

QATAR ECONOMIC & COMMERCIAL ACTIVITIES GUIDE



2022

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H.H. Sheikh
Tamim Bin Hamad Al Thani
Amir of the State of Qatar



H.H. Sheikh
Hamad bin Khalifa Al Thani
The Father of the Amir

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Preface

Sheikh Khalifa bin Jassim Al Thani
Chairman



There is no doubt that the FIFA World Cup Qatar 2022 offers a unique opportunity for Qatar to highlight its tremendous potential in all fields, as it will draw the world countries attention to Qatar, during and beyond the event.



This global event, which is being held for the first time in an Arab country and in the Middle East in the history of the championship, provides a great opportunity to showcase the accomplishments Qatar made in upgrading a world-class infrastructure, establishing sophisticated stadiums, and sports facilities, in addition to developing numerous hospitality facilities and tourist places.

This certainly will strengthen the country's stance as a global destination for investment, tourism, and sports, as well as will increase the confidence of investors and international companies in the national economy.

Furthermore, the World Cup will give the Qatari economy a strong push and enhance the foundations of sustainable development. It also constitutes an opportunity to achieve the objectives of the Qatar National Vision 2030.

To this end, the country has allocated huge budgets to the development of infrastructure projects including roads, bridges, ports, airports, subways, tourism, and free zones.

This world-class infrastructure will generate significant gains and benefits for Qatar after the World Cup comes to an end.

The event will not only generate an economic boom for Qatar but will place the state on the global map as a global centre for investments and business, especially in light of the attractive legislative, regulatory, and institutional environment and advanced infrastructure. It offers a huge boost to Qatar's economy and will further benefit several sectors, including hospitality, tourism, and infrastructure before and beyond the tournament.

Therefore, the Chamber planned to issue this guide to promote Qatar's economy and its investment climate among visitors to Qatar during this global event.

The issue affirms the Chamber's keenness to inform potential investors on procedures of doing business and incentives offered for foreign investments in Qatar. It also emphasizes its concern to enhance the role of Qatari companies in the national economy and enable them to establish partnerships and alliances with foreign companies, whether inside or outside the country.

○ General Manager Message

Saleh bin Hamad Al-Sharqi
General Manager / Qatar Chamber



It is my honour to introduce this economic and commercial guide, which is part of the Qatar Chamber's concern to inform visitors to the State of Qatar during the FIFA World Cup 2022 about the country's business climate and its diverse economic and commercial activities.



The issuance of this publication coincides with Qatar's host of the World Cup, which is expected to attract hundreds of thousands of visitors and fans to the State to attend the global event, the first ever edition to be organised in the region.

Local and foreign businessmen who are keen to learn more about Qatar's economy, investment climate, and business environment will find a lot of valuable information in this publication which serves as a roadmap toward investment in Qatar.

This edition includes four chapters. The first chapter highlights the Non-Qatari Capital Investment Law in Economic Activity Law, and procedures of doing business in Qatar.

The second chapter touches on Qatar's economic sectors, including industry, tourism, agriculture, contracting, energy, mining, education, health, and others, in addition to the service sector of its various fields including cultural, recreational, and sports. The third chapter showcases investment-related institutions and bodies such as the Ministry of Commerce and Industry, Qatar Stock Exchange, General Tax Authority, General Authority of Customs, Qatar Finance Centre, Qatar Investment Court, and the Qatar International Conciliation and Arbitration Centre, as well as business incubators, bank finance, and the Commercial Registry and the Attestation Department at the Ministry of Justice.

It is a comprehensive guide that covers all economic, industrial, and commercial activities in various sectors to provide a full view of Qatar's economy and investments climate.

This bilingual guide is also available on the Chamber's website www.qatarchamber.com to provide easy access for investors and businessmen willing to learn about Qatar's economy and investment climate.

We are confident that it will constitute a valuable and reliable resource for new investors to start up their businesses in Qatar and will provide useful information for anyone who wants to learn about Qatar's economy and investment climate.





Chapter 1

Preface

Introduction

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» An overview of the Law No. (1) of 2019 Regulating the Investment of Non-Qatari Capital in the Country's Economic Activity

On 7 *January 2019, HH the Amir Sheikh Tamim bin Hamad al Thani, has issued Law No 1 of 2019 regulating the investment of non-Qatari Capital.*

Later, the Ministry of Commerce and Industry (MoCI) highlighted the main provisions of the law, which aims at promoting economic development, attracting foreign investment in all economic and commercial activities, attracting 100 percent of foreign capital inflows, accomplishing economic diversification in line with the Qatar National Vision 2030, facilitating foreign investors' access to the market and bolstering the country's confidence and investment security index.

The law identifies a non-Qatari investor as a person who invests his money in any of the projects authorized for direct investment in accordance with the provisions of this law. Non-Qatari capital, on the other hand, is defined as money, in-kind investments or rights held by non-Qatari investors.

The law also outlines regulations governing the investment of non-Qatari capital, which is permitted in all sectors of the economy across the country.

Investments may be undertaken after submitting a request to the competent department which processes the application within 15 days.

A non-Qatari investor whose application is rejected may appeal to the Minister within 15 days and the appeal shall be considered within 30 days.

A non-Qatari investor is prohibited from investing in the banking industry and insurance companies except for companies excluded based on a decision of the Council of Ministers.

Non-Qatari investors are also prohibited from investing in commercial agencies and may be prohibited from investing in any other sector as decided by the Council of Ministers.

The law stipulates that non-Qatari companies tasked with the implementation of business contracts in Qatar must comply with the following regulations:

- ▶ The execution of the contract shall be undertaken through the company's branch in the country and the contract shall be ratified with a state or government agency, public institution, or companies in which the state is a shareholder.
- ▶ A non-Qatari company shall also have a commercial record and shall obtain a commercial license for its branch, after procurement and before the signing of the contract.
- ▶ Non-Qatari companies shall also fulfill all the requirements of government agencies, renew the contract and license throughout the duration of the contract's implementation and obtain the license to undertake permitted activities in line with the provisions of applicable laws in the state.
- ▶ The law allows non-Qatari investors to own a percentage not exceeding 49% of the share capital of listed companies, provided that the Ministry approves the proposed percentage.

- ▶ A non-Qatari investor may also hold a higher percentage after the approval of the Council of Ministers upon the proposal of the Minister.

Incentives for investment



- ▶ The law provided several investment incentives for non-Qatari investors, including the allocation of land to a non-Qatari investor to establish his investment project through rent or usufruct in accordance with the legislation in force in this regard.
- ▶ Under the new law, a non-Qatari investor may import necessary equipment to establish, operate and expand his investment project in accordance with legislations in force in this regard.
- ▶ Non-Qatari investment projects may be exempted from income tax in accordance with the procedures and regulations stipulated in the Income Tax Law.
- ▶ Non-Qatari investment projects shall be exempted from customs duties on imports of machinery and equipment necessary for their establishment.
- ▶ Non-Qatari investment projects in the industrial sector shall be exempted from customs duties on their imports of raw materials and semi manufactured goods that are required for production but are unavailable in local markets.
- ▶ The Council of Ministers may, on the proposal of the Minister, grant investment project incentives and benefits in addition to the incentives provided for in this law.
- ▶ Non-Qatari investments shall not be directly or indirectly, subject to expropriation or other similar actions, unless such actions are undertaken for the public good and in a non-discriminatory manner in exchange for a fair and appropriate compensation in accordance with the same procedures that apply to Qataris.
- ▶ A non-Qatari investor is free to transfer his investments from and to Qatar without delay. These transfers include the proceeds from the sale or liquidation of all or some of his investments, the proceeds of the settlement of investment disputes, and any compensation due to a non-Qatari investor.
- ▶ The foreign investor may transfer the ownership of his investment to any other investor or relinquish it in favor of his national partner in case of a joint venture in accordance with legislations in force.
- ▶ The Investment shall continue to be treated in accordance with the provisions of the law provided that the new investor continues to operate the project and assumes the previous investor's rights and obligations.
- ▶ With the exception of labour disputes, a non-Qatari investor may also agree on settling disputes with third parties through arbitration or any other means of dispute settlement.
- ▶ The Ministry noted that Article 25 of Law No. (1) of 2019 on regulating the Investment of non-Qatari capital in economic activity states that the provisions of this law do not apply to companies and individuals that the State tasks with the extraction, exploitation, or management of natural resources through a concession or special agreement, except to the extent where it is not contrary to the provisions of the concession or special agreement.
- ▶ The provisions of the law shall not apply to companies that the government establishes or in which the government and other public institutions and companies contributes at least 51 percent of the capital or less, in partnership with non-Qatari investors provided that the Council of Ministers agrees, in accordance with the provisions of the Commercial Companies Law.
- ▶ The provisions of the law shall also not apply to companies and individuals licensed by Qatar Petroleum to carry out petroleum operations or to invest in the oil and gas sector or petrochemical industries.

» Qatar is one of the most open countries for visitors

Citizens *of over 95 countries are eligible for visa-free entry into the State of Qatar. Allowable lengths of stay vary, and visitors are kindly advised to check with an authorised entity for the terms and conditions that apply.*

Visa requirements

Visiting Qatar made easy

Visa wizard

Thanks to a host of visa facilitation measures, Qatar is now the most open country in the Middle East. Visitors from all around the world can now enter Qatar either visa-free, or by filling out simple online applications, depending on the passport they carry..

Visa-free entry

Nationals of eligible countries do not require any prior visa arrangements and can obtain a visa waiver upon arrival to Qatar, by presenting a valid passport with a minimum validity of six months and a confirmed onward or return ticket. Visitors intending to stay in Qatar must hold a valid hotel booking for the duration of the stay.

For nationals of the countries listed below, the waiver will be valid for 180 days from the date of issuance and entitle its holder to spend up to 90 days in Qatar, during either a single trip or on multiple trips.

1. Antigua and Barbuda 2. Argentina 3. Austria 4. Bahamas 5. Belgium 6. Bulgaria 7. Croatia 8. Cyprus 9. Czech Republic 10. Denmark 11. Dominican Republic 12. Estonia 13. Finland 14. France 15. Germany 16. Greece 17. Holland 18. Hungary 19. Iceland 20. Italy 21. Latvia 22. Liechtenstein 23. Lithuania 24. Luxembourg 25. Malaysia 26. Malta 27. Netherlands 28. Norway 29. Poland 30. Portugal 31. Romania 32. Serbia 33. Seychelles 34. Slovakia 35. Slovenia 36. Spain 37. Sweden 38. Switzerland 39. Turkey 40. Ukraine

For nationals of the countries/regions listed below, the waiver will be valid for 30 days from the date of issuance and entitle its holder to spend up to 30 days in Qatar, during either a single trip or on multiple trips. This waiver may be extended for a further 30 days.

