

BINIYOG BRIDDHI

INVESTOR DEALBOOK

FEBRUARY 2025

ABOUT BINIYOG BRIDDHI

Biniyog Briddhi is a multi-year Private Sector Engagement (PSE) between the Embassy of Switzerland in Bangladesh, Roots of Impact, LightCastle Partners and other stakeholders, including investors, private sector organizations, incubators, and support organizations for impact enterprises.

Key Pillars of Biniyog Briddhi

CAPACITY BUILDING

Pillar 1: Incubators, accelerators and impact entrepreneurs receive targeted capacity building to increase investment readiness and strengthen impact management.

CATALYTIC FUNDING

Pillar 2: Impact entrepreneurs and investors benefit from suitable and attractive forms of capital by using catalytic finance that monetizes impact.

ADVOCACY

Pillar 3: Policymakers and advocates receive fresh ideas to create a more favorable framework for impact and mobilize more capital for the benefit of impact entrepreneurs.

KNOWLEDGE MANAGEMENT

Pillar 4: Create and disseminate lessons-learned to support sustainable ecosystem growth.

Program Partners



The Embassy of Switzerland in Bangladesh focuses on its engagement in economic development, more efficient local government and contributing to improving living conditions for poor and disadvantaged sections of the population



Roots of Impact is a manager of catalytic capital. As a pioneer in Impact-Linked Finance, we believe in aligning capital with incentives to drive change for people and the planet. Our mission is to empower entrepreneurs to achieve impact at scale by managing innovative funds, providing quality advisory and education, and building the field for Impact-Linked Finance.



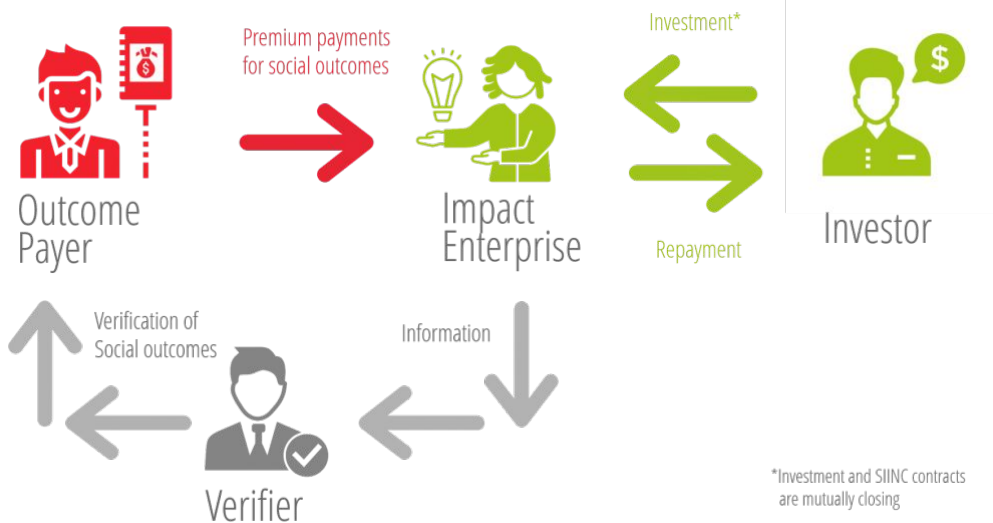
LightCastle Partners creates data-driven opportunities for growth and impact. LCP consults and collaborates with development partners, public sector and private organizations to promote inclusive economic growth.

ABOUT CATALYTIC FUNDING

Biniyog Briddhi offers a chance to apply for catalytic funding to impact enterprises who are looking to grow and scale their operations. It opens up exciting opportunities for investors to engage with enterprises capable of both creating and measuring their impact. Since 2020, 16 impact enterprises have collaborated with Biniyog Briddhi. The programme offers two possible forms of support that impact enterprises can apply for - Social Impact Incentive and Impact Ready Matching Fund.

SOCIAL IMPACT INCENTIVES (SIINC)

The Social Impact Incentives (SIINC) rewards high-impact enterprises with premium payments (up to USD 250K) based on the social outcomes that they generate. The core objective is to incentivize the impact and increase the enterprise's profitability and attractiveness for investors.



THE IMPACT READY MATCHING FUND (IRMF)

The Impact Ready Matching Fund (IRMF) is non-repayable funding (up to USD 100K) that will match seed investment 1:1 for early-stage impact enterprises rewarded for building up their impact management systems.



Portfolio of Impact Enterprises



Shuttle
IRMF 2020

Shuttle is a mass-transit startup based in Bangladesh that provides safe transportation at an affordable price by moving more people (and women safely) with fewer vehicles and caters to both B2B & B2C customers.



Apon
Bazaar
SIINC 2020

Apon Bazaar is an omnichannel marketplace that primarily operates discount stores inside large factories in Bangladesh, catering to low-wage factory workers with instant credit, discounts, and free health insurance.



SOLshare
IRMF 2020

SOLshare is an energy-tech company providing ICT-based services in clean energy, energy efficiency, and e-mobility in rural and urban areas of Bangladesh.



HelloTask
IRMF 2020

HelloTask is an app-based reliable domestic service helper-sourcing platform that instantly connects verified maids to users.



iPAGE
IRMF 2020

iPAGE is an agri-tech service enterprise aiming to revolutionize the agricultural industry of the global south using precision tech, data, and AI.



iFarmer
SIINC 2021

iFarmer is a full-stack agri-tech startup enabling small-scale farmers and Agri Businesses to maximize profit through end-to-end supply chain support and a digital financing platform.

