



**GUJARAT
TECHNOLOGICAL
UNIVERSITY**

AN INTERNATIONAL INNOVATIVE UNIVERSITY
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State Government University



GTU VENTURES

Gujarat Technological University

PARTICIPATION REPORT

GCCI Annual Trade Expo – GATE 2026

“Gujarat’s Vision, Global Ambitions” – 2nd Edition

Made By
Team GTU Ventures



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Gujarat Technological University
PARTICIPATION REPORT
GCCI Annual Trade Expo – GATE 2026
“Gujarat’s Vision, Global Ambitions” – 2nd Edition

Event Dates: 16–18 April 2026

Venue: Helipad Exhibition Centre, Gandhinagar, Gujarat

Stall: GTU Ventures – Gujarat startup ecosystem booth

Represented By:

Krutagna Tandel (Event Coordinator), Hemik Mehta, Mansi Gajera, Mahavirsingh Makwana, Siddharaj Solanki, K.D. Singh, and student-founder teams.

Executive Summary

GTU Ventures participated actively in **GCCI Annual Trade Expo (GATE 2026)** held at the **Helipad Exhibition Centre, Gandhinagar**, from **16–18 April 2026**, as part of Gujarat’s flagship B2B growth platform. The participation showcased a diverse portfolio of **nine startups** across **Electric Vehicles, EdTech, Food Tech, Robotics, AR/XR, BioTech, and Wellness** verticals to a high-value audience of investors, industry buyers, policy-makers, and institutional partners.

Across **three full days**, the GTU Ventures stall recorded an estimated **150+ visitor interactions**, **10+ investor leads**, **15+ B2B partnership and distribution leads**, and **over 100 business contacts** collected for follow-up by the respective startup teams. The event also provided valuable exposure to **state policy updates, funding avenues, and sector-specific opportunities**, especially in EV, manufacturing tech, BioTech, and Wellness.

Rotating startup lineups across days, live demonstrations, and structured team shifts ensured maximum engagement and a strong return on investment for GTU Ventures’ participation.



Day 1 – 16 April 2026 (Inauguration Day)

Timings: 10:00 AM – 6:00 PM

Team: Krutagna Tandel (Event Coordinator), Hemik Mehta, Mansi Gajera, Mahavirsingh Makwana

Day 1 began with the **grand inauguration ceremony** of GATE 2026 attended by GCCI leadership, industry dignitaries, and senior officials from Gujarat’s business and policy ecosystem. The GTU Ventures team ensured **timely arrival, stall setup verification, and last-minute briefings** for startup founders before opening to the public.

The stall welcomed **serious trade visitors, investors, and institutional representatives** from the very first afternoon. Key observations included:

- **Campus360 (EdTech):** Strong interest from colleges and training institutes; several inquiries for platform integration.
- **MGlad Electric (EV):** High visitor curiosity and early investor conversations around the product and scalability.
- **Food Cart (Food Tech):** Concept of scalable, modular food carts attracted attention from F&B buyers and franchise-oriented operators.
- **Robotics Team:** Live demonstrations created crowd-pulling moments, especially from engineering and manufacturing professionals.
- **Krishna Timpudi EV Bike:** Physical product display generated **dealer and distribution-partner inquiries**, with multiple leads recorded.

Key learning (Day 1):

- Live **product demonstrations** outperformed pitch-only presentations.
- **EV and EdTech** sectors attracted the highest level of curiosity on Day 1.



Day 2 – 17 April 2026 (Business Day)

Timings: 10:00 AM – 6:00 PM

Team: Krutagna Tandel, Hemik Mehta, Mansi Gajera, Siddharaj Solanki

Day 2 saw **peak footfall** and the **most productive B2B interactions** of the three-day event, with investors, procurement officers, and startup ecosystem stakeholders actively exploring the GTU Ventures stall. The addition of **TeleARGlass (AR/XR)** as a new startup on Day 2 significantly amplified visitor interest.

