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## INTRODUCTION



### Advantage Vidarbha



The growth of any industrial sector is driven by one common factor: "CHANGE". Technological advancements over the last decade have reshaped the structure of every industry and significantly developed the Information Technology sector. To thrive in a competitive market, industries must continuously adapt and innovate. Recognizing this need for evolution, the Conclave and Expo were envisioned to bridge the gap between developing and developed industries, attract fresh investments, and showcase the region's existing industrial potential, thereby encouraging youth towards entrepreneurship.

Vidarbha, comprising 11 districts, boasts rich natural resources, minerals, skilled labour, and strong educational foundations. Despite this, the region remains underdeveloped industrially. Shri Gadkari's visionary approach inspired stakeholders in Vidarbha to foresee a brighter future for the region's industrial sector, which led to the creation of the Association for Industrial Development (AID) and registered under the Societies Registration Act, 1860. Guided by Shri Gadkari, a team of 11 experienced business professionals formed an Executive Committee, taking on the responsibility of organizing this significant event with the aim of unlocking Vidarbha's full industrial potential.

The "ADVANTAGE VIDARBHA - KHASDAR AUDYOGIK MOHOTSAV 2024," an Industrial Expo and Business Conclave, was held from January 27th to 29th, 2024, at the RTMNU Campus Ground in Nagpur. Organized by the Association for Industrial Development (AID), the event focused on promoting industrial growth in the Vidarbha region. This initiative was spearheaded by Shri Nitin Gadkari, with the goal of fostering comprehensive industrial development in Vidarbha.

Nearly 35 industrial sectors were identified as part of this initiative. Each sector was led by a Convener and Co-Convener, who voluntarily planned their sector's participation in the conclave and expo.

This report encapsulates key insights, recommendations, and action points derived from the event, offering a comprehensive overview of the conclave's outcomes and its future impact on Vidarbha's industrial development.



## EVENT SUMMARY

### EVENT PLANNED AND ACHIEVEMENTS DURING ADVANTAGE VIDARBHA

AID planned the "Advantage Vidarbha" event under the aegis of the "Khasdar Audyogic Mahotsav." The planning began on October 27, 2023, with the launch ceremony of the AID and Advantage Vidarbha logos at Hotel Center Point, attended by participants from 35 industrial sectors, expressing support for business and economic development in the Vidarbha region.

Several sessions were organized by sector Conveners, who invited prominent national and international speakers to share insights. The Conclave aimed to accelerate industrial growth through seminars, panel discussions, and interactive sessions featuring Union and state ministers, government officials, top bureaucrats, business leaders, and investors.

On December 10, 2023, Hon. Shri Nitin Gadkari launched the official website of Advantage Vidarbha and the Bhoomipoojan ceremony of the mega event took place on January 3, 2024, at the RashtraSant Tukdoji Maharaj Nagpur University, Jannalal Bajaj Administrative Building Campus ground, Nagpur.

The "Advantage Vidarbha - Khasdar Audyogic Mahotsav 2024," an Industrial Expo, Business, and Investment Conclave, took place from January 27th to 29th, 2024, at the RTMNU Campus, Nagpur. Organized by the Association for Industrial Development (AID) for the first time, the event focused on Vidarbha's industrial growth and economic development. A Business Conclave and an Industrial Expo provided a platform to explore growth opportunities and challenges while showcasing the region's industrial potential through the Expo.

Further, AID diligently sent invitations to speakers, sponsors, and invites, with strong support from Shri Gadkari's office. Over 200 prominent personalities, including business tycoons, investors, and industry experts accepted the invitation and actively participated in the event, fostering collaboration

and partnership-building.

Several ministries and government departments, including MSME, Defence, Aviation, Coal, Mines and Minerals, along with stakeholders from diverse sectors such as Information Technology, Gems and Jewellery, Real Estate, Fisheries, Dairy, Defence, Mining, Food Processing, and others, participated in the sessions and exhibition. The Ministry of MSME also supported start-ups and small to medium enterprises by offering subsidies to participants.

The three-day event hosted over 25 seminars and business sessions, with 8 seminars and meetings per day featuring more than 100 global business leaders and experts. The J.N. Tata Convention Centre, with a main hall seating 800 and three seminar halls seating over 200 each, welcomed over 1,400 business leaders and budding entrepreneurs daily, totalling 4,200 participants for the entire event.

15 global business leaders and investors from different countries also attended the Conclave, marking their presence throughout the event.

The Expo, spread across 5 wings and a food court, showcased over 250 manufacturing and service sector industries, with turnovers ranging from Rs. 50 lakhs to Rs. 10000 crores. Over 22000–25000 visitors attended daily, amounting to over 70000 visitors across the three days.

AID left no stone unturned in ensuring participation from every industrial sector, making the event a resounding success. Educational institutions across Vidarbha were invited, and more than 20,000 students attended, benefiting from panel discussions, lectures, and direct involvement in event planning and execution.

A key highlight was the unveiling of the coffee table book "Visionaries of Vidarbha" by Shri Nitin Gadkari and Shri Devendra Fadnavis during the concluding session. The book, featuring 40 success stories of leading entrepreneurs, professionals, and startups from Vidarbha, serves as an inspiration for the next

generation. Notable companies included Solar Group, Haldiram's, SMS Ltd., NECO, Baidyanath, VICCO, Bajaj Steel, Plasto, Infocepts, Dinshaws Confidence Petroleum, Ankur Seeds, ZIM laboratories, Vikamshi Fabrics and startups like Gramheet, agile connects and Tsecond. All featured entrepreneurs were felicitated by Shri Gadkari, celebrating their contributions to India's industrial and economic growth.

The event successfully fostered dialogue, collaboration, and partnerships among stakeholders, marking a significant step towards realizing Vidarbha's industrial potential.

## INFRASTRUCTURE DETAILS

The mega event was held at the RTMNU Campus, Jannalal Bajaj Administrative Building Ground, Amravati – Ambazari Road, Nagpur. The meticulously planned and executed three-day event covered approximately 103,334 square feet. The venue featured four conference halls, including a main hall with a seating capacity of 800 people. Additionally, there were around 250 Expo stalls occupying an area of approximately 55,671 square feet.

An exclusively designed 'Networking & Coffee Lounge' was set up for B2B meetings and interactive seminars targeting entrepreneurs, investors, start-up aspirants, and representatives from various sectors. A Welcome Helpdesk was also established. While the Expo and sessions were free of charge, visitor registration was mandatory for security reasons. The conference halls for sessions were separated from the Expo area to minimize disruptions. Ample parking space was provided, with separate VIP parking for security purposes.

The venue included well-equipped conference halls (A, B, C, D) for sessions, seminars, discussions, and presentations, each differentiated by area and seating capacity.

**Hall A:** The main dome, covering 10,656 square feet, with a seating capacity of 800 people. Large sessions, including the inaugural and valedictory functions, were held here.

**Hall B:** Capacity of 100 people, covering approximately 1,665 square feet.

**Hall C:** Capacity of 200 people, covering

approximately 4,000 square feet.

**Hall D:** Capacity of 200 people, also covering approximately 4,000 square feet.

Additionally, there were two seminar halls, each covering 25 square metres, and a round-table conference hall with a capacity of 20 people. All conference halls were equipped with LED screens and air conditioning.

A separate VIP lounge was set up for policy-level discussions between ministers and stakeholders, while a Networking & Coffee Lounge provided a relaxed atmosphere for business meetings.

The more than 250 stalls for exhibitors were organized into wings: Wing-A, Wing-B, Wing-C, Wing-D, Wing-E, and a Food Court.

Details of the stalls, along with images of a few, are shared in Annexure – A. The stalls were categorized by size and requirements.

## OBJECTIVES AND FOCUS AREAS

- 1. Facilitate Business Opportunities:** Provide a platform for exploring mutually beneficial business opportunities and fostering partnerships and alliances.
- 2. Knowledge Dissemination:** Facilitate the exchange of industry-specific knowledge, best practices, and emerging trends through panel discussions, workshops, and presentations.
- 3. Technology Transfer:** Facilitate the transfer of technology and innovation by bringing together companies at the forefront of technological advancements with those seeking to adopt new technologies.
- 4. Fostering Entrepreneurship:** Encourage entrepreneurship by providing a platform for startups and aspiring entrepreneurs to connect with investors, mentors, and potential partners.
- 5. Creating Market Access:** Provide a platform for businesses to access new markets, both domestic and international, by connecting with potential customers, distributors, and partners.
- 6. Raise Awareness Among Investors:** Make prospective investors and policymakers aware of emerging opportunities and strategic thrust areas, promoting investment and economic growth.
- 7. Attracting Investments:** Encourage domestic



and foreign direct investments by providing a platform for businesses to showcase investment opportunities and potential returns.

**8. Facilitating Networking and Collaboration:**

Create a conducive environment for networking, collaboration, and knowledge exchange among industry players, policymakers, and investors.

**9. Showcasing Industry Strengths:** Highlight the strengths, capabilities, and achievements of the

industry to attract investment and talent. Showcase innovations and success stories to build industry credibility.

**10. Policy Advocacy:** Advocate for favourable policies and regulatory frameworks that support industry growth. Engage with policymakers to address challenges and promote a business-friendly environment.



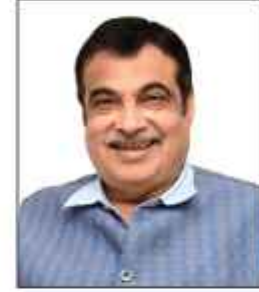
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## STAKEHOLDERS

- Industry Leaders and Professionals
- Investors
- Entrepreneurs and Business Owners
- Innovators and Technology Developers
- Service Providers
- Retailers and Distributors
- Government Representatives
- Financial Institutions
- Trade Associations and Chambers of Commerce
- Academic and Research Institutions
- International Delegations
- Media and Press
- Job Seekers and Talent

## FOREWORD

नितिन गडकरी  
NITIN GADKARI  
मंत्री  
सड़क परिवहन एवं राजमार्ग  
भारत सरकार  
Minister  
Road Transport and Highways  
Government of India



It is with immense pride and joy that I pen this foreword for the report documenting the summary of the landmark event-, Advantage Vidarbha-Khasdar Audyogik Mahotsava, which was held from the 27th to the 29th of January 2024 in Nagpur. This event marked a turning point in the journey of industrial development, so far, of Vidarbha, bringing together visionaries, industry stalwarts, entrepreneurs, and eager youth under one roof to shape the future of the region.

Organized for the first time under the aegis of the Association for Industrial Development (AID), this conclave and expo served as a significant catalyst in propelling Vidarbha toward its rightful place as an industrial powerhouse in India. Over 40 sectors were represented, ranging from gems and jewellery, defence, aviation, coal gasification, medical devices, textiles, IT, MSMEs, real estate, and pharma, to the emerging areas of bamboo, logistics, mining, and food processing, to name a few. The diversity of the sectors involved is an exhibit of the vast potential and dynamic possibilities that Vidarbha holds for growth and innovation.

The success of Advantage Vidarbha was not merely in the attendance or the range of industries covered, but in the active engagement of all districts of Vidarbha, which came together to present their unique strengths and opportunities. This was not just a Vidarbha-centric event, but a platform for luminaries from across the nation to share their insights and vision thereby paving path for new ventures. The guidance provided by these industry leaders was valuable and will undoubtedly inspire and empower stakeholders across the region for years to come.

One of the most heartening aspects of this initiative was the enthusiastic involvement of the youth. Our deliberate focus on involving youngsters in the industrial development process bore fruit, with many young minds contributing their fresh perspectives, ideas, and energy. More than 100 industry leaders lent their time and expertise to mentor and guide these budding entrepreneurs and professionals, creating an ecosystem where youth can thrive and innovate. Encouraging Start-Ups and fostering entrepreneurship was a key highlight, and I am certain this will show the way to the new generation of leaders who will take Vidarbha to new heights.

The signing of some of the important Memorandums of Understanding (MoUs) further cemented the significance of this conclave, translating ideas into actionable plans and collaborations that will drive the industrial progress of Vidarbha. These partnerships, along with the deep knowledge shared during the sessions, have sown the seeds for sustainable, long-term growth.



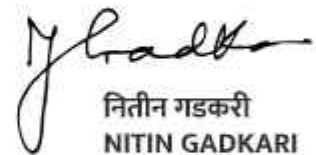
All the office bearers and members of AID deserve heartfelt congratulations for their tireless efforts in organizing, and executing such a grand event. Their dedication and commitment to the cause of Vidarbha's industrial development is commendable. The AID team worked with passion, ensuring that every detail was meticulously planned and every opportunity maximized to showcase Vidarbha's potential to the nation and the world.

I would like to extend my deepest gratitude to all the participants, all the industry leaders, the experts, the entrepreneurs, and the youth, who contributed to make this event a grand success. Without the active engagement, vision, and willingness to collaborate of all these stake holders and organizers along with their associates, this milestone would not have been possible. I also thank the dignitaries and policymakers who lent their support and vision for the future of Vidarbha.

As we celebrate the success of this inaugural edition of Advantage Vidarbha, I look forward with great anticipation to the years ahead. This event has laid a strong foundation, and I am confident that the saga will continue every year with renewed vigor, innovation, and an even greater commitment to the industrial development of Vidarbha. Under the aegis of AID, I foresee Advantage Vidarbha becoming an annual signature event, a lighthouse of progress that will guide and inspire future generations. Vidarbha's journey to industrial development and excellence has just begun, and I am sure that it would be marked by perseverance, collaboration, and visionary leadership.

I am confident that with sustained efforts, the dreams we have sown at Advantage Vidarbha will bear fruits, leading to the overall socio-economic transformation of the region. Let us work together to ensure that Vidarbha realizes its full potential and emerges as a major industrial hub, contributing to India's growth and global standing.

With gratitude and best wishes for the future.



नितीन गडकरी  
NITIN GADKARI





## FOREWORD FROM PRESIDENT'S DESK



**Ashish Kale**  
President

Vidarbha always had an unexplored potential of Industrial growth. The inspiration to tap this potential for economic upliftment of the region came from one of the most dynamic Union Ministers, Hon'ble Shri. Nitinji Gadkari. His vision for developing the unexplored Industrial sectors of Vidarbha came into existence in the form of 'ADVANTAGE VIDARBHA' KHASDAR AUDYOGIK MOHOTSAV 2024, an Industrial Conclave and Expo, convened on 27, 28, 29th of January 2024, at the RTMNU Campus Ground, Nagpur. He meticulously instructed that the organization of this Mohotsav should be free from political influences and hence 'Association for Industrial Development' (AID) was formed and registered under the Societies Registration Act to ease the planning for development of existing and developing Industries of Vidarbha. The Association comprise of 11 executive committee members who represented different sectors of industries, but have the common motive of development of industries of Vidarbha.

Nitinji gave us 3 key objectives to be achieved while planning for Advantage Vidarbha Khasdar Audyogik Mohotsav 2024'. The first was to highlight and showcase Vidarbha's industrial strength and variety and also to provide a common platform to our businesses for collaboration opportunities and explore avenues of exponential growth. The second objective was to attract investment to our region by

showcasing Vidarbha's abundant resources, the infrastructure which is equal to any metro city of our nation and the huge talent pool through its multiple and reputed educational institutions. The third point, that was close to heart of, Nitinji was to inspire the YOUTH of Vidarbha towards entrepreneurship and industrialization as well as create a platform for local employment opportunities. With these 3 objectives we organized the mega event. This was the first attempt of our Association to add our support towards the efforts of the Senior Leaders of our region who were working for ensuring economic progress of our region as well as all the various sector Associations who were working with the same intent and partnered with us for the event. Maharashtra's Hon'ble Deputy Chief Minister Shri. Devendraji Fadnavis shared his valuable inputs about structure and planning of the Expo for an impactful event. We got special support from the then Hon'ble Union Minister for MSME Shri Narayan Raneji and the MSME ministry for the Expo. The expo had 250 plus stalls from 42 various business sectors and from each of the 11 districts of Vidarbha.

Business sessions were planned in our JN Tata convention centre which was inaugurated by the dignitaries. More than 100 industry leaders, technical experts, strategic thinkers and Investors participated in the business discussions and enlightened on the way ahead for growth of our region, the way to attract



investment to our region and also guide and inspire our youth on the path of entrepreneurship. Sessions were held on Vidarbha as a preferred business destination for defence, logistics, MSME, pharmaceuticals, fisheries, dairy, bamboo, real estate, aviation, food processing, coal gasification, mining and mining equipment manufacturing, medical devices, tourism, jewellery manufacturing, textiles and green energy and many more. During these sessions various government departments also came forward to participate and extend their helping hand for development of various sectors and provide technical assistance to participants who desired to build up their own enterprise. One of the

highlighting sessions was that of the Start-ups sector who not only signed various MOUs during the 3 day conclave but also brought to the forefront different success stories of Start-ups that became an inspiration for the beginners.

We are sure to work relentlessly for the industrial growth of Vidarbha and attracting investment to make Vidarbha one of the most preferred manufacturing destination, employment hub so that every district of Vidarbha becomes a Metro city.

Ashish Kale



## FROM THE SECRETARY'S DESK



**Dr. Vijay Kumar Sharma**  
Hon. Secretary

It fills me with a feeling of great pleasure and gratitude to present this report of 'Advantage Vidarbha'- Khasdar Audyogik Mohotsav 2024. The pleasure is of connecting to people from almost all walks of life who irrespective of their business sector came under one roof with the pure intention of development of Industries of Vidarbha. The gratitude is about the confidence that our visionary and dynamic leader Hon'ble Shri. Nitin ji Gadkari, exhibited in us to organise this mega event comprising of expo, Conclave, sessions, and much more. The Journey started with the formation of the "Association for Industrial Development", that consisted of 11 members who were the established names of their business faculty. The association was duly registered under the Societies Registration Act and then the spree for planning of the mega event took pace. Initially the logo for the Association as well as the Business conclave was launched and then every sector of the industries having their units in Vidarbha became active to contribute from their end to be a part of this Mega event. Various meetings by different Sector- Conveners were held to finalise the way of their participation during the 3 day Conclave. Eminent personalities from the Industrial arena were invited and majority of them agreed to participate during the sessions. A promising response was received for participation at the Expo -stalls, ranging from the Food and Catering industry to the National Innovation Foundation – India – based units. In all

there were nearly 243 stalls erected and booked by the participants. We always received an unconditional support and timely guidance from Hon'ble Gadkari Sir's office. Invites to eminent personalities and Industrialist of India were backed by covering letters from the Office of Hon'ble Shri. Nitinji Gadkari.

The event was held during 27th, 28th and 29th of January 2024. The response was stupendous and the enthusiasm from every fraternity of Industry and education was overwhelming. Not just the established units but even the Start-ups participated during the sessions and at expo by displaying their products & services at the stalls. Many start-ups got funded by the investors and MOUs were signed during the conclave. On the very first day of the event, AID signed MOUs for start-up funding with capital ventures such as Harshraj Key Ventures, Amit Singhal from fluid ventures, specialising in B to C, "Think Q" Ghanshyam Ahuja based out of Singapore, Carrat Ventures Prajakta Raut and Pankaj Bansal who are going to provide technical assistance for 2 years to 100 mid-sized companies and bring them to large companies. Also, Family offices have agreed to fund 25 lakh every year for next 3 years. On the first day i.e. 27th Jan 2024, informative sessions related to Gems and Jewellery sector; Defence Sector where Lt. Gen. Vinod Khandare along with Air Marshal Vibhas Pande, shared their valuable advises with the audience. There were also sessions related to



Aviation Sector where in some important MOUs were signed for conducting Aviation related training courses for students in order to develop employment opportunities in the region. Food Processing sector, conducted an educative discussion on Innovative value addition opportunities in pulses, grain and Cereals. An MOU was signed between the Nagpur Dal Millers Cluster Pvt. Ltd. & GFI India Ltd.

The 2nd day began with one of the highly talked about sector i.e. Coal Gasification. The session was graced by the Hon'ble Minister of State for Defence and Tourism Shri. Ajayji Bhatt Padma Vibhushan Dr. Vijay Kumar Saraswat from NITI Aayog, Shri. Amritlal Meena, Secretary – Central Ministry of Coal, to name a few of the luminaries present. A Vendor Development programme was also organised by the MSME Dept. where various opportunities available for the MSME units at the PSUs were discussed and briefed about e- filing of tenders and reservations maintained for growth of MSME units. Highly informative sessions were conducted on Development of Bamboo sector in Vidarbha region, Real Estate, Pharmaceutical Sector where an important MOU was signed between Keystonemab and MADC Ltd. The day summed up with the panel discussion of IT & ITES sector on topic of Nagpur as the Geographical Centre of IT where Shri. C.P. Gurnani, CEO & MD Tech Mahindra participated and shared his views regarding development of skills imparted to students to be as per the market requirement.

The concluding day saw some of the interesting and often discussed topics in the Industrial arena such as the Finance Sector where Shri. Anand Rathi – Founder and MD of Anand Rathi Financial Services gave valuable suggestions and Shri Avinash Thite shared the in-depth calculations and provisions related to calculation of GST. Logistics and Warehousing conducted a healthy panel discussion on Development of Logistics and Warehousing Industry in Vidarbha Region where established Logistics houses from across India shared their views. Panel discussion on Vidarbha as emerging Hub of mining OEMs enlightened the audience regarding the potential of Gadchiroli to become one of the world-class steel manufacturing hubs due to availability of good quality Iron in that region. The session on Tourism industry in Vidarbha ended with a positive note by the Hon'ble Minister of Tourism

Maharashtra Govt., that a new Tourism policy will be introduced soon to boost the growth of this sector in Vidarbha. The panel discussion on Techno industrial dimension on fisheries sector brought out an interesting observation that Vidarbha has both salt and gravel reservoirs and hence there is huge opportunity for fisheries here. Panellists of the Dairy sector were very optimistic on making Vidarbha a vibrant 'Dairy Hub'. For understanding the retailer expectations of expansion in Vidarbha eminent personalities from IKEA, Apparel Group, Benetton India, Samsonite, Malabar Gold and Diamonds, McDonalds India, to name a few, came together to discuss and share their observations. At the concluding ceremony a significant MOU was signed between Ramcharan Group Chennai and CIAN Agro Industries, Nagpur for Technology transfer for CO2 to Ethanol. A coffee Table book titled, 'Visionaries of Vidarbha' was released at the hand of the dignitaries present on the dais for the ceremony. The book featured the success stories of 35 leading entrepreneurs, professionals and 5 start-ups from Vidarbha.

The Expo that was going on parallelly at the same venue had around 243 stalls that featured not only the industries and retail sector units of Nagpur but also other districts of Vidarbha and Maharashtra as a whole. Demonstrative units at the venue featuring Jaggery making unit from raw sugarcane, Concrete Mixer, Mobile diesel and Petrol dispenser, Fish farming, etc. There was a special Wing allotted to the MSME units at subsidised rates to encourage their participation in the Conclave. There was segregation of the stalls as per the clusters formed for management convenience such as a separate wing for the Sponsors, a wing of 28 stalls featuring the Pride of Vidarbha, i.e. the industries that have made significant contribution for industrial development of Vidarbha and a special wing of 29 stalls dedicated to the IT Sector. The entire exercise of the mega conclave was highly fruitful to the participants and the visitors at the same time. The Business Conclave has now ignited the path to growth for the industrial sector in Vidarbha region. The journey for the success story has just begun and we have a long road to go, for which we are preparing and getting equipped with more and more experiences.

