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REASONS TO SUPPORT ENTREPRENEURS

Outline

- ➔ Defining Entrepreneurship with some Activities
- ➔ Who is an Entrepreneur?
- ➔ Why a vibrant Entrepreneurial Ecosystem is a necessity for Pakistan?
- ➔ Potential for Pakistan to Exploit
- ➔ Conclusion
- ➔ Activity

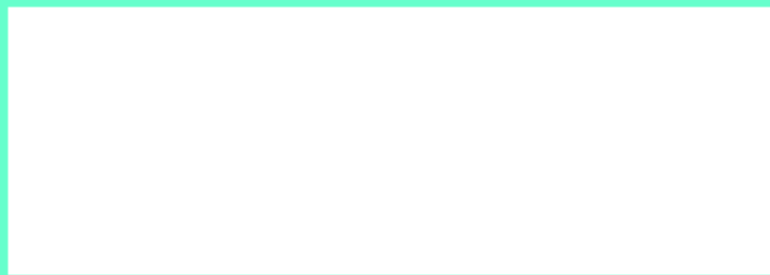
Exercise: Sociometric inventory

Are entrepreneurship courses useful?

Answer A

A large, empty rectangular box with a white background, intended for writing the answer to the question. It is framed by a thick cyan border.

Answer B

A large, empty rectangular box with a white background, intended for writing the answer to the question. It is framed by a thick green border.

Exercise: Sociometric inventory

Are entrepreneurship courses useful?

Answer A

No, entrepreneurs have a unique personality, so it's difficult to teach them how to start a business

Answer B

Yes, entrepreneurship courses can equip participants with everything they need for starting an own business.

Exercise: Sociometric inventory

Why are entrepreneurial skills helpful?

Answer A

As, also in the industry, jobs are getting more complex and flexible problem-solving is a highly requested skill.

Answer B

It serves personal development.


Exercise: Sociometric inventory

Is the entrepreneurial career an attractive goal for unemployed graduates?

Answer A



Answer B



Exercise: Sociometric inventory

Is the entrepreneurial career an attractive goal for unemployed graduates?

Answer A

No. Students are always scared and I don't think that their interest in starting an own business will increase in the next years.

Answer B

Absolutely. Actually, everyone wants to start an own business.

The background features a stylized illustration. On the left, a man in a suit sits at a desk with a laptop. In the center, a large orange arrow points upwards. On the right, a man in a suit runs up the arrow carrying a briefcase. Above the arrow is a glowing yellow lightbulb with an upward-pointing arrow. At the bottom, there are icons for a gear, a Wi-Fi signal, and a globe.

Entrepreneurship

An entrepreneur creates a firm to realize his/her idea, known as entrepreneurship, which aggregates capital and labor in order to produce goods or services for profit.

