Goa Beckons
Why Invest In Goa?
## Why Invest In Goa?

### Goa – A Brief Introduction

#### Economic Statistics
- **GSDP**: ₹ 64,543 Crore\(^1\) (~US$ 9.2 billion\(^2\)), Growing at over 14% CAGR
- **Per Capita Income**: ₹ 4.25 Lakh (~US$ 6,000\(^2\)), 4 times the National Avg. & growing at over 13% CAGR

#### Water Availability
- **Annual Rainfall**: 2500 to 5000 mm
  - State fed by 2 large perennial and 7 small rivers

#### Land Mass
- **Total Area**: 3702 km\(^2\)

#### Population & its Well Being
- **Population**: 14.6 Lakh (1.46 Mn.)
- **HDI** of 0.76 against India’s 0.64
- **Literacy Rate**: 88.7%

#### Infrastructure
- **Power Availability**: Zero Shortfall of Supply\(^3\)
- **Waterways**: 1 Major & 5 Minor Ports; 255 km of navigable inland waterways
- **Railways**: 167 km

---

1: Economic Survey 2017-18, Directorate of Planning, Statistics & Evaluation, Govt. of Goa
2: Assumption: 1 USD ~ INR 70 (1-year average)
3: Central Electricity Authority
Why Invest In Goa?

Goa has Transformed From a Tourist Destination to an Ideal Investment Destination

- Investor friendly policies and pro-active Govt. Administration
- Low crime rate
- Relatively lower cost of living as compared to Mumbai & Bangalore
- A congenial ecosystem for expats to work and settle in the State
- Direct access to consumer markets of Maharashtra & Karnataka
Improving the Ecosystem
Improving the Ecosystem

Focus Improvement Areas Identified

**Policy & Process**
- Multiple licenses
- Lengthy timelines for clearances, especially EM1 and EM2
- Industrial estate plot allocation
- HPCC’s limited power

**Infrastructure**
- Land Availability
- Power – Availability & Reliability
- Water supply
- Waste Management
- Voice and data limitations

**Manpower**
- Quality of craftsmen, diploma & degree holders
- Education - skill reqd. mismatch
- Shortage of female personnel post 7pm
- Multiple activism incidents

**Connectivity**
- Seamless connectivity unavailable between different modes
- Single airport with significant capacity constraints
- Stressed road infrastructure
Improving the Ecosystem

Steps Being Taken for the Identified Improvement Areas

Forthcoming Policy Initiatives

- Enhancement of Single Window System
- Policy Reforms for Investment, Logistics & Food Processing sectors
- GIPB has been tasked with the shared responsibility of making India a US$ 5 trillion economy
Where and How to Invest in Goa?
Sectors to Invest In Goa?

Vast Opportunities for Sustainable Growth

Tourism

Pharma. & Biotech.

Integrated Educational Hubs

Knowledge Based Industry, R&D Centers and Financial services

Aviation, Aerospace and Defence

Agro-based & Food Processing Industries

Light Engineering

IT Hardware & Electronics

Start-ups
How to Invest in Goa?

IT Enabled Time Bound Approval Process

Effective Investment Facilitation: Constant Follow-up with Line Departments

GIPB’s Functions

Single Window System: Online Approvals

Some Key Features of Single Window System

- Common Application Form (CAF) for all industries
- All necessary approvals from various departments from a single window
- Clear timelines that govern its processes and grievance redressal
- Sole point of contact for starting a business
- Explicit mandate through a legislation or a notification

These features ensure:
1. Paperless Offices
2. Service Guarantee
3. Efficient Inter-Agency Coordination
4. Quality & Consistency
How to Invest in Goa?

Enabling Policy Framework

Goa Investment Policy 2014

Objectives

• Creating sustainable & aspirational jobs in Goa to drive economic development in the state;
• Facilitating large investments into Goa to accelerate growth across primary, secondary & tertiary sectors;
• Providing high quality logistics infrastructure to industries;
• Providing 24X7 high-quality power supply and quality core infrastructure to industries;
• Using innovative and socially acceptable mechanisms to make land available for industrial development
• Bringing clarity to roles and responsibilities of Goa Industrial Development Corporation (GIDC), EDC, Directorate of Industries, Trade & Commerce (DITC), Goa Education Development Corporation (GEDC) and Goa Tourism Development Corporation (GTDC)
# How to Invest in Goa?