1. Andorra 2. Australia 3. Azerbaijan 4. Belarus 5. Bolivia 6. Brazil 7. Brunei 8. Canada 9. Chile 10. China 11. Colombia 12. Costa Rica 13. Cuba 14. Ecuador 15. Falkland Islands 16. French Guiana 17. Georgia 18. Guyana 19. Hong Kong, China 20. India 21. Indonesia 22. Iran 23. Ireland 24. Japan 25. Kazakhstan 26. Lebanon 27. Macau 28. Macedonia 29. Maldives 30. Mauritius 31. Mexico 32. Moldova 33. Monaco 34. Montenegro 35. New Zealand 36. Pakistan 37. Panama 38. Paraguay 39. Peru 40.

Russia 41. Rwanda 42. San Marino 43. Singapore 44. South Africa 45. South Korea 46. Suriname 47. Thailand 48. United Kingdom 49. United States 50. Uruguay 51. Vatican City 52. Venezuela

India

Similar to the 51 countries listed above, nationals of India can enter Qatar visa-free and spend up to 30 days in Qatar, during single or multiple trips, with an option to extend for another 30 days

Pakistan

Similar to the 51 countries listed above, nationals of Pakistan can enter Qatar visa-free and spend up to 30 days in Qatar, during a single or multiple trips, with an option to extend for another 30 days

Iran

Irani passport holders can enter Qatar visa-free and spend up to 30 days in Qatar

Qatar-Oman Joint Tourist Visa (Visa on Arrival)

This visa is issued upon arrival and is valid for 30 days for the State of Qatar and the Sultanate of Oman. It allows for multiple entry to both countries and is extendable for an additional 30 days for a fee

Electronic Travel Authorisation

Individuals who are not eligible for visa-free entry, but who hold a valid residence permit or visit visa to either Schengen countries, Australia, Canada, UK, USA or New Zealand, can obtain an Electronic Travel Authorisation (ETA) free of charge* by completing an online application prior to travelling

Qatar Transit Visa

Qatar Airways passengers transiting in Qatar for a minimum of 5 hours are eligible to apply for the Qatar Transit Visa. It is free of charge, valid for up to 96 hours (four days) and open to passengers of all nationalities

GCC Resident Visit Visa

This single-entry visa, which can be obtained for a fee of QAR 100, payable by Visa or Mastercard, is valid for 30 days and may be renewed for an additional three months. Visitors wishing to avail of this visa scheme may be asked to present official documentation stating their profession upon entry to Qatar.

Visa Exemptions

Nationals of the Gulf Cooperation Council countries (Bahrain, Kuwait, Oman, Saudi Arabia and United Arab Emirates) do not require a visa to enter Qatar.

» Procedures of Doing Business in Qatar

Qatar *is constantly creating opportunities for international companies looking forward to establishing or expanding their presence in Qatar and the Middle East. This has become possible thanks to a robust reform agenda, an integrated set of resources, and a series of supporting factors, which together make up the most enabling business climate in the region.*

It provides an integrated set of incentives and more support to investors throughout their journey - from the conception stage to the operation and expansion stage, giving them access to capital, and achieving sustainable growth, in a suitable, stable and encouraging environment. It no longer takes months or years to establish a business because of the single-window system, which gives the investor a sophisticated and hassle-free service to obtain relevant permits and licenses. This comprehensive system allows project owners and investors to submit their applications, pay fees, sign and update their applications via a single point. This significantly enhances procedures by cutting down paperwork and reducing time and costs.

Establishment Options

There are two options for registering a business prior to setting up a company in Qatar:

- ① **company Registration:** This occurs when the investor has not secured a location to start his business, and in this stage the investor can reserve the trade name and issue the commercial register of the company, but cannot commence business activities or submit a request to recruit or hire staff, until the trade license is issued.
- ② **Comprehensive establishment:** The investor registers his business using the company's trade name, commercial register and trade permit. The single window system issues all the necessary licenses to submit staff recruitment application and begin the business activity of the company.

Steps for establishing a company:

There are only three electronic steps that can bring your business idea to life:



Filling the application ..



Signing the Establishment contract..



Payment stage

filling out the application ..

Objective: Introducing the nature of the company's activity.

Procedure: You will submit your company data in an electronic form that includes:

- ▶ Capital and Partners' Shares
- ▶ Legal form
- ▶ Managers and authorized signatories
- ▶ Company location
- ▶ Type of contract
- ▶ Economic activities
- ▶ Trade Name
- ▶ Financial details
- ▶ Employment details
- ▶ Additional data by activity

The form will be automatically verified during data entry.

The application will be processed once it has been submitted. Based on the input, some or all of the following data must be completed:

- ▶ Trade name registration
- ▶ Issuance of trade license
- ▶ Issuance of tax card
- ▶ Qualitative licenses according to the selected economic activities
- ▶ Issuance of commercial register
- ▶ Issuance of establishment registration certificate
- ▶ company certificate

You will receive regular notifications on the progress of your application via text messages and email. You can also follow up the application via the single window website. In case of inaccuracy or incomplete data, the single window system automatically requests the investor to update the required data via text and electronic messages.

Reserving a trade name

The single-window system allows the investor to electronically choose and reserve a trade name for the company he wishes to establish for a period of 180 days, whether as part of the comprehensive establishment stages or as a separate step before commencing the establishment process. The system also enables the investor to choose Latin names or registered trademarks (local or international), while allowing him to extend the reservation only once before the expiry of the first reservation period.

Terms of Service

- ▶ The trade name must be written in the alphabet (English and Arabic). However, numbers or symbols such as dots and commas are not allowed.
- ▶ It must be taken into account that the trade name does not contain inappropriate words, or violating public taste.
- ▶ The trade name will not be approved if it is similar to another name already registered in the trade names.

Required Documents

- A concession contract or a usufruct letter for a trademark (attested by the Embassy of Qatar if the trademark is registered outside Qatar).

Service steps

To complete the application, you must:

- ▶ Log in the single window system using the investor's data.
- ▶ Fill out and submit a trade name reservation request.
- ▶ Choose whether the name is a trademark or not. In case it is a trademark, you must attach the above documents.

-
- ▶ Provide three to five options for the company's trade name if the business is not a trademark.

Application review

- ▶ The system verifies whether the required trade name is available and all conditions are met.
- ▶ Incomplete applications will not be accepted and will be automatically returned to the investor.

Fee Payment

- ▶ The investor must complete the payment as soon as he receives the notification of approval to reserve the trade name.
- ▶ The prescribed fees can be paid electronically through the system, or manually when visiting the single window service centers. See other payment methods, and more details in service fee payment guide - Single Window.

Certificate issuance

- ▶ After paying the fees, the system notifies the investor to receive a certificate of reserving a trade name electronically, or getting it by visiting the single window service centers.

Trade License Issuance

The single window system allows the investor to issue the trade license electronically according to the company's website readiness. It can be issued during the comprehensive establishment of the company in case the location is ready for operations, or as a separate step if not.

Terms of Service

Validity of the commercial register.

Required Documents

- ▶ A copy of the identity card of the applicant, the applicant agent, and the manager in charge.
- ▶ Building completion certificate or its equivalent for the building to be licensed.
- ▶ Rental Relationship Acknowledgment Form Or something equivalent to it (receipt of a rent deposit in the Rental Dispute Resolution Committee or a court, or a document indicating the opening of a dispute file).
- ▶ Acknowledgment form for authorization to rent real estate (In case of sub-leasing).
- ▶ Third party approvals for certain commercial activities.
- ▶ Third party approvals for certain commercial activities.
- ▶ Civil Defense approval (for some locations, as the case may be).
- ▶ Reviewing and approving the details of the application data.
- ▶ Paying the prescribed fees for the commercial license to be issued.
- ▶ Downloading the Application form, filling it, then signing it by the authorized signatory and submitting it to the public service employee at the Ministry of Commerce and Industry or one of its branches.

- ▶ Attaching the required documents mentioned above.
- ▶ Paying the prescribed fees for the commercial registration to be issued after the required amendment.
- ▶ The main building of the Ministry of Commerce and Industry in Lusail City - First Floor (See Google Maps)
- ▶ all The Ministry's branches shown on its website

more information

- ▶ This service is also available via Ministry's mobile app By selecting "General Services", then "Investor Services", then "Trade License Services", then "Issue a New Commercial License" and follow the steps to apply online.
- ▶ You can see private information page service on the Ministry's website.

Fee

There are fees according to the activity and type of company.

Service steps

Filling the application

To complete the application, you must:

- ▶ Log in the single window system using the investor's data.
- ▶ Fill out and submit an application for issuing a commercial license.

Application review

- ▶ The system reviews the application and notifies the investor of the dates of the inspections, if necessary.
- ▶ The Civil Defense Department inspects the site to ensure that all security and safety requirements are met according to the type and nature of the activities to be practiced before issuing the commercial license.
- ▶ The site inspection process can be skipped if the investor adopts the leasing system (that is, the site is previously licensed), or if the selected business activities do not require a site.

Fee Payment

- ▶ Fees are calculated according to the specified activities.
- ▶ The investor has to complete the fee payment as soon as he receives the approval notification to issue the trade license.
- ▶ The prescribed fees can be paid electronically via the system, or manually by visiting the single window service centers. See other payment methods, and more details in services page - Single Window guide. <https://hukoomi.gov.qa/en/service/apply-for-new-commercial-license>

Certificate issuance

- ▶ After paying the fees, the system will notify the investor of receiving the trade license electronically, or by visiting the single window service centers.

2- Signing the establishment contract

Objective: Partners sign the Memorandum of Association.

Procedure: The investor is notified that the contract shall be signed electronically through the Single Window website using the NAS card through the Hukoomi website. The contract can also be signed by visiting the single window service centers.

3- Paying fees and receiving extracts

Objective: Pay the application fee and receive the extracts.

Procedure: The single window collects the application fees and sends notification to the investor to pay via one of the following methods:

- ▶ Use of debit or credit cards via the single window website.
- ▶ Visit single window site centers.

Payment methods that will be available in the future:

- ▶ Bank transfer to the single window account.
- ▶ Bank deposit.
- ▶ Partial payment is available in different payment methods, but the application process and the certificates issuance will not be completed until all fees have been collected.

The company's official certificates will be issued automatically upon completion of the payment process. The single window system issues the approved certificates through the website, and the investor can receive the certificates from the single window service centers.

