IPAQ | INVESTMENT PROMOTION AGENCY QATAR

OPPORTUNITIES IN QATAR

This handbook offers a brief introduction to the State of Qatar, our economy and highlights as an investment destination.

It also presents a selection of opportunities within the country.

As the nation progresses towards its long-term vision, opportunities are continually and dynamically evolving.

We invite you to learn more about Qatar and its possibilities.

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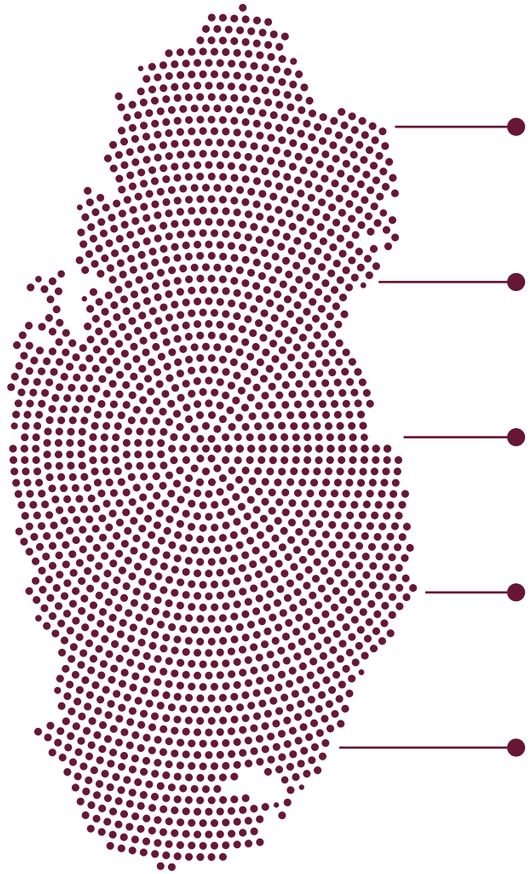
ABOUT THE STATE OF QATAR



POPULATION
2.7 millions

GDP
USD 191 billion
Growing at 1.5%

GDP PER CAPITA (PPP)
USD 130,000
One of the highest in the world

EXCHANGE RATE
Fixed exchange rate
USD 1 = QR 3.65

OFFICIAL LANGUAGE
Arabic
English widely spoken

STABLE AND YOUNG POPULATION
46% of the population under the age of 30

NETWORK CAPABILITY
2ND most network-ready in the Middle East

COMPETITIVE ECONOMY
3RD in the world for economic performance in 2019

ENTREPRENEURSHIP FOCUS
1ST in the Arab world

INNOVATIVE SOCIETY
TOP 10 in the world for the growth of innovative companies

HIGHLY EDUCATED
4TH education system ranking globally

HEALTHCARE FACILITIES
5TH best healthcare system globally

GLOBAL CONNECTIVITY
100+ destinations connected through 40 airlines

Immense tech capability, including **5G**

Cutting-edge **commercial** and **residential** infrastructure

High-skill workforce and research facilities with over **97% literacy rate**

Global cuisine by world-leading restaurateurs

Wide range of **cultural events** hosted by the modern public library and the **Doha Film Institute**

Highly-ranked **international** schools teaching **British**, **American** and **IB curricula**

ACCELERATING TOWARDS FUTURE AMBITION

1950-1990s

INVESTMENTS IN O&G

- **1971** North Field
- **1974** Qatar Petroleum

1990-2000

FOCUS ON O&G AND LAUNCH OF INSTITUTIONS BEYOND O&G

- **1992** Ras Laffan
- **1994** Qatar Foundation
  Qatar Airways
- **1995** Qatar Stock Exchange
- **1996** Al Jazeera
- **1997** First LNG shipment

2000-2013

SPECIALISED ENTITIES LAUNCHED FOR INVESTMENT, DIVERSIFICATION

- **2004** Qatar Science & Technology Park
- **2005** Qatar Investment Authority
  Qatar Financial Centre

