

Business Profile, 2022

Connect, Collaborate and Co-Develop

A Startup Ecosystem Development & Consultancy Company

www.turtleventure.com

Turtle Venture Limited:

Turtle venture is the startup ecosystem development and consultancy company specialized in pre-seed and seed stage startups, with their amazing expertise and network. As moving steadily leads to sustainability and stands out to the ultimate success, here it is believed that in the race of entrepreneurship industry, be the turtle, persist your way and behold your dream with Turtle Venture.

Our Vision:

Creating an Inclusive Startup Ecosystem with a Collaborative Value Chain



90+
Startups & SMEs

50+
Clients & Partners

15+
Accelerators & Incubators

12+
Industries Served

Core Values:

Connect

Our mission is to bring Bangladeshi startups and Ecosystem Developers together to meet each of their specific needs.

Collaborate

We offer collaboration from foundations of remote working to setting up a daily operating rhythm and huddles to ensure effective collaboration.

Co-Develop

Our mission is to bring Bangladeshi startups and Ecosystem Developers together to meet each of their specific needs.

What We Do:

Within the Bangladeshi Startup Ecosystem, We have one of the largest network of Startups, SMEs & Angen Investors Networks in the country. We work closely with government and other local & international organizations to develop an inclusive startup ecosystem where we help with advisory, network, support and policies to develop sustainable business model for the ecosystem stakeholders.

We provide our values through accelerators & incubators programs, making startups investment ready, measuring & managing the impact they are creating & creating an inclusive network of startups & investors for easy capital funding.



Accelerators & Incubators Design

We have designed a rigorous 5 step circular approach for our accelerators/ incubators which startups/SMEs go through that leads to sustainable business model & fundraising capacity

We Served 32+ Clients from Government, Development & Private Sector of both International & Local Level.



Investor Readiness Consulting

We coach the entrepreneurs in preparing themselves to raise fund from angels/ VCs by helping them to develop viable business model & prepare investors materials on behalf of them.



Impact Measurement & Management

We help the startups to develop their impact model and framework to measure, store & manage the impact through universal tools like Theory of Change.



Investor Matchmaking & Deal Execution

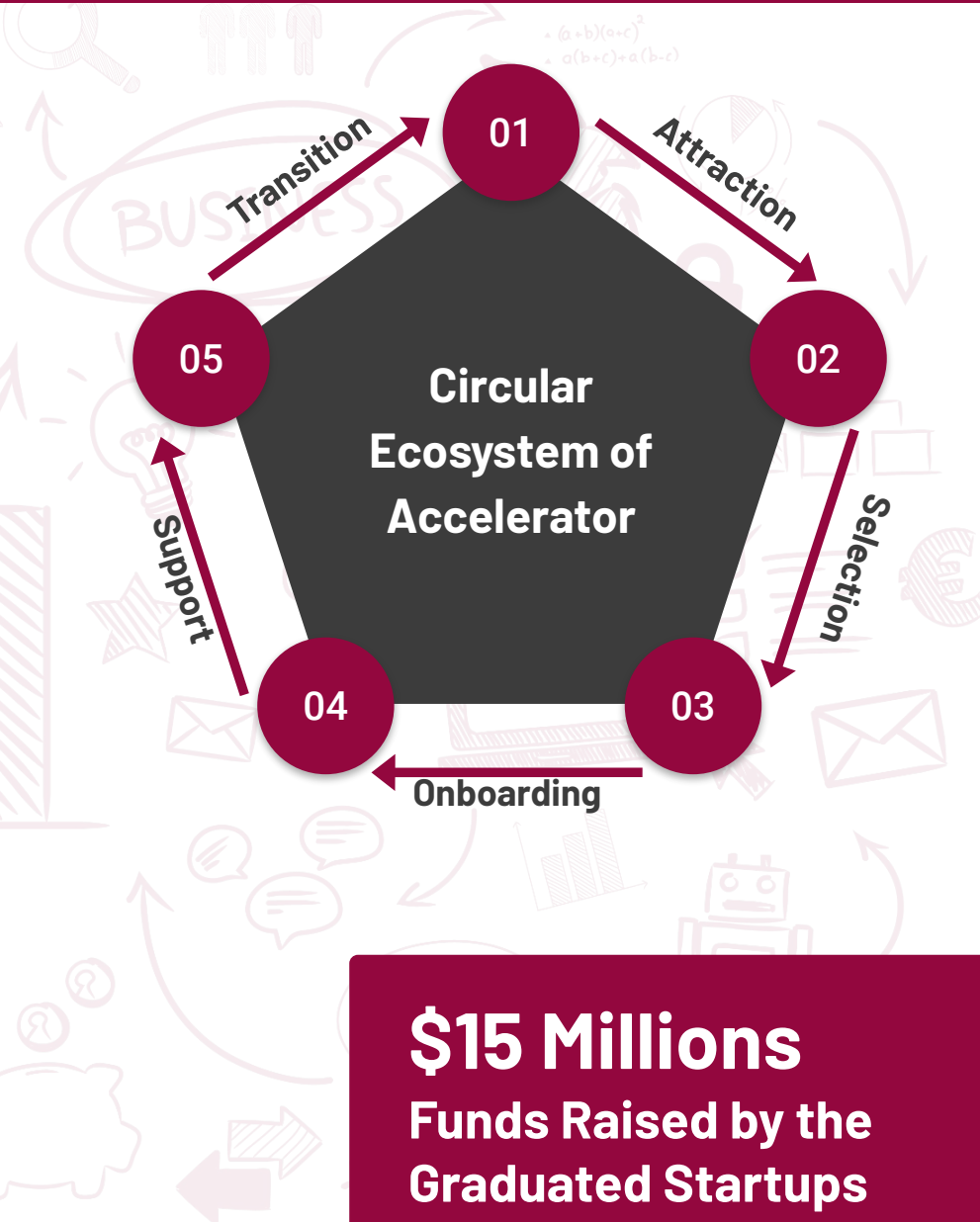
Negotiation & finalization of a investment deals include many crucial stages that we help the entrepreneurs to navigate through. We closely work with them from matchmaking till the signing.