Conditions required to obtain licenses to practice various commercial activities:

In the context of the relentless pursuit to create an investment environment and stimulating opportunities for entrepreneurs and project owners, to encourage and motivate them to produce and invest, the regulations and laws in Qatar set the controls, conditions, and procedures for granting various licenses.

Owners and occupants of establishments, owners of commercial, industrial and public premises, owners of consulting offices, building engineers and contractors, and other owners of various commercial activities must fulfill the conditions and rules set by the General Directorate of Civil Defense at the Ministry of Interior, and by the Ministry of Commerce and Industry. The following is an explanation of the most important rules and procedures:

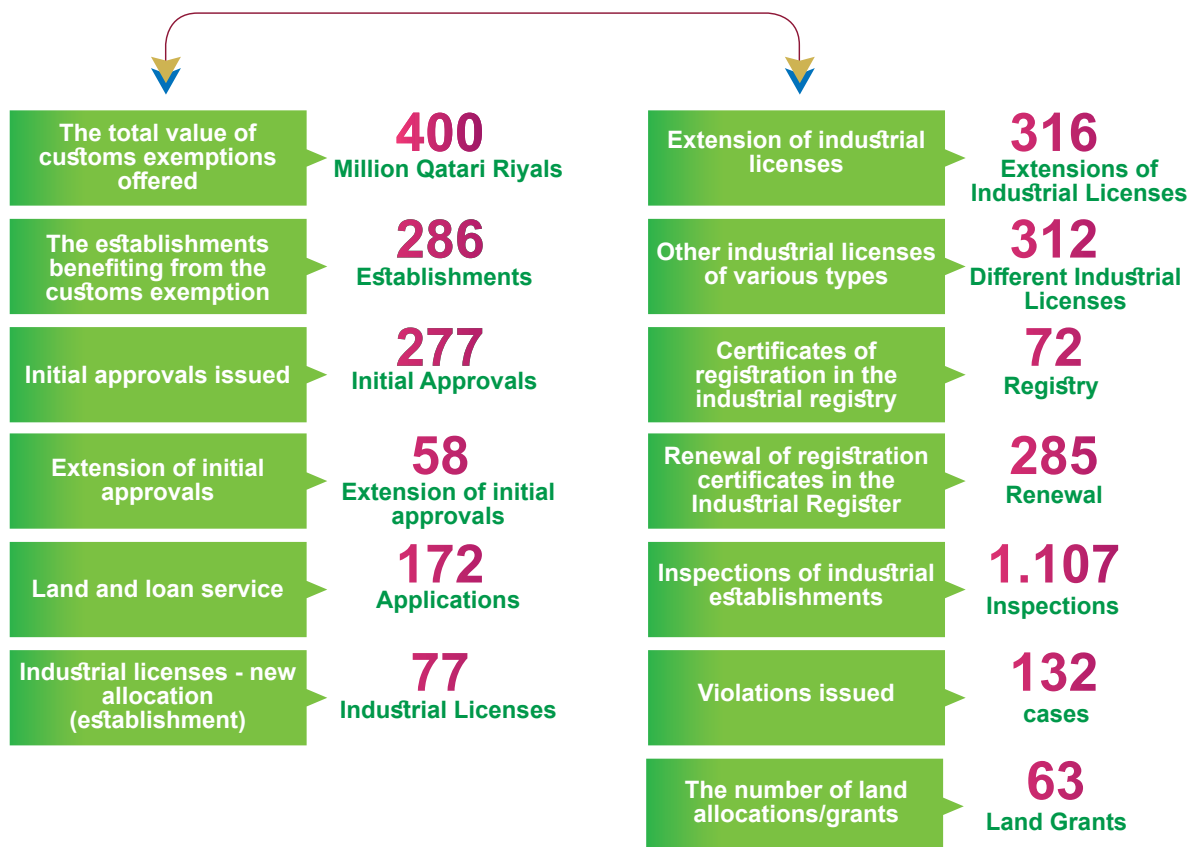
Requirements of the Ministry of Trade and Industry

There are many general requirements that must be met in commercial, industrial and public premises when practicing activities, which are as follows:

- ▶ The site should be suitable for the type of business with a legal document and providing evidence for that.
- ▶ Issuance of a building completion certificate for the site to be licensed or equivalent along with the approval of the competent authority.
- ▶ The location has to be suitable for the type of activity, as determined by the competent department.
- ▶ The size of the location has to be sufficient and appropriate for the activity and according to the standards specified by the competent department in coordination with the competent authority.

- Availability of security, safety, civil defense, and health requirements as specified by the competent authority.
- Obtaining the approval of the competent authority to practice the activity.
- That the business shall not be very close to the residential areas, or the residential zone is part of it.
- The business shall have a banner with the trade name, in accordance with the terms and conditions specified by the concerned Department.

Statistics of the services provided in 2020



» Procedures and Guidelines for Establishing a Factory in Qatar

Investors *Investors and businessmen can easily establish factories, especially in light of the government's tendency to encourage investment by facilitating practical procedures to grant investors the approvals, permits and licenses necessary to establish businesses in general within the State of Qatar through a modern and up-to-date digital system aimed at reducing the regulatory burden and enhancing the efficiency of the services provided, saving time and costs for investors. The process of starting an industrial project in the State of Qatar is summarized in two phases, respectively: Incorporation and licensing: the following is an overview of each stage and the most important procedures related to it:*

First: Incorporation Stage

At this stage, investor fills out a comprehensive incorporation application, the commercial register is issued, and then follows the initial approval for the industrial project, thus ending the incorporation stage. It is worth noting that investor may also determine at this stage if he/she needs a plot of land to set up his/her project on it.

At this stage, investor must take the following application steps:

Fill out and submit the incorporation application:

Investor fills out the application, which includes a simple questionnaire and an incorporation application form, where he/she specifies:

- ▶ The capital and partners
- ▶ Industrial activities
- ▶ Legal status
- ▶ Trade name
- ▶ Authorized signatories
- ▶ Capital distribution
- ▶ Company's website
- ▶ Required labour
- ▶ Company contract
- ▶ Additional data (land data, equipment and machinery, preliminary materials or raw materials, products)

Attachment of the following documents:

- ▶ Initial feasibility study (technical and financial)
- ▶ Authorization letter from the owner(s) to the person who will process the application.
- ▶ Factory blueprint (if land allocation is required).

- ▶ Assignment certificate from Manateq Company (if identified that Manateq is the land donor).
- ▶ The form automatically validates the entered data, making sure that it is consistent.

Application processing:

The system reviews and audits the application immediately upon its submission for issuing required approvals. Regular notifications on the progress of the application are sent out to the investor via SMS and email. Investors can also follow the progress via the Single Window. Investor will also be contacted in case there is an error or incomplete input in the application.

Payment of fees:

After all the approvals are issued, a notification is sent out to the investor to pay the applicable fees through one of the following methods:

- ▶ Via the Single Window website using debit or credit cards.
- ▶ Visiting the Single Windows service centers.
- ▶ Bank transfer.
- ▶ Bank deposit
 - ❖ Partial payment is available through different payment methods, but the application process will not continue and certificates are only issued after all fees are collected.

Certification

After successfully completing the payment, a final notification is sent out to investor advising them of the issuance of the certificates. Investor can obtain the certificate online or by visiting any of the Single Window service centers.

Licensing stage

Having issued the initial approval for the industrial project, then start the procedures for issuing the environmental permit and allocating an industrial land (if investor chooses that they need land in advance) in parallel. After their completion, the industrial license is issued, and investor proceeds with the procedures for setting up and equipping the factory.

As we mentioned earlier, after the issuance of the commercial register, the initial approval is issued, and then the system submits applications for the issuance of the environmental permit and the allocation of industrial land automatically, given that there are no fees for submitting such applications. These process take place in parallel, knowing that there is no fee for both applications.

Land Allocation:

The system studies the “request for land allocation” for investors who do not own land and requested allocation of land during the submission of the establishment application. An industrial land is allocated after proving that they did not receive land from any other official body. It is worth noting that it is possible to apply for a direct land allocation service if the initial approval is obtained from the Ministry of Commerce and Industry directly, in which case a sketch drawing of the factory must be attached.

Environmental Permit:

Verification that the industrial project meets the required environmental conditions includes submitting an environmental impact assessment study and defining the terms of reference. The application is decided upon within five working days.

Note: It is possible that after approval of the Environmental Impact Assessment Study, investor may communicate directly with the Ministry of Municipality and Environment. It is to be born in mind that some industrial activities may not require submission of an environmental impact assessment study, and the competent authority determines this during its review of the application.

After completing both requests, the system automatically issues the industrial license, thus investor has the right to start building and equipping the factory and installing production lines, as well as benefiting from other advantages such as customs exemptions.



Chapter 2

Investment Sectors

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» Education Sector ... Promising Opportunities and Facilities

The *education sector is one of the main pillars of Qatar National Vision 2030. Thus, its development has been at the heart of Qatar's efforts over the past few years. Significant steps have been taken and many comprehensive reforms have been implemented with the aim of creating a world-class education system that provides exceptional opportunities for quality education and training. Such initiatives to promote a culture of educational excellence reflect Qatar's determination to create a knowledge-based economy.*

Formal education first appeared in Qatar in 1952 when the government established the first primary school for boys. In 1957, the first regulations were put in place and the Ministry of Education was established. Since then, education has continued to grow steadily. The adult education rate has risen to 93% in 2008, and more than 98% of pupils complete the primary level. Over the past two decades, the State and its highest authority have made efforts to reform the Qatari educational system. Since 1995 - and more broadly since 2001 - His Highness the Father Emir Sheikh Hamad bin Khalifa Al Thani has adopted deep government reforms focused on improving the quality and content of education in the country from the primary to the university level. Following the introduction of reforms in primary and secondary education in 2001, measures were taken to reform higher education in 2003, and since 1995, under the supervision of the Qatar Foundation for Education and Science, a project has been put in place to attract large foreign universities.

Highest in Spending

In a recent report by the World Bank, Qatar topped the countries of the Middle East and North Africa in terms of the amount of its budget allocations to education as a percentage of GDP. In 2022, Qatar's budget allocated to the education sector is QR17.8 billion (\$4.89 billion), or 8.7% of total expenditures. According to the World Bank, education spending in Qatar for 2022 is one of the highest in the Middle East and North Africa region.

Qatar is a center of higher education in the region

The efforts exerted in this sector have resulted in Qatar ranking 6th globally in the Critical Thinking Index 2019 according to the report issued by the World Economic Forum in Davos. It also ranked 6th globally in the Skills of the Future Workforce Index, 8th in the Graduate Skills Index and 16th in the Vocational Training Quality Index. Qatar has also become a center of higher education in the region.

