

# Goa NOVEMBER 2011

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# Goa

NOVEMBER  
2011

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- ❖ Goa – An Introduction
- ❖ Infrastructure Status
- ❖ Business Opportunities
- ❖ Doing Business in Goa
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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
<b>Economy</b>			
GSDP as a percentage of all states' GSDP	0.44	100	CMIE, as of 2009-10, current prices
Average GSDP growth rate (%)*	15.4	15.5	CMIE, 2004-05 to 2009-10, current prices
Per capita GSDP (US\$)	3,251.4	1,302.4	CMIE, as of 2009-10, current prices
<b>Physical Infrastructure</b>			
Installed power capacity (MW)	386.9	173,626.4	Central Electricity Authority, as of March 2011
National Highway length (km)	269	70,934	Ministry of Road Transport & Highways, Annual Report 2010-11
Major and minor ports (No)	1+5	12+187	Indian Ports Association
Airports (No)	1	133	Airports Authority of India
<b>Social Indicators</b>			
Literacy rate (%)	87.4	74.0	Provisional Data – Census 2011
Birth rate (per 1,000 population)	13.5	22.5	SRS Bulletin, 2009

\*Calculated in Indian Rupee Terms  
SRS: Sample Registration System

## Goa in Figures ... (2/2)

Parameter	Goa	All-States	Source
<b>Investment</b>			
FDI equity inflows (US\$ billion)	0.7	132.9	Department of Industrial Policy & Promotion, April 2000 to April 2011
Outstanding investments (US\$ billion)	6.1	7,449.3	CMIE (2009-10)
<b>Industrial Infrastructure</b>			
PPP projects (No)	2	808	www.pppindiaatabase.com
SEZs (No)	3	380	Notified as of October 2011, 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

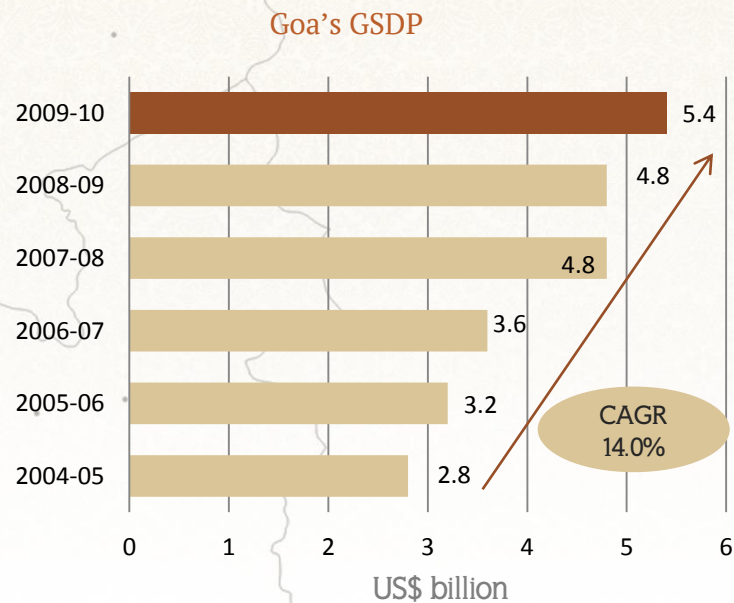
The state has well-developed social, physical and industrial infrastructure and virtual connectivity. Goa has an international airport that is in line with its importance as a globally-recognised leisure destination. It also has significant port infrastructure.

### High Economic Growth

The state's average GSDP growth rate between 2004-05 and 2009-10 was about 14 per cent. The state has one of the highest per capita incomes in the country.

