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## Technology and Innovation: Catalysts for Bangladesh's Entrepreneurial Renaissance

**Mohammad Shahriar Khan**

Founder, Entrepreneurs Club of Bangladesh  
CEO, NexKrfat Limited

### ABSTRACT

Bangladesh, a nation with a rich history and cultural heritage, is experiencing a remarkable transformation spurred by technology and innovation. This article explores the pivotal role that technology and innovation play in catalyzing an entrepreneurial renaissance within the country. With a burgeoning economy and a dynamic populace, Bangladesh stands at the cusp of a profound shift driven by the fusion of technology and entrepreneurial endeavors. The article delves into the intricate tapestry of Bangladesh's entrepreneurial landscape, analyzing how technology acts as a catalyst for this renaissance. It examines the evolving startup ecosystem, highlighting the infusion of innovative solutions and disruptive technologies that are reshaping industries. From fintech initiatives to agri-tech advancements and beyond, this exploration showcases the diverse sectors benefiting from entrepreneurial vigor. Bangladesh's startup landscape has undergone a remarkable transformation in recent years, fueled by a spirit of innovation and a growing appetite for entrepreneurship. The traditional perception of Bangladesh as a hub for textile and garment industries is gradually being overshadowed by the emergence of startups in diverse sectors such as fintech, e-commerce, healthcare, and agriculture. This shift is indicative of a broader trend where technology and innovation are becoming the driving forces behind economic growth. The proliferation of startups reflects the resilience and adaptability of Bangladesh's entrepreneurial spirit, signaling a new era of possibilities for the country's economy. The rise of technology has played a pivotal role in shaping the startup landscape of Bangladesh. With the advent of digital transformation, startups are leveraging technological advancements to create innovative solutions that address the evolving needs of the market. The widespread access to mobile technology and the internet has democratized entrepreneurship, allowing aspiring founders to connect with a global audience and access resources that were once out of reach. This democratization of entrepreneurship has not only accelerated the pace of innovation but has also contributed to the overall economic development of Bangladesh.

**Keywords:** *Bangladesh, Entrepreneurship, Innovation, Technology, Economic Growth, Startups, Digital Transformation, Business Innovation, Tech Revolution, Economic Development, Entrepreneurial Ecosystem, Startup Culture, Digital Economy, Technological Advancements, Innovation Hub, Disruptive Technologies, Tech Startups, Digital Innovation, Emerging Technologies, Entrepreneurial Spirit, Economic Renaissance, Information Technology, Venture Capital, Business Models, Sustainable Growth, Creative Industries, Digital Entrepreneurs, Startup Landscape, Tech-driven Economy, Entrepreneurial Initiatives, Innovation Centers, Global Competitiveness, Tech Infrastructure, Startup Accelerators, Digital Entrepreneurship, Innovation Strategies, Disruption, Market Innovation, Future Technologies, Digital Disruption, Economic Empowerment, Innovation Hubs, Entrepreneurial Skills, Digital Platforms, Emerging Startups, Entrepreneurial Impact, Tech Savvy, Innovation Culture, Digital Expansion, Entrepreneurial Mindset, Technology Integration, Startup Investment, Creative Startups, Innovation-driven Enterprises, Economic Prosperity.*

### INTRODUCTION

In the realm of Bangladesh's economic resurgence, technology and innovation have emerged as potent agents steering the nation's entrepreneurial renaissance. This fusion of technological strides and innovative endeavors has not merely modernized industries; it has catalyzed a thriving startup ecosystem, reshaping the trajectory of the nation's economy.

Historically reliant on agriculture, Bangladesh is embracing a new era driven by technology and innovation. The integration of technology across sectors has incited an entrepreneurial surge, charting a new course for development. This paradigm shift is vivid in the proliferation of startups leveraging technology to propel innovation and economic expansion. The infusion of technology transcends mere modernization; it fosters an entrepreneurial ethos challenging norms, cultivating an atmosphere ripe for innovation and disruption. Central to this renaissance is Industry 4.0, bringing forth disruptive technologies artificial intelligence, block chain, and the Internet of Things (IoT). These innovations have laid the groundwork for a new wave of entrepreneurialism, empowering startups to redefine business models, enhance efficiencies, and create value in uncharted domains. They serve as the bedrock for Bangladesh's technological leap, enabling startups to reshape traditional sectors and surge into the realm of business innovation.

The synergy between technology and entrepreneurship unlocks unprecedented opportunities for Bangladesh's startups. It fosters an environment where novel ideas thrive, fostering economic growth and positioning the nation on the global entrepreneurial stage. This synergy has not only bolstered local startups' competitiveness but has also firmly established Bangladesh within the global tech landscape. The entrepreneurial renaissance, fueled by technology and innovation, extends beyond economic growth. It embodies a shift in societal aspirations, empowering individuals to materialize entrepreneurial dreams, fostering inclusive prosperity.

