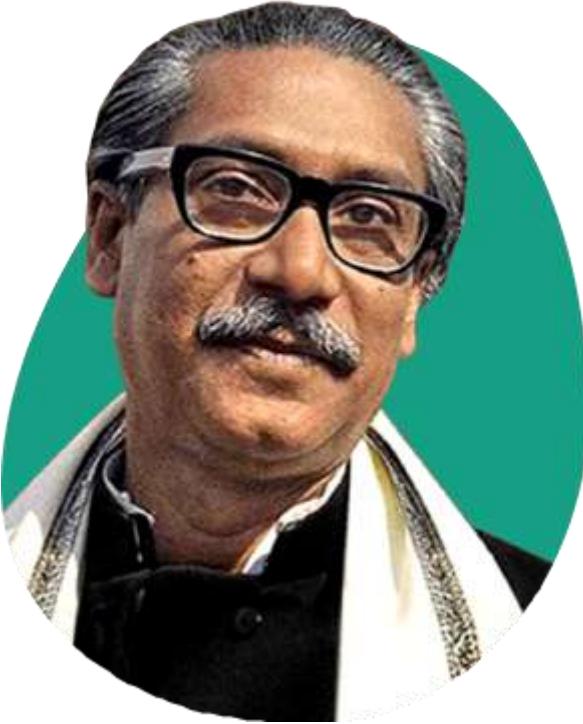




STARTUP Ecosystem in Bangladesh

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



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

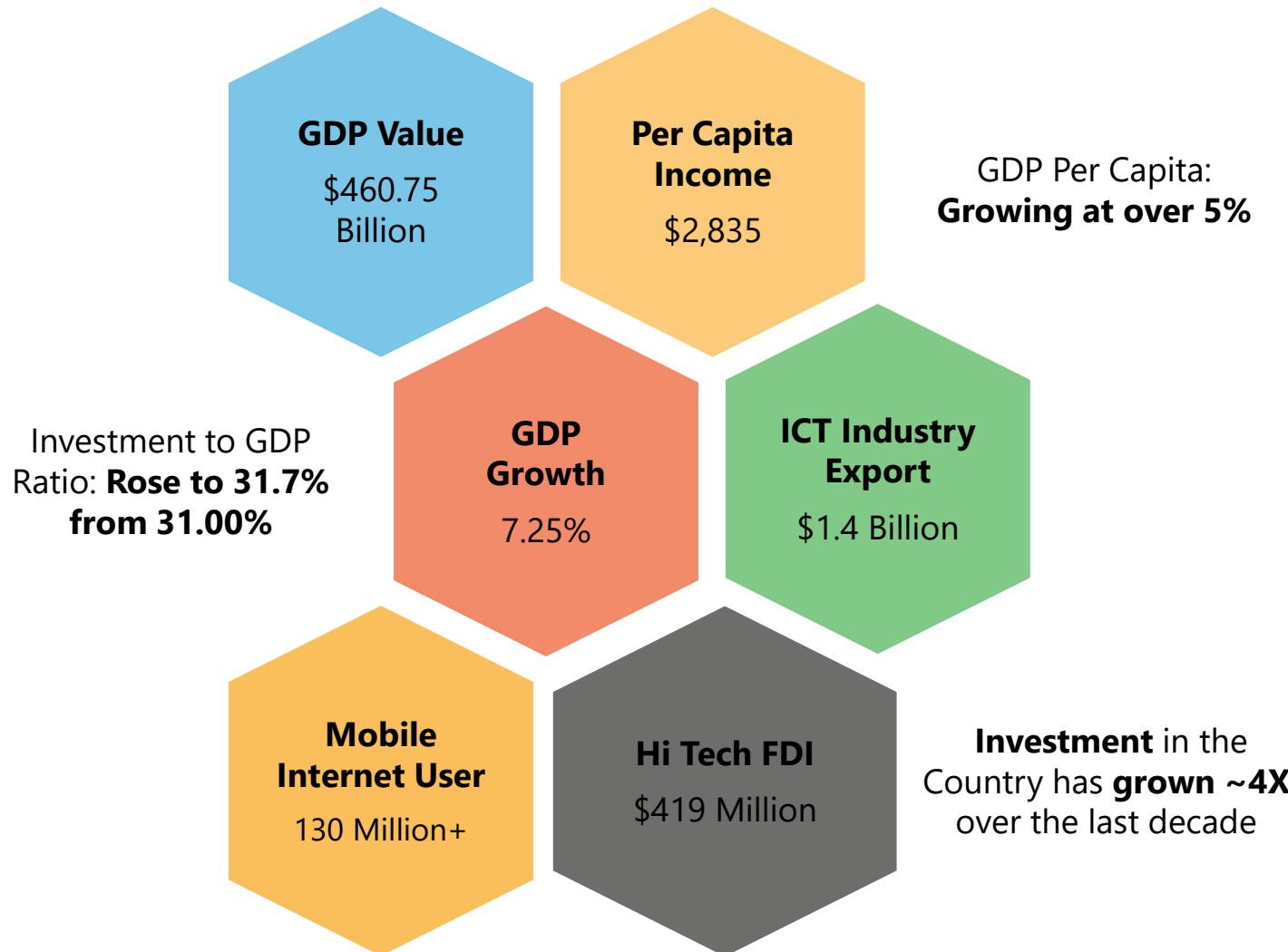


The Visionary of
Digital Bangladesh
Honourable Prime Minister
Sheikh Hasina



Architect of Digital Bangladesh
Sajeeb 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