Entrepreneurship

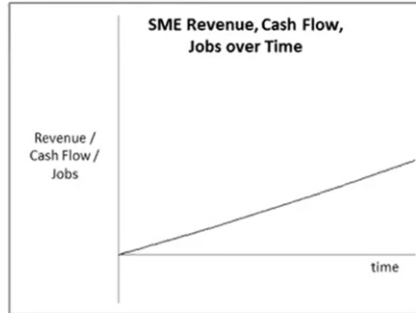


Entrepreneurship

SME

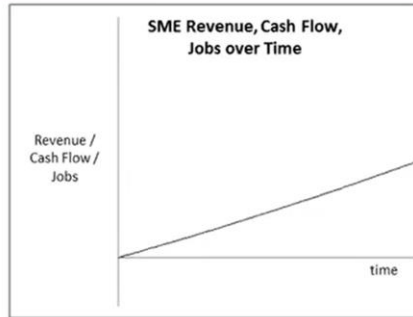
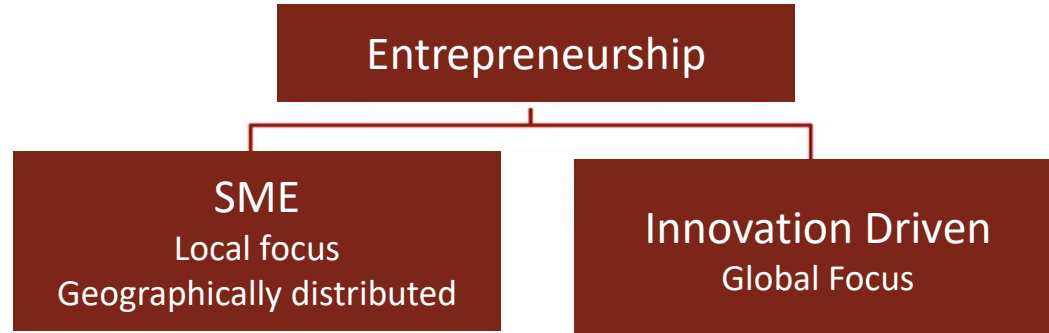
Local focus

Geographically distributed



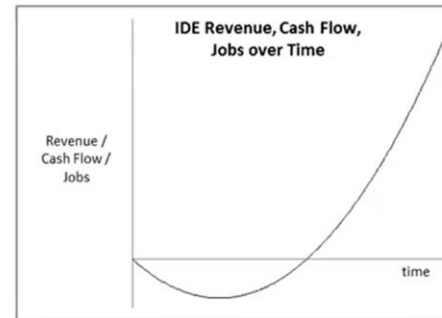
Linear Growth

Entrepreneurship



Linear Growth

According to WORLD Bank report SME represent about 90% of businesses and more than 50% of employment worldwide



Exponential Growth Startups

The company starts by investing time, effort & resources, but in time will have exponential growth.



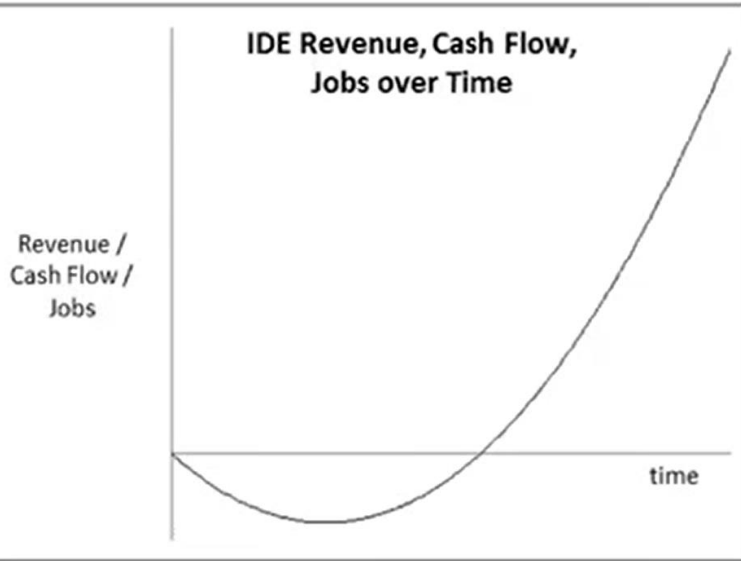
Google



Innovation Driven
Global Focus



1.636 trillion USD
Market capitalization
(36.2% increase from the
end of 2022)



Exponential Growth
Negative Cashflow
Investment required

Innovation Driven Entrepreneurship

Innovation =

Innovation Driven Entrepreneurship

Innovation = Invention

Innovation Driven Entrepreneurship

Innovation = Invention **x** Commercialization

Innovation = Invention x Commercialization

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Innovation

During a press conference to announce Microsoft's acquisition of Nokia, Nokia

CEO ended his speech saying, **“we didn't do anything wrong, but somehow, we lost.”**