I extend my heartfelt thanks to our esteemed sponsors and partners whose generous support and

dedication made Advantage Vidarbha – Khasdar Audyogik Mohotsav 2024 a grand success. My deepest appreciation goes to our prime sponsor, World Trade Centre Nagpur; Diamond Partner, Indian Oil; and our Banking Partner, SIDBI. I am also grateful to our supported partners, including MIDC, MADC, DIC, the Ministry of MSME, NHPC, WCL, and MoIL.

A special mention to our Venue Partner, Rashtrasant Tukdoji Maharaj Nagpur University (RTMNU), and our Knowledge Partner, IIM Nagpur & InFED, Raisoni Group.

A sincere gratitude towards all associations of Nagpur and the Vidarbha region such as Vidarbha Industries Association (VIA), Butibori Manufacturers Association (BMA), MIDC Industries Association, Hingna (MIA), Vidarbha Economic Development Council (VED), Laghu Udyog Bharti (LUB), Federation of Industries Association (FIA), Akola Industries Association (AIA), Vidarbha Defence Industries Association (VDIA), Electrical Contractors Association, All India Renewable Energy Association (AIREA), Amravati Management Association, Amravati Chamber of Commerce and Industries, VADA, MEDC, CREDAI, National Innovation Foundation, MGIRI, COSIA, MIHAN Industries Association, TIE Nagpur, Vidarbha Chamber of Commerce and Industry (VCCI), Vidarbha Plastic

Industries Association (VPIA), Kalmeshwar Industries Association (KIA), All India Gem and Jewellery Domestic Council (GJC) for their wholehearted support and all those who we miss to mention the name. We also thank every other association and contributor whose names may not appear here but whose impact is deeply felt.

I am grateful for the contribution of the print and electronic media, our social media team, and key collaborators like Advision Communications Pvt. Ltd., Red Carpet Media & Corp., Square Media Solutions, ProCohat Technologies Pvt. Ltd., SA Digital Films, and Khandelwal Gift Mart. I also appreciate Vivek Ranade for logo design and Vikas Gode for social media updates.

A very special thanks to Shri Avinash Ghushe, Shri Atul Mandlekar, Shri Praveen Bhalerao, Shri Shailesh Pande, and Shri Nishant Agnihotri. Last but certainly not least, I would like to acknowledge the exceptional efforts of our secretariat team: Pankaj Bhokare, Vijay Fadnavis, Nivedita Atalkar, Vinaya Kale, Dhammadeep Sawale, Rishi Kamble, and supported by Amogh Tijare.

**Dr. Vijay Kumar Sharma**



EXECUTIVE  
COMMITTEE



**Ashish Kale**  
President



**Dr. Vijay Sharma**  
Hon. Secretary



**Girdhari Mantri**  
Vice President



**Pranav Sharma**  
Vice President



**Prof. Rajesh Bagdi**  
Treasurer



### EXECUTIVE COMMITTEE MEMBERS



Prashant Ugemuge



Rajesh Rokde



Ravindra Boratkar



Mahendra Kshirsagar



Nikhil Gadkari



## EXHIBITION INAUGURATION AND COMMENCEMENT





# DIGNITARIES AND SPEAKERS AT ADVANTAGE VIDARBHA



## MINISTERS

---

- 1 **NITIN GADKARI**, HON'BLE UNION MINISTER FOR MORTH, GOVT. OF INDIA
- 2 **NARAYAN RANE**, HON'BLE UNION MINISTER FOR MINISTRY OF MSME, GOVT. OF INDIA
- 3 **DEVENDRA FADNAVIS**, HON'BLE DEPUTY CHIEF MINISTER OF MAHARASHTRA
- 4 **AJAY BHATT**, HON'BLE MINISTER OF STATE FOR DEFENCE, GOVT. OF INDIA
- 5 **SUDHIR MUNGANTIWAR**, HON'BLE MINISTER FOR CULTURAL AFFAIRS MAHARASHTRA
- 6 **GIRISH MAHAJAN**, HON'BLE MINISTER FOR TOURISM OF MAHARASHTRA

## MP & MLA

---

- 1 **PRAFULL PATEL**, MEMBER OF PARLIAMENT RAJYASABHA
- 2 **KRUPAL TUMANE**, MEMBER OF PARLIAMENT
- 3 **AJAY SANCHETI**, FORMER MEMBER OF PARLIAMENT
- 4 **SUNIL MENDHE**, MEMBER OF PARLIAMENT
- 5 **ASHOK NETE**, MEMBER OF PARLIAMENT
- 6 **ANIL BONDE** - MEMBER OF PARLIAMENT
- 7 **ASHISH JAISWAL**, MLA
- 8 **MOHAN MATE**, MLA
- 9 **KRUSHNA KHOPADE**, MLA
- 10 **PRAVIN DATKE**, MLA

## SENIOR OFFICIALS, GOVT. OF INDIA

---

- 1 **LT. GEN. VINOD KHANDARE**, PRINCIPAL ADVISOR, MINISTRY OF DEFENCE, GOVT. OF INDIA
- 2 **PADMA VIBHUSHAN DR. VIJAYKUMAR SARASWAT**, MEMBER, NITI AYOJ
- 3 **AMRITLAL MEENA**, SECRETARY – CENTRAL MINISTRY OF COAL
- 4 **P.M. PRASAD**, CHAIRMAN OF COAL INDIA

## TOP SENIOR OFFICIALS, GOVT. OF MAHARASHTRA

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- 1 DR. VIPIN ITANKAR, IAS COLLECTOR & DISTRICT MAGISTRATE, NAGPUR
- 2 DR. ABHIJIT CHAUDHARIAS IAS COMMISSIONER, NAGPUR MUNICIPAL CORPORATION
- 3 SUBHASH CHAUDHARY, VICE CHANCELLOR, RTMNU
- 4 AIR MARSHAL VIBHAS PANDE, AIR OFFICER COMMANDING-IN-CHIEF, MAINTENANCE COMMAND
- 5 DR. VINOD MOHITKAR, DIRECTORATE OF TECHNICAL EDUCATION, MAHARASHTRA
- 6 K SATHIANATHAN - DIRECTOR - NATIONAL HIGHWAY LOGISTICS LTD.

## TOP DIGNITARIES

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- 1 B. PRABHAKARAN, MD, LLOYDS STEEL AND ENERGY
- 2 SATYANARAYAN NUWAL, CHAIRMAN OF THE SOLAR GROUP
- 3 ANAND RATHI - ANAND RATHI FINANCIAL SERVICES
- 4 RAKESH RANJAN, CEO ZOMATO
- 5 VARUN ALAGH, CEO, MAMA EARTH
- 6 ANAND SANCHETI - MD - SMS GROUP
- 7 DR. ANIL KAKODKAR, PADMA VIBHUSHAN, NUCLEAR SCIENTIST & CHANCELLOR, HOMI BHABHA NATIONAL INSTITUTE
- 8 C.P. GURNANI, CEO & MD TECH MAHINDRA UNION MINISTER NITIN GADKARI
- 9 VANI KOLA, CEO - KALARI CAPITAL
- 10 SANDEEP AGARWAL, FOUNDER DROOM AND SHOPCLUES
- 11 MICHAEL LOHNERT, PARTNER AT AE INDUSTRIA
- 12 CLAUDE GAGNON, VENTURE PARTNER AT TRIPTYQ CAPITA
- 13 DELYA JANSEN, FOUNDER AND CEO OF PARTNER UTOPIA
- 14 SAIYYAM MEHRA, CHAIRMAN, ALL INDIA GEMS & JEWELLERY DOMESTIC COUNCIL
- 15 ASHISH PETHE, PAST CHAIRMAN, ALL INDIA GEMS & JEWELLERY DOMESTIC COUNCIL
- 16 AR. NEELAM MANJUNATH, WORLD BAMBOO AMBASSADOR WBO
- 17 DR. JITENDRA SHARMA, MD & CEO AMTZ
- 18 HARSH JAIN, CEO AND CO- FOUNDER OF DREAM 11
- 19 HARISH MEHTA EX- CHAIRPERSON NASSCOM
- 20 KARTHIK PADHMANABHAN, ZINNOV TECH
- 21 NANIK RUPANI, CHAIRMAN ROOPMECK ELECTRICALS PVT LTD
- 22 DR. SUSHIL SANGHI, MD - SANGHI CONSULTING ENGINEERS INDIA PVT. LTD.
- 23 SANDEEP KARWA - VICE PRESIDENT & HEAD OF FASHION - FLIPKART
- 24 SOMNATH DATTA MAJUMDAR - HEAD INDIA - JOY KOMATSU
- 25 MATEUSZ DWORAK - CHAIRMAN - COMPENSUS CO LTD. POLAND
- 26 DIMITROV KRISHNAN - MD - VOLVO INDIA
- 27 DR. V SHRIDHAR - PROJECT DIRECTOR - MOTHER DAIRY
- 28 RANJEET PURANIK - MANAGING DIRECTOR - DHOOTPAPESHWAR LTD.

- 29 **DR. JAYANT DEOJUJARI** - CHAIRMAN - NATIONAL COMMISSION INDIAN SYSTEM OF MEDICINE
- 30 **INDRANEEL CHITALE** - CHITALE BANDHU
- 31 **RAVI KANT**, CMD - MUNINTION INDIA LTD.
- 32 **RAJEEV PURI**, CMD - YANTRA INDIA LTD
- 33 **SANJAY DWIVEDI**, CMD ARMOURD VEHICLE NIGAM LTD.
- 34 **ATUL GOEL**, MD GOEL GANGA GROUP
- 35 **DR. BHIMRAYA METRI**, DIRECTOR IIM NAGPUR
- 36 **DR. PRAMOD PADOLE**, DIRECTOR OF VNIT

## **SPEAKERS**

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- 1 **A K JHA**, CHAIRMAN, JINDAL POWER LTD
- 2 **AIR MARSHAL PRASHANT KHANDEKAR**, AVSM VETERAN
- 3 **AJAY KAPOOR**, PRESIDENT AND FOUNDER, ASCENT BUSINESS SOLUTIONS
- 4 **AKHILESH SAHI**, SEIMENS INDIA
- 5 **AMIT KALE** - ASST. VICE PRESIDENT, ENGINEERING, GLOBAL LOGIC, NAGPUR
- 6 **AMIT KUMAR SHARMA**, CEO, ATRUIM
- 7 **AMIT SINGAL**, FLUID VENTURES
- 8 **AMOD SALGAONKAR** - CO FOUNDER & COO - A2S2 ENTERPRISES
- 9 **ANIKET SONAWANE**, ENGINEER (PURCHASE), RASHTRIYA CHEMICAL FERTILIZERS
- 10 **ANIL JOSHI**, UNICORN VENTURES
- 11 **ARIF SIDDIQUI** - FOUNDER & CEO - COIGN CONSULTING
- 12 **ARVIND KUMAR**, CENTER HEAD, TCS, NAGPUR
- 13 **ASHISH FAFADIA**, PARTNER, BLUME VENTURES
- 14 **ATUL PANDE**, EROS GROUP
- 15 **AVINASH THITE** - COMMISSIONER GST NAGPUR
- 16 **BALASAHEB DARADE**, MD NEW ERA CLEAN TECH
- 17 **BHARAT BHUSHAN RATHI** - HEAD OF DISTRIBUTION & LOGISTICS - MANKIND PHARMA LTD
- 18 **BHARATBHAI SHAH**, MANAGING DIRECTOR, LEBEN LABORATORIES LTD
- 19 **CA GIRISH DEODHAR**, PARTNER, G P DEODHAR & CO
- 20 **CA TUSHAR DABLE**, DIRECTOR, NAGPUR NAGRIK SAHAKARI BANK LTD.
- 21 **CHANDRASHEKHAR YADAV**, ASST MANAGER, MINERAL EXPLORATION AND CONSULTANCY LIMITED (MECL)
- 22 **D I KHAN**, CHIEF MANAGER (MATERIALS), MANGANESE ORE (INDIA) LIMITED (MOIL)
- 23 **DEVESH PENDHARKAR**, MANAGING DIRECTOR, VICCO LABORATORIES LTD.
- 24 **DILIP GONDNALE**, CHAIRMAN - VEDIC
- 25 **DILIP KUMAR CHEKURI**, CEO, MEDIVALLY
- 26 **DIVYA MUNOT**, CO-FOUNDER BAMBOOSTAN
- 27 **DIVYA SARAVANA**, THE GOOD FOOD INSTITUTE INDIA



- 28 **DR APOORVA SHARMA**, VENTURE CATALYST
- 29 **DR. ANWAR DAUD**, MANAGING DIRECTOR, ZIM LABORATORIES LTD
- 30 **DR. ARPITA SHARMA** - PROFESSOR - CENTRAL INSTITUTE OF FISHERIES EDUCATION
- 31 **DR. FIROZE AHMED** - DIRECTOR, CORNEXT AGRITECH
- 32 **DR. LAL SINGH**, PRICIPLE SCIENTIST, NEERI NAGPUR
- 33 **DR. PRANESH SRIDHARAN**, APIC - ALTERNATIVE PROTEINS INNOVATION CENTRE
- 34 **DR. SHESHA SAI**, GENETEK LIFESCIENCES PVT. LTD.
- 35 **DR. SNEHA SINGH**, ACTING MANAGING DIRECTOR - THE GOOD FOOD INSTITUTE INDIA
- 36 **DR. SUDHIR DHOTE** - DIRECTOR, SHUBHAM GENETICS
- 37 **DR. SUHAS BUDDHE**, CMD BIOCARE INDIA PVT. LTD
- 38 **DR. ULHAS PHADAKE**
- 39 **DR. V.M. SIRSATH**, JT. DIRECTOR MSME DFO
- 40 **GANESH VERMA**, CEO - BHAVYA SRISHTI UDYOG PVT LTD
- 41 **GURUDUTTA RAY**, DIRECTOR - HR, YANTRA INDIA LIMITED
- 42 **HARSHVARDHAN DAVE**, DGM FOR BHARAT DYNAMICS LIMITED
- 43 **INDER DEV NARAYAN** - CMD - MECL
- 44 **INDU**, MB, DGM (PURCHASE), MISHRA DHATU NIGAM LIMITED
- 45 **JAYANT CHOPDE**, PRESIDENT AT ALPHA AI, INC.
- 46 **JITENDRA VIJAY**, MEITY STARTUP HUB
- 47 **K K M BHARADWAJ**, AMM / ENGG, KRCL
- 48 **KAMESH SALAM**, FOUNDER & CEO CANBOO
- 49 **KARTIK KALE**, CEO, JSR DYNAMICS
- 50 **KRISHNA GOPAL GARG**, MANAGER (IT), FOOD CORPORATION OF INDIA
- 51 **LT. GEN. SANJAY VERMA**, VETERAN, EX. DWE AND VISITING FACULTY FROM RASHTRIYA RAKSHA UNIVERSITY
- 52 **M K SINGH**, ED, COAL INDIA LIMITED
- 53 **M.G. BHURLE**
- 54 **MAHAK ASOPA**, FINANCIAL ANALYST
- 55 **MAHAVIR JAIN** - GODAM LOGISTICS PVT LTD.
- 56 **MAJ. GEN. ANIL BAM**, PRESIDENT, VDIA
- 57 **MANISH AGRAWAL** - OPERATIONS HEAD, TECH MAHINDRA LIMITED, NAGPUR
- 58 **MANISH KHAIRKAR**, QCI CONSULTANT
- 59 **MANISH SRIVASTAVA**, JT. GENERAL MANAGER, ORDNANCE FACTORY AMBAJHARI
- 60 **MANOJ SHINDE**, DGM - AIESL
- 61 **MRIDUL CHAKRAVARTHY**, DIRECTOR - TALENT SUPPLY, ACCENTURE
- 62 **NANDKISHOR KODAPE**, MANAGER (HK), FOOD CORPORATION OF INDIA
- 63 **NEETU SINGH**, ASST. MANAGER, HINDUSTAN PETROLIUM CORPORATION LIMITED

- 64 **NIKHILESH GHUSHE**, CEO, ACQUIRED LANG
- 65 **NITIN KHANDELWAL**, PAST CHAIRMAN, ALL INDIA GEMS & JEWELLERY DOMESTIC COUNCIL
- 66 **PARUL JAIN** – DIRECTOR, EVEREST GROUP
- 67 **PRADEEP CHAUHAN**, DGM, HINDUSTAN PETROLIUM CORPORATION LIMITED
- 68 **PRANAV KHERGADE**, PASHAAN TECHNOLOGY PVT. LTD.
- 69 **PRANHAKARAN** - TRIVENI ENGINEERING
- 70 **PRASHANT DESHMUKH**, PROPRIETOR - PRASHANT DESHMUKH & ASSOCIATES
- 71 **PRIYANKA SHENDE**, MANAGER – SIDBI, NAGPUR
- 72 **PULKESH KADAM** - ASSISTANT COMMISIONER OF FISHERIES
- 73 **PULKESH KADAM** - ASSISTANT COMMISIONER OF FISHERIES
- 74 **RAJ SHEKHAR REDDY**, DASSULT SYSTEM
- 75 **RAJAN AGRAWAL** - RINKU COMMERCIAL CARRIER PVT. LTD.
- 76 **RAJESH GEHLOT**, CPO (M), BHARAT PETROLIUM CORPORATION LIMITED
- 77 **RAJESH ROKDE**, VICE CHAIRMAN, ALL INDIA GEMS & JEWELLERY DOMESTIC COUNCIL
- 78 **RAMDAS TEKAM**, EX DGM, NATIONAL SMALL INDUSTRIES CORPORATION (NSIC)
- 79 **RAMESH MEGHRAJANI**, MD - NEO INFRASERVICES PVT. LTD.
- 80 **RAMESH SINGH**, CO-FOUNDER AND BOARD MEMBER OF TSECOND
- 81 **RETIRED WG.CDR. SHRIRAM GHATPANDEJI**, BUSINESS DEVELOPMENT DIRECTOR, INDIA & NEPAL
- 82 **SACHINDRA NAWNAGE**, DGM (CONTRACTS), INDIAN OIL CORPORATION LIMITED
- 83 **SAHIL CHAWLA**, CO- FOUNDER AND CEO, TSECOND
- 84 **SAHIL MEHRA**, CONVENER OF LABHAM
- 85 **SAMEER BENDRE** - PERSISTENT SYSTEMS FOUNDATION
- 86 **SATISH RAIPURE**, VIGHNAHARTA CONSULTING ENGINEERS
- 87 **SATYENDER YADAV**, CHIEF MANAGER (C&M), POWER GRID CORPORATION OF INDIA LIMITED
- 88 **SHAHID HUSSAIN**, MANAGER (MM), WESTERN COALFIELDS LIMITED
- 89 **SHAILESH AWALE** – CENTER HEAD, HCL, NAGPUR
- 90 **SHIV KUMAR RAO** - R&Y LOGISTICS
- 91 **SHYAM MENON**, FOUNDING PARTNER- BHARAT INNOVATION FUND
- 92 **SOUMYA HV**, AIRCRAFT DESIGN EXPERT
- 93 **SUDHIR AGRAWAL** - PARTNER, RELIABLE CARGO
- 94 **SUKHDEB MANDAL** - DIRECTOR - M.M FISH SEED CULTIVATION PVT LTD
- 95 **SURESH BHARTI** - REGIONAL FISHERIES COMMISIONER
- 96 **SURESH SHARMA**, MANAGING DIRECTOR, BAIDYANATH AYURVED
- 97 **UJJWAL BAMBEL**, AVIATION EXPERT & CONSULTANT
- 98 **UNMESH DIGHE**, FOUNDER & CEO SIAD LLC
- 99 **V.V. KHARE**
- 100 **VAIBHAV VARDHAN**, (CO-FOUNDER & CEO AT INC 42 MEDIA)



- 101 **VIKRAM DESHMUKH** - MANAGING DIRECTOR - AUS TECH INDUSTRIES PVT LTD  
102 **VILAS KATEKHAYE** –DIRECTOR, PURNA DAIRY  
103 **VIRAJ VODITEL**, FOUNDER AND CEO, TECHTURE  
104 **VIRENDRA THAKKAR** - MD - LOGISTICS PARK INDIA PVT. LTD.  
105 **VISHNU TAMBI** – FOUNDER DIRECTOR, EXCELLON SOFTWARE  
106 **YOGENDRA KUMAR**, VICE PRESIDENT - AAR INDAMER  
107 **YOGESH SHINDE**, BAMBOO INDIA PVT LTD
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# INDUSTRY CHALLENGES

## Common Challenges Faced by Various Industries

Insufficient Promotion of the Region's Geographical Advantages and Potential, limiting investment opportunities.

Regulatory and Policy Hurdles

Delayed Implementation of Government Policies due to the lack of interdepartmental coordination.

Delayed Disbursement of Incentives, leading to uncertainty for businesses.

Weak Advocacy for Business Issues, leaving industry concerns unresolved.

High Power Tariffs, increasing operational costs.

Limited Fiscal Support for Emerging Entrepreneurs, restricting startup growth.

Inadequate Infrastructure, falling short of the standards required for ease of doing business.

Limited Social Amenities such as quality hotels, entertainment zones, and weekend tourist destinations.



## Key Challenges Faced by Industries in Coal Sector

- Execution Difficulties and Hand holding
- Coal Requirement for Power and Non-Regulated Sector (NRS)
- Earmarking Mines for Coal Gasification

- Rationalizing Coal Pricing for Gasification
- significant number of mines that are already closed. Further, over 60% of the operational mines will close in the next 10 years.



## Key Challenges in the Bamboo Sector

- Unfulfilled Promises of the National Bamboo Mission (NBM)
- Limited Use of Bamboo in Core Construction Areas
- Industry Integration and Collaboration
- Lacking of Environmental and Technological Innovations
- Underutilised potential of Global



## Competitiveness and Industrial Opportunities

- Policy Support and Capacity Building Key Challenges Faced by Startups
- Financial Preparedness for Uncertainties
- Balancing Capital Investments and Cash Flow
- Delaying Third-Party Funding
- Lacking of prudent financial management, strategic planning, and resilience-building
- Lacking robust financial management
- Lack of careful strategic planning and resilience to navigate the complexities of the startup ecosystem



### Key Challenges Facing the Gold and Jewellery Sector

- The upcoming implementation of the Gold Control Act poses a challenge. The industry needs to understand and comply with the new regulations, which may affect operations and profitability.
- challenge lies in the successful implementation and management of Gold Sukh scheme
- Ensuring consistent work and opportunities for local artisans remains a challenge.