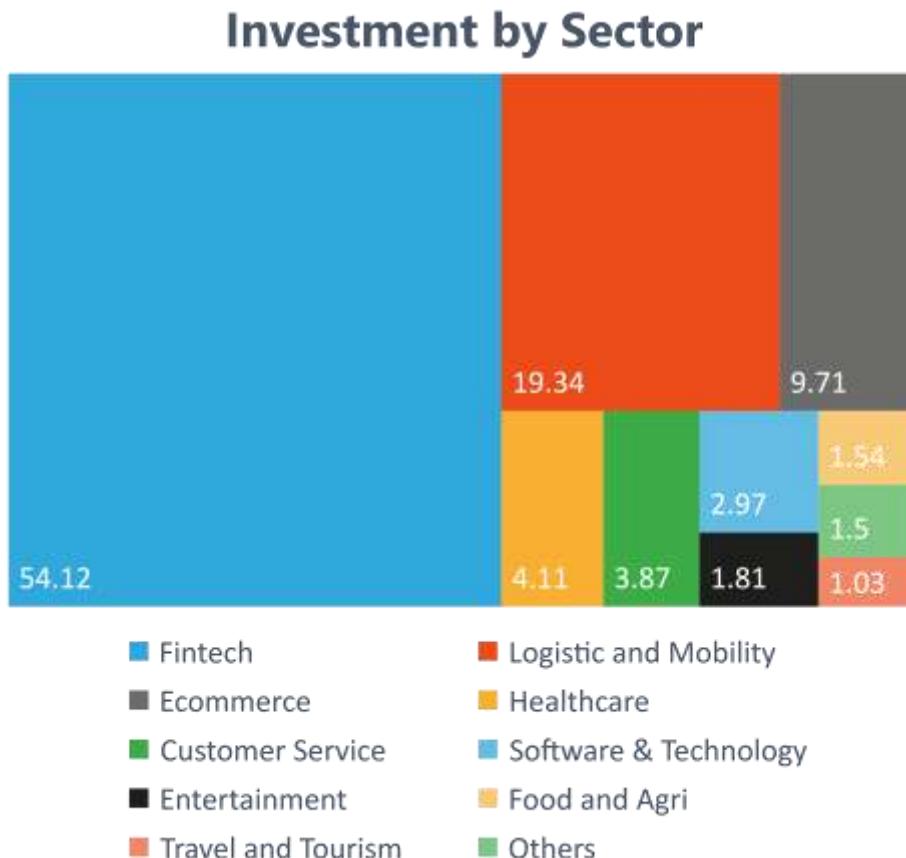
\$924mn+
Total Funding

\$856mn+
Global Funding

\$68mn+
Local Funding

\$83mn+
AIF Registered

\$100mn+
Govt. Investment



- **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 !**



UD ME ST OK
UE NT UR ES

<INTERPLAY>



ICT DIVISION'S INITIATIVES



**ICT
DIVISION**



**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	WHAT WE DO				
<ul style="list-style-type: none">• 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.	<table border="1"><thead><tr><th>Investment</th><th>Branding & Support</th></tr></thead><tbody><tr><td><ul style="list-style-type: none">• Equity Investment• Strategic & Targeted Investment• Board Level & Strategic Mentoring• Fund Raising & Co-Investment• Fund of Funds</td><td><ul style="list-style-type: none">• Awareness Building• Promotion & PR• Ecosystem Policy Support• Investor Networking• Accelerator Program• National Startup Policy</td></tr></tbody></table>	Investment	Branding & Support	<ul style="list-style-type: none">• Equity Investment• Strategic & Targeted Investment• Board Level & Strategic Mentoring• Fund Raising & Co-Investment• Fund of Funds	<ul style="list-style-type: none">• Awareness Building• Promotion & PR• Ecosystem Policy Support• Investor Networking• Accelerator Program• National Startup Policy
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OUR PORTFOLIO

PRESENT INVESTMENTS
30 INVESTMENTS
11 in process

Shotoborshe Shoto Asha Plan
In 100 startups through
Shotoborshe ShotoAsha

Shotoborshe ShotoAsha



THE FUTURE: SMART BANGLADESH

Smart Citizens	Smart Economy	Smart Government	Smart Society
Innovative	Cashless	Citizen Centric	Inclusive & Equitable
Skilled	Research & Innovation-driven	Ubiquitous	Culturally Enriched
Agile	Diversified	Data-driven	Collaborative
Progressive	Entrepreneurial	Intelligent	Human-centric
Empathetic	Knowledge-based	Efficient	Non-communal
Tolerant	Resilient	Transparent & Accountable	Digitally Empowered
Primary Identified 40 Transformation Initiatives			