Portfolio of Impact Enterprises

Light of Hope

Light of Hope

IRMF 2021

Light of Hope Ltd. is a learning company that combines offline and online learning to teach 21st-century skills to children.

RR Reverse Resources

Reverse Resources

IRMF 2021

Reverse Resources is a recycle-tech SaaS platform focused on closing the loop for production leftovers working with global fashion brands, garment suppliers, and recycling partners.

Agroshift

Agroshift

IRMF 2022

Agroshift is an agri-marketplace startup that helps farmers directly sell farm produce to businesses and low-income consumers through a tech-enabled supply chain.

WEGRO

WeGro

IRMF 2022

WeGro is an impact focused agri-tech startup working to integrate agriculture resources: capital, skills, input, market access & data through technology integration to empower farmers.

A TEC

A TEC

IRMF 2023

A TEC Bangladesh is an international social enterprise delivering scalable clean cooking technology to households in Bangladesh, Cambodia, Australia and Singapore. A TEC Modern Biogas turns cow manure into safe and clean cooking gas and organic fertilizer for crops.

CMED
Connecting People, Saving Lives

CMED Health

SIINC 2023

CMED Health is an AI-based healthcare startup that aims to assess people's health vitals over time in their living, working, and playing environments to promote preventive healthcare and increase productivity.

Portfolio of Impact Enterprises



Hishabee
IRMF 2024

Hishabee is Bangladesh's leading platform for 7M under-banked mom-and-pop shops to digitise their business and connect to digital financial services.



InsureCow
IRMF 2024

InsureCow provides a technology-driven cattle insurance platform, bridging farmers with financial institutions and stakeholders to ensure access to finance and tailored insurance services.



Shomvob
IRMF 2024

Shomvob Technologies is a B2B job-tech platform in Bangladesh, connecting blue and silver-collar job seekers with employers through a digital ecosystem that streamlines hiring, reduces costs, and improves transparency.



MedEasy
SIINC 2024

MedEasy is a platform app where people can upload their prescriptions and get their medicine delivered within 24 hours. They also provide video consultations with 100+ doctors through their app and home diagnostic tests in partnership with other companies.



IRMF

Impact Enterprises



INSURECOW



insurecow.com



FOUNDERS



Tasvir A. Faheem
Co-Founder & CEO

23+ years of international experience, and expertise in strategic planning, finance management and investor relations



Nurunnassa Choudhury
Co-Founder & COO

22+ years in software development, IT operations, and project management



Lars Gehrman
Co-Founder & Chairman

23+ years of experience in Venture building, inclusive insurance and financial inclusion.

AWARDS & RECOGNITION



INCEPTION YEAR

2022

SECTOR

Agriculture

FUNDING RAISED

USD 344 K



InsureCow – Enhancing Financial Inclusion

InsureCow provides a technology-driven cattle insurance platform, bridging farmers with financial institutions and stakeholders to ensure access to finance and tailored insurance services.

CORE PRODUCTS/SERVICES

- Cattle Identification Service
- Insurance Platform
- Financial Inclusion Service
- Farm Management Tools

FUNDING RAISED (Up to Oct 2024)

- USD 8 K – *IDEA*
- USD 35 K – *BYLC*
- USD 53 K – *Liq Ventures*
- USD 53 K – *Tenity*
- USD 195K – *BMMDP*

TRACTION (Up to June 2024)

- Net Revenue : USD 296 K (ex rate 120)
- Registered Livestock: 11099
- Registered Farms and Farmers: 1535

NOTABLE COMPETITION

- Dvara
- Statlogic
- Mooofarm
- Animall

COMPETITIVE ADVANTAGE

- End-to-End Service
- Advanced AI and Digital Twin Technology
- Globally Scalable Model
- Diverse Team (Business, Tech, Insurance, Dairy Experts)

IMPACT

- 28% of beneficiaries are women, enhancing gender equality
- Zero fraudulent claim with tamper-proof cattle ID
- 30% increase in profitability, boosting farmer incomes
- Fostered economic resilience & growth in rural communities.

SHOMVOB



shomvob.co

IRMF
2024

FOUNDERS



Rifad Hossain
Chief Executive Officer

8+ years of experience in the FMCG, retail, and logistics industries



Naqib Muhammad Faiyaz
Chief Technical Officer

10+ years experience in digital product development and tech infrastructure building.



Hasibur Rahman
Chief Operating Officer

Extensive experience working with large-scale populations for distribution and logistics

AWARDS & RECOGNITION



INCEPTION YEAR

2022

SECTOR

Jobtech

FUNDING RAISED

USD 1.8 Mn



Shomvob Technologies Limited — Empowering Employment Through Innovation

Shomvob Technologies is a B2B job-tech platform in Bangladesh, connecting blue and silver-collar job seekers with employers through a digital ecosystem that streamlines hiring, reduces costs, and improves transparency.

