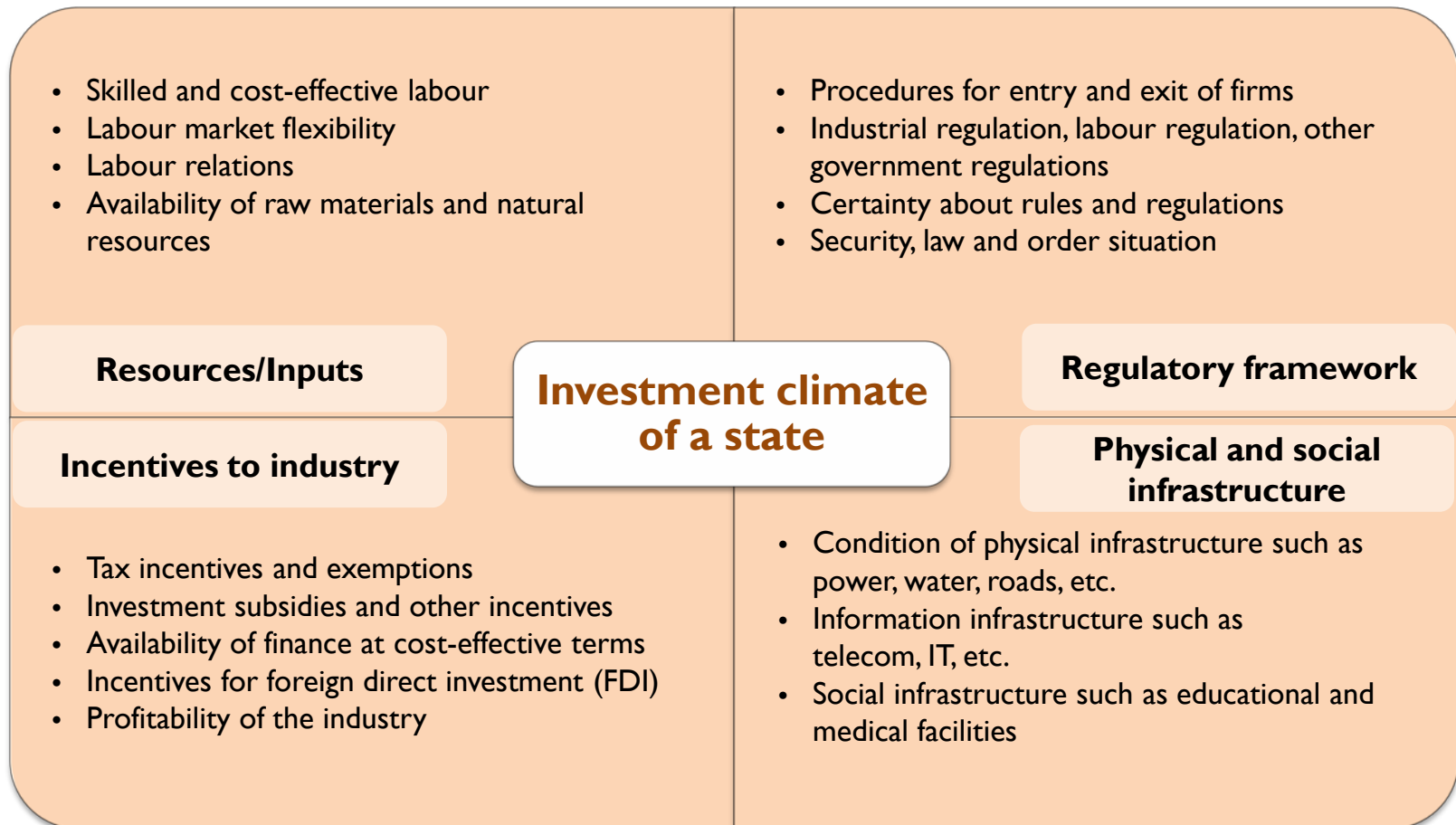


GOA

April 2010



Investment climate of a state is determined by a mix of factors



Contents

- ❖ **Advantage Goa**
- ❖ State economy and socio-economic profile
- ❖ Infrastructure status
- ❖ State policies and incentives
- ❖ Business opportunities
- ❖ Doing business in Goa

Goa – State profile

- Located in the Western region of India, Goa had a population of 1.34 million according to the Census 2001.
- The state has an area of 3,702 sq km and accounts for 0.1 per cent of total land area in India. It is one of the smallest states in the country.
- As its borders, the state has the Arabian Sea to the West, Maharashtra to the North, Karnataka's Karwar district to the South and its Belgaum district to the East.
- 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.
- Languages spoken are Konkani, Marathi, Portuguese, Hindi and English.



Source: Maps of India

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.



Source: Maps of India

Advantage Goa ... (2/2)



Source: Maps of India

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 substantial port infrastructure.

High economic growth target

The state is targeting 12 per cent annual economic growth during the Eleventh Five-Year Plan period (2007-12). Much of this growth is expected to come from the power sector. The state has one of the highest per capita incomes in the country.

Goa in figures ... (1/2)

Parameter	Goa	All-states	Source
Economy			
GSDP as a percentage of all states' GSDP	0.4	100.0	CMIE, as of 2007-08, current prices
Average GSDP growth rate (%)	15.4	7.5	CMIE, 1999-2000 to 2007-08
Per capita GSDP (US\$)	2,731.0	998.1	CMIE, 2007-08
Physical infrastructure			
Installed power capacity (MW)	78.1	98,996.4	Central Electricity Authority, as of March 2009
National highway length (km)	269	70,548	Ministry of Road Transport & Highways, 2007-08
Major and minor ports (No)	1+5	12+ 187	Ministry of Shipping
Airports (No)	1	133	Industry sources
Social indicators			
Literacy rate (%)	82.03	64.59	Census of India, 2001
Birth rate (per 1,000 population)	14.7	23.3	Central Bureau of Health Intelligence, 2007

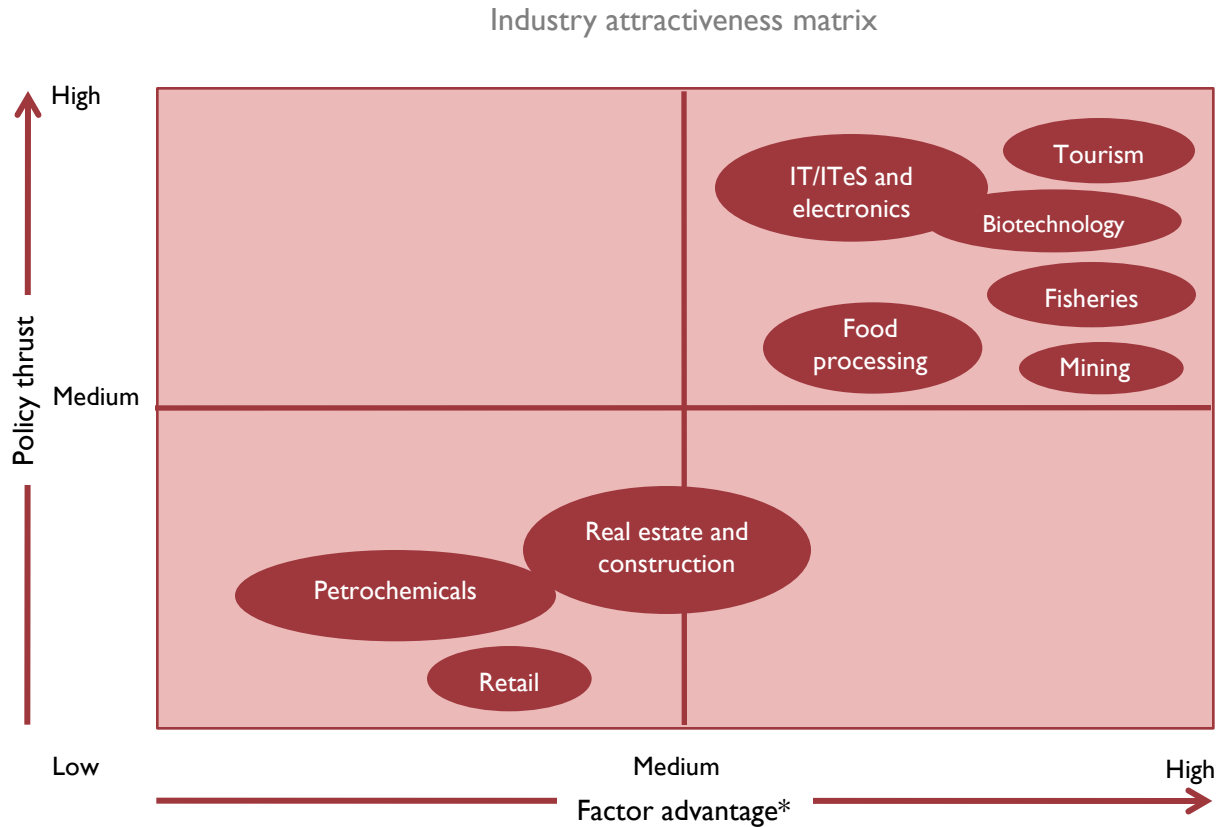
Goa in figures ... (2/2)

Parameter	Goa	All-states	Source
Investment			
FDI inflows (US\$ billion)	0.4	102.1	Department of Industrial Policy and Promotion, April 2000 to October 2009
Outstanding investments (US\$ billion)	1.1	1,709.7	As of December 2008
Industrial infrastructure			
PPP projects (No)	2	460	www.pppindiadatabases.com

PPP: public private partnership

Parameter	Goa Government
Policy support	
Sector-specific policies	Industrial, IT, biotechnology
Availability of labour	Ample skilled and unskilled labour available

Key industries with policy thrust and factor advantages



*Factor advantages include benefits due to geographical location and availability of factors like talent pool, natural resources and capital.