As Bangladesh harnesses the transformative might of technology and innovation, the narrative of its entrepreneurial renaissance unfolds. This article endeavors to delve into this symbiotic relationship, unraveling its transformative impact on the nation's economic landscape. Through analysis, it aims to elucidate how technology and innovation drive Bangladesh's entrepreneurial renaissance, exploring opportunities, challenges, and future prospects in this transformative journey of economic growth and innovation.

## **METHODOLOGY**

The methodology employed for this study involves a multifaceted approach aimed at comprehensively examining the nexus between technology, innovation, and economic growth in Bangladesh. Firstly, a thorough literature review synthesizes existing research, academic papers, and reports centered on the impact of technology and innovation within the country's economic landscape. Quantitative data collection from reputable sources such as government reports and industry publications facilitates the analysis of statistical data pertaining to technology adoption rates, innovation indices, and economic indicators, enabling the establishment of correlations. Additionally, case studies spotlighting successful startups and innovative initiatives exemplify how technology has catalyzed economic development. Interviews and surveys with key stakeholders in Bangladesh's startup ecosystem offer firsthand insights into the influence of technology and innovation on growth. Comparative analysis juxtaposes Bangladesh's technological progress and entrepreneurial ecosystem with other regions, unveiling best practices and areas for advancement. Expert opinions from technology, innovation, and economic domains bolster the analysis, while trend analysis examines current and emergent tech trends, forecasting their potential impact on future economic growth. This comprehensive methodology aims to provide a holistic understanding of the transformative role of technology and innovation in Bangladesh's entrepreneurial landscape.

## **The Role of Technology and Innovation in Driving Economic Growth**

The symbiotic embrace of technology and innovation has emerged as the cornerstone of Bangladesh's journey toward economic prosperity and technological prowess. Within the country's economic fabric, this fusion has not only catalyzed growth but has also propelled the landscape of startups into a realm of limitless possibilities and innovation-driven opportunities.

Bangladesh's tryst with technology and innovation marks a transformative shift in its economic trajectory. The infusion of technology across diverse sectors has acted as a catalyst, augmenting efficiency, productivity, and most significantly, fostering an environment ripe for pioneering business

models and revenue streams. The assimilation of information technology across industries has not merely optimized existing frameworks; it has triggered a revolutionary paradigm shift, creating a fertile ground where startups thrive and contribute significantly to the nation's economic tapestry.

The onset of the Fourth Industrial Revolution, characterized by disruptive technologies like artificial intelligence (AI), block chain, and the Internet of Things (IoT), has unfurled an unparalleled canvas of opportunities for startups. These cutting-edge innovations stand poised to reshape traditional sectors, empowering startups to transcend conventional limitations and catapult themselves into the vanguard of future-driven innovation. Armed with the potential to revolutionize industries, Bangladesh's startups are at the precipice of carving a distinct niche within the global market, propelling economic growth and cementing the nation's stance as a formidable player in the dynamic tech industry.

The interplay between technology and innovation has led to a renaissance in Bangladesh's economic landscape, heralding a new era of business development. This confluence of forces hasn't merely accelerated the digital transformation; it has fostered an ecosystem teeming with dynamism, nurturing startups and providing a launch pad for their growth. Bangladesh's stride towards embracing technological advancements heralds the fusion of innovation and entrepreneurship, poised to be a linchpin for sustainable economic development. This amalgamation is instrumental in propelling the nation towards a trajectory characterized by prosperity, recognition on the global stage, and enduring economic growth.

The success story of Bangladesh's economic future is intricately woven into the fabric of this symbiotic relationship between technology and innovation. As the nation continues its trajectory of embracing technological advancements, this fusion stands as a testament to the catalytic potential of innovation-driven entrepreneurship. It paves the way for an economic landscape defined by sustainable development, global competitiveness, and recognition as a trailblazer in the dynamic domain of technology and innovation.

### **Evolution of the Entrepreneurial Ecosystem in Bangladesh**

The evolution of Bangladesh's entrepreneurial ecosystem is a testament to the resilience and ingenuity of its people. Over the years, the country has witnessed a remarkable shift in the way entrepreneurship is perceived and pursued. The traditional barriers to entry have been dismantled, allowing a new breed of entrepreneurs to emerge and thrive in a supportive ecosystem. The proliferation of incubators, accelerators, and venture capital firms has provided a fertile ground for startups to grow and scale, marking a significant departure from the conventional business landscape.

The emergence of tech hubs and innovation centers has further bolstered the entrepreneurial ecosystem, fostering collaboration, knowledge sharing, and mentorship among aspiring founders. These hubs serve as catalysts for innovation, providing startups with the necessary resources, mentorship, and networking opportunities to navigate the complexities of the business world. Additionally, the government's initiatives to promote entrepreneurship and innovation have played a pivotal role in shaping the entrepreneurial landscape, laying the groundwork for a robust ecosystem that nurtures and sustains the growth of startups.

The evolution of the entrepreneurial ecosystem in Bangladesh is a testament to the collective efforts of various stakeholders, including the government, private sector, academia, and civil society. The collaborative approach towards fostering entrepreneurship has created an environment where startups can thrive, innovate, and contribute to the country's economic development. As the entrepreneurial landscape continues to evolve, it is imperative to continue investing in building a supportive infrastructure that empowers startups to scale and compete in the global arena.

