



STARTUP Ecosystem in Bangladesh

POLITICAL VISIONS ARE THE KEY DRIVERS FOR THE DEVELOPMENT OF A NATION



The Father of the Nation
**Bangabandhu Sheikh
Mujibur Rahman**

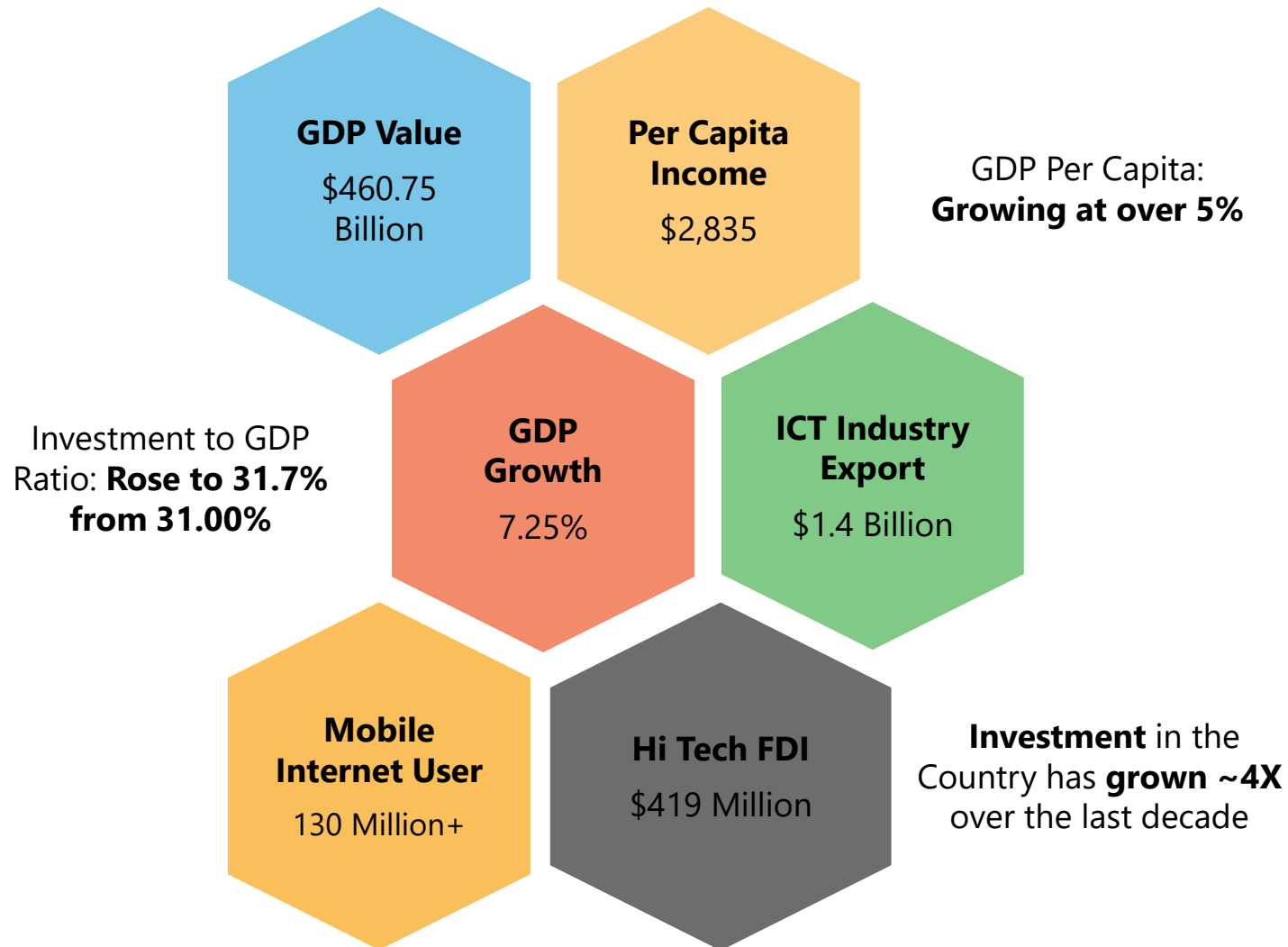


The Visionary of
Digital Bangladesh
Honourable Prime Minister
Sheikh Hasina



Architect of Digital Bangladesh
Sajeed Wazed
Honourable ICT Adviser to the
Honourable Prime Minister

