

Goa

MARCH
2013

PEARL OF THE ORIENT



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Goa

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- ❖ Goa – An Introduction
- ❖ Infrastructure Status
- ❖ Business Opportunities
- ❖ Doing Business in Goa
- ❖ State Acts & Policies



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Goa Factfile



Source: Maps of India

- Goa is located in the Western region of India. The state shares border with the Arabian Sea to the West, Maharashtra to the North and Karnataka to the South and the East.
- Languages spoken are Konkani, Marathi, Portuguese, Hindi and English.

- Goa's administrative headquarters are located at Panaji (which is also the state capital) and Margao. The state has two districts: North Goa and South Goa.
- The state has a tropical climate with a monsoon season, which lasts from June to September. Due to its long coastline, the weather is hot and humid for the rest of the year.

Parameters	Goa
Capital	Panaji
Geographical area (sq km)	3,702
Administrative districts (No)	2
Population density (persons per sq km)*	394
Total population (million)*	1.45
Male population (million)*	0.74
Female population (million)*	0.71
Sex ratio (females per 1,000 males)*	968
Literacy rate (%)*	87.4

Sources: Government of Goa Website: www.goa.gov.in,
*Provisional Data – Census 2011

Goa in Figures ... (1/2)

Parameter	Goa	All-States	Source
Economy			
GSDP as a percentage of all states' GSDP	0.5	100	CMIE, 2010-11, current prices
Average GSDP growth rate (%)*	18.9	15.9	CMIE, 2004-05 to 2010-11, current prices
Per capita GSDP (US\$)	4,508.5	1,324.3	CMIE, 2010-11, current prices
Physical Infrastructure			
Installed power capacity (MW)	418.8	211,766.2	Central Electricity Authority, as of January 2013
National Highway length (km)	269	76,818	Ministry of Road Transport & Highways, as of June 2012
Major and minor ports (No)	1+5	12+187	Indian Ports Association
Airports (No)	1	133	Airports Authority of India
Social Indicators			
Literacy rate (%)	87.4	74.0	Provisional Data – Census 2011
Birth rate (per 1,000 population)	13.3	21.8	SRS Bulletin (www.censusindia.gov.in), 2012

*Calculated in Indian Rupee Terms
SRS: Sample Registration System

Goa in Figures ... (2/2)

Parameter	Goa	All-States	Source
Investment			
FDI equity inflows (US\$ billion)	0.7	187.9	Department of Industrial Policy & Promotion, April 2000 to December 2012
Outstanding investments (US\$ billion)	14.3	11,318.3	CMIE (2011-12)
Industrial Infrastructure			
PPP projects (No)	2	881	www.pppindiadatabase.com
SEZs (No)	3	386	Notified as of January 2013, www.sezindia.nic.in

PPP: Public Private Partnership, SEZ: Special Economic Zone

Advantage Goa ... (1/2)

Strong Presence in Mining, Tourism and Pharmaceuticals

Goa's abundant reserves of iron-ore drive the mining industry in the state. It is also an established base for the pharmaceuticals industry and an emerging destination for knowledge-based industries such as biotechnology and IT. Tourism is another key revenue generator because of the inflow of international tourists.

Policy and Fiscal Incentives

The state offers a wide range of fiscal and policy incentives for businesses under the Industrial Policy, 2003. Additionally, the state provides incentives under specific policies for the biotechnology and IT sectors.

Rich Labour Pool

Goa's high rate of literacy has attracted knowledge-based industries such as pharmaceuticals, biotechnology and IT. Moreover, a large portion of the population can speak English, which helps the state's tourism and ITeS industries.

Advantage Goa ... (2/2)

Facilitating Infrastructure

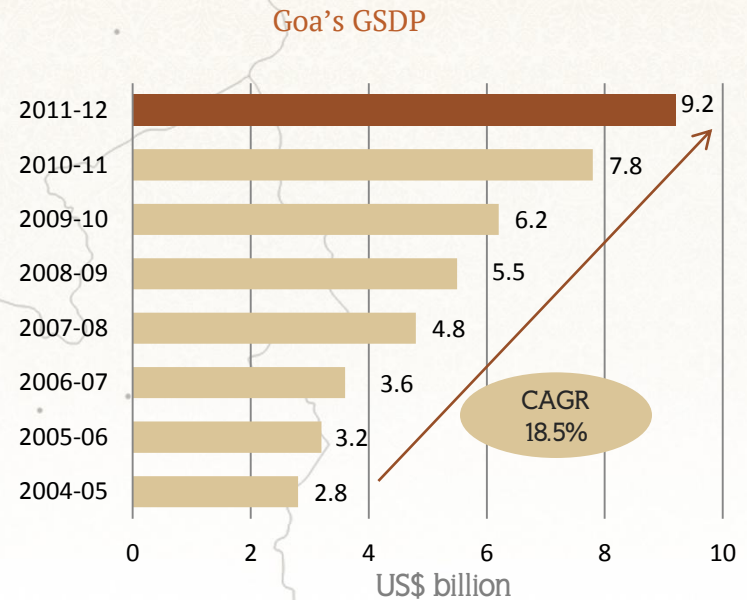
The state has well-developed social, physical and industrial infrastructure and virtual connectivity. Goa has an international airport that is in line with its importance as a globally-recognised leisure destination. It also has significant port infrastructure.

High Economic Growth

The state's average GSDP growth rate between 2004-05 and 2011-12 was about 18.5 per cent. The state has one of the highest per capita incomes in the country.

Economic Snapshot – GSDP

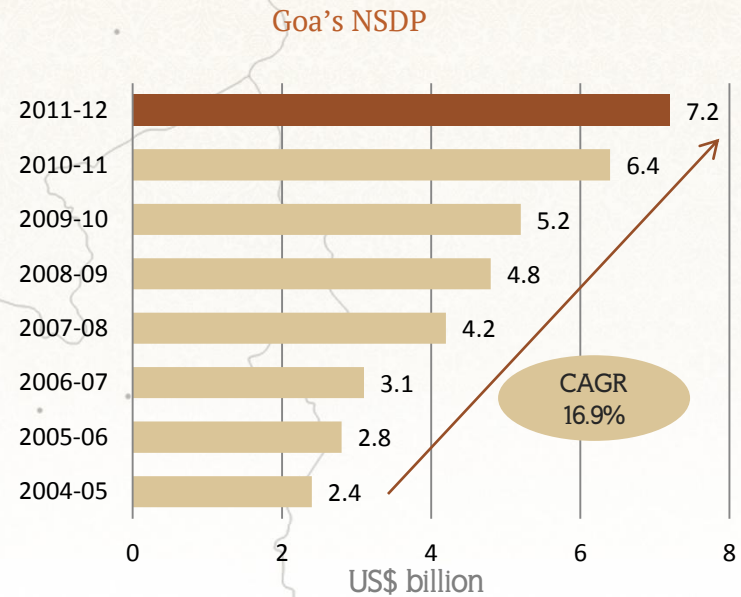
- At current prices, the Gross State Domestic Product (GSDP) of Goa was about US\$ 9.2 billion in 2011-12.
- The average GSDP growth rate between 2004-05 and 2011-12 was about 18.5 per cent.
- Goa's economic growth is driven by the strong performance of industrial sectors such as mining, tourism and pharmaceuticals.