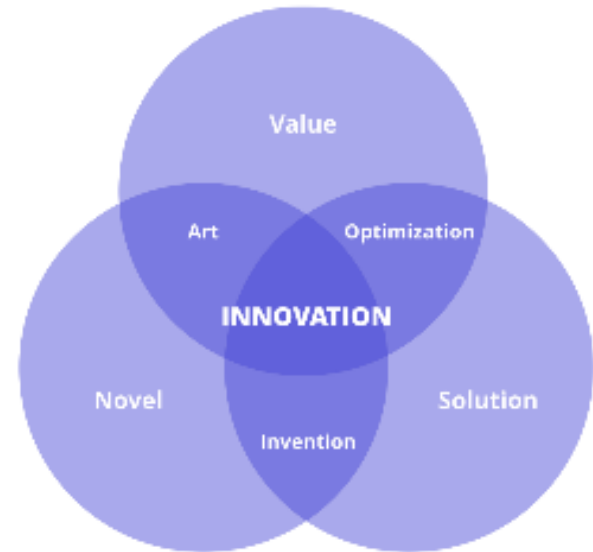
Upon this conclusion, he and the entire management team publicly wept.



What is Innovation?

Innovation is the process of creating value by applying novel solutions to meaningful problems

IDE is realized by Startups





Entrepreneurs

- A person who undertakes the risk of starting a new business venture is called an entrepreneur
- A person who is up late working 100 hours for himself; to avoid working 40 hours for someone else
- Not necessarily motivated by profit but regard it as a standard for measuring success

Exercise: Who is an entrepreneur?

Instruction group 1

Collect arguments why entrepreneurs are born.

Instruction group 2

Collect arguments why entrepreneurs are made.

Time: 10 minutes

- Entrepreneurs
- Talent
- knowledge and resources
- Individuals and institutions
- Onramps (access points)
- Intersections
- Culture

Why a vibrant entrepreneurial ecosystem is essential for Pakistan?

An ecosystem that allows for the fast flow of talent, information, and resources helps entrepreneurs quickly find what they need at each stage of growth.

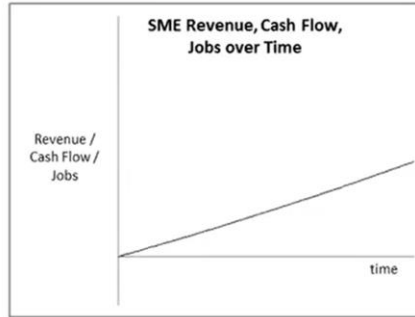
As a result, the whole is greater than the sum of its separate parts