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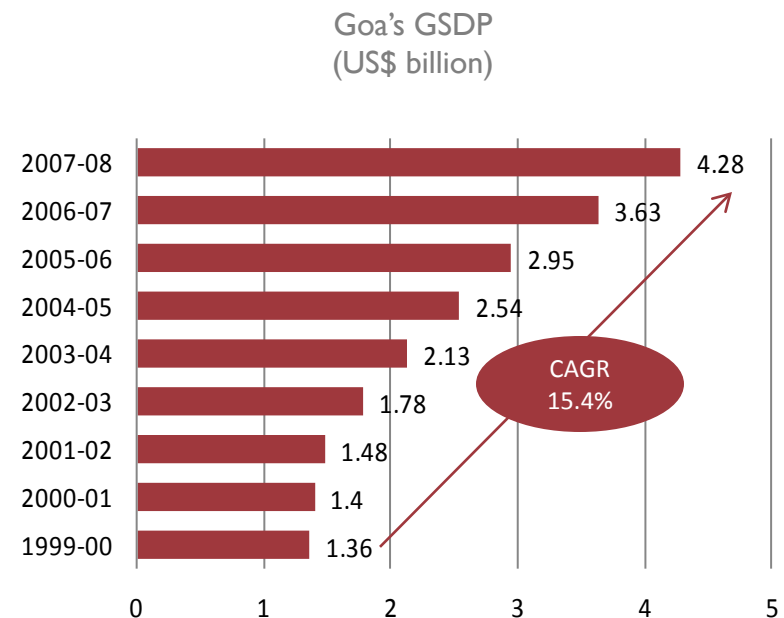
Socio-economic snapshot of Goa

Parameters		Goa
Capital		Panaji
Geographical area (sq km)		3,702
Administrative districts (No)		2
Population density (persons per sq km)		364
Total population (million)		1.34
Male population (million)		0.69
Female population (million)		0.66
Population growth rate 1991-2001 (%)		15.2
Sex ratio (females per 1,000 males)		961
Literacy rate (%)		82.0
Male (%)		88.4
Female (%)		75.4
Average life expectancy (years)		65.3

Source: Census 2001, Directorate of Planning, Statistics and Evaluation

Goa's GSDP

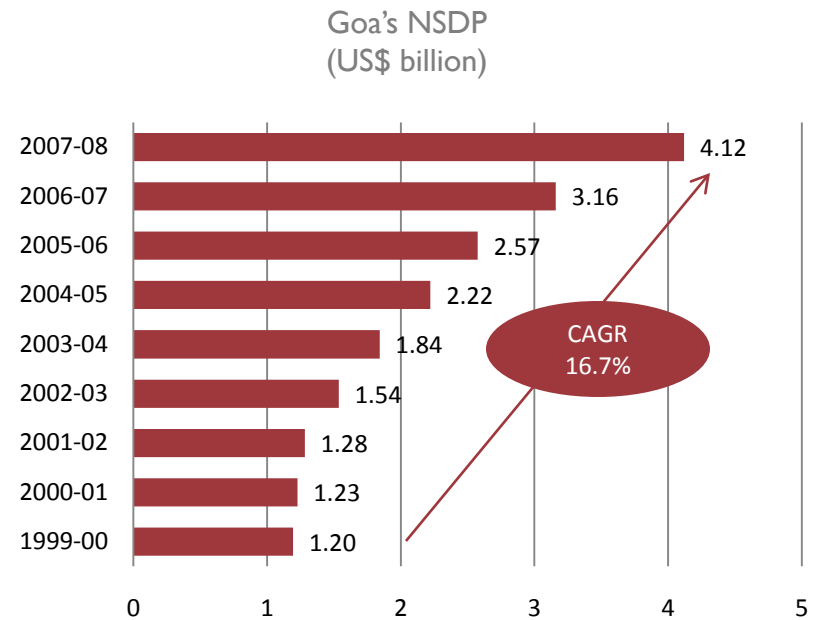
- At current prices, the Gross State Domestic Product (GSDP) of Goa was about US\$ 4.3 billion in 2007-08.
- The average GSDP growth rate between 1999-2000 and 2007-08 was about 15.4 per cent.
- Goa's economic growth is driven by the strong performance of industrial sectors such as mining, tourism and pharmaceuticals.



Source: CMIE

Goa's NSDP

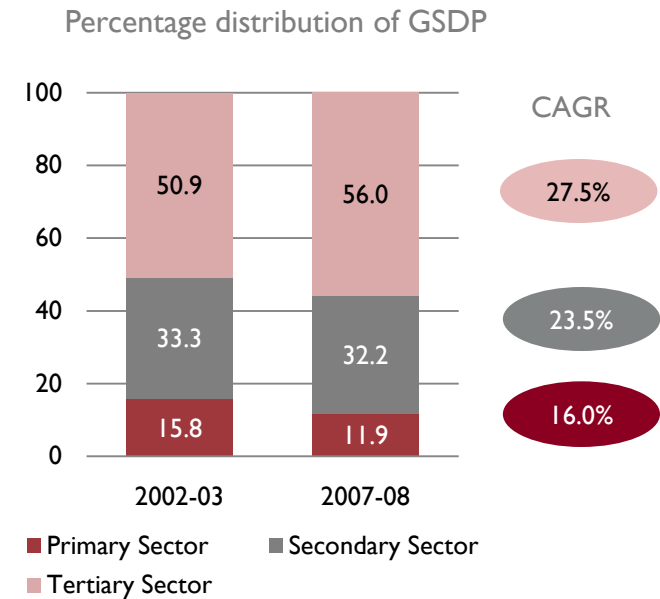
- The Net State Domestic Product (NSDP) of Goa was about US\$ 4.12 billion in 2007-08.
- The average NSDP growth rate between 1999-2000 and 2007-08 was about 16.7 per cent.



Source: CMIE

The tertiary sector has an increasing share in Goa's economy

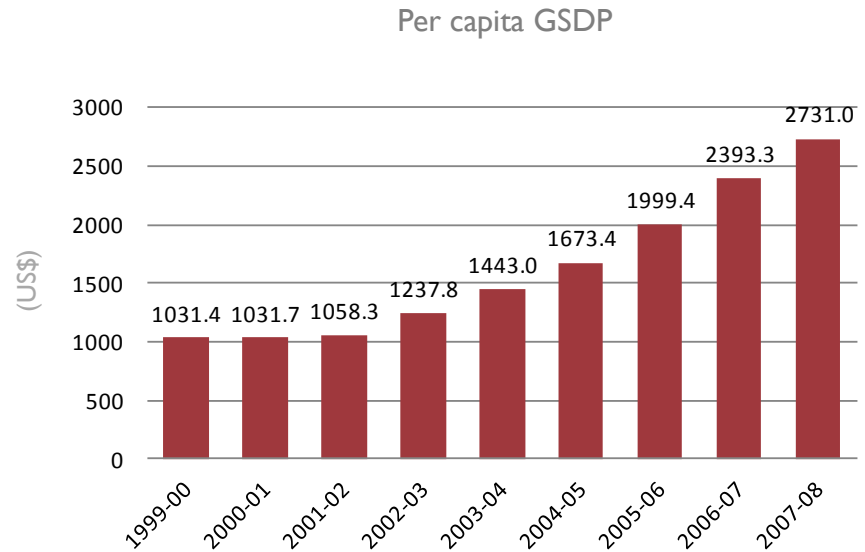
- In 2007-08, the tertiary sector contributed the most to the GSDP, amounting to 56 per cent (US\$ 2.4 billion). It was followed by the secondary sector, contributing 32.2 per cent (US\$ 1.4 billion), and the primary sector contributing 11.9 per cent (US\$ 0.5 billion).
- At 27.5 per cent, the tertiary sector had the highest growth of all three sectors in the period between 2002-03 and 2007-08. It was followed by the secondary sector, growing at 23.5 per cent and the primary sector, growing at 16 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

Per capita GSDP

- The state's per capita GSDP in 2007-08 was US\$ 2,731, one of the highest in the country.
- The per capita GSDP increased at a CAGR of 12.9 per cent between 1999-2000 and 2007-08.
- Factors such as substantial foreign exchange earnings from the mining and tourism industries, as well as a high rate of literacy have contributed to the high per capita GDP in the state.

