



A treasure-house of opportunities await you at the heart of India  
**Madhya Pradesh** – India's Growth Centre

4<sup>th</sup> & 5<sup>th</sup>  
**EXPORTECH**2013

Convergence of business opportunities at the heart of India

**Gwalior** 18-20 January 2013 | **Bhopal** 22-24 March 2013



"...I have resolved to make Madhya Pradesh a developed State...We are making sincere efforts to make Madhya Pradesh as one of the top ranking States in terms of socio-economic development with growth that is inclusive and sustainable..."

**Shivraj Singh Chouhan,**  
Chief Minister, Madhya Pradesh

## Bigger, better, breath-taking ... the window to a happening Madhya Pradesh

After tremendous success and recognition in providing various industries and entrepreneurs innumerable options to explore business opportunities at the heart of India, MP Exportech 2013 is ready to take you several steps ahead. The scope, platform, approach, choices - all are bigger and better this year to help participants get the best of Madhya Pradesh under one roof.

As a reverse buyer-seller meet of international stature and an initiative of MP Laghu Udyog Nigam Ltd. in association with Ministry of Commerce and Industry, Govt. of India, MP Exportech is a platform that provides international trade and marketing exposure to the vast array of exportable products of Madhya Pradesh.

A prestigious event, MP Exportech has now gained the reputation of being one of the most awaited business events world over. This three day event of highly productive business practices is the ideal place to meet, grow and touch new heights in success. Come and be a part of this event from and discover the happening Heart of India!



## MP Exportech 2008, 2009 & 2010 Getting better with time

Over the years, MP EXPORTECH has set the trading pace between Madhya Pradesh and enthusiasts from across the world. Indeed, having evolved as the perfect platform for opportunities in networking, MP EXPORTECH 2008, 2009 & 2010 have set benchmarks for the future and strengthened the foundation of successful business collaborations.

When distant countries, continents and their people converge, it is bound to open up the floodgates of business and free-flow of ideas. By exploring possible trade avenues in a refreshingly new and exciting way, MP Exportech has become the yardstick of similar opportunities of growth and success in future.





# A highly popular buyer-seller meet ... in a highly popular State!

## What MP has to offer

A state blessed with large coal reserves it is also a treasure trove of limestone, manganese, dolomite, marble, granite and flex stone. Offering the best in quality, MP's rich resources along with the support and strategic vision of the government, makes it an ideal place for exploring trade opportunities and making an impact in the international market.

## An agricultural hotbed

MP accounts for highest soybean production, 40% of gram production and 25% of the total pulses production in the country. The state has witnessed rising investments in various sectors from time-to-time.

## Supportive manpower

Close to 2,35,000 technical graduates from across the country are added to the state's workforce every year for success and progress of trade ideas.

## Developing industrial infrastructure

Every year various locations spread across the state are identified and developed to set up business centers and industrial enterprises. Apart from

providing better trade opportunities it is also a step towards employment generation and bettering the economy of the state.

## Government's initiatives & support

State government has shown a lot of support towards the idea since its inception. It has taken various steps towards providing a boost to the state economy and for maintaining a sustained growth process in the state. Subsidy on capital investment, exemption from entry tax, industrial land at concessional rate, subsidy for acquiring technology and quality certification to boost trade are just few of the steps taken.

## Connecting you to a world of opportunities

MP has a number of large and multinational companies, who have set up their production units in the state. This is a winning business aspect as it offers tremendous scope for industries to establish themselves as vendors and service enterprises to these MNCs. The rapid transformation of the world into a global village is also affecting the state positively with more and more of outsourcing units coming up.



"... Accelerating investments in development and economic growth is one of the major focus areas for modern Madhya Pradesh... The State is rapidly growing and offers immense business and investment opportunities across various sectors..."

**Kailash Vijayvargiya**

Minister of Commerce & Industries, Employment, Information Technology, Science and Technology, Public Undertakings, Horticulture & Food Processing and Rural Industries, Govt. of Madhya Pradesh



Sponsored by



Ministry of Commerce & Industry  
Deptt. of Commerce, Govt. of India

Co-sponsor



Government of Madhya Pradesh

Organised by



Madhya Pradesh  
Laghu Udyog Nigam Ltd.

Supported by



Gwalior Trade Fair Authority





## Set, explore and achieve targets...

### Prime Focus on

- Exploring the concept of export marketing for the small-scale sector with optimum utilization and expanding future possibilities
- Connecting international consumer markets across the world with export industries in MP
- Developing international network of marketing and product development expertise with the help of international designers, trend-setters, etc.