## Enabling Policy Framework

**Goa State Incentives to Encourage Investments Scheme 2017 (Goa Umbrella Scheme)**

<table>
<thead>
<tr>
<th>Incentives &amp; Schemes</th>
<th>Description</th>
</tr>
</thead>
</table>
| **Certification & IPR Reimbursement Scheme 2017**       | • 100% of actual expenditure per certification; combined ceiling of INR 8 lakh  
• For IPR, 50% of the professional fees for registration & fees paid to register the IPR up to a max. ceiling of INR 15 lakhs |
| **Employment Subsidy Scheme 2017**                     | 50% of the salary will be reimbursed (Up to INR 7,000 per month) per Goan employee for MSME and 25% will be reimbursed for Large Industries |
| **Capital Subsidy Scheme 2017**                         | 30% of the cost of capital subject to a max. of INR 10 lakhs for micro units & INR 20 lakhs for small units |
| **Training Prospective Employees Scheme 2017**         | Up to 60% of training costs for prospective employees; maximum of INR 60,000 per employee & INR 7.20 lakhs per unit per year |
| **Encourage Purchases from Local Suppliers Scheme 2017** | Up to 2% of the cost of local purchases consumed by the eligible unit to the max. of INR 5 lakhs per year |
| **Incentives to Green Investment Scheme 2017**          | • 25% of the cost of water & energy audits; maximum of INR 1 lakh per eligible unit  
• 40% of the capital cost incurred on the purchase of Energy Conservation Equipment subject to max. of INR 10 lakhs per eligible unit |
| **Interest Subsidy Scheme 2017**                        | • 30% of the interest paid on term loan (Up to a ceiling of INR 25 lakhs per year)  
• 1.5% of the total turnover or 30% of the interest paid for working capital loan |
## How to Invest in Goa?

### Enabling Policy Framework

**Goa State Incentives for Start-ups (Goa Start-up Policy 2017)**

<table>
<thead>
<tr>
<th>Incentives &amp; Schemes</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seed Capital Scheme</td>
<td>One-time grant of up to INR 10 Lakh</td>
</tr>
<tr>
<td>Salary Reimbursement Scheme</td>
<td>50% of the salary of will be reimbursed Up to INR 10,000 for maximum 25 people per month</td>
</tr>
<tr>
<td>R &amp; D Reimbursement Scheme</td>
<td>To promote innovation, 50% of R&amp;D expenses, including salaries of Ph.D. holders</td>
</tr>
<tr>
<td>IPR Reimbursement Scheme</td>
<td>Up to 50% of the cost incurred by the start-up in fees and all other costs associated with IP Application will be reimbursed</td>
</tr>
<tr>
<td>Technology Fellowship and Patent Promotion Scheme</td>
<td>Educational grant of INR 10 Lakh per year, for a period of five years and patent specific grant of up to INR 15 Lakh</td>
</tr>
<tr>
<td>Skill Development Fee Reimbursement Scheme</td>
<td>Startup Promotion Cell (SPC) will reimburse 50% of the fees up to INR 50,000/-</td>
</tr>
<tr>
<td>Grant for Incubation Center at Educational Institutes Scheme</td>
<td>Educational institutes can avail a one-time grant of up to INR 10 Lakh towards capital expenses and INR 3 Lakh per year towards operational expenses</td>
</tr>
</tbody>
</table>
# How to Invest in Goa?