CORE PRODUCTS/SERVICES

- Jobsite - SaaS
- Staffing solution
- Payroll management

FUNDING RAISED

- Pre Seed: USD 1 Mn (Cocoon Capital, Gates Foundation) - May 2024
- Seed - ongoing (unannounced): USD 800K raised from two European VCs

TRACTION

- 1.2 Mn+ user base
- 2.5 Mn+ job application processed, 20K+ jobs secured
- 250K+ monthly active users

NOTABLE COMPETITION

- E-zone
- Talent centric
- Enroute
- Local brokers/ agents

COMPETITIVE ADVANTAGE

- Integrated B2B fintech and HR tech platform for jobsite, recruitment, staffing and payroll management

IMPACT

- Offered job opportunities for 20K+ low income people
- 5K+ low income women were placed for meaningful job opportunities
- 50K+ people are trained (both online and offline) for employment

HISHABEE



hishabee.io

IRMF
2024

INCEPTION YEAR
2021

SECTOR
Fintech

FUNDING RAISED
USD 500 K



FOUNDERS



Rakin Savi
Founder & CEO

2x founder, 8+ years exp in supply chain ops, healthtech, property tech.



Zahin Juvi
Chief Marketing Officer

8+ years exp in sales, marketing and fintech.



Ratul Tazul
Chief Technology Officer

7+ years exp in building scalable tech in 5 different verticals.

AWARDS & RECOGNITION



Hishabee Technologies Limited – Financing Underserved Retailers

Bangladesh's #1 platform for 7M under-banked mom-and-pop shops to digitise their business and connect to digital financial services

CORE PRODUCTS/SERVICES

- Digital Record-Keeping (Retailers)
- Digital Record-Keeping (Distributors)
- Inventory Financing for Retailers

FUNDING RAISED

- Accelerating Asia - USD 100 K
- nVentures - USD 100 K
- Selise - USD 200 K

TRACTION

- 320,000+ Registered Businesses on our platform
- Financing GTV growing at 20% week over week
- \$350,000+ in Annualized Revenue

NOTABLE COMPETITION

- sManager (Record-keeping)
- Tally Khata (Record-keeping)
- Shop Up (Financing)

COMPETITIVE ADVANTAGE

- Vast network of retailers and distributors
- Alternative Credit Scoring and Digital EKYC
- Extremely Asset Light Inventory Backed Financing

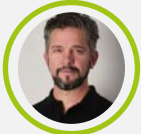
IMPACT

- Helped 900 underbanked retailers Access finance
- Build plug n play pathway for banks to directly finance retailers
- Helped process \$0.25M in financing.
- Improved retailers quality of life, resilience and profitability

ATEC


atecglobal.io


FOUNDERS



Ben Jeffreys
CEO

17 years experience in managing teams across social enterprise, international development and corporate sectors.



Shuvashish Bhowmick
Country Director, Bangladesh

17+ years of leadership experience, driving organisational growth and development within local and multinational companies.

AWARDS & RECOGNITION



INCEPTION YEAR
2016

SECTOR
Clean Energy

FUNDING RAISED
USD 8 Mn+



ATEC – Solving clean cooking & climate change through disruptive technology.

ATEC is headquartered in Australia that provides clean cooking solutions to rural, semi-rural, and urban households. ATEC is operational currently in 10 countries of Asia and Africa. ATEC assembles, distributes and finances modern energy Tier 5 cooking devices: electromagnetic induction stoves (branded 'eCook') and biodigesters (branded 'ATEC Bio') to low-income communities.

CORE PRODUCTS/SERVICES

- eCook



- Biodigester



FUNDING RAISED

- USD 8M+ till date through grants from DFAT BPP, DGBP-iDE, WE4F, GSMA [eCook the App], ACIDI/VOCA, MECS, Oil Sustainability Program (OSP) etc.
- USD 3.7M Series A investment which includes the investment of Schneider Electric Energy Access Asia (SEEA) & Spark+ Africa Fund, DRW, Save the Children Australia Impact Investment Fund

TRACTION

- ATEC revenue FY 23/24: \$1,438,572
- Revenue Growth is more than 10%
- ATEC capital fundraised to date \$8,935,833

NOTABLE COMPETITION

- In the current market, there are no such products which has such innovation like dMRV technology with gold standard certification, carbon financing and paying women money for cooking. So all these features have made ATEC products unique

COMPETITIVE ADVANTAGE

- Subsidised eCook with carbon financing and paying users money for cooking
- Tier 5 technology with 92% efficiency
- dMRV technology with Gold Standard Certification
- Live data and eCook version 3 with upgraded technology and features

IMPACT

Below are some global impacts of ATEC:

- Households with reduced air pollution: 15,038
- GHG avoided per year: 42,949 tonnes
- Net income increase per year: USD 625,070
- Jobs Created: Almost 100
- People with access to clean energy: 79,701

AGROSHIFT



agroshift.com

IRMF
2022

INCEPTION YEAR

2022

SECTOR

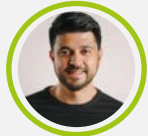
Agri
Marketplace

FUNDING RAISED

USD 2 Mn

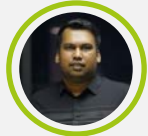


FOUNDERS



Qazi Bouland
Co-Founder & CEO

14+ years of global cross-domain experience in Europe and South Asia



Diptha Saha
Co-Founder

4+ years of agri-business experience in RMG and agritech



Rameez Hoque
Co-Founder

11+ years experience in building tech solutions & enterprise software

AWARDS & RECOGNITION



STITCH FOR RMG
GLOBAL INNOVATION CHALLENGE



Agroshift – Re-imagining the agricultural supply chain

Agroshift is an agri-commerce platform in Bangladesh that connects farmers, agri-processors, and consumers through a streamlined supply chain. It leverages digital demand aggregation, micro-fulfillment, and direct market access to provide affordable groceries to low-income consumers while improving incomes for agri-producers.