International Indicators for Education in Qatar

Qatar topped the list of Arab countries in the World Education Quality Index issued by the World Economic Forum in Davos 2021. According to the report, Qatar ranked 4th in the world and first in the Arab world in quality education. Index scores are calculated by collecting public and private data related to about 12 basic categories.

These categories include Institutions, innovation, macroeconomic environment, health, basic education, tertiary education, training, efficient commodity markets, labour market efficiency, financial market volatility, technology readiness, market size and business development.

392000 students in Qatar by 2022

Economic reports had expected the growth of investments in private schools in Qatar to nearly triple in 2020, and that the total number of students enrolled in schools in Qatar would rise to about 392,000 students in 2022, with a growth rate of 3.9%.

Investment areas and advantages The State of Qatar seeks for the investor to have a central role in the development of the education sector. This is so, especially since the establishment of private schools, higher education institutions and new vocational, educational and training centers are still one of the most important priorities of the State to maintain the principle of competitiveness and diversity.

There are many benefits and advantages that encourage and motivate investment in education, where the non-Qatari investor has the right to own 100% of the property, and he can also obtain a plot of land to build a school at preferential prices, in addition to important tax and customs exemptions, besides enjoy various types of financial and advisory support when establishing such a project. (To learn more about the various advantages of foreign investment, see an overview of the Qatari Investment Law). The State also invests in technological infrastructure in a way that enhances leadership and innovation in how to manage schools and communicate with various stakeholders.

Conditions for granting an educational license to establish private schools and kindergartens:

Main Conditions:

In accordance with the requirements of Law No. (23) of 2015 concerning the regulation of private schools, the general requirements are summarized as follows:

- ① An applicant for a license for a private school must fulfill the following:
 - ▶ The age of the natural person shall not be less than 21 Gregorian years.
 - ▶ To have full civil capacity.
 - ▶ To be of a good character and good reputation.
 - ▶ The natural person applying to the management of the legal person or the partners collaborating with him/her should not be an employee of the Ministry or its affiliates, or any of them have a direct interest with the Ministry during the validity period of the license.
 - ▶ The natural person, or one of those in charge of managing the natural person or those involved with him/her, shall not have a final judicial ruling in a crime involving moral turpitude and honesty, even if he/she has been rehabilitated.
 - ▶ Working in education should be among the activities that the legal person is authorized to conduct.



categories:

- A locally registered company in the State of Qatar.
- An international company not currently registered in Qatar.

Applicants may also fall into the following

-
- ② The license applicant must obtain all necessary approvals from the competent authorities in the country.
 - ③ The license applicant must submit evidence that he has paid a bank guarantee in a local bank and that the guarantee is valid for payment in full for the duration of the license period in accordance with the regulations issued by the Ministry of Education and Higher Education.
 - ④ An application for establishing a private school must be submitted to the Ministry of Education and Higher Education, indicating the educational level in which it will operate and the proposed date to start the study, according to the form prepared for this purpose, and within the dates specified by the Ministry, provided that all required documents are attached to the application.
 - ⑤ Each school should have a special name that distinguishes it from others, approved by the competent authorities.
 - ⑥ The granting of the license shall be in accordance with the needs of the Ministry, in accordance with the educational policies of the State and the controls and procedures specified by the Ministry of Education and Higher Education.
 - ⑦ The school may not receive gifts or aid from any party without obtaining written approval from the Ministry of Education and Higher Education.
 - ⑧ The private school shall submit to the Ministry of Education and Higher Education, before the beginning of the academic year, a list of fees and expenses that will be collected from students for approval prior to its implementation.
 - ⑨ The private school is obliged to provide the Ministry of Education and Higher Education with all documents, with data and questionnaires related to the educational process.
 - ⑩ The license to establish a private school is personal and may not be assigned to others, except after the approval of the competent authorities, provided that the assignee fulfills the conditions mentioned above.
 - ⑪ The private school has a specific budget that includes revenues and expenditures, provided that the revenues are deposited in a special account in one of the local banks, and the school sends to the Ministry a copy of the budget and the final account approved annually.
 - ⑫ No modification may be made to the granted license, except after the approval of the Ministry of Education and Higher Education.

Requirements for granting a private school license:

School building

- ▶ The school's location, building, facilities and equipment should be in line with the requirements of the educational mission.
- ▶ The license applicant must clarify the purposes for which the building will serve, provided that the use of the building is limited to the educational process only.
- ▶ The school building must meet the minimum requirements and standards in terms of location, size, and area.
- ▶ The license applicant must provide all information, site information and documents for the proposed building when submitting the initial application.

Work system

With regard to the work system, the applicant must comply with all of the following conditions:

- ▶ To submit an organizational plan for the school, explaining all the organizational details for the operation of the school.
- ▶ A person working in a private school, in accordance with the requirements of the law, must meet the following requirements:
 - ▶ Must not be under 18 years.
 - ▶ Must be of good reputation and good conduct.
 - ▶ Must have the qualifications and conditions to fill the position.
 - ▶ Must have not been sentenced to a final court ruling in a crime involving moral turpitude and honesty, even if has been rehabilitated.
 - ▶ Must have not been dismissed from service by a court ruling or a final disciplinary decision, unless at least one year has elapsed since its issuance.
 - ▶ His/her medical fitness must be proven with the knowledge of the competent medical authority at the Ministry of Health.

School Headmaster: He/she must have at least 10 years of experience in the field, hold an accredited educational qualification and a track record of achievements in the educational field.

Teachers: Teachers should be qualified to teach the curricula and the age groups, and must have experience in the curricula they will study. Specialization and experience are a must in teaching the three mandatory subjects (Arabic - Islamic studies- Qatari history). A work plan for three years must be submitted.

School system:

With regard to the work system, the applicant must comply with all of the following conditions:

- ▶ A comprehensive educational plan that explains the education system followed must be submitted, according to the approved educational plan model.
- ▶ When determining the enrolment system for learners and their age, the private school shall comply with the enrollment systems and decisions issued by the Ministry of Education and Higher Education.
- ▶ The private school is obliged to adopt the curriculum and educational plan implemented by the Ministry, and the school may not make any change thereto except after obtaining written approval from the Ministry of Education and Higher Education.
- ▶ The school is committed to teaching the three compulsory subjects: (Arabic Language - Islamic Education - Qatari History) in accordance with Ministerial Resolution No.8 of 2009. The Ministry may also oblige private schools to teach any additional study subjects in accordance with the rules and regulations set by the Ministry in this regard.
- ▶ Textbooks and all the learning resources on which the educational process is based must be in line with the religious values, customs and traditions of the Qatari society, and the Ministry may decide to put on hold, modify or cancel any curricula or textbooks that contradict the values, customs and traditions of society.
- ▶ Private schools must participate in international tests, such as: (Pisa, Pearls, Thames, etc. (or any other programs according to the directives of the Ministry of Education and Higher Education)).

Private school Licensing Procedures

The door for submission of applications for opening schools and kindergartens is

opened during the months of November and December of each academic year. The date of submission of applications is announced through various media and the website of the Ministry of Education and Higher Education.

An employee is assigned to be responsible for following up on the licensing procedures, as he/she supervises a group of applications and ensures that the procedures are done in line with the set deadline. The employee also provides assistance and advice to applicants upon request. The Ministry of Education and Higher Education considers accelerating the process of granting licenses as quickly as possible, noting that the completion of licensing procedures depends on the procedures of other ministries and those of the applicant.

THE PROCEDURES FOR SUBMITTING AN APPLICATION FOR LICENSES ARE AS FOLLOWS:

ACTION, THE EMPLOYEE IN CHARGE

- 1: Applications for licenses can be submitted online via the following link: Applicant aspx.us-contact/pages/Arabic/ER/apps/qa.gov.edu.elr://https

Consider the importance of providing the applicant's data with attaching all the main documents in the initial application process is as described.

- 2: Studying the application to ensure that all the required documents are attached, and the extent to which the licensing of private schools is managed. It fulfills the initial conditions in cooperation with the competent departments and notifies the applicant with missing documents, if any.
- 3: Providing the applicant with an official letter addressed to the Ministry of Interior to obtain a certificate of licensing management for private schools. Good conduct and behavior provided that the applicant submits the original copy of the license. The certificate shall be submitted to the Private Schools Licensing Department upon obtaining it.
- 4: Evaluation of application by checking all the applicant's information. Private School Licensing Department and the documents submitted, and conducting inspection visits to inspect the building in cooperation with the following departments:

With the relevant departments of the Ministry of Education and Higher Education and notifying the applicant through the Curriculum and Learning Resources Department. A written report on the outcome of the evaluation, stating the following: General Services Administration.

The request does not meet the criteria (Rejection of the application, with a report submitted to the applicant with the reasons for rejection, - Department of Educational Guidance

The applicant has the right to apply again in the following year after meeting all criteria - Student Assessment Department and conditions).

The application meets most of the criteria (Notifying the applicant of shortcomings in the application, and inviting him/her – the Human Resources Department to attend meetings to discuss the most important observations with the relevant departments in the Ministry) The applicant must send the application again after making the necessary amendments to it according to the observations provided. - Department of Special Education and Care and Welfare of the Gifted (for people with disabilities)

Re-evaluation of application after the amendments are submitted by the applicant and notified of the final decision (special needs) about the application. The application fully meets the criteria (approval of the application, and notifying the license holder of the approval)

- 5: Providing the applicant with official letters to address the concerned authorities to obtain license applicant The following documents and papers:
 - A certificate issued by the Civil Defense Department confirming the safety of the building and its compliance with security and safety requirements

- ▶ Traffic Department approval ▶ License from the municipality
- ▶ Business license
- ▶ A certificate from the Ministry of Health regarding the sales outlets in the building

The applicant must follow up all procedures for obtaining these documents with the concerned authorities and submit them as soon as they are obtained

- 6: Submission of the final application to the Private Schools Affairs Committee, to study it and issue the Private Schools License final recommendation.
 - 7: Notifying the applicant of the final decision through the Schools Licensing Department. The Private Schools Licensing Department.
 - 8: The applicant must submit a curriculum vitae of the school headmaster and a letter of no objection from the security authorities about it.
 - 9: Conducting an interview with school owner and the proposed principal to be appointed by the Private Schools Licensing Department to assess his/her efficiency to manage a school.
 - 10: Issuing licenses to the applicant, and following up on the preparation procedures for starting the operation of the Private Schools Licensing Department school.
- ❖ It should be noted that the Private Schools Affairs Department will monitor the school during the first year of its operation, and arrangements will be made to conduct an inspection of the school at the end of the first year of operation.

