



BANGLADESH · B2B EXPORT MARKET PLACE

Exportain

From Bangladesh's producers to global markets

Company profile
2026 Edition

Prepared for buyers, partners, trade
bodies & investors

exportain.com
Dhaka, Bangladesh

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This edition distinguishes what Exportain operates today from its long-term ambition. Platform facts are taken from the live platform; public trade statistics are cited where used. Read online at docs.exportain.com/company-profile.

Chairman's Message



Md Tamim Mohabbat

FOUNDER & CHAIRMAN, EXPORTAIN TRADING LIMITED

Bangladesh has never lacked capable hands. What it has lacked is a direct, trustworthy bridge between the people who make things and the buyers who need them.

I spent years at sea with the Merchant Navy, moving cargo between ports and watching, voyage after voyage, how much of what the world buys begins in places like ours — a workshop in Narayanganj, a paddy field in Rangpur, a small factory floor in Chattogram — and how little of the value, and how little of the visibility, finds its way back to the people who made it. That gap is not a lack of ability. It is a lack of infrastructure: a trustworthy way for a small producer to be seen, verified and paid by a buyer on the other side of the world.

Exportain exists to close that gap, deliberately and in stages. We start with the sellers and exporters who are closest to export-ready, and make them properly visible to international buyers. As they succeed, we connect them to the specialists — in freight, finance, inspection, documentation — that a growing export business needs. And over the long term, our aim is to carry that same support further upstream, to the rural producers and small manufacturers who have the capacity but not yet the access.

This is not a promise of overnight scale. It is a commitment to build the infrastructure properly, with verification that means what it says and a workflow that treats both sides of a trade fairly. I believe that done right, over time, this is the kind of company Bangladesh can build one of its few globally relevant technology businesses on — not by shortcutting trust, but by earning it, transaction by transaction.

Thank you for taking the time to understand what we are building, and why.

Md Tamim Mohabbat

FOUNDER & CHAIRMAN

SNAPSHOT

Exportain At A Glance

20

Product categories, from apparel to IT services

12

Trade-service categories, from logistics to finance

3

Portals — Buyer, Seller, Provider

42

Guide topics on docs.exportain.com, Bengali-first for sellers and providers

LEGAL NAME

Exportain Trading Limited

FOUNDER

Md Tamim Mohabbat

FOUNDED

2026

BUYER COST

Free — no plan or membership fee

POSITIONING

A structured B2B export ecosystem, not a directory

PLATFORM

exportain.com · docs.exportain.com

HEADQUARTERS

Dhaka, Bangladesh

CORE WORKFLOW

RFQ → Quotation → Negotiation → Acceptance → Order

SELLER / PROVIDER PLANS

Free, Gold, Platinum

SUPPORT

support@exportain.com · WhatsApp (messages only)

This profile distinguishes what Exportain operates today from the long-term rural-to-global ambition described in Sections 01 and 10.

01 Profile Plan

Bangladesh produces at every level, but rural and small producers face a visibility, market-access and export-execution gap. Exportain exists to close it — in phases.

Objective

Present Exportain as a credible Bangladesh-focused B2B trade platform with a clear, phased, long-term rural-to-global mission.

Primary audience

International buyers; Bangladeshi producers, manufacturers and exporters; trade-service providers; partners; trade bodies; and potential investors.

Phasing

PHASE	FOCUS	TODAY
Primary	Bring farmers, manufacturers and product sellers onto the platform and make their products visible to international buyers.	● Operating today
Secondary	After a sale, connect the seller with the right provider for documentation, logistics, finance, inspection and related support.	● Being built — provider network live
Long-term	Build a rural-level support network that carries a seller from paperwork to final export, even without prior export knowledge.	● Planned

Positioning

A structured B2B export ecosystem — not simply a product directory. Premium, credible, Bangladesh-rooted, global B2B.

Factual guardrail: current platform capabilities are presented separately from future vision throughout this document. The unicorn ambition and the rural support network are strategic goals, not claims about present scale or performance.

