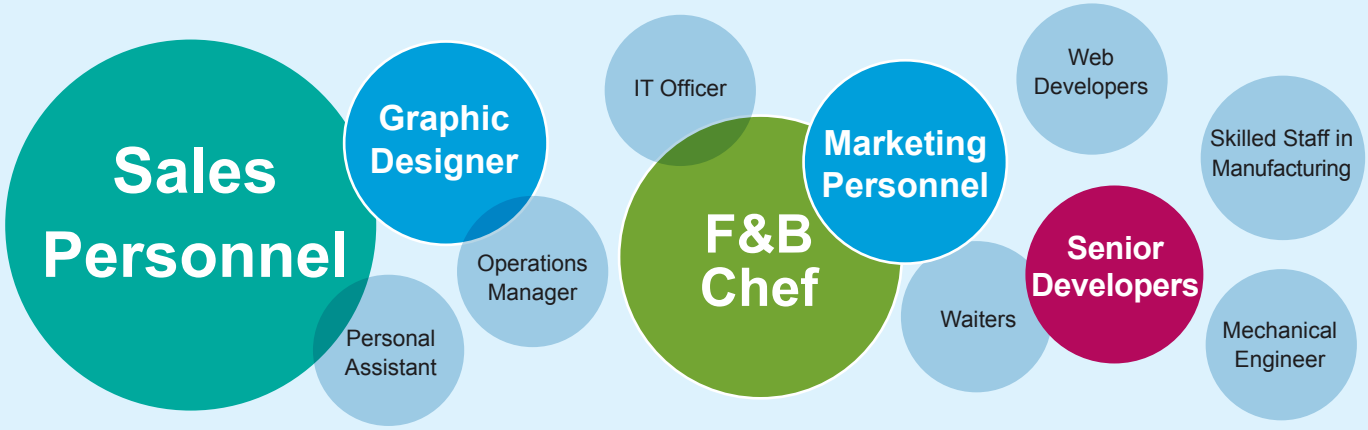
The number of employees as **compared to before the crisis**



The number of employees as **compared to the beginning of 2021**



Which positions are you hiring for?



- Technicians
- Senior Art Director
- Receptionist
- UX/UI Designer
- Head of Digital Department
- Senior Account Executive
- Social Media Expert
- Customer Support
- Seamstress
- Quality Assurance Personnel
- Medical Sales Representative
- Electrical Engineer
- Accountant
- Internal Auditors
- Bartenders
- Van / Truck Drivers
- Cost Controller
- Cleaning Staff

Crisis Impact on Sales

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Sales turnover

7%	21% Decrease	48% Same	24% No answer

of firms had an increase

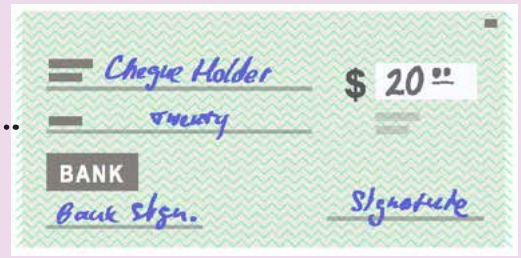
Average value fresh dollar decrease **46%**



38% Of total sales in 2021 was in Fresh Dollars

Checks usage

57% Are not accepting payments in lollar checks



For companies that are still accepting lollar checks

Pay salaries 52%	Pay recent suppliers 42%	Pay bank / old suppliers debt 38%	Other uses 4%

Do you currently have bank debt in lollar?





Yes 13%
No 55%
No answer 32%

WE ARE GRATEFUL TO THE FOLLOWING COMPANIES THAT HAVE PARTICIPATED IN OUR SURVEYS

Abed Tahan | Abniah | Adir Insurance | Akil Bros | Al Kazzi Trading | Allied Computer Incorporation International | ALTUS | Alyafi Group | Apave Liban | Advanced Plastic Industries | Areeba | Artwood Assiyana | Associated Consulting Engineers | Ayoub Industries & Commerce | Bakrico | Balkis Bankers Assurance | Baroody Group | Baroody Group | Best Shoes | BML ISTISHARAT | Brasserie Almaza Bsynchro | Burgan Insurance | Capital Outsourcing | Casper & Gambini's | CAT Group | Concept Dialogue Advice Chaddad Group | Chateau Kefraya | Copytech | Corporate Finance House | Cremino | Crowe Horwath Danash Contracting & Trading | Daouk Beauty Store | Data Consult | Dima Marketing & Distribution Eagle Travel | Elcir | Entreprises A. R. Hourié | Fidelity Insurance | Filitex | GlobeMed Go Tango | Hani's | Himo Jewelery | Integrated Digital Systems | IPT | Issa Holding Jounit for Trade and Manufacturing | Kassatly Chtaura | Le Commodore Hotel | Lebanese Catering & Restaurant Lebanese Paper Products Co. | Liban Jus | Lorna & Jean Co. | M.M. Sinno & Sons | Macson | Matta et Associés Millennium Software | Mindshare | Mirodec | Modern Electronic Industries | Mouawad-Eddé Patisserie et Boulangerie Automatique Al-Oumara | PROTEL | Rafic Gazzaoui & Co. | Rafik El-Khoury & Partners Ramco Trading & Contracting | Rimoda | Riviera Hotel | Rymco | S. & A.S. Co. | Saad & Trad | Skaff Societe Ets. Michel Najjar | Société Jabra | Société Libanaise pour l'Importation et la Distribution Socrate Catering | Soft impact | Spinneys | Ste. Hajjar & Co. | Tala Holidays | Tanmia | The SmallVille Hotel The Unicorn | Tinol Paints | T-Marbouta | Vertica Properties | Vincenti | Vita cool | Wafic Idriss WonderEight | Zizette Group | ZRE

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