Accelerators & Incubators Design:

The design of Accelerators/ Incubators take more than just preset courses of business model canvas, product-market fit and so on. There is a more to the design of accelerator/ incubator program and most of it depends on the stakeholders. We have one of the largest startups & investors networks in the country and solid track record of organizing more than 15 accelerators/ incubators in partnership with national & international organizations.

Our Target is to develop a circular approach that evolves into an ecosystem where startup success leads to more engagement from founders & mentors & stakeholder satisfaction leads to enhanced commitment & resources that ultimately leads to sustainability.

We Have organized **15+ Accelerators/ Incubators** till now where around **235+ Startups/ SMEs Participated** & **120+ Startups/ SMEs Graduated** who have raised around **15 Million USD funds** from Angels & VCs.



Programs We are Proud Of:



2019-Present



2021



2021



2020



2019

\$15 Millions
Funds Raised by the
Graduated Startups

Investment Readiness Consulting:

We coach entrepreneurs in preparing themselves to receive funding from angel investors, venture capitalists, or investors to develop the capacity of an enterprise to understand and meet the specific needs and expectations of investors.

The first aspect of investment readiness is business viability: management teams must demonstrate to investors that their businesses are sustainable, well-run organizations. Businesses should demonstrate a sound business model, unique value proposition, and qualified team.

The second aspect is investor materials. Documents such as business plans, financial models, investor pitch deck, and valuation memorandum should be robust and make a compelling case for investment in the business.

Investment Readiness Checklist:

- Investment Pitch Deck
- Investor Valuation Memorandum
- Market Research & Business Model Evaluation
- Financial Model & Forecasting
- Financial Instrument Advisory
- Investor Data Room
- Annual Business Report

Our 3-Step Process of Investment Readiness



Step1:: Prepare: Preparation of Pitching Materials & Validation of Market & Business Model