Source: CMIE

Economic Snapshot – NSDP

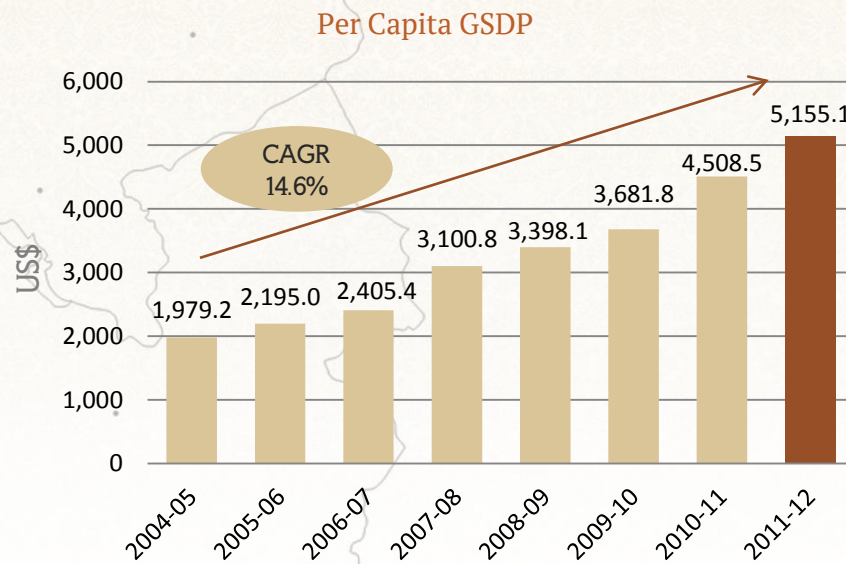
- The Net State Domestic Product (NSDP) of Goa was about US\$ 7.2 billion in 2011-12.
- The average NSDP growth rate between 2004-05 and 2011-12 was about 16.9 per cent.



Source: CMIE

Economic Snapshot – Per Capita GSDP

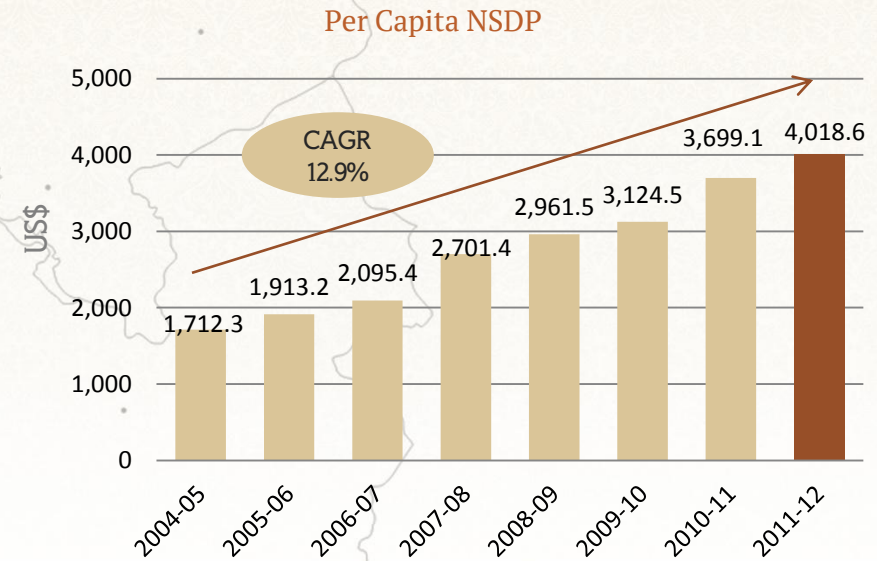
- The state's per capita GSDP in 2011-12 was US\$ 5,155.1, one of the highest in the country.
- The per capita GSDP increased at a Compound Annual Growth Rate (CAGR) of 14.6 per cent between 2004-05 and 2011-12.



Source: CMIE

Economic Snapshot – Per Capita NSDP

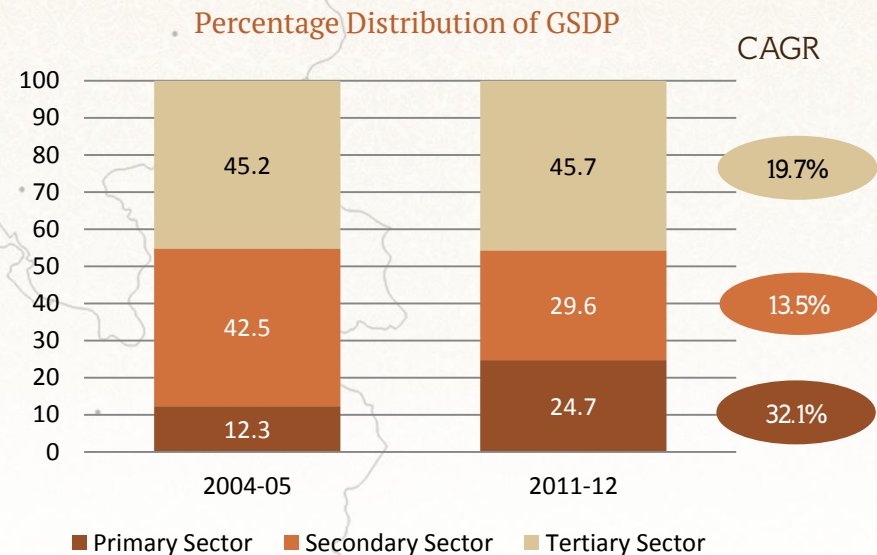
- The state's per capita NSDP in 2011-12 was US\$ 4,018.6, one of the highest in the country.
- The per capita NSDP increased at a CAGR of 12.9 per cent between 2004-05 and 2011-12.
- Factors such as substantial foreign exchange earnings from the mining and tourism industries have contributed to the high per capita NSDP in the state.



