



ICT
DIVISION



STARTUP
BANGLADESH
LIMITED™



STARTUP BANGLADESH LIMITED

First & only Government owned
venture Capital Company in
Bangladesh



OUR FOUNDER



*"**Our goal is self-sufficiency.** There is no doubt that international cooperation and sharing of knowledge and technological resources will alleviate human suffering and facilitate easier operations for us. The new world is emerging. **We have to believe in our own strength.**"*

- **Bangabandhu Sheikh Mujibur Rahman, Former Prime Minister & Father of Nation Bangladesh** (From, Bangabandhu's historic 1974 UN speech)

OUR VISIONARIES



*"The dream of Bangabandhu Sheikh Mujib - a "**Golden Bangladesh**" is no more a myth. The 'Making Vision 2041 a reality: Perspective Plan of Bangladesh 2021-2041' has been adopted to provide impetus to the development dream of the nation" .*

- H.E. Sheikh Hasina, Honourable Prime Minister of Bangladesh

*"Bangladesh's focus shall be on creating **young entrepreneurs and new innovators**, who will lead the 4th Industrial Revolution with their innovative ideas".*

- Sajeeb Wazed Joy, Honourable ICT Advisor to Honourable Prime Minister



STARTUP ECOSYSTEM BY THE LAST DECADE

110+
Funded Companies

\$730mn+
Total Funding

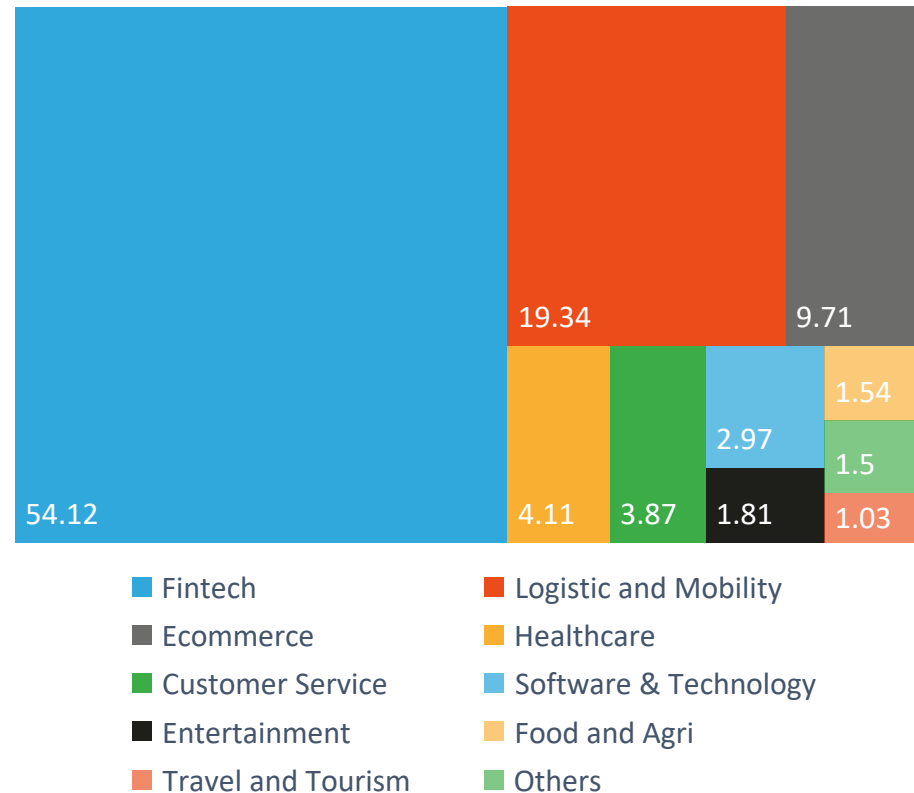
\$700mn+
Global Funding

\$33mn+
Local Funding

\$83mn+
AIF Registered

\$100mn+
Govt. Investment

Investment by Sector



- **223 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
- **42+ Accelerators and Incubators** are active in the country
- **1.5mn+ employment** was created by the startup ecosystem