The list of documents that the applicant must provide when applying for a license:

- ▶ Curriculum vitae of the school owner and individual shareholders.
- ▶ A copy of the passport or identity card of the school owner and the individual shareholders.
- ▶ School organizational plan ▶ School business plan
- ▶ School's educational plan ▶ Building plan and school site
- ▶ A sample of the signature of the owner and shareholders.
- ▶ A letter from the country's embassy (in case the school is for a specific community).
- ▶ A document showing the financial ability of the applicant.
- ▶ The commercial register showing the company's name, address, type, date of incorporation, amount of capital and names of shareholders.
- ▶ A copy of the property title deed if the property is owned by the school owner, or a copy of the lease contract if the property is leased.

List of official documents that the applicant must submit after notifying the Schools Licensing Department of completing the licensing procedures:

- ▶ A certificate of good conduct and behavior from the competent authorities in the country for the owner of the school.
- ▶ If the owner is more than one person, a copy of the company's contract and a certificate of good conduct of each shareholder from the competent authorities must be submitted.
- ▶ School principal's CV
- ▶ A certificate of good conduct and behavior for the school principal from the competent authorities.
- ▶ A copy of passport and identity card of the school principal.
- ▶ Civil Defense approval ▶ Traffic Department approval
- ▶ Municipality license ▶ Commercial license
- ▶ Bank guarantee.



Conditions for granting a license to educational centers:

To *obtain a license to deliver educational services, the following shall be required:*

- ① The age of the natural person shall not be less than twenty-one Gregorian years.
- ② To have full civil capacity.
- ③ He/she should be of good conduct and reputation.
- ④ The natural person, or one of those in charge of managing the legal person or its general partners, should not be an employee of the Ministry or any of its affiliated bodies, or any of them have a direct interest with the Ministry throughout the validity period of the license.
- ⑤ That the natural person or one of those in charge of managing the legal person or its joint partners have not received a final judicial ruling in a crime involving moral turpitude or dishonesty, even if he/she has been rehabilitated. The Minister may, by his/her own decision, add any conditions he/she deems necessary, in accordance with the requirements of the public interest.

The applicant must submit evidence of payment of a bank guarantee from a local bank, and that the guarantee is valid for payment of its full value throughout the license validity period. The Minister may, upon the proposal of the competent authority, exempt from submitting this guarantee or part thereof, if the public interest so requires. Determining the amount of the bank guarantee, the cases of exemption and the controls for its recovery, shall be issued by a decision of the Minister.

Application for obtaining a license shall be submitted to the competent authority, on the form prepared for this purpose, together with the documents specified by the competent authority. The competent authority shall decide on the application for a license, and notify the person concerned with its decision via his/her place of residence or business, by registered letter, or by any means of notification, within sixty days from the date of its submission. If application is rejected, it shall be reasoned. Should the stated period lapses without a response it shall be considered an implicit rejection. A person whose application has been rejected may file a grievance with the Minister within thirty days from the date he/she was notified of the decision, or from the date his/her application was considered implicitly rejected. The Minister shall decide on the grievance within thirty days from the date of its submission, and his/her decision shall be final, and the lapse of this period without a response shall be considered an implicit rejection thereof.

The duration of the licenses issued in accordance with the provisions of this law, and the fees for their issuance and renewal, shall be determined by a decision of the Minister.

The license to deliver educational services is personal, and the licensee may not be assigned to others, except after the approval of the competent authority, provided that the assignee fulfills the conditions stipulated herein.

In the event that the educational center devolves to a non-licensed person, the person it is transferred to must notify the competent authority within thirty days from the date of such devolution, provided that the notification includes a statement of reason, and attached thereto a statement indicating the fulfillment of the conditions prescribed herein.

It is not permissible to announce in any way the opening of an educational center or acceptance of registration therein, or the delivery of any services therein, or practice of any activity therein, except after obtaining a prior approval from the competent authority.



The licensee must abide by the controls of the license granted, which are determined by a decision of the Minister, and he/she may not practice any services or engage in any activities not covered by the license.

The licensee must have a location from which to carry out his/her work, and such location may not be changed or modified, except after obtaining a written approval from the competent authority. It is not permissible to license the opening of more than one educational center in one headquarters or place. Determining the requirements that must be met at the headquarters of the educational centers shall be issued by a decision of the Minister.

The licensee may not deal with colleges, universities or any other educational body abroad, except after obtaining a license to do so from the competent authority, provided that the license includes the type of service provided by those entities.

The licensee must prepare a database of data related to the educational center and its employees, and must keep the records necessary for the conduct of its work, in particular the following:

- ① A register of personnel affairs.
- ② A record of the courses and services provided by the center.
- ③ Any other record determined by the competent authority.

The competent authority may, at any time, view these records to follow up on the progress of work in the educational center.

The competent authority may, in the event that the licensee violates the provisions of this law or the regulations and decisions implementing it, or does not perform the licensed service within a year from the date of issuance of the license, or if the level of the licensed service falls below the required level, or if his/her financial condition deteriorates to the extent that it is impossible to fulfill his/her obligations, take any of the following decisions, after warning the licensee to remove the causes of the violation within the period specified by the competent authority, by registered letter, or by any means informing him/her of:

- ① Deduction of all or part of the bank guarantee.
- ② Suspension of the license for a period or periods not exceeding one month each.
- ③ Cancellation of the license.

The licensee may file a grievance against the decision issued in this regard, and the same provisions and procedures stipulated herein shall apply.

The license shall be canceled at the request of the licensee or if one of the conditions for granting the license stipulated in this law is invalid.

Work Regulations at Educational Center

It is not permissible to appoint or use any person to work in the educational center, except after obtaining a written approval from the competent authority. The approval of the competent authority shall be after verifying the fulfillment of the conditions stipulated in the law.

Those who work in educational centers must meet the following conditions:

- ① Must not be under 18 years.
- ② Must have the qualifications and meet the conditions required to occupy the job.
- ③ Must be of good reputation and good conduct.
- ④ Has not been convicted of a final verdict in a crime involving moral turpitude or honesty, even if has been rehabilitated.
- ⑤ Has not been dismissed from service by a court ruling or a final disciplinary decision, unless at least one year has passed since its issuance.
- ⑥ Must provide proof of medical fitness with the knowledge of the competent medical authority in the Supreme Council of Health.

The Minister may, by his/her own decision, add any conditions he/she deems necessary, in accordance with the requirements of the public interest.

Qatar Spearheads Higher Education

The *Ministry, through its supervision of higher education in Qatar and through its competence, issues licenses for the establishment of private higher education institutions and considers applications from various authorities. It adopt a set of academic procedures and standards to facilitate the process for thoes who wish to establishing higher education institutions in Qatar.*

The Ministry has adopted both the Manual of Licensing Procedures for Higher Education Institutions and Programs and the Manual of Licensing Standards for Higher Education Institutions and Programs to simplify the procedures and overcome the difficulties that may face those wishing to establish higher education institutions in Qatar. This is done by providing advice and guidance in the initial stages of projects and continuous support during the initial stages of establishment, a higher education institution is up and running.

The manuals of procedures and standards are meant to found a system that facilitates things for those wishing to establish higher education institutions. Licensing procedures are simplified, and the difficulties they may face will be overcome without compromising the provision and management of high-quality academic programs that provide high-potential outputs on the academic and practical side, thus contributing to the advancement of Qatari society.



The Ministry also aims, by adopting these standards, to encourage investment and expansion in the establishment of private higher education institutions, which will contribute to diversifying the fields of higher education available in the country and increases the rate of enrollment in higher education to serve all members of society, in addition to expanding the scope of partnership between private and public sectors.

Public Higher Education Institutions

- ① Qatar University
- ② Community College of Qatar
- ③ Qatar Aeronautical Academy
- ④ University of Calgary in Qatar
- ⑤ Doha University of Science and Technology
- ⑥ Qatar Finance and Business Academy in cooperation with Northumbria University
- ⑦ Qatar Leadership Center in cooperation with Georgetown University
- ⑧ Ras Laffan Emergency and Safety College in coordination with the University of Central Lancashire
- ⑨ Qatar Olympic Academy in cooperation with the University of Lleida, Spain
- ⑩ The Rule of Law and Anti-Corruption Center in cooperation with the University of Sussex

Licensing and Accreditation Procedures:

The procedures for licensing higher education institutions in the State of Qatar are carried out through five basic stages:

A / the stage of submitting a license application.

B / the stage of submitting a feasibility study.

C / Obtaining the initial approval of the Ministry of Education and Higher Education on the application and starting implementation procedures.

D / Obtaining the Ministry's approval to announce the institution and enroll student after ensuring that the licensing criteria are met and submitting all the required documents.

E / Obtaining the final approval of the license and the issuance of the decision of the Minister of Education and Higher Education regarding the final license and the actual start of the study in the proposed institution after site inspection and meeting the administrative and teaching staff and fulfilling all criteria and conditions.

A/ Steps for Applying

The founders or their representatives approach to the Department of Higher Education Institutions Affairs at the Ministry to submit an application for licensing and fill out the relevant form. The founders are given a copy of the licensing and accreditation criteria for higher education institutions in the State of Qatar and a copy of the licensing and accreditation procedures manual.

Required Data and Documents:

A letter should be addressed to the Director of the Department of Higher Education Institutions Affairs in the Ministry, containing name of the institution, its physical address and the motives of its establishment.

Names of the founders and their bios.

For natural persons, a copy of identity card, passport and criminal record shall be attached.

For legal persons, a copy of the company's contract and the partners' criminal records shall be attached.

Data certificates from the commercial register of companies.

The mission and objectives of the educational institution and the programs offered.

Acknowledgment of the company's capital and financial support for the institution.

A document of pledge from the founders not to withdraw from the project of establishing a higher education institution before it starts business operation.

All information and documents related to the nature of the academic partnership with the mother university, if available at this stage.

Licensing fees of five thousand Qatari riyals and submission of a bank guarantee in favour of the Ministry of Education and Higher Education the amount of which is determined according to the size of the institution and the educational programs offered.

Submission of a feasibility study

The university or higher education institution to be licensed must submit a feasibility study by an accredited think tank or an international advisory institution with experience in higher education institutions. The institution is obligated to submit a feasibility study after application is accepted by the Ministry of Higher Education Affairs.