Source: CMIE

Economic Snapshot – Percentage Distribution of GSDP

- In 2011-12, the tertiary sector contributed the most to the GSDP, amounting to 45.7 per cent (US\$ 4.2 billion). It was followed by the secondary sector, which contributed 29.6 per cent (US\$ 2.7 billion), while the primary sector contributed 24.7 per cent (US\$ 2.2 billion).
- At 32.1 per cent, the primary sector had the highest growth of all three sectors in the period between 2004-05 and 2011-12. It was followed by the tertiary sector, growing at 19.7 per cent and the secondary sector, growing at 13.5 per cent.
- Growth in the tertiary sector has largely been driven by the tourism industry, which has also facilitated the growth of other related industries such as banking and financial services, real estate and business services.



Source: CMIE

Economic Snapshot – Agricultural Production

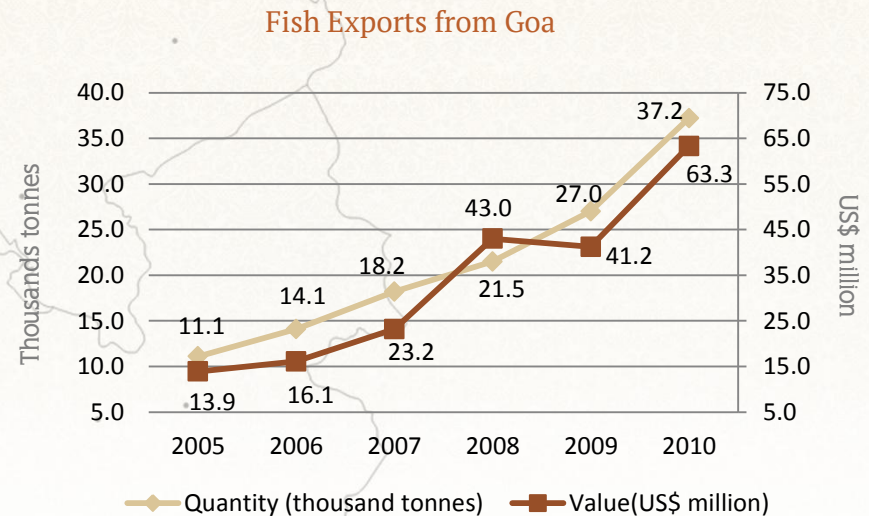
- Rice is the major crop in the state followed by coconut, vegetables, sugarcane, banana and cashew nut.
- In 2011-12, the total production of rice was 113,580 tonnes.
- In 2011-12, the total production of coconut was 130.1 million nuts in the state.
- Cashew processing has been a traditional industry of the state. Cashew apple is also used in the production of feni, a local liquor, which has become popular, internationally. Cashew nut production was 24,160 tonnes in 2011-12.

Crop	Annual Production – 2011-12 (Provisional) Tonnes
Rice	113,580
Coconut	130.1*
Vegetables	60,472^
Sugarcane	52,890
Banana	25,006^
Cashew Nut	24,160
Mango	9,284^
Groundnuts	8,287^
Pulses	7,982^
Pineapple	4,530^

Source: Economic Survey of Goa, 2011-12.
Goa Economy in Figures - 2012
*Million Nuts
^In 2010-11

Economic Snapshot – Exports

- Mining and mineral products are major exporting items from the state.
- Tourism is a key foreign-exchange earning sector for the state.
- In 2010, exports of fish from the state was 37,212 tonnes, which realised foreign exchange worth US\$ 63.3 million.
- Goa is a major iron ore exporting state in the country. In 2010-11, the exports of iron ore from the state was 53.9 million tonnes.

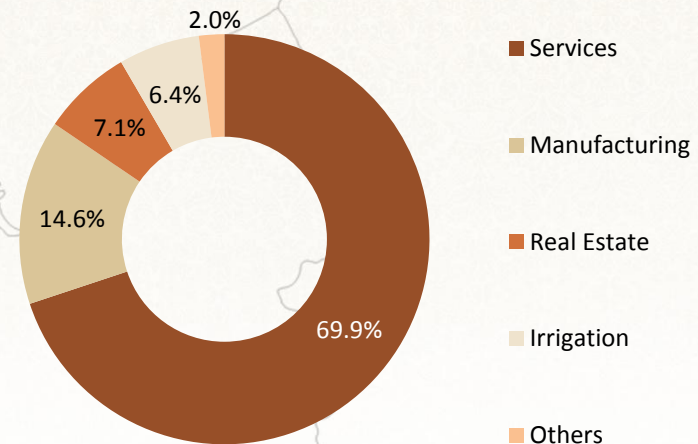


Source: Economic Survey of Goa, 2011-12

Economic Snapshot – FDI Inflows & Investments

- According to the Department of Industrial Policy & Promotion (DIPP), the cumulative FDI inflows from April 2000 to December 2012 amounted to US\$ 769 million.
- In 2011-12, the outstanding project investments in the state were US\$ 14.3 billion, with the services sector accounting for 69.9 per cent.
- Some of the large projects under construction include the Konkan Railway's Sky Bus metro rail, the Tillari irrigation project and part of Power Grid Corporation's Western Grid Strengthening Scheme-II.

Break up of Outstanding Investments by Sector (2011-12)



Others include Mining and Electricity

Source: CMIE

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Physical Infrastructure – Roads



Source: Maps of India

- As of March 2012, the total length of roads in the state was 10,768.18 kms.
- Goa had a total of 269 km of National Highways, as of June 2012.
- NH-17 runs along India's west coast and links Goa to Mumbai in the North and Mangalore to the South.
- NH-4A running across the state connects the capital Panaji to Belgaum (Karnataka) in East.

Road Type	Road Length (km) – As of March 2011
National Highways	269*
Roads under PWD	5,044.58
Roads under Municipalities	381.74
Roads under Panchayats	4,724.17
Roads under Forest	74.13

Sources: Ministry of Road Transport & Highways,
Economic Survey of Goa 2011-12
PWD: Public Works Department
*As of June 2012

Physical Infrastructure – Railways



Source: Maps of India

- About 69 km rail routes connect Goa to other parts of the country.
- Goa has two rail tracks, the Konkan Railways line running from the North to the South and the South-Western Railways line running from the West to the East.
- The rail tracks cross at the most important junction of the state, the Madgaon railway station; Vasco-da-Gama is the other important railway station.
- Konkan Railways, which connects Mumbai, Goa and Mangalore has helped tourism, considerably.
- The Mormugao port is also connected through a broad gauge line.