STARTUP FUNDING SCENARIO

Homegrown Startups have raised USD 700Mn+* of foreign investment over the last decade



U\$ **103Mn+**
Shop Up
Fintech and B2B Commerce
from
VEON, Valar Ventures, Sequoia
Capital India, Omidyar Network



U\$ **9Mn+**
Zero Gravity
(Sindabad & Kiksha)
ecommerce
from
Aavishkar VC & Frontier Fund



U\$ **19.6Mn+**
Shohoz
logistics
from
Linear Venture,
Golden Gate Venture



U\$ **330Mn+**
Bkash
fintech
from
SoftBank Vision Fund II, Money in Motion,
BRAC Bank, Gates Foundation & Ant
Financial



U\$ **29.5Mn+**
Chaldal
ecommerce
from
IFC, IDLC, Mir Group,
Y Combinator, Startup
Bangladesh, Razor Capital



U\$ **36Mn+**
Pathao
logistics
from
GO-JEK, Osiris Group
Openspace Ventures, and
Battery Road Digital Holdings



U\$
26Mn+
SureCash
fintech
from
Osiris Group



U\$ **4.7Mn**
TruckLagbe
Logistics
from
ARIA Group, Betatron &
Mount Parker Ventures



U\$
8.8Mn+
BDjobs
job marketplace
from
SEEK



U\$
12.8Mn
Paperfly
Logistics
from
Ecom Express



U\$ **10.6Mn**
Praava Health
HealthTech
from
SBK Tech Ventures
and Angels



U\$ **6Mn**
Sheba.xyz
service marketplace
from
Epyllion Group, BFP-B
DFID, Startup Bangladesh
and Local Angel Investors



U\$ **4.9Mn**
SOLshare
cleantech
from
IIX Growth Fund



U\$ **3.5Mn**
Maya
HealthTech
from
Osiris, Anchorless Bangladesh



U\$
7Mn+
Bongo
entertainment
from
Razor Capital

Not an Exhaustive List*

● Full Funding Undisclosed

*Without the Investment Figure of bKash's SoftBank (primary/ secondary) investment

INTERNATIONAL INVESTORS PRESENCE IN BANGLADESH

>200 investment deals in 105+ startups over the last 5 years! **International investor are here !**



STARTUP ECOSYSTEM SUPPORT ROLES FROM ICTD

Ideation/Incubation (Pre-Seed)

- Incubation Mentoring
- Pre-Seed Funding
- Hackathon/Competition
- Research, R&D Facilities
- Commercialization
- Awareness Building
- Co-working Space
- Training & Capacity Building
- Female Entrepreneurship
- Data Hosting

Acceleration (Early/Seed)

- Acceleration Mentoring
- Seed Funding
- NRB Networking
- Angel / VC Investor Networking
- Founders Coaching
- Startup Office Space
- B2G Connection for Startups
- Promotion and PR

Expansion/Establishment (Growth)

- Board Level & Strategic Mentoring
- Growth Funding
- VC Networking
- Fund Raising Support
- Promotion & PR
- B2G Connection for Startups
- Office Infrastructure





**STARTUP
BANGLADESH
LIMITED™**

TRANSFORMING LIVES THROUGH INVESTING IN TECHNOLOGY

As the flagship **venture capital fund** of the **Government of Bangladesh** under the ICT Division, we can **offer the best opportunities** to understand the market, provide guidance for government policies and investment, while identifying potential startups for investments.

Startup Bangladesh Limited has made 9 investments in just one year and have **plan to invest in 50 startups by end of 2022**. Our portfolio team members has working experience with local and international startup ecosystems.

As a strategic partner, Startup Bangladesh Limited has developed its partnership with number of national and international stakeholders.