Step2:: Customize: Tailored Specifically for Each Business

Step2:: Commit: Commitment of Time for Each Business with Dedicated team

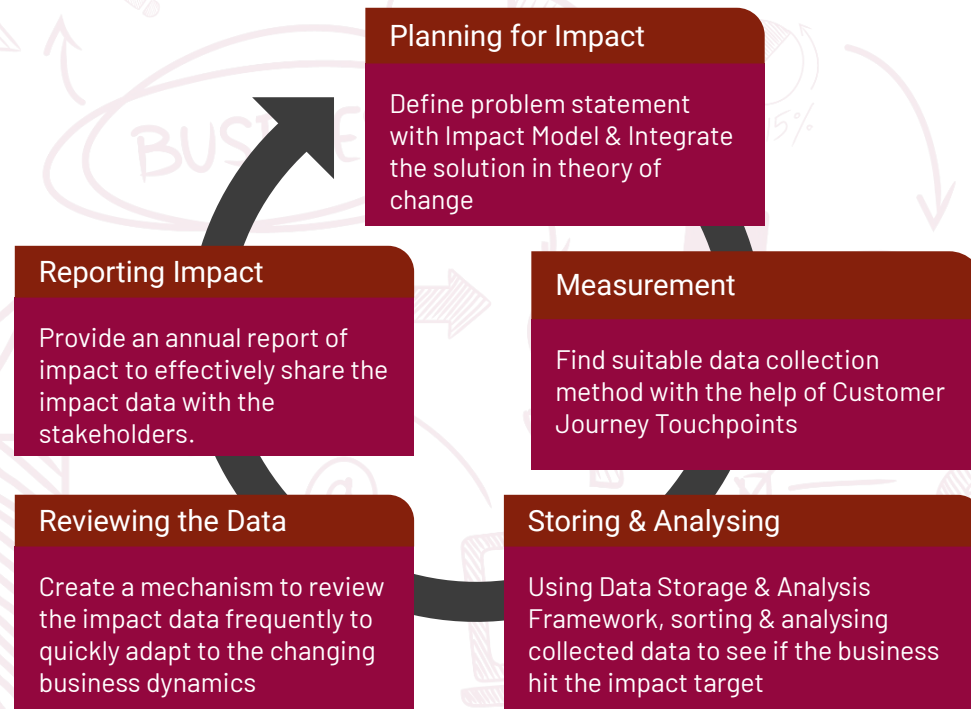
Impact Measurement & Management:

Impact Enterprises are the form of hybrid businesses who deliver solution to a social, economical or environmental problem in a financial sustainable manner. So, their focus keeps on two things equally- i) Profitability & ii) Impact. Impact is the value they place on the changes they are making in people's lives. But, capturing that value and converting it into real world data is a complicated process that most entrepreneurs face difficulty in. We use "IMM Toolkit" to measure the impact and help them to store, analyse & manage that impact & explaining how their businesses are making a difference in a more structured way. The 3 key reasons are-

- Knowing You are Truly Making a Difference
- Long Term Business Growth & Viability
- Accountability to the Stakeholders

Impact Measurement & Management Checklist:

- Impact Model & Customer Promise Sheet
- Theory of Change
- Customer Journey Touchpoints
- Data Collection Plan
- Data Storage & Review System
- Impact Report & Revised Theory of Change



****IMM is a continuous Process of Planning, Collecting, Measuring, Analysing, Reviewing, Reporting & Revising Impact Targets & Values**

Investor Matchmaking & Deal Execution:

To facilitate relevant & effective matchmaking between investors & startups for the purpose of investment, partnership, collaboration, growth & innovation. We provide end-to-end solution of fundraising to the startups from investor hitlist to the deal execution. Our matchmaking process is network-based. We are developing two separate networks, one for the investors & one for the startups for continuous flow of potential deals and smoother fundraising.

Both investors & startups join the network filling up a form mentioning their preference and details of maturity, industry & business model and we help them to match and help the startups with due diligence process till the end.

Investor Matchmaking & Deal Execution Checklist:

- Investor Hitlist
- Due Diligence
- Valuation Report
- Priced Round Term Sheet
- Investment Deal Negotiation & Execution

5 Startups
Successfully Raised Funds

\$180K
Raised in one Year

Successful Deal Closing Process



What's Next: A True Inclusive Ecosystem

Developing the Future of Bangladeshi Startup Ecosystem

"4 New Exciting Products will be launched in 2022-2023 to help early & seed stage startups"

01



Venture Studio

An Umbrella of Startups under Turtle Venture where early stage startups can develop & grow their startups using our resources & expertise in exchange of equity

02



ValuCrowd

A crowdfunding platform for startups to raise equity funding & debt finance from the crowd of registered investors.

03



Upstarters

A common communication & knowledge sharing platform for both entrepreneurs & investors to connect & exchange information & resources.

04



Incube

A virtual incubation platform for early stage startups to validate their ideas using different frameworks & templates before going to the market.

Partners & Clients

Public Sector —



Non-Profit & Development Sector —



Partners & Clients

Private Sector —



Startups & SMEs —



Meet The Turtles

Board of Directors —



Tina F. Jabeen

Independent Director

Founding Managing Director former CEO,
Startup Bangladesh Ltd. & Global
Ambassador, US Market Access Inc.



Mohammed Maaz

Independent Director

Serial Entrepreneur Angel Investor &
Managing
Director, Steeltech Industries Ltd.



Saraban Tahura Turin

Chief Executive Officer (CEO)



Anowar Sayef Anik

Chief Strategy Officer (CSO)



Md. Sharif Hossain

Chief Financial Officer (CFO)



Kamrul Arefin Mishu

Chief Investment Officer (CIO)

Thank You For Your Appreciation

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