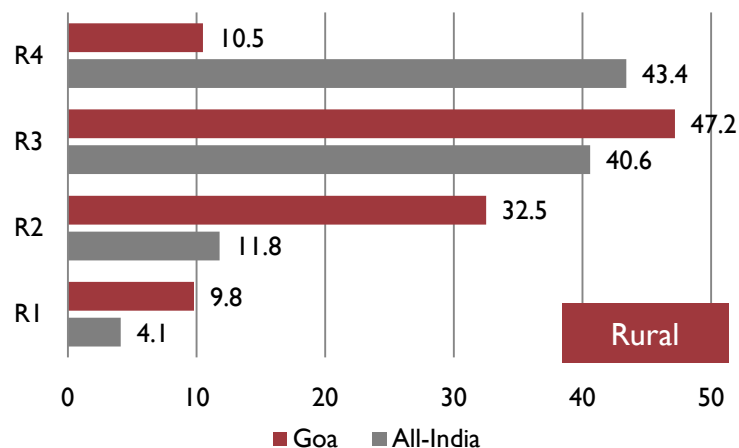


Source: CMIE

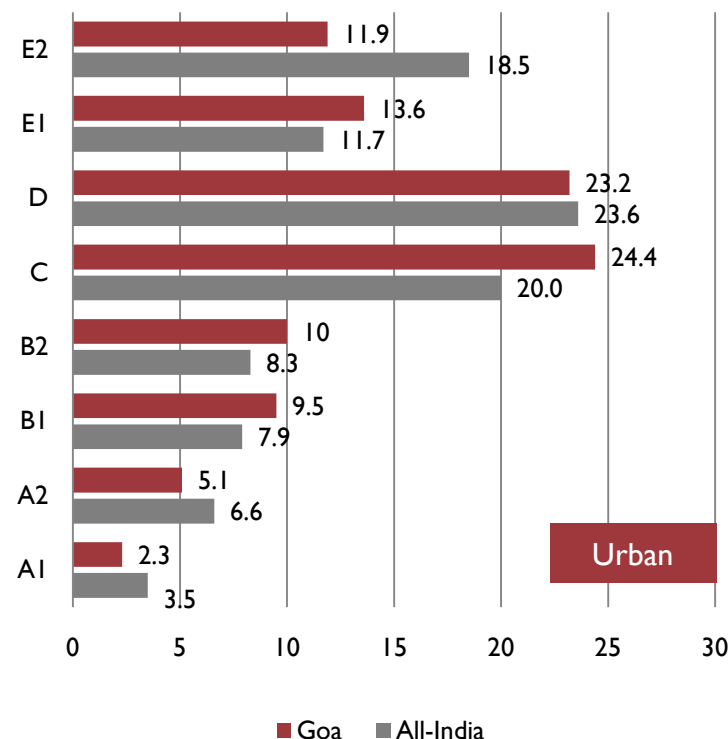
Distribution of households by income ... (1/3)

- In 2008, the per capita income of Goa was US\$ 2,731 while the all-India average was US\$ 850.
- About 75 per cent of the urban households in Goa fall under the educated and employed category.

Percentage distribution of rural households by SEC*



Percentage distribution of urban households by SEC*



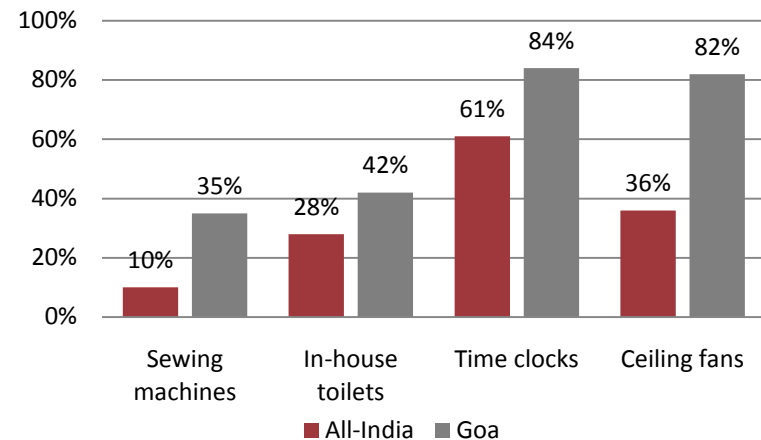
Source: BW Marketing Whitebook, 2009-2010

*See Annexure for SEC classification of households

Distribution of households by income ... (2/3)

- In the rural areas, 47.2 per cent of households have, at least, primary education and are gainfully employed.
- In ownership of household goods such as sewing machines, time clocks, ceiling fans and in-house toilets, rural Goa is significantly ahead of the all-India average.

Percentage of rural ownership of household goods and amenities

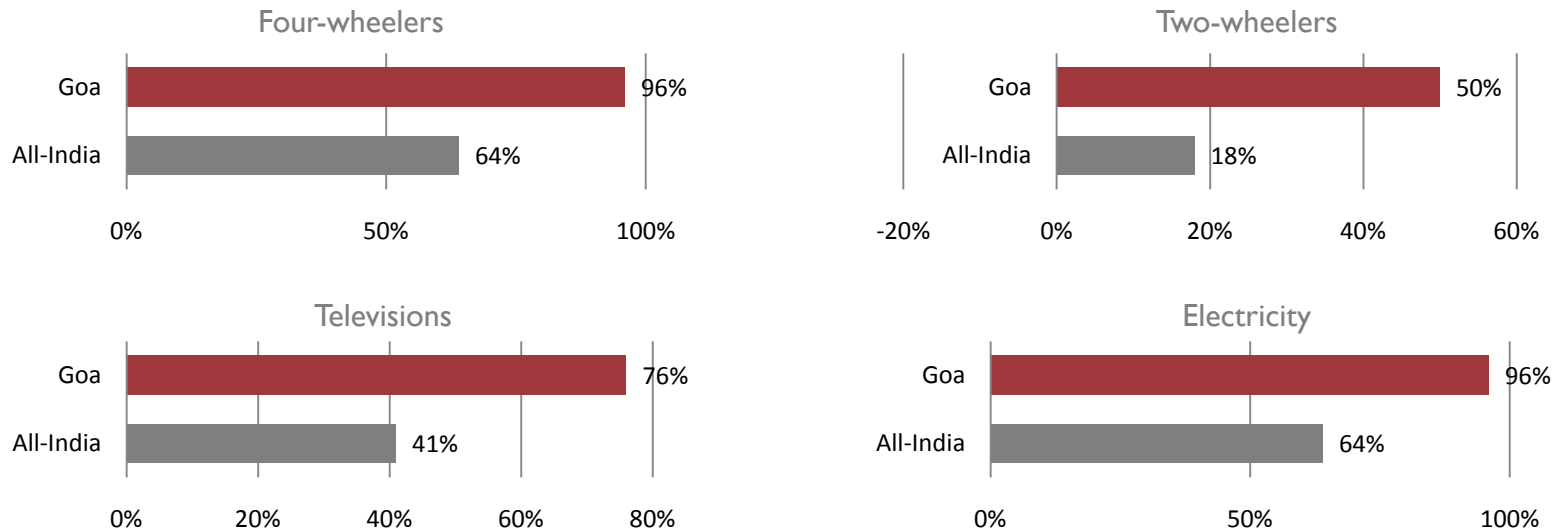


Source: BW Marketing Whitebook, 2009-2010

Distribution of households by income ... (3/3)

- Distribution of households by income indicates that Goa's share of households within the higher income categories is greater than the all-India average, a trend common for rural as well as urban households.
- In terms of ownership of assets like two- or four-wheelers and television, Goa is ahead of most other states.

Percentage of households having assets and amenities



Key industries in Goa

- The Goa Industrial Development Corporation 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.
- Tourism is the largest segment in the services sector; the Goa Tourism Development Corporation is responsible for promoting tourism in the state.