### Key Challenges Facing the Defence and Aerospace Sector

- Yearly incentive disbursement to 10% of the total sanctioned incentives, which is insufficient given the cyclical nature of defence product demand and long gestation periods
- Inadequate Incentive Levels
- Critical shortage of skilled manpower for operating modern defence production units
- High Expenses for Product Testing
- High Transportation Costs
- Lack of Integrated Facilities
- Alignment of Education with Industry Needs
- Requirement of practical training in aerospace and aviation

### Key Challenges Facing the Aviation Sector

- Need to develop robust curricula that align with industry requirements
- Regulatory hurdles for drone industry
- High Capital Costs

### Key Challenges Facing the Real Estate Sector in Nagpur

- Nagpur needs to develop sufficient co-working spaces to meet the growing demand from domestic and foreign IT and BPO companies
- Infrastructure Development
- Human Capital Retention
- Market Dynamics and Occupancy Rates
- Investment and Investor Confidence
- Attrition Rates and Workforce Stability



### Key Challenges Facing the Pharma Sector

- High Dependency on Imported Medical Technology
- significant gap in the understanding of manufacturing details and technicalities required to produce medical equipment domestically
- Need for Assistive Technology
- Attracting and Retaining Talent
- Regulatory Compliance and Standards
- Necessitates specialized skills and industry-based education
- Innovation and Incubation Support
- Newcomers face challenges in monetizing good ideas and entering the export market, requiring solid strategies, thorough market knowledge, and maintaining drug affordability while adhering to regulatory standards.
- Requirement of robust research and development (R&D) initiatives





### Key Challenges Facing the IT Sector

- Need for continuous skill development initiatives to meet evolving industry demands and retain talent.
- Significant challenge in developing the necessary soft infrastructure—such as innovation hubs, incubation centers, and collaborative platforms—to nurture global IT leaders.
- Nagpur faces challenges in perception compared to other emerging cities like Ahmedabad and Jaipur, which have successfully marketed themselves as IT destinations.
- Infrastructure Development - co-working spaces are essential
- Integration of Advanced Technologies

### Key Challenges Facing the Pre-Engineered Building (PEB) Sector

- Perception and Awareness
- Adapting PEB designs and structures to meet these specific needs while ensuring regulatory compliance and operational efficiency presents a significant challenge.
- Quality Control and Standardization
- Fire Safety and Structural Integrity
- Technological Integration and Innovation
- Skill Development and Workforce Training
- Supply Chain Management and Material Sourcing
- Adoption in High-Rise and Complex Structures

### Key Challenges Facing the Logistics Sector

- The increasing toll taxes, monopolistic practices by shipping lines, and the absence of physical clearance agencies at strategic locations significantly inflate transport costs, posing a major challenge to logistics operations
- Government Policy Hurdles
- The lack of integrated logistics infrastructure aligned with national highways and inadequate Industrial Container Depots (ICDs)
- Inefficient regulatory practices, such as the physical absence of officers at clearance agencies like Drug Controller Office and FSSAI
- Despite its central location in India, Nagpur's landlocked status limits logistics to land transport and dry ports, necessitating innovative solutions and incentives to establish it as a multi-vendor hub



### Key Challenges Facing the Mining Equipment Sector

- High Equipment Downtime and Maintenance Costs
- Need for Advanced Training Facilities
- Infrastructure Challenges in Mining Areas
- Bid Value and Operational Expenses Optimization
- Government Intervention and Redressal Mechanisms
- Need for specialized training centres focussed on repairing and overhauling mining equipment and subassemblies



#### **Key Challenges Facing the Tourism Sector**

- The absence of a new tourism policy in Maharashtra is a critical challenge
- Delayed disbursement of incentives and unclear time lines for incentive availability
- Hotel as an Industry Recognition and government incentives Support
- Requirement of Streamlining administrative processes and establishing a one-window system for policy implementation and incentive disbursement



#### **Key Challenges Facing the Fisheries Sector**

- Lack of Dedicated Water Bodies
- Water usage for irrigation reduces water volume in reservoirs and tanks, leading to fish mortality and financial losses for fish farmers
- During the off-season, fish farmers face economic challenges and often need to seek alternative livelihoods, creating income instability

## INAUGURAL CEREMONY

The 3-day Mega Event was inaugurated on January 27, 2024, at 11:00 a.m. by lighting the auspicious lamp, graced by Honourable ministers from both the State and the Centre.



### THE DIGNITARIES WHO GRACED THE OCCASION

**Devendra Fadnavis,**  
Hon'ble Deputy Chief Minister, Govt. of Maharashtra

**Nitin Gadkari,**  
Hon'ble Union Minister for Road, Transport and Highways, GoI

**Sudhir Mungantiwar,**  
Hon'ble Cabinet Minister for Forests, Cultural Affairs and Fisheries, Govt. of Maharashtra

**Narayan Rane,**  
Hon'ble Union Minister for Ministry of MSME, GoI

**Praful Patel,**  
Member of Parliament, Rajyasabha

**Krupal Tumane,**  
Member of Parliament, Ramtek

**Anil Bonde,**  
Member of Parliament, Rajyasabha

**Ashok Nete,**  
Member of Parliament, Gadchiroli

**Lt. Gen. V. G. Khandare,**  
PVSM, AVSM, SM (Retd.), Principal Adviser, Ministry of Defence, GoI

**Sunil Mendhe,**  
Member of Parliament, Bhandara - Gondiya

**Ashish Jaiswal,**  
MLA, Ramtek

**Ajay Sancheti,**  
Former Member of Parliament, Rajyasabha

**Dr. Vipin Itankar, IAS**  
Collector & District Magistrate, Nagpur

**Dr. Abhijit Chaudhary, IAS**  
Commissioner, Nagpur Municipal Corporation

**Dr. Subhash Chaudhary,**  
Vice Chancellor of Rashtrasant Tukdoji Maharaj Nagpur University

**Dr. Pramod Padole,**  
Director, VNIT

**Ashish Kale,**  
President, AID

**Dr. Vijay Kumar Sharma,**  
Hon. Secretary, AID

along with all the Executive committee members of Association for Industrial Development (AID).





# Advantage Vidarbha

Path to Growth



L-R. Ashish Kale, President of Association for Industrial Development (AID) welcoming and presenting floral bouquet to Shri Nitin Gadkari, Hon'ble Union Minister for Road, Transport & Highways, GOI.



## WELCOME ADDRESS

Ashish Kale, President



While warmly welcoming the distinguished dignitaries on the dais representing various ministries of State and Centre, including Nitin Gadkari, Hon'ble Union Minister for Road, Transport and Highways, GOI; Narayan Rane, Hon'ble Union Minister for MSME, GOI; Devendra Fadnavis, Hon'ble Deputy Chief Minister, Maharashtra; Sudhir Mungantiwar, Hon'ble Cabinet Minister for Forests, Cultural Affairs and Fisheries, Govt. of Maharashtra; Lt. Gen V.G. Khandare, PVSM, AVSM, SM (Retd.), Principal Adviser, Ministry of Defence, GOI; and Air

Marshal Vibhas Pande, as well as members of Parliament from Vidarbha, dignitaries, business leaders, and all the participants across the nation and internationally, to the "Advantage Vidarbha - Khasdar Audyogik Mohotsav," Vidarbha's mega industrial expo and business investment conclave, Ashish Kale, President, Association for Industrial Development (AID), Proudly shared the mission of the Association for Industrial Development (AID) as conceptualized by Nitin Gadkari.

- AID Strives to harness the immense potential and opportunities for industrialization in the Vidarbha region.
- Highlighted that the event's inception was inspired by Nitin Gadkari four months ago.
- Aimed at fostering economic and industrial growth in Vidarbha, extending beyond Nagpur to include businesses from across the region.

#### **He further highlighted Event Objectives:**

- Highlight and showcase Vidarbha's industrial diversity.
- Provide a platform for business collaboration and growth opportunities.
- Showcase Vidarbha's resources, infrastructure, and talent pool to attract investments.
- Encourage the youth of Vidarbha towards entrepreneurship and industrialization.
- Create local employment opportunities by showcasing the region's industrial potential and success stories.

#### **He presented Event Highlights:**

- Exhibition features 230+ stalls from 42 business sectors across Vidarbha.
- 90% of stalls reserved for local businesses at

concessional rates.

- 26 various business sessions over three days at the JN Tata Convention Centre.
- Participation from over 100 industry leaders, technical experts, strategic thinkers, and investors.
- Sessions focus on regional growth, attracting investments, and guiding and inspiring youth towards entrepreneurship.
- Startup focus includes involvement of 40 venture capital firms to support and guide tech startups in Vidarbha.
- The participated sectors are Defense, Logistics, MSME, Pharmaceuticals, Fisheries, Dairy, Bamboo, Real Estate, Aviation, Food Processing, Coal Gasification, Mining, Medical Devices, Tourism, Jewellery Manufacturing, Textiles, Green Energy, and more.

#### **He spoke about Historical Context and Vision:**

- Emphasized Vidarbha's rich industrial heritage since JN Tata's establishment of Empress Mills in 1871.
- Advantage Vidarbha aims to elevate the region to match the industrial progress of Mumbai, Pune, and other national clusters.
- With the support of Nitin Gadkari and Devendra Fadnavis, the association is committed to resolving industry issues and attracting investments.
- Contributing significantly to the Prime Minister's Make in India vision.

*He Extended sincere thanks to everyone for participating in Advantage Vidarbha 2024 and appealed for valuable contributions and feedback to ensure the exponential growth of the region's industries.*





## Devendra Fadnavis



Hon'ble Deputy Chief Minister of Maharashtra, welcomed dignitaries and participants of Advantage Vidarbha. Also, Congratulated and thanked the Association for Industrial Development (AID) and Nitin Gadkari for organizing the event.

### Vidarbha's Transformation: Highlighted infrastructure development and investments.

- Enhanced road network, including the Samruddhi Expressway, creating a robust ecosystem.
- Positioning Nagpur and Wardha as emerging logistics hubs.
- Initiation of a dry port to solidify Vidarbha's role in the supply chain.

### Logistics and Connectivity:

- Plans for the largest logistics cluster in Nagpur.
- Samruddhi Expressway to extend to Gadchiroli, connecting Gondia, Bhandara, and Chandrapur.
- Shaktipith Expressway to link Nagpur to Goa, boosting tourism.

### Airport Developments:

- World-class airport in Nagpur underway.
- Ongoing work on Amravati Airport with new runway and night landing facilities.
- Akola Airport runway extension and new facilities.
- Plans for an airport in Gadchiroli with land identified and feasibility studies approved.

### Waterway Development:

- Developing a waterway from Chimur and Chamorshi to Andhra Pradesh port.
- Pre-feasibility study completed; project to enhance export potential and reduce transportation costs.
- Canal from Gosikhurd to Buldhana for drought relief, irrigation, and industrial water supply.

### Investment Highlights:

- Rs 20,000 crore steel plant in Konsari.
- Rs 10,000 crore MoU signed.

- Rs 50,000 crore investment pipeline, positioning eastern Vidarbha as a steel hub with Mul as an industrial center.

### Comprehensive Development:

- Emphasized development across Vidarbha, not just Nagpur.
- Success of the Textile Park in Amravati.
- Sanctioning of another textile cluster under the PM Mitra scheme, generating employment.

### Energy and Industrial Development:

- Focus on unconventional energy and coal gasification; recent MoU in Chandrapur.
- Role of academia in industrial development; discussions for a Centre of Excellence and AI center at IIM Nagpur with Google.

### Startup Ecosystem:

- Efforts to harness the startup ecosystem in Vidarbha.
- Plans for a tech-based startup center in Nagpur as the IT sector grows.

### Power Subsidy:

- Announced a power subsidy pattern for Vidarbha and Marathwada for the next five years.

### Government Support and Future Vision:

- Assured full support from the Maharashtra state government.
- Promised to incorporate suggestions from Advantage Vidarbha into policy.
- Engaging with MADC and MIDC officials to address industry issues in MIHAN and MIDC areas.
- Intent to host the next Advantage Vidarbha event at a newly developed convention center in Nagpur.



## Nitin Gadkari



Hon'ble Union Minister for Road Transport and Highways, Government of India, and Member of Parliament for Nagpur Constituency,

Hon'ble Minister for Road Transport and Highways, Government of India, and Member of Parliament for Nagpur Constituency, congratulated and thanked all the dignitaries on the dais, including Narayan Rane, Minister for MSME, GoI, Devendra Fadnavis, Deputy Chief Minister, GoM, Sudhir Mungantiwar, State Cultural Affairs Minister, Government of Maharashtra, Lt. Gen. Vinod Khandare, Principal Advisor, Ministry of Defense, GoI, and all Members of Parliament and MLAs of Vidarbha, for their valuable presence and contribution to the success of this event, organized for the very first time in Vidarbha on such a large scale.

He stated that the "**Advantage Vidarbha – Khasdar Audyogik Mahotsav**" has been organized with the sole objective of utilizing Vidarbha's resources strengths to develop the region. He emphasized that industrialization leads to capital investment, which in turn generates employment and creates wealth. The event aims to position Vidarbha at the forefront of the nation's industrial growth by focusing on industrialization, capitalization, prosperity, and employment generation.

- Further he Emphasized the need for robust infrastructure to support industry, agriculture, tourism, and employment.
- Noted progress in road infrastructure from Gondia to Buldhana, Gadchiroli to Washim, and Nagpur to Mumbai via the Samruddhi Expressway.

### **He also highlighted Sectors strength, potential and opportunites in Vidarbha Region:**

- Vidarbha holds 53% of India's manganese ore and significant iron ore reserves.
- Proper utilization can fulfil national demand and generate employment.
- Potential for job creation and regional development.

### **Tourism Development:**

- Development of infrastructure in Tadoba, Pench, Kanha, and Nagpur.
- Construction of Ambhora cable-stayed bridge for adventure sports and resorts.
- Suggested five-star hotels in Umred, ~Tadoba, and Chandrapur.

### **Bamboo Sector:**

- Producing bio-ethanol, clothes, and pickles.

### **Fisheries Sector:**

- Developing saltwater ponds for prawn farming near Murtizapur and Akola.

### **Cotton Industry:**

- Employs around 15,000 youths in Amravati.
- Prospects for developing cotton processing industries at the taluka level.
- Sindhi Dryport to facilitate direct transportation of goods to Bangladesh.

### **IT and Aviation:**

- Presence of four out of five top Indian IT companies in MIHAN.
- Ongoing manufacturing of parts for Airbus and Boeing at TATA Aeronautics Ltd.
- Establishing Nagpur as an aviation hub.

### **Vision for Industrial Growth:**

- Attract international investments and promote technology creation.



- Requested inclusion of District and Taluka Pavilions in future events.
- MPs from Vidarbha to act as convenors for industrialization in their districts.

#### Entrepreneurship Appeal:

- Encouraged entrepreneurs to use the Advantage Vidarbha platform.
- Aimed to create 100 new industries worth 1000 crore each.

#### He briefed about the Event Vision:

- Position Vidarbha as a leading region for industrial growth and investment.
- Commitment to resolving industrial issues and promoting agricultural exports.

*Coordinated efforts to achieve unprecedented industrialization and prosperity for Vidarbha and the nation.*



**Narayan Rane**

Hon'ble Union Minister of Micro, Small and Medium Enterprises, Government of India, congratulated the Association for Industrial Development (AID) and Nitin Gadkari for organizing the event and recognized the event's magnitude and significance for Nagpur.

- Further he Highlighted the region's potential due to recent infrastructure projects, abundant mineral resources, and visionary leadership of Nitinji Gadkari and Devendra Fadnavis.
- Emphasized the combination of natural resources, hard work, and technological progress making it an ideal time for investment in Vidarbha.
- Urged participants to take full advantage of knowledge-sharing opportunities available at the event.
- Further he Highlighted the region's potential due to recent infrastructure projects, abundant mineral resources, and visionary leadership of Nitinji Gadkari and Devendra Fadnavis.
- Emphasized the combination of natural resources, hard work, and technological progress making it an ideal time for investment in Vidarbha.
- Urged participants to take full advantage of knowledge-sharing opportunities available at the event.
- Emphasized the event's role in showcasing sustainable business ideas and the latest technologies to boost business growth.
- Appealed to youth and students to utilize the platform for pursuing entrepreneurship.
- Stressed that the primary aim of the event is to nurture and promote entrepreneurship in the region.
- Highlighted tourism as a major sector for development in Vidarbha.
- Compared potential development to facilities created in Goa and Europe for tourists by leveraging sea shore advantages.
- Noted that 92% of Maharashtra's mineral resources are in Vidarbha.
- Emphasized that proper utilization of latest technology can enhance industrialization and development, positioning Vidarbha at the top in national industrialization.





## Sudhir Mungantiwar

Hon'ble State Cultural Affairs Minister,  
Government of Maharashtra,



Emphasized the region's rich resources: minerals, agricultural produce, medical tourism, forest produce, watersheds, and human resources. Stressed the importance of a proactive mindset to effectively utilize these resources.

### Golden Era of Vidarbha:

Acknowledged the current phase as the golden era of Vidarbha. Mentioned significant support from both the central government (Nitin Gadkari) and

the state government (Devendra Fadnavis).

### Vidarbha's Mineral Wealth:

Noted that 92% of Maharashtra's mineral resources, including coal, iron ore, and copper, are located in Vidarbha.

### Potential for Medical Tourism:

Identified significant potential for developing medical tourism in the region.

### Worldwide Demand for Teakwood:

Highlighted the global demand for teakwood from Ballarshah, Chandrapur, and Gadchiroli.

### Establishment of the Forest Industrial Development Corporation (FIDC):

Announced the creation of FIDC in Chandrapur with a proposed investment of 48 crores.

Recognized the corporation's contribution to the success of the event and regional growth.



## Praful Patel

Member of Parliament, Rajya Sabha, welcomed all the dignitaries on the dais and the audience. He congratulated Association for Industrial Development (AID) and Nitin Gadkari for organizing "Advantage Vidarbha" with the vision of creating awareness about the latest trends and technologies in the industry. The event aims to showcase Vidarbha's strengths, opportunities, and geographical advantages, highlighting its natural resources at the district and taluka levels to investors and participants from other states of India and different countries worldwide.



### Further he briefed about Event Vision and Objectives and expressed his views:

- Aimed to create awareness about the latest trends and technologies in the industry.
- Showcase Vidarbha's strengths, opportunities, and geographical advantages.
- Highlight natural resources at district and taluka levels to investors and participants from other

states and countries.

- Presence of the steel industry and availability of iron ore in Gadchiroli and nearby districts.
- Potential for developing many ancillary industries in these regions.
- Significant achievement of MIHAN with AAR Indamer Aviation Pvt. Ltd. MRO servicing and repairing all aircraft of Indigo.



- Suggested organizing meetings at Mantralaya with leaders from all political parties, Members of Parliament, industrialists of Vidarbha, and consultants.
- Aim to discuss and explore strengths of different districts and taluka places.
- Help attract investments and aid in forming government policies and schemes for sustainable industrial growth.
- Suggested creating an electricity subsidy policy/scheme for large units to attract significant investments in Vidarbha.
- Emphasized the importance of power as a crucial resource for the industry.
- Appealed to all political party leaders to collaborate on efforts for the industrialization and development of Vidarbha.
- Urged leaders to set aside political affiliations for the region's progress.



**Dr. Vijay Kumar Sharma**

Hon. Secretary of the Association for Industrial Development (AID), proposed the vote of thanks.



- He expressed gratitude to all dignitaries for sparing their valuable time and sharing their views and inspirational words.
- Emphasized that their insights serve as a wake-up call to industrialists, policymakers, consultants, budding entrepreneurs, and youths.
- Extended heartfelt thanks to all Members of Parliament, MLAs, corporators, industrialists, and sector convenors and co-convenors of AID.
- Recognized their invaluable contributions in identifying key sectors and conducting various awareness and technical sessions/seminars.
- Highlighted the instrumental efforts of these contributors in supporting existing and budding entrepreneurs, as well as the youth of the region.
- Expressed gratitude to the print and electronic media for their valuable support.
- Acknowledged all support staff who were directly and indirectly involved with the event for their contributions.



(MoU signed between AAR Indamer Aviation Pvt. Ltd. And Priyadarshini Collage of Engineering, Nagpur & Jhulelal Institute of Technology, Nagpur)



**Advantage  
Vidarbha**

# TECHNICAL SESSIONS

27TH JANUARY, 2024

DAY 1



## EDUCATION CONCLAVE



Dr. Anil Kakodkar



**Dr. Anil Kakodkar**, Padma Vibhushan, Nuclear Scientist (Ex Chairman, AEC & BARC) & Chancellor, Homi Bhabha National Institute, emphasized the critical need for a stronger engagement between knowledge activities and the economy. He noted that while society and the economy are inherently interconnected, there is insufficient focus on integrating knowledge-driven activities within this relationship. Dr. Kakodkar advocated for encouraging the joy of creation to elevate society from a transactional nature to a more knowledgeable one. He highlighted the importance of incorporating liberal arts into technology programs, stressing that this integration receives inadequate attention. Furthermore, he asserted that instilling good, knowledgeable values must begin with our daily activities to ensure they remain ingrained in society.

### Suggestions by Dr. Kakodkar:

- The creation of a knowledge society where leveraging knowledge not only empowers individuals but also strengthens the entire community without exploitation.
- He called for a holistic learning environment and ecosystem within our universities and institutes to foster such a society.
- Additionally, he emphasized the necessity of nurturing a value system that promotes excellence in the education system. Institutional values and the criteria for measuring excellence are deeply interconnected, and both must be addressed to achieve and sustain educational excellence.



## PANEL DISCUSSION

**Theme:** Bridging Academia  
and Industry for Sustainable Growth  
and Innovation in Vidarbha.



Moderated by:  
**Shri Pramod Pampatwar**  
Director, VNIT Alumni  
Association

*Panelists:*  
**Dr. Vinod Mohitkar**, Director, Technical Education, Maharashtra;  
**Dr. Bhimraya Metri**, Director, IIM, Nagpur  
**Dr. Subhash Chaudhary**, VC, RTMNU  
**Atul Pande**, MD & CEO, EROS Group  
**Dr. Pramod Padole**, Director, VNIT  
**Dr. Suhas Buddhe**, CMD, Biocare (I) Pvt. Ltd.  
**Nikhilesh Ghushhe**, Co-founder, Acquired Lang.

### **Atul Pandey**, MD & CEO, EROS Group

- Emphasized the importance of up-skilling engineering and technical students through industry involvement in education.
- Suggested industry experts serve as visiting faculty at academic institutions.
- Proposed that students tackle real-world industry problems as project assignments to develop practical problem-solving skills.

### **Dr. Subhash Chaudhary**, Vice-Chancellor, RTMNU

- Highlighted the university's role in fostering an innovation ecosystem from ideation to product development.
- Mentioned the establishment of 24 incubation centers across various districts.
- Emphasized providing undergraduates with opportunities to develop and implement their innovative ideas.



**Dr Bhimaraya Metri**, Director, IIM Nagpur

- Highlighted IIM Nagpur's plans to foster growth in Vidarbha through industry-academia collaboration.
- Discussed executive education programs aimed at enhancing industry skills and strengthening bonds between academia and industry.
- Mentioned entrepreneurial development initiatives, such as the "Start-up India" fund by the Department of Science and Technology.
- Discussed the district strategic plan for "Advantage Vidarbha" by the Government of Maharashtra.
- Noted the Deputy Chief Minister's plan for a 1 billion contribution to the 5 billion economy plan for India.
- Emphasized IIM Nagpur's role in providing consultancy to corporates for growth strategies.

**Dr. Pramod Padole**, Director, VNIT

- Outlined VNIT's efforts aligned with the New Education Policy (NEP).
- Noted the revamping of curriculum, updated UG and PG schemes, and the establishment of centers of excellence to enhance industrial involvement.
- Mentioned the establishment of the "Siemens Centre of Excellence," a project worth 180 crores.
- Highlighted the signing of tri-party MOUs with VNIT, Dassault Aviation, and CC University of France for international collaboration.