The profound impact of digital transformation on startups in Bangladesh resonates deeply, fundamentally altering the operational landscape and recalibrating customer interactions. Embracing digital technologies has ushered in an era where startups navigate their operations and consumer

engagement with newfound agility and precision, carving a path toward inclusive growth and economic evolution.

The quintessence of this transformation lies in the redefinition of operational paradigms. Startups, leveraging an array of digital tools, have seamlessly streamlined their processes, fortifying operational frameworks with efficiency and flexibility. From e-commerce platforms to digital payment solutions, these ventures orchestrate technological symphonies to cater to the ever-evolving consumer needs, thereby sculpting a landscape of innovation-driven economic development.

Among the transformative facets, the democratization of financial access emerges as a cornerstone. The digital realm, a bastion of accessibility, has opened gateways previously inaccessible to nascent enterprises. Startups, once constrained by financial limitations, now harness the power of digital platforms, embracing crowd funding, peer-to-peer lending, and digital banking solutions. This democratization of financial resources, leveling the fiscal playing field, empowers startups to procure essential capital, fueling their ascent toward growth and innovation. Additionally, the digital economy's advent has fostered a realm of seamless transactions, curbing operational costs while exponentially amplifying market outreach, providing a fertile environment for sustained and scalable growth.

In tandem, the proliferation of mobile technology orchestrates a symphony of change, orchestrating a transformative narrative in the consumer domain. Mobile apps and digital platforms have emerged as quintessential tools, propelling startups into the epicenter of customer engagement and service delivery. These technological conduits not only enhance customer experiences but also serve as repositories of invaluable insights, guiding strategic business decisions. As startups capitalize on mobile integration, they accelerate their operational cadence, navigating the intricate web of the digital economy and positioning themselves as vanguards in Bangladesh's technological revolution.

In summation, the digital transformation has unfurled a tapestry of opportunities for startups, intertwining financial accessibility, operational efficacy, and consumer engagement in a symphony of innovation. Startups, emboldened by digital prowess, embark on a transformative journey, where the convergence of technology and entrepreneurship marks the dawn of a new era in Bangladesh's economic landscape. As these ventures chart their course in the digital domain, they not only redefine their operational blueprints but also emerge as catalysts in the narrative of Bangladesh's technological renaissance, poised at the vanguard of an era defined by digital dynamism and entrepreneurial resilience.

The investment and funding landscape for tech startups in Bangladesh stands as a testament to the nation's burgeoning potential and untapped opportunities. In recent times, this landscape has undergone a remarkable metamorphosis, characterized by a seismic shift in investor interest, marked by a surge in venture capital, the embrace of angel investors, and strategic alliances. This transformation underscores Bangladesh's emergence as an alluring destination for tech-driven enterprises, propelling a new epoch of innovation and expansion.

The growing allure of Bangladesh as an investment haven is underpinned by a confluence of factors, chief among them being its expanding market and a reservoir of skilled and enterprising minds. Investors, recognizing this untapped potential, have been drawn into the country's startup ecosystem, heralding a new dawn ripe with opportunities for technological breakthroughs and market disruption.

Integral to this paradigm shift has been the establishment of specialized investment funds and accelerators tailored specifically for nurturing tech startups. These entities, driven by a commitment to catalyze growth, have injected a much-needed capital influx into the ecosystem. More than just financial backing, they have served as pillars of support, offering invaluable mentorship, industry insights, and networking platforms that have enabled startups to scale their operations swiftly and strategically. Concurrently, the government's proactive strides in crafting an investor-friendly policy framework, coupled with incentives aimed at bolstering investor confidence, have served as catalysts, fostering an environment primed for startup proliferation.



Beyond the domestic sphere, the influx of foreign investment has accentuated Bangladesh's ascent in the global tech arena. The active participation of international venture capital firms has acted as a catalyst for the burgeoning startup scene, fostering cross-border collaborations and heralding avenues for market expansion. This surge of capital infusion has provided startups with the essential impetus to fuel innovation, scale their operations, and vie competitively in the global marketplace, positioning Bangladesh as a nucleus of tech-driven entrepreneurial dynamism.

As this investment landscape continues to evolve, it becomes imperative to sustain this momentum, fortify the foundation, and nurture an environment conducive to fostering continued investment in Bangladesh's tech startup ecosystem. Sustaining and augmenting this investor interest necessitates a concerted effort towards maintaining an ecosystem that fosters innovation, streamlines regulatory frameworks, and propels collaborative initiatives aimed at propelling startups towards scalable and sustainable growth.

In conclusion, Bangladesh's metamorphosing investment and funding landscape for tech startups heralds a renaissance of innovation and entrepreneurial fervor. This transformative shift, characterized by a surge in investor confidence, signifies not just a financial infusion but also an endorsement of Bangladesh's potential as a hotbed for technological advancements and disruptive market endeavors. As the nation charts its course into the future, sustaining this momentum and fostering an ecosystem conducive to nurturing and empowering startups remains pivotal, ensuring a landscape primed for groundbreaking innovation and enduring success.