Entrepreneurship and Pakistan

Pakistan Software Industry

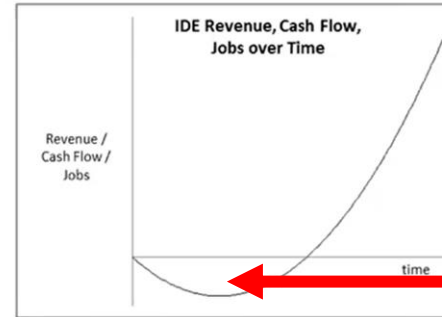
Entrepreneurship

SME
Local focus
Geographically distributed



Linear Growth

Innovation Driven
Global Focus

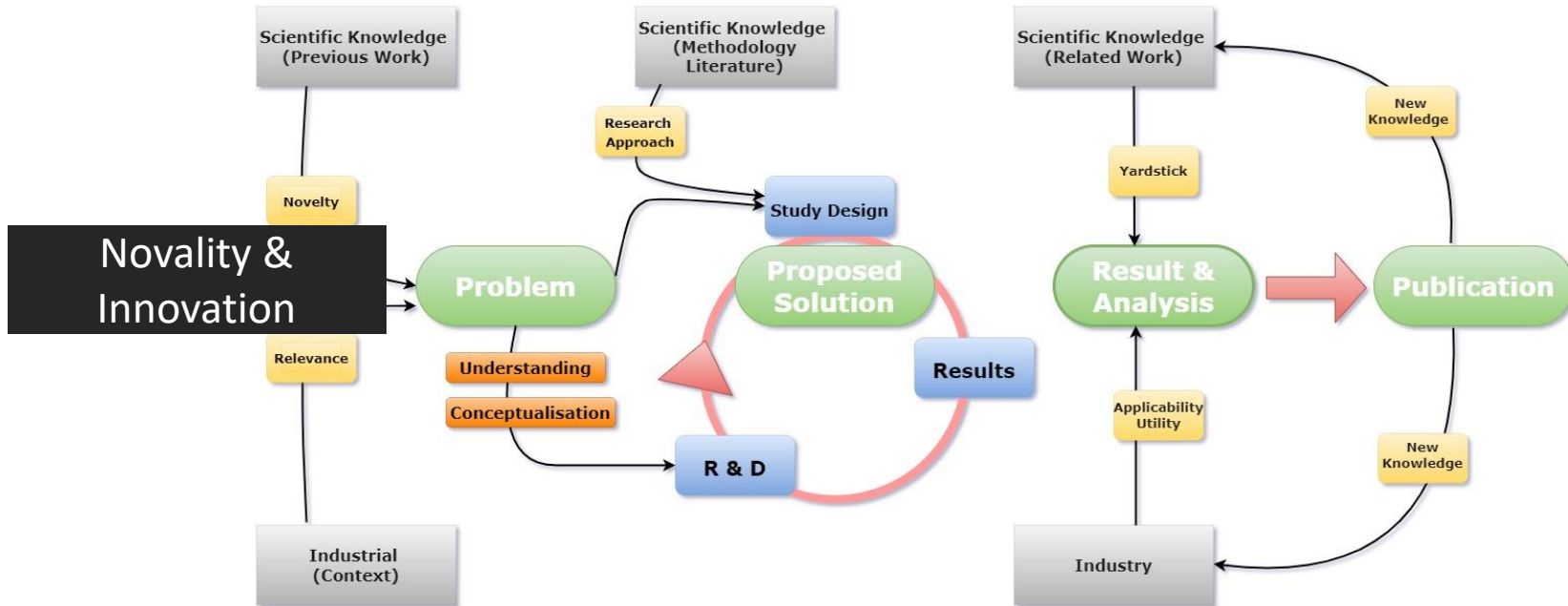


Exponential Growth

Large Investment
Non-existence of
Ecosystem



Innovation Driven Research



Pakistan Needs to Establish a Sound Startup Ecosystem

India has **118** unicorns, **44** in 2021, **22** in 2022

Indian Startup Ecosystem is Producing Unicorns

India has 3rd
largest ecosystem
for startups
after the US and China



Note: These are Indian startups which have ever touched \$1 Bn in valuation. Some of these are currently valued less than \$1 Bn.

Privately held **Startup** company with a value of over \$1 billion

Potential for Pakistan to Exploit



Potential

- Pakistan has the basic ingredients
 - Large young population eager to innovate
 - Affordable connectivity
 - Several educational institutions
 - Government eagerness to work with academia and industry
 - Large number of local problems with global scope

Pakistan winning 2 Golds in APICTA 2014

Pakistan is not short on talent

- Winners in startup and students projects
- While competing with 18 economies of Asia Pacific Region



Pakistan Winning

2 Golds in APICTA 2015

Pakistan is not short on talent





Pakistan is not short on talent



- Pakistan winning 3 Golds

APICTA 2016

Pakistan winning Gold

Pakistan is not short on talent

- Startup Category in APICTA 2017



Pakistan winning 1 Gold and 6 Silver Awards in APICTA 2018

Pakistan is not short on talent



APICTA AWARDS

BY GRABBING MAXIMUM WINNERS
& MERITS OVERALL

APICTA AWARDS 2022

ISLAMABAD, PAKISTAN

| RANK | ECONOMIES | MERIT | WINNER | TOTAL |
|------|-----------------|-----------|----------|-----------|
| 1 | PAKISTAN | 13 | 7 | 20 |
| 2 | HONG KONG | 10 | 6 | 16 |
| 3 | THAILAND | 4 | 6 | 10 |
| 4 | CHINESE TAIPEI | 8 | - | 8 |
| 5 | SRILANKA | 6 | 1 | 7 |
| 6 | MALAYSIA | 5 | - | 5 |
| 7 | BRUNEI | 2 | 2 | 4 |