## Economic Snapshot – GSDP

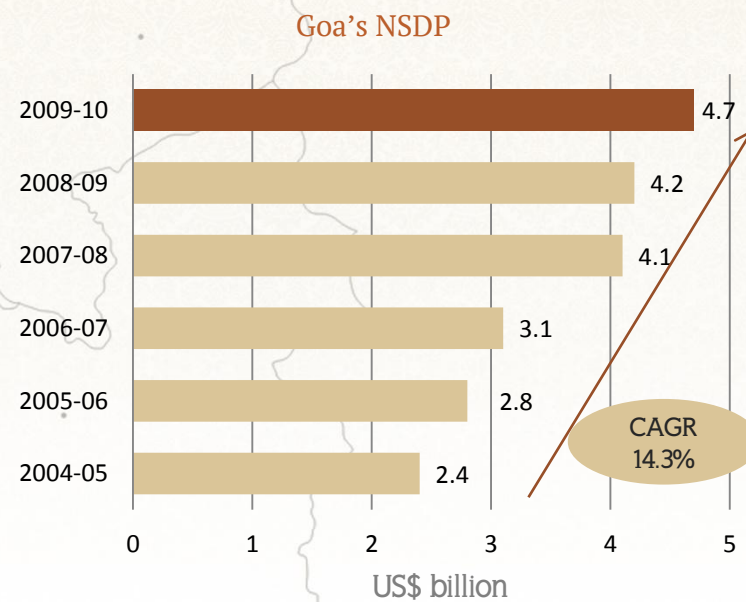
- At current prices, the Gross State Domestic Product (GSDP) of Goa was about US\$ 5.4 billion in 2009-10.
- The average GSDP growth rate between 2004-05 and 2009-10 was about 14.0 per cent.
- Goa's economic growth is driven by the strong performance of industrial sectors such as mining, tourism and pharmaceuticals.



Source: CMIE

## Economic Snapshot – NSDP

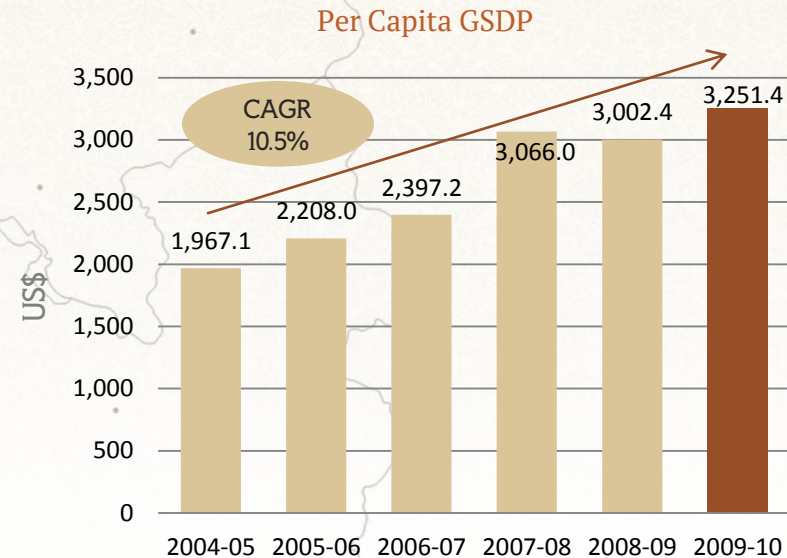
- The Net State Domestic Product (NSDP) of Goa was about US\$ 4.7 billion in 2009-10.
- The average NSDP growth rate between 2004-05 and 2009-10 was about 14.3 per cent.



Source: CMIE

## Economic Snapshot – Per Capita GSDP

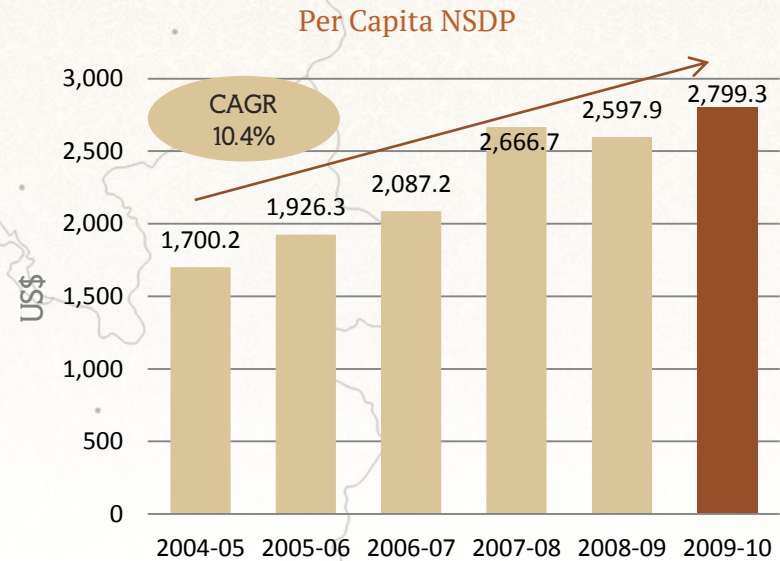
- The state's per capita GSDP in 2009-10 was US\$ 3,251.4, one of the highest in the country.
- The per capita GSDP increased at a CAGR (Compound Annual Growth Rate) of 10.5 per cent between 2004-05 and 2009-10.