**Dr. Suhas Budhe**, CMD, Biocare (I) Pvt. Ltd.

- Discussed the creation of industry-linked labs in Vidarbha's educational institutions.
- Emphasized the importance of faculty engagement with industries.
- Proposed integrating industry challenges as student projects to enhance practical learning.

**Nikhilesh Ghushe**, Co-founder, AcquiredLang

- Differentiated AI from traditional software development.
- Encouraged students to overcome their fear of mathematics.
- Advised students to follow AI leaders on social media to stay updated with global advancements in the field.

**Dr. Vinod Mohitkar**, Director of DTE, Government of Maharashtra, Mumbai

- Stressed aligning academic curricula with industry requirements as per the New Education Policy.
- Proposed a framework for internships to ensure students receive relevant and practical training from industries.





Vidarbha Entrepreneurial Odyssey (Part-I)  
**Theme:** Fireside chat with Varun Alagh



*Varun Alagh – Co-Founded Honasa Consumer Pvt. Ltd. (Mamaearth);  
 Shashikant Chaudhary, Co-founder, Baby Verse)*

**Varun Alagh**, Co-Founded Honasa Consumer Pvt. Ltd. (Mamaearth), while providing guidance to the young entrepreneurs/ Start up aspirants about how to establish new brands he explained that on first hand research about products to be marketed is to be done along with certification of the product brand that is to be established. He emphasised the use of E-commerce and digital media for establishment of new brands and strategies about product distribution.

He went on to explain as to how to build trust of consumers / customers in your product. He emphasised on study of consumer psychology and also consider tough times as opportunity and not adversity. He informed that many consumers have been working online and hence advertisement cost has decreased significantly since last few years. He also mentioned that "No negative proposition", does not work and one needs to propagate about what extra is been given through their product compare to the existing products.

**He said that the owners need to plan:**

1. Strategies as to distribution of product at best possible cost.
2. Pathway to achieve the expected position of the organisation after 2 years.
3. Capital required and allocation of that capital for the estimated growth.



## Vani Kola



**Vani Kola** (CEO - Kalari Capital),  
While explaining about Future of Indian Start-ups,  
she stated

- Significant reduction in the costing and development of start-ups ecosystem in India due to digital marketing and distribution.
- Development of public infrastructure has further lowered the establishment costs for start-up units.
- **Growth of Start-ups:** Rapid increase in the number of start-ups post the announcement of Startup India by the Central Government.
- Start-ups are emerging from every nook and corner of the country, not limited to big cities.
- Over 1,10,000 start-ups currently operating successfully in diverse sectors across India.
- Start-ups are expected to benefit smaller cities significantly in the coming decade.
- **Government Support:** Government has recognized the importance of start-ups for economic development.
- Various ministries and departments provide financial, infrastructure, and regulatory support to start-ups.

### **She expressed Key Aspects for Development of Start-up Ecosystems are:**

1. **Education:** Importance of educating individuals about start-up development.
2. **Mentorship:** Providing mentorship to aspiring start-up founders.
3. **Access to Capital:** Ensuring access to capital investment for establishing start-ups.

### **Investor-Start-up Relationship:**

- Importance of alignment between the values and vision of the investor and the start-up founder.
- Emphasis on the importance of the relationship beyond just business valuation.

During her key note address she called upon the attention towards the relationship of the investor and the founder of Start-ups. She also mentioned that not just valuation of the business is important but values and vision of both parties need to align.





## PANEL DISCUSSION

**Topic:** Navigating the land of start-ups; seed to growth



Moderated by:  
**Shashikant Chaudhary**  
Co-founder,  
BabyVerse

Panellists:  
**Vaibhav Vardhan**, Co-Founder & CEO, Inc 42  
**Sandeep Aggrawal**, Founder Shop Clues & Droom Technology  
**Vani Kola**, Founder and Managing Director, Kalari Capital  
**Shyam Menon**, Co-Founder, Bharat Innovation Fund  
**Ashish Fafadia**, Investment Partner, Blume Ventures

### HIGHLIGHTS:

- Panel Discussion on 'Navigating the land of start-ups; seed to growth'.
- The panel had an interactive discussion. Shyam Menon explained that it is necessary to raise funds for Start-ups for the growth of people who are required to develop sales engine and marketing engine.
- He emphasised that the funds provided for startups should be used to develop a pathway to grow business.
- He also enlightened that for development of eco system, conducive for the growth of Start-up, one needs to study and leverage the existing strengths of the regions and thereby develop a stronger ecosystem for their business.
- In response to the question as to how to articulate early days of start-ups, Ms. Vani Kola elucidated that the early days of start-ups requires strong conviction at the founder's end. However, the line of conviction verses gambling is very thin and everybody needs to be much grounded to think and set certain boundaries to be followed by themselves in order to achieve the targeted business goals. Every Start-up has to think rationally about the risk taken and the price that they are willing to pay for it.



## MOUs signed between Start-ups of Vidarbha and Local & Foreign Investors:



"Every start-up idea that is developable should bring ease of living and ease of business. It should be marketable, saleable, should have investors/ people who incubate the ideas and also finance the ideas. Educational Institutes should organise Hackathon to give problems of governments to young minds in order to find out executable solutions for them."

**Devendra Fadnavis,**  
Hon'ble Deputy Chief Minister  
of Maharashtra

### HIGHLIGHTS:

AID signed MOU'S with following Ventures Capitalists –

- Harshraj Key Ventures
- Amit Singhal from fluid ventures, specialising in B to C
- "Think Q" Ghanshyam Ahuja based out of Singapore.
- Carrat Ventures Prajakta Raut and Pankaj Bansal specialise in supply chain side – They are going to work with 100 mid-sized companies, provide technical assistance throughout the 2year and bring them from mid-size to large companies.
- Family offices have agreed to fund 25 lakhs every year for next 3 years.

## PANEL DISCUSSION

### Development of Gems and Jewellery Industry in Vidarbha Region



Moderated by:  
**Sahil Mehra,**  
Convenor, Labham,  
All India Gems and  
Jewellery Domestic  
Council

#### Panellists:

**Ashish Pethe,** MD, Waman Hari Pethe Jewellers  
**Rajesh Rokde,** Director Rokde Jewellers & Vice Chairman,  
All India Gem and Jewellery domestic Council  
**Saiyam Mehra,** Director, Unique Chains Pvt. Ltd. &  
Chairman, All India gem and jewellery domestic Council  
**Nitin Khandelwal,** MD, Khandelwal Jewellers  
**Pradeep Kothari,** Director, Karan Kothari Jewellers.

#### HIGHLIGHTS:

**Ashish Pethe,** MD, Waman Hari Pethe Jewellers insisted on understanding the Gold Control Act which is finalised to be implemented in India.

**Nitin Khandelwal,** MD, Khandelwal Jewellers informed that stay against this law has been taken by GJC. Suggestion has been given by GJC that involvement of local jewellers should be allowed in order to make Gold Monetisation scheme successful. Proposal of "Gold Sukh" in Vidarbha has been approved and will be soon coming in to existence. Under this scheme all retail brands are going to represent, B to C and B to B will be clubbed under one premises.

**Pradeep Kothari,** Director, Karan Kothari Jewellers opined that gold industry needs local jewellers to keep itself working. He also said that traditional designs in jewellery should be promoted to make work available to local artisans.



## SECTOR: DEFENSE



### Key Insights on **"Way forward to Atmanirbhar Bharat"** in Aerospace and Defense.

**Key note Address by:** Lt. Gen. Vinod Khandare, PVSM, AVSM, SM (Retd.), Principal Adviser, Ministry of Defence, Government of India; Air Marshal Vibhas Pande, AVSM, VSM, Air Officer Commanding-in-Chief, Maintenance Command; Rajeev Puri, Chairman and Managing Director, Yantra India Limited; C Ramchandran, Vehicle Finance, Armored India Limited.

Nitin Gadkari, Hon'ble MORTH, GoI welcomed all the dignitaries from the defence sector of India. In his address, he emphasized the significant opportunities available in defence exports. He highlighted that the country boasts a strong engineering workforce, whose innovative research can substantially enhance our defence exports. He also pointed out the strategic advantage of utilizing the facilities of defence and ordnance factories located in Vidarbha to develop new technologies and products. Vidarbha offers ample land for defence manufacturing, and both the state and central governments are prepared to provide the necessary policy and administrative support to advance the region's development.

Gadkari further noted that the central location of Vidarbha in India makes it a logistically advantageous area for both air and defence logistics activities. To achieve higher targets, he stressed the need for an improved work culture. Additionally, he suggested that the spare capacity of ordnance factories and DRDO should be leveraged to meet the nation's various requirements efficiently.



Lt. Gen. Vinod Khandare

PVSM, AVSM, SM (Retd.), Principal Adviser,  
Ministry of Defence, Government of India



Lt. Gen. Vinod Khandare, PVSM, AVSM, SM (Retd.), Principal Adviser, Ministry of Defence, Government of India emphasized, 'In the new era, new forms of threats have emerged. To counter them, the use of new technology is necessary. In such a situation, it is essential for us to be self-reliant in the defence sector'.

This is a golden era for the defence sector, where new markets are emerging, and industries can produce goods for export also. To succeed in exports, there are several essential requirements. Firstly, we must be globally competitive in terms of quality. Additionally, niche and futuristic technology should be integrated into our production lines. Cost competitiveness is crucial, along with timely production and the ability to provide products tailored to user requirements. Most importantly, post-supply service support is essential. He emphasized that new capabilities must be developed in various domains, including cyber, space, biological, and chemical. He stressed the need to take a significant leap in the defence sector to outpace adversaries, as incremental growth alone will not suffice. A leapfrog approach to growth is necessary, he said.



**Air Marshal Vibhas Pande,**

AVSM, VSM, Air Officer Commanding-in-Chief,  
Maintenance Command



**Air Marshal Vibhas Pande**, AVSM, VSM, Air Officer Commanding-in-Chief, Maintenance Command, highlighted the importance of indigenisation in the defence sector, noting that restrictions on the import of defence equipment are being imposed to foster domestic growth. He emphasized that India is now a leader in indigenisation, with over 70,000 lines of spares. Each part, no matter how small, is critical—for instance, a single split pin can ground an aircraft. This underscores the vital role that MSMEs play in the defence supply chain. While large conglomerates may dominate the industry, MSMEs will emerge as crucial secondary and tertiary agencies, integrating various products.

Marshal Vibhas Pande, Air Officer Commanding-in-Chief, Maintenance Command stressed that MSMEs have immense potential to contribute to indigenisation. Their involvement is crucial for developing robust, high-quality ships and equipment needed to strengthen the Navy. However, he pointed out that the few MSMEs currently participating are not meeting the required quality standards, indicating a need for improvement and greater engagement from MSMEs in this critical sector.



**Rajeev Puri**

Chairman and Managing Director,  
Yantra India Limited (YIL)



**Rajeev Puri**, Chairman and Managing Director, Yantra India Limited (YIL) — the newly formed defence PSU headquartered in Nagpur has plans to make a capital investment of Rs 600 crore for catering to the aerospace sector.

The products finally made after that, are expected to replace imports of items done by Hindustan Aviation Limited (HAL), said the company's chairman Rajeev Puri. YIL which has the ordnance factory Ambajhari as its flagship unit had been into manufacturing items like cartridge case, artillery and army shells. Post-corporatization it also began diversifying in other sectors which includes railways and aerospace.

Addressing a technical session at Advantage Vidarbha event, Puri said the company will be procuring a 10,000-ton aluminium extrusion machine for the aerospace sector catering to HAL. Puri said the company has also secured an order to make railway axles, which was bagged 40% rates lower than those offered by the private sector, he said.

Puri said YIL, which is among seven defence PSUs set up from the erstwhile ordnance factory board (OFB) in October 2021 began with a loss of Rs 800 crore. The next fiscal had a modest profit of Rs 52 core. In the current financial year, a three-digit profit is expected, he said. There is a major thrust on exports that includes independent orders apart from those bagged along with Munition India Limited another defence PSU.

Puri, however, expressed concern over growing dependence on imports of defence equipment. He said India has even surpassed Saudi Arabia and almost 10% of the world's total defence imports come to India. He said the private sector should not engage in setting up the capacity which is already existing with the government.

This is only leading to creation of excessive capacity rather than new fields in the defence sector should be explored, he said.



## PANEL DISCUSSION

### Promoting Indigenisation – Defence Acquisition Process 2020 and its Impact and Role of MSMEs.



Moderated by  
**Maj. Gen. Anil Bam**  
SM, VSM  
(Veteran - DAPC),  
President VDIA

#### Panellists :

**Ravikant Gajbhiye**, Manager, Bharat Electronics Limited.  
**Ravinabha**, GM, Bharat Electronics  
**Kartik Kale**, Vice President - Sales, JSR Dynamics  
**Madhusudhan Ghui**, Indian Naval Armaments Organisation of  
Indian Navy, Service Cadre  
**Prakash Lute**, CEO, Dassault Reliance Aerospace Ltd.  
**Comdr. Sudhir Kumar Singh**, OIC, T-DAC, Captain (IN)  
**Comdr. Vishal Salam**, Principal Inspector of Naval Armament, Nagpur  
**Harshavardhan Dave**, GM, Bharat Dynamics (I) Ltd.

#### HIGHLIGHTS :

##### **Maj. Gen. Anil Bam:**

- Highlighted Promotion of Indigenization in the Indian Navy and Emphasis on stronger ships and better equipment to enhance Navy capabilities.
- Highlighted the potential role of MSMEs in delivering higher quality products.
- Current MSME participation not meeting required quality standards.
- Need for an ecosystem supporting production of larger systems.
- Integration of drones and AI in platform management systems requires comprehensive hardware, sensors, and software.
- Collective effort among MSMEs necessary to achieve integration of new technologies.

##### **Ravikant Gajbhiye:**

##### **informed on BEL's Operations and Future Plans:**

- BEL's nine manufacturing units and two R&D facilities across India.
- Acquisition of 200 acres in Butibori, Nagpur for arms, ammunition, and explosives manufacturing.
- Strong focus on R&D with 40% of engineers dedicated to it.
- 80% of sales stem from indigenous efforts.
- Recent order from Indian Army for 5 million fuses over the next decade.
- Encouraged MSMEs to engage with large organizations like BEL.
- Importance of R&D, capacity, and capability building for MSMEs.

**Kartik Kale:**

**shared key Recommendations for Defense Sector MSMEs:**

- Clear identification and responsibility assignment from conceptualization to delivery stage.
- Adherence to timelines for faster results and innovation.
- Need for generating financial resources.
- Establishment of dedicated departments within banks for defense sector understanding.
- Providing expensive manufacturing equipment to MSMEs to reduce burden on DPSUs.

**Prakash Lute:**

**emphasized Aircraft Manufacturing and Challenges:**

- Current production of fuselages for aircraft in partnership with Dassault Aviation.
- Stringent quality norms for passenger aircraft manufacturing.
- Lack of nearby testing facilities; suggestion for shared MRO facilities.
- Maintenance challenges at MIHAN; encouragement for MSME vendors to provide maintenance services.
- Logistical advantages of Nagpur's central location.
- Specialized training courses for aeronautical work at ITI Khapri.
- Potential for manufacturing Rafale equipment in Nagpur.

**Commodore S.K. Singh:**

**informed about Collaboration with MSMEs:**

- Collaboration with over 100 MSMEs.
- MOUs with IIT Mumbai and IIT Delhi.
- T-DAC's risk appetite and support for MSMEs.
- Encouragement for MSMEs to approach T-DAC for guidance and support.

Captain Vishal Salam: briefed Levels of Indigenization in the Navy:

- Component/spares level, sub-system level, and systems level.
- Concern about small quantity of orders from defense sector for MSMEs.

- Industries compensated for their research efforts.
- Need for regional testing facilities to support indigenization.

**Madhusudan Ghui:**

**expressed Strategic Importance of MSMEs in Ammunitions and Armaments:**

- Highlighted India's import dependency for ammunitions and armaments.
- Need for indigenous capabilities to ensure self-sufficiency.
- Reduction of dependency on foreign suppliers to enhance national security.

**Harshwardhan Dave:**

**Spoke on Missile Manufacturing and Indigenization Initiatives:**

- Developments in missile manufacturing at Kanchanbaug facility.
- Expansion into manufacturing activities at Bhanur Unit post Chandrayan mission.
- Achievement of AS900D certification.
- "Shreejan" portal for promoting indigenization in defense and aerospace sectors.

**Key Takeaways by**

**Major Gen. Anil Bam**

- Importance of "handholding" for MSMEs with guidance and mentorship.
- Finance as a critical factor; improved accessibility and understanding of funding options.
- Ensuring fair capacity allocation and robust testing facilities for a reliable defense supply chain.
- Transition from vendor to strategic partner for long-term collaboration.
- Strong risk appetite among stakeholders.
- Striving towards total indigenization for enhanced national security.
- Encouragement for establishing and growing new MSME units for innovation and competitiveness.
- Necessity of conducting audits for transparency and accountability.
- Differentiation between innovation (driving progress) and indigenization (ensuring self-reliance and sovereignty).



## PANEL DISCUSSION

Emerging carrier Opportunities in Aerospace & Defence domains.

**Topic:** Employment & Entrepreneurship Opportunities in Defence Public Sector Undertaking.



Moderated by  
**Yogita Kasture**  
Co-Convenor,  
Defence Sector, AID.

Panellists:  
**Dr. J P Das**, GM, National Academy for Defence Production, Nagpur  
**Gurudatta Ray**, Director HR, Yantra India Ltd.  
**Dilip Gondnale**, Chairman, VEDIC  
**Dinesh Tej** from Dassault 3S Systems.

### HIGHLIGHTS :

#### **Gurudatta Ray:**

##### **Briefed about Favorable Government Initiatives:**

- Streamlined licensing procedures.
- Eased regulations for foreign direct investments.
- Implemented export-friendly policies positively impacting defence manufacturing.
- Increasing involvement of DPSUs in civil sectors, enhancing employment and business prospects.
- Government focus on skill development through schemes, including 23 major training programs at Yantra India Ltd.
- Emphasis on critical areas like danger building and chemical processing for defence manufacturing workers.
- Role of AI in improving quality inspection processes.

- Encouragement for MSMEs to leverage Yantra India Ltd.'s infrastructure for training personnel in specialized areas.
- Contribution to growth and competitiveness of the aerospace sector in India.

#### **Dilip Gondnale:**

##### **Informed about New Training Courses by RTMNU:**

- Approval of five new training courses offering academic credit transfer points under the new education policy.
- Focus areas: Aerospace and Aviation (specializations in aerospace electrician, design, and mechanical engineering).
- Additional focus: Automotive and capital goods (specializing in Automation and Robotics).
- Inclusion of basic skills in electronics, electrical applications, Cybersecurity, ethical hacking, and



cyber forensic science investigation.

- Emphasis on practical training on machines at VEDIC centers and Yantra India Ltd, facilities.
- Alignment of education with industry needs to prepare students for successful careers in high-demand fields like aerospace, automotive, and cybersecurity.

**Dr. J P Das:**

**Emphasis on Practical Training:**

- Strong emphasis on practical training at MIL.
- Students actively engaged in managing projects and events, gaining hands-on experience.
- Focus on applying theoretical concepts in real-world scenarios.
- Practical orientation aimed at producing highly competent and industry-ready professionals.

**Dinesh Tej:**

**Highlighted importance of Technological Advancements and Job Automation:**

- Insight into Dassault's role in Aerospace and Defence sectors, facilitating virtual environments for aircraft and missile operation, maintenance, and design.
- Importance of innovation and equipping students with scientific tools, virtual validation, and digital manufacturing capabilities.
- Emphasis on transitioning from "Make in India" to "Innovative India."
- Development of ecosystems fostering collaboration between training institutes and DPSUs to address skill development challenges.
- Role of AI in future developments and necessity of continuous learning.
- Advocacy for practical experience through paid internships, enabling individuals to earn while learning.



## PANEL DISCUSSION

### Theme - Vision for Vidarbha Aviation



Moderated by  
**Yogita Kasture**  
Co-Convenor,  
Defence Sector, AID.

Panellists:  
**Ujjwal Bambel**, Aviation Expert & Consultant)  
**Rajesh Joshi**, Aeromodelling instructor,  
**Unmesh Dighe**, Founder & CEO SIAD LLC  
**Vishal Bangre**, CEO Anant Aviation  
**Yogendra Kumar**, Vice President - AAR INDAMER  
**Manoj Shinde**, DGM - AIESL  
**Shafique Shah**, Director, Airport Authority of India, Gondia  
**Akash Chitmitwar**, Ozone Aviation  
**Pranav Khergade**, CEO & Founder of Pashan Aviation Pvt. Ltd.

#### HIGHLIGHTS & KEY TAKEAWAYS:

- **Aircraft Maintenance Training:** Two MOUs have been signed with leading MRO institutes to provide aircraft maintenance training to students at MIHAN in association with Nagpur University.
- **Pan-India Air Traffic Control:** The Aviation Ministry is planning to establish a pan-India Air Traffic Control center at Nagpur's Hingna Transmission Complex.
- **Aviation Education:** MOUs have been signed with colleges to offer courses in flying, dispatch load control, and load maintenance, enhancing aviation education.
- **Drone Industry Promotion:** There is a push to promote the drone industry as a versatile tool for solving various problems across different sectors.
- **MIHAN SEZ and IT Park Accessibility:** Efforts are being made to ease the availability of MIHAN SEZ and IT Park to encourage greater participation in the aviation industry.
- **Job Creation in Aircraft Maintenance:** Maintenance of Boeing and other aircraft has the potential to generate 400-500 engineering maintenance jobs, including technicians, support staff, and certifying staff. However, the industry faces challenges due to the high capital cost of engine repair facilities.
- **Heliports for Medical and Emergency Services:** Dignitaries suggested establishing heliports at strategic locations, including major hospitals in Vidarbha, to facilitate patient movements via air ambulance. A network of such heliports should connect smaller and remote places throughout Vidarbha.
- **Operational Feasibility of Water Aerodromes:** The Aviation Department has cleared the operational feasibility of water aerodromes, which can be made functional with basic ATC tower and VHF communication facilities. Aircraft suitable for water aerodromes should receive tax benefits and financial support to initiate operations. Such a network of heliports and water aerodromes would be highly beneficial for disaster management during natural calamities and highway accidents.

## PANEL DISCUSSION

Innovative value addition opportunities in pulses, grain and cereals.



Moderated by  
**Manohar Bhojwani**  
MD, Dayalu Dall Mill

Panellists:  
**Divya Saravana**, Corporate Engagement Specialist  
Marketing And Distribution, Good Food Institute India  
**Dr. Sneha Singh**, Acting Managing Director - The Good Food Institute India  
**Dr. Pramesh Shridharan**, Chief Innovation Officer & Co-Founder, APIC  
Alternative Proteins Innovation Center  
**Manohar Bhojwani**, MD, Dayalu Dall Mill.

