



BANGLADESH

Md. Sabur Khan

WBAF High Commissioner Bangladesh

Mr. Md. Sabur Khan is Chairman of Daffodil Family. He has involved himself with various challenges through his serving as the President of the Dhaka Chamber of Commerce and Industry; President of the Bangladesh Computer Samity; Member of the Prime Minister ICT Task Force; and several further organisations. He has made significant contributions to establishing an ICT Ministry, the IT Incubator, and BCS Computer City. Mr. Khan is the Chairman of the Global Trade Committee and also Director of World IT & Services Alliances, the world's foremost IT organization. He has written & published several books including "Uddokta Unnoyon Nirdeshika" (Bengali), "Art of Living", "A Journey towards Entrepreneurship", and "Employability 360°".

In 2013, Mr. Khan initiated a project to foster 2000 new entrepreneurs with a vision to develop a self-employed generation. Therein he aims to create more job opportunities through his

initiatives like business incubators, several startups, venture capital involvements, and establishing a Department of Entrepreneurship at the university level. He has been awarded an honorary professorship from Adam University, Kyrgyzstan and Issyk-Kul State University, Kyrgyzstan.

Further, he has been awarded an honorary Doctorate Degree from Ala-Too International University, Bishkek and Naryn State University, Naryn. For his contributions, Mr. Khan has achieved many awards nationally, and internationally. He also established the 'Daffodil Foundation' from a desire to further develop the less privileged facets of society.

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Quick facts

OVERVIEW

Population	162 million
GDP per capita	USD 1,544
Active Angel Investors	>10 (approx)
Capital City	Dhaka

INVESTMENT INCENTIVES

<input checked="" type="checkbox"/>	Existing tax incentives for BA investment
<input checked="" type="checkbox"/>	Alternative Business Angel incentives
<input checked="" type="checkbox"/>	Existing tax incentives for VC funds



Lalbagh Fort or Fort Aurangabad
at Dhaka City



What is Bangladesh's biggest local Angel Investment success story?

Sajid Rahman is a successful entrepreneur and an investor. He is an active angel investor and sits on the board of many financial services, technology, and energy companies in US, Europe, and Asia. He is the CEO of Telenor Health and Director of Founder Institute Bangladesh. Some of his investments include Hyperloop One, Shyp, Human Longevity Index and Zendrive.

What is your advice for Business Angels visiting Bangladesh?

Driven by a rising rate of national savings, the rate of investment as a percent of GDP has been on the increase at a rapid pace in the past two decades in Bangladesh. So, there is a huge scope for Angel Investors to invest in Bangladesh.

What are your top tips for Business Angels considering investment?

Have a good idea of how much you are going to invest and have a pool of money reserved before making an investment. Scrutinize the industry and understand the field in which the company operates. Ensure that the market is large enough, understand the competition and the company's competitive advantage. Understand Angel Investing is high risk, with the possibility of the complete investment being lost.

In 2018, what are you most looking forward to for Bangladesh when it comes to Angel Investing?

I would like to see the ecosystem generate handsome cash flows to compensate Angel Investors for assuming risk with start-ups. Furthermore, while there are some organizations assisting Venture Capital firms, there is little guidance or information for Angel Investors. As a result, Angel Investors do not have the national recognition that their Venture

Capitalist counterparts enjoy. Some organizations have started to officially make more information available for Angel Investors through their initiatives, which will be more organized in coming years.


What have you learnt about yourself through Angel Investing?

Angel Investors have more informal investment criteria compared to the traditional financial lenders, including Banks and Venture Capitalists. Since Angel Investors invest their own money, their business deals can often be negotiable. Because of this flexibility, they are more likely to be a good source of capital for early-stage businesses.

What is your main goal as WBAF High Commissioner to achieve in Bangladesh?

My major goal will be to encourage the mainstream Angel Investors of both Bangladesh and abroad by convincing the government of Bangladesh to formulate a specific and separate policy and guidelines in favour of Angel Investment.

I will also take initiative to discuss with various government agencies to provide tax incentives for the Angel Investors, so that in near future Angel Investment can be considered one of the major alternative fundraising sources in Bangladesh.

At the same time, efforts will be taken to formalize and organize Angel Investors through the creation of effective Angel groups and networks in the country. 

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What Angel Investment incentives does Bangladesh have?

At present, there are no tax incentives for Angel Investors in Bangladesh, but this form of investment is getting momentum and has huge future prospects, especially for the startups, as raising capital is not easy in the country. We hope that policies for alternative sources of fundraising are going to be created with tax incentives soon. The Bangladesh Government have already passed the "Bangladesh Securities and Exchange Commission (Alternative Investment) Rules, 2015" for the development of alternative investment like Angel Investment in the country.