Parameter	Large and medium industries	Small scale units
Working units (No)	209	7,119
Investment (US\$ million)	1,450	83
Employment (No)	25,664	49,201

Source: Economic Survey of Goa, 2007-08

Key industries in Goa

- Tourism
- Food processing
- IT
- Mining
- Biotechnology
- Pharmaceuticals
- Fishing

Rice, coconut and vegetables are the key agricultural products

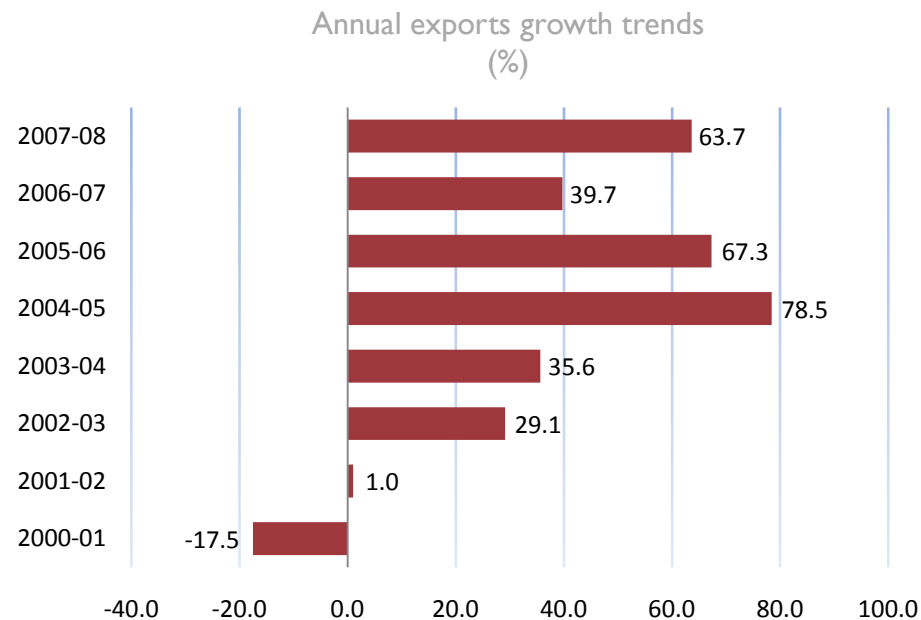
- The top 10 crops account for over 68 per cent of the total crop production of the state.
- In 2006-07, the total production of the major crops of the state was over 356,000 tonnes.
- Of these, rice was the major crop. It was followed by coconut, vegetables and sugarcane.
- Because of its coastal location, the state is also a significant producer of fish and other marine products. In 2007-08, it produced over 98,000 tonnes of marine fish and nearly 4,000 tonnes of inland-river fish.
- 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 production was 24,000 tonnes in 2006-07.

Crop	Annual production ('000 tonnes)
Rice	130
Coconut	110
Vegetables	84
Sugarcane	58
Cashew nut	24
Banana	23
Mango	19
Pulses	16

Source: Directorate of Agriculture, Government of Goa, 2006-07

Goa's exports trends

- In 2007-08, Goa's exports increased by 63.7 per cent over 2006-07.
- The state's major exports are iron-ore, chemical and petrochemical products, as well as agriculture and allied products, such as, fish, other sea-food and cashews.
- Tourism is a key foreign-exchange earning sector for the state.

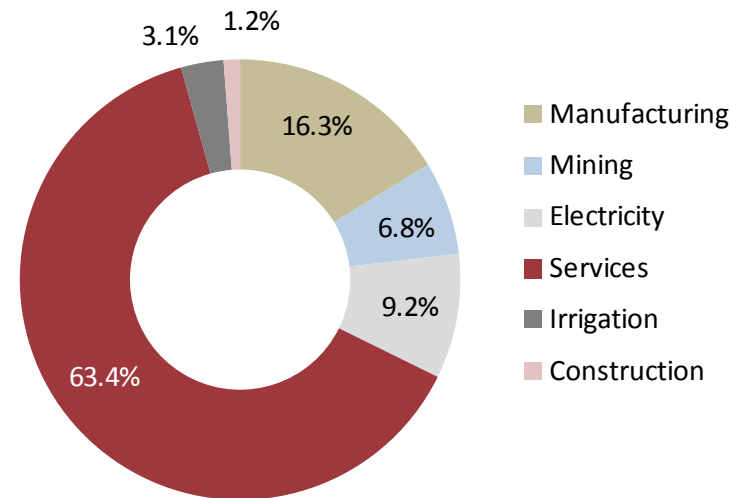


Source: Capital Market

Investments and FDI

- As of December 2008, the outstanding project investments in the state were US\$ 1,138 million, with the services sector accounting for 63 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.
- The FDI inflow between January 2000 and October 2009 were US\$ 398.4 million.

Break-up of investments by sector



Source: CMIE

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Road network

- Total length of roads in Goa is 9,672 km, of which nearly 71 per cent is surfaced.
- Density of roads is 2.61 km per sq km, which is higher than the national average of 1.15 km per sq km.

Road type	Road length (km)
National Highways	269
State Highways	232
District roads	815



Source: Maps of India

Ports

- Goa has 250 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 general-purpose cargo berth, situated in the port town of Vasco-da-Gama, handles local and international maritime-cargo traffic.
- In 2008-09, the port handled a cargo traffic of 41.7 million tonnes, which was 8 per cent of the total cargo traffic handled by the 12 major ports of India.
- Over 33.8 million tonnes of iron-ore was exported in 2008-09, from the Mormagao port to China, Japan, Korea, Europe and some 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

Airports

- Goa is connected to most Indian cities by air.
- It currently ranks eighth 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. The proposed outlay in the Eleventh Five-Year Plan is US\$ 5.7 million.



International airport

Railway network

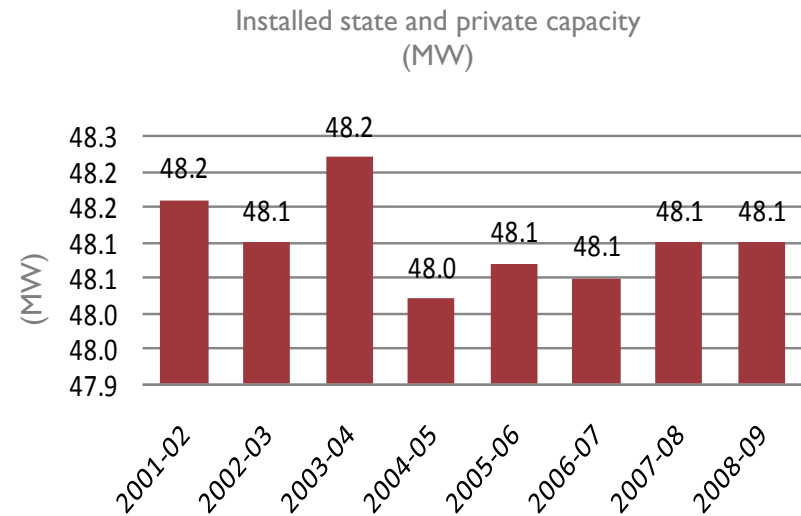
- About 69 rail routes connect Goa to other parts of the country.
- Goa has two rail tracks, the Konkan Railways line running from the North to South and the South Western Railways line running from the West to East.
- They cross at the most important junction of the state, the Madgaon railway station; 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.



Source: Maps of India

Power

- Goa is among the few Indian states to have 100 per cent rural electrification.
- However, the state does not generate much power of its own except from the 48 MW naphtha-based plant of Reliance Salgaonkar Power Company; it depends, largely, on the power allocated from the central generating stations.
- Goa's per capita consumption of power was 2,097.7 kWh in 2006-07.
- The aggregate technical and commercial (AT&C) losses have been reduced to below 16 per cent from around 23 per cent in 2003.
- The Goa Electricity Department looks after the power infrastructure in the state.



Source: Central Electricity Authority, March 2009

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.
- According to the Annual Report, 2008-09, of the Department of Telecommunications (DOT), Goa has a tele-density of over 15.7 per cent; Panaji is among the top 10 towns in terms tele-density.

Telecom infrastructure (2007-08)

GSM cellular subscribers: 25,42,958^{*}
 Post offices: 258
 Telephone sets: 1,93,043
 Telephone exchanges: 136

Source: Goa at a glance, 2008, Directorate of Planning, Statistics and Evaluation

^{*}Figures for Maharashtra circle, which includes Goa

Key telecom service providers

Bharat Sanchar Nigam Limited (BSNL)
 Tata Indicom
 Bharti Airtel
 Aircel

Urban infrastructure

- Panaji is one of the 63 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.
- The state has estimated a capital investment of US\$ 4.2 billion from 2007-08 to 2009-2010 to implement various infrastructure projects in Panaji.

Water supply

- The average per capita supply of water in urban areas of Goa is 150 litres per capita per day (lpcd) and 100 lpcd in the rural areas.
- Goa's water tariff is one of the cheapest in the country.
- The Public Works Department has reduced water leakage from 34 to 24 per cent.

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

Key public private partnership projects

Contract authority	Project	Investment (US\$ million)	PPP type	Status
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 Mormugaoport	72.6	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	451.7	BOT-Toll	Approved
Ministry of Road Transport & Highways	Four-laning of Goa/Karnataka border-Panaji, Goa stretch of NH-4A	83.1	BOT-Toll	Approved

Source: <http://www.pppindiadatabase.com>

BOT: Build-own-transfer, DBFOT: Design-build-finance-operate-transfer

Labour availability

- According to Census 2001, the workforce comprised 500,000 of the total population of 1.4 million.
- Ample workforce availability makes Goa an attractive investment destination.
- An economic census conducted in 2005 indicated that of the total number of enterprises in the state, 52.8 per cent were rural enterprises, while 42.8 per cent were located in the urban areas.
- The total number of people employed in these enterprises was 245,677, with 49.0 per cent employed in rural enterprises and 51.0 per cent in the urban enterprises.
- As per the state employment exchange data, the number of job seekers in 2006 stood at 101,847. However, not all of them would have been unemployed.