### Key Highlights from the Event on "Innovative Value Addition Opportunities in Pulses, Grain, and Cereals"

#### Signing of Two MOUs:

- Between Nagpur Dal Millers Cluster and GFI
- Between Diet Food International and APIC
- Aim: To foster collaboration and innovation in the industry

#### Dr. Pranesh Shridharan's Insights:

- Discussed the extraction of protein concentrate from pulses
- Emphasized the market potential and processes involved

#### Dr. Shweta Singh's Insights:

- Highlighted the growing market for plant-based eggs and meat
- Identified cultural perspectives, consumer

psychology, and product pricing as major barriers to entry

- Advocated for substantial investments in R&D for product development
- Promoted the use of cost-effective, innovative, and locally made machinery to reduce production costs and enhance competitiveness

#### Manohar Bhojwani's Proposal:

- Proposed the creation of a "Protein-Park" in Vidarbha
- Concept: Encompassing the entire value chain from farm to fork
- Explained value-added processing, allowing for independent marketing and selling of seed components like starch, fiber, and protein
- Benefits: Maximizes value, ensures steady flow of goods, and minimizes transport-related risks



**Panel Discussion on Benefits of Value-Added Ingredient Manufacturing:**

- Generating new economic wealth for Vidarbha
- Fostering local community development through job creation and innovation
- Insulating Maharashtra from trade barriers and enhancing B2B strategic alliances
- Providing farmers with more local market opportunities, reducing transportation costs
- Promoting plant-based foods, thereby reducing agricultural emissions and energy consumption during exports

- Creating a secure, sustainable food supply chain, lowering food costs through local production
- Stimulating regional economic growth by necessitating the construction of multiple new processing facilities

**Conclusion:**

- The event highlighted the transformative potential of value addition in pulses, grains, and cereals
- Strategic steps required for achieving sustainable growth in the sector were discussed





**Advantage  
Vidarbha**

# TECHNICAL SESSIONS

28TH JANUARY, 2024

DAY

# 2





## Coal Gasification

### Nitin Gadkari

Hon'ble Union Minister for Road Transport and Highways, Government of India, and Member of Parliament for Nagpur Constituency,



Union minister Nitin Gadkari During his speech, the Minister for Road Transport and Highways asked the CIL and the Coal Ministry whether "coal mines which are economically not viable and those with low-quality coal and where mining is almost stopped in Vidarbha and Western Coal Fields (WCL) areas" could be used for coal gasification projects.

He also pitched for the use of non-viable coal blocks and low-quality ones under WCL areas for coal gasification. The union minister backed public-private partnerships in coal gasification projects, coal extractions and power projects on coal pitheads. Stating that the shortage of ammonium nitrate is also affecting the mining industry, Gadkari underlined the need for the production of ammonium nitrate on a large scale. He said nano urea introduced by the Centre should be used instead of extracting the urea from coal. Gadkari reiterated the need for alternative fuel and biofuel for the country's future.

Not only methanol but 300 other by-products can also be produced from coal gasification which will reduce the fuel import. This a great opportunity to develop the methanol economy in the country," he said. Gadkari said coal is available in huge quantities in Yavatmal, Chandrapur, and Nagpur districts in the Vidarbha region besides in Madhya Pradesh and Chhattisgarh where WCL is working. "These platforms can certainly help in increasing employment in this (WCL) region. Advantage Vidarbha is working towards this goal," he added.



### Ajay Bhatt

Hon'ble Minister of State in the Ministry of Defence and Ministry of Tourism



Ajay Bhatt, Hon'ble Minister of State in the Ministry of Defence and Ministry of Tourism stated that India has moved from the 11th position to the 5th position in the world economy in the last 10 years. This is the Era of Innovation, where young people are getting numerous opportunities in science and technology to be implemented in the defence sector. Modernization and the Make in India initiative are the central government's focus. He further added that around ₹1.5 crore in financial aid is being provided for the upliftment of MSME units and the implementation of innovative ideas. The decentralization of the ordnance factory was contemplated, and an Act was passed, which was later explained to the workers and employees of different departments. Additionally, a clause named 'Sunset' was inserted in it. All DPSUs that were established have now become profit-generating units.

## PANEL DISCUSSION

Theme: Coal Gasification



Moderated By  
**M. K. Singh**  
Former ED  
Coal India Ltd.

Panellists:  
**Balasaheb Darade**, Founder & MD, New Era Cleantech Solutions Pvt. Ltd.  
**P.M. Prasad**, Chairman of Coal India  
**Padma Vibhushan Dr. Vijaykumar Saraswat**, Member, NITI Aayog  
**Amritlal Meena**, IAS, Secretary, Ministry of Coal, GoI  
**Satyanarayan Nuwal**, Chairman, Solar Group  
**Ajay Mrig**, Convenor, Coal Sector, AID  
**A K Jha**, Chairman, Jindal Power Ltd.  
**M.K. Singh**, Former ED Coal India Ltd.

### HIGHLIGHTS:

#### **Amritlal Mena,**

Secretary, Ministry of Coal, GoI

- Highlighted the Central Ministry's stance on coal mining.
- Noted a 14% increase in coal production but acknowledged the need for continued coal imports to meet demand.
- Government offering mining areas with lower and substandard coal deposits on long-term leases to prioritize coal gasification.
- Announced a 10% revenue subsidy on commercial coal.
- Emphasized the production of various chemicals from coal gasification, including methanol.
- Stressed that many imported chemicals can be substituted with those produced during coal gasification.

#### **P. M. Prasad,**

Chairman, Coal India Ltd.

- Assured sponsorship for regional institutes proposing projects related to coal, methanol, etc.
- Confirmed Coal India Limited's readiness to support such projects.

#### **Padma Vibhushan Shri V. K. Saraswat,**

Member of NITI Aayog

- Emphasized the need for a zero-carbon mission by reducing per capita fossil fuel consumption.
- Expressed hope for India to become an exporter of alternative fuels.
- Highlighted the potential to produce methanol at 25% less per kilogram through coal gasification.
- Stressed the direct proportionality between the cost of coal and methanol.



- Proposed providing continuous coal supply for gasification through complete linkage coal to government sector companies.
- Suggested establishing joint venture companies between the government and the private sector for coal supply.
- Highlighted the importance of advancing R&D to commercial scale for development, reducing the capital cost of production.

**BalaSaheb Darade,**

Managing Director, New Era Clean Tech Solution Pvt. Ltd. gave a presentation about useful gases produced during gasification of coal that are cost

effective and decarbonize the industrial sector.

**Suggestions**

- Acknowledged ongoing difficulties during project execution and the need for handholding.
- Highlighted the requirement for coal in both power and Non-Regulated Sector (NRS).
- Recommended long-term coal linkage for gasification to be treated as a "POWER" sector or a "special category."
- Suggested earmarking certain mines for coal gasification that are not used by subsidiaries.
- Called for rationalizing coal pricing to encourage coal gasification.

## MOUs SIGNED DURING THE CONCLAVE

**MOUs were signed between:**

1. Maharashtra Airport Development Company Limited (MADC) and Netherlands-based Key stone mab entered into a significant industrial agreement to initiate a project worth Rs. 200-Crores in Vidarbha.
2. Nagpur Dal Milers Cluster and GFI.
3. Diet food international and APIC.
4. RTMNU & SIAD (LLA-USA) & Anant Aviation (City fly)
5. MoU Signed between AARIndamer Aviation Pvt. Ltd. MRO, Air India Limited MRO & Priyadarshini College of Engineering Nagpur and Jhulelal Institute of Technology Nagpur
6. Ramcharan group Chennai and CIAN Agro Industries, Nagpur for Technology transfer for CO2 to Ethanol. AID signed MOU'S with following Ventures:
7. Fluid Ventures
8. Key Ventures Investment Managers LLP
9. Venture Catalysts Pvt. Ltd.
10. July Ventures LLP
11. ThinkuvatePvt. Ltd.

12. We Founder Circle Pvt. Ltd.
13. Soonicorn Ventures
14. Caret 360
15. Mahalaxmi Trading Corporation
16. Raviraj Reality
17. Nextgen Investments
18. Ascent Business Solutions
19. Haldirams Group
20. Vinee Engineers
21. Tapadia Landmark LLP
22. Durafloor
23. Technoserge India Pvt. Ltd.
24. Baby Verse
25. Laxachem Organics Pvt. Ltd.
26. Raison Group
27. Excel ControlinkagePvt. Ltd.
28. Nanik Investment LLP
29. Goel Ganga India Pvt. Ltd.
30. Angel Investor



## PANEL DISCUSSION

## MSME (Vendor development Programme)



### Presence :

**P.M. Parlewar**, Director, MSME-DI  
**Sachindra Navnage**, Deputy General Manager (Contracts) Indian Oil Corporation Limited  
**Indu M.B.**, Deputy General Manager (Purchase) at MIDHANI-Mishra Dhatu Nigam Limited  
**Vijay Likhare**, Chief Manager (C & M) of PowerGrid Corporation  
**Shubham Godbole**, Deputy General Manager (Purchase) of National Chemical and Fertilizers Limited  
**Harshvardhan Dave**, Deputy General Manager (CC) of Bharat Dynamics Limited  
**Chandrashekhar Yadav**, Deputy Manager - Mineral Exploration and Consultancy Limited  
**Shahid Hussain**, Manager (MM) of WCL  
**Manish Srivastava**, Deputy General Manager of Ambazari Ordnance Factory  
**Mahak Asopa**, Financial Analyst of Indian Bank  
**K.K.M. Bharadwaj** of Konkan Railway Corporation Limited  
**Rajesh Gahlot**, CPO - Bharat Petroleum Corporation Limited  
**Krishna Garg**, Manager of Food Corporation of India  
**Pradeep Chauhan**, Deputy General Manager - Hindustan Petroleum Corporation Limited  
**Raju Doyfode and Addtl General Manager – MOIL.**

### HIGHLIGHTS:

MSME Entrepreneurs of Vidarbha had a very positive approach towards the MSME Vendor Development Program organized on Sunday, with the objective of spreading awareness about the product requirements of public sector undertaking companies.

**Indu MB,**  
Deputy General Manager (Purchase) at MIDHANI given Insightful Presentation on MIDHANI's products and achievements.



She highlighted Key Points as below:

- **MIDHANI:** Only manufacturer of Titanium Alloy and largest producer of super alloys in India.
- Established facilities between 1973-1983 for melting, forging, rolling, bar and wire drawing.
- **Customers:** Defence, Space, and other sectors.
- **Mission:** Achieve self-reliance in R&D, manufacture, and supply of critical alloys/products.
- **1984:** Developed Aeronautical Material Testing Laboratory.
- **Recent:** Established White Plate Mill (WPM) for manufacturing plates.
- Manufacturing facilities in Hyderabad and Rohtak.
- Products: Nickel-base, iron-base, cobalt-base super alloys.
- **Procurement:** 189 crores from domestic MSMEs, with 60% of inputs imported.
- **Opportunities:** Supplying materials like low carbon ferum, aluminium magnesium master alloy, pure molybdenum, pure nickel, and pure cobalt.
- **Procurement List:** 174 products and services, including capital goods and various items.
- **Procurement Categories:** Raw materials, consumables and spares, manpower contracts, job works, civil works.
- **Open Tender Mode:** 80% tenders, preference for Make-in-India initiatives.
- **Benefits to MSMEs:** Exemption from EMD submission, purchase preference, and GeM portal procurement.

**Vijay Likhare and Satyender Yadav,**  
Chief Managers at Power Grid Corporation of India has given Operations Overview on Transmission lines, telecom sector, and consultancy services.

#### Key Points were highlighted

- **Operations:** 176,000 km of transmission lines, 275 substations.

- **Telecom Services:** 75,636 km network, 780 points of presence, 99.99% availability.
- **Consultancy:** Domestic and international clients, major projects.
- **Procurement:** Towers, conductors, insulators, transformers, reactors, HVDC lines.
- **MSME Procurement:** 60%, aiming for 100% in future.
- **Telecom Sector:** 358 items reserved for MSMEs.
- **Benefits to MSMEs:** Exemption from tender fees and earnest money deposits.
- **Recent Initiatives:** Waiving MAT requirement, relaxing work experience criteria, vendor development programs.
- **Procurement Process:** Tenders on GeM portal and special e-tender portal.

#### Shubham Godbole,

Deputy Manager (Purchase) at Rashtriya Chemicals and Fertilizers (RCF) Ltd. briefed on RCF's operations and support for MSMEs.

#### Key Points were highlighted

- **Navratna Status:** First PSU in fertilizer sector.
- **Manufacturing Units:** Trombay and Thal.
- **Procurement Categories:** Raw materials, maintenance items, welfare items.
- **Wide Range:** Mechanical, electrical, instrumentation items, chemicals, industrial paints, packaging materials, hospital items, liveries, and safety items.
- **MSME Support:** 97 out of 358 reserved items, 645 MSME vendors, including 73 SC/ST vendors.
- **Transition:** From CPP portal to GeM portal, increasing transactions by 30%.
- **Advantages of GeM Portal:** Free training modules, timely payments, electronic system linked to Vendor Portal and Bill Tracking System.

#### Harshwardhan Dave,

Deputy General Manager (Corporate Communications) at Bharat Dynamics Ltd. (BDL) briefed about Core manufacturing areas and recent achievements

#### Key Points were highlighted

- **Products:** Missiles, underwater weapons, airborne products, ground support equipment.
- **Recent Facilities:** RF Seeker manufacturing, Warhead manufacturing, propellant and rocket manufacturing in Jhansi.
- **Vendor Registration:** Follows GeM portal guidelines.
- **Procurement:** Over 1500 Crores worth of goods, 30% of total procurement from MSMEs.

#### Chandrashekhar Yadav,

Assistant Manager at Mineral Exploration and Consultancy Limited (MECL) highlighted on Materials and services procured through e-tendering.

#### Key Points were highlighted

- **Essential Materials:** Drilling accessories, survey equipment, laboratory equipment, electrical machinery, vehicles, oils, hardware, metals, ropes, tools.
- **Services:** Manpower, catering, internal auditing,

exploratory drilling.

- **Make in India:** Compliance declarations required from MSME bidders.
- **Procurement Rate:** 99% through GeM portal from MSME units.
- **Tendering Methods:** Limited tenders, e-tenders, global tenders.
- **Registration:** Procedure and required documents outlined on MECL website.

#### Sachindra Navnage,

Deputy General Manager (Marketing Division Contracts) at Indian Oil Corporation highlighted that Procurement of 25% of production materials from MSMEs.

#### Key Points were highlighted

- **Public Procurement Policy 2012:** Approximately 358 products listed for MSME procurement.
- E-tendering and PPP. Ensures substantial MSME participation.
- **Recent Initiatives:** Significant support for MSMEs in procurement process.



## PANEL DISCUSSION

**Theme:** Development of  
Bamboo Sector in Vidarbha.



Moderated by  
**Rahul Deshmukh,**  
CEO, Real Agri Business  
Co-Convenor,  
Bamboo Sector, AID

Keynote Address by  
**Nitin Gadkari, Hon'ble Union MORTH, GoI**  
Panellists

**Sanjay Singh,** Partner, Green Solution India  
**Ganesh Verma,** CEO of Bhavya Srishti Udyog  
**Sunil Joshi,** Chief Architect, VEDHA Foundation & Former Chairman of Bamboo Society of India (BSI) & Convenor, Bamboo Sector, AID  
**Ar. Neelam Manjunath,** World Bamboo Ambassador  
**Kamesh Salam,** CEO of Canboo  
**Dr. Lal Singh,** Principal Scientist, NEERI, Nagpur;  
**Divya Munot,** Co-Founder Bambustan  
**Yogesh Shinde,** Bambu India Pvt. Ltd.

### HIGHLIGHTS:

#### Key Points highlighted by Union Minister Nitin Gadkari during his Speech on Bamboo Industry.

- Vision to transform the bamboo sector into a 50,000 crore industry.
- Emphasis on innovation and collaboration among bamboo experts and scientists.
- Importance of aligning production with market demands.
- Coordination between supply and demand is critical for industry growth.
- Focus on creating marketable and economically viable products.
- Ethanol from bamboo can significantly reduce pollution.
- A 20% ethanol blend with petrol lowers pollution, cuts costs, and boosts exports.
- Potential to generate substantial employment in Assam through bamboo cultivation and processing.
- Involvement of designers to enhance product marketability.
- Utilization of 3 mm bamboo pieces as white coal in electric power plants.
- High-quality production while reducing costs.
- Bamboo does not require cutting permissions,

simplifying harvesting.

- 'Bamboo City' Concept for Nagpur Proposed by architect and World Bamboo Ambassador Neelam Manjunath.
- Initiative aimed at achieving carbon neutrality, not just using bamboo materials.
- Focus on degraded and waste lands for bamboo cultivation to achieve climate change goals.

#### Expert Opinions and Challenges

- **Ar. Neelam Manjunath,** World Bamboo Ambassador highlighted the underutilization of bamboo in construction.
- Emphasis on bamboo as an eco-friendly, resource-efficient building material and carbon sink.
- Need for rejuvenation of the bamboo ecosystem and creating a thriving bamboo industry.

#### Support and Promotion for Bamboo Sector

- **Ganesh Verma,** CEO of Bhavya Srishti Udyog stressed the need for integrated work mechanisms and involvement of big industrialists.
- Sanjay Singh, Partner, Green Solution India called for technological innovations and establishment of bamboo industrial parks.

- **Kamesh Salam,** Founder and CEO of Canboo and Executive Director of the South Asia Bamboo Foundation emphasized policy deficiencies and the need for bold government steps.
- Introduction of the "BAMTECH" app to promote bamboo and skill training across the value chain.

#### Suggestions by Other Dignitaries:

- **Mass Production Approach:** Focus on mass production while ensuring quality, promoting signature products.
- **Standardization:** Develop standardized product manuals, improve packaging and branding.
- **National Transit Pass System:** Implement for streamlined transportation and regulation.
- **National Bamboo Development Authority:** Move under the Ministry of Commerce for better support and oversight.
- **Tax Structure Alignment:** Ensure uniform tax structure across states.
- **Incentives and Subsidies Awareness Programs:** Educate farmers and producers about available incentives and subsidies.
- **GST Review:** Reevaluate GST on bamboo to be more favorable for producers and consumers.



## SECTOR: STARTUPS



### Theme: Fireside Chat with Rakesh Ranjan-CEO, ZOMATO



Dr. Shashikant Chaudhary in an open forum with CEO of Zomato Rakesh Ranjan

#### HIGHLIGHTS:

During a 'Fireside Chat' at the seminar, Zomato CEO Rakesh Ranjan shared that Zomato, the renowned online food delivery platform, originated in Nagpur, the orange city. The session began with an interview where Angel Investor Shashikant Chaudhary engaged with Ranjan. Reflecting on his seven-year journey with Zomato, Ranjan highlighted that Nagpur was the first city to launch the Zomato app. He expressed his delight at being back in Nagpur, recounting the early days when customers primarily ordered innovative foods not typically found in traditional restaurants.

As the app's popularity grew, regular orders for daily breakfast and lunch items like pizza and desserts increased, and now there is a rising demand for regional delicacies such as Rajasthani cuisine. Ranjan emphasized Zomato's commitment to enhancing customer experience, discussed the balance between growth and profitability, and noted the growing trend of Indians ordering food online. He also highlighted the rise of cloud kitchens, especially post-COVID, noting that many traditional restaurants have launched their own cloud kitchens, marking a significant transformation in the food delivery industry.

He stressed that new competitors are coming in the field of online food delivery app's. Competitors have emerged at the local level. These competitors have increased our focus on providing quality services to customers. He said that no matter what the challenges are, the customer service is the most important thing for us. His insights and observations were well-received, earning applause from the audience.



## PANEL DISCUSSION

# Vidarbha Entrepreneurial Odyssey (Part II)

**Theme:** A guide to effective bootstrapping and cost management.



Moderator  
**Purushottam Modani**  
Angel Investor

Panellists :  
**Rahul Narvekar**, Fonder & CEO, Area Network  
**Pankaj Bansal**, Co-Founder, Caret Capital  
**Pooja Parmar**, Sr. Associate, Equanimity Investments  
**Harshika Paliwal**, Faad Ventures.

### HIGHLIGHTS:

Key Suggestions for Startups Navigating a Challenging Business Environment:

#### Rahul Narvekar

- Importance of maintaining substantial savings to endure tough situations.
- Be prepared for unpredictable market scenarios and changes in government policies that could cut off investor funding.

#### Pankaj Bansal

- Early-stage entrepreneurs should seek investors, clients, and employees.
- Balance capital investments and cash flow management; do not rely solely on cash flows to build a factory.
- Consider capital and debt options for scaling and take

advances to improve cash flow for day-one cash availability.

#### Pooja Parmar

- Delay raising third-party funds until achieving certain milestones.
- Initially bootstrap or utilize personal and familial resources to demonstrate traction and product-market fit to investors.
- Emphasize stringent expense management and maintain a frugal mindset as part of an entrepreneur's DNA.

#### Harshika Paliwal

- Equity is more expensive than debt.
- Structure financing to include working capital and fixed capital to optimize the balance sheet and overall financial

strategy.

#### Purushottam Modani

- Significance of bootstrapping and effective cost management for sustaining startups.
- Building resilience through these practices supports long-term goals and value creation.
- Bootstrapped companies may not create an ESOP pool, but externally funded companies can, which is crucial for attracting and retaining leadership through different business phases.

**These insights collectively highlight the need for prudent financial management, strategic funding approaches, and resilience-building for sustained success in the startup ecosystem.**



## PANEL DISCUSSION

# Vidarbha Entrepreneurial Odyssey (Part II)

**Theme:** Strategic dilemma balancing profitability & growth in business.



Moderator:  
**Ravi Shankar,**  
Agritech Mentor,  
Gram Paathshala

### Panellists

**Vijay Singh Rathod,** Co-Founder & CEO, Unicorn Ventures  
**Hanuman Tripathi,** Managing Partner, Fintech Vertical  
**Manoj Kumar Agarwal,** Co-Founder & Managing Partner, Sea Fund  
**Ravi Shankar,** Agritech Mentor, Gram Paathshala  
**Amey Belorkar,** Sr. Vice President, IDBI Capital Market & Securities Ltd

### Top Three Challenges Facing by Startups:

#### Vijay Singh Rathod

- Hiring good talent is crucial; founders must be cautious during the hiring process.
- Acquiring the right set of customers and reaching out to the masses with limited resources.
- Balancing limited capital while focusing on profitability.

#### Hanuman Tripathi

- Establishing trust among customers, whether in B2C, B2B, or direct sales markets.
- Spending money wisely in the market.
- Founders need to trust themselves and make independent decisions, even when considering

advice from investors and partners.

#### Manoj Kumar Agrawal

- Keeping innovation costs under control, especially in the B2C sector.
- Managing customer acquisition costs and balancing them with customer retention efforts.

#### Amey Belorkar

- Macroeconomic factors play a significant role in maintaining the balance between profitability and growth.
- Emphasis on sustainable profitability over rapid growth.
- Innovation should motivate users to choose the startup's product over competitors.



### **Common Mistakes Startups Make While Balancing Growth and Profitability**

#### **Amey Belorkar**

- Over-expansion is a common mistake.

#### **Manoj Kumar Agrawal**

- Importance of understanding the right geographical location for product sales.

#### **Hanuman Tripathi**

- Necessity of understanding the correct value proposition.
- Warning against failing to create buying hooks, which can lead to a company's downfall after initial success.
- Founders should avoid being overly possessive about their technology and focus on other aspects of growth, such as marketing and co-

creating with founders who have complementary skills.