02 Executive Profile

Exportain.com is a Bangladesh-focused B2B marketplace built to help international buyers source directly from Bangladeshi manufacturers, exporters and other product suppliers. The current platform combines product discovery, supplier profiles, structured RFQs, quotations, negotiation, buyer-seller messaging, orders and trade-service discovery in one workflow — operated by Exportain Trading Limited from Dhaka, Bangladesh.

The deeper opportunity is larger than online listing: first create visibility and access to demand, then connect successful sellers to specialist trade services, and eventually extend that support network toward rural production.

Why now

Bangladesh is already one of the world's significant exporters at the national level — and that scales its mostly at the top of the production base, leaving a large, under-represented layer of smaller manufacturers and rural producers without a structured route to international buyers.

\$45B

Bangladesh clothing exports in 2022 — 7.9% of world clothing exports, third after China and the EU
(source: WTO World Trade Statistical Review 2023)

#1

World jute exporter in 2022–23 — 226,000 t raw jute and 586,800 t jute products
(source: FAO preliminary 2022–23 data)

Figures as cited in the sample edition from the WTO World Trade Statistical Review 2023 and FAO preliminary 2022–23 data. Bangladesh's latest total export earnings, from the Export Promotion Bureau, are on exportain.com/trade-intelligence.

03 The Bangladesh Export Gap

Bangladesh has a broad production base. Production capacity alone does not create global market access.

01 **Visibility gap**

A capable rural producer or small manufacturer may have limited exposure to international buyers.

02 **Information gap**

Many small businesses need clearer product presentation, specifications, pricing structure and export-market context.

03 **Trust gap**

International buyers need signals showing what has actually been checked, separated from what a seller simply claims.

04 **Execution gap**

A successful sale creates new requirements: documentation, freight, inspection, customs, finance, insurance and compliance.

05 **Capability gap**

A producer may be excellent at making a product without being experienced in the full export process.

06 **Fragmentation**

The buyer, seller and trade-service ecosystem typically exists across separate platforms and paperwork trails.

If product visibility, buyer demand, trust signals and trade execution can be connected in one ecosystem, more Bangladeshi producers can become commercially reachable to international buyers.

04 Vision, Mission & Ambition

VISION

Build the infrastructure that allows Bangladesh's rural producers, farmers and small manufacturers to reach international buyers — and, over time, gives them a practical support network from paperwork to final export.

MISSION

Make Bangladesh's products easier to discover, evaluate, source and export by connecting buyers, product sellers and specialised trade-service providers in one structured B2B ecosystem.