## Enabling Policy Framework

### Goa State Incentives for Start-ups (Goa Start-up Policy 2017)

<table>
<thead>
<tr>
<th>Incentives &amp; Schemes</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Matching Grant Scheme</td>
<td>Startups that raise funds from a registered source prior to launch of the product or service is provided 25% of the matching grant fund upto INR 25 Lakh</td>
</tr>
<tr>
<td>Reimbursement of Expenses for Startups Operating from Leased/Privately Owned Premises Scheme</td>
<td>The cost towards internet connectivity, software license fees, and cloud services fee, will be reimbursed upto INR 1 Lakh per quarter and a lease rental subsidy @ INR 20 per ft², this incentive is subject to a cap of INR 3 Lakh per year.</td>
</tr>
<tr>
<td>Interest Subsidy Reimbursement Scheme</td>
<td>Grant of 30% of loan interest amount, for the purpose of repayment of the interest component of a loan availed, up to INR 5 Lakh per year</td>
</tr>
<tr>
<td>Co-Working Spaces/ Incubators/ Accelerators Subsidy Scheme</td>
<td>The startup will be reimbursed 50% per seat cost offered by the co-working spaces/accelerators and incubators</td>
</tr>
<tr>
<td>Stamp Duty Reimbursement Scheme</td>
<td>Stamp duty in excess of INR 100 to be reimbursed</td>
</tr>
<tr>
<td>Trademark Reimbursement Scheme</td>
<td>50% of the cost of trade-mark registration of their company name and logo will be reimbursed up to INR 25,000/-</td>
</tr>
<tr>
<td>Skill Development Promotion Scheme (Internet subsidy, Power subsidy, Salary cost &amp; Capital)</td>
<td>Retail educational institutes that impart programming and technical skills will be encouraged to establish learning centers in Goa and will be granted subsidies on interest (upto INR 5 Lakh per year), power (upto INR 1 Lakh per year), 25% capital (upto INR 5 Lakh per year) and 10% salary (upto INR 3 Lakh per year)</td>
</tr>
</tbody>
</table>
## How to Invest in Goa?

### Enabling Policy Framework

**Information Technology Policy Schemes 2018**

<table>
<thead>
<tr>
<th>Incentives &amp; Schemes</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Land/Built Up Area Rebate Scheme</strong></td>
<td>Any one of the rebate options as mentioned below may be availed</td>
</tr>
<tr>
<td><strong>Purchase of Land for creating IT Office Space</strong></td>
<td>A one-time rebate at INR 40,000 per male employee (at INR 50,000 per female employee) will be provided up to 60% of the cost of the land</td>
</tr>
<tr>
<td><strong>Purchase of Built Up office space for IT operations</strong></td>
<td>A one-time rebate will be provided up to 20% of the cost of the space</td>
</tr>
<tr>
<td><strong>Lease Rental Subsidy Scheme 2018</strong></td>
<td>Rental/Lease reimbursement on the built up office space lease/rent, up to 50% of the Annual Lease Rentals (60% in cases where 30% or more of the employees are women) for a period of 2 years.</td>
</tr>
</tbody>
</table>
| **Capital Investment Subsidy Scheme 2018** | • All new units up to 20% on the capital investments (Excl. land & Building)  
• An additional 10% subsidy in case of Mega Business Units &  
• An additional 10% subsidy for the industries identified as key focus areas for the Government  
• Maximum Subsidy for Smaller Business Units is INR 10 Lakh, for Other Business Units is INR 50 Lakh and Mega Business Units is INR 1 Crore |
| **Registration & Stamp Duty Subsidy Scheme 2018** | Reimbursement of the stamp duty, such that the registration and stamp duty charges will not exceed INR 100/- and the excess amount paid to the authorities concerned will be reimbursed. |
| **Power Subsidy Scheme 2018** | 20% subsidy on power bills (on the power charges, excluding any duty and taxes, but not on the total bill), subject to a maximum of INR 5 Lakh per year per unit for a period of 3 years |
| **Solar Power Subsidy Scheme 2018** | All Units running on 100% solar energy will be eligible for a reimbursement of 10% of their capital cost of the installation of Solar Power Generation Unit subject to a maximum subsidy of INR 50 Lakh |
# How to Invest in Goa?