STRATEGIC DEVELOPMENT INITIATIVES

- **2008** Qatar National Vision
- **2010** Qatar 2022
- **2011 & 2017**
  National Development Strategy

2014-2022

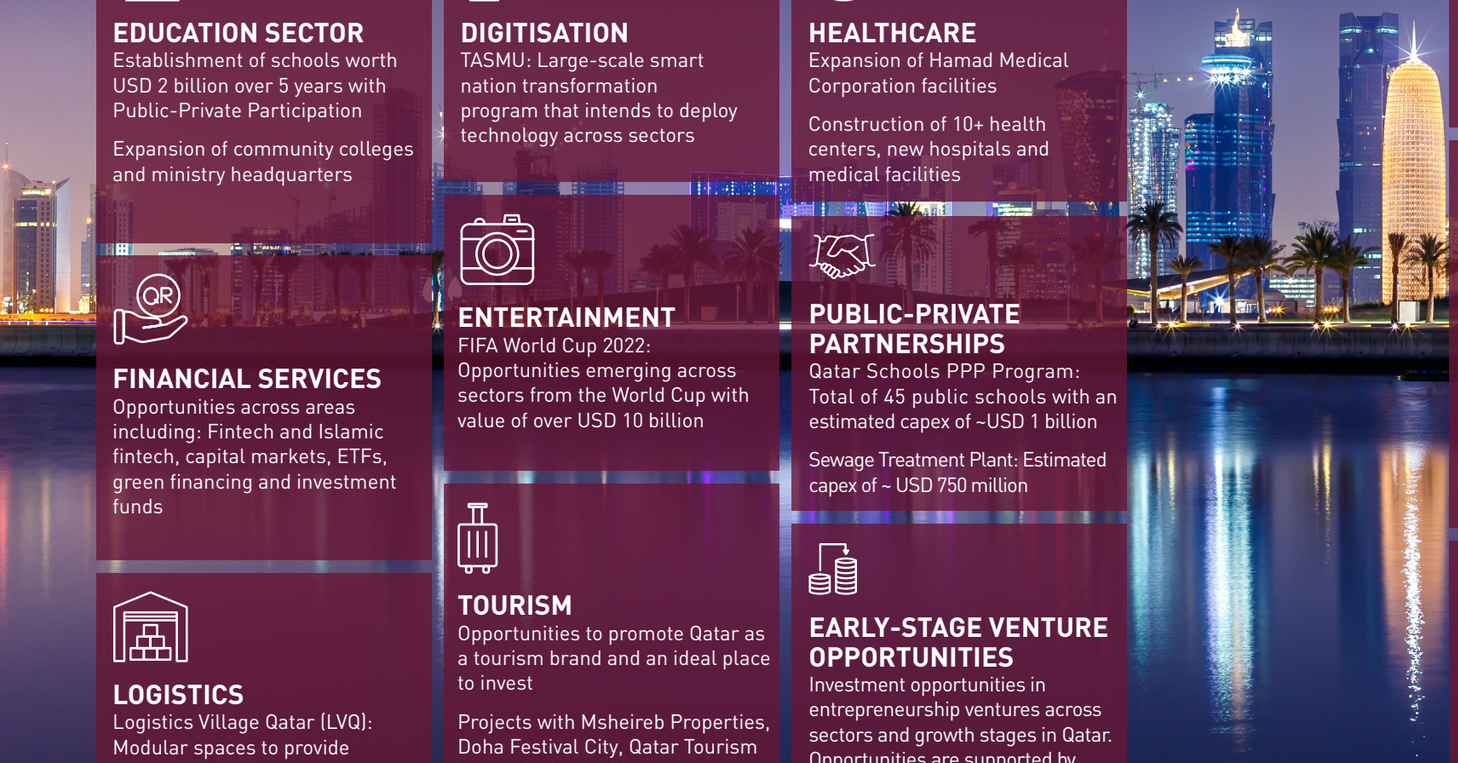
NEW INFRASTRUCTURE

- **2014** Expansion of Hamad International Airport
- **2017** New Port Project

2022-2030

KNOWLEDGE ECONOMY

SELECTION OF OPPORTUNITIES IN QATAR



EDUCATION SECTOR
Establishment of schools worth USD 2 billion over 5 years with Public-Private Participation