Smart Citizen	Smart Economy	Smart Government	Smart Society
Universal Digital ID	4IR industry accelerators	Smart Healthcare	Inclusive Financial Ecosystem
Citizen Upskilling	ICT industry acceleration	Blended Learning	Green, Clean & Sustainable Bangladesh
Digital Collaboration Platform	Startup Bangladesh	Smart Land Management	Digital Tolerance & Culture Movement
Smart Bangla Campaign	Tech and Industry Backbone	Smart Postal Service	Smart Bangladesh Stack
Digital Curriculum	Universal Internet Access	Smart Agriculture Stack	Digital Climate Resilience
Smart Device Access	Government Cloud & Data Center	Smart Judiciary	Digital Tolerance & Culture
	Smart Commerce	Smart Borders	Smart Parliament
		Smart Tax	
		ICT Policies	

Road to Smart Bangladesh



**Smart
Agriculture**



**Smart
e-Commerce**



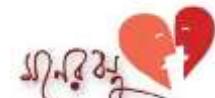
**Smart
Logistics**



**Smart
Education**



**Smart
Healthcare**



**Smart
Economy**



Notable Startups in the Ecosystem

Company Overview



**10 Minute
School**

Company Details

Inception Year

2015

Sector
Investment

EdTech

Company Intro – One Liner

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

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:** ভাসিটি 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



ShareTrip Ltd

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 Details

Inception Year

2017

Sector
Investment

Logistics

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

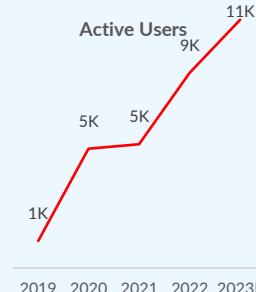
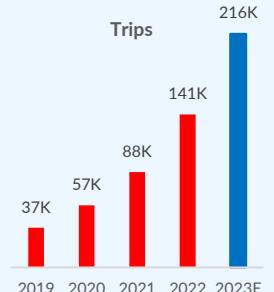
- ❖ Marketplace: Convenient trucking service tailored for individual customers and SMEs
- ❖ Brokerage: Comprehensive fleet management and services designed to meet the unique needs of enterprise clients
- ❖ Value-added services: Trucking-related ancillary products through our app

Funding Raised

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



Traction





ICT
DIVISION



THANK YOU
FOR YOUR KIND ATTENTION