Physical Infrastructure – Airports



International Airport

- Goa has only one Airport at Dabolim, which functions as domestic as well as international airport. The state is connected to most Indian cities by air.
- It ranks among the top ten in all-India air traffic, most of which is tourism related.
- The state has good connectivity in terms of international flights, including chartered flights from the European countries.
- The state is planning to construct a new civilian airport at Mopa, in the Pernem taluka, on Build-Own-Operate-Transfer (BOOT) basis, for which land acquisition has already been started.

Physical Infrastructure – Ports

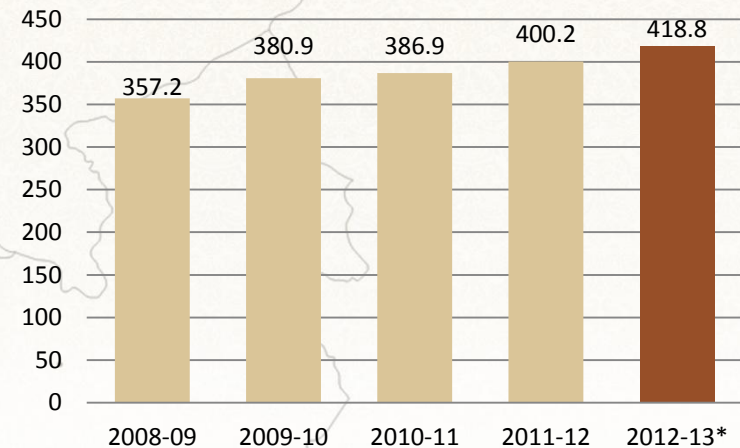
- Goa has 255 km of rivers and canals, providing an economical mode for goods transport.
- The River Navigation Department was established to provide safe, dependable and affordable transport facilities on different ferry routes of Goa's inland waters.
- The Mormugao harbour, a multi-purpose general cargo berth, situated in the port town of Vasco-da-Gama, handles local and international maritime-cargo traffic.
- In 2011-12, the Mormugao port handled a cargo traffic of around 39 million tonnes, which was around 7 per cent of the total cargo traffic handled by the 12 major ports of India.
- Around 29.2 million tonnes of iron-ore was exported in 2011-12, from the Mormugao port to China, Japan, Korea, Europe and Gulf-countries.

Ports	
Major Ports	<ul style="list-style-type: none">• Mormugao
Minor Ports	<ul style="list-style-type: none">• Panaji• Chapora• Betul• Talpona• Tiracol

Physical Infrastructure – Power

- As of January 2013, Goa had a total power generation installed capacity of 418.82 MW.
- Goa is among the Indian states to have 100 per cent rural electrification.
- The state generate power from its 48 MW naphtha-based plant of Reliance Infrastructure Limited and it depends, largely, on the power allocated from the central generating stations.
- Industrial sector is the largest consumer of electricity, followed by domestic sector.
- The Goa Electricity Department control the power infrastructure in the state.

Installed Power Capacity (MW)



Source: Central Electricity Authority
*As of January 2013

Physical Infrastructure – Telecom

- Goa is among the few states in the country to have 100 per cent automatic telephone systems with a good network of telephone exchanges.
- Goa has a fiber-optic cable network spread through the state; it provides high-speed access for a wide range of Internet-related services.
- As of December 2010, Goa had 150,654 telephone connections and 179,927 mobile connections of Bharat Sanchar Nigam Limited (BSNL).
- As of March 2011, there were 137 Telephone Exchanges/Telex (BSNL) in the state.

Telecom Infrastructure (2011-12)	
Post Offices	263 [#]
Public Call Offices (PCOs) [^]	4,157
Telephone Connection [^]	150,654*
Mobile Connection [^]	179,927*

Sources: Economic Survey of Goa, 2010-11, Goa Economy in Figures – 2012, India Post
*As of December 2010
[^]Relates to BSNL
[#]As of January 2013

Some of the Major Telecom Service Providers
Bharat Sanchar Nigam Limited (BSNL)
Tata Indicom
Bharti Airtel
Aircel Limited
Reliance Communications

Development Projects: Urban Infrastructure

- Panaji is one of the 65 cities identified under the Jawaharlal Nehru National Urban Renewal Mission (JNNURM).
- The JNNURM city development plan has identified several infrastructure projects, with the bulk of investments to be made in the areas of water supply, urban environment, traffic and transportation.
- Under the Jawaharlal Nehru National Urban Renewal Mission (JNNURM), two projects costing around US\$15.6 million have been sanctioned for Panaji. Areas of development of these projects are heritage conservation for the city of Panaji and water supply for Panaji city and surrounding areas under the jurisdiction of corporation of the city of Panaji at Goa.

Source: JNNURM, Ministry of Urban Development,
www.urbanindia.nic.in

Water Supply

- The supply of water in urban areas of Goa is 143 Litres Per Capita per Day (LPCD) and 82 LPCD in the rural areas.
- Goa's water tariff is one of the cheapest in the country.

Development Projects: Public Private Partnership Projects

Contract Authority	Project	Investment (US\$ million)	PPP Type	Stage
Ports				
Captain of Ports, Goa	Cruise Terminal at Aguada	6.5	BOT-Annuity	Under Construction
Mormugao Port Trust, Goa	Construction of Berth 5A and 6A at Mormugao Port	47.8	BOT-Toll	In Operation
Mormugao Port Trust, Goa	Development of Coal Terminal at Mormugao Port	48.5	DBFOT	Approved
Roads				
Ministry of Road Transport & Highways	Construction of four/six lanes of Maharashtra/Goa border to Panaji-Goa/Karnataka Border of section NH-17	410.7	BOT-Toll	Under Construction
Ministry of Road Transport & Highways	Four-laning of Goa/Karnataka border-Panaji, Goa stretch of NH-4A	78.7	BOT-Toll	Under Construction

Sources: <http://www.pppindiadatabase.com>,
National Highways Authority of India,
Mormugao Port Trust, Goa

BOT: Build-Own-Transfer, DBFOT: Design-Build-Finance-Operate-Transfer

Development Projects: SEZs and Industrial Estates ... (1/2)

- As of January 2013, Goa has seven formally approved Special Economic Zones (SEZs).
- Once ready, the SEZs will primarily cover the knowledge-based industries such as biotechnology and IT/ITeS.
- The Goa Industrial Development Corporation (Goa-IDC) assists in establishing industries in specific industrial areas and estates.
- Goa-IDC has established 20 industrial estates; there is at least one industrial estate in each taluka.
- Land of 1,777,593 metre square for expansion of industrial estates at Sancoale, Madkai, Tuem, Colvale & Verna as well as for setting up of new industrial estates at Dhargal in Pernem taluka and Poinguinim in Canacona taluka in line with the Regional Plan for Goa 2021, is in progress.