CORE PRODUCTS/SERVICES

- Community bulk buying solution for factory workers.
- Micro-logistics network for supply chain.
- Demand-driven procurement directly from agri-producers-farmers, traders and processors.
- Sourcing of raw agri products (e.g. paddy, lentil) to agri-processors

FUNDING RAISED

- USD 2Mn raised from Shorooq Partners, Anchorless Bangladesh, ADB Ventures, Julian Shapiro (founder of Demand Curve), Ratio Ventures, Sketchnote Partners, and Sabr Capital.
- Received grant from Stitch for RMG program.

TRACTION

- Annualized GMV = USD 13.2Mn | Orders LTM = 505K.
- YoY Rev Growth = 32% .
- LTM = Oct'23 → Oct'24.

NOTABLE COMPETITION

- *iFarmer* – an Agri-fintech startup connecting small holder farmers with retail investors solving the challenge for access to finance.
- *Apon Bazaar* – An omni channel marketplace of affordable products and services for Industrial workers in Bangladesh.

COMPETITIVE ADVANTAGE

- Creating own demand channel, in turn, having better control over price and volume.
- Micro-logistics network is reducing cost and food wastage.
- A massive demand pool enables bulk buying from the farmer.

IMPACT

- Consumers (factory workers) get daily commodities at a 15%-20% lower price than the nearby retail market.
- Farmers get 5%-15% better price than the market price.

WEGRO



wegro.global

IRMF
2022

INCEPTION YEAR

2021

SECTOR

Agriculture

FUNDING RAISED

USD 1.3 Mn



FOUNDERS



Md Mahmudur Rahman
Co-Founder & CEO

6 years experience in Trade Marketing and Supply Chain



Md. Alvi Rahman
Chief Of Staff

5+ years experience in FMCG, retail and e-commerce

AWARDS & RECOGNITION



WeGro - A platform to invest in agri value chain

WeGro Technologies Ltd is a Bangladeshi agritech startup working towards revolutionizing the archaic agriculture industry by integrating the latest technology in all aspects of the agri supply chain. WeGro facilitates access to finance, quality inputs, market and data for Bangladeshi farmers.

CORE PRODUCTS/SERVICES

- Providing access to finance to farmers by digitally connecting retail and institutional financing opportunities.
- Providing access to input by facilitating quality input supplies directly from suppliers.
- Connecting smallholder farmers directly to the end market to sell their produce.

FUNDING RAISED

- Major Investors – SAFE Note from Accelerating Asia (USD 100K), USD 1 million+ in international angel syndicates with background in finance and capital markets.
- Early stage support from ICT Division iDEA project.

TRACTION

- Project Financed: USD 7.2 Mn (BDT ~789 Mn)
- Farmers Impacted: 5,500+
- Returns Reimbursed: USD 3.6 Mn (BDT 400 Mn)
- Financiers Onboarded: 890+ including 6 Commercial Banks
- Agricultural Yield Marketed: USD 2.2 Mn (BDT ~241 Mn)

NOTABLE COMPETITION

- *iFarmer* – an Agri-fintech startup connecting small holder farmers with retail investors solving the challenge for access to finance.
- Microfinance institutions with a focus on agri-financing.

COMPETITIVE ADVANTAGE

- Facilitating agricultural input to farmers, ensure vaccination, insurance, monitoring, training and eventually access to partner merchants.
- Supporting farmers to have access to institutional financing and projects are operated by principles compliant to Shariah guidelines.

IMPACT

- Income Uplift: 1.3x increase for farmers
- Empowering Female Farmers: 21% of farmers are women-financed.
- Reduced Dependency on Middlemen: 25% reduction in middlemen involvement
- Faster Loan Disbursement: 60% quicker processing times

LIGHT OF HOPE

Light of Hope

lightofhopebd.com

IRMF
2021

INCEPTION YEAR

2017

SECTOR

Education

FUNDING RAISED

USD 250K+



FOUNDERS



Waliullah Bhuiyan
Co-Founder & CEO

12+ years professional experience in education sector



Fakhru Alam
CMO

10+ years experience in marketing, event management and branding

AWARDS & RECOGNITION



**UNILEVER
YOUNG
ENTREPRENEURS
AWARDS**

Light of Hope – a Learning Ecosystem to develop future skills for children

Light of Hope Ltd. is a private limited company that produces learning products. They offer creative courses for children and train teachers and parents. Their goal is to form a complete ecosystem to cater to children from 3-12 years old. This ecosystem helps develop children's creativity, critical thinking, empathy, and values to prepare them for the future.

CORE PRODUCTS/SERVICES

- Kids Time: After-school brand offering creative courses for children. Launched the franchise model to scale.
- Goofi: Developing learning products and content.
- Teachers Time: Learning platform for teachers and parents.

FUNDING RAISED

- Raised Total USD 250K+.
- Pre-seed round in 2021
- Self-funded and bootstrapped.

TRACTION

- Has generated USD 2Mn Revenue with monthly recurring revenue of USD 40K; Currently operationally Break-even.
- Has a paid customer base of 50,000+.
- 10+ B2B partnerships and clients.

NOTABLE COMPETITION

- Aloha – an international afterschool education platform.
- Local SMEs and Non-profits are working in early grade education level in certain focus areas.