#### **Vijay Singh Rathod**

- Relying on unrealistic projections can lead to a series of mistakes harming the business.
- Caution against making decisions based on incorrect forecasts, which can result in a loss of business.

**These points summarize the panel discussion's insights on the challenges and pitfalls startups face in balancing profitability with growth, emphasizing strategic hiring, trust-building, innovation management, and realistic planning.**



## PANEL DISCUSSION

### Overcoming funding hurdles in the city.

**Theme:** Unlocking Capital: Mastering the First Cheque and Overcoming Fundraising Hurdles in Tier 2 Cities.



Moderator  
**Harsh Saraf**,  
Co-Founder,  
Key Ventures

#### **Panellists :**

**Vikas Aggarwal**, Co-Founder, We Found Circle  
**Prajakt Raut**, Co-Founder & Managing Partner, Caret Capital  
**Vaibhav Domkundwar**, Founder, Better Capital  
**Amitabh Srivastava**, Partner, July Ventures;

#### **HIGHLIGHTS:**

The discussion commenced with each panellist sharing success stories of start-ups from Tier 2 cities.

#### **Vikas Aggarwal on Vipay's Growth and Investment Strategy**

- Vipay, a card payment company started during COVID-19 in Muradabad, grew from 10,000 students to 350,000 active users.
- 70% of investments in Vipay are from Tier 2 cities.
- Emphasis on evaluating the founder's passion, which accounts for 60% of his investment decision.

#### **Prajakt Raut on Rural Economic Development**

- Highlighted companies like Frontier Markets and Tractor Seva, connecting rural markets

with traditional companies.

- Emphasis on understanding farmer needs and supporting entrepreneurs contributing to India's growth, especially in manufacturing.

#### **Vaibhav Domkundwar on Technological Innovations in Agriculture and Health**

- E-Key Foods in Kota developed hydroponic farming technology to address future food scarcity.
- Fix Health, an online physiotherapy company in Nagpur, has established a strong presence.
- Focus on removing bias and evaluating fund raisers' knowledge.

### **Amitabh Srivastava on Investment Potential in Tier 2 and Tier 3 Cities**

- First investment in Upaj, an input credit financing company for agriculture.
- Investments in Vayavya Labs and Infospectrum, with Infospectrum sold to Infosys.
- Movement of enterprises from Tier 1 to Tier 2 and Tier 3 cities.
- Five key investment factors: team, market, product, traction, and exit opportunities.
- Potential in Nagpur and Vidarbha due to talent and mentor availability.

### **Investor Education and Expectations**

- Importance of educating investors about start-ups.
- Structured investment and long-term perspectives are essential.
- Tier 2 city investors often influenced by high returns and visibility.

### **Seed Fund Expectations and Investor Insights**

- Self-assessment of start-up's market potential is crucial.

- A typical return expectation is around 40%.
- Examples of vibrant ecosystems in Tier 2 or Tier 3 cities include Indore and Jaipur.
- Geographical location is less critical due to digital connectivity.

### **Husband-and-Wife Teams in Start-ups**

- Teams should be evaluated based on clarity in role division and shared vision.
- Risks exist, but dedication can be a strength.

### **Call for Regional Investment Support**

- Shri Shashikant Chaudhari urged regional investors to support local start-ups.
- Lack of local investment can be seen as a red flag by external investors.
- Discussions attracted about 32 investors, with potential funds nearing 20 crore for regional start-ups.

These points summarize the key discussions and insights shared during the Advantage Vidarbha Conclave, highlighting the growth potential and investment opportunities in the start-up sector, particularly in Tier 2 and Tier 3 cities.



## PANEL DISCUSSION

**Theme:** Theme: Nagpur the Emerging Metro City



Moderator  
**Siddharth Saraf,**  
Founder, The Empréan

Panellists:  
**Ajay Kapoor,** Founder, Ascent Business Solutions  
**Arvind Kumar,** Center Head, TCS, Nagpur  
**Virendra Kukreja,** Partner, Kapleshwara Buildcon LLP (Kukreja Infrastructure)  
**Anuj Puri,** Chairman Founder, Anarock  
**Atul Goel,** Managing Director and Founder, Goel Ganga Group  
**Gaurav Agarwala,** Director, Sandeep Dwellers Pvt. Ltd. (SDPL))

### HIGHLIGHTS:

Co-Working Industry Boost for Nagpur's Metro Growth

#### Key Points from the Panel Discussion

##### Hon'ble Union Minister Nitin Gadkari

- Nagpur is the fastest-growing city in India with unique attributes.
- First city in India with a 24-hour domestic water supply.
- Plans for the country's first Agro-convention center.
- Strong infrastructure in medical, educational, and tourism sectors.
- Emphasis on affordable housing and lowering housing costs to meet mass demand.

##### Anuj Puri, Chairman & Founder, Anarock Property Consultants

- 2023 has been the best year for India's real estate industry.
- Record-breaking residential property sales in 15 years.
- Lowest level of unsold inventory.
- 95% occupancy rate in commercial properties.
- Growth driven by end-user demand.

##### Gaurav Agarwala, President, CREDAI Nagpur Metro

- Need for co-working spaces in Nagpur to

- facilitate expansion for businesses.
- Examples: Pune and Hyderabad's success with co-working spaces.
- Chhattisgarh also moving towards co-working space development.

**Dr. Atul Goel, MD, Goel Ganga Group**

- Nagpur Metro has strengthened investor and consumer trust.
- Described Nagpur's infrastructure as being ten years ahead.

**Arvind Kumar, Center Head, TCS Nagpur**

- Quality human capital migrating to other cities.
- TCS expansion in Nagpur encouraged other firms to follow suit.

**Rajat Kapoor, Founder, Ascent Business Solutions**

- Low attrition rates in Nagpur's IT companies compared to big cities.
- Youth in Nagpur find ease of living attractive, contributing to lower attrition.

**Additional Highlights**

- Moderator: Siddharth Saraf, Founder, The Emyrean, Nagpur.
- Session walkthrough: Raunak Diote.
- Vote of thanks: Ekalavya Wasekar.

The discussion emphasized the potential for co-working spaces to support Nagpur's growth as a metro city, leveraging the city's infrastructure, human capital, and attractive living conditions.



## PANEL DISCUSSION

## Topic: "Strategic Advantages of Vidarbha for Industrial Growth"



Moderator  
**Ravleensingh Khurana,**  
MD, Nitika Pharmaceuticals  
Specialities Pvt. Ltd.

Key note Address  
**Dr.Jintendra Sharma** - MD & CEO AMTZ

Panellists:  
**Dr.Jintendra Sharma** - MD & CEO AMTZ  
**Amit Kumar Sharma** - CEO ATRUIM  
**Dilip Kumar Chekuri** - CEO Medivally  
**Suresh Sharma** - Baidyanath Ayurved  
**Dr. Anwar Daud** - Zim Laboratories Ltd.  
**Dr. Shesha Sai,** Genetek Lifesciences Pvt. Ltd.  
**Devesh Pendharkar** - Vico Laboratories Ltd.  
**Bharatbhai Shah** - Leben Laboratories Ltd.

### Key Points from Hon'ble Nitin Gadkari's Speech

#### Vidarbha's Strategic Advantages

- Excellent infrastructure and central location
- Connectivity citing the zero-mile marker
- Numerous engineering, medical, and pharmaceutical colleges providing skilled manpower

#### Special Economic Zone (SEZ) in MIHAN

- Offers significant benefits for exporters
- Utilization of the dry port at Sindhi for transport and export facilitation

### Essential Resources for Industrial Growth

- Well-supported water, power, transport, and communication infrastructure in Nagpur
- Tremendous export potential in the pharmaceutical industry due to strategic location

#### Government Support

- Commitment to addressing and resolving challenges faced by pharmacists
- Facilitating industrial growth, job creation, and raising per capita income in Vidarbha

#### Call to Action for Real Estate Players

- Lowering costs of housing units to leverage mass demand for low-cost housing

#### Insights from Dr. Jitendra Sharma on Healthcare Product Sector

- Four key parts: land and building costs, human resources, medicines and injectables, and medical technology
- Emphasized the potential for domestic production of medical equipment
- Success stories: Reduction in costs for MRI machines, CT scans, spectacles, and glucometers

#### Growth Potential in Vidarbha

- High viability for producing medical equipment
- Innovative marketing strategies like renting medical equipment

#### Future Plans

- Opening guidance centers in Vidarbha for idea sharing and problem-solving in the medical sector

#### Insights from Amit Kumar Sharma on Assistive Technology in Health Care (ATRIUM)

- Supports disabled individuals in India
- Operates testing, trial, and validation centers
- Mobile limb care van service for direct patient care

#### Insights from Dr. Mahendra Kshirsagar

- Invitation to stakeholders to formulate a concrete plan for establishing the pharmaceutical and medical products industry

- Emphasis on leveraging Vidarbha's natural resources and intellectual manpower

#### Insights from Dilip Kumar Chekuri

- Part of Atal Incubation Centres under Niti Aayog's Atal Tinkering Labs initiative
- Integration of colleges and incubation labs to drive innovation based on India's specific needs

#### Panel Discussion: Opportunities for Newcomers in the Pharmaceutical Industry & insights from

##### Dr. Anwar Daud

- Monetizing good ideas and entering the export market
- Importance of bank financing, venture capital, solid strategy, and regulatory adherence

##### Dr. Alok Singh

- Development of local pharma ecosystem in Vidarbha
- Growth potential in the API sector and need for specialized skills

##### Dr. Shesha Sai

- Crucial role of R&D in pharma industry growth
- Bridging the gap between academics and industry for leveraging local talent

##### Sulabh Khandelwal

- Experience of developing a US FDA-approved API plant in Vidarbha
- Importance of systems development and strict adherence to accreditation standards

Session Conducted by Mr. Ravleen Singh Khurana and Shri Mahendra Kshirsagar acknowledged the presence of dignitaries, setting the stage for a collaborative discussion.



**MOU:** Maharashtra Airport Development Company Limited (MADC) and Netherlands-based Keystonemab, entered into a significant industrial agreement at the Khasdar Audyogik Mahotsav Advantage Vidarbha to initiate a project worth Rs 200 crore in MIHAN-SEZ.



(Sr. Officials of Keystonemab and MADC Exchanging documents after signing of MOU.)

**Presence:** Hon'ble Union Minister **Nitin Gadkari**; **Dr. Tushar Sathe**, CEO, Keystonemab; **Dr. Roland Mijel**, CEO, Keystonemab; **Prakash Patil**, Retd. Additional District Collector, Officer at MADC; **Ashish Kale**, President, AID; **Dr. Jitendra Sharma**; **Ravleen Khurana**; **Dr. Anwar Daud**; **Amit Kumar Sharma** and **Alok Singh**.

On the second day of this festival, amid discussions of the pharmaceutical sector, Keystonemab and MADC Limited officials signed this Memorandum of Understanding (MoU). Keystonemab has a diversified business interests ranging from pharmaceuticals to Artificial Intelligence (AI) Research. The company is all set to establish a state-of-the-art dose-form solutions manufacturing project in MIHAN, creating direct and indirect employment for at least 300 individuals. An annual revenue of Rs 300 crore is expected from the upcoming project.

The CEO of Keystonemab, Dr Tushar Satav, Chief Commercial Officer Dr Roland Meisel, and Retired Additional Collector Prakash Patil from MADC Limited signed the agreement in the presence of Union Minister Nitin Gadkari. President of Association for Industrial Development (AID) Ashish Kale, and Secretary Dr Vijay Sharma were also present on this occasion. During this session of the pharmaceutical sector, other esteemed CEOs such as Dr Jitendra Sharma of AMTZ, Ravleen Khurana of Nitika Pharma, Dr Anwar Daud of ZIM Lab, Atul Mandlekar, Amit Kumar Sharma of Atram, and Alok Singh were present.

On the occasion, Gadkari said that Nagpur has excellent infrastructural facilities for exports which can be beneficial for the industrial units based in MIHAN- SEZ. "There is no need to go to any other hub such as Mumbai for exports, as top-notch logistical facilities like Sindi dry port are available right here," he said. Gadkari also encouraged other pharmaceutical companies to take advantage of this access. He also congratulated MADC and the Netherlands-based company for the agreement.





## PANEL DISCUSSION

### Theme: The Geographical Centre of IT



**Presence:** Dr. Vijay Kumar Sharma, Secretary, AID; Ashish Kale, President, AID; Vinod Tambi, Co-Founder & President, Excellon Software and Convenor, IT Sector, AID; Union Minister Nitin Gadkari, MORTH, GoI; C.P. Gurnani, Former CEO & MD Tech Mahindra & Former Chairman, IIM Harish Mehta, Founder and Executive Chairman, Onward Technologies Ltd. & founding member and the first elected Chairman of NASSCOM; Ajay Kapoor, Director, Ascent Business Solutions.

#### HIGHLIGHTS:

##### Highlights from Hon'ble Union Minister Nitin Gadkari and Panel on Nagpur's Potential as an IT Hub

- Exceptional road connectivity with the rest of India
- Strategic advantage for becoming an IT sector hub
- Robust infrastructure
- Presence of around 49 engineering colleges supplying skilled talent
- Commended IT sector companies for attracting investment and generating employment
- Emphasized development driven by Ethics, Economy, Ecology, and Environment
- Development projects balancing growth with ecological protection
- Introduction of electric trolley buses in MIHAN to enhance connectivity and reduce pollution

##### C.P. Gurnani's Emphasis on Skill Development

- Importance of skill development for establishing Nagpur as a significant IT hub

- Highlighted region's potential due to skilled workforce and strategic location

##### Harish Mehta's Insights from "The Maverick Effect"

- Successful establishment of Global Capability Centers (GCCs) in India employing 1.2 million engineers
- GCCs generating \$35 billion in foreign exchange
- Advocacy for collaboration between academia, industry, and stakeholders in Nagpur
- Setting high aspirations for Nagpur, such as becoming the next Silicon Valley
- Initial wave of infrastructure development in Nagpur praised
- Next wave of growth driven by start-ups aiming for global success
- Need to build soft infrastructure to nurture global leaders
- Collaborative model proposed for further growth and development of Nagpur



## PANEL DISCUSSION

**Theme:** The Strategies to propel the city as a Next IT Hub.



**Moderator**  
**Ajay Kapoor, Director,**  
Ascent Business  
Solutions

**Panellists:**  
**Ajay Kapoor, Director,** Ascent Business Solutions.  
**Dr. Bhimraya Metri, Director,** IIM, Nagpur  
**Karthik Padmanabhan, Managing Partner,** Zinnov  
**Mridul Chakravorty, Director-Talent Supply,** Accenture  
**Arvind Kumar, Centre Head,** TCS, Nagpur  
**Viraj Voditel, Director,** Techtur Structures Private Limited.

### HIGHLIGHTS:

Key Highlights from the Discussion on Nagpur's IT Sector Growth

#### Ajay Kapoor's Remarks

- Initial Scepticism and Commitment: Recalled initial scepticism but affirmed commitment to Nagpur
- Highlighted city's quality manpower, loyalty, cost benefits, flexibility, and exceptional infrastructure
- Ideal Location for IT Businesses: Emphasized scalability, safety, and security in Nagpur

#### Dr. Bhimraya Metri's Insights

- Infrastructure and Faculty: High-quality infrastructure at IIM Nagpur

- Strategic hiring of senior and experienced faculty
- Innovative Programs: One-year PG program in Cyber Security in collaboration with FedEx Institute of Technology
- Positioned Nagpur as a hub for cutting-edge education and research

#### Karthik Padmanabhan's Overview of Global Capability Centers (GCCs)

- Growth of GCCs: U.S. companies setting up their own offices in India
- 1,600 GCCs employing 1.6 million people in India
- 60% growth in GCCs over the last eight years
- Key Criteria for Emerging Cities: Talent Availability, Cost Arbitrage, Ecosystem of Skills

and Academics, Government-Led Initiatives, Infrastructure, Co-Working Spaces, Talent Mobility and Attraction, Stability, Safety, and Security

- Opportunities for Nagpur: Positioning as an emerging city with supportive ecosystem

#### **Arvind Kumar's Personal Journey**

- Choosing Nagpur: Praised local support and TCS as the largest employer in Nagpur and Vidarbha
- Continued Growth Potential: Emphasized Nagpur's supportive environment

#### **Mridul Chakravarthy's Perspective**

- Strategic Importance: Highlighted Nagpur's potential and hospitable nature
- Emphasized the role of central Indian cities in IT organization planning

#### **Viraj Voditel's Experience**

- Integration of IT in Construction: Growth of Tech-ture and cloud-based product management software, ARM
- Potential of Vidarbha's talent pool

#### **Additional points were highlighted during the discussion:**

- Strengthening Nagpur: Ecosystem effect; development of flight services and connectivity
- Example of IT company development in Gondia
- Ministry of Education Notification: Allowing experienced professionals to become Professors of Practice
- India's Growth: Transformation to the world's fastest-growing economy through technology
- Data generated by 1.4 billion people as a strength

#### **Dr. Bhimraya Metri's Educational Initiatives**

- Certificate programs in business analytics, data science, and cybersecurity
- Collaboration with Ministry of Skill and Entrepreneurship Development
- Centre of Excellence in AI and programs for women entrepreneurs and military personnel

#### **Karthik Padhmanabhan's Analysis of Emerging Cities**

- Comparison with Ahmedabad, Coimbatore, Jaipur
- Need for better marketing to attract investment and retain talent

#### **Arvind Kumar's Efforts in Talent Building & Collaboration with Academic Institutions**

- Internships and niche skill development programs
- Improving visibility of IT companies

#### **Mridul Chakravarthy's Challenge of Talent Retention, Perception and Marketing**

- Need to improve Nagpur's talent perception
- Importance of highlighting city strengths and marketing capabilities

#### **Viraj Voditel's Talent Retention Challenges**

- Retaining talent more challenging than attracting
- Potential for product innovation in niches like engineering and construction
- Demonstrated potential with successful Indian products like UPI



## PANEL DISCUSSION

**Theme:** Why Pre-Engineered Building are Important in Modern Era.



Moderator  
**Sameer Agrawal**,  
Convenor,  
Pre-Engineered  
Building Sector, AID

Panellists:

**Sameer Agrawal**, Convenor, Pre-Engineered Building Sector, AID  
**Satish Raipure**, Proprietor, Vighnaharta Consulting Engineers & Structures and Project Management;  
**Dr. Sushil Sanghi**, MD, Sanghi Consulting Engineers India Pvt. Ltd.  
**Mr. Prashant Deshmukh**, Proprietor, Prashant Deshmukh & Associates  
**Dr. Ramesh Meghrajani**, MD, Neo InfraserVICES Pvt. Ltd.

## Key Highlights from Presentations on Steel Constructions and Innovations

### Satish Raipure's Presentation: "Revolutions in Steel Constructions"

- Advantages of Steel: High resistance to cyclones and earthquakes
- Lightweight, cost-effective, flexible for modifications, and recyclable
- Shift from RCC to Steel: RCC used in initial stages of high-rise buildings; steel preferred for advanced stages
- Applications and Challenges: Steel used in factories and multi-storied buildings
- Disadvantages of traditional methods: high initial costs, maintenance, fireproof coatings, welding quality issues

- Introduction of Pre-Engineered Buildings (PEB): Emerged in India around 1999-2000 for warehouses, columns, and roof trusses
- Advantages of PEB: aesthetic appeal, superior workshop quality, cost-effective, ready within six months, lower lifetime cost

### Dr. Sushil Sanghi's Insights on PEB and Composite Structures

- PEB Standards and Hybrid Structures: ISO standards for PEB construction; meticulous process definitions
- Hybrid structures combining steel and concrete for enhanced durability
- Composite Structures: Concrete-encased steel

elements resist buckling, fire, and corrosion

- Spans longer distances without intermediate columns
- Deck sheets used with stringent procedures
- Sector-Specific Construction Needs: Customized methods required for different industries (food, pharmaceutical, metal)

**Ar. Prashant Deshmukh's Presentation: "Innovations in Effective Industrial Constructions"**

- Definition of Innovation: Introducing new ideas, methods, or solutions to enhance value and address needs
- Integrated Industrial Township (IIT): Reduces commute time and energy for employees
- Advanced Construction Technologies: Use of advanced software, pre-engineered, pre stressed, pre-cast, and pre-fabricated materials
- Benefits of robotics, automation, and AI in construction
- Integration of renewable energy sources (wind, solar, water)

**Dr. Ramesh Meghrajani's Presentation: "Super Structure for Sprawling Process Plants"**

- Vidarbha's Industrial Advantages: Geographical benefits, 48 industrial hubs, robust steel trade, and PEB units
- Types of Sprawling Units: Extensive width/length, high dimensions, large area plots, and interconnected complexes
- Examples: single large buildings, multiple interconnected buildings, solar power projects
- PEB Requirements and Design Parameters: Shipping lists, fabrication drawings, sections, sheeting, accessories, insulation, warehouses
- Design considerations: flow charts, location, loading, interconnections, storage, load-bearing capacity
- PEB Relocation and Fire Safety: Relocation within same seismic and wind zones
- Use of vermiculite coating for fire resistance
- Need for cold storage houses to reduce fruit and vegetable perishability
- Summary of PEB Characteristics: Optimum design, speed, quality, aesthetics, reduced labour involvement







**Advantage  
Vidarbha**

# TECHNICAL SESSIONS

29TH JANUARY, 2024

DAY

3



## PANEL DISCUSSION

**Theme :** Raising Capital and Private Equity through Capital Market.



Moderated by  
**CA Tusharkanti Dable**

### Panelists

**Anand Rathi**, Founder & Group Chairman, Anand Rathi Financial Services;  
**Priyanka Shende**, Manager (SIDBI)  
**CA Zulfesh Shah**, Vice Chairman at WIRC, ICAI;  
**CA Tusharkanti Dable**  
**CA Girish Deodhar**, Sr. Partner, G P Deodhar & Co.  
**Avinash Thite**, Commissioner, Department of GST  
**Ramakrishnan R**, Cofounder, aXYKno Capital Services Pvt. Ltd.

### Anand Rathi on Fund Raising for Companies

- Government Schemes for Funding: Importance of familiarizing with available government funding schemes
- Composition of Finance: Liquidity as fundamental to business growth
- Wealth Creation: Focus on long-term potential rather than short-term gains
- Future value of a business drives wealth creation

### Avinash Thite on GST Evolution and Revenue Generation

- GST Overview: Introduction, development, and impact on revenue generation
- Simplification of Tax System: Expansion of tax base, elimination of hidden taxes
- Uniformity in tax assessment and clarity for taxpayers
- Importance of Understanding GST: Awareness of GST rates and assessment processes
- Transparency and consistency introduced by GST

### Priyanka Shende on SIDBI Finance Schemes for MSMEs

- Finance Schemes Overview: Term loans for

- setting up, expanding businesses, purchasing machinery, capital expenditures, rooftop solar projects
- Working Capital and Non-Fund Based Assistance: Regular WC limits, working capital term loans, bank guarantees, letters

### CA Girish Deodhar on Debt, Project Reports, and Business Plans

- Importance of Project Reports and Business Plans: Essential for securing finance
- Net worth of investors determines loan amounts
- Debt and Equity: Debt includes term loans and working capital
- Detailed project reports required for both
- Golden Formula of 5 W's + 1 H: What, Why, When, Where, Who/Whom, and How
- Project Location and Techno-Expert Viability Report: Importance of location (proximity to raw materials or finished goods)
- Necessity of a techno-expert viability report for loan approval



## PANEL DISCUSSION

**Theme:** Development of Logistics & Warehousing Industry in Vidarbha Region.



Moderated by  
**Siva Kumar Rao**  
Founder & Director,  
R & Y Logistics

### Presence

**Arif Siddiqui** - Founder & CEO - Coign Consulting  
**Bharat Bhushan Rathi**, Head of Distribution & Logistics-Mankind Pharma Ltd  
**Nitin Gadkari**, Hon'ble Union MORTH, GoI  
**Virendra Thakkar** - MD - Logistics Park India Pvt. Ltd.  
**Sudhir Agrawal** - Partner, Reliable Cargo  
**Mahavir Jain** - Godam Logistics Pvt Ltd.  
**Rajan Agrawal** - Rinku Commercial Carrier Pvt. Ltd.  
**Karunakarn Sathianathan** - Director - National Highway Logistics Ltd.