Source: CMIE

## Economic Snapshot – Per Capita NSDP

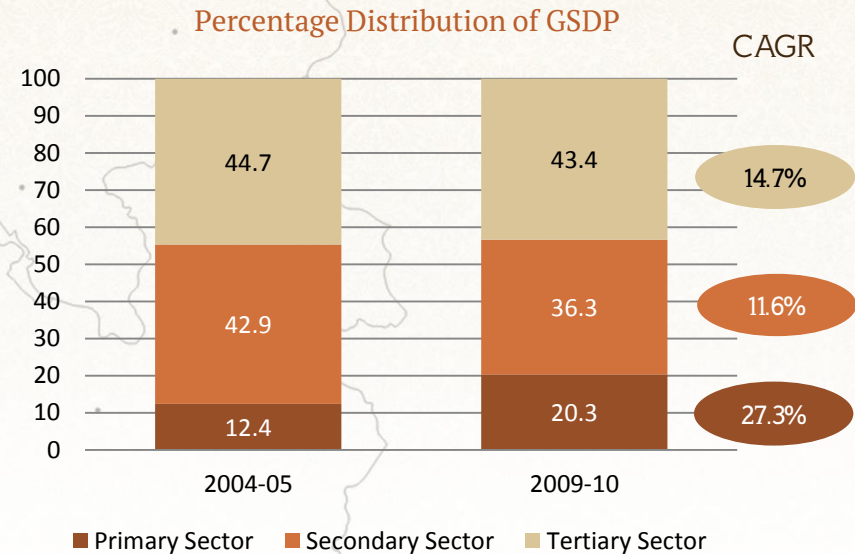
- The state's per capita NSDP in 2009-10 was US\$ 2,799.3, one of the highest in the country.
- The per capita NSDP increased at a CAGR of 10.4 per cent between 2004-05 and 2009-10.
- Factors such as substantial foreign exchange earnings from the mining and tourism industries have contributed to the high per capita NSDP in the state.



Source: CMIE

## Economic Snapshot – Percentage Distribution of GSDP

- In 2009-10, the tertiary sector contributed the most to the GSDP, amounting to 43.4 per cent (US\$ 2.3 billion). It was followed by the secondary sector, which contributed 36.3 per cent (US\$ 1.9 billion), while the primary sector contributed 20.3 per cent (US\$ 1.1 billion).
- At 27.3 per cent, the primary sector had the highest growth of all three sectors in the period between 2004-05 and 2009-10. It was followed by the tertiary sector, growing at 14.7 per cent and the secondary sector, growing at 11.6 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

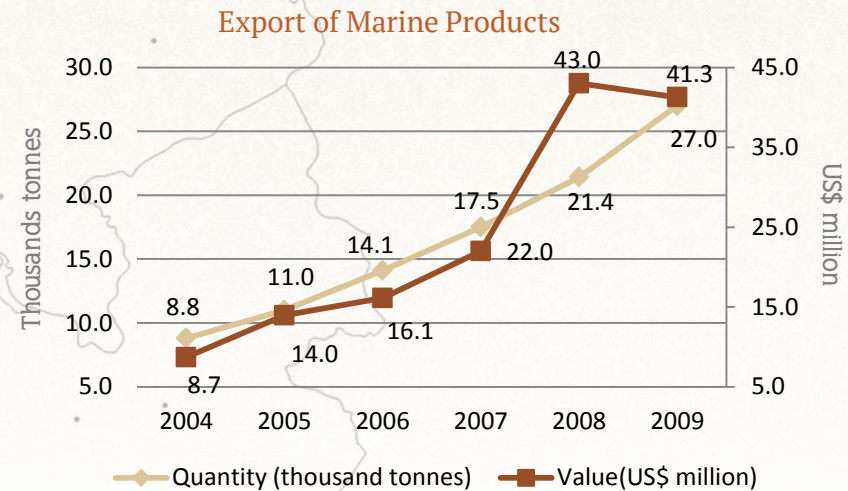
- In 2009-10, rice was the major crop in the state followed by coconut, vegetables and sugarcane. The total production of rice was 150,919 tonnes in the same year.
- In 2009-10, the total production of coconut was 129 million nuts in the state.
- Cashew processing has been a traditional industry of the state. Cashew apple is also used in the production of feni, a local liquor, which has become popular, internationally. Cashew nut production was 17,556 tonnes in 2009-10.