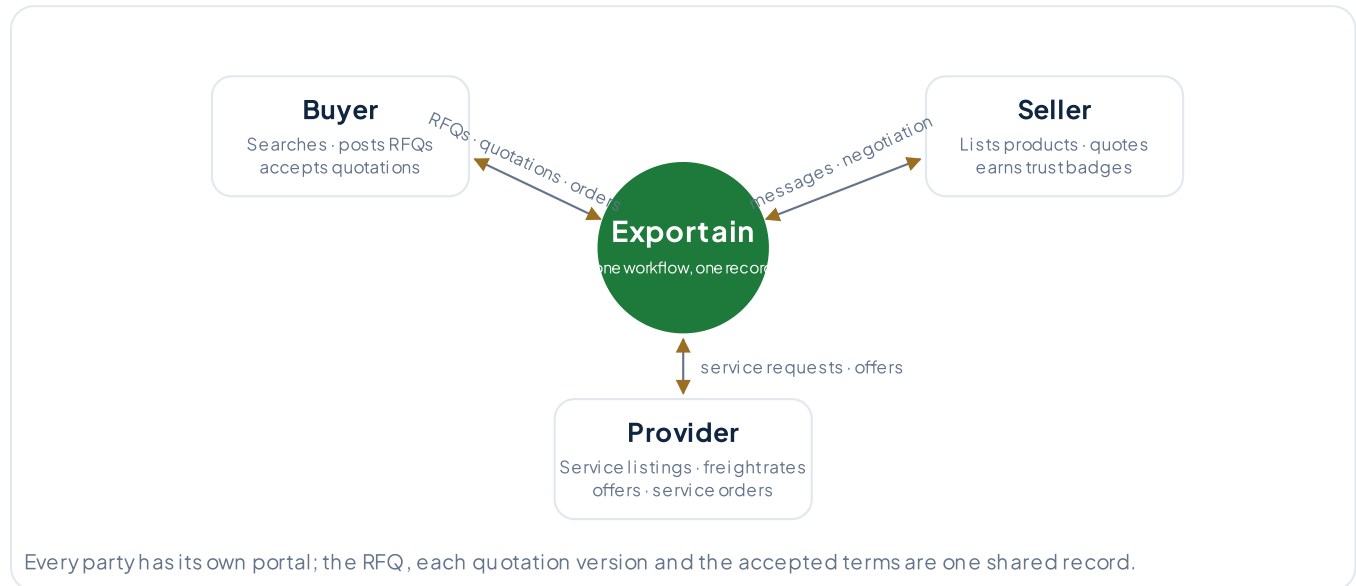
LONG-TERM AMBITION

Build one of Bangladesh's rare globally relevant technology companies at unicorn scale — through trade infrastructure, network effects, trusted marketplace data and a progressively deeper rural-to-global operating network.

The long-term ambition is a stated ambition, not a present valuation or performance claim.

05 Buyer · Seller · Provider

Exportain is organised around three participant roles, each with its own portal, verification signals and workflow.



Buyer

Any business with a procurement need — importer, distributor, wholesaler, retailer, brand owner, manufacturer, procurement company, project buyer.

- Search products, suppliers and service listings
- Post RFQs and compare quotations
- Message suppliers and providers
- Accept a quotation to create an order

buyer.exportain.com

Seller

Any business offering a defined commercial product — physical products, digital products, software, SaaS, APIs and other technology products.

- List products and a company profile
- Quote on matching buyer RFQs
- Negotiate with versioned counter-offers
- Earn trust badges through verification

seller.exportain.com

Provider

Any business offering a professional service that supports trade — logistics, customs, inspection, certification, finance, insurance, sourcing, legal, IT.

- Publish service listings
- Publish freight rates (forwarders)
- Answer leads with offers
- Deliver paid service orders

provider.exportain.com

Core rule: Product = Seller. Service = Provider. Need to buy = Buyer. One account belongs to one portal, and messaging, RFQs, quotations and provider offers always run across roles, never within one.

06 Seller Network — Products

A seller is any business offering a defined commercial product — not limited to factories or physical goods.

Manufacturers

Garments, textiles, leather, furniture, machinery, electronics, chemicals, ceramics and other manufactured goods.

Exporters & trading companies

Export houses, merchant exporters and international trading companies.

OEM / ODM / private label

Custom manufacturing, buyer specifications, own-design products and private-label production.

Agriculture / food / seafood

Farm products, processed food, frozen seafood and aquaculture products.

Raw materials & components

Yarn, fabric, leather, jute, metals, plastics, chemicals, industrial components and parts.

Digital & software products

SaaS, ERP/CRM, APIs, AI products, cloud software, mobile/web applications and software licences.

20 product categories on exportain.com

Apparel & Textiles

Leather, Footwear & Travel Goods

Jute, Natural Fiber & Handicrafts

Agriculture & Food

Furniture, Home & Lifestyle

Machinery & Industrial Equipment

Electronics, Electrical & Solar

Automotive Parts, Bicycles, Marine & Transport

Chemicals, Plastics & Rubber

Pharmaceuticals, Medical & Healthcare

Beauty, Personal Care & Hygiene

Construction & Building Materials

Sports, Toys, Gifts & Consumer Goods

Office, Printing, Packaging & Stationery

IT, Software & Business Services

Textile Yarn, Fabric & Garment Accessories

Home Textiles & Furnishings

Frozen Seafood & Aquaculture

Human Hair, Wigs & Hair Extensions

Ceramics, Tableware & Sanitaryware

Sellers publish products with photos, specifications, MOQ and commercial terms, keep a company profile, quote on matching buyer RFQs and negotiate through versioned counter-offers. Every listing photo is screened automatically before it is published.