KEY ECONOMIC HIGHLIGHTS OF BANGLADESH



THE DIGITAL BANGLADESH VISION LED TO LARGE-SCALE DIGITALIZATION ACROSS THE COUNTRY

FAST EMERGING ECONOMY WITH A PROMISING FUTURE



A Fast Growing Economy

8.2%
Pre-COVID
Average GDP
growth

6.1%
GDP growth
in 2022

7.5%
GDP growth
target set
for 2023

\$2,824
Per Capita Income
FY 2021-22

5%+
GDP Per Capita
Growth Rate

4X
Growth in Investment
over the last decade



A Young Country

50%
population under the
age of 25 years



A Global Innovator

#1
in Mobile Financial
services (bKash)

#2
largest RMG
exporter globally



A Surging Consumer Market

9th
largest mobile
market
(~181 Mn users)

34 Mn
to reach Middle &
Affluent Class in 2025, 2
Mn join the MAC class
every year. (BCG)

188 M+
MFS subscribers
doing 14 Mn+
transactions per day

LEAPFROGGING IN ICT AND DIGITAL ADOPTION



130 Mn+
internet users



2000+
E-Services



100 Mn+
Digital IDs Issued

180 Mn+
mobile subscribers

2 Mn+
E-service users per
month

150 Mn+
Bio-metric Sims
issued

29.3%
Growth in Digital
Device Market

500%
Growth in MFS
Since Inception

80%
growth in
eCommerce
by 2025

ICT INDUSTRY IN BANGLADESH: EXPORT AREAS, SKILL PROFILES, GROWTH MATRIX

Industry Highlights

Over
4500+
ICT
Companies

Exporting to
54
Countries
Worldwide

\$1.4Bn+ Export Revenue

\$600M
Software and
services

\$400M
Freelancers

\$300 M
BPO

\$100M
Hardware,
Network
Services and
Others

Domain Expertise



Software
Development



Mobile Application
Development



Web
Application



Desktop
publishing



Game
development



Graphics
designing



AR/VR



Artificial
Intelligence



Blockchain



EduTech



HealthTech



Fintech



Manufacturing



Telecom



BPO



E-commerce



Logistics



Internet of
Things

** Source: BASIS

The IT-ITES Industry is
Seeing Accelerated
Growth in Last 3 Years

2010 - 2019
10% Growth Rate Annually