Special Economic Zones (SEZs) with Formal Approval		
Industry	Location	SEZs (No)
Biotechnology	Verna, Sancoale	2
IT/ITeS	Verna, Bardez	2
Pharmaceuticals/ Chemicals	Tal-ponda	1
Services	Verna	1
Gems and Jewellery	Verna	1

Source: www.sezindia.nic.in

Development Projects: SEZs and Industrial Estates ... (2/2)



Taluka	Industrial Estate
Ponda	Bethora, Madkaim, Kundaim, Shiroda
Pernem	Tuem
Bardez	Colvale, Mapusa, Pilerne, Tivim
Bicholim	Bicholim
Sattari	Honda and Pissurlem
Tiswadi	Corlim
Salcete	Verna, Margao and Cuncolim
Mormugao	Sancoale
Quepem	Kakoda
Sanguem	Sanguem
Canacona	Canacona

Source: Goa Industrial Development Corporation

Social Infrastructure – Education ... (1/2)

- The state has a literacy rate of 87.4 per cent according to the provisional data of Census 2011; the male literacy rate is 92.8 per cent and the female literacy rate is 81.8 per cent.
- In 2011-12, the student enrolments at the primary, middle and secondary school levels were 100,256, 75,863 and 63,603, respectively.
- As of 2011-12, the state had 1,232 Primary Schools, 444 Middle Schools, 380 Secondary School and 86 Higher Secondary Schools.

Literacy Rate (%)	
Total	87.4
Male	92.8
Female	81.8

Source: Census 2011 (Provisional data)

Some of the Higher Education Institutions

- Shree Rayeshwar Institute of Engineering and Information Technology
- Padre Conceicao College of Engineering
- National Institute of Oceanography
- Parvatibai Chowgule College of Arts & Science
- Don Bosco College
- St. Xavier's College
- BITS Pilani Goa Campus

Social Infrastructure – Education ... (2/2)

- Leading engineering, business management, medical and legal institutes are present in the state.
- The Maritime School under the Captain of Ports Department, Government of Goa, is among the first of its kind in the country.
- As of 2011-12, the state had 33 Vocational and Professional Institutes, 29 University & Colleges for Professional Education, 21 University & Colleges for General Education and four Teachers Training Institutes.

Educational Infrastructure - 2011-12 (Provisional)	
Primary Schools	1,232
Middle Schools	444
Secondary Schools	380
Higher Secondary Schools	86
Vocational and Professional Institutes	33
Teachers Training Institutes	4
University & Colleges for General Education	21
University & Colleges for Professional Education	29
Industrial Training Institutes (ITIs)	15*

Sources: Goa Economy in Figures 2012, Goa at a Glance 2010
*As of 2009-10

Social Infrastructure – Health

- The state has better health ratios as compared to the rest of the country. Annually, about 271[^] persons are served per hospital bed.
- Some of the renowned hospitals in the state include Apollo Victor Hospital in Margao, Manipal Hospital in Panaji, and Vrundavan Shalby Hospital in Mapusa.

Health infrastructure (as of 2011-12)

- Hospitals: 161
- Community Health Centres: 5
- Primary Health Centres: 20
- Sub-Centres: 205
- Dispensaries: 30
- Total Beds in Hospitals: 5,336

Source: Goa Economy in Figures - 2012

Health Indicators (2011)

Population Served Per Hospital Bed (2011-12)	271 [^]
Birth Rate*	13.3
Death Rate*	6.7
Infant Mortality Rate**	11

Sources: Goa Economy in Figures - 2012,
Sample Registration System (SRS) Bulletin 2012
(www.censusindia.gov.in)

*Per thousand persons

**Per thousand live births

[^]Only Government sector has been considered

Cultural Infrastructure

- There are several sports complexes in Panaji, Margao, Ponda and other cities. Football is the major sporting activity; cricket is also growing in popularity.
- The state is home to the Goa Football Association and many renowned clubs such as Sporting Clube de Goa and the Vasco Sports Club.
- The main sports arenas are the Jawaharlal Nehru Fatorda Stadium and the Dr Rajendra Prasad Stadium in Margao, the Tilak Maidan Stadium in Vasco da Gama and the Campal Sports complex in Panaji.
- The key hotels in Goa include Leela Kempinski, at Cavelossim, Taj Fort Aguada at Bardez, Park Hyatt at Cansaulim and the Intercontinental at Canacona. The Panjim Inn, Cidade-de-Goa and Majorda Beach Resort are well known hotels in Margao.
- Goa is popular, both, for traditional forms of performance arts such as Natak, Tiatr and Zagor, as well as for modern art forms such as Goan trance.

Industrial Infrastructure

Industry Clusters	Industries
Verna	Rubber, Plastics, Petroleum Products, Pharmaceuticals, Electronics and Telecommunication Equipment
Bicholim	Engineering, Oil Products, Plastic, Leather Textiles, Food Processing, Soaps and Agro Products
Kundaim	Rubber, Plastics, Petroleum Products, Pharmaceuticals, Steel Fabrications and Aluminum Furniture
Margao	Printing, Plastics, Herbal Hair Oils, Cosmetics, Ice Blocks, Engineering Items and Industrial Diamond Tools
Mormugao	Shipbuilding and Repair
Corlim	Metal Works, Engineering, Cold Storage, Food Processing, Electronic Products, Paper Products, Chemicals, Paints and Varnishes
Vasco	Shipbuilding and Repair

Source: Goa Industrial Development Corporation

Districts	Industries
North Goa	Mining of Iron-Ore and Manganese, Pharmaceuticals, Iron and Steel
South Goa	Mining and Shipbuilding

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Key Industries

- The Goa Industrial Development Corporation (Goa-IDC) has established 20 industrial estates, spread across the state's talukas.
- Apart from having an established iron-ore mining industry, Goa has emerged as a manufacturing base for several leading companies in areas such as fertilisers, tyres and tubes, cement, electrical machinery, fish-net making machines, automatic washing machines, printed circuit boards, pharmaceuticals and pharmaceutical machinery.
- In 2011-12 (up to November 2011), 409 entrepreneurs have filed Entrepreneurs Memorandum Part-I with a proposed investment of US\$ 20.50 million in the state.
- Tourism is the largest segment in the services sector; the Goa Tourism Development Corporation (GTDC) is responsible for promoting tourism in the state.
- As of March 2012, the state had 7,535 Micro, Small and Medium Enterprises (MSMEs) and 183 large scale industries.