Education sector ... (1/2)

- Leading engineering, business management, medical and legal institutes are present in the state.
- The Maritime School under the Captain of Ports Department of Government of Goa is the first of its kind in the country.

Select higher secondary institutions

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

Educational infrastructure

Primary schools: 1,268

Middle schools: 440

Secondary schools: 365

Higher secondary schools: 80

Vocational and professional institutes: 35

Arts colleges: 15

Commerce colleges: 17

Science colleges: 9

Colleges for professional education: 20

Education sector ... (2/2)

- As per Census 2001, the state's male literacy rate was 88.4 per cent and female literacy rate 75.4 per cent.
- Goa's literacy rate ranks the fourth among all states in the country.

Literacy rate (%)	
Total	82.03
Male	88.42
Female	75.37

Goa primary education statistics	
Number of schools (2007-08)	Lower primary: 1,253 Upper primary: 442 High schools: 375
School dropout rate (2007-08)	Class I-V: 0.37 Class I-VII: 4.95
Pupil-teacher ratio (2007-08)	Lower primary: 25:1 Upper primary: 32:1
Net-enrolment ratio in primary schools (2006-07)	49.57

Source: Goa at a glance, 2008, Directorate of Planning, Statistics and Evaluation

Health infrastructure

- The state has better health ratios as compared to the rest of the country. Annually, about 270 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 Hospital in Mapusa.

Health infrastructure

- Hospitals: 155
- Community health centres: 5
- Primary health centres: 19
- Sub-centres: 172
- Government dispensaries: 30
- Total beds: more than 5,100

Health indicators	
Population served per hospital bed	270
Birth rate*	13.6
Death rate*	6.6
Infant mortality rate**	10
Life expectancy at birth (years)	
Male	63.7
Female	66.9

Sources: Ministry of Health and Family Welfare; Economic Survey, 2008-09; Goa Socio Economic Indicators, 2007-08; Directorate of Planning, Statistics and Evaluation

*Per thousand persons

**Per thousand live births

Financial infrastructure

- In terms of the number of households covered by banking facility, Goa ranks first in the country with 72.8 per cent financial inclusion.
- In terms of per capita deposits, Goa is next only to Delhi and Chandigarh. At the end of 2006, Goa's per capita deposits stood at US\$ 2,482 against the all-India figure of US\$ 711.7.
- The banking offices in Goa have over three million deposit accounts.

Financial Institutions in Goa

Co-operative societies	2,372
Primary agricultural-credit societies	255
Indian commercial banks	41 banks, 472 branches

Source: Economic Survey of Goa, 2007-08

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 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 and 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 and coal products, pharmaceuticals, electronics and telecommunication equipment
Bicholim	Engineering, oil products, leather textiles, food processing, soaps, agro products
Kundaim	Rubber, plastics, petroleum and coal products
Margao	Pharmaceuticals
Mormugao	Shipbuilding and repair
Corlim	Metal works, engineering, cold storage, food processing, electronic products, paper products, chemicals, paints and varnishes
Vasco	Shipbuilding and repair

Sources: Goa Economic Indicators, Goa Chambers of Commerce, Goa Industrial Development Corporation

Districts	Industries
North Goa	Mining of iron-ore and manganese, pharmaceuticals, iron and steel
South Goa	Mining and shipbuilding

Source: Directorate of Industries, Goa

SEZs and industrial estates ... (1/2)

- As of 2009, Goa had seven formally approved special economic zones (SEZ).
- 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*.
- Verna and Bicholim are among the more successful industrial estates.

Industry	Location	SEZ (No)
Biotechnology	Verna, Sancoale	2
IT/ITeS	Verna, Bardez	2
Pharmaceuticals/chemicals	Talponda	1
Services	Verna	1
Gems and jewellery	Verna	1

Source: www.sezindia.nic.in

SEZs and industrial estates ... (2/2)

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



Source: Goa Industrial Development Corporation

Major projects in the infrastructure sector

- As of December 2008, over US\$ 165.3 million of investments have been made towards ramping up Goa's industrial infrastructure.
- Over 63 per cent of investments in infrastructure have been made in the area of power generation.

Infrastructure type	Investments (US\$ million)
Power*	104.4
Roads	1.2
Airport	59.8
Total	165.3

*Generation
Source: CMIE

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Sector-specific policies ... (1/10)

Industrial Policy, 2003

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

Key initiatives:

- Promote industries specifically identified as key sectors, including pharmaceuticals, biotechnology, food processing, IT and ITeS, entertainment and tourism – eco-tourism, heritage-tourism, adventure-tourism, event-tourism, and medical-tourism.
- Develop Goa as a hub for exports and imports and encourage export-oriented industries in line with the skills available in the state.
- Promote agro-based industries, handicrafts, and small-scale and cottage industries.
- Encourage technological up-gradation/automation in existing and new industrial units.
- Facilitate revival and rehabilitation of sick industrial units by devising suitable schemes.
- Promote research and development to enable the industry to access state-of-the-art technology.
- Encourage the participation of Industry Associations in decision-making processes and support their initiatives.

Sector-specific policies ... (2/10)

Industrial Policy, 2003 (continued)

Incentives and concessions:

- Employment subsidy for all employees of small-scale industry (SSI) units and specified medium- and large-scale units, whose gross salary is less than US\$ 217 per month. Subsidy will range from 10 to 40 per cent, depending upon the category, location of the unit, etc.
- Capital contribution scheme: maximum capital contribution of US\$ 217,391 per unit, subject to the equal paid up share capital of the promoters. The capital contribution will be for a period of five to 10 years with a guaranteed annual return of 6 per cent. Preference will be given to SSI units, research and development, units that are technology-oriented and/or those run by women entrepreneurs.
- Share capital to self-employed/local entrepreneurs: maximum share capital contribution of US\$ 4,348, for each individual with professional degree or diploma including those from industrial training institutes (ITI), and US\$ 2,174 for individuals with non-professional qualifications. The share capital should be paid back to the Government over a period of 10 years.
- Interest subsidy scheme: incentives to the extent of 1.5 per cent of the total net turnover or 30 per cent of the interest paid, whichever is less, subject to a ceiling of US\$ 10,870.
- Certification/patenting incentive: units, which obtain certification or accreditation by Indian Standards Institute (ISI) or International Organisation for Standardisation (ISO) or any other international certification, will be eligible for a subsidy, up to a ceiling of US\$ 4,348.
- Scheme to encourage consumption of local raw materials: subsidies in electricity and water bills for companies who use at least 30 per cent of local raw materials.
- Mediclaim facilities for employees.

Sector-specific policies ... (3/10)

Industrial Policy, 2003 (continued)

Incentives and concessions:

- Preferential purchase incentives for SSIs.
- Special incentives for women entrepreneurs.
- Export market development scheme: interest-free loan of up to US\$ 10,870, repayable over five years, provided the unit has been in operation for at least five years, has an import/export code, and its turnover has not exceeded US\$ 1.09 million in the preceding three years.

Sector-specific policies ... (4/10)

IT Policy, 2005

Aim: 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.

Key features:

- The policy sets the framework for creation of IT infrastructure, including telecom network for Internet proliferation.
- It encourages the use of IT in schools, colleges and educational institutions for students to improve their skills, knowledge and job prospects.
- It also encourages the application of IT in e-governance, in services like tax collection and tax assessments.

Sector-specific policies ... (5/10)

IT Policy, 2005 (continued)

Incentives and concessions:

- **Goa industry incentive scheme:** all incentives made under the Industrial Policy, 2003, to the prospective industries intending to invest in Goa, shall also be applicable to IT and ITeS units registered with Infotech Corporation of Goa Limited (ITG).
- **Facilitation for entry of major players:** the Government will give special attention to proposals from IT/ITeS companies, which involve investments exceeding US\$ 10.9 million, or create employment of 1,000 or greater in the case of IT companies and 1,500 in the case of ITeS companies.
- **Business incubation:** the Government will assist incubation of technology start-ups.
- **Incentive for employment to locals:** the Government will provide an employment incentive of US\$ 326 to each unit per employee, subject to a maximum of US\$ 163,044 per year per unit, for a period of two years, starting from the date of operation.
- **Reimbursement of stamp duty:** all registered IT/ITeS units that purchase or lease land and/or a building from the Goa Industrial Development Corporation (GIDC) will be reimbursed the entire amount paid by the unit towards stamp duty.
- **Higher floor area ratio (FAR) of 150** for buildings housing IT/ITeS units.