Through Startup Bangladesh Limited, **VCs will have access to an expert portfolio team**, with **strong deal sourcing capacity**, **monitoring mechanism** for startup growth and ensuring **high return in terms of financials and impact**.



MISSION

- Started journey on **March 2020** with an allocated capital of USD 65Mn (BDT 500 Cr.) [Till now received 83 Cr, iDEA Project Committed for another 5Cr]
- **Mission of Startup Bangladesh Ltd.-**
 - Develop Bangladesh's Venture Capital Ecosystem
 - Providing support to early-stage and growth-stage tech-based companies
 - Invest in the form of Capital, Financial Guidance, and Operational Guidance

PURPOSE



Support
Technology Based
Innovation



Develop Technical
Skills



Foster
Entrepreneurship
Culture



Create
Employment
Opportunity



Connect with
NRBs



Connect Foreign
Investment &
Expertise

WHAT WE DO

Investment

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

Branding & Support

- Awareness Building
- Promotion & PR
- Ecosystem Policy Support
- Investor Networking
- Founders Coaching
- Research & Development

OUR PORTFOLIO

PRESENT INVESTMENTS
17 INVESTMENTS
USD 4.2 MN+ (BDT 36.75 CR)

3x

Growth in 12 months

PORTFOLIO EXPANSION PLAN
USD 12MN (BDT 100 Cr) TARGET INVESTMENT
IN 2022

VINTAGE I



Chaldal.com pathao EduHive
shebaplatform dhakacast
Intelligent Machines Limited
It's all about diabetes

VINTAGE II



iFarmer loop 10 MINUTE SCHOOL
hellotask FRONTIER NUTRITION যান্ত্রিক
shuttle Truck Lagbe

MAJOR INDUSTRY FOCUS



Education



Agriculture



SaaS



HealthCare



Food



Logistics/Mobility



E-commerce &
Retailer



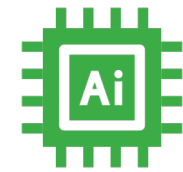
Financial
Services



Cyber Security



Entertainment
& Lifestyle



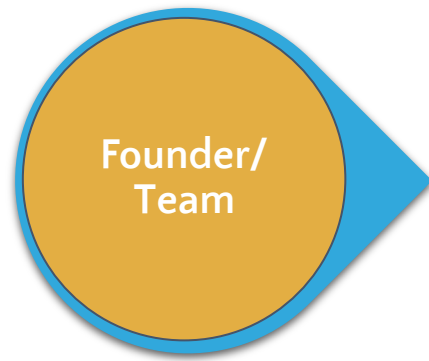
AI/Deep Tech

CRITERIA & TERMS OF INVESTING

- Startups having **Minimum Viable Product (MVP)** or emerging undertakings mainly involved in product, service or technology
- Having projection on the ability of the companies to have potential growth.
- The company must have some **degree of innovation**, knowledge or strategy to remain competitive in the market.
- Having a worthy impact on the society as a whole.

Sectoral Preference	: Sector Agnostic by Nature
Geographic Preference	: Companies Registered in Bangladesh
Transaction Value	: BDT 25 lac to BDT 1 crore (Early Stage) (per round) BDT 1 crore to BDT 5 crore (Growth Stage) (per round)
Target Ownership	: Maximum 49% Stake No Minimum Limited (<i>Minority Shareholder</i>)
Holding Period	: 3 to 5 Years
Investment Mode	: Equity and Equity Linked Instruments <i>Preference Share (PF), Convertible PF, Safe Note</i>

