

(iv) How the products or services are distributed

- All software and software licenses are delivered to clients through digital means as per clients' demand.
- Resource Augmentation services in the local market are provided either physically onsite or from designated Brain Station 23 office, as per the clients' instruction.
- Resource Augmentation services in the global market are provided remotely from Brain Station 23 offices.

(v) Competitive conditions in the business

Though Brain Station 23 PLC is one of the largest players in the market, the Company operates in a free-market economy and as such the business is competitive.

Below is the list of the major competitors of Brain Station 23 PLC in the local market.

Sl. no.	Major competitors in the local market
1	Leadsoft Bangladesh Limited
2	eGeneration Limited
3	Red.Dot Digital Limited
4	Astha IT
5	Tiger IT
6	Kazi IT Limited

Below is the list of the top 6 (six) exporters in the IT and software development sector of Bangladesh

Sl. no.	Top exporters
1	ServiceEngine Limited
2	Brain Station 23 PLC
3	BJIT Limited
4	Graphic People Limited
5	Therap (BD) Limited
6	Cefalo Bangladesh Ltd.

There is no market data in respect of the market shares of major competitors.

(vi) Sources and availability of raw materials and the names of the principal suppliers

Since Brain Station 23 PLC is a service-oriented business, therefore the human resources of the company can be considered as raw materials. Currently, the company employs 700 full-time software engineers and other professionals. However, sometimes the company also requires to procure the following services from the below suppliers.

Sl. no	Name of Supplier	Type of service purchased
1	Microsoft	License
2	Google Cloud	Cloud Server and Storage
3	Amazon Web Services	Cloud Server and Storage
4	Oracle	Consultancy support
5	nopCommerce	Platform and software support
6	Odoo	Platform and software support
7	Adobe	Platform and software support
8	Moodle	Platform and software support

(vii) Sources of, and requirement for, power, gas and water; or any other utilities

Sl. no.	Office	Power		Gas		Water	
		Supplier	Requirement	Supplier	Requirement	Supplier	Requirement
1.	19,215 sq. ft. 5 th to 8 th Floor, 2 Mohakhali C/A, 8th Floor, Dhaka-1212	Dhaka Electric Supply Company Limited (DESCO)	80 KWH	Since the Brain Station 23 PLC is not engaged in any manufacturing operations, there is no requirement for Gas.		Water Supply & Sewerage Authority (WASA) is the supplier of water in all office spaces held by Brain Station 23 PLC.	Since the company is not engaged in any manufacturing operations, there is no significant requirement for water apart from normal usage.
2.	16,402 sq. ft. Cultural Center, Mirpur DOHS, 3rd Floor, Dhaka	Dhaka Electric Supply Company Limited (DESCO)	160 KWH				
3.	8,000 sq. ft. 4 th Floor, 4 Mohakhali C/A, 8th Floor, Dhaka-1212	Dhaka Electric Supply Company Limited (DESCO)	190 KWH				

(viii) Names of the customers who purchase 10% or more of the company's products /services

Sl. no	Name of Service	From 1 July 2023 to 30 September 2023		From 1 July 2022 to 30 June 2023	
		Amount in BDT	Percentage of total revenue	Amount in BDT	Percentage of total revenue
1.	Gture, Norway (Software development and customization)	51,388,081	16%	228,457,210	19%

(ix) Description of any contract which the company has with its principal suppliers or customers showing the total amount and quantity of transaction for which the contract is made and the duration of the contract

The company has not entered into any contract with any of its suppliers or customers.

(x) Description of any material patents, trademarks, licenses or royalty agreements

Particulars	License Issuer/ Issuing Authority	Registration/Certificate/ License no.	Issue date	Renewal date	Expiry date
Certificate of Incorporation	Registrar of Joint Stock Companies	C-120623/15	21.01.2015	N/A	N/A
Trade license	Dhaka North City Corporation	TRAD/DNCC/001012 /2022	08.04.2015	05.07.2023	30.06.2024
TIN certificate	National Board of Revenue, Bangladesh	649010914667	15.04.2015	N/A	N/A
VAT registration certificate	National Board of Revenue, Bangladesh	BIN: 000164798-0101	23.05.2017	N/A	N/A
Export registration certificate	Office of the Chief Controller of Imports and Exports	260326210666420	18.08.2015	25.07.2023	30.06.2024