COMPETITIVE ADVANTAGE

- Reputed brands, characters, IPs and Retail Presence.
- Highly researched products with good learning outcomes.
- Strong local and international partnerships.

IMPACT

- Quality education and learning for 300,000+ children, developing their creativity and values from early childhood.
- Employment of 300+ female students, teachers and artisans.

REVERSE RESOURCES



reverseresources.net



FOUNDERS



Ann Runnel Founder & CEO

10+ years experience with circular economy and eco-innovation textile industry research



Nin Castle Co-founder, Community Lead

8+ years of experience and currently leading collaboration projects across Europe, Asia and Africa

AWARDS & RECOGNITION



Co-funded by the
European Union



Global Change Award
AN INNOVATION CHALLENGE
BY H&M FOUNDATION

INCEPTION YEAR

2014

SECTOR

Recycle-Tech

FUNDING RAISED

USD 4.98 Mn



Reverse Resources – Platform for Mapping and Tracking of Textile Waste

Reverse Resources is a tracking and trading platform for textile waste, providing 360-degree transparency of the waste flows. Their mission is to help fashion brands reduce the use of virgin materials with recycled materials reducing fashion waste.

CORE PRODUCTS/SERVICES

- SaaS platform for large global fashion brands, recyclers, and waste suppliers.
- Connecting textile waste with textile-to-textile recycling and provide data and insight for efficiency and cost reduction of recycling.

FUNDING RAISED

- Total Raised: USD 4.98 Mn from angels, Global Change Award, and Estonian Governmental Ministry.
- USD 1.45 Mn raised from private equity investors from 2016 until 2024;
- USD 3.53 Mn raised from grants, awards since 2016 until 2024.

TRACTION

- Partnered with 20 large brands paying subscription fee (including H&M, C&A, Kmart, etc).
- 1,189 textile and garment production facilities registered in the Platform across the globe.
- 27,338 tonnes of waste traced to recycling since January 2021.

NOTABLE COMPETITION

- Has indirect competition in the market, the general waste trading marketplaces with no focus on recyclable textiles.

COMPETITIVE ADVANTAGE

- Disrupting the business case of textile waste traders, but keeping them interested to collaborate.
- Win-win business case to all 4 stakeholders involved on the platform.
- Network effect created between largest global brands already first in the market.

IMPACT

- Bringing down the cost of textile-to-textile recycling and supporting the scale-up of circular economy.
- Tracing and directing waste to recycling, reducing emission of 215,021,189 CO₂ eq kgs and 52,328 million liters of water.
- Support improving working conditions of +380 people by introducing due diligence processes among waste handlers.

HELLOTASK



hellotask.app

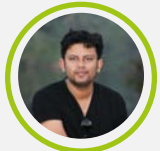


FOUNDERS



Mehedi Shoron Co-Founder & CEO

5+ years experience in startup R&D, marketing and operations



Mahmudul Hasan Likhon Co-founder & CIO

6+ years experience in development sector and impact management

AWARDS & RECOGNITION



INCEPTION YEAR

2020

SECTOR

Jobtech

FUNDING RAISED

USD 800K+



HelloTask – Unlocking Job Opportunities for 1 Billion Left-out Informal Workers

HelloTask is a multi-channel job platform that enables digital access to searching jobs for millions of informal workers without internet connectivity due to not having smartphones. The platform connects verified and skilled domestic workers with analog feature phones to employers in real-time and helps them get 3x jobs with higher income opportunities and digital finance.

CORE PRODUCTS/SERVICES

- Primary target workers – 2Mn domestic workers in Dhaka.
- Households can hire domestic helpers on an hourly and monthly basis.
- Workers can find jobs online using analog feature phones.
- Building a B2B job platform for all segments of blue-collar workers in 2025.

FUNDING RAISED

- Raised USD 600K+ funding in the form of grants from iDEA Project, Oxfam GB, the World Bank and BIGD, along with equity investment of around USD 400K from Accelerating Asia, Startup Bangladesh Ltd. and angel investors.
- Recently closed USD 200K+ grant from USAID MSP program.

TRACTION

- 6K+ registered domestic helpers on the platform.
- 100K+ registered users.
- 600K+ jobs completed.
- USD 1.5 Mn jobs created for the workers.

NOTABLE COMPETITION

- Previously Sheba.xyz was a competitor that no longer operates in the same market.
- Job Marketplaces like BDJobs (works with white collar only).
- Caregiving Agencies like Ayat Care, Amar Astha.
- International Players like APNA (Unicorn) in India, Pinternya (Raised USD 14Mn+) in Indonesia.

COMPETITIVE ADVANTAGE

- Unlocked 1Bn Analog Phone users' market through an AI-driven smart IVR technology.
- Has partnership with Oxfam, BRAC and a2i to onboard and train 100K+ domestic workers within 2025.
- First Mover with a strong brand image

IMPACT

- 2x income opportunity and 3x more jobs using analog phones
- Significantly reduced physical (2%) and sexual (0%) harassment incidents through dignified employment.
- Access to training and upskilling opportunities.
- 100% financial inclusion through MFS.

iPAGE



ipageglobal.com

IRMF
2020

FOUNDERS



Mashrur H. Shurid
Chief Executive Officer

10+ years of experience in social development



Mohammad Saifullah Mithu
Chief Operating Officer

11+ years of experience in the social development sector



Imtiaz Hossain Nisat
Chief Technology Officer

12+ years of experience in data systems and software development

AWARDS & RECOGNITION



INCEPTION YEAR

2019

SECTOR

Agriculture

FUNDING RAISED

USD 470K



iPAGE - Climate-smart, agronomic data-platform for farmers and ecosystem actors.

iPAGE boosts small farmers profits and connectivity using farm-level analytics. It utilizes real-time, high-quality data on soil, weather, and historical farming practices using proprietary IoT technologies and generates site, crop, and farmer-specific recommendations for small farmers and targeted customer-leads for B2B partners.