Crop	Annual Estimated Production – 2009-10 ('000 tonnes)
Rice	150
Coconut*	129
Vegetables	58
Sugarcane	52
Banana	24
Cashew Nut	17
Mango	8
Pulses	8

Source: Economic Survey of Goa, 2010-11  
\*Million Nuts

## Economic Snapshot – Exports

- The state's major exports are mining and mineral products, followed by shipping, chemicals and aluminum chemicals.
- Tourism is a key foreign-exchange earning sector for the state.
- In 2009-10, exports of fish through the Mormugao Harbour was 27,009 tonnes, which realised foreign exchange worth US\$ 41.2 million.
- The export of iron ore to different countries during the period 2009-10 was to the tune of 45.6 million tonnes.

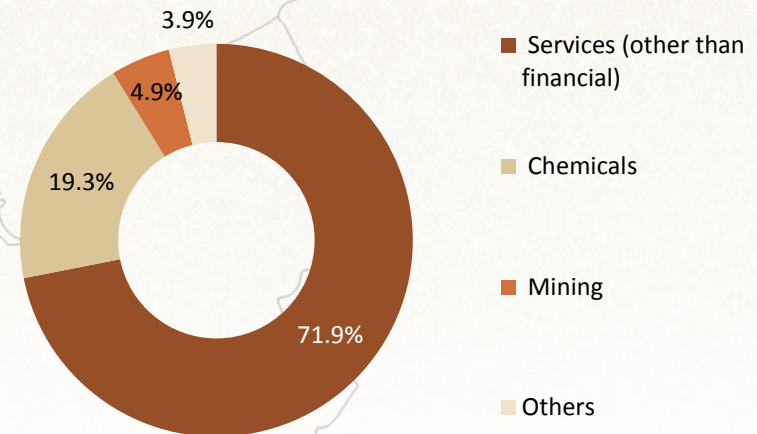


Source: Economic Survey of Goa, 2010-11

## Economic Snapshot – FDI Inflows & Investments

- According to the Department of Industrial Policy & Promotion, the cumulative FDI inflows from April 2000 to April 2011 amounted to US\$ 725 million.
- In 2009-10, the outstanding project investments in the state were US\$ 6.1 billion, with the services sector (other than financial) accounting for 71.9 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 (2009-10)



Others include Food & beverages, Machinery and Construction

Source: CMIE

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## Physical Infrastructure – Roads



Source: Maps of India

- As of March 2010, the total length of all weathered roads in the state was 5044\* km.
- Goa has a total of 269 km of National Highways.
- 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)
National Highways	269
State Highways	232
District Roads	815

Sources: Ministry of Road Transport & Highways,  
Annual Report 2010-11,  
Directorate of Transport, Goa 2010

\*Figures relates to roads under Public Works Department (PWD)

## 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.
- 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.

## Physical Infrastructure – Airports



International Airport

- Goa 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. The proposed outlay in the Eleventh Five-Year Plan is US\$ 5.7 million. The initial work has been initiated.