## Enabling Policy Framework

### Information Technology Policy Schemes 2018

<table>
<thead>
<tr>
<th>Incentives &amp; Schemes</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Internet Subsidy Scheme 2018</strong></td>
<td>25% reimbursement on high speed bandwidth, subject to a maximum of INR 5 Lakh per year for 3 Years</td>
</tr>
<tr>
<td><strong>Salary Subsidy Scheme 2018</strong></td>
<td>Salary subsidy for Fresher’s recruited at up to INR 10,000 per Fresher/month (INR 12,500 for female fresher) for 2 continuous years</td>
</tr>
<tr>
<td><strong>Campus Recruitment Assistance Scheme 2018</strong></td>
<td>Assistance of INR 10,000 per Fresher recruited through Campus recruitment from the educational institutes in Goa</td>
</tr>
<tr>
<td><strong>Patent Filing Reimbursement Scheme 2018</strong></td>
<td>Reimbursement of up to INR 2.5 Lakh for every successful domestic patent and up to INR 5 Lakh for every successful international patent subject to a ceiling of INR 25 Lakh per unit</td>
</tr>
<tr>
<td><strong>Quality Certification Reimbursement Scheme 2018</strong></td>
<td>Reimbursement of the cost of industry standard quality certification. This incentive may be claimed only once for any number of certifications acquired during the policy period. Reimbursement is capped at INR 5 Lakh per unit.</td>
</tr>
<tr>
<td><strong>Market Support Scheme for Smaller Business Units 2018</strong></td>
<td>Reimbursement of 50% of the exhibition rental cost will be provided for participating in national/ international exhibitions, limited to 9 square meters of space</td>
</tr>
<tr>
<td><strong>Performance Linked Grant Scheme for Smaller Business Units 2018</strong></td>
<td>Smaller Business Units that record a growth of 15% y-o-y turnover for a period of any 3 consecutive years, will be provided a performance grant of 5% of the reported net income subject to a total cap of INR 25 Lakh.</td>
</tr>
<tr>
<td><strong>Interest Subsidy Scheme for Smaller Business Units 2018</strong></td>
<td>Interest subsidy on working capital loan, subject to a maximum of INR 5 Lakh per year, for a period of 3 years</td>
</tr>
</tbody>
</table>
## How to Invest in Goa?

### Enabling Policy Framework

### Information Technology Policy Schemes 2018

<table>
<thead>
<tr>
<th>Incentives &amp; Schemes</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lease Rental Rebate Scheme for Goan Diaspora 2018</strong></td>
<td>100% reimbursement of the lease rentals for a period of first 6 months of operations. Further, a reimbursement of INR 35 per sq. ft. or 80% of the total lease rentals; whichever is lower; for 2 years.</td>
</tr>
<tr>
<td><strong>Capital Investment Subsidy Scheme for Goan Diaspora 2018</strong></td>
<td>Up to 20% on the capital investments (Excl. land &amp; building), additional 10% subsidy for Mega Business Units &amp; additional 10% subsidy for industries identified as key focus areas for the Government &amp; additional 10% subsidy for units owned by the Goan Diaspora</td>
</tr>
<tr>
<td><strong>Special Incentive Allowance Scheme 2018</strong></td>
<td>Special incentive allowance once at the end of every three year period, INR 50 Lakh for Small business units, INR 1 Crore for Other business units and INR 2 Crore for Mega Business Units. Subject to compliance to certain conditions in the scheme.</td>
</tr>
<tr>
<td><strong>Certification Program for Goan IT Professionals 2018</strong></td>
<td>Goan IT Professionals can avail reimbursement up to 50% of the expenditure incurred for obtaining certifications.</td>
</tr>
</tbody>
</table>
How to Invest in Goa?

GIPB Scope

Investments upwards of INR 5 Crore (US$ 7,26000)

Investments in Orange category industries as per Goa State Pollution Control Board Guidelines

Chaired by Hon’ble CM of Goa and managed by CEO, ably assisted by a Multi-disciplinary Board

Investment area requirements upwards of 3,000 m²

Expansion of Red category industries as per the Goa State Pollution Control Board guidelines

Goa IPB

Investments < INR 5 Cr. or with Area Requirements in Industrial Estates < 3,000 m² can Approach Departments Directly
How to Invest in Goa?

Contact Us

GOA INVESTMENT PROMOTION AND FACILITATION BOARD
Address: 1st Floor, SPACES, EDC Patto Plaza, Panaji - Goa – 403001

Email: ipb.goa@gmail.com
Thank You!