CORE PRODUCTS/SERVICES

- Site & Crop Specific Farm Advisory Service 'Aunkur' for B2C Users (Smallholder farmers)
- Targeted farmer-customer lead for B2B partners (Buyers, Banks, Insurance, Input Retailers, Carbon Market)

FUNDING RAISED

- Angel Round from Mohammad Zaved Akhtar, in 2019
- Expo Live Innovation Fund by the ExpoCity Dubai Group in 2022
- Startup Refinance by the Bangladesh Bank via SJIBL 2023
- Climate Innovation Fund from Sajida Foundation & British Asian Trust 2024

TRACTION

- 23,000+ registered farmers.
- 17 B2B customers [Banks, Buyer, Insurer, Input Retailers]
- USD 20 Mn B2B & B2G Opportunity Created
- USD 20 K MRR and 191% YoY revenue growth

NOTABLE COMPETITION

- CropIn
- KrishiTantra
- Doktor
- AgriSim

COMPETITIVE ADVANTAGE

- 168 Data points of 23K+ farmers.
- 100% in-house technology with seasoned founders and industry professionals in the management.
- 7 IPs and more than 30+ local and global partners, and stakeholders backing iPAGE's journey.

IMPACT

- Farmers' production costs and carbon footprint decreased by 19% and 4.3% per acre annually, with a 35% income boost.
- Input and machine partners saw up to a 20% sales increase, while banking partners saved up to 35% in customer acquisition costs with 52x higher customer accessibility.

SHUTTLE



shuttlebd.com

IRMF
2020

INCEPTION YEAR

2018

SECTOR

Logistics & Mobility

FUNDING RAISED

USD 2.5 Mn+



FOUNDERS



Reyasat Chowdhury
Co-Founder and CEO

6+ years of experience in telco and logistics; Forbes 30 Under 30



Jawwad Jahangir
Co-Founder and COO

6+ years of previous experience as a Marketing entrepreneur; Forbes 30 Under 30



Shah Sufian
Co-Founder and CTO

8+ years of previous experience as an IT entrepreneur

AWARDS & RECOGNITION



Shuttle – Offering Safe and Affordable Transportation

Shuttle is a mass-transit startup based in Bangladesh that provides safe transportation at an affordable price by moving more people with fewer vehicles and caters to both B2B & B2C customers.

CORE PRODUCTS/SERVICES

- An app-based transportation solution for B2B and B2C customers, with special focus on women's transportation.
- Provides the service in minivans and one-stop reliable vehicle rental solution for businesses and individuals.
- Has a dedicated service for women.

TRACTION

- Over 2Mn rides booked and 2K+ rides/day.
- Generated USD 4Mn revenue.
- 30K+ registered B2C customers & 70+ B2B clients.

COMPETITIVE ADVANTAGE

- Competitive prices in comparison to other ride-sharing platforms.
- Hybrid business model combining B2B and B2C.
- Maintains safety, punctuality and comfort for riders.

FUNDING RAISED

- Total Raised: USD 2.5 Mn.
- Pre-seed round in 2018, USD 120 K from R-Ventures
- Raised a further USD 2.3Mn from VCs, institutional investors and angels.

NOTABLE COMPETITION

- *Uber* – an international ride-hailing company operating in Bangladesh.
- *Pathao* - a Bangladeshi on-demand digital platform including ride-sharing, courier, food delivery.
- *Shohoz* – online ticketing platform.

IMPACT

- Facilitating safe ridesharing with lower expense, especially for women.
- Reducing fuel consumption by clubbing 4-10 people together.

SOLSHARE

solshare

solshare.com

IRMF
2020

FOUNDERS



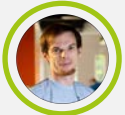
Dr. Sebastian Groh Co-Founder & CEO

2013 Stanford Ignite Fellow and holds a PhD from Aalborg University, Denmark



Daniel Ciganovic Co-Founder & Senior Financial Advisor

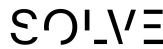
12+ years of experience in financial management



Dr. Hannes Kirchoff Co-Founder & Senior Technical Advisor

German National Academic Foundation Awardee, holds a PhD from Technische Universität Berlin

AWARDS & RECOGNITION



INCEPTION YEAR

2014

SECTOR

Energy

FUNDING RAISED

USD 5 Mn



SOLshare – Providing Marginalized Communities with Sustainable Energy Services

SOLshare is a climate-tech company creating a network of smart distributed solar and storage assets at the nexus of energy and transport to increase renewables to the grid while also providing awesome energy services to vulnerable communities to help improve socioeconomic well-being and improve livelihoods.

CORE PRODUCTS/SERVICES

- SOLgrids – Peer-to-peer solar microgrids.
- SOLmobility – Smart battery technology for electric three wheelers.
- SOLroof – Commercial & industrial solar rooftop services.