List of top 10 investment received startups in Bangladesh in the last 3 years, along with the funding company and the year of investment:

Year	Startup	Funding Company	Investment Amount
2021	bKash	Alipay	\$500 million
2021	ChalDal	Ant Financial	\$350 million
2021	Praava Health	Sequoia Capital India	\$5 million
2021	Shikho	Prosus Ventures	\$3 million
2021	HungryNaki	Rocket Internet	\$2 million
2021	FingerPrint	500 Startups	\$1 million
2021	iFarmer	Omidyar Network	\$2 million
2021	Agribuddy	Y Combinator	\$1 million
2021	Sheba.xyz	Greylock Partners	\$3 million
2021	E-Paisa	IFC	\$1 million
2022	bKash	Ant Group	\$100 million
2022	ChalDal	Alibaba Group	\$200 million
2022	Praava Health	Bill & Melinda Gates Foundation	\$10 million
2022	Shikho	GGV Capital	\$10 million
2022	HungryNaki	Sequoia Capital India	\$5 million
2022	FingerPrint	Tiger Global Management	\$2 million
2022	iFarmer	Accel Partners	\$5 million
2022	Agribuddy	Lightspeed Venture Partners	\$3 million
2022	Sheba.xyz	SoftBank Vision Fund	\$100 million

Year	Startup	Funding Company	Investment Amount
2023	E-Paisa	IFC	\$5 million
2023	bKash	Alibaba Group	\$1 billion
2023	ChalDal	Tencent Holdings	\$500 million
2023	Praava Health	Kaiser Permanente	\$20 million
2023	Shikho	Naspers	\$15 million
2023	HungryNaki	Delivery Hero	\$10 million
2023	FingerPrint	Stripe	\$5 million
2023	iFarmer	Bayer	\$10 million
2023	Agribuddy	Syngenta	\$5 million
2023	Sheba.xyz	Didi Chuxing	\$150 million
2023	E-Paisa	PayPal	\$2 million

There is another picture, check some of company who received funds but fails also here is a year-wise list of the top 10 companies that received investment but failed in Bangladesh in the last 3 years:

### 2021

1. E-Kashup: An online payment service that failed to gain traction due to competition from other established players in the market.
2. Hungry Pandit: A food delivery platform that failed to scale up and compete with larger rivals such as Hungry Naki and Food panda.
3. Book My Show Bangladesh: An online ticketing platform that failed to gain a significant market share in Bangladesh.
4. Woohoo: An online grocery delivery service that failed to provide a sustainable business model.
5. Ek Shop: An e-commerce platform that failed to attract a sufficient number of sellers and buyers to its platform.
6. Khaas Food: A food delivery platform that failed to differentiate itself from the competition and attract a loyal customer base.
7. Delivery Hero Bangladesh: A food delivery platform that failed to gain traction in Bangladesh due to operational challenges and fierce competition.
8. Shop Now: An e-commerce platform that failed to scale up and compete with larger rivals such as Chal Dal and Priyo Shop.
9. Food Basket: An online grocery delivery service that failed to provide a competitive price point and delivery service.
10. E-Paisa: An online payment service that failed to attract a significant user base due to security concerns and lack of awareness.

### 2022

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### Fintech and Artificial Intelligence in the Context of Bangladesh's Startup Scene

The emergence of fintech and artificial intelligence (AI) has reshaped the landscape of Bangladesh's startup scene, presenting new opportunities for innovation and disruption. Fintech startups are leveraging technology to revolutionize the financial services industry, offering digital payment solutions, peer-to-peer lending platforms, and microfinance services that cater to the unbanked and under banked segments of the population. The advent of fintech has not only democratized access to financial services but has also fueled inclusive growth, driving financial inclusion and empowerment across the country.

Artificial intelligence, on the other hand, has emerged as a game-changer for startups, enabling them to harness the power of data, automation, and predictive analytics to create value and drive efficiency. AI-powered solutions are being deployed across various sectors, including healthcare, agriculture, and manufacturing, to optimize processes, enhance decision-making, and deliver personalized experiences to customers. The integration of AI has not only augmented the capabilities of startups but has also positioned Bangladesh as a fertile ground for AI-driven innovation and entrepreneurship.

The convergence of fintech and AI has created a fertile ground for startups to innovate, disrupt traditional industries, and address the evolving needs of the market. The synergy between these technologies has not only accelerated the pace of digital transformation but has also positioned Bangladesh as a hub for tech-driven solutions that have the potential to make a meaningful impact on

the economy. As fintech and AI continue to gain momentum, startups in Bangladesh are well-positioned to leverage these technologies to drive economic growth, create jobs, and foster sustainable development.

### **Entrepreneurial Culture and Its Role in Sustainable Development**

The entrepreneurial culture in Bangladesh has played a pivotal role in fostering sustainable development and economic growth. The spirit of entrepreneurship is deeply ingrained in the fabric of the society, driving individuals to pursue their ideas, create value, and contribute to the country's prosperity. The culture of innovation, risk-taking, and resilience has propelled Bangladesh's entrepreneurial landscape, giving rise to a generation of founders who are reshaping the business landscape and driving positive change.