### HIGHLIGHTS:

Key Highlights from Logistics Sector Discussions

**Nitin Gadkari, Hon'ble Union Minister for Road, Transport & Highways, GOI**

- Urged entrepreneurs to acquire land near Sindhi, Wardha district for warehousing
- Creation of a new dry port in Sindhi to open significant opportunities
- Potential to become the 'Logistics Capital of Vidarbha'
- Assurance to consider and act on suggestions for logistics industry development
- Improved road infrastructure and Samruddhi Mahamarg expressway to boost export and import trade

- Opportunity for business expansion

**Arif Siddique's Analysis on Logistics Development**

- Detailed analysis of logistics sector development in Nagpur and Vidarbha region
- Brief discussion on reasons for the lack of growth in logistics business

**Recommendations given by him for Maharashtra logistics sector development**

- Suggested Maharashtra adopt policies similar to those of Sikkim to boost the logistics sector
- Highlighted Sikkim's success in attracting investment in the pharma sector as a model
- Advocated for electricity to be charged at industrial rates
- Called for GST harmonization on capital and

building investments

- Emphasized the need for State-level government policies and engagement

#### **His Vision for the Future**

- Anticipated new age opportunities for the youth of India in the next 25 years
- Urged for innovative approaches to capitalize on these future opportunities

#### **Dr. Viren Thakkar**

- Stressed on Potential of Nagpur as Logistics Hub and Urged professional approach from budding entrepreneurs in the sector

#### **Sudhir Agrawal articulated on Cost Factors in Logistics**

- Issues with Toll Tax, shipping line monopolies, and lack of physical offices for clearance agencies
- Challenges with clearing agencies affecting transport costs and efficiency

#### **Mahavir Jain visualized for Logistics Park in Nagpur**

- Ideal location for a Logistics Park but requires conducive government policies
- Risk of businesses moving out if policies and sanctioning processes are not improved

#### **Karunakaran Sathiyathan articulated on Zero Logistics Cost Ecosystem**

- Need for sustainable logistics infrastructure away from cities
- ICDs alignment with National Highways to reduce operational costs
- Suggestion to remove the Mathadi Act in relation to logistics

#### **Bharat Bhushan Rathi concerned about High Logistics Costs**

- Concerns about high logistics costs despite good transportation network
- Nagpur's status as a landlocked city impacting logistics
- Proposal to make Nagpur a multivendor hub for economical nationwide distribution



Siva Kumar Rao moderated the panel discussion and mentioned that the Conclave has an objective to identify strengths and weaknesses of our sector and put forth workable solutions that are administratively and politically doable and possible. He mentioned that since MIDC is the special planning authority for the Logistics Policy in Maharashtra, the role of NMRDA and other statutory authorities should be done away with. Multiple clearances for a project delays commencement and hence investors lose interest. He expressed his gratitude towards the panellist for sharing their valuable time and enriching views for growth of the

## PANEL DISCUSSION

**Theme :** Vidarbha as Emerging Hub of Mining OEMs



**Moderator**  
**Jeetendra Nayak,**  
Managing Director  
of Minerva  
Automotors Pvt. Ltd.

**Panellists**  
**B.Prabhakaran,** MD, Lloyds Steel and Energy  
**Dimitrov Krishnan,** CMD, Volvo  
**Somnath Dutta Majumdar,** India Head, Komatsu -Joy Global  
**Anand Sancheti,** MD, SMS Group;  
**Indradev Narayan,** C.M.D, MECL  
**Mateusz Dworak,** MD, Compensus-Poland.

### HIGHLIGHTS:

The session moderated by Jeetendra Nayak, Managing Director of Minerva Automotors Pvt Ltd, several key industry leaders shared their insights and commitments to the region's development.

#### Key Highlights from the Session

- Commitment to minimizing downtime for Volvo equipment in the region.
- Ensuring a substantial inventory of spare parts and subassemblies (engines, transmissions, hydraulic pumps, control valves) is readily available.
- Strengthening the existing spares and service depot facility in Vidarbha to save time.
- Showcased equipment manufacturing facility in Bengaluru with technical upgrades for enhanced

performance and reliability.

- Plans to establish a state-of-the-art training facility in Nagpur for equipment operation and maintenance using Virtual Reality and hands-on workshops.

#### B. Prabhakaran

- Highlighted mining operations in Gadchiroli, a major iron ore reserve in Vidarbha with potential to transform the region's economy.
- Suggested reducing bid values and operational expenditures by relocating spares, service, and overhauling facilities near Gadchiroli.
- Requested OEMs to establish training centers for equipment repairs and overhauls to reduce dependency and operational costs.



#### **Somnath Dutta Majumdar (Komatsu)**

- Confirmed the existence of a full-fledged service and spares facility in Nagpur.
- Komatsu's commitment to revamping infrastructure and setting up assembly facilities for underground mining products like the Feeder Breaker.

#### **Anand Sancheti**

- Addressed the complex issues faced by industrialists and business houses in Vidarbha.
- Urged government intervention to establish redressal forums and offices for grievance resolution.
- Confirmed commitment to setting up a state-of-the-art training facility for underground mining equipment operations and maintenance.

#### **Indradev Narayan**

- Updated on new schemes by the Ministry of Mining providing autonomy to contractors in mineral exploration.
- Mentioned planned massive exploration work aligned with government's ambitious production goals for coal and other minerals.

#### **Mateusz Dworak**

- Discussed planned exploration work to meet government's production targets.
- Expressed optimism about India's growth potential and Compensus's interest in investing in a manufacturing setup in Nagpur due to market advantages and skilled manpower availability.

#### **Nitin Gadkari, Hon'ble Union Minister for Road, Transport & Highways, GOI**

- Emphasized Vidarbha's role in national development and the vision of 'Make in India.'
- Projected Vidarbha as a global hub for iron ore mining, surpassing Jamshedpur.
- Called for collaboration between private and government sectors for Vidarbha's growth.
- Detailed existing infrastructure and connectivity (road, rail, air).
- Assured the establishment of a single-window system to address business-related issues and encouraged bringing lingering problems to his attention for resolution.





## Girish Mahajan

Hon'ble Tourism Minister of Maharashtra



- Emphasized the need to create a robust ecosystem for tourism development in Maharashtra.
- Noted the economic success of tourism-driven states like Goa and Jammu and Kashmir, and stressed that Maharashtra has fallen behind in tourism, dropping from the second to the ninth or tenth position nationally.
- Announced that a sustainable, eco-friendly tourism policy will soon be introduced.
- Highlighted the importance of focusing resources on major tourism spots rather than smaller sites for effective development.
- Urged MPs and MLAs to allocate larger budgets for prominent attractions to boost tourism and attract international visitors.
- Suggested potential in Vidarbha for developing water sports and medical tourism.

## PANEL DISCUSSION

### Hospitality Tourism : Challenges & way ahead

**Topics:** 1. Industrial Status granted to the Hotel Sector, however its implementations have hurdles. 2. Some suggestions in proposed Tourism Policy to enable growth of the sector in the State. 3. State Excise Matters- rationalization of archaic rules for ease of doing business.



**Moderator**  
**Tejinder Singh Renu**,  
 President of Nagpur  
 Residential Hotel  
 Association & Convenor,  
 Hospitality Sector, AID

**Panellists**  
**Girish Mahajan**, Hon'ble Tourism Minister of Maharashtra  
**Pradeep Shetty** – President, Hotel & Restaurant Association  
 (Western India), Mumbai  
**Jasbir Singh Arora**, MD, Hotel Centre Point  
**Sanjay Gupta**, MD, Hotel Ashok & Co-convenor, Hospitality Sector, AID.

#### HIGHLIGHTS:

Key Highlights from the Speech by Girish Mahajan and Other Speakers

#### Pradeep Shetty

- Highlighted that 11% of India's population is engaged in tourism, which contributes 9% to the country's GDP.
- Called for a comprehensive plan to develop tourism in Vidarbha, including improved facilities such as hotels and tourism spots.
- Emphasized the need for hotels to receive industry status for benefits like lower electricity tariffs and reduced property taxes.
- Urged for an updated excise policy and new tourism schemes to attract investments and boost the state's tourism sector.

#### Tejinder Singh Renu

- Mentioned that Devendra Fadnavis has acknowledged tourism's importance for

Vidarbha's development, with INR 350 Cr allocated for regional infrastructure.

- Requested the implementation of existing policies through a streamlined one-window system and a clear timeframe for incentive disbursement to support investments in the tourism sector.

#### Jasbir Singh Arora

- Stressed the need for a robust Tourism Policy and granting Industry Status to hotels due to ongoing infrastructure development and rising domestic travel trends.
- Expressed gratitude to Shri Nitin Gadkari for supporting tourism in Vidarbha and welcomed the initiatives to showcase the region's natural beauty.
- Supported the Tourism Ministry's upcoming dynamic policy focusing on green-field and brown-field projects and incentivizing hotel and infrastructure development.

## PANEL DISCUSSION

**Theme:** Techno industrial dimension on fisheries sector.



Moderated by  
**Prakash Malgave**  
Convenor, Fisheries  
Sector, AID.

### Panellists

**Pulkesh Kadam**, Assistant Commissioner of Fisheries, Nagpur  
**Vikram Deshmukh**, Managing Director - AusTech Industries Pvt. Ltd  
**Amod Salgaonkar**, Co-Founder & COO - A2S2 Enterprises  
**Sukhdeb Mandal**, Director - M.M. Fish Seed Cultivation Pvt. Ltd.  
**Arpita Sharma**, Professor - Central Institute of Fisheries Education.

**Key note address by :** Nitin Gadkari, Hon'ble Union MORTH, GoI.

### HIGHLIGHTS:

The event began with the release of a book titled "Economics of Inland Fisheries," authored by Ulhas Phadke, by the Union Minister. Nitin Gadkari spoke with great motivation to the interested entrepreneurs, asserting that if a desert like Rajasthan can export Rs. 2,000 Crore of fish products annually, then Vidarbha has the potential to export up to Rs. 50,000 Crore. He highlighted that the newly developing dry port at Sindhi could be utilized for the export of various fish products from different districts of Vidarbha. Once farmers start exporting goods and earning in dollars, they will have better purchasing power to establish their fish farming businesses.

### Key Points:

- The Fisheries sector, traditionally viewed as an agricultural activity, was given a new platform at the Industrial Expo through the visionary efforts of Hon'ble Nitin Gadkari.
- Pulkesh Kadam delivered a lecture on Ornamental Fisheries Development, collaborating with Pearl culturist Subodh Bias to make this industry viable and add value to it.
- Amod Salgaonkar presented the global market scenario, while Arpita Sharma emphasized that fish waste could be converted into manure benefiting agriculturists, florists, and vegetable growers. She also highlighted the potential for significant employment opportunities in the growing industry.



- Vikram Deshmukh showcased the development of fisheries activity in his industrial shed of 10,000 sq. ft., with 4 tanks constructed in 2,000 sq. ft., expecting a turnover of around Rs. 600,000 in one hour with the help of 2 crop fish in one season. His presentation narrated the story of industrial development in the fisheries sector in various countries, especially in South Eastern countries.

**Challenges Discussed:**

1. In India, fisheries activity is considered profitable mainly in the marine sector. In the inland sector, it is often seen as an accidental activity, with no water bodies specifically created for fisheries. Most reservoirs and tanks are used for irrigation, domestic use, and sometimes for industrial purposes.
2. Water usage for irrigation leads to a decrease in water volume, causing fish mortality and financial loss for fish farmers.
3. The fisheries sector is the only bio stock activity where feed supplements are not typically used, hampering biomass development and reducing production.
4. Fish catching is seasonal, usually only for 2-3 months, forcing fish farmers to look for other livelihoods during the off-season.

**Proposed Solutions:**

1. Promote a new dimension for industrial fisheries activities while keeping existing systems intact and undisturbed. Allocate unused industrial land for fisheries activities.
2. Subsidize feed supplements for at least the first 4-5 years.
3. Supply electricity at subsidized rates for 4-5 years.
4. Prioritize feed production units and fish waste manure production units in the state budget.
5. Strongly recommend that AID takes up these matters with authorities to make the sector prosperous and capable of contributing significantly to the Indian economy.





## PANEL DISCUSSION

**Theme:** Nagpur: The Next Destination for Retail, F&B, and Entertainment Industry



Moderated by  
**Zubin Jall**,  
Executive Director of  
the World Trade Center  
Nagpur

### Panelists

**Adosh Sharma** - Country Expansion Head | IKEA

**Paras Vats** - Head Real Estate | Apparel Group

**Ganesh Kumar Shukla** - Head Sales | Benetton India

**Hitesh Ruparelia** - Director | Sweet Dreams

**Narendra Pratap Singh** - Director Business Development | Samsonite

**Samir Srivastav** - CEO | Locks Salon

**Anver Muhammed** - Zonal Head | Malabar Gold and Diamonds

### HIGHLIGHTS:

**Industry Insights & Support:** The panel discussions, moderated by Shri Zubin Jall, Executive Director of the World Trade Center Nagpur, featured prominent representatives from the Retail, F&B, and Entertainment industries. They provided insights into their respective sectors and engaged in constructive dialogue with government officials.

**Retail Industry Discussion:** Key panelists included Shri Adosh Sharma (IKEA), Shri Paras Vats (Apparel Group), and Shri Ganesh Kumar Shukla (Benetton India). Discussions revolved around Vidarbha's economic growth, the potential of retail clusters in Tier 2 and Tier 3 cities, and opportunities for global retail chains like IKEA to expand in the region, leveraging Make in India initiatives.

**F&B Hospitality Discussion:** Panelists such as Shri Anurag Katriar (NRAI) and Shri Nishit Pandey (McDonald's India) explored themes including the potential for 24/7 F&B operations in Vidarbha, simplifying the F&B licensing process, and sharing entrepreneurial success stories that could inspire local businesses.

**Entertainment Industry Discussion:** Key panelists included Shri Ankur Maheshwary (Masti Zone) and Shri Nitin Pandey (Timezone Entertainment). The entertainment industry panel focused on the need for government support in land acquisition, simplifying licensing processes, and how the growth of the



entertainment sector could boost tourism and contribute to Vidarbha's overall development.

Conclusion: The Advantage Vidarbha conclave was a major platform for the retail, F&B, and entertainment industries to explore the potential of the Vidarbha region. It fostered constructive dialogue between the industry and government and paved the way for future investments, job creation, and regional development.

World Trade Center Nagpur was the prime sponsor of the conclave, and the event concluded with a Vote of Thanks delivered by Shri Dr. Atul Goel, Managing Director of World Trade Center Nagpur.

#### Meetings with Key Officials:

o Shri Nitin Gadkari met with senior industry representatives to address their concerns and explore opportunities for growth in Vidarbha. He emphasized the government's commitment to facilitating business expansion and assured proactive steps to support the industries.

o Shri Devendra Fadnavis, Hon'ble Deputy Chief Minister of Maharashtra, also met with the delegates, encouraging them to invest in Vidarbha and offering assurances that the government would eliminate any barriers to growth. He highlighted upcoming investments in the region and urged industry leaders to create employment opportunities.

o Shri Shravan Hardikar, Managing Director of Nagpur Maha Metro, discussed the importance of Vidarbha's strategic location and the role of Nagpur Metro in promoting business opportunities.

The Delegates included Shri. Adosh Sharma- Country Expansion Head, IKEA; Shri Paras Vats- Head Real Estate, Apparel Group; Shri Ganesh Kumar Shukla - Head Sales, Benetton India; Shri Hitesh Ruparelia- Director, Sweet Dreams India; Shri Narendra Pratap Singh – Director Business Development, Samsonite South East Asia; Shri Samir Srivastava – CEO, Looks Salon; Shri Deepak Kumar Sharma – Chairman, Village Groupe; Shri Anurag Katriar - Founder, Indigo Hospitality and Trustee, National Restaurants Association of India (NRAI); Shri Nishit Pandey – Director Corporate Affairs & Alliances, McDonald's India; Shri Sachin Damle – Director Real Estate, McDonald's India; Shri Anwar Muhammad - Zonal Head, Malabar Gold & Diamonds; Shri Ankur Maheshwari - Managing Director, Masti Zone and Vice President, Indian Association of Amusement Parks and Industries (IAAPI); Shri Nitin Pandey - COO, Time Zone Entertainment; Shirish Kotmire - CEO, Smash Entertainment; Shri Nitin Shah - Managing Director, Total Sports & Fitness; Shri Asim Merchant – Founder, Shahi Durbar; Shri Nitin Dua - Founder, Eat Lane and Shri Kamlesh Rohra - Co-founder, Salad O.



## PANEL DISCUSSION

### Theme: Ayurvedic Industry's Upcoming Demand & Challenges



Moderated by  
**Mr. Chetan Marwah**,  
Director, Essen Herbs  
India Pvt. Ltd.

#### Panellists

**Jayant Deopujari**, Chairperson, Board of Governors, NCISM, New Delhi;  
**Ranjeet Puranik**, Managing Director, Shree Dhootpapeshwar Ltd.

#### HIGHLIGHTS:

##### **Vd. Jayant Deopujari, Chairperson, Board of Governors, NCISM, New Delhi**

- Discussed the shifting global perception toward Ayurveda, particularly post-Covid-19, which underscored Ayurveda's scientific credibility and immunity-boosting potential.
- Highlighted that the pandemic led to increased adoption of Ayurvedic principles such as Dincharya, Ritucharya, and practices including Yoga and Meditation.
- Emphasized the need for stringent regulatory frameworks to ensure Ayurvedic products meet global standards.
- Mentioned government support in approving herbs under FSSAI for widespread nutritional use, stressing vigilant oversight to prevent misuse or improper formulations.
- Outlined initiatives by the AYUSH department to promote Ayurveda through scholarships, academic programs, and trade expos.

##### **Mr. Ranjeet Puranik, Managing Director, Shree Dhootpapeshwar Ltd.**

- Commended the Department of AYUSH's efforts but raised concerns over the influx of Ayurveda-based



products in the food sector, especially by FMCG companies.

- Voiced concerns over inadequate dosage in immunity-boosting products containing herbs like Ashwagandha and Tulsi, urging stricter regulations to prevent dilution of Ayurveda's credibility.
- Stressed the need for collaborative research efforts with CCRAS to make affordable Ayurvedic formulations accessible to MSMEs.
- Noted the increasing cost and scarcity of quality raw materials and herbs, impacted by regulatory restrictions on forest collections.

**Mr. Chetan Marwah, Director, Essen Herbs India Pvt. Ltd.**

- Advocated for promoting medicinal herb cultivation on private and government lands to supplement natural forest conservation.
- Proposed leveraging Vidarbha's biodiversity by engaging NGOs, SHGs, and agricultural colleges in training programs for farmers to cultivate medicinal herbs alongside traditional crops.
- Suggested involving biotech and agro-economic experts to support sustainable herb cultivation, potentially on leased forest land.
- Emphasized the economic and employment potential, including the possibility of buy-back agreements with farmers to provide the Ayurvedic industry with quality raw materials.

**Hon. Nitin Gadkari, Hon Union Minister**

- Recognized Vidarbha's abundant human resources from local Ayurvedic and pharmacy colleges as a significant workforce advantage for the industry.
- Highlighted Nagpur's strategic location for industrial expansion due to its connectivity.
- Endorsed the Medicinal Cultivation Project and encouraged regional AYUSH manufacturers to draft a proposal for further development.

**Closing Remarks**

- Commitment to exploring avenues for the socio-economic advancement of Vidarbha through Ayurvedic industry initiatives.



## PANEL DISCUSSION

**Theme:** Making Vidarbha a vibrant 'Dairy HUB'  
**'Milk Production:** Challenges, Opportunities  
and Development in Vidarbha'



Moderated by  
**Mohan Shrigiriwar,**  
Convenor, Dairy Sector,  
AID.

Panelists  
**Indranil Chitale,** Managing Partner, Chitale Bandhu;  
**Mukesh Jha** of Mother Dairy;  
**Vilas Katekhaye,** Director, Purna Dairy;  
**Feroze Ahmed,** Co-Founder & Director at Cornext Agri Products Private Limited;  
**Dr. Sudhir Dhote,** Director, Shubham Genetics.

### HIGHLIGHTS:

Nitin Gadkari Hon'ble Union Minister for Road, Transport & Highways, GOI stated that women of the family should lead the dairy business because of certain inherent traits in them like taking care of family members with compassion can make them tend to the domestic animal in a better way, resulting into positive impact on milk production.

Vilas Katekhaye Director of Krishna Dairy said, West Maharashtra is a vivid example of the fact that women are incomparable in taking care of animals with love. This is the main reason behind the highest milk production in the state, he added.

Indranil Chitale of Chitale Dairy said, dairy farmers in Vidarbha should try to increase the availability of fodder. Similarly, dairy products are as important as milk. Hence, if farmers do not get good price for milk, they should think of making dairy products by value addition, he added.

Mukesh Jha of Mother Dairy said Upkeep of animals important to increase milk yield, cowshed cleanliness is also important in milk production. If the environment where the cow or buffalo spend most of its time is sterile and clean, the average milk yield will definitely increase.

On this occasion Dr Mohan Srigiriwar Convenor, Dairy Sector, AID, Feroze Ahmed from Hyderabad and Dr Sudhir Dhote also expressed their views.



# CONCLUDING CEREMONY & UNVEILING OF COFFEE TABLE BOOK



**Presence:**

Nitin Gadkari, Hon'ble Union Minister, MORTH, GOI,  
Devendra Fadnavis, Hon'ble Deputy Chief Minister, Maharashtra,  
Girish Mahajan, Hon'ble Tourism Minister, Maharashtra,  
Ramdas Tadas, Member of Parliament, Wardha,  
Krupal Tumane, Member of Parliament, Ramtek,  
Mohan Mate, Member of Legislative Assembly, Nagpur,  
Adv. Sulakha Kumbhare, Hon'ble Former Minister & Member of Legislative Assembly, Nagpur,  
Shrawan Hardikar, IAS, MD, MAHA Metro,  
Anand Rathi, Founder & Group Chairman, Anand Rathi Financial Services  
Dr. Atul Goyal, MD, Goyal Ganga Group,  
Suresh Kumar Sharma, Chairman, Baidyanath Ayurved,  
Ashish Kale, President of Association for Industrial Development (AID),  
Pranav Sharma, Vice President, AID,  
Giridhari Mantri, Vice President, AID,  
Dr. Vijay Kumar Sharma, Hon. Secretary, AID,  
Prof. Rajesh Bagdi, Treasurer, AID,  
Rajesh Rokde, EC Member, AID,  
Nikhil Gadkari, EC Member, AID,  
Dr. Mahendra Kshirsagar, EC Member, AID,  
Prashant Ugemuge, EC Member, AID,  
Ravindra Boratkar, EC Member, AID.