FUNDING RAISED

- Secured USD 2.2 Mn in an ongoing Series A+ Round in 2024, with SBK Tech Ventures as the lead equity investor.
- Pre-Series A+ Round in 2021 and 2023, USD 1.1 Mn from FEV, EDP Ventures and others.
- Series A Round in 2018, USD 1.6 Mn from IIX, FEV, EDP Ventures.

TRACTION

- SOLgrid – 120 grids across the country.
- SOLmobility – 170 smart batteries deployed and 50 charging stations in operation.
- SOLroof – 2.7 MWp installed, 5.07 MWp PPAs signed.

NOTABLE COMPETITION

- *Tiger New Energy* – LI battery swapping station (pilot phase).
- *Casetex* – LI battery swapping station (business model validation stage).
- *Bondstein* – Vehicle tracking solution provider (imported solution for MNC clients).
- *Realtrac* – Vehicle tracking solution provider (GPS only).

COMPETITIVE ADVANTAGE

- Data-driven tech for optimal support in vulnerable areas.
- All services on one integrated platform.
- Smart, sustainable & scalable.
- Unique data and service management with insights.
- Targeting vulnerable communities for social inclusion.
- Pioneer of renewable P2P energy trading.

IMPACT

- Reducing 2,700+ mtCO2e annually.
- Generated 3,500+ MWh of solar electricity.
- 2.5K employment created, 80K people benefitted.
- Boosting income and wellbeing of marginalized communities people through solar energy sharing business models.



SIINC

Impact Enterprises



MEDEASY



medeasy.health



FOUNDERS



M.M. Arefin Zaman
Co-Founder & CEO

5+ years of experience in Machine Learning & Natural Language Processing



Md. Nazmul Hossain
Co-Founder & CTO

10+ years of experience in the field of Software Engineering and Technical Project Management



Dr. Golam Moktadir
Co-Founder & CHO

6+ years of working experience at top hospitals of Bangladesh like Labaid, Square Hospital

AWARDS & RECOGNITION



INCEPTION YEAR

2020

SECTOR

Healthcare

FUNDING RAISED

USD 1.3 Mn



MedEasy – Making Healthcare More Accessible

MedEasy is a platform app where people can upload their prescriptions and get their medicine delivered within 24 hours. They also provide video consultations with 100+ doctors through our app and home diagnostic tests in partnership with other companies.

CORE PRODUCTS/SERVICES

- Medicine Home Delivery
- Video Consultation
- Home Sample Collection

FUNDING RAISED

- USD 1.3 Mn
- Pre Seed Round USD 100K (2021), Led by SBK
- Seed Round USD 750K (2023), Led by Seedstars
- Seed Extension USD 500K (2024), Led by Orbit Startups

TRACTION

- More than 285,000 medicine orders served 32K + customers
- More than 10.5K+ video consultations booked

NOTABLE COMPETITION

- Arogga
- Osudpotro

COMPETITIVE ADVANTAGE

- Proprietary Technologies
- Decentralized Model
- Prompt Delivery Metrics

IMPACT

- Reducing average waiting time for rural customers to access specialist doctor consultations, improving healthcare accessibility.
- Providing affordable prescriptions for BoP customers, ensuring reduced health costs.
- Helping customers under 40 with cardiovascular issues improve their health through medications purchased on MedEasy's platform.

CMED HEALTH LTD



cmed.com.bd

SIINC
2023

FOUNDERS



Prof. Khondaker A. Mamun, PhD Founder & Chairman

20+ years experience in research (IoT, AI, DS), innovation & implementation



Dr. Farhana Sarker Co-Founder & Managing Director

A qualified academician and leader with 18+ years of experience



Moinul Haque Chowdhury Co-founder & Director

12+ years of experience in product, Business development & strategy



Md. Ashraf Dawood Co-founder & COO

30+ years in the pharmaceutical industry along with 10+ years in the MFS business

AWARDS & RECOGNITION



Digital Bangladesh Day –
2022
National Award



INCEPTION YEAR

2016

SECTOR

Healthcare

FUNDING RAISED

USD 1.4Mn+



CMED Health – Connecting People, Saving Lives

A health-tech startup transforming the healthcare landscape in Bangladesh using its end-to-end comprehensive multi-layered scalable digital Healthcare platform by connecting people with health services, early diagnosis, health education & referrals for intervention to achieve government's vision of Health Inclusion for UHC of SDG.

CORE PRODUCTS/SERVICES

- Smart SuSastho Kormi.
- Digital Health Corner for Corporates & Factories.
- General Practitioner (GP) Model for Urban & Rural Areas.
- Susastho A.I.

TRACTION

- Total Registered Users: 3.78 Mn.
- 3K+ Healthcare Workers and footprint on 490+ Upazila.
- Monthly 360K doorstep service.
- Registered user base of 2.15 Mn females along with 300K elderly people in rural areas.

COMPETITIVE ADVANTAGE

- Only IoT enabled A.I. driven Digital Healthcare Platform in Bangladesh (Patented IP).
- First mover for implementing Digital GP Model in Urban and Rural Areas of Bangladesh supporting GOB vision.
- Innovative comprehensive last mile healthcare delivery model implemented in 48 districts.

FUNDING RAISED

- Raised investments in form of equity (75%), and grants (25%) of around USD 1.4 Mn.
- Raised equity investments from local angels, GPA and Defta Partners.
- Received grants from ICT Division, Govt. of Bangladesh, Gates Foundation and IDRC.