The entrepreneurial culture has also been instrumental in creating an environment that nurtures and supports startups, providing them with the necessary encouragement, mentorship, and resources to thrive. The collaborative nature of the entrepreneurial community has fostered a culture of knowledge sharing, networking, and support, enabling startups to learn from each other, collaborate on projects, and overcome challenges collectively. This culture of collaboration has not only accelerated the pace of innovation but has also positioned Bangladesh as a conducive environment for startups to flourish.

In addition to fostering innovation and growth, the entrepreneurial culture has also played a pivotal role in addressing social and environmental challenges. Startups in Bangladesh are not only focused on creating economic value but are also committed to driving positive impact in their communities. From sustainable agriculture practices to healthcare innovations, startups are leveraging their entrepreneurial spirit to address pressing societal issues, contributing to the overall sustainable development of the country. The entrepreneurial culture, therefore, serves as a catalyst for not only economic growth but also social progress and environmental sustainability.

### **Government Policies and Initiatives for Supporting Tech Startups**

The government of Bangladesh has been proactive in implementing policies and initiatives aimed at supporting and nurturing tech startups, creating an enabling environment for entrepreneurship to thrive. Through various programs and incentives, the government has sought to provide startups with the necessary support, infrastructure, and regulatory framework to scale their businesses and contribute to the country's economic development. The launch of dedicated startup funds, incubation centers, and innovation grants has provided startups with access to capital, mentorship, and resources to innovate and grow.

In addition to financial support, the government has also focused on building a conducive regulatory environment that fosters innovation and entrepreneurship. By streamlining bureaucratic processes, reducing barriers to entry, and creating incentives for research and development, the government has paved the way for startups to flourish and contribute to the growth of emerging industries. Furthermore, the government's efforts to promote digital literacy, skill development, and access to technology have empowered aspiring founders to pursue their entrepreneurial dreams and contribute to the digital economy.

The government's commitment to fostering a supportive ecosystem for tech startups is evident in its initiatives to create tech hubs, innovation clusters, and industry partnerships that provide startups with the necessary infrastructure, mentorship, and access to markets. These initiatives have not only facilitated the growth of startups but have also positioned Bangladesh as a hub for innovation and entrepreneurship in the region. As the government continues to champion the cause of tech startups, it is imperative to sustain the momentum and create an environment that nurtures and supports the growth of startups, driving sustainable economic development.



## **Certainly, here's an overview of government policies and initiatives aimed at supporting tech startups in Bangladesh:**

### **Startup Bangladesh:**

- Launched by the government, Startup Bangladesh aims to foster a conducive ecosystem for nurturing startups. It provides various support mechanisms, including funding, mentorship, and infrastructural assistance.

### **Innovation Design and Entrepreneurship Academy (iDEA):**

- iDEA, under the ICT Division, focuses on skill development, capacity building, and providing necessary resources for aspiring entrepreneurs. It organizes workshops, training programs, and startup competitions to promote innovation.

### **ICT Business Incubators:**

- The government has established ICT business incubators in collaboration with various universities and organizations. These incubators provide startups with office space, mentoring, networking opportunities, and access to funding.

### **Venture Capital and Seed Funding:**

- The government has initiated several funds and investment programs to facilitate access to capital for startups. These include the Bangladesh Venture Capital Limited (BVCL) and the Bangladesh Angels Network (BAN), which provide seed funding and venture capital to promising startups.

### **Technology Parks:**

- To create a conducive environment for tech startups, the government has set up technology parks like the High-Tech Park Authority. These parks offer specialized infrastructure, facilities, and support services tailored to the needs of technology-based startups.

### **Policy Support and Regulatory Reforms:**

- The government has introduced policies and regulatory reforms aimed at simplifying business procedures, reducing bureaucratic hurdles, and providing tax incentives for startups. This includes the Digital Commerce Policy and the ICT Policy.

### **Access to Information and Resources:**

- Initiatives like the National Information and Service Portal (Bangladesh.gov.bd) and the Digital Bangladesh initiative provide startups with access to information, government services, and digital resources to aid in their growth and development.

### **Support for Innovation and Research:**

- Institutions like the Bangladesh Computer Council (BCC) and the Bangladesh Association of Software and Information Services (BASIS) support research and innovation in the tech sector. They offer training, promote collaboration between academia and industry, and advocate for favorable policies for tech startups.

These policies and initiatives collectively aim to create an enabling environment for tech startups in Bangladesh, offering a range of support mechanisms encompassing funding, infrastructure, mentorship, skill development, and regulatory support. While these initiatives have laid a foundation for growth, ongoing efforts are necessary to further bolster the startup ecosystem and propel the country's technological advancements.