Sector-specific policies ... (6/10)

IT Policy, 2005 (continued)

- Subsidy on power and water: subsidy of 25 per cent on power consumption, for a period of two years from the start of operations, 25 per cent capital subsidy on in-house back-up power plant, subject to a maximum of US\$ 21,739, subsidy of 25 per cent on water consumption for a period of five years from the start of operations.
- Incentives to promote research activities: the Government will provide grants up to a maximum of US\$ 21,739 and, other benefits to units that undertake research activities in cutting edge technologies, particularly, in the advanced telecommunications area.
- Reimbursement of certification charges: the Government will reimburse the actual charges or US\$ 10,870, whichever is less, to the units who have obtained certification or accreditation.
- Incentive to training institutions: the Government will provide an incentive of US\$ 43 per candidate to training centres or institutes who successfully train candidates in communication or soft-skills and are able to place them in reputed IT and ITeS companies (minimum of 50 candidates per year).
- Allocation of land: the Government will establish an IT park at a suitable location and make land available to IT/ITeS units at a suitable rate.

Sector-specific policies ... (7/10)

Biotechnology Policy, 2006

Aim: To accelerate growth in all areas of this sunrise sector, improve healthcare, agriculture, industry, services and environment management.

Key initiatives:

- Prioritize thrust areas for basic and applied research and technology development.
- Promote innovations in research and development by providing financial and infrastructural support and by encouraging PPPs.
- Provide appropriate infrastructure and effective knowledge sharing between industries, universities and premier research institutions.
- Skill development in the sector by providing financial support for higher education and research in universities.
- Set up a venture capital fund to promote innovations of commercial importance in the academic industry.
- Provide financial support and incentives to industry to encourage investment.
- Provide an institutional framework comprising the Government, academia, subject specialists, venture capitalists, industry and industry associations and to evolve a well defined structural and legal framework to achieve the above objectives.

Sector-specific policies ... (8/10)

Biotechnology Policy, 2006 (continued)

Incentives and concessions:

- The Government shall declare biotechnology parks as SEZs; these parks will be eligible for incentives under the Special Economic Zone Policy, 2006.
- Business incubation: the Government will assist in incubation of technology start-ups for biotechnology products and services.
- Incentive for employment to locals: the Government will provide an employment incentive of US\$ 326 to each unit per employee, subject to a maximum of US\$ 163,044 per year per unit, for a period of two years starting from the date of operation.
- Reimbursement of stamp duty: all registered biotechnology units that purchase or lease land and/or a building from the GIDC will be reimbursed the entire amount paid by the unit towards stamp duty.
- Higher floor area ratio (FAR) of 150 for buildings housing biotechnology units.

Sector-specific policies ... (9/10)

Biotechnology Policy, 2006 (continued)

- Incentives to promote research activities: the Government will provide grants (up to a maximum of US\$ 21,739) and other benefits to units that undertake research activities in cutting edge technologies, particularly in the area of vaccines, diagnostics, therapeutics, transgenic plants and bioremediation.
- Reimbursement of certification charges: the Government will reimburse the actual charges or US\$ 10,870, whichever is less, to the biotechnology units who have obtained certification or accreditation.
- Interest subsidy: all new biotechnology SSI units will be eligible for an interest subsidy of 30 per cent of the interest paid on term loans or working capital loans to nationalized banks or approved financial institutions, subject to a limit of 1.5 per cent of the unit's turnover of US\$10,870, whichever is lower.
- Exemption from entry tax: biotechnology units will be exempted from entry tax on all capital goods and raw materials for the first five years of project implementation.
- Allocation of land: the Government will establish a biotechnology park at a suitable location and make land available to biotechnology units at a suitable rate.
- Venture Capital Fund: to promote innovative biotechnology ventures in the state, the Government will set up a biotechnology venture fund to provide financial support to such projects, particularly at the early and start-up stages.

Sector-specific policies ... (10/10)

Goa Special Economic Zone Policy, 2006

Aim: To augment infrastructure facilities for export production.

Incentives and concessions:

- No objection certificates (NOC), consents and other clearances required from the Goa Pollution Control Board for units and activities within the SEZ will be granted by the empowered officer of the Board, working under the administrative supervision and control of the designated Development Commissioner of the SEZs.
- The SEZ authority, constituted under sub-section (i) of Section 13 of SEZ Act, shall ensure the provision of adequate water supply within the SEZs.
- The SEZ authority will ensure continuous and quality power supply to SEZs.
- The Government, under the “Package Scheme of Incentives”, shall exempt units set up in SEZs from payment of electricity duty for a period of 15 years, from the date of commencement of production or rendering of services.
- Developers of SEZs, industrial units and other establishments within the SEZs will be exempt from all state and local taxes and levies, including value-added tax (VAT), sales tax, purchase tax, octroi, cess, entry tax, etc.
- All industrial units and their expansion located in the SEZs, irrespective of their location within the state, shall be exempt from payment of stamp duty and registration fees for a period of five years.

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- ❖ Doing business in Goa

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IT/ITeS and electronics industries

- 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 80 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.




Key players

- D-Link (India) Private Limited
- Zenith Computer Private Limited
- PCS Technology Limited
- IFB Limited
- Crompton Greaves
- Himachal Futuristic Communications Limited

IT/ITeS and electronics – company profiles ... (1/2)

<p>Smartlink Network Systems Limited</p> 	<p>Formerly, D-Link (India) Private Limited, Smartlink is a public-listed company and a part of the multinational company, D-Link Corporation, which has operations in over 100 countries. It offers products and services in high-end enterprise segment with a complete range of co-branded products from Foundry Networks, Inc of the US. D-Link India's product range includes modems, structured cabling, wireless LAN and switches. The company has certified state-of-the-art manufacturing plants and a software and research and development centre at Verna in Goa. D-Link has a nationwide network of 17 offices, 21 territory distributors, more than 400 dealers and 4,000 resellers and four overseas distributors in the South Asian Association for Regional Cooperation (SAARC) countries.</p>
<p>Zenith Computer Private Limited</p> 	<p>The company was established in 1980 and is among the large personal computers companies in India. It employs over 800 professionals and has over 15 branches across the country, with a 60,000 sq ft of production facility in the Sancoale Industrial Estate, Zuari Nagar.</p>
<p>PCS Technology Limited</p> 	<p>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 has an annual turnover of US\$ 100 million. It has a manufacturing facility in Goa where it produces desktop computers, notebook computers and servers. It has a production capacity of 5,000 desktop computers per month.</p>

IT/ITeS and electronics – company profiles ... (2/2)

<p>IFB Limited</p>  <p>www.ifbappliances.com</p>	<p>A part of IFB Industries, which was established in 1974 in Kolkata, IFB Appliances specialises in washing machines, dishwashers, microwave ovens, and other kitchen appliances. The company's home appliances division, which accounts for 85 per cent of the group's total revenue, recorded sales of US\$ 90.9 million in 2008-09. The company has a large manufacturing unit in the Verna Industrial Estate, Margao, South Goa.</p>
<p>Crompton Greaves</p>  <p>Smart solutions. Strong relationships.</p>	<p>Crompton Greaves is a part of the US\$ 3 billion Anantha Group, and specialises in electrical and consumer electronic equipment. The company had revenues of US\$ 1.1 billion in 2008-09. It has 22 manufacturing locations in the country, one of which is located in Goa.</p>
<p>Himachal Futuristic Communications Limited (HFCL)</p>  <p>HFCL GROUP Power. Passion. Connectivity.</p>	<p>HFCL is a leading telecom equipment manufacturer, particularly, transmission equipment, optical-fibre cables, accessories and terminal equipment. The company is working on product development in areas such as Internet Protocol Digital Subscriber Line Access Multiplexer (IPDSLAM), Wi-Max, Gigabit-capable Passive Optical Network (GPON), high-speed IP infrastructure, mobility and system integration. In 1996, the company had set up an advanced fibre-optic cable plant in the Verna Electronic City, Goa. The Goa facility also houses HFCL's research and development centre.</p>





Mining industry

- 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 exports over 60 per cent of country's iron-ore (45.9 million tonnes in 2008).
- 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.