Expansion of community colleges and ministry headquarters

FINANCIAL SERVICES
Opportunities across areas including: Fintech and Islamic fintech, capital markets, ETFs, green financing and investment funds

LOGISTICS
Logistics Village Qatar (LVQ): Modular spaces to provide complete logistic needs

DIGITISATION
TASMU: Large-scale smart nation transformation program that intends to deploy technology across sectors

ENTERTAINMENT
FIFA World Cup 2022: Opportunities emerging across sectors from the World Cup with value of over USD 10 billion

TOURISM
Opportunities to promote Qatar as a tourism brand and an ideal place to invest

Projects with Msheireb Properties, Doha Festival City, Qatar Tourism Authority, Qatar Museums

HEALTHCARE
Expansion of Hamad Medical Corporation facilities

Construction of 10+ health centers, new hospitals and medical facilities

PUBLIC-PRIVATE PARTNERSHIPS
Qatar Schools PPP Program: Total of 45 public schools with an estimated capex of ~USD 1 billion

Sewage Treatment Plant: Estimated capex of ~ USD 750 million

EARLY-STAGE VENTURE OPPORTUNITIES
Investment opportunities in entrepreneurship ventures across sectors and growth stages in Qatar. Opportunities are supported by incubators and national institutions

QATAR RAIL
Doha Metro phase 2 with a value of over USD 4 billion

LUSAIL CITY DEVELOPMENT PROJECT
Coastal city under construction north of Doha. The project will contain 18 different districts and will include a lagoon, residential units, commercial districts and entertainment spaces

HAMAD INTERNATIONAL AIRPORT
Expansion project with a value of over USD 3 billion

MANATEQ SPECIAL ECONOMIC ZONE
Multiple zones that cover sectors such as: healthcare & medical devices, aircraft and automobile industries, advanced technology, logistics, and business services

QATAR PUBLIC TRANSPORTATION PROGRAM
Bus electrification with a value of over USD 1 billion

DOHA'S NEW PORT
One of the world's largest greenfield port developments. Strategically located south of Doha witha value of over USD 7.4 billion

Qatar offers sizeable and attractive opportunities across all sectors.

In 2019, projects worth USD 13.1 billion were awarded out of a portfolio of committed projects worth USD 116 billion.

The projects contribute to the accomplishment of Qatar National Vision 2030 and the promotion of the economy.

Selection of these projects is detailed in this document.

OPPORTUNITY: EARLY-STAGE VENTURES

INVESTMENT FORUM FOR ENTREPRENEURSHIP OPPORTUNITIES

WIDE SPECTRUM OF INVESTORS COVERED WITH OPPORTUNITIES ACROSS SECTORS, SCALES OF INVESTMENT AND STAGES OF GROWTH

EARLY-STAGE INVESTMENT OPPORTUNITIES OF OVER USD 40 MILLION

Opportunities across sectors for investors to consider, sectors such as:

- Technology
- E-commerce
- Tech-enabled services
- Software as a Service
- Consumer products
- Fintech
- Pharmaceutical and biotechnology

Investment opportunities across the growth lifecycle, for investors such as:

- Angel investors
- Corporate investors
- Incubators
- Accelerators
- Venture capital funds
- Private equity funds
- Investment banks

LED BY: QATAR DEVELOPMENT BANK & QATAR BUSINESS INCUBATION CENTER

Annual event and investor series to tap into entrepreneurship investment opportunities from Qatar.

Aim to connect entrepreneurs with investors and sources of capital.