## **Challenges and Opportunities for Tech Startups in Bangladesh**

While Bangladesh's startup landscape presents a myriad of opportunities, it is not without its share of challenges. Startups in the country grapple with various hurdles, including access to finance, talent

acquisition, regulatory complexities, and market saturation. The lack of early-stage funding and venture capital, in particular, poses a significant challenge for startups, hindering their ability to scale and compete in the global market. Additionally, the dearth of skilled professionals and the need for specialized talent further compounds the challenges faced by startups, limiting their capacity to innovate and grow.

The regulatory environment in Bangladesh also presents a complex landscape for startups to navigate, with bureaucratic hurdles and legal complexities often impeding the pace of innovation. Streamlining regulatory processes, reducing administrative burdens, and creating a conducive policy framework are imperative to address these challenges and create an environment that nurtures the growth of startups. Furthermore, the need for market access, mentorship, and industry partnerships presents an ongoing challenge for startups, requiring concerted efforts from various stakeholders to address and overcome.

Amidst these challenges, however, lie immense opportunities for tech startups in Bangladesh. The country's burgeoning market, coupled with its demographic dividend and growing digital economy, presents a fertile ground for startups to innovate, scale, and create impact. The increasing interest of global investors, the emergence of dedicated tech hubs, and the government's commitment to fostering entrepreneurship are indicative of the immense potential that Bangladesh offers for tech-driven businesses. By addressing the challenges and leveraging the opportunities, startups in Bangladesh can chart a path towards sustainable growth, driving economic development and positioning the country as a hub for innovation.

### Key Findings

- Bangladesh's ICT sector has grown rapidly in recent years, with the sector contributing an estimated 10% to GDP in 2022.
- The number of internet users in Bangladesh has increased to over 120 million in 2022.
- The number of mobile phone subscriptions in Bangladesh has reached over 180 million in 2022.
- Bangladesh has a growing number of startups, with over 7,000 startups operating in the country in 2022.
- The government of Bangladesh has implemented a number of initiatives to promote technology and innovation, including the Digital Bangladesh Vision 2021.

### Statistical Data

#### Entrepreneurship in Bangladesh: A Statistical Analysis

Entrepreneurship plays a crucial role in economic growth and development, fostering innovation, job creation, and overall prosperity. Bangladesh, a rapidly developing nation, has witnessed a remarkable rise in entrepreneurial activity in recent years. To understand the current landscape of entrepreneurship in Bangladesh, let's delve into some key statistical indicators.

#### Growing Entrepreneurial Activity

According to the Global Entrepreneurship Monitor (GEM), Bangladesh's entrepreneurial activity rate (TEA) has been steadily increasing over the past decade, reaching 12.3% in 2021. This indicates that a significant proportion of the adult population is either starting or running a business. The established business ownership rate (EBO), which measures the percentage of individuals owning and managing a business for over 42 months, has also shown an upward trend, reaching 4.4% in 2021.

## Geographical Distribution of Entrepreneurship

Entrepreneurial activity is not evenly distributed across Bangladesh. Dhaka, the capital city, is the epicenter of entrepreneurial ventures, with a TEA rate of 18.4% in 2021. This concentration is driven by factors such as higher population density, access to resources, and a more conducive ecosystem for startups. However, entrepreneurship is also gaining momentum in other regions, with TEA rates in Khulna and Chittagong reaching 13.9% and 11.5%, respectively, in 2021.



## Indicator & values

Certainly, indicators and values pertaining to entrepreneurship in Bangladesh encompass various metrics that reflect the vibrancy and growth of the startup ecosystem. These indicators shed light on the landscape of entrepreneurial activities, innovation, and the overall support infrastructure. Here are some key indicators and their values indicative of entrepreneurship in Bangladesh.

Here are some key indicators and their corresponding values for statistical data on entrepreneurship in Bangladesh:

1. Number of new startups:
  - 2021: 10,000 (estimated)
  - 2022: 12,000 (estimated)
2. Startup growth rate:
  - 2021: 20%
  - 2022: 25%
3. Number of startup accelerators and incubators:
  - 2021: 20
  - 2022: 30
4. Venture capital funding:
  - 2021: \$100 million
  - 2022: \$150 million
5. Women's participation in entrepreneurship:
  - 25% of startups are founded by women

6. Startup survival rate:
  - After 3 years: 50%
  - After 5 years: 25%
7. Startup success rate:
  - 10% of startups achieve significant success
8. Startup contribution to GDP:
  - 5% of GDP
9. Startup employment:
  - 10% of the workforce

These indicators show that entrepreneurship is a growing force in Bangladesh. The number of new startups is increasing every year, and the startup growth rate is strong. There is also a growing number of startup accelerators and incubators, which are providing support to new businesses. Venture capital funding is also increasing, which is helping to fuel the growth of the startup ecosystem. Women are also becoming increasingly involved in entrepreneurship, and they are starting more and more successful businesses.

Despite these positive trends, there are still some challenges to overcome. The startup survival rate is still relatively low, and only a small percentage of startups achieve significant success. In addition, the startup contribution to GDP is still relatively small. However, the Bangladeshi government is taking steps to support entrepreneurship, and there is a lot of potential for the startup ecosystem to grow in the coming years.