Number of Entrepreneurs Memorandum Part - 1 Filed by Entrepreneurs During 2011-12 (up to November 2011)

Parameter	Micro	Small	Medium
Units (No)	352	55	2
Proposed Investment (US\$ million)	5.25	11.92	3.33
Expected Employment Generation (No)	3,089	1,666	112

Source: Economic Survey of Goa, 2011-12

Key Industries in Goa

- Tourism
- Food Processing
- IT/ITeS
- Mining
- Biotechnology
- Pharmaceuticals
- Fishing

Key Industries – IT / ITeS and Electronics Industries ... (1/2)

- Despite being a small state and a late starter in the IT industry, Goa is ideally placed to capitalise on the opportunities available in IT.
- It is one of the most literate states in India, with a literacy rate of over 87.0 per cent; most Goans are conversant with the English language which is the lingua franca for the IT industry.
- The state is close to several business centres of the country like Mumbai, Pune and Bangalore, which provide opportunities for growth.
- Goa University offers a postgraduate course in computer sciences, and there are over 250 other institutes imparting IT training and education.

Some of the Key Players

- Smartlink Network Systems Ltd
- Zenith Computer Pvt Ltd
- PCS Technology Ltd
- Crompton Greaves

Key Industries – IT / ITeS and Electronics Industries ... (2/2)

Smartlink Network Systems Ltd



- Formerly, D-Link (India) Private Limited. Smartlink Network Systems Ltd is one of the India's leading networking companies, offering an integrated value proposition that includes design and development, manufacturing, sales & marketing, and service & support. It was established in 1993.
- The company has certified state-of-the-art manufacturing plants and a software and research & development centre at Verna in Goa. In 2011-12, the company had total revenue of US\$ 14.46 million. It has 17 branch offices in the country. As of March 2012, the company had 497 full time employees.

Zenith Computer Pvt Ltd →



- The company was established in 1980 and is among the large personal computers companies in India. It employs around 800 professionals and has 15 branches across the country, with a 60,000 sq ft of production facility in the Sancoale Industrial Estate, Zuari Nagar.

PCS Technology Ltd →



- PCS is an Indian technology company, headquartered in Mumbai. The company focuses on facilities management services, software services as well as computer hardware. The company had gross revenue of US\$ 27.77 million in 2011-12. It has a manufacturing facility in Goa where it produces desktop computers, notebook computers and servers. It has a production capacity of 7,000 to 8,000 desktop computers per month.

Crompton Greaves Ltd →



- Crompton Greaves Ltd is a part of the US\$ 4 billion Avantha Group, and specialises in electrical, industrial and consumer electronic equipments. The company had revenues of US\$ 2.34 billion in 2011-12. It has over 20 manufacturing units in the country, four of which are located in Goa.

Key Industries – Mining Industry ... (1/2)

- The mining belt of Goa covers an area of approximately 700 sq km and is mostly concentrated in the four talukas of Bicholim, Salcete, Sanguem and Quepem.
- Mining (especially of iron-ore) along with tourism is an important industry and the state exported over 60.0 per cent of country's iron-ore (53.98 million tonnes in 2010-11).
- Most mines in Goa are of the open-cast type, which necessitates the removal of over-burden overlying the iron-ore formations.
- Iron, manganese and bauxite ores are the major minerals found in Goa.

Some of the Key Players

- Sesa Goa
- The Dempo Group
- V.M. Salgaocar and Company Ltd
- V.S. Chowgule and Company Ltd

Key Industries – Mining Industry ... (2/2)

Sesa Goa Ltd



- Sesa Goa is a well known mining company in India. It is the flagship company of the Vedanta Group and is India's largest exporter of iron-ore in the private sector. The Sesa Group of companies have been involved in iron-ore mining for over five decades. Over the last two decades, Sesa Goa has diversified into manufacturing of pig-iron and metallurgical coke. As of March 2012, Sesa Goa has the rights to explore & production of an estimated 374 million tonnes of iron ore. In 2011-12, the company produced 13.8 million tonnes of iron ore, which generated revenue of US\$ 1.56 billion. Apart from Goa, it has mining operations in Karnataka.

The Dempo Group



- The Dempo Group is one of the state's leading mining and export companies. It has two subsidiaries for mining business, i.e., Dempo Mining Corporation Private Limited and V S Dempo Corporation Private Limited. The company's key products are iron-ore fines, calibrated iron-ore lumps, and low-phosphate magnetite concentrates. Dempo has 19 mining leases in Goa, which are spread across 1,800 hectares.

V.M. Salgaocar & Bro Pvt Ltd



- The company was founded in 1952 as a mining and export company. It is one of the leading suppliers of processed iron-ore to large steel makers such as POSCO and Nippon Steel Corporation (NSC). The company has corporate office at Vasco-de-Gama and mining facilities in four different locations in Goa. It has diversified into the hospitality, shipping, real estate and education sectors. Over 10 million tonnes of material is handled at the mines every year in the process of iron ore extraction.

V.S. Chowgule and Company Ltd



- Chowgule Mining Division is a part of the Chowgule Group. The company has mines and three beneficiation plants in Goa (at Pale, Tudou and Costi). Chowgule's run-of-mine ore production exceeds 5 million tonnes per annum and its beneficiation plants produce over 3.5 million tonnes of iron-ore and pellets every year.

Key Industries – Pharmaceuticals ... (1/2)

- In 2011-12, Goa's annual production of pharmaceuticals was valued at around US\$ 1.35 billion; the state accounts for about one-tenth of India's pharmaceutical production.
- The pharmaceuticals industry is one of the major employers in the state.
- A large number of companies such as Cipla, Aventis, Blue Cross have set up manufacturing facilities in Goa.
- Apart from the incentives and policy thrust, Goa is selected because of its ambience and pollution free environment, which is conducive to the pharmaceuticals industry.
- Goa Pharmaceutical Manufacturers' Association (GPMA) is a registered body formed with the objective of uniting the pharmaceutical manufacturers' in Goa.