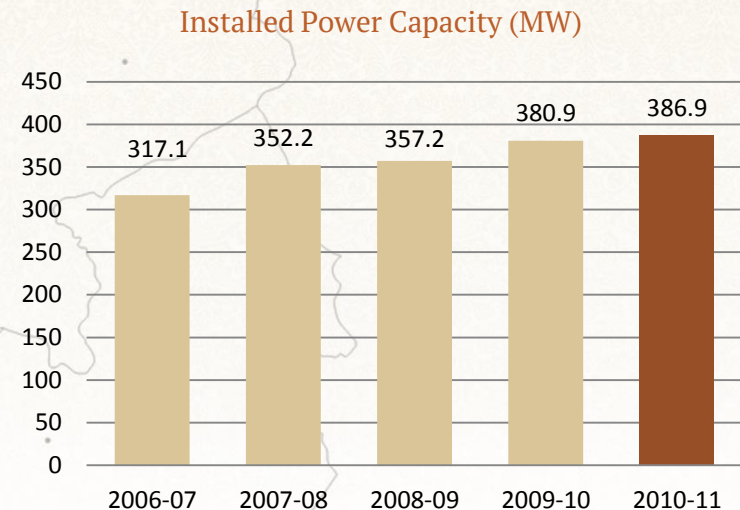
## Physical Infrastructure – Ports

- 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 general-purpose cargo berth, situated in the port town of Vasco-da-Gama, handles local and international maritime-cargo traffic.
- In 2010-11, the port handled a cargo traffic of around 50 million tonnes, which was 8.7 per cent of the total cargo traffic handled by the 12 major ports of India.
- Over 40.3 million tonnes of iron-ore was exported in 2009-10, from the Mormugao port to China, Japan, Korea, Europe and some of the Gulf-countries.

Ports	
Major Ports	• Mormugao
Minor Ports	• Panaji • Chapora • Betul • Talpona • Tiracol

## Physical Infrastructure – Power

- As of March 2011, Goa had a total installed power generation capacity of 386.9 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 Salgaonkar Power Company 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.



Source: Central Electricity Authority

## 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).

Telecom Infrastructure (2009-10)	
Post Offices	258
Public Call Offices (PCOs)^	6,093
Telephone Connection^	150,654*
Mobile Connection^	179,927*

Sources: Economic Survey of Goa, 2010-11,  
Goa Economy in figures 2010

\*As of December 2010

^Relates to BSNL

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

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

### 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.

## Development Projects: Public Private Partnership Projects

Contract Authority	Project	Investment (US\$ million)	PPP Type	Stage
<b>Ports</b>				
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	72.6	DBFOT	Approved
<b>Roads</b>				
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

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 October 2011, 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.
- Verna and Bicholim are among the most successful industrial estates.

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
Satari	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 2009-10, the student enrolments at the primary, middle and secondary school level were 101,504, 71,652 and 57,617 respectively.

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
- Chowgule College
- 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.

Educational Infrastructure (2009-10)	
Primary Schools	1,252
Middle Schools	439
Secondary Schools	375
Higher Secondary Schools	82
Vocational and Professional Institutes	35
Teachers Training Institutes	3
University & Colleges for General Education	22
University & Colleges for Professional Education	23
Industrial Training Institutes (ITIs*)	14

Sources: Goa Economy in Figures 2010, Goa at a Glance, 2009

\*As of 2008-09

## Social Infrastructure – Health

- The state has better health ratios as compared to the rest of the country. Annually, about 269 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 Indicators (2009)	
Population Served Per Hospital Bed (2009-10)	269
Birth Rate*	13.5
Death Rate*	6.7
Infant Mortality Rate**	11

Health infrastructure (2009-10)
• Hospitals: 158
• Community Health Centres: 5
• Primary Health Centres: 19
• Sub-Centres: 172
• Government Dispensaries: 30
• Total Beds: 5,588

Sources: Economic Survey of Goa, 2010-11, SRS Bulletin 2009

\*Per thousand persons

\*\*Per thousand live births

Source: Goa Economy in Figures - 2010

## 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 and 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

Source: 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

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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.
- The registration process for new enterprises has been simplified and efforts are being made to permit online filing of the Part I of the Entrepreneur's Memorandum.
- Tourism is the largest segment in the services sector; the Goa Tourism Development Corporation (GTDC) is responsible for promoting tourism in the state.

### Number of New Entrepreneur's Memorandum Filed between 2006 and 2010

Parameter	Micro	Small	Medium
Units (No)	1,990	199	12
Proposed Investment (US\$ million)	23.6	40.1	10.0
Expected Employment Generation (No)	15,597	6,089	1,222

Source: Economic Survey of Goa, 2010-11  
As of November 2010

### Key Industries in Goa

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

## Key Players



## 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 85 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 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.

### Zenith Computer Pvt Ltd →



- 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.

### 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 an annual turnover of US\$ 43 million in 2009-10. It has a manufacturing facility in Goa where it produces desktop computers, notebook computers and servers. It has a production capacity of 7000 to 8000 desktop computers per month.