07 Provider Network — Services

A provider is any company offering a professional service that helps buyers, sellers or trade operations execute successfully.

- Logistics, freight forwarding and shipping
- Customs clearance and trade documentation
- Trade finance and trade insurance
- Legal, regulatory and professional services
- Industrial, manufacturing and agricultural export support
- Warehousing, cargo handling and cold chain
- Testing, inspection, certification and compliance
- Sourcing, procurement and buying-agent services
- IT, software development, cloud, cybersecurity and digital services

12 trade-service categories



How providers sell today

Service listings

Product-style listings with a photo, title, description, price or “contact for price” and service areas. A complete listing goes live automatically; staff can hold one that breaks the rules.

Freight rates

Freight forwarders publish rates from Bangladesh, shown on exportain.com's shipping prices page.

Leads, offers, orders

Buyers and sellers request a service; the provider answers with an offer; an accepted, paid offer becomes a service order.

Provider verification is service-specific: being verified for one service does not automatically verify a provider for another service.

08 From Discovery to Trade Execution

Six steps from first look to shipment, in one shared record.

01

Search & compare

Browse products and suppliers by category, keyword, MOQ and available verification signals.

02

Post RFQ

Send quantity, specifications, destination and requirements; matching suppliers are invited to quote.

03

Compare quotes

Review unit price, MOQ, lead time, Incoterm, payment terms, validity and supplier information.

04

Negotiate

Exchange messages and quotation versions; clarify specifications and commercial terms.

05

Accept & order

Accept the selected quotation; Exportain creates the order and its proforma invoice.

06

Plan shipment

Connect the order with freight, inspection, documentation and related trade services.

Money moves only when both sides agree

Goods orders

Accepting a quotation does not itself move money. A seller may ask for a funds hold of up to the order value; the buyer pays it by card or declines. A paid hold is released to the seller after an export clearance document is filed and the buyer confirms the trade complete — or refunded; disputes are decided by Exportain staff. Without a hold, buyer and seller settle directly on the accepted terms.