2020 – till now
40% Growth Rate Annually

STARTUP ECOSYSTEM IN THE LAST DECADE

153+
Funded Companies

\$924mn+
Total Funding

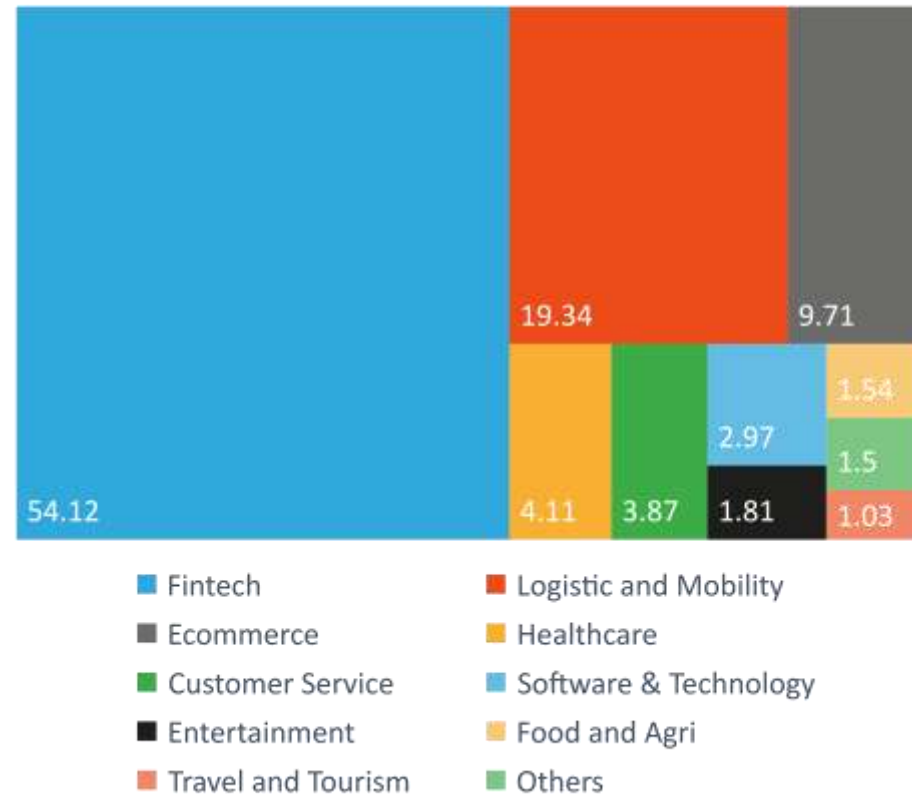
\$856mn+
Global Funding

\$68mn+
Local Funding

\$83mn+
AIF Registered

\$100mn+
Govt. Investment

Investment by Sector



- **264 deals** was disclosed over the time
- **2500+ startups** are currently active in the ecosystem
- **200 more startups** are joining **every year** in the industry
- There are **200+ investors** who are actively working towards the development of the startup ecosystem
- **30+ Accelerators and Incubators** are active in the country
- **1.5mn+ employment** was created by the startup ecosystem

INTERNATIONAL INVESTORS PRESENCE IN BANGLADESH

>**250** investment deals in **120+** startups over the last 5 years! **International investor are here !**



ICT DIVISION'S INITIATIVES



**Smart Bangladesh
Accelerator**



STARTUP BANGLADESH LIMITED

The Flagship VC of the Government started its journey on **March 2020** with an allocated capital of BDT 500 Cr.

OBJECTIVES

- **5** unicorns by 2025 and **20** unicorns by 2041
- Develop Bangladesh's Startup Ecosystem
- Support early-stage and growth-stage tech-based companies
- Invest in the form of Capital, Provide advisory support, and Connect Startups with Government, Investors, and Clients for their growth.

WHAT WE DO

Investment

- Equity Investment
- Strategic & Targeted Investment
- Board Level & Strategic Mentoring
- Fund Raising & Co-Investment
- Fund of Funds

Branding & Support

- Awareness Building
- Promotion & PR
- Ecosystem Policy Support
- Investor Networking
- Accelerator Program
- National Startup Policy

OUR PORTFOLIO

PRESENT INVESTMENTS

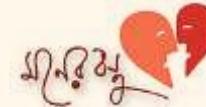
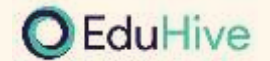
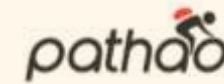
30 INVESTMENTS