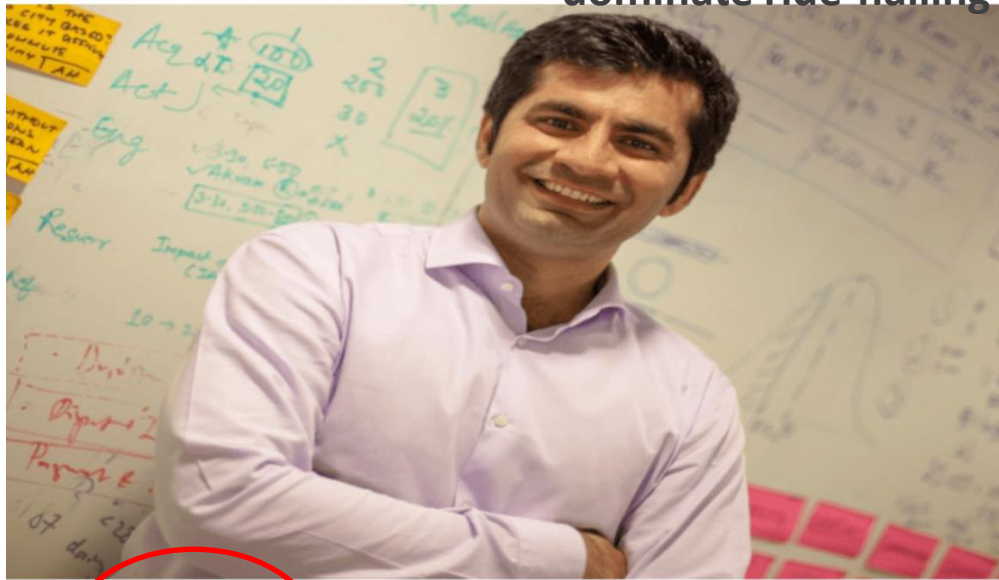
How this Pakistani built a billion-dollar startup

By Osman Husain Published: February 7, 2017

Pakistan not reaping the benefit of its creative minds

Uber buys rival Careem in \$3.1 billion deal to dominate ride-hailing in Middle East

Share 276 TWEET EMAIL



Careem's Mudassir Sheikha explains why growth needs to be an obsession for any motivated founder. PHOTO: CAREEM

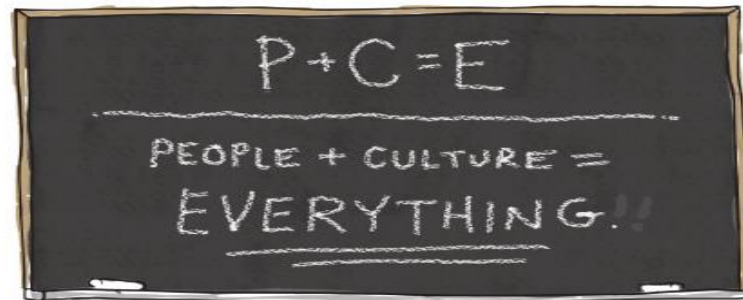
Mudassir Sheikha is the CEO and co-founder of ride-hailing app Careem, one of the hottest startups on the Asian continent.

Emerging Technologies to Focus



Conclusion

- **Innovation Driven Entrepreneurship** is very critical for Pakistan to progress
- We need to establish a complete and **vibrant entrepreneurial ecosystem**
- We need to motivate our creative minds to establish innovation driven startups and provide them with the ecosystem that takes them to create unicorns



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