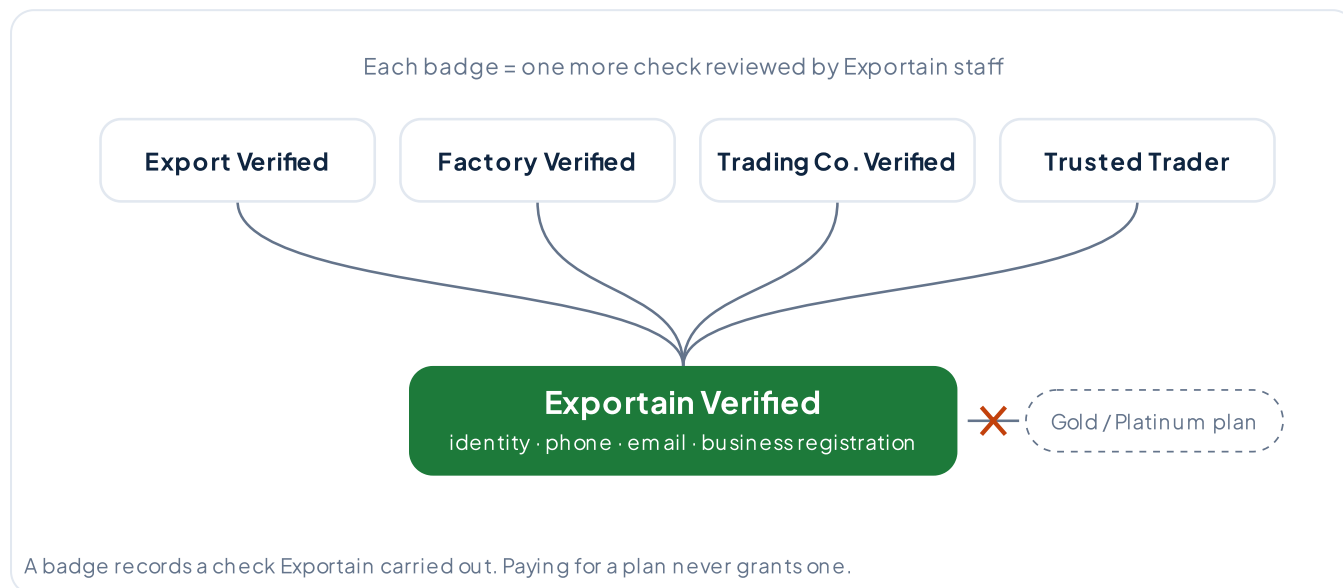
Service orders

When a trade service is ordered and paid through the platform, Exportain holds the payment until the order is released to the provider, refunded to the customer, or cancelled. Commission depends on the provider's plan (Section 11).

Exportain is not a party to a contract for goods, and it does not inspect goods, book freight or clear customs.

09 Trust Is Evidence, Not a Paid Label

A badge records a check Exportain carried out; it is not a guarantee of capacity, product quality or delivery — and a paid membership never grants one.



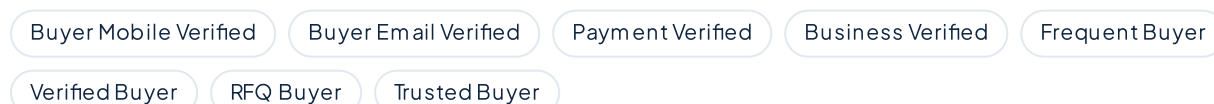
SELLER BADGE

WHAT EXPORTAIN CHECKED

Exportain Verified	Identity (ID + selfie), a phone verified by WhatsApp or SMS, email, and an approved, unexpired business registration.
Export Verified	Exportain Verified, plus an approved, unexpired Export Registration Certificate (ERC).
Factory Verified	Exportain Verified, plus admin-reviewed factory photos (manufacturers; at least 3 photos, valid 24 months).
Trading Company Verified	Exportain Verified, plus admin-reviewed office or warehouse photos (trading companies).
Trusted Trader	Exportain Verified, at least 2 completed orders, no disputes and at least 90% of closed orders completed in the last 12 months.

Every submission is reviewed by Exportain staff check by check, and each decision is emailed to the company. Verification is a document and photo review, not a factory inspection. Unverified sellers keep every marketplace feature; buyers decide.