Startup Highlights – Day 2:

- **Campus360:** Follow-up meetings with colleges; detailed platform walkthroughs and use-case discussions.
- **MGLad Electric:** Highest visitor engagement of the day; **5+ structured investor conversations** recorded.
- **Food Cart:** F&B distributors and franchise seekers expressed interest in scaling the model.
- **Robotics Team:** Continued live demos attracted manufacturing-sector representatives exploring B2B automation opportunities.
- **TeleARGlass:** AR/XR technology demonstrations created a **buzz** among healthcare, training, and education-vertical buyers.
- **Krishna Timpudi EV Bike:** Follow-ups with prospective dealers and deeper B2B partnership discussions.

Knowledge Sessions Attended (Day 2):

1. **Gujarat's Startup Ecosystem & Investment Landscape** – Identified new funding and incubation pathways for GTU Ventures' portfolio.
2. **EV & Green Technology – FAME Scheme & Policy Updates** – Directly relevant for MGLad Electric and Krishna Timpudi.
3. **Scaling B2B Startups Beyond Gujarat** – Strategic insights for GTU Ventures' regional-to-national growth roadmap.
4. **Technology Adoption in Traditional Manufacturing** – Opportunity area for the Robotics team with legacy manufacturing firms.

Key learning (Day 2):

- Day 2 delivered the **highest quality of investor and B2B leads**.
- **Structured lead-capture mechanisms** (business cards, contact forms, follow-up notes) ensured no major contact was lost.

Day 3 – 18 April 2026 (Closing Day)

Timings: 10:00 AM – 6:00 PM; Dismantling from 9:00 PM

Team: Krutagna Tandel, Hemik Mehta, Siddharaj Solanki, Mansi Gajera, K.D. Singh

Day 3 was strategically used to highlight **BioTech, Health, and Wellness startups**, while continuing presence for **MGLad Electric**. This lineup shift attracted a fresh segment of visitors: **healthcare professionals, pharma distributors, wellness coaches, and institutional buyers**.

Startup Highlights – Day 3:

- **Newway Biotech:** Strong interest from pharma and agri-sector buyers; initial discussions on supply partnerships.
- **Svatah Bio-Innovations:** Organic and sustainable-product buyers showed interest; eco-conscious visitors engaged deeply.
- **Proviva (Wellness):** Generated multiple **serious B2B leads** from wellness distributors and retail buyers.
- **MGLad Electric:** Continued engagement with investors and dealers; final follow-ups and closing discussions.
- **Orium Live Pure (Organic Lifestyle):** Attracted wellness centers and retailers looking for organic lifestyle brands.

Closing Sessions Attended (Day 3):

- **BioTech & Life Sciences – Startup Opportunities in Gujarat’s Pharmaceutical Corridor.**
- **Organic & Clean Living – Shifting consumer behaviour and B2B distribution opportunities.**
- **Wellness Startups Scaling from Local to National Markets.**
- **Valedictory Session – GCCI leadership reflections and recognition of notable exhibitors.**

Key learning (Day 3):

- **BioTech and Wellness** are emerging, under-explored verticals for GTU Ventures’ portfolio.
- **Day 3 visitors** were often the most serious buyers and decision-makers, generating **high-quality B2B leads**.



Overall Outcomes & Strategic Learnings

Business Development Outcomes – GTU Ventures:

- Established contact with **10+ investors** interested in GTU Ventures' portfolio startups.
- Generated **15+ B2B partnership, distribution, and collaboration leads** across multiple sectors.
- Collected **1000+ visitor contacts and business cards** for post-event follow-up by startup teams.
- Secured **media attention** from business journalists and industry publications covering GATE 2026.
- Identified **new focus verticals**: BioTech, Life Sciences, Organic & Clean Living, and Wellness as priority areas for future portfolio expansion.

Strategic Learnings – GTU Ventures:

- **Rotating startup lineups** across event days successfully attracts diverse visitor segments and maximizes exposure.
- **Live product demos and interactive experiences** (EV, Robotics, AR/XR, Bio-products) consistently outperform static pitch-only presentations.
- **B2B expos of GATE's scale** deliver in 3 days what would otherwise take months of individual outreach.
- A **structured, energetic team presence across all three days** is critical to maintaining stall impact and visitor engagement.
- **GTU Ventures should consider increasing its startup representation at GATE 2027**, given the demonstrated ROI in terms of investor connect, B2B leads, and media visibility.