Some of the Key Players

- Ranbaxy Laboratories Ltd
- Aventis Pharma Ltd
- Blue Cross Laboratories Ltd
- Cipla Ltd

Key Industries – Pharmaceuticals ... (2/2)

Ranbaxy Laboratories Ltd



- Ranbaxy is among India's leading pharmaceutical companies with business operations in 43 countries and manufacturing facilities in eight countries. It has a manufacturing facility at Ponda, Goa, where it manufactures steroidal, non-steroidal creams, ointment and lotions and non-beta-lactom tablets. In 2008, Japanese conglomerate Daiichi Sankyo company ltd became the largest shareholder in Ranbaxy. In 2011, the company's revenue crossed US\$ 2 billion.

Aventis Pharma Ltd



- Established in May 1956, Aventis Pharma Ltd has Sanofi-Aventis and Hoechst GmbH as major share holders. The Goa site has been certified by the World Health Organisation (WHO). The company's Goa facility is a global sourcing site for products including the Daonil range, Cardace, Frisium, Stilnoct and Amaryl. The Goa site employs around 230 people. In 2011, the company's revenue was US\$ 262.5 million.

Blue Cross Laboratories Ltd



- Established in 1981, Blue Cross has carved a significant niche for itself in the Indian pharmaceuticals market. In addition to its plant in Nashik, the company has a 12,000 sq m plant in Verna, Goa.
- The company's products are sold in over 18 countries across the globe. WHO and local Food and Drug Administration (FDA) have approved the Goa's plant. The company produces drugs belonging to major therapeutic segments like antibacterial, pain management, antispasmodic, cough and cold preparations, cardiology, diabetes, dermatology, anti-ulcer, antipyretics, etc. The annual sales turnover of the company was around US\$ 52 million and had an employee strength of over 1,000.

Cipla Ltd



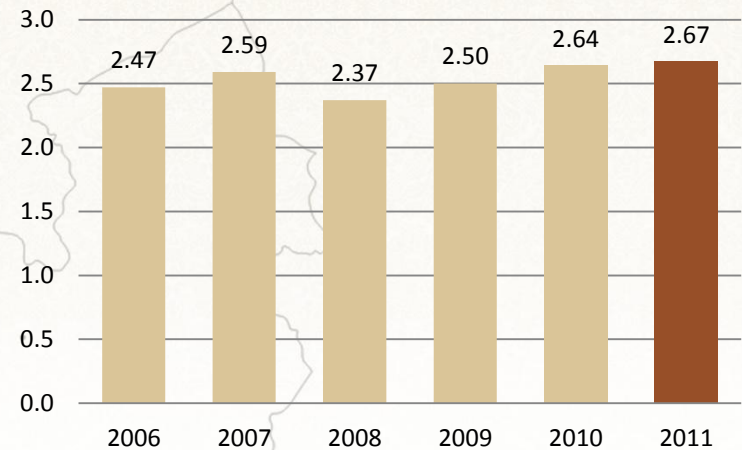
- Established in 1935, Cipla is one of the oldest pharmaceutical companies in the country. It manufactures and markets bulk drugs and formulations. It had revenues of US\$ 1.5 billion in 2011-12. It has a plant in the Verna Industrial Estate. Among other formulations, the Goa plants manufacture anti-HIV/AIDS drugs that have earned Cipla a strong presence across the globe. It has been earmarked to produce the company's entire range of anti-cancer and hormonal drugs.

Key Industries – Tourism Industry

- Goa is a globally recognised tourist destination, famous for its beaches and cultural diversity.
- A blend of Eastern and Western culture, friendly and hospitable people and the common use of English as a prominent language make Goa a veritable tourist paradise.
- Tourism is a key economic activity of Goa, has contributed substantially to the economic development of the state in terms of employment generation and foreign exchange earnings.
- The innovative marketing strategies to project Goa as an all time leisure destination have resulted in higher tourist inflows over the years.
- In 2011, the state received almost 2.67 million tourists, of which 445,935 were foreign tourists.

→ The State Government has also been proactive in encouraging public private partnerships for the promotion of tourism by instituting a corpus fund.

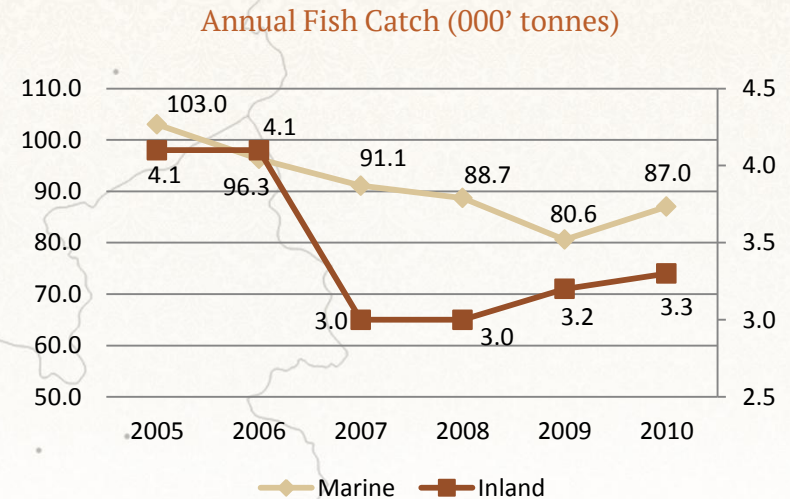
Tourist Arrivals in Goa (in million)



Source: Department of Tourism, Government of Goa

Key Industries – Fisheries Industry

- Goa has a coastline of about 104 km and inland waterways of about 255 km.
- The coast is full of creeks and estuaries formed by rivers; over 87,062 tonnes of marine fish and 3,311 tonnes of inland fish were produced in 2010.
- Goa is a major exporter of sea-food to the US, Japan, China, Middle East and the European countries.
- The government has made significant development to provide and improve landing and berthing facilities to both the traditional fishermen and fishing boat operators.
- The fishing industry in the state mainly comprises of mechanised vessels, fish processing plants, marketing network and shrimps farms which are mainly in the private sector. The State has been developing necessary infrastructure required for the industry.