### Crompton Greaves →



- Crompton Greaves is a part of the US\$ 4 billion Avantha Group, and specialises in electrical and consumer electronic equipments. The company had revenues of US\$ 1.9 billion in 2009-10. It has 22 manufacturing locations in the country, one of which is 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 exports over 60 per cent of country's iron-ore (45.68 million tonnes in 2009-10).
- 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 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. As of March 2010, Sesa Goa has the rights to an estimated 352.7 million tonnes of iron ore. In 2009-10, the company produced 21.4 million tonnes of iron ore, which generated revenue of US\$ 1.2 billion. Apart from Goa, it has mining operations in Karnataka and Orissa.

### The Dempo Group



- 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.

### V.M. Salgaocar and Company 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 Pohang Iron and Steel Company (POSCO) and Nippon Steel Corporation (NSC). The company has mining facilities at Vasco-de-Gama 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 2010, Goa's annual production of pharmaceuticals was valued at around US\$ 590.5 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 and policy thrust, Goa is selected because of its ambience and pollution free environment, which is conducive to the pharmaceuticals industry.

### 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 46 countries and manufacturing facilities in seven 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. In 2009-10, the company's revenue crossed US\$ 1 billion.

### Aventis Pharma Ltd



- 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 and employs around 230 people.

### Blue Cross Laboratories Ltd



- Established in 1980, 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 and antipyretics. The annual sales turnover of the company was US\$ 59 million and had an employee strength of 1,200.

### Cipla Ltd



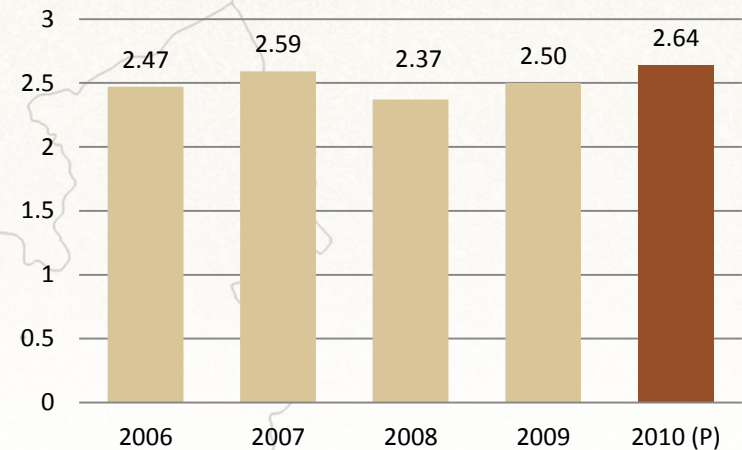
- Established in 1935, Cipla is one of the oldest pharmaceutical companies in the country. It manufactures and markets bulk drugs and formulations. It had revenues of US\$ 1.34 billion in 2010-11. It has a plant in the Verna Industrial Estate. Among other formulations, the Goa plants manufacture anti-HIV/AIDS 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 2010, the state received almost 2.6 million tourists, of which 441,053 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.

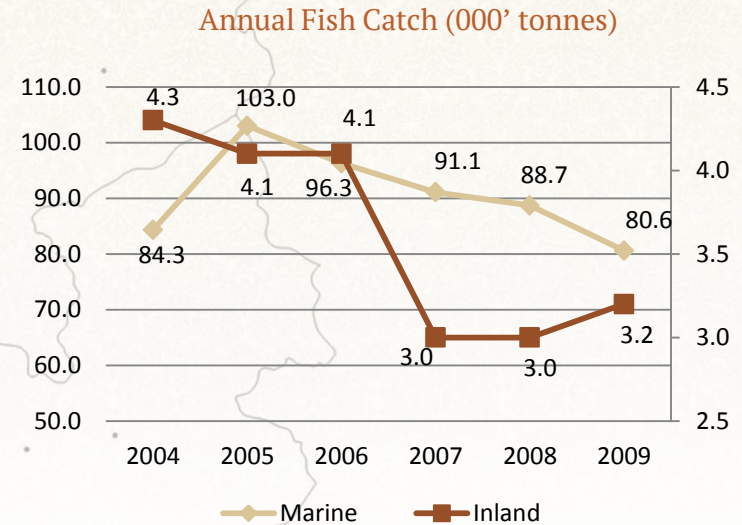
Tourist Arrivals in Goa (in million)



Source: Economic Survey of Goa, 2010-11  
P: Provisional

## Key Industries – Fisheries Industry

- Goa has a coastline of about 104 km and inland waterways of about 250 km.
- The coast is full of creeks and estuaries formed by rivers; over 80,687 tonnes of marine fish and 3,283 tonnes of inland fish were produced in 2009-10.
- Goa is a major exporter of sea-food to the US, Japan and the European countries.