QDB aims to create a regional platform to serve investors and entrepreneurs and promote the State of Qatar as an investment hub that supports entrepreneurship.

OPPORTUNITY: SMART CITY PROJECT

PLANNED SMART CITY WITH REAL ESTATE DEVELOPMENTS AND INVESTMENT OPPORTUNITIES

Residential
Land: 5.2 million m²
GFA: 11.5 million m²

Opportunities in residential plots and villas

Commercial
Land: 1.47 million m²
GFA: 3.35 million m²

Development of commercial boulevard

Mixed Uses and Hospitality
GFA: 5 million m²

Development of multiple hotels, beach clubs and mixed-use properties

Civic Use: Masjids, Schools, Healthcare
GFA: 1.15 million m²

Development of numerous schools and healthcare and service centres

PROJECT: LUSAIL CITY
TOTAL PROJECT VALUE: ~USD 45 BILLION

OPPORTUNITY: SMART QATAR PROGRAM

INVESTMENT OPPORTUNITIES ACROSS SECTORS WORTH OVER USD 901 MILLION COMMISSIONED IN 2019 ONLY

Intended to harness the power of digital technologies to drive a sustainable economic agenda

Aims to increase the standard of living and increase Qatar's competitiveness internationally by creating a knowledge-based economy

The Smart Qatar initiative, also known as TASMU, will generate projects worth over USD 1.7 billion over the next five years

Provides opportunity for global corporates to drive digital innovation through FDIs and government-led capital

- Internet of Things
- Big data analytics
- IT consulting
- Cybersecurity
- Enterprise resource planning
- Blockchain
- Systems integration
- Augmented and virtual reality
- Application design
- Hardware / Software
- Drones
- Artificial intelligence
- Cloud computing

PROJECT: TASMU
TOTAL PROJECT VALUE: ~USD 1.7 BILLION

ABOUT THE INVESTMENT PROMOTION AGENCY

PROVIDES A BROAD RANGE OF SERVICES

Provision of general information

- Business environment
- Regulatory environment
- Economic drivers

Provision of market information

- Investment opportunities
- Sector size and characteristics

Support for foreign direct investors

- Business setup and establishment assistance
- Organisation of meetings and introductions
- Provision of facilitation services

SPECIALISED LICENSING PLATFORMS IN QATAR

MINISTRY OF COMMERCE AND INDUSTRY
All sectors

QATAR FINANCIAL CENTRE
Focus on financial and professional services

QATAR SCIENCE AND TECHNOLOGY PARK
Focus on R&D with key focus sector - Energy, environment, healthcare and ICT

QATAR FREE ZONE AUTHORITY
Focus on logistics, chemicals, maritime and emerging technologies

MEDIA CITY
Focus on global media and technology companies

OPTIONS				
Ministry of Commerce and Industry	**Qatar Financial Centre**	**Qatar Science and Technology Park**	**Qatar Free Zone Authority**	**Media City**
BUSINESS SETUP				
- Up to 100% foreign ownership - LLC, project branch, branch	- 100% foreign ownership permitted - English Common Law system - LLC, LLP, LLC(G), branch	- 100% foreign ownership permitted - R&D focus - Funding available for product development and tech ventures	- 100% foreign ownership permitted - Wide range of permitted activities - Selective funding available - LLC or branch	- Focus on foreign media companies and media start-ups
TAX REGIME				
- Corporate income tax at 10% on foreign shareholder profit - Withholding tax at the rate of 5% - Contract retention for temporary/ contract-specific branches - Certain sectors may receive exemptions	- Corporate income tax at 10% on locally-sourced profits - Extensive tax exemptions for qualifying activities - No withholding tax on payments out of Qatar	- Corporate income tax exempt, but required to apply for tax card and to file tax returns - Exempt from customs - Comply with withholding tax requirements	- 20-year tax holiday - Exemption from corporate tax, personal tax and customs duties	- Reduced corporate income tax and customs duty offered

KEY CONTACTS

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