Key players

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

Mining industry – company profiles

<p>Sesa Goa Limited</p> 	<p>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 companies have been involved in iron-ore mining for the past five decades. Over the last decade, Sesa Goa has diversified into manufacturing of pig-iron and metallurgical coke, which is manufactured by the company's metcoke division. The group operates a 280,000 tonnes per annum (TPA) metallurgical coke plant and a 250,000 TPA pig iron plant. Apart from Goa, it has mining operations in Karnataka and Orissa.</p>
<p>The Dempo Group</p> 	<p>The Dempo Group is one of the state's leading mining and export companies. It has two wholly-owned subsidiaries, i.e., Dempo Mining Corporation Private Limited and Sindhudurg Mining 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 the state, which are spread across 1,800 hectares.</p>
<p>V.M. Salgaocar and Company Limited</p> 	<p>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 Pohang Iron and Steel Company (POSCO) and Nippon Steel Corporation (NSC). The company has mining facilities at Vasco-de-Gama in Goa. In the past few years, it has diversified into the hospitality, shipping, real estate and education sectors.</p>
<p>V.S. Chowgule and Company Limited</p> 	<p>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.</p>

Pharmaceuticals





- The five-year tax holiday for Goa, announced in the Union Budget, 1993, gave the required impetus to the pharmaceuticals sector in Goa.
- In 2007, Goa's annual production of pharmaceuticals was valued at around US\$ 666.7 million; the state accounts for about one-tenth of India's pharmaceutical production.
- A large number of companies such as Cipla, Aventis, Blue Cross have set up manufacturing facilities in Goa. The state is home to more than 400 units that manufacture pharmaceutical products.
- The pharmaceuticals industry is the second largest employer after the mining industry.
- Apart from the incentives, five-year tax holiday and policy thrust, Goa is selected because of its ambience and pollution free environment, which is conducive to the pharmaceuticals industry.

Key players
Aventis
Blue Cross Labs
Cipla
E-Merck
Nestor Pharmaceuticals
Unichem
Vicco Laboratories
Unichem Laboratories Limited
Geno Pharmaceuticals Limited
Ratiopharm India Private Limited
Watson Pharmaceuticals
Indoco Remedies
Colorcon Asia Private Limited
Unichem Laboratories Limited
Ranbaxy Laboratories Limited
Sandu Pharmaceuticals Limited
Procter & Gamble Hygiene and Health Care Limited





Pharmaceuticals – company profiles ... (1/5)

<p>Aventis Pharma Limited</p> 	<p>Established in May 1996, Aventis Pharma 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 and Glibenclamide bulk tablets. The Goa site is spread across 120,000 sq m.</p>
<p>Blue Cross Laboratories Limited</p> 	<p>Established in 1981, Blue Cross has carved a significant niche for itself in the Indian pharmaceuticals market. The company's products are sold in over 18 countries across the globe. WHO and local Food and Drug Administration (FDA) have approved the plant. The company produces drugs belonging to major therapeutic segments like antibacterial, pain management, antispasmodic, cough and cold preparations, cardiology, diabetes, dermatology, anti-ulcer and antipyretics.</p>
<p>Cipla Limited</p> 	<p>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\$ 1.16 billion in 2008-09. 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.</p>
<p>Nestor Pharmaceuticals</p> 	<p>Established in 1975, Nestor has six factories serving markets in India, Nigeria and the UK. The plant at Verna in Goa manufactures tablets and capsules.</p>





Pharmaceuticals – company profiles ... (2/5)

<p>Merck India Limited</p> 	<p>Merck India is the Indian arm of the German E-Merck, set up in 1967. It is one of the large manufacturers of Vitamin-E in the country and the sole manufacturer of Guaiazulene, Thiamine Disulphide and Oxynex ST for Merck worldwide. Merck India's manufacturing site at Ponda in Goa commenced its operations in 1983. Spread across nearly 150,000 sq m, the Goa plant has facilities for pharmaceutical and chemical manufacturing. Its new dehydrated culture media plant in Goa is the first plant of Merck outside Germany.</p>
<p>Vicco Laboratories</p> 	<p>Established in 1952, the Vicco Group has emerged as a producer of internationally renowned products of Ayurveda, the ancient Indian system of natural medicine. The Goa plant was set up in 1997 and it has a built up area of 90,000 sq ft.</p>
<p>Geno Pharmaceuticals Limited</p> 	<p>The company was established in 1975 and began manufacturing formulations on contract basis in Mumbai and Goa. Geno has World Health Organization Good Manufacturing Practices approved facilities in Mapusa, Goa. The factory produces tablets, capsules, syrups and ointments and has a production capacity of 400 million, 75 million, 20 million and six million units, respectively.</p>
<p>Ratiopharm India Private Limited</p> 	<p>Ratiopharm is a German company, which is a generics pharmaceutical manufacturer. Ratiopharm India was established in 2000. The company has an export-oriented unit in Goa, which acts both as a formulation development centre, as well a generics manufacturing facility.</p>




Pharmaceuticals – company profiles ... (3/5)

<p>Watson Pharmaceuticals</p> 	<p>Watson Pharmaceuticals is an American pharmaceutical development, manufacturing, marketing and distribution company. In 2006, the company acquired Dr Reddy's Laboratories' Goa facility, and set up an Active Pharmaceutical Ingredient, distribution, research and development and marketing plant there.</p>
<p>Indoco Remedies</p> 	<p>Indoco Remedies is an Indian pharmaceutical formulations and active pharmaceutical ingredients (API) manufacturing and marketing firm. It recorded revenues of US\$ 64.3 million in 2007-08. The firm has a US\$ 9 million manufacturing facility in Baddi, which has an annual production capacity of 1.5 billion tablets, 3,000 kilolitres of liquid orals, 200 tonnes of creams and ointments, and 1,500 tonnes of toothpaste. The company has two pharmaceutical formulations plants at Goa.</p>
<p>Colorcon Asia Private Limited</p> 	<p>Colorcon, the parent company of Colorcon Asia is a developer and supplier of formulated coatings and other excipients for the pharmaceutical industry. The company's India headquarters is in Verna, Goa, where it has a manufacturing facility, a research and development laboratory, and a sales and distribution centre.</p>
<p>Unichem Laboratories Limited</p> 	<p>Unichem is an Indian pharmaceuticals company, which produces both formulations and active pharmaceutical ingredient (API). The company is headquartered in Mumbai and has five manufacturing locations across the country, of which one is in Goa. The Goa plant specialises in the production of non-antibiotic oral solid dosage forms, i.e. tablets and capsules. The company also has a research and development centre in Goa, where it focuses on generic formulations.</p>

Pharmaceuticals – company profiles ... (4/5)

<p>Ranbaxy Laboratories Limited</p> 	<p>Ranbaxy is among India's leading pharmaceutical companies with business operations in 40 countries and manufacturing facilities in six countries. It has a manufacturing facility at Phonda, Goa, where it manufactures ampoules, basic drugs including intermediates, capsules, drops, dry syrups/powders, liquids, ointments, tablets and vials. In 2008, Japanese conglomerate Daiichi Sankyo became the largest shareholder in Ranbaxy.</p>
<p>Sandu Pharmaceuticals Limited</p> 	<p>The company specialises in production and marketing of <i>ayurvedic</i> medicines. It has a manufacturing plant in Goa, in the Pilerne Industrial Estate, where it produces both dry and liquid medicines.</p>
<p>Procter & Gamble Hygiene and Health Care Limited</p> 	<p>P&G Hygiene and Health Care Limited is a consumer goods company, which also manufactures pharmaceutical products, such as lozenges, ointments and creams. The company has a manufacturing facility in Kundaim and Honda, where it manufactures lozenges, ointments and creams.</p>
<p>Marksans Pharma</p> 	<p>The company is headquartered in Mumbai and specialises in the entire value chain, from active pharmaceutical ingredients (API) to formulations and biopharmaceuticals. The company has a formulations manufacturing unit in Goa with an annual production capacity of 2.5 billion tablets and 1.2 billion capsules. Goa is also home to the company's research and development wing.</p>

Pharmaceuticals – company profiles ... (5/5)

<p>Goa Antibiotics and Pharmaceuticals Limited (GAPL)</p>	<p>GAPL specialises in the production of life-saving drugs, veterinary and ayurvedic medicines. It was set up in 1987. The company has both generics and branded product range. It has a manufacturing facility at Pernem in Goa.</p>
<p>Lupin Pharmaceuticals Limited</p> 	<p>Lupin Pharmaceuticals Limited is a subsidiary of Lupin Pharmaceuticals Inc, which produces advanced generic products. The company has five manufacturing locations across the country, one of which is in Goa.</p>
<p>Wyeth Limited</p> 	<p>Wyeth India is a subsidiary of Wyeth, USA. It is a manufacturer of antibiotics, women’s health drugs, steroids, vaccines, vitamins and hematinics, etc. The company had revenue of US\$ 87.4 million in 2008-09. Wyeth has a production facility at Verna.</p>
<p>FDC Limited</p> 	<p>The company began in 1936 and set up its first manufacturing facility in 1949. The company had revenue of US\$ 131.7 million in 2008-09. FDC has two manufacturing locations in Goa, one of which produces tablets and capsules, with a capacity of 25.6 million tablets per month, and the other is a multi-product tablet and capsule manufacturing facility, with a capacity of 100 million tablets per month.</p>

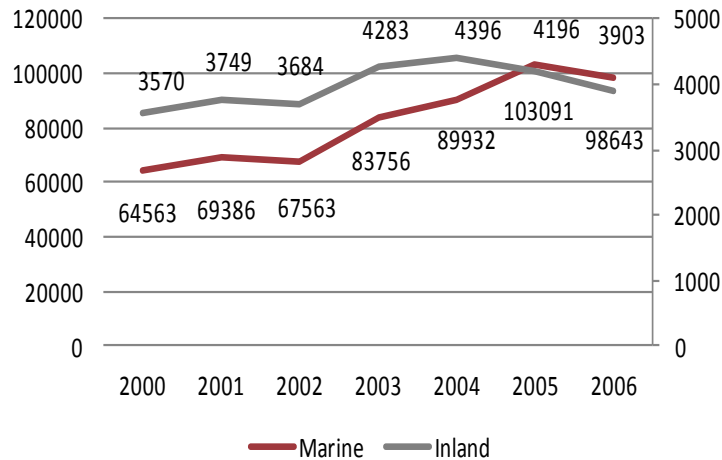
Tourism industry

- 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 and 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.
- The State Government has also been proactive in encouraging public private partnerships for the promotion of tourism by instituting a corpus fund.
- The state receives almost 2.4 million tourists every year and the numbers have been rising steadily.