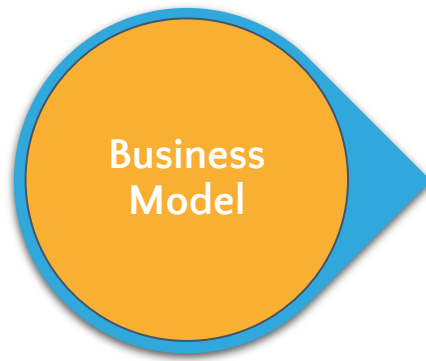
WHAT WE LOOK FOR



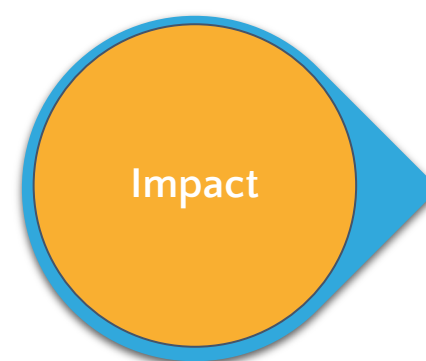
- Integrity and past record
- Domain knowledge, academic background and experience
- Team capability and diversity
- Quality of Management and key staff



- Market readiness
- Quantifiably large market with high growth potential
- Identified target market
- Competitive position in the market



- Features of the product or service
- Ability to solve problem
- Revenue sources and their pricing