Particulars	License Issuer/ Issuing Authority	Registration/Certificate/ License no.	Issue date	Renewal date	Expiry date
BASIS membership certificate	Bangladesh Association of Software and Information Services	GE-09-03-324	29.03.2009	04.01.2024	31.12.2024
Tax exemption certificate	National Board of Revenue, Bangladesh	08.01.0000.034.01.0 07.14 - 366	11.07.2023	N/A	30.06.2024
ISO/IEC 9001:2015 (Quality Management System)	International Organization for Standardization	BD-95023A	01.12.2021	20.12.2023	30.11.2024
ISO/IEC 27001:2013 (Information Security Management System)		BD-95024E	01.12.2021	20.12.2023	30.11.2024

(xi) Number of total employees and number of full-time employees

(As of 30 September, 2023)

Permanent	Temporary	Total
639	61	700

(xii) Production or service rendering capacity and current utilization, where applicable

Since Brain Station 23 PLC is a service-oriented business, the above mentioned information is not applicable for the company.

SECTION IV: DESCRIPTION OF PROPERTY

The prospectus shall contain the following information in respect of plants and property, namely;

(a) Location of the principal plants and other property of the company and the condition thereof

Name of the assets	Written down value as on 30 September 2023 (Amount in BDT)	Location*	Condition
Furniture and fixture	9,337,036	Office premises in Mohakhali and Mirpur DOHS	All assets are in good condition
Office equipment	27,114,607		
Computer & IT equipment	60,160,236		
Vehicle	526,500		
Land	266,345,000	Satarkul, Badda, Dhaka	
Total	363,483,380		

*Details of all the locations:

Sl. no.	Particulars	Size	Address
1.	Office space	5,555 sq ft	2 Mohakhali C/A, 8 th Floor, Dhaka-1212
2.	Office space	5,555 sq ft	2 Mohakhali C/A, 7 th Floor, Dhaka-1212
3.	Office space	2,550 sq ft	2 Mohakhali C/A, 6 th Floor, Dhaka-1212
4.	Office space	5,555 sq ft	2 Mohakhali C/A, 5 th Floor, Dhaka-1212
5.	Office space	8,000 sq ft	4 Mohakhali C/A, 4 th Floor, Dhaka-1212
6.	Office space	16,402 sq ft	Cultural Center, Mirpur DOHS, 3rd Floor, Dhaka
7.	Commercial Land	37.28 katha	Plot C 15, Sunvalley Avenue, Block B, Sector 1, Satarkul, Badda, Dhaka

(b) Whether the property is owned by the company or taken on lease

No property of the company is taken on lease except the following:

Sl. no	Description of leased asset
1.	5,555 square feet at 2 Mohakhali C/A, 8 th Floor, Dhaka-1212
2.	5,555 square feet at 2 Mohakhali C/A, 7 th Floor, Dhaka-1212
3.	2,550 square feet at 2 Mohakhali C/A, 6 th Floor, Dhaka-1212
4.	5,555 square feet at 2 Mohakhali C/A, 5 th Floor, Dhaka-1212
5.	8,000 square feet at 4 Mohakhali C/A, 4 th Floor, Dhaka-1212
6.	16,402 square feet at Cultural Center, Mirpur DOHS, 3rd Floor, Dhaka

(c) If the property is owned by the company, whether there is a mortgage or other type of lien on the property, with name of the mortgagor

There are no mortgages or other types of liens against the properties owned by the company.

(d) If the property is taken on lease, the expiration date of the lease with name of the lessor

No property of the company is taken on lease except the following:

Sl. no.	Description of leased asset	Lessor	Effective date of lease	Expiration date of lease
1.	5,555 square feet at 2 Mohakhali C/A, 8 th Floor, Dhaka-1212	Md. Motarraf Hosain	01 Jan 2015	31 Dec 2027
2.	5,555 square feet at 2 Mohakhali C/A, 7 th Floor, Dhaka-1212		10 Mar 2016	31 Dec 2027
3.	2,550 square feet at 2 Mohakhali C/A, 6 th Floor, Dhaka-1212		01 Jan 2022	31 Dec 2026
4.	5,555 square feet at 2 Mohakhali C/A, 5 th Floor, Dhaka-1212		01 Aug 2021	31 Jul 2026