## HIGHLIGHTS:

### Highlights from "Advantage Vidarbha: Boosting Investment and Job Creation"

- The "Khasdar Audyogik Mahotsav-Advantage Vidarbha" was organized by the Association of Industrial Development (AID).
- Aim: Decentralize development by attracting investment and creating employment opportunities in Vidarbha.
- Union Road Transport and Highways Minister Nitin Gadkari emphasized the event's success and announced that in 2025, a separate gallery would be allotted for each district to showcase unique industries, stimulating industrial growth and job creation.

### Prominent Attendees and Acknowledgements:

- The valedictory function was graced by several dignitaries, including Deputy Chief Minister Devendra Fadnavis, Maharashtra Tourism Minister Girish Mahajan, MP Ramdas Tadas, MP Kripal Tumane, MLA Mohan Mate, former minister Adv Sulekha Kumbhare, MD of Maha Metro Shrawan Hardikar, Anand Rathi, Founder of Group Chairman Anand Rathi Financial Services, Atul Goyal of Goyal Ganga Group, and industrialist Suresh Sharma. Office-bearers of AID, including President Ashish Kale, Vice-Presidents Pranav Sharma and Girdhari Mantri, Hon'ble Secretary Dr. Vijay Sharma, Treasurer Rajesh Bagdi, and members Rajesh Rokade, Nikhil Gadkari, Dr. Mahendra Kshirsagar, Prashant Ugemuge, and Ravindra Boratkar, were commended for their hard work in ensuring the success of the program.

### Industrial Participation and Achievements:

- Participation from successful startups and over 250 stalls representing various industries.
- Numerous Memorandums of Understanding (MoUs) were signed, marking significant strides in industrial collaboration.

### Program conducted by Renuka Deshkar, with Rajesh Rokade proposing the vote of thanks.

### Future Prospects:

- Deputy Chief Minister Devendra Fadnavis expressed optimism about 'Advantage

Vidarbha' becoming a significant platform for employment generation.

- Highlighted fruitful discussions and attractive product showcases as positive outcomes of the expo.
- Khasdar Audyogik Mahotsav-Advantage Vidarbha is set to pave the way for future growth and development in Vidarbha, with promising prospects for investment, industrial expansion, and job creation.

### Support and Collaboration for Advantage Vidarbha:

- Honourable Members of Parliament and regional leaders provided guidance and insights, contributing immensely to the event.
- Support from numerous associations ensuring comprehensive coverage of the economic landscape, including VIA, BMA, MIA, VPIA, Electrical Association, FIA, VED, VDIH, VADA, Mihan Industries Association, TIE Nagpur, COSIA, VCCI Akola, AIREA, MGIRI, Laghu Udyog Bharti, Akola Industries Association, COSIA, JJE, CA Association, SMA, Vidarbha Defense Industrial Association, VADA, MEDC, CREDAI, MIDC industries Association-Chandrapur, VMA-Amravati.
- Grateful for support from the World Trade Centre (Prime Sponsor), MIDC, Indian Oil, SIDBI, NHPC, WCL, MOIL, and Rashtrasant Tukdoji Maharaj Nagpur University (knowledge partner).
- Partnering institutions: IIM Nagpur for shortlisting and mentoring startups, VNIT & Rasoni Institute of Technology for invaluable guidance.
- Support from the Department of MSME, MIDC, and MADC.
- Appreciation for the support from print and digital media in promoting the event.





## RELEASE OF THE COFFEE TABLE BOOK: 'VISIONARIES OF VIDARBHA'



A coffee table book titled 'Visionaries of Vidarbha' was released during the event, showcasing the success stories of 35 leading entrepreneurs, professionals, and five startups from Vidarbha. Notable mentions include startups like Gramheet and Tsecond, as well as established names like Solar Group, Haldiram's, SMS Ltd., NECO, Baidyanath, VICCO, Dinshaws, Bajaj Steel, Ankur Seeds, Plasto and Infocepts, etc.. from Nagpur. Besides Nagpur, Padgilwar Industries & Ruhatia Group from Akola; Chaitanya Group from Malkapur; Vikamshi Fabric from Khamgaon, Plasti-Surg Industry from Amravati; Multi organics from Chandrapur; Gramheet of Yavatmal were featured in coffee table book. All entrepreneurs featured in the book were felicitated by Nitin Gadkari.

The Coffee Table Book, which again is a brainchild of Hon'ble Nitin Gadkari. This book can be considered a baby- step in the same direction. This book showcases Vidarbha's strength, the Industrial Stalwarts who have marked their names on the local as well as global business scenario. Through this book wecelebrate their struggles and success. This is also an effort to portray some key business and industries in Vidarbha that contributed immensely in economic prosperity and employment generation. AID feels honoured by featuring them in this book, and hopes that their success stories will be an inspiration for others.

## EXPO INFRASTRUCTURE



There were Expo stalls that numbered around 250.

The area allotted for the expo stalls was around 55,671 Sq. Ft.

The 250 stalls were divided into five parts as under:

- WING A** :This wing was allotted to 10 dignified and sponsor industries i.e. WTC, MANAS AGRO, SOLAR INDUSTRIES, SIDBI, MIDC, Maha Metro etc.
- WING B** :This section of stalls was dedicated as 'Pride of Vidarbha' for the industries who have contributed in the industrial development of Vidarbha and have been included in Coffee Table Book as "Visionaries of Vidarbha". There were 28 stalls dedicated in this Wing.
- Most of the stalls were customised as per the requirements of the Stall holders. They were provided with the basic requirements as in electric connection and table and chair facility.
- WING C & D** :In this Wing General Industrial Stalls were erected that were 176 in number. These included many stalls who were subsidised under the MSME Scheme 'Udyam'. All technical support for obtaining subsidy under MSME was provided by the team of Association for Industrial Development.
- WING E** :There were around 29 stalls under this category which were dedicated to the IT & Startup Sector.
- WING F** :This Wing was dedicated to the Food Court where different cuisines were relished by the visitors and exhibitors as well.

The mega Expo instantly became the buzz of the town after inauguration of the event since there were many Start-ups - exhibitors alongside the established enterprises that showcased their products and services. The Expo and Conclave received a footfall of not less than thousands of visitors every day. Innovative machinery, technical products, artifacts, gift articles, on one hand made instant money and on the other stalls dedicated to Aviation, Defence, education, Fisheries, Real Estate, Jewellery, Bamboo, and many more imparted knowledge about the business opportunities available in Vidarbha.

The Wing B for 'Pride of Vidarbha' left the visitors awestruck with the potentially strong industries of Vidarbha and their boundless expansion that they had reached with sheer dedication, commitment and hard work. There were 'demonstrative units' set up at the venue for giving a brief idea of the industrial products such as machinery of making jaggery from raw sugarcane, Concrete mixer, Fish farming, etc. Many young entrepreneurs and students were mused by the innovative industrial and business development ideas.

## LIST OF PARTICIPATING INDUSTRIES AT EXPO:

- |    |  |    |   |
|----|--|----|---|
| 1  | WORLD TRADE CENTRE                               | 31 | JAIHWAL NECO INDUSTRIES LTD                   |
| 2  | MANAS AGRO                                       | 32 | BAJAJ STEEL INDUSTRIES LIMITED                |
| 3  | SOLAR INDUSTRIES INDIA LIMITED                   | 33 | GIMATEX INDUSTRIES PVT LTD                    |
| 4  | SIDBI  | 34 | CHAITANYA AGRO BIOTECH PVT. LTD.<br>MALKAPUR. |
| 5  | MAHA METRO                                       | 35 | VICCO LABORATORIES                            |
| 6  | ASSOCIATION FOR INDUSTRIAL<br>DEVELOPMENT OFFICE | 36 | DINSHAW'S DAIRY FOODS PVT. LTD.               |
| 7  | NITIKA PHARMACEUTICAL SPECIALITIES<br>PVT LTD    | 37 | KHANDELWAL JWELLERS                           |
| 8  | VITHOBA HEALTHCARE AND RESEARCH<br>PVT. LTD.     | 38 | SHRIDHAR GLOBAL                               |
| 9  | BLUEBERRY SEMICONDUCTORS                         | 39 | ANUPAM SILVER WORKS                           |
| 10 | INFOCEPTS  | 40 | KARAN KOTHARI JWELLERS                        |
| 11 | HI TECH SYSTEM AND SERVICES LIMITED              | 41 | BHAIYAJI RAMBHAUJI ROKADE                     |
| 12 | ASCENT BUSINESS SOLUTIONS                        | 42 | INTERFACE AUTOMATIONS PVT.LTD                 |
| 13 | MULTI ORGANICS PVT LTD                           | 43 | PITAMBER POLYMERS                             |
| 14 | KALURAM FOOD PRODUCTS PVT LTD.<br>AMRAVATI       | 44 | SANBROS SPARE                                 |
| 15 | LOGISTICS PARK (I) PVT.LTD.                      | 45 | GENEXT GENOMICS                               |
| 16 | MIDC   | 46 | EXCEL GROUP PUNE                              |
| 17 | MEGHE GROUP OF INSTITUTES                        | 47 | INDORAMA                                      |
| 18 | SONY POLYMERS PVT LTD                            | 48 | RAYMOND                                       |
| 19 | ZIM LABORATORIES LIMITED                         | 49 | SHREE ABHAY LINK CHAIN PVT.LTD.               |
| 20 | SHREE BAIDYANATH AYURVED BHAWAN<br>PVT. LTD.     | 50 | ANDHRA PRADESH (MEDITECH ZONE)<br>(AMTZ)      |
| 21 | R C PLASTO TANKS & PIPES PVT. LTD                | 51 | SIYARAM                                       |
| 22 | ANKUR SEEDS PVT LTD                              | 52 | IDEAL PROFILERS                               |
| 23 | SPACEWOOD FURNISHERS PVT. LTD.                   | 53 | SATYA KIRAN                                   |
| 24 | CONFIDENCE PETROLEUM INDIA LTD.                  | 54 | SHARP CONTROL EQUIPMENTS PVT. LTD             |
| 25 | PLASTI SURGE INDUSTRIES PVT. LTD.<br>AMRAVATI.   | 55 | RISEWELL CYBERCELL SOLUTION                   |
| 26 | HALDIRAM'S INDIA PVT LTD                         | 56 | AMPERE PLUS                                   |
| 27 | SMS LIMITED                                      | 57 | WAYGAON HALAD                                 |
| 28 | SRI BHAGIRATH TEXTILE LIMITED                    | 58 | FRACWELL MINERS                               |
| 29 | DIFFUSION ENGINEERS LIMITED                      | 59 | STATE BANK OF INDIA                           |
| 30 | SANVIJAY ROLLING & ENGINEERING LTD.              | 60 | SURYALAXMI                                    |
|    |  | 61 | MORARJEE TEXTILE                              |
|    |  | 62 | GOENKA SWITCH GEARS                           |
|    |  | 63 | LORDS WEAR PVT.LTD.                           |



64	SHIKHA DESIGN	ENGINEERING,NAGPUR
65	RESTIN INDUSTRIES	98 SURYODAYA COLLEGE OF ENGINEERING & TECHNOLOGY, NAGPUR
66	GODREJ PROPERTISE	99 SMT. RADHIKATAI PANDAV COLLEGE OF ENGINEERING, NAGPUR
67	R SANDESH GROUP	100 JAGADAMBHA COLLEGE OF ENGINEERING & TECHNOLOGY, YAWATMAL
68	MEGH ENGINEERING CONSULTANT	101 PRIYADARSHINI COLLEGE OF ENGINEERING, NAGPUR
69	WATER DISTRIBUTION CENTRE	102 GURU NANAK INSTITUTE OF TECHNOLOGY NAGPUR
70	ORION SERVICES	103 NAGPUR INSTITUTE OF TECHNOLOGY, NAGPUR
71	ROSHANI SOLAR	104 WAINGANGA COLLEGE OF ENGINEERING & MANAGEMENT,NAGPUR
72	TECH FORCE SERVICES	105 ANJUMAN COLLEGE OF ENGINEERING & TECHNOLOGY,NAGPUR
73	ROSHANI SOLAR	106 VIDARBHA INSTITUTE OF TECHNOLOGY (VIT),NAGPUR
74	SOLAR AIREA	107 TULSIRAMJI GAIKWAD PATIL COLLEGE OF ENGINEERING AND TECHNOLOGY, NAGPUR
75	INNOVATIVE TECHNOMICS PVT LTD	108 S.B. JAIN INSTITUTE OF TECHNOLGY AND MANAGEMENT, NAGPUR
76	ECE INDIA	109 SHRI RAMDEOBABA COLLEGE OF ENGINEERING AND MANAGEMENT, NAGPUR
77	K SOLAR	110 J D COLLEGE OF ENGINEERING & MANAGEMENT, NAGPUR
78	NOVASYS	111 JHULELAL INSTITUTE OF TECHNOLOGY NAGPUR
79	MAHARSHEE BUILDERS	112 PRAJ, PUNE
80	JERRY PROFIT GROUP	113 GENETEK BIO SCIENCE
81	SDPL	114 QUALICHEM LABORATORIES PVT. LTD
82	SIDDHESHWAR INDUSTRIES INDIA PVT LTD	115 HASEEB PHARMA
83	GANDHI BUILDERS	116 GOLECHHA BIOSCIENCE
84	AAA GROUP	117 GREEN PARK BIO SCIENCES PVT.LTD.
85	NANIS BUILDCON	118 VEDIC AYURVED BHAWAN
86	PANKAJ CONSTRUCTION	119 PHARMA REGTECH PVT.LTD
87	TECHTURE STRUCTURE	120 TEZ TECCH
88	YANTRA INDIA LIMITED (DEFENCE)	
89	JSR DYNAMICS (DEFENCE)	
90	MUNITION INDIA LIMITED (DEFENCE)	
91	ADVANCED WEAPONS AND EQUIPMENT INDIA LIMITED (KANPUR) (DEFENCE)	
92	MISHRA DHATU NIGAM LIMITED (MIDHANI) (DEFENCE)	
93	BHARAT DYNAMICS LIMITED (DEFENCE)	
94	VIDARBHA DEFENCE INDUSTRIES ASSOCIATION	
95	KUKREJA INFERSTRUCTURES	
96	K.D.K. COLLEGE OF ENGINEERING, NAGPUR	
97	PRIYADARSHINI BHAGWATI COLLEGE OF	

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|-----|--|-----|---|
| 121 | BEACON ENGINEERS                                     | 157 | BOMBOO SECTOR                                   |
| 122 | JK POWERGUARD  | 158 | GOENKA SWITCH GEARS PVT.LTD                     |
| 123 | MSEDCL   | 159 | R.K.ENGINEERING SERVICES                        |
| 124 | V TECH ENGINEERS                                     | 160 | BHARTI HERBS                                    |
| 125 | UMANG INDUSTRIES                                     | 161 | KRISHI KRANTI KENDRA                            |
| 126 | BIOMASS BRIQUETTE                                    | 162 | SANTALUM AROMATION PVT, LTD                     |
| 127 | 5 S INDUSTRIES                                       | 163 | S AND S BIOTECH                                 |
| 128 | SAITRON ENG. PVT LTD.                                | 164 | INDO HERBALS                                    |
| 129 | SAKSHI POLYMERS                                      | 165 | MAHANANDA DAIRY                                 |
| 130 | LIPI INTERNATIONAL                                   | 166 | KANHAA INTERNATIONAL (CREATION FOR THE CREATOR) |
| 131 | MALHAR AGRO FOOD PRODUCT                             | 167 | SVK MILK  |
| 132 | SHRI SHRI AUTOMATION                                 | 168 | PURNA DAIRY                                     |
| 133 | DALL CLUSTER APIC                                    | 169 | VASANT FOUNDATION                               |
| 134 | WALLTEX TRADING COMPANY                              | 170 | ELECTRIC  |
| 135 | VISHWESH AGRO MADE PVT LTD                           | 171 | ME TO WE FOUNDATION                             |
| 136 | GIFT MART(WITS INCORPORATION)                        | 172 | RAHSAN ENGINEERING                              |
| 137 | EGRESAN AUTTOGOES                                    | 173 | INSTRUMENT SALES CORPORATION NAGPUR             |
| 138 | MAYONS PHARMACETICALS                                | 174 | RUDRA ELECTRICAL INDUSTRIES                     |
| 139 | SHRI SHRI AUTOMATION                                 | 175 | GREEN ENGINEERS                                 |
| 140 | VIVEKA HOSPITAL                                      | 176 | THE ELECTRICAL CONTRACTOR ASSOCIATION           |
| 141 | DATTA MEGHE INSTITUTE OF HIGHER EDUCATION & RESEARCH | 177 | ELECTRIC  |
| 142 | VSPM ACADEMY OF HIGHER EDUCATION                     | 178 | FISHERIES                                       |
| 143 | NAVJIVAN NATURALS                                    | 179 | IM FISH   |
| 144 | COFFEE, CHIKHALDARA                                  | 180 | MOTHER DAIRY                                    |
| 145 | GORAS BHANDAR WARDHA                                 | 181 | NATIONAL INNOVATION FOUNDATION INDIA            |
| 146 | DARYAPUR LEATHER CLUSTER                             | 182 | MGIRI WARDHA                                    |
| 147 | ARTISAN  | 183 | SHARNAI ENTERPRISES MSME                        |
| 148 | BOMBOO SECTOR  | 184 | ORCHEM TEACHING                                 |
| 149 | SADGURU AGRABATTI                                    | 185 | PRAGATHI BEARING CO.                            |
| 150 | JALARAM AGARBATTI                                    | 186 | DHARAMBIR FOOD PROCESSING PRIVATE LTD           |
| 151 | SAWARAM AGARBATTI                                    | 187 | CV RAJU   |
| 152 | NEW TRADE GLOBAL PVT LTD                             | 188 | R TECH ENGINEERING                              |
| 153 | ANANYA CRAFT   | 189 | NANNAM INDUSTRIES                               |
| 154 | BOMBOO INDIA   | 190 | JWELLERY  |
| 155 | MACHAU BOMBOO  |     |   |
| 156 | BHAVYA SRUSHTI UDYOG                                 |     |   |



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|-----|--|-----|---|
| 191 | GURUNANAK ENGINEERING AND AGROTECH       | 211 | IT INDUSTRIES   |
| 192 | BHASKAR MACHINERY AND ENGINEERING WORKS  | 212 | PERSISTENT SYSTEMS  |
| 193 | IMBOSS TECHNOLOGY PVT LTD                | 213 | DELAPLEX SOFTWARE   |
| 194 | NATIONAL INNOVATION FOUNDATION INDIA     | 214 | PROCOHAT TECHNOLOGIES PVT. LTD                                |
| 195 | GENIUSENERGY CRITICAL INNOVATION PVT LTD | 215 | RASHTRISANT TUKDOJI MAHARAJ NAGPUR UNIVERSITY                 |
| 196 | VISHAWAKARMA WORKSHOP                    | 216 | AIR COMMAND OFFICE NAGPUR                                     |
| 197 | WATER DISTRIBUTION CENTRE                | 217 | IIM- INDIAN INSTITUTE OF MANAGEMENT                           |
| 198 | MADHAV ENTERPRISES                       | 218 | VISHVESHVARAYA NATIONAL INSTITUTE OF TECHNOLOGY (VNIT) NAGPUR |
| 199 | PRINTME INDIA                            | 219 | TSECOND   |
| 200 | SUNGOD AGFARM LLP                        | 220 | IMMVERSEAI  |
| 201 | SARTHAK METALS LTD                       | 221 | RAYCURA MEDICAL TECHNOLOGIES                                  |
| 202 | MINISTRY OF MSME GOI                     | 222 | TRUSCHOLAR  |
| 203 | (SSB) SHIKSHAK SAHAKARI BANK             | 223 | SENSELIVE TECHNOLOGIES  |
| 204 | MINISTRY OF MSME, GOI                    | 224 | LUCID IMPLANTS  |
| 205 | BHAIYAJI RAMBHAUJI ROKADE                | 225 | DRONA WELL PLAYED SPORTS PRIVATE LIMITED                      |
| 206 | ANUPAM SILVER WORKS                      | 226 | OPENFIN TECHNOLOGIES  |
| 207 | KARAN KOTHARI JWELLERS                   | 227 | KSHAM INNOVATION PRIVATE LIMITED                              |
| 208 | KHANDELWAL JWELLERS, AKOLA               | 228 | FABLAB NAGPUR   |
| 209 | EXCELLON SOFTWARE PVT. LTD.              | 229 | COSMOS  |
| 210 | HCL TECHNOLOGIES LTD.                    |     |   |



**Advantage  
Vidarbha**

# GLIMPSES OF EVENT & EXHIBITION































## Glimpses of presenting Coffee Table Book



## Glimpses of Exhibition















## APPRECIATION NOTES FROM PARTICIPANTS:

Dear all team members,

It was a great opportunity for the industries in Vidarbha to showcase their identity and presence in the region. This exhibition has not only offered great opportunities but also motivated various industries from different parts of the globe to invest in the Vidarbha region. Moreover, the management was highly skilled and they handled the entire exhibition in a very precise manner. Since various industries are trying to set up their base in Nagpur, they are finding local suppliers for various things. For example, Mother Dairy is setting up its unit in MIDC Buttibori and they are going for the companies in Delhi, not in Nagpur, for various supplies. So, to uplift the industries in our region, we request you to please share the contact details of the companies, who are planning to set up their plant in Vidarbha, at the time of the land allotment.

Thanks and Regards,

Beacon Engineers

ear up to achieve common goal together.

Rahul Deshmukh, Co-Convenor, Bamboo sector.

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Advantage Vidarbha in my experience has been really an amazing event to bring together all potential and possibilities under one roof. The AID team has done great work in making this happen to the best of its possibility. I am honoured to be a part of this event and that way get to meet all of you and many people who contributed in my ever learning experience. I shared my experience with my colleagues and contacts in the Aviation industry not only from the United States of America but from other parts of the world as well. This has resulted in generations of interest and willingness to come forward as a team to explore the possibilities for Aviation growth in Indian Subcontinent. In one of the casual conversations with the secretary of Hon. Nitin Gadkari, I was asked to check the possibility to charter a midsize business jet aircraft. Earlier this wouldn't have been entertained with that much integrity as we seldomly get inquiries which result going nowhere. But this time the Air Carrier operators are willing to take it to the next level as possible. I was told by Captain Vishal Bangre that AID will be involved in these Aviation ventures moving forward. It would be a great pleasure to work with the team with such a strong bonding and enthusiasm. Looking forward to do as much as possible from my side in Aviation sector to make Bharath one of the prominent figures in the world.

Thank you so much once again for the opportunity and hospitality I received.

Unmesh Uday Dighe

## Our Team Behind the Expo