## ... as new directions await you

### Benefits for you

- One great destination and assured supply, vibrant and useful resources
- Getting the best bargain for your business
- Sourcing a large assortment of products from the country of origin, all under one roof
- Exchange of ideas, expertise, knowledge on designs and development of product and marketing trends





# Extensive Product Exhibits

## Gwalior

- Pharma
- Ayurvedic/Herbal Products
- Stone
- Handlooms & Handicrafts
- Processed Food

## Bhopal

- Packaging Products
- Machinery Tools
- Textiles of Madhya Pradesh
- Agro Products



## A confluence of countries and cultures

SAARC  
CIS COUNTRIES  
AFRICA  
LATIN AMERICA  
EASTERN EUROPE

## The heart & soul of MP Expotech 2013

"India has always been of great interest to me but from business point of view it has completely floored me. I look forward to taking the innovative ideas, I explored here."

– Joseph Conrad, Germany

MP Expotech 2013 will be dotted with display of exportable products with an extensive focus on buyer-seller interests. Summit on export opportunities, conference on trade possibilities headed by top delegates and government officials, experts and entrepreneurs meeting on a single platform, buyer-seller meets and networking sessions will be the high-point of the event.

# How to participate at the MP Exportech 2013

Enclosed with the brochure is the requisite participation form. As individuals/ organizations, you are requested to duly fill the form. Applicants will be notified about the acceptance of the entries by the organizers as per details below. You may also submit your participation form through online submission at [www.mpexporters.in](http://www.mpexporters.in)



## Be our guest

The accepted participants will be provided with complimentary air tickets, boarding and lodging facilities by the organizers as well as transfers from hotel to the venue and vice-versa.

## Save the date

### Gwalior

Submission of entry for participation

21 December 2012

Acceptance & confirmation of entries

2 January, 2013

### Bhopal

Submission of entry for participation

20 February, 2013

Acceptance & confirmation of entries

4 March, 2013

## 4th & 5th MP Exportech 2013

**Gwalior** - 18-20, January 2013

**Bhopal** - 22-24, March 2013

For further information please visit us at

[www.mpexporters.in](http://www.mpexporters.in)

or contact M.P. Exportech Secretariat,  
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New Delhi 110 001 (INDIA)

Phone: +91-11-2336-3320

E-mail : [mplun1@gmail.com](mailto:mplun1@gmail.com)



# Bringing together the best

## Facilities for your convenience

- Ambulance
- Bank ATMs
- Foreign Exchange Counters
- Business Information Centers
- Fire Service Station
- General Security
- Hoarding sites
- Radio Announcements
- Trade Information Center
- Press Center
- Restaurants
- Adequate facilities for the physically challenged

## Travel & Accommodation

Selected buyers will be provided with Air Tickets and Hotel Accommodation from the Government of Madhya Pradesh. Details of the same shall be communicated to you once the registration formalities have been completed.

## Communications

Telephone, email, fax, Wi-Fi, etc., facilities will be provided both at the conference and the exhibition venue.

## Transport

Complimentary transport will be made available to delegates between hotel and exhibition venue.

## Media Facilities

Comprehensive media services will be available at the exhibition center. A media briefing will be held every afternoon to help delegates and participants keep track and achieve more.

## Special Care for Spouses / Guests / Accompanying Persons

A guided tour will be made available for your accompanying partner/s along with visits to several cultural events during the period.



**Please Note:** Those who don't receive our acceptance are also encouraged to participate but are requested to make their own travel and accommodation arrangements, with assured guidance from our coordinators.

# About the Organisers



## Madhya Pradesh Laghu Udyog Nigam

Incorporated in 1961, Madhya Pradesh Laghu Udyog Nigam Limited (MPLUN) was, in 1978, given the dual task of providing marketing assistance to the SSI sector and to act as central purchase agency of the Madhya Pradesh State Government. Over the years MPLUN has diversified and expanded its spectrum of activities to become a Rs.1,200 crore company with a team of over 400 committed & dedicated professionals in the areas of management, finance, engineering, textiles, pharmaceuticals, technical, computers and electronics.

As a premier marketing and procurement organisation of the Madhya Pradesh Government, MPLUN is an enterprise founded on the pillars of transparency, accessibility, profitability and technology, enabling organisations to procure wide ranging commodities with significant cost, time and competitive advantages.

Today, MPLUN's range of operations include procuring and distribution of key raw materials to Government Departments and SSI units, running the MRIGNAYANI chain of emporia across the country showcasing authentic handicrafts and handlooms of Madhya Pradesh, construction and maintenance of various government and semi-government infrastructure, consultancy & procurement services, export promotion, promotional activities for SSI units and furthering the horizons of information technology.

With its state-of-the-art testing laboratories located across Madhya Pradesh, FDA, BIS, AGMARK and NABL accreditations as well as ISO 9001:2000 Certification, MPLUN has earned a name for meeting stringent quality standards, delivering to specifications and its uncompromising production values. It is an established, recognised and trusted entity supplying high quality products and total solutions within its area of activities – even custom made and specialized products.



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