Buyer signals



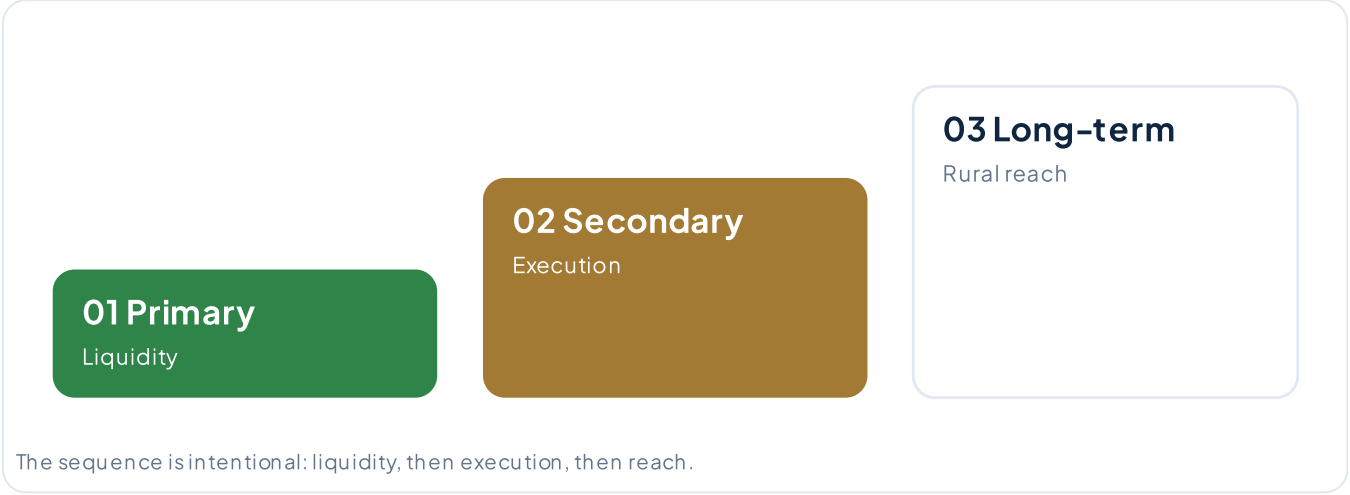
Provider signals



Paid membership and verification remain separate concepts. Membership adds capacity — listings, quotes, team seats; a Gold or Platinum “Member” label appears only on the company’s own page, never on product cards, and is never represented as proof of trustworthiness.

10 Rural-to-Global Growth Strategy

Marketplace liquidity first, trade execution second, and only then the rural-level support network that brings smaller, more remote producers into export-ready participation.



PHASE	FOCUS	STATUS
Primary	Bring manufacturers, exporters and established product sellers onto the platform and maximise their visibility to international buyers.	● Operating today
Secondary	Once a seller makes a sale, connect them to the specific providers their order requires — documentation, logistics, finance, inspection or related support.	● Being built — provider network live
Long-term	Build a rural-level network that walks a producer from paperwork to final export, even without prior export knowledge.	● Planned

11 Commercial Engine & Growth Flywheel

A freemium marketplace: buyers participate at no cost; sellers and providers choose paid plans for additional capacity.

AUDIENCE MODEL

Buyers	Free — no plan or membership fee
Sellers	Free, Gold and Platinum monthly plans, differing in product listings, buyer inquiries, RFQ quotations and team seats
Providers	Free (first 90 days), Gold and Platinum monthly plans, differing in service listings, lead answers and team seats, plus a commission on paid service orders



Seller plans

PER MONTH	FREE	GOLD	PLATINUM
Price	BDT0	BDT499	BDT999
Published products	5	30	60
Buyer inquiries	10	Unlimited	Unlimited
RFQ quotations	10	Unlimited	Unlimited
Team seats	1	2	10
Trust badge	Never — earned by verification	Never — earned by verification	Never — earned by verification

Provider plans

PER MONTH	FREE	GOLD	PLATINUM
Price	BDT0 (first 90 days)	BDT599	BDT1,199
Published service listings	3	10	30
Commission on service orders	5%	2%	0%
Lead answers	15	Unlimited	Unlimited

PER MONTH	FREE	GOLD	PLATINUM
Team seats	1	5	Unlimited

Prices in Bangladeshi taka, recurring monthly, paid by card through Stripe. When a provider's 90-day free period ends, their listings leave the public directory until they choose a plan; nothing is deleted. Full details: exportain.com/membership and the provider Plans guide.

12 Why Exportain Can Be Different

DIMENSION	EXPORTAIN'S APPROACH
Bangladesh-first	Designed around sourcing from Bangladesh rather than treating it as one country filter among thousands.
Structured procurement	RFQs and quotations make buyer requirements and supplier offers genuinely comparable.
Trust transparency	Separates what Exportain checked from what a company says about itself; a paid plan never grants a badge.
Three-sided ecosystem	Products, buyers and trade-service providers participate in one connected marketplace.
Rural expansion thesis	The long-term opportunity reaches beyond established export clusters toward farmers and smaller producers.
Execution layer	The strategic direction moves from discovery into the practical services required to complete trade.

Positioning rests on workflow, Bangladesh depth and evidence-based trust — not on claims about other platforms.

13 The Impact Exportain Is Designed to Create

01 **For farmers & rural producers**

Greater visibility, better access to international demand and a path toward export participation.

02 **For small manufacturers**

A practical route from local production to global buyer discovery without a large international sales organisation.

03 **For exporters**

A structured additional acquisition channel and access to RFQ-driven demand.

04 **For buyers**

A focused way to discover Bangladesh-origin products, compare suppliers and initiate structured sourcing.

05 **For trade-service providers**

Qualified commercial context around the products and orders that need their services.