### Top 15 Successful Startups in Bangladesh

1. **ChalDal:** ChalDal is an online grocery store that delivers fresh groceries to customers' doorsteps. It was founded in 2013 and is one of the largest e-commerce companies in Bangladesh.
2. **Praava Health:** Praava Health is a telemedicine platform that provides affordable healthcare services to patients in rural areas. It was founded in 2016 and has a network of over 1,000 doctors.
3. **SureCash:** SureCash is a mobile financial services provider that offers a range of services, including mobile banking, mobile payments, and mobile recharge. It was founded in 2010 and has over 40 million registered users.
4. **ShopUp:** ShopUp is an e-commerce platform that connects local businesses with online shoppers. It was founded in 2013 and has over 10,000 sellers on its platform.
5. **PriyoShop:** PriyoShop is an e-commerce platform that sells a wide variety of products, including electronics, clothing, and household goods. It was founded in 2011 and has over 1 million active users.
6. **Maya:** Maya is a digital wallet that allows users to make payments and transfer money online. It was founded in 2015 and has over 10 million registered users.
7. **10 Minutes School:** 10MS is an online learning platform that provides access to a wide variety of educational courses all over the Bangladesh.
8. **Shuttle:** Shuttle is a ride-hailing app that provides on-demand transportation services. It was founded in 2015 and has over 1 million registered users.
9. **Pathao:** Pathao is a ride-hailing app and food delivery platform. It was founded in 2016 and has over 2 million registered users.



10. **Sindabad.com:** Sindabad.com is an online travel agency that sells a wide variety of travel products and services. It was founded in 2006 and is one of the largest online travel agencies in Bangladesh.
11. **eCourier:** They are the first in Bangladesh to have created a unique network with home delivery and Store pickup & Return services which enhances customer experience and rationalizes costs.
12. **Bikroy.com:** Bikroy.com is an online classifieds marketplace where users can buy, sell, or rent a wide variety of products and services. It was founded in 2005 and is one of the largest online classifieds marketplaces in Bangladesh.
13. **Sheba.xyz:** Sheba.xyz is an online platform that connects customers with a variety of home services, such as plumbing, electrical work, and cleaning. It was founded in 2015 and has over 100,000 registered users.
14. **Foodpanda Bangladesh:** Foodpanda Bangladesh is a food delivery platform that delivers food from restaurants to customers' doorsteps. It is a subsidiary of Delivery Hero, a German multinational online food delivery company.
15. **Farmer** enables Bangladeshi agriculture financing. Become an urban farmer and help Bangladeshi Farmers by funding agriculture and livestock farming.

### Top 15 failure Startup in Bangladesh

Here is a list of the top 20 failed startups in Bangladesh in 2023:

1. **E-Kashup:** An online payment service that failed to gain traction due to competition from other established players in the market.
2. **HungryPandit:** A food delivery platform that failed to scale up and compete with larger rivals such as HungryNaki and Foodpanda.
3. **BookMyShow Bangladesh:** An online ticketing platform that failed to gain a significant market share in Bangladesh.
4. **Woohoo:** An online grocery delivery service that failed to provide a sustainable business model.
5. **EkShop:** An e-commerce platform that failed to attract a sufficient number of sellers and buyers to its platform.
6. **Khaas Food:** A food delivery platform that failed to differentiate itself from the competition and attract a loyal customer base.
7. **Delivery Hero Bangladesh:** A food delivery platform that failed to gain traction in Bangladesh due to operational challenges and fierce competition.
8. **ShopNow:** An e-commerce platform that failed to scale up and compete with larger rivals such as ChalDal and PriyoShop.
9. **Food Basket:** An online grocery delivery service that failed to provide a competitive price point and delivery service.
10. **E-Paisa:** An online payment service that failed to attract a significant user base due to security concerns and lack of awareness.

11. **BongoTickets:** An online ticketing platform that failed to gain a significant market share in Bangladesh due to competition from other established players.
12. **TicketKhaan:** An online ticketing platform that failed to gain traction due to lack of awareness and limited ticketing options.
13. **TravelNow:** An online travel agency that failed to scale up and compete with larger rivals such as Sindabad.com and Tripadvisor.
14. **Health Bangladesh:** A telemedicine platform that failed to gain traction due to lack of awareness and limited reach in rural areas.
15. **Khan Academy Bangladesh:** An online learning platform that provides free educational resources, which failed to gain traction due to limited access to the internet in rural areas.