The feasibility study contains the following:

Institutional and Academic Requirements

Investment analysis study and financial cost

Study and analysis of development and labour market requirements

C/ Obtaining approval of the Ministry of Education and Higher Education

The Department of Higher Education Institutions at the Ministry evaluates and reviews the feasibility study and documents submitted by the institution and conducts any interviews and consultations about them, and then one of the following decisions is taken:

- ① Approval of application, feasibility study and a technical recommendation to grant a conditional license shall be submitted to His Excellency the Minister of Education and Higher Education.
- ② The application is rejected in writing and the Ministry may or may not state the reasons that led to the rejection.
- ③ Putting the decision on the application on halt and requesting the institution to provide more quality guarantees and meeting licensing and accreditation standards.
- ④ The institution may appeal the rejection decision to the Minister of Education and Higher Education within a period not exceeding one month from the date of rejection of application.

d) Conditions and requirements for final approval and commencement of studies:

Before the beginning of the first academic year at the Higher Education Institution, the Department of Higher Education Institutions Affairs in the Ministry conducts a field visit to the institution's site to meet the administrative and academic staff there, and inspect the facility, installations and the applicant. These documents contain the following:

First Official documents:

- ① The commercial register issued by the Ministry of Economy and Commerce in the State of Qatar.
- ② Affiliation certificate to Qatar Chamber of Commerce
- ③ A detailed implementation plan for facilities and buildings within three years from the start of study.
- ④ Proof of depositing the founders' cash shares from the paid-up capital in one of the banks in the State of Qatar for in favour of the higher education institution.
- ⑤ Documents related to securing public safety conditions, and private exits in case of emergency in accordance with the conditions approved by the civil defense in the country.

Secondly: Academic partnership documents with the partner university

- ① An official document proving the academic partnership with the mother or partner university.
- ② All documents related to academic accreditation and quality assurance.
- ③ A copy of the awarded academic degree certificate approved by the parent or partner university.

Third: Documents related to teaching staff, academic programs and curricula:

- ① Curriculum vitae of teaching staff.
- ② Details of academic programs and courses.XXX
- ③ The number of theoretical and practical teaching hours for each module.
- ④ General objectives of the courses.
- ⑤ Description of the modules of study.
- ⑥ Teaching methods.
- ⑦ Evaluation methods.
- ⑧ Scientific sources and references.

Accreditation and license renewal procedures

Renewal of licensing and accreditation means the continuity of the Ministry of Education and Higher Education in recognizing the institution and ensuring that the quality of the educational programs offered and their compliance with the licensing and accreditation standards for higher education institutions in Qatar.

Procedures for accrediting new academic programs

The licensed institution may not add new academic programs without the approval and accreditation of the Ministry of Education and Higher Education. The new academic programs are approved according to the following steps:

- ① The institution submits a letter to the Director of the Department of Higher Education Institutions containing the name of the new academic program that it intends to add and the motives behind it.
- ② The institution submits a proposal or a detailed feasibility study for the new program covering all academic, economic and operational aspects of the program.
- ③ The Foundation submits all documents related to the new academic program, in addition to documents of partnership, academic accreditation and quality assurance.
- ④ The Higher Education Institutions Affairs Department studies the application and documents submitted by the institution and conducts a field visit to the site to inspect the requirements of the program, and then one of the following decisions is taken:
 - ❖ Approving the application to accredit the new program and a recommendation to grant accreditation is submitted to the Minister of Education and Higher Education to issue the appropriate decision.

Rejection of application in writing, stating the reasons that led to the rejection.

Putting the decision on the application on halt and requesting the institution to provide more quality guarantees and meeting licensing and accreditation standards.

The institution may appeal the rejection decision to the Minister of Education and Higher Education within a period not exceeding one month from the date of rejection of application.

NB: Those interested can view the following documents to learn about the procedures and criteria for licensing higher education institutions and programs. Please contact the Higher Education Institutions Affairs Department by phone 44044940 or e-mail: s.alsayed@edu.gov.qa for further inquiries

<https://www.edu.gov.qa/en/Pages/higheredudefault.aspx?ItemID=134v>

» Health Sector ... Starting at a Solid Step

The *health sector has made great strides since the fifties of the last century, as citizens and residents of the State of Qatar enjoy advanced health care services. Hamad Medical Corporation (HMC) is the leading non-profit healthcare provider. Founded in 1979, HMC operates five specialized hospitals and 24 primary health care centers.*

Huge Investments

Over the past years, most of the Arab Gulf states have directed huge investments into the health care sector, in a new path to diversify their economies and reduce the dependence of their budgets on crude oil revenues.

The Gulf countries, especially Saudi Arabia, Qatar and the UAE, have succeeded in becoming an important destination for local and foreign investments in the medical sector. At the same time, they have become a destination for medical tourism, especially from Arab and regional countries.

The health care sector is one of the fastest growing sectors in most of the Arab Gulf countries. This is clearly evident in the increase in the number of hospitals, clinics and hospitalization centers with their various specialties.

The rate of spending on the health care sector in the Gulf region increased from \$60 billion in 2013 to \$76 billion in 2019 and \$89 billion in 2021.

The average spending of Qatar in the health care sector is estimated at QR22.7 billion (\$6.23 billion) annually, making it the first country in the region in terms of investment in the health sector.

In 2021, Consultancy Me International stated: "Qatar has been able, since the 1990s, to make remarkable leaps in the healthcare system".

The company stated that Qatar was able to increase its health performance by 20% in terms of the population age and the burden of disease, which contributed to turning it into a destination for medical tourism.

For its part, GS International Consulting stated: "The strong performance of the health sector in the State of Qatar is a natural result of the well-known social and economic image, in addition to its generous spending by injecting huge investments in the field of health care."

The company stated, in a recent report, that per capita spending on health care is still generally higher compared to European countries.

Qatar ranked 10th in the Arab world and 39th globally in the ranking of the best international medical tourism destinations, according to the report of the International Center for Healthcare Research issued in May last year.



New health facilities

With the opening of new health facilities, this year the number of hospitals affiliated with HMC increased to 14. Thus the health care system now includes a number of the most advanced medical technologies in the world. The number of primary health care centers in the public sector has also increased to 28 affiliated to the Primary Health Care Corporation and 4 other centers run by the Qatar Red Crescent. The Ministry of Public Health has also prepared the National Health Security Plan which will enhance the application and commitment of the State of Qatar to the International Health Regulations, with the engagement of the World Health Organization and partners in the health sector, while seeking to add a number of precautionary and complementary plans to the national framework for health emergencies. Governmental health institutions include:

- ▶ Hamad Medical Corporation
- ▶ Sidra Medical and Research Center
- ▶ Al Khor General Hospital
- ▶ Rumaila Hospital
- ▶ Al Wakra General Hospital
- ▶ Women's Hospital
- ▶ Cuban Hospital

In addition to many private health institutions available in various regions of the country, private health institutions include:

- ▶ Al Ahly Hospital
- ▶ Al Emadi Hospital
- ▶ Doha Clinic Hospital
- ▶ American Hospital
- ▶ Turkish Hospital

In addition to many health centers available in all regions of the country

Health insurance ... New investment horizons

The new health insurance system will greatly encourage businessmen to invest in the private health sector, given the expectations of an increase in demand after it is designated to receive residents, who are of course a very large segment in the country, which will create more opportunities for such investment. The matter will not be limited to the establishment and founding of private hospitals and health centers only, but will also include acquisitions by investors who see the private health sector as a promising field for work and profit. The government has been keen to encourage investors and provide incentives and facilities to move forward in this field.

It focused on simplifying the issuance of licenses, and that the new health insurance system will also push the already existing centers and hospitals to expand, whether in clinics and services, or in the opening of new departments and branches for the already existing facilities. The new situation has become a great incentive for investors to invest in private medical sector due to the great demand for the services, given the expected expansion in this sector with the implementation of the new system. Private medical sector also contributes to the growth of health sector in the country and supports the health system by alleviating pressure on government sector. Investment laws in the country encourage local and foreign capital to pump more investments into private health sector.

Increasing investments in private sector and opening more new centers, hospitals and health centers will expand the base of services and provide many alternatives to the beneficiaries, and thus reduce the burden on patients by facilitating their access to services. At the same time, investors will reap the results of their investments in this sector by gaining many expected profits in light of the demand for services.

The Qatari market is promising and can assimilate more new companies and hospitals.

Growth of the pharmaceutical and medical devices sector

The results of the new law will not be limited to investment in the hospital sector only, but it is also expected that there will be greater popularity and activity for pharmaceutical companies, agents and partners of medical devices, because they represent an important part of private health sector. They also play a major role in serving patients and providing the services necessary to help centers and hospitals perform their roles. The Qatari market is profitable and promising for all investors, and with the implementation of the new system, there will be more demand for services, which are the main motivating factor for businessmen and investors to enter this field.

Steps and requirements for investment and the establishment of a private hospital

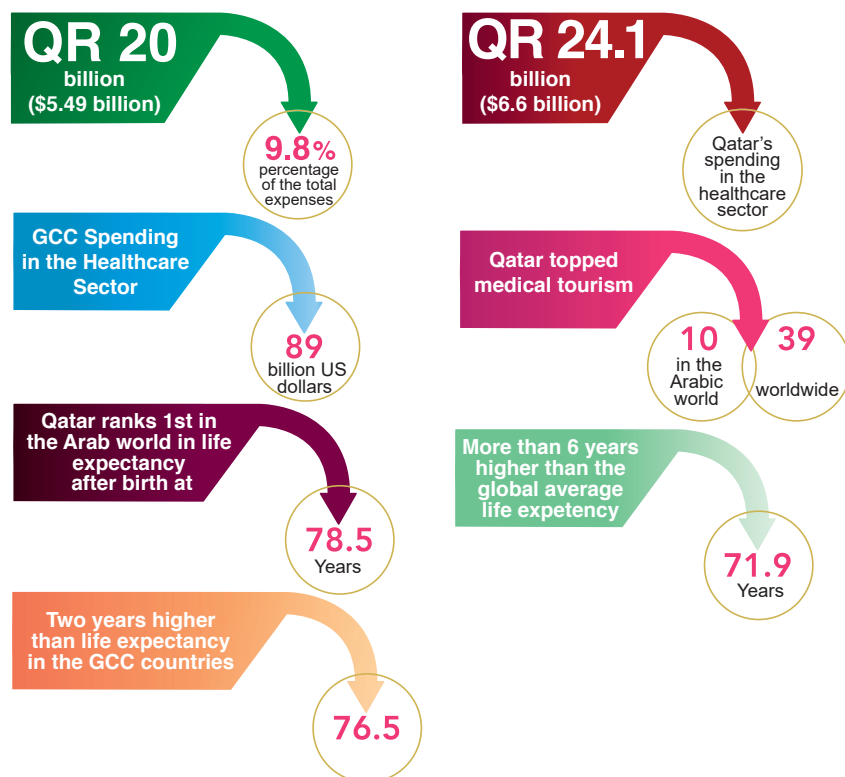
Healthcare investors can apply to the Department of Licensing and Accreditation of Healthcare Facilities at the Ministry of Public Health to license a health facility in an existing building.