11 in process

Shotoborshe Shoto Asha Plan

In 100 startups through
Shotoborshe ShotoAsha

Shotoborshe ShotoAsha



FRONTIER
NUTRITION



***considering the portfolio having over 12 months*

THE FUTURE: SMART BANGLADESH

Smart Citizens

Innovative

Skilled

Agile

Progressive

Empathetic

Tolerant

Smart Economy

Cashless

Research & Innovation-driven

Diversified

Entrepreneurial

Knowledge-based

Resilient

Smart Government

Citizen Centric

Ubiquitous

Data-driven

Intelligent

Efficient

Transparent & Accountable

Smart Society

Inclusive & Equitable

Culturally Enriched

Collaborative

Human-centric

Non-communal

Digitally Empowered

Smart Citizen

Universal Digital ID

Citizen Upskilling

Digital Collaboration
Platform

Smart Bangla Campaign

Digital Curriculum

Smart Device Access

Smart Economy

4IR industry accelerators

ICT industry acceleration

Startup Bangladesh

Tech and Industry Backbone

Universal Internet Access

Government Cloud & Data Center

Smart Commerce

Smart Government

Smart Healthcare

Blended Learning

Smart Land Management

Smart Postal Service

Smart Agriculture Stack

Smart Judiciary

Smart Borders

Smart Tax

National Procurement
e-Marketplace

Digital Job Platform

Smart Social Safety Net

Smart Public Services &
Paperless Administration

Police Modernization

Smart Leadership
Academy

ICT Policies

Smart Society

Inclusive Financial Ecosystem

Green, Clean & Sustainable
Bangladesh

Digital Tolerance & Culture
Movement

Smart Bangladesh Stack

Digital Climate Resilience

Digital Tolerance & Culture

Smart Parliament

Primarily Identified 40
Transformation Initiatives

Road to Smart Bangladesh



Smart Agriculture

iFarmer

WEGRO

Agroshift



Smart e-Commerce

Chaldal.com

pickaboo

swap



Smart Logistics

pathao
Moving Bangladesh

Truck Lagbe

shuttle



Smart Education

10 MINUTE SCHOOL

EduHive

Ostad



Smart Healthcare

arOgga

For better health

amarlab



Smart Economy

HISHAB

dana

SHADHIN
YOUR GROWTH IN YOUR HANDS

Notable Startups in the Ecosystem

Company Overview



**10 Minute
School**

Company Intro – One Liner

10 Minute School is the largest online education platform in Bangladesh with more than 33 Million Social Subscribers

Company Details

Inception Year 2015

**Sector
Investment** EdTech

Company Product/ Service

- ❖ **K12 (Class 5-12):** Online Batch, HSC ক্র্যাশ কোর্স, SSC শেষ মুহূর্তের প্রস্তুতি etc.
- ❖ **Skills Development:** ঘরে বসে Spoken English, Communication Masterclass by Tahsan Khan etc.
- ❖ **Test Preparation:** ভার্সিটি A Unit + গুচ্ছ এডমিশন কোর্স, ইঞ্জিনিয়ারিং এডমিশন কোর্স etc.

Funding Raised

1. USD 3 Million – from Surge, Sequoia Capital India
2. BDT 5 Crore – from Startup Bangladesh Limited
3. BDT 2 Crore – from LCMA Ventures

Traction

- ❖ 5.6 Million+ App Downloads
- ❖ 128,000+ Daily Active Users
- ❖ 521,000+ Paid Subscribers

Company Overview



Company Intro – One Liner

ShareTrip is a travel tech platform that provides end to end travel solution including flight ticketing, hotel booking, visa assistance, and holiday services through its app and websites along with multiple other value added services.

Company Details

Inception Year	2019
Sector Investment	Travel and Lifestyle

Company Product/ Service

- Full Stacked Tech-Enabled Travel platform for all tiers of professionals
- App and website based platform for both B2C and B2B clientele base
- Strong flight and largest domestic hotel inventory
- Local Hotel Inventory Management Platform- ST Rooms
- Travel Advisory Options and Flight Tracker (real-time)

Funding Raised

- **Raised USD 4 Million** – From Skycatcher, EverBlue Management ,Ton Poh Fund, Shaw Spring, Greenhaven Road Capital, Twin Peaks Capital & Others
- **Raised BDT 5 Crore** – From Startup Bangladesh Limited
- Closing Round for **Series A** in 2 months

Traction

- ShareTrip, is contributing on creating a more transparent & credible Travel Market in Bangladesh with 49% Online Travel Market share.
- 600k+ App Downloads
- 400k+ Registered users
- 75k+ Monthly Air Segments
- 6k+ Registered Offline Travel Agents
- Creating 10k+ employment opportunities via ShareTrip B2B Platform

Company Overview



iFarmer Ltd.