Source: Economic Survey of Goa, 2011-12

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For updated information, please visit www.ibef.org

Key Investment Promotion Offices ... (1/2)

Agency	Description
Goa Industrial Development Corporation (GOA-IDC)	<ul style="list-style-type: none"> It has been established with the purpose of securing land and assisting in fast and orderly establishment of industries in the 20 designated industrial areas and estates.
Economic Development Corporation	<ul style="list-style-type: none"> This is a State Government promoted financial institution to operate and manage government promoted financial schemes. It acts as an investment company and provides financial assistance to entrepreneurs for starting as well as expanding business units.
The Goa State Infrastructure Development Corporation	<ul style="list-style-type: none"> This was set up as a Special Purpose Vehicle (SPV), with the basic aim to develop infrastructure in a time-bound manner.
Goa Handicrafts Rural and Small Scale Industries Development Corporation	<ul style="list-style-type: none"> It promotes traditional arts and crafts, fashioned by the state's artists and artisans. It performs functions related to procurement and distribution of indigenous and imported raw material, especially for small scale units. It has been instrumental in starting the "Deen Dayal Swyamrojgar Yojana", a scheme to develop self-employment opportunities for the youth.

Key Investment Promotion Offices ... (2/2)

Agency	Description
Goa Tourism Development Corporation	<ul style="list-style-type: none"> • It promotes tourism and related activities in Goa. • It focuses on developing eco-tourism, heritage tourism, adventure tourism, medical tourism and event tourism.
Goa Horticulture Corporation	<ul style="list-style-type: none"> • It promotes investments in export-oriented projects, especially for the cultivation of exotic fruits and vegetables, floriculture, etc. • It is entrusted with development of horticulture estates and establishment of sale outlets for local produce through establishments called "Krishi Ghars".
Info Tech Corporation of Goa Ltd (ITG)	<ul style="list-style-type: none"> • It looks after the development of IT related infrastructure, ITes and implementation of e-governance objectives of the government.

Contact List

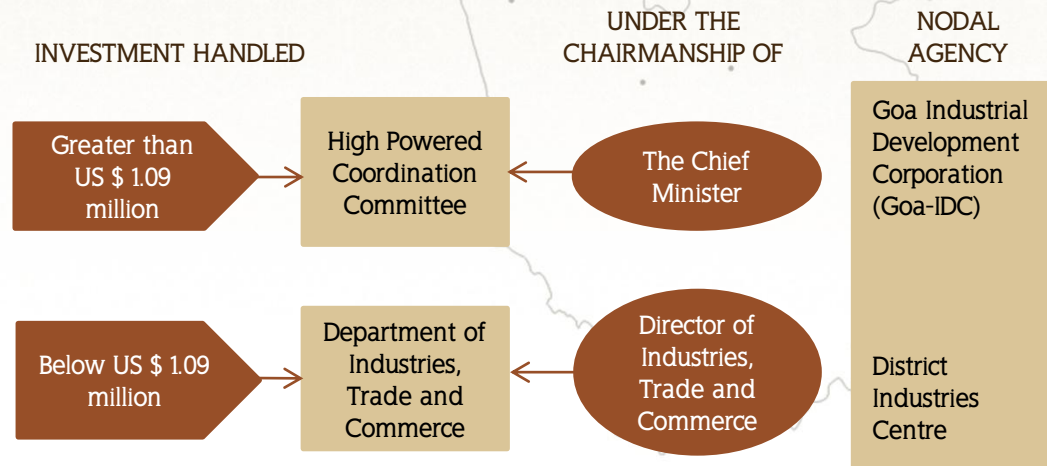
Agency	Contact Information
Directorate of Industries, Trade and Commerce	Udyog Bhavan, Panaji- 403 001 Goa Phone: 91-832-2226377 Website: http://www.goaditc.gov.in/
Goa Chamber of Commerce & Industry	Narayan Rajaram Bandekar Bhavan, T.B Cunha Road, P.O. Box 59, Panaji - 403 001 Phone: 91-832-2424252 E-mail: goachamber@goachamber.org Website: http://www.goachamber.org/

Key Approvals Required

Approvals and Clearances Required	Departments to be Consulted	Estimated Time in Days
Incorporation of Company	Registrar of Companies	NA
Registration, Industrial Entrepreneurs Memorandum (IEM), Industrial Licences	High Powered Coordination Committee (HPCC) for Large and Medium Sized Projects; Director Industries, Trade and Commerce for Small and Micro Projects	NA
Allotment of Land	Goa-IDC	8 to 15
Permission for Land Use	Goa-IDC	8 to 15
Site Environmental Approval	Goa State Pollution Control Board and Ministry of Environment and Forests	60
No Objection Certificate and Consent under Water and Pollution Control Acts	Goa State Pollution Control Board	7 to 14
Approval of Construction Activity and Building Plan	Town and Country Planning Authority	30
Sanction of Power	State Electricity Department	Up to 60
Registration under the State Sales Tax Act and Central and Excise Act	Sales Tax Department and Central and State Excise Department	NA

Approval Process

- The Goa Industrial Policy 2003, has revamped the single-window clearance mechanism in the state.
- A high powered coordination committee, chaired by Goa's Chief Minister, has been constituted for dealing with large projects. Members of the committee include senior-most officers of concerned state departments.
- The Director of Industries, Trade and Commerce handles the small scale industries. The Goa-IDC and the District Industries Centre act as nodal agencies for the various projects in the state. Goa-IDC handles the creation of SEZs in the state.



Source: Goa-IDC

Cost of Doing Business in Goa

Cost Parameter	Cost Estimate
Industrial Land (per sq ft)	US\$ 10 to US\$ 50
Office-Space Rentals (per sq ft per month)	US 60 cents to US\$ 2
Residential Rentals (for a 2,000 sq ft house per month)	US\$ 800 to US\$ 1300
Five-Star Hotel Room (per night)	US\$ 160 to US\$ 800
Power Cost (per kWh)	Industrial: US 4.7 cents to US 7.3 cents
Labour Cost (minimum wage per day)	US\$ 3.3 to US\$ 4.7

Sources: Industry Sources, Goa-IDC, Ministry of Labour and Employment, Government of India, Electricity Department, Government of Goa

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State Acts & Policies

Goa Special Economic Zone Policy 2006

Objective

- To augment infrastructure facilities for export production.

[Read more](#)

IT Policy 2005

Objective

- To improve productivity in government offices, provide efficient service to citizens at reduced costs, increase export earnings from software, computers, computer peripherals, telecom and IT enabling services by encouraging industries through fiscal regulatory benefit.

[Read more](#)

Industrial Policy 2003

Objective

- To ensure accelerated industrial development, catalyse economic growth and balanced regional growth, protect environment and create sustainable employment for local youth of the state.

[Read more](#)

Annexure

Exchange Rates

Year	INR equivalent of one US\$
2004-05	44.95
2005-06	44.28
2006-07	45.28
2007-08	40.24
2008-09	45.91
2009-10	47.41
2010-11	45.57
2011-12	47.94

Average for the year

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