- ▶ to download and fill out an application form, then print it out and submit it to window (11) on the ground floor of the Ministry of Public Health.

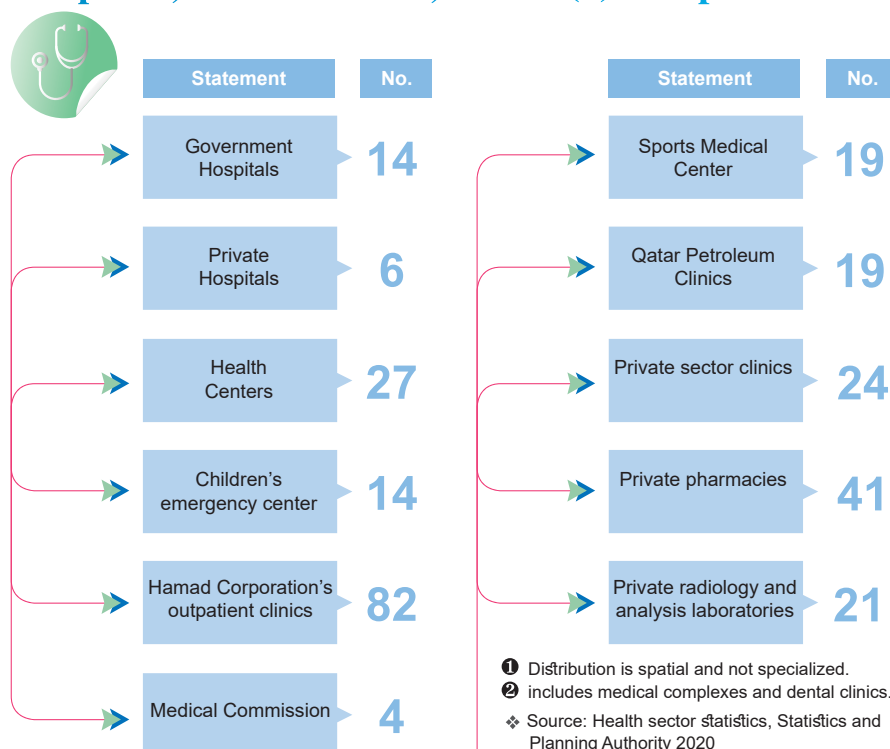
Attach the following documents:

- ▶ A copy of the owner's ID card
- ▶ A copy of the trade license
- ▶ List of medical services available (Word file)
- ▶ A copy of the land ownership
- ▶ A copy of the lease contract (if any)
- ▶ A copy of the land contract or sale contract
- ▶ A copy of the municipality's approval of building
- ▶ Additional list of services offered (within the required attachments)
- ❖ Window (11) on the ground floor of the Ministry of Public Health building (See Google Maps).
- ▶ All information on the application form must be filled out electronically.
- ▶ Applications are submitted from Sunday to Thursday from 8:00 am to 12:00 pm.
- ▶ The receptionist selects the application number.
- ▶ Any incomplete or handwritten application will not be received.
- ▶ Please keep the application receipt.
- ▶ Please see the types of health facility classification in Form No. (6) contained in the attached lists.
- ❖ NB: This service is delivered free of charge.

The health sector's share of Qatar's 2022 budget.



Hospitals, health centers, clinics (1) and pharmacies in 2019



» Agriculture and Livestock Sector

The *agriculture and animal husbandry sector is rapidly rising on the global priority list, as a leading sector and the driving force behind the strength of any economy. It is the main supplier for food production, especially in light of the frequent fluctuations in supply chains, production systems and the expansion of the list of countries threatened with famine.*

In Qatar, the agricultural sector has expanded in recent years due to increased demand for food as a result of rapid population growth and government-backed initiatives, which aim to enhance food security in the country. These factors contributed to the expansion of the agricultural sector, which witnessed remarkable developments, such as the introduction of the Public-Private Partnership Law, comprehensive distribution channels and financial subsidies to encourage local production. Regardless of the arid climate in Qatar, the country adopts and uses sustainable and smart technologies on a large scale, including automated irrigation systems, and hydroponic and aquaponics, to enhance the quality and quantity of fruits and vegetables.

Regional Pioneer

In the Global Food Security Initiative Rating

Qatar has been rated as a regional pioneer in the Global Food Security Index

Self-sufficiency

In fresh poultry and dairy products

100% self-sufficiency in fresh poultry and dairy products

Qatar has been ranked as a regional pioneer in the Global Food Security Index

The agricultural system in Qatar (Note for the design here it is possible to put the logo of each one of the system)

Ministry of Municipality and Environment

Hassad Food Company

The State of Qatar, under the directives of His Highness Sheikh Tamim bin Hamad Al Thani, the Emir of the State of Qatar

the agricultural sector is of great importance as it is the sector entrusted with achieving food security, and because it is one of the most important priorities of the State currently and in the future. As a result of this growing interest, the agricultural sector in Qatar, both plant and animal, has made great strides on the path of sustainable development and achieving self-sufficiency, especially after allocating an annual subsidy to this sector to the tune of QR70 million over the next five years. This aims

to stimulate agricultural, animal husbandry and fish production as well as to market agricultural products.

The agricultural sector enjoys social importance in the policies and directions of the State of Qatar, given its social and economic dimensions. It has been given more attention, so that its contribution to the domestic product has become significant and is appreciated.

The global food security index can be adopted as a base of measurement and evidence that the country is moving in the right direction, as Qatar ranked first in the Arab world in this field, and ranked 22nd globally.

Agricultural Production

The local production of vegetables has witnessed a qualitative leap during the past years, achieving an increase of 100% during the past three years compared to previous years. The local production of vegetables in 2021 reached about 102 thousand tons, compared to 55 thousand tons in 2017. Thus, the self-sufficiency rate in locally grown vegetables increased from about 20% in 2017 to reach about 46% in 2022. This is an increase of about 130 percent, given that the target percentage is 70%.



The percentage of self-sufficiency in red meat reached 18% and the target is 30%, while fresh poultry reached 100%, thus achieving the target percentage and the same in dairy and its derivatives, while the self-sufficiency rate of table eggs increased from about 14% in 2017 to reach About 36% in 2022, an increase of more than 157%. It is expected that end of this year will witness the achievement of the self-sufficiency rate of this product recommended by the National Food Security Strategy, which is to cover domestic demand by 70%.

The area planted with vegetables has reached about 2766 hectares, which clearly indicates the significant growth in annual production rates. The total utilised area has reached about 141580 hectares, which is divided as follows: Single exposed vegetable crops 18,974 hectares, open-laden vegetable crops 493 hectares, protected vegetable crops 5564 hectares, single seasonal field crops 2563 hectares, loaded seasonal field crops 1239 hectares, single perennial forage crops 73559 hectares, perennial forage crops loaded 2023 hectares, permanent crops (Fruit), buildings 10.123 hectares, and the arable areas, according to last year's statistics, amounted to about 298,695 hectares, while the number of greenhouses reached about 13,601 homes at the end of 2021.

Smart Technology in Agriculture

What is remarkable in the Qatari agricultural scene is the empowerment and consolidation of smart technology tools in agriculture. Qatari farms use modern (protected) farming systems. The Ministry has distributed 2436 ordinary greenhouses, in addition to distributing 1,712 refrigerated houses, 100 houses dedicated to modern hydroponics, and 100 rooms for drying dates to improve quality.

The Ministry also concluded a contract with the "Masseel" company, which is affiliated with "Hassad" company, in order to provide agricultural services to farmers with the aim of improving the quality and speed of providing these services, including plowing and other agricultural operations, as well as providing various agricultural production inputs such as seeds, fertilizers, pesticides and other requirements.

Animal Husbandry

As for the animal husbandry sector, this sector has achieved a great production boom in recent years. The self-sufficiency rate of milk and its products has increased from about 28% in 2017 to 100% in 2022, which means that the sufficiency rate has quadrupled during the last five years and achieved Full self-sufficiency in dairy and dairy products. Similarly, the State of Qatar was able to achieve complete self-sufficiency in fresh broiler chicken, after it increased from about 50% in 2017 to 100% in 2022. With regard to red meat, the State's self-sufficiency rate has increased from 13% in 2017 to about 18% currently, an increase of about 38%, as the National Food Security Strategy aims to achieve a self-sufficiency rate estimated at 30% in the year 2023. In this context, the Ministry proposed (8) Strategic projects for raising and fattening local sheep and goats on private sector companies, with the aim of achieving the self-sufficiency rate targeted in the national strategy for food security.

Fisheries

With regard to the fisheries sector in the State of Qatar, given the importance of preserving the fish stock in the country and not depleting it through increasing marine fishing, it has given special importance to fish farming projects as the appropriate way to increase fish production without affecting the stock. It also opened the Water Research Center in Ras Kitchen, Which is one of the important productive research centers supporting the field of fishery in the country

It has now reached 80% self-sufficiency, and it is expected that this percentage will reach 90% within two years, with plans to increase production, as well as fish farming projects, including floating cages projects.

There is currently a strategic project in the country for fish farming that is being implemented by a private sector company, and another project for shrimp farming. The two projects are expected to contribute to achieving self-sufficiency rates targeted in the national strategy for food security, which currently stands at 72%, given that the total number of animal husbandry has reached 1507543 heads, including 108,749 camels, 42,139 cows, 418,525 goats and 938,130 heads of sheep. The number of operating fisheries reached five, while the 211 estimated bee farms included about 7,313 hives.

Statistics

The latest statistics show the great development of agricultural production, and according to the agricultural census of 2021 - announced by the Ministry of Municipality, 13,601 greenhouses on farms in 352 farms are using coolers.

The areas of unrefrigerated greenhouses increased to 220 hectares in 2022, which in turn led to an increase in their production from 17000 to 20000 tons, while the production of vegetables in open lands increased from 33000 tons.

With regard to the production of milk and its derivatives, according to the latest statistics, it reached 500 tons per day in 2022, covering 83% of local consumption, compared to the production of 154 tons per day in 2017, with a self-sufficiency rate of 24%.

Fresh Poultry

As for fresh poultry, its production before the blockade amounted to 30 tons per day, with a self-sufficiency rate of 50%, while it has now reached 59 tons, covering 98% of local consumption.