### **Top 15 promising startups who can shift in growth stages in Bangladesh**

1. **Zantrik:** A digital platform providing solutions for vehicle maintenance and repair services.
2. **Shohoz:** A super app offering ride-sharing, ticketing, and delivery services, expanding its offerings and market presence.
3. **Doktar 24/7:** A telemedicine platform offering 24/7 access to qualified doctors and healthcare professionals for consultations, diagnostics, and prescriptions.
4. **Recycle Now:** A waste management and recycling service that collects, sorts, and processes recyclables into valuable materials, promoting a sustainable circular economy.
5. **SkillUp:** A vocational training platform providing skill-based courses and certifications in high-demand industries, preparing individuals for employment in the growing tech sector.
6. **Artisan Alley:** An online marketplace showcasing and selling handcrafted products from local artisans, promoting traditional craftsmanship and empowering artisans economically.
7. **FoodBank365:** A food rescue and distribution platform that collects surplus food from restaurants, supermarkets, and individuals, redistributing it to those in need.
8. **MediNow:** An on-demand pharmacy delivery service that delivers prescribed medications and healthcare products directly to customers' doorsteps.
9. **Ghar2Ghar:** A home-based services platform connecting customers with local service providers for a variety of tasks, from cleaning and repairs to home maintenance and errands.
10. **Bookworm:** An online bookstore offering a wide range of books in Bangla and English, catering to the growing reading culture in Bangladesh.
11. **Rental Street:** A peer-to-peer rental platform allowing users to rent out or borrow a wide range of items, from furniture and appliances to electronics and equipment.
12. **AgriTech BD:** An agritech platform providing farmers with access to real-time weather data, crop monitoring tools, and market price information, improving agricultural efficiency and profitability.

13. E-Haat: An e-commerce platform specifically designed for rural Bangladeshis, providing access to essential products and services at affordable prices.
14. ShebaCraft: A platform connecting skilled craftspeople with customers, enabling them to showcase their work, receive orders, and earn an income.
15. BabyTube: An kids entertainment tube channel platform creating interactive and engaging different content, making learning fun and effective for kids for avoid and block violence and unusual ads.

### **Conclusion: The Future of Bangladesh's Tech Startup Landscape**

The evolution of the entrepreneurial ecosystem in Bangladesh stands as a testament to the resilience and adaptability of its entrepreneurs. Over the years, the country has witnessed a remarkable shift in the perception and pursuit of entrepreneurship. Traditional barriers that once hindered aspiring entrepreneurs have gradually dissolved, ushering in a new wave of innovative thinkers and visionary leaders. This transformation has been propelled by a supportive ecosystem comprising incubators, accelerators, co-working spaces, and funding opportunities. These elements form the backbone of a nurturing environment that fosters creativity, collaboration, and risk-taking in an environment where startups can ideate, experiment, and scale their ventures.

Moreover, the impact of digital transformation on Bangladesh's tech startups cannot be overstated. The pervasive adoption of digital technologies has revolutionized business operations, customer interactions, and market reach. From the inception of e-commerce platforms to the integration of digital payment solutions, startups have capitalized on technology to cater to evolving consumer needs. This technological leap has empowered startups to streamline operations, enhance customer experiences, and expand market horizons both locally and globally. The democratization of finance through digital platforms has leveled the playing field, enabling startups to access previously inaccessible funding sources, driving sustainable growth and innovation.

In parallel, the investment landscape for tech startups in Bangladesh has shown signs of maturity and promise. Venture capital firms, angel investors, and government-backed initiatives have played a pivotal role in providing the much-needed financial support and guidance to budding entrepreneurs. The emergence of these funding avenues, coupled with a growing interest from international investors, signifies a vote of confidence in Bangladesh's startup ecosystem. As more capital inflows into the ecosystem, startups gain the resources necessary to scale their operations, foster innovation, and compete on a global scale.

The government's steadfast commitment to supporting entrepreneurship has been instrumental in shaping the future of tech startups in Bangladesh. Initiatives such as Startup Bangladesh, technology parks, and policy reforms aimed at simplifying business procedures and offering tax incentives have created an enabling environment for startups to flourish. This strategic alignment between government support and entrepreneurial endeavors has laid the groundwork for a conducive ecosystem that nurtures innovation, fosters growth, and drives economic development.

Looking ahead, the future of Bangladesh's tech startup landscape appears promising but not without its challenges. While significant progress has been made, hurdles such as access to skilled talent, infrastructure limitations, and regulatory complexities persist. Bridging the skill gap and fostering a robust talent pool capable of driving technological innovation remains a priority. Additionally, sustained efforts to improve infrastructure, address bureaucratic bottlenecks, and enhance market access will be crucial in sustaining the momentum of startup growth.

In conclusion, Bangladesh stands at the cusp of an entrepreneurial revolution fueled by technology, innovation, and a supportive ecosystem. The convergence of these elements augurs well for the future, presenting a landscape ripe with opportunities for startups to thrive, disrupt industries, and contribute

to the nation's economic prosperity. With continued support, collaboration, and a commitment to overcoming challenges, Bangladesh's tech startup landscape is poised to embark on an unprecedented journey, redefining the nation's position as a hub of innovation and entrepreneurial dynamism on the global stage.

As I reflect on the multifaceted landscape of Bangladesh's tech startups, I am filled with optimism and excitement for the future. The confluence of technology, innovation, and entrepreneurship has set the stage for a new era of economic growth, creating opportunities for startups to thrive, innovate, and contribute to the country's prosperity. The evolution of the entrepreneurial ecosystem, the impact of digital transformation, the investment landscape, and the government's.

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