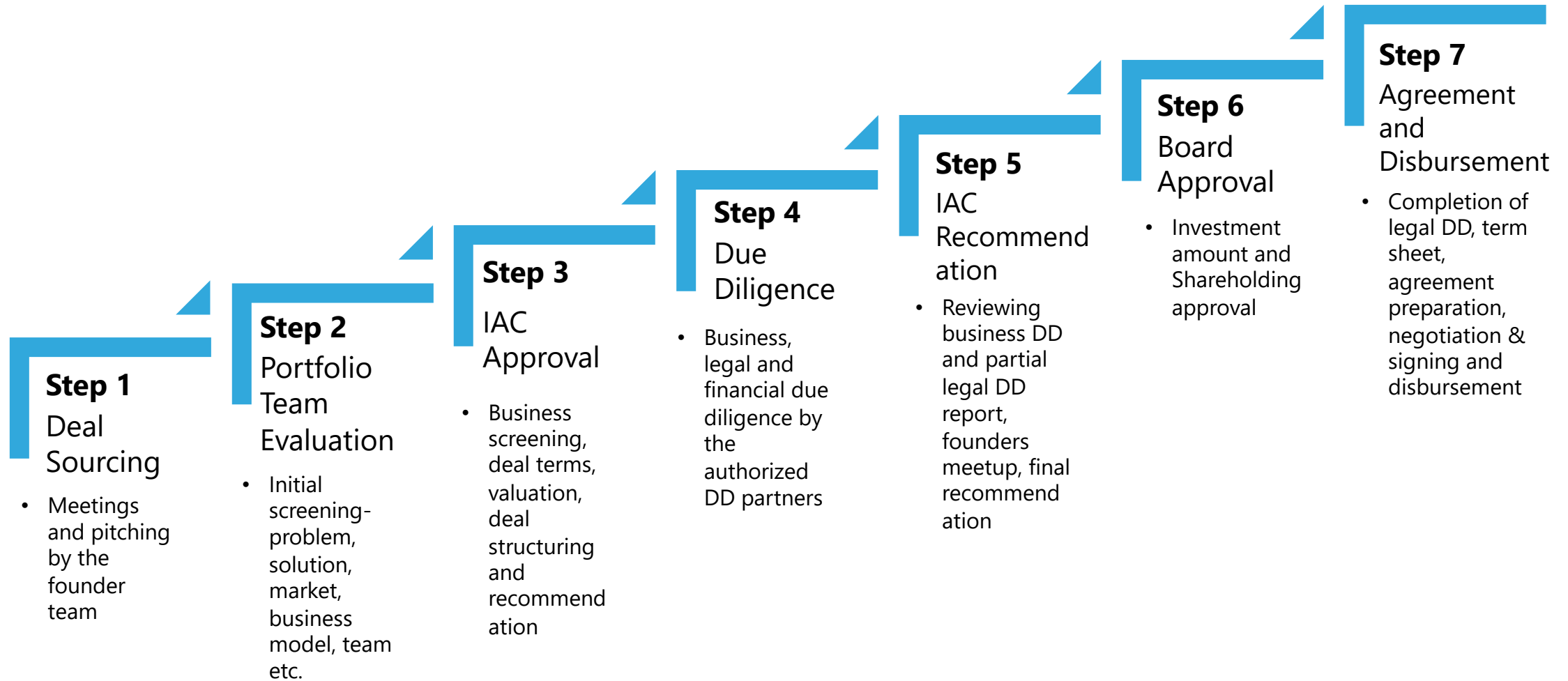


- Social Impact
- Employment creation opportunity
- Contribution to the SDG



- Associated risks and way of mitigation
- Cash flow feasibility
- Logical financial return and profitability
- Scalability
- Market Expansion
- Visible EXIT mechanism

INVESTMENT PROCESS



MONITORING & COMPLIANCE

Monitoring

- Monthly review of operational update
- Follow up monthly accounts
- Ensuring regulatory and compliance issues
- Tracking management's delivery
- Participating board meetings
- Conduct any emergency meetings
- Conducting audit

Documentation

- All investment documents
- Legal documents
- Security documents
- Special instruction from agreement
- Any exception/ deferral duly authorized
- Investment investigation report
- Investment released for disbursement
- Business plan

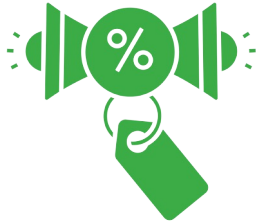
TRACKING METRICS



Financial
Health



Customer
Relations



Sales &
Marketing



Capital
Budgeting



Impact



Human
Capital

OUR PARTNERS



Ministry of Education



High Commission of India
Dhaka, Bangladesh



Project Co-Leads



Citi Foundation



LEADERSHIP



Zunaid Ahmed Palak MP
Honorable State Minister
ICT Division

Chairman of BoD



**N M ZEAUL
ALAM PAA**
Senior Secretary,
ICT Division

Members of the Board of Directors



**MD. MOINUL
KABIR**
Secretary,
Legislative And
Parliamentary
Affairs Division



**DR. MD ABDUL
MANNAN PAA,**
Executive Director
(Grade 1),
Bangladesh
Computer Council



**MD.
SHAMSUL
AREFIN**
Secretary, Policy
& Coordination,
Cabinet Division



**MD. SAIDUR
RAHMAN**
Additional
Secretary,
Finance Division,
Ministry Of
Finance



ARIF KHAN
Vice Chairman,
Shanta Asset
Management



Sami Ahmed
Managing
Director

INVESTMENT ADVISORY COMMITTEE



Sami Ahmed
Managing
Director



Hasan A. Arif
Head of Portfolio
Investment



ARIF KHAN
Vice Chairman,
Shanta Asset
Management



**Anita Ghazi
Rahman**
Partner, The
Legal Circle



**Shawkat
Hossain**
General
Secretary,
VCPEAB



**Wahidur
Rahman
Sharif**
President,
BACCO

TEAM



Sami Ahmed
Managing
Director



Hasan A. Arif
Head of Portfolio
Investment



**A.B.M. Monirul
Islam**
Company Secretary



**Mohsena
Khanam**
Financial
Controller



Fayez Ahmed
Investment
Manager



Nafis Alam
Marketing
Manager



Shib Dhar
IT Specialist



**Nazia
Tabassub**
Portfolio
Accountant



**Md. Anowar
Jahid**
Investment
Associate



**Nazmul
Huda**
Human Resource
Associate



Puspita Das
Human Resource
Associate

HOW WE CAN COLLABORATE



**INVEST TOGETHER IN
PORTFOLIO/POTENTIAL
STARTUPS**



**CREATE NEW FUND FOR
STARTUPS**



**CONNECT STARTUPS
WITH VCS / GLOBAL
MENTORS**



**ICT
DIVISION**



**STARTUP
BANGLADESH
LIMITED™**



THANK YOU

FOR YOUR KIND ATTENTION