06 **For Bangladesh**

A technology-led layer connecting production capability with international market access.

A rural producer should not need to become a logistics expert, documentation specialist or international sales professional before participating in global trade.

14 Technology & Operating Principles

- Marketplace-first architecture connecting buyer, seller and provider workflows
- Structured product data designed for international sourcing rather than generic retail listings
- RFQ, quotation, negotiation, order and messaging workflows designed to preserve commercial context
- Verification records state exactly what was checked and remain distinct from paid membership
- Trade-service discovery extends the platform beyond product discovery into execution support
- SEO, educational content and export knowledge help buyers understand Bangladesh sourcing before they transact
- AI and automation support discovery, operations and recommendations without replacing evidence, human review or contractual responsibility

What runs today

Eight web applications

Public marketplace and mobile site, buyer, seller and provider portals, messaging, staff administration, Email Center and these docs — each on its own exportain.com address.

One account, one portal

Buyer, seller and provider accounts sign in only on their own portal; the server refuses the wrong one with a stated reason.

RFQs and versioned quotations

Buyers post RFQs; matching sellers quote; every version and the accepted terms are stored and seen identically by both sides.

Orders and proforma invoices

Accepting a quotation creates the order record and a proforma invoice with the quoted terms.

Funds holds and service orders

Card payments through Stripe; a goods-order hold is paid only when both parties agree, and paid service orders are held until released, refunded or cancelled.

Service listings and freight rates

Providers publish product-style service listings that go live automatically once complete; forwarders publish freight rates.

Verification Center

Per-check admin review of identity, business registration, ERC, premises photos, certificates and payment accounts; WhatsApp or SMS phone codes.

Realtime messaging

Typing, delivered and seen states; a message can be edited for two minutes and is never deleted; links limited to Exportain, Google Meet and Zoom.

Notifications that reach people

Email at each trade step, WhatsApp messages such as the sign-up welcome and unread-message reminders, and a weekly next-step email with one-click opt-out.

Photo screening

Product and listing photos are screened automatically before publishing; a photo that cannot be cleared is refused.

Search visibility

Server-rendered pages, structured data and an indexing gate; country export pages appear only with a verified EPB export value.

Operations and security

PostgreSQL database, queue lanes, two-minute health checks, nightly off-site backups and two-factor sign-in.

15 Leadership & Team



Md Tamim Mohabbat

FOUNDER & CHAIRMAN

Background in the Merchant Navy, bringing direct, first-hand exposure to international shipping, logistics and cross-border trade operations into Exportain's product direction.

16 Traction & Roadmap

Shipped

2026	Exportain Trading Limited founded; platform launched with Buyer, Seller and Provider portals.
Sep 2026	Product commerce, ports and forwarder freight rates; buyers participate free; automatic buyer badges.
Sep 2026	Seller trust badges with per-check admin review; certificate and payment-account verification.
Sep 2026	Provider plans with Stripe checkout; service orders with held payments; Email Center for the team.
Sep 2026	Move to PostgreSQL, security hardening, health monitoring and off-site backups.
Oct 2026	Docs site with step-by-step guides and numbered screenshots, Bengali-first for sellers and providers.
Oct 2026	Verification for providers and buyers in the same review queue; weekly next-step emails.
Oct 2026	Product-style service listings on the home page, search, supplier pages and in the seller and buyer portals.

Planned

- **Planned** Deepen the provider network across logistics, inspection, finance and insurance categories
- **Planned** Expand rural onboarding support, starting with the highest-opportunity production clusters
- **Planned** Public API, developer access and webhook subscriptions are not offered yet — explicitly scoped for a later stage

Planned items have no committed dates yet. Step-by-step guides for every portal: docs.exportain.com.

CONTACT

17 Contact

WEBSITE

exportain.com

SUPPORT

support@exportain.com

LOCATION

Dhaka, Bangladesh

FACEBOOK

facebook.com/exportain

X

x.com/exportainBD

PINTEREST

pinterest.com/Exportain

DOCUMENTATION

docs.exportain.com

WHATSAPP

+8801351272596 – messages only

LINKEDIN

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