Source: Economic Survey of Goa, 2010-11

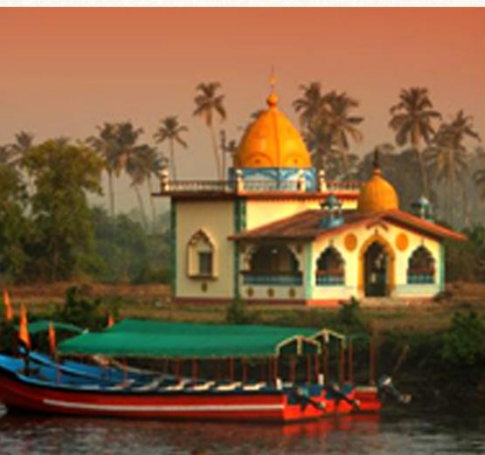
# Goa

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



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

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

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

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

## Contact List

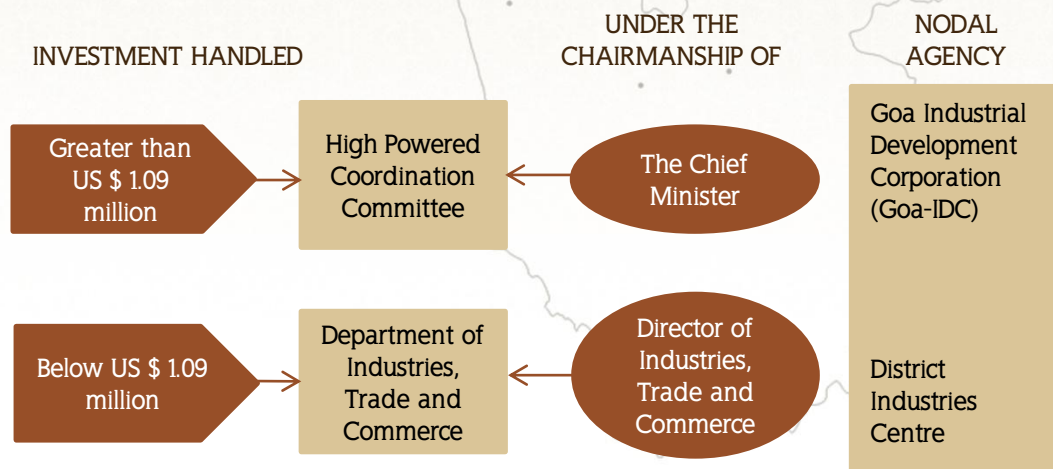
Agency	Contact Information
Directorate of Industries, Trade and Commerce	Udyog Bhavan, Panaji- 403 001 Goa Phone: 91-832-2226377 Website: <a href="http://www.goaditc.gov.in/">http://www.goaditc.gov.in/</a>
Goa Chamber of Commerce & Industry	Narayan Rajaram Bandekar Bhavan, T.B Cunha Road, P.O. Box 59,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

## 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 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\$ 800 to US\$ 1300
Five-Star Hotel Room (per night)	US\$ 160 to US\$ 800
Power (per kWh)	Industrial: US 5.6 cents to US 7.7 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

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## State Acts & Policies ... (1/2)

### Goa Special Economic Zone Policy 2006

#### Objective

- To augment infrastructure facilities for export production.

[Read more](#)

### Biotechnology Policy 2006

#### Objectives

- To prioritize the thrust areas for basic and applied research and technology development.
- To promote innovations in R & D by providing financial and infrastructural support and by encouraging public-private partnership for R & D by allowing a synergistic exchange of expertise and resources.

[Read more](#)

## State Acts & Policies ... (2/2)

### 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

Average for the year

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