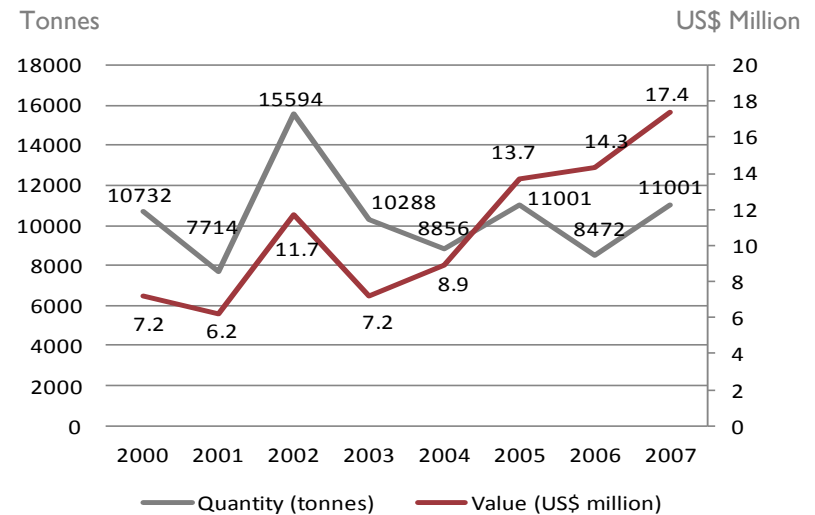
Fisheries industry

- Goa has a coastline of about 130 km, and inland waterways of about 250 km.
- The coast is full of creeks and estuaries formed by rivers; over 98,643 tonnes of marine fish and 3,903 tonnes of inland fish were produced in 2006.
- Goa is a major exporter of sea-food to the US, Japan and the European countries.

Annual fish catch (tonnes)



Export of marine products



Source: Economic Survey of Goa, 2007-08

Major industrial projects being implemented

Promoter	Project	Investment (US\$ million)	Location
Iron and steel			
Rajankumar & Brothers Private Limited	Iron-ore project	32.6	Cotombi
Infrastructure			
South Central Railways	Hospet-Hubli-Goa GC railway Line	123.0	Goa
Airports Authority of India	International airport renovation project	108.7	Dabolim
Power			
Power Grid Corporation of India Limited	Western Region grid strengthening, Scheme-II	1,043.4	Goa
Government of Goa	Sub-transmission and distribution project	38.3	North and South Goa

Source: projectstoday.com

Key industrial projects being planned

Promoter	Project	Investment (US\$ million)	Location
Infrastructure			
Government of Goa	International airport project	326.1	Mopa
Government of Maharashtra	Tillari irrigation project	282.6	Bardez
Public Works Department, Goa	Patradevi-Canacona and Mopa-Margao road project	260.9	North and South Goa
Mormugao Port Trust	Iron-ore handling port terminal (Mormugao) project	156.7	Mormugao
Iron and steel			
Mandovi Pellets Limited	High-grade iron-ore project	65.2	Sanguem
Power			
Reliance Gas Transportation Infrastructure Limited	Goa-Hyderabad pipeline project	100	Goa
Essar Oil Limited	Goa-Gulbarga product pipeline project	75.2	Goa

Source: projectstoday.com

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Key approvals required

Approvals and clearances required	Departments to be consulted	Estimated time in days
Incorporation of company	Registrar of companies	NA
Registration, 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

Key nodal agencies ... (1/2)

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, 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 Swayamrojgar Yojana", a scheme to develop self-employment opportunities for the youth.

Key nodal agencies ... (2/2)

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”.
Information Technology Corporation	<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 details

Key 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/index.html
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@gmail.com Website: http://www.goachamber.org/cms/index.php

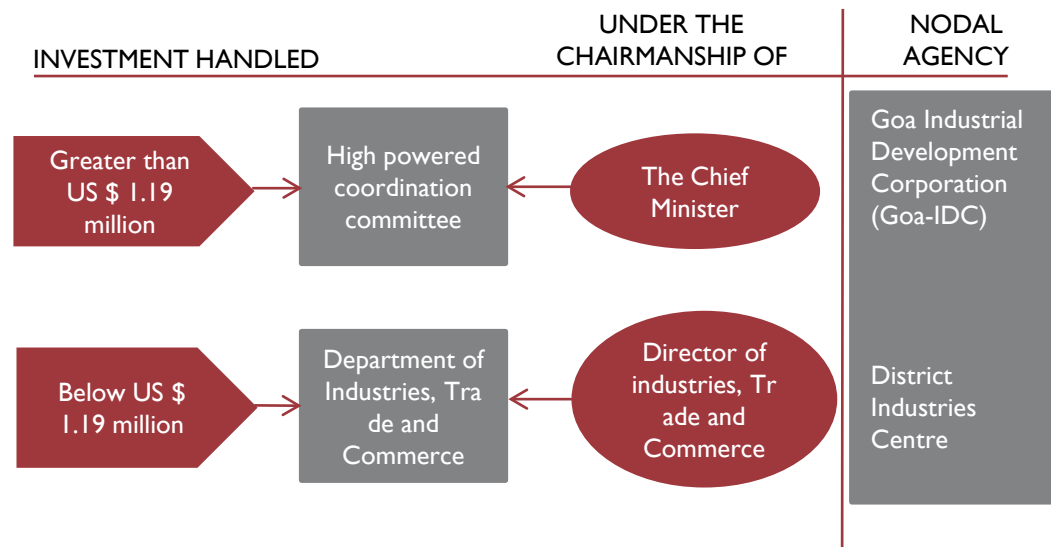
Cost of doing business in Goa

Cost parameter	Cost estimate
Industrial land (per sq m)	US\$ 18 to US\$ 48
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\$ 200 to US\$ 500
Five-star hotel room (per night)	US\$ 120 to US\$ 800
Power (per kWh)	Small and medium industries: US 6.8 cents to US 7.7 cents Large industries: US 8.7 cents
Labour cost (minimum wage per month)	US\$ 44 to US\$ 60

Source: Industry sources, Goa-IDC

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.



Annexure ... (1/2)

Socio-economic classification of urban and rural households: urban grid

Education/Occupation	Illiterate	School up to 4 years/ literate but no formal schooling	School up to 5-9 years	SSC/HSC	Certificate course but not graduate	Graduate/Post Graduate general	Graduate/Post Graduate Professional
Unskilled Workers	E2	E2	E1	D	D	D	D
Skilled Workers	E2	E1	D	C	C	B2	B2
Petty Traders	E2	D	D	C	C	B2	B2
Shop Owners	D	D	C	B2	B1	A2	A2
Entrepreneurs: Employee None	D	C	B2	B1	A2	A2	A1
Entrepreneurs: Employee < 10	C	B2	B2	B1	A2	A1	A1
Entrepreneurs: Employee > 10	B1	B1	A2	A2	A1	A1	A1
Self-Employed Professionals	D	D	D	B2	B1	A2	A1
Clerical/Salesman	D	D	D	C	B2	B1	B1
Supervisory Level	D	D	C	C	B2	B1	A2
Officers/Executives: Junior	C	C	C	B2	B1	A2	A2
Officer/Executive: Middle/Senior	B1	B1	B1	B1	A2	A1	A1

Source: Market Research Society of India

Annexure ... (2/2)

Socio-economic classification of urban and rural households: rural grid

Education	Type of house		
	Pucca	Semi pucca	Kuccha
Illiterate	R4	R4	R4
Literate but no formal school	R3	R4	R4
Up to IV standard	R3	R3	R4
V to IX standard	R3	R3	R4
Senior secondary/higher secondary	R2	R3	R3
Some college but not graduate	R1	R2	R3
Graduate / Post-graduate (general)	R1	R2	R3
Graduate / Post-graduate (professional)	R1	R2	R3

Source: Market Research Society of India

Annexure

Exchange rates

Year	INR equivalent of one US\$
2000	46.60
2001	48.30
2002	48.04
2003	45.60
2004	43.70
2005	45.20
2006	45.00
2007	42.00
2008	40.20
2009	46.00

Average for the year

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