NOTABLE COMPETITION

- *Digital Healthcare Solutions* – On-demand round the clock health services through digital platforms.
- *Zaynax Health* – 360-degree telemedicine service provider.
- *Pravaa* – Consumer healthcare brand.

IMPACT

- In partnership with UNICEF, SIDA, PHD & Nari Maitree, CMED has designed is administrating Urban GP Model (Aalo Clinic), serving over 53K+ patients so far.
- Growing network of over 600 Susastho-branded pharmacies.
- Providing preventive, primary, OHS & well-being services to 82K+ corporate & factory employees & facilitating 10K telemedicine services.

iFARMER

iFarmer

ifarmer.asia

SIINC
2021INCEPTION YEAR
2019SECTOR
**FinTech/
AgriTech**FUNDING RAISED
USD 3.9Mn+

BRIDDHI
Scaling Impact Enterprises
of Bangladesh

FOUNDERS

**Fahad Ifaz**
CEO

10 years of experience in working for agriculture and financial inclusion in South Asia

**Jamil Akbar**
COO

8 years of experience in managing large scale and complex tech projects

AWARDS & RECOGNITION





**iFarmer – Democratizing Agriculture Financing and Supply Chain**

iFarmer is a tech-based company that enables small scale farmers and agribusinesses to maximize their profits by providing access to finance, technology and input supplies. The company uses its tech-enabled supply chain network to aggregate fresh produce from farming communities and provides a better market access.

CORE PRODUCTS/SERVICES

- 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

- Secured a equity investment from Razor Capital for Series A.
- Raised USD 3.9 Mn+ in form of equity, safe and grants from Razor Capital, IDLC, Millville Opportunities Management, angel investors, Asia Accelerator, Zayn Capital, UNCDF, Falcon Nominees, and iDEA Project.

TRACTION

- Onboarded 180K+ farmers and financed 60,000+ farmers.
- Provided over USD 61 Mn in farm financing.
- 2024 revenue is over USD 98 Mn, more than 90% of 2023's revenue.

NOTABLE COMPETITION

- *Fashol* – a B2B supply chain network for fresh resources.
- *WeGro* – a tech-based agri and fin-tech startup improving the agri supply chain with access to finance to farmers.

COMPETITIVE ADVANTAGE

- Provides Full-stack agri services (Finance, inputs, Market access, insurance, advisory).
- The management team has in-depth experience in the South Asia market from technology to execution.

IMPACT

- 45% of the farmers in iFarmer's network are women.
- iFarmer enables smallholder farmers to save upto \$184 per year, just by paying less interest.
- By following iFarmer's advisory, farmers are able to reduce their fertilizer expenditure by 13.8% and cost of irrigation by 22.7%.
- 514 acres of land have been insured to tackle farmers' financial loss due to uncertain temperature changes and unseasonal rainfall.

APON BAZAAR



apon-wellbeing.com

SIINC
2020

FOUNDERS



Saif Rashid
Founder & Managing Director
Former CEO of Jita; Ashoka and world economic forum fellow



Yasir Arafat
Co-founder & COO
11+ years of experience working in start-up operations, BoP development, and financial wellbeing for industrial workers.

AWARDS & RECOGNITION



EXPO
2020
DUBAI
UAE



ygap
backing local change.



INCEPTION YEAR

2017

SECTOR

**Retailtech/
Fintech**

FUNDING RAISED

USD 1.5Mn+



Apon Bazaar – The world’s first retail network for industrial workers

Apon Bazaar Ltd. is an omnichannel marketplace that primarily operates discount stores inside large factories in Bangladesh. Workers get instant credit, discount and free health insurance for their purchase from personalized or by visiting factory based outlets.

CORE PRODUCTS/SERVICES

- Digital and physical retail platform for industrial workers.
- Instant digital credit access for discounted products.
- Free Health and Life Insurance.
- Digital savings and loan products.

FUNDING RAISED

- Total Raised: USD 1.5 Mn.
- Raised USD 800K+ non-equity investments from Ashoka, Expo 2020 Dubai, Metlife Foundation, YGap, and Tommy Hilfiger.
- USD 500K from Village Capital & USD 84K from angels in 2024.

TRACTION

- Has launched 28 shops till June 2022.
- Served 80K+ unique customers.
- USD 4.71Mn GMV (FY 2022 USD 1.3 Mn) generated.

NOTABLE COMPETITION

- *Shulov Bazar* - grocery shop for daily necessities for factory workers at a lower price.
- *Agroshift* - a Bangladeshi agri-tech startup connecting farmers through the tech-enabled supply chain,.
- *Direct Fresh* – e-commerce platform for groceries.

COMPETITIVE ADVANTAGE

- Pioneer in risk free retail credit model and only company connecting producers to consumers (for workers) in Retail Tech.
- Has the one of the best damage and wastage control system and inventory utilization ratio in Bangladesh.

IMPACT

- Improving wellbeing of industrial workers (largely women) with access to credit and insurance.
- 471K customers got access to credit.
- 9.8K customers got health insurance.
- USD 732K savings generated.

www.sie-b.org



Know more @www.sie-b.org

For any queries, please contact Bijon Islam, Co-Founder and CEO at LightCastle Partners at bijon.islam@lightcastlepartners.com or info@sie-b.org

A programme by