Company Intro – One Liner

iFarmer is a tech-based company that enables small scale farmers and agribusinesses to maximize their profits by providing access to finance, quality input, advisory and access to market.

Company Details

Inception Year

2019

Sector
Investment

AgriTech

Company Product/ Service

- Creating access to finance for farmers and Agri MSMEs, by connecting with retail investors/ FIs
- Providing access to high-quality agriculture input, smart technology and advisory services
- Providing better access to markets for farmers.

Funding Raised

- Raising \$10m Series A round with a combination of both debt and equity
- Raised \$3.3M+ since 2019 in form of equity, safe and grants from Startup Bangladesh Ltd., IDLC VC Fund, Millville Opportunities Management, Accelerating Asia, Zayn Capital, Falcon Network, Seedstars, UNCDF, iDEA Project and few angel investors

Traction

- Onboarded 84,000+ farmers and financed 24000+ farmers.
- Provided over \$24M+ agriculture commodity financing
- 2022 YTD revenue is over \$42M, more than 4.5x of 2021's revenue.

Company Overview



Company Intro – One Liner

SOLshare is a cleantech company building a network of smart, distributed solar-powered storage assets.

Company Details

Inception Year	2015
Sector Investment	Climate-Tech

Company Product/ Service

- ❖ **SOLmobility:** patented IoT technology for remote mgmt. of EV batteries
- ❖ **SOLroof:** EPC services for rooftop solar installations
- ❖ **SOLgrid:** Platform for smart interconnection of distributed energy resources with the national electricity grid

Funding Raised

1. Equity: USD 2.6M – from Future Energy Ventures, EDP Ventures & IIX, among others
2. Debt: USD 1.75M (incl. our Greener Garments Initiative)
3. Grants: USD 1.5M

Traction

- ❖ 70 smart batteries on the road across XX charging stations
- ❖ 1 MWp installed solar PV capacity, 2.34 MWp in signed PPAs
- ❖ 120 solar peer-to-peer grids across the country

Company Overview



Truck Lagbe

Company Intro – One Liner

Truck Lagbe is Bangladesh's leading online truck booking platform with 80,000+ registered trucks and 5,000+ active customers that connects people who need a truck with those who have one

Company Product/ Service

- ❖ Marketplace: Convenient trucking service tailored for individual customers and SMEs
- ❖ Brokerage: Comprehensive fleet management and services designed to meet the unique needs of enterprise clients
- ❖ Value-added services: Trucking-related ancillary products through our app

Company Details

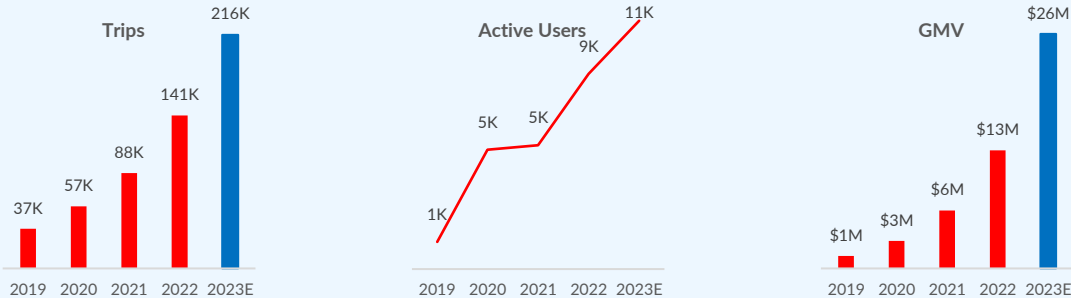
Inception Year	2017
Sector Investment	Logistics

Funding Raised

- Series Seed I: US\$ 250K
- Series Seed II: US\$ 864K
- Series A: US\$ 4.1M
- Series A+: US\$ 5.1M



Traction



THANK YOU
FOR YOUR KIND ATTENTION