Noticeable increases included agricultural production, both plant and animal, as well as table eggs, where production increased from 11 tons in 2017, representing 14% of self-sufficiency, to 19 tons, representing 24% of self-sufficiency. These high percentages of Qatari agricultural production confirm that the current situation of basic agricultural commodities and products is very reassuring, with ambitious plans to increase them, to reach 100% in the coming period, within the framework of the agricultural sector strategy of the Ministry of Municipality and Environment.

Qatar Farms Program

Within the framework of the State's efforts and directions to work to help the Qatari agricultural product and solve the problems it faces, coordination and cooperation has been established between the Ministries of Municipality and Environment, and Economy and Trade to launch a new program called Qatar Farms to market Qatari vegetables in consumer complexes. The idea is to avail opportunity to Qatar farmers to showcase their first-class products in consumer complexes with high quality and at reasonable prices for the consumer without an intermediary, and without the farmer paying any financial commissions for that, provided that these vegetables are sold in the complexes by the retail weight system, given that the program was launched in a number of consumer complexes in the country.

The latest statistics of the agricultural sector at the Ministry of Municipality and Agriculture show the importance of marketed vegetables in the Qatar farms program, as various types of vegetables were marketed to consumer complexes that are participating in the program.

Qatari vegetables that were marketed in the consumer complexes that are participating in the Qatar Farms Program represented 64% as an average of all types of vegetables offered in consumer complexes, compared to only 36% for imported vegetables, given that before the program, the percentage of local vegetables in the complexes did not exceed 5%.

Among the gains are the rehabilitation of a large number of Qatari farms, which reached 105 that can supply their production of high-quality vegetables to consumer complexes on a daily basis, and many farms have also purchased refrigerated transport vehicles to transfer production to consumer complexes, which is positively reflected in the low percentage of loss and damage of local vegetables to the minimum possible.

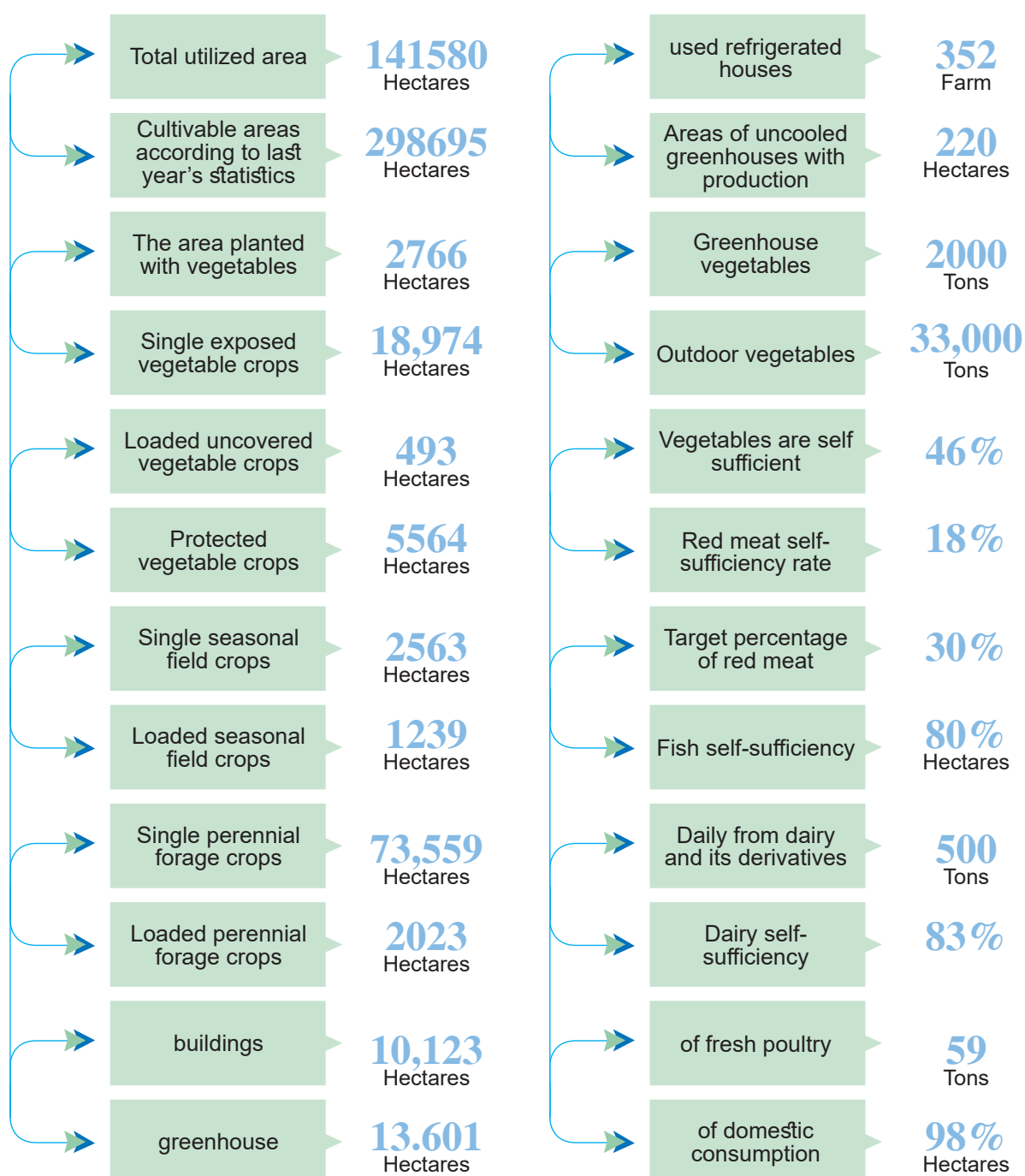
Sustainable National Agriculture

The Agricultural Research Department of the Ministry of Municipality revealed the development of a new farming method, the first of its kind, that combines several agricultural methods. It is called Sustainable National Agriculture for its contribution to achieving sustainable food security in Qatar, by adopting a method based on local resources.

Investment Projects for Food Security

Within the framework of efforts to achieve self-sufficiency in agricultural products and commodities, the Ministry adopts several targeted initiatives in this regard, such as introducing strategic projects to achieve food security by providing opportunities for private investors in the agricultural field, including the launch of four large strategic projects for the production of vegetables with an area of one million square meters per project.

These initiatives also include the launch of a number of investment projects to produce green fodder with treated wastewater, in order to preserve groundwater and not deplete it. A new project for fish farming in floating cages with a production capacity of 2000 tons of fish annually has been presented. There are other similar innovative projects in the field of Food security in the context of achieving the comprehensive national strategy for food security.



Some agricultural companies in Qatar

Water Valley

Water Valley is an innovative agricultural technology company specializing in the production of mineral water from the humidity of the air. It recently signed a Memorandum of Understanding with the Investment Promotion Agency to provide innovative technologies to Qatar's agricultural industries in order to produce high quality irrigation solutions while reducing water wastage. Prior to the establishment of this project, Wadi Water Company had been distributing and testing atmospheric water generators in Qatar for several years and was looking for areas to apply this technology with maximum benefits to both the environment and the people of Qatar.

Mahaseel for Marketing and Agricultural Services

Founded in 2018, Mahaseel for Marketing and Agricultural Services is a private company wholly owned by Hassad Food Company. Its mission is to enhance productivity and increase local agricultural production, in order to enhance the country's self-sufficiency efforts. The company supports private sector, by marketing the products of local farmers, as well as providing many other services required, related to agriculture.

Baladna

Baladna is a 100% Qatari company, and one of the largest farms in the region. It is spread over an area of 2.4 million square meters. It has the capacity to house up to 24,000 cows in a comfortable environment with good conditions that allow it to reach its optimum production capacity without much effort. The farm offers a model of fresh food and nutritional value. Cows are milked daily using the most advanced rotary milking system to provide a wide range of dairy products. Furthermore, the farm is open to the public and contains a range of restaurants, children's play areas, and a zoo.

Procedures for obtaining a permit to import vegetables and fruits

- ❶ Print out application form 02-PP-AAD-F on the ministry's website and fill it out to specify the items and quantities and attach the following documents:
 - a). A copy of the commercial register.
 - b). A copy of the ID card.
 - iii. A copy of the establishment's registration indicating the authorized signatories.
 - c). An undertaking.
- ❷ Send the application via e-mail to: qa.gov.mme@importrequests From the 1st to the 20th of every month.
- ❸ Issuing permits for applications that meet the conditions.
- ❹ Send the approved declaration by e-mail.
- ❺ In the event that the application that does not meet the conditions is rejected, the applicant will be notified by e-mail.

Link to the import permit application form on the Ministry's website:

<https://www.mme.gov.qa/pdocs/cview?siteID=1&docID=13589&year=2018>



» Tourism Sector... Qatar is the Land of Tourism Investment Opportunities

Qatar

The World Travel and Tourism Council expects Qatar to receive 6.24 million tourists by 2028, with spending on the sector reaching 102.7 billion Qatari riyals, an increase of 9.1 percent annually until 2028.

The data of the National Tourism Council indicate that the incentives for investment in tourism are represented in a package of facilities provided by the State to investors in addition to the great return achieved in the sector, especially since the State of Qatar enjoys a strategic geographical location that allows easy access to it from various countries of the world. This is in addition to the country's rapid economic growth and the comprehensive tourism and cultural offers, as well as the government's focus on supporting the tourism sector, hotels and high-level facilities that provide opportunities to host the best events in the world, such as the 2022 World Cup. The local high income that provides high purchasing power enhances the appetite for domestic tourism, in addition to exempting citizens of 88 countries from entry visas into Qatar as well as the global best performance of both Qatar Airways and Hamad International Airport.

Incentives and Investment Opportunities



Qatar appears to be the land of investment opportunities in the tourism sector as a result of enjoying a rare competitive advantage availed to investors; to become among the first pioneers of a fast-growing market. In addition to supporting investment, the Qatari government intensifies its efforts to attract foreign investments. To that end, it offers incentives and new forms of facilities for foreign business owners, in addition to establishing a department to coordinate between local and international investors on the one hand and government agencies on the other hand. The authorities in charge are also working hard on developing a new licensing system that will speed up the licensing process for tourism companies. Qatar also provides foreign investors with a stable investment environment, especially with Qatar already investing nearly \$200 billion in the infrastructure that supports the tourism sector, through projects including Hamad International Airport, Qatar Rail Project, Msheireb Downtown Doha Project, Qatar National Museum and Hamad International Airport. The leadership of the tourism sector in Qatar is also working with the competent authorities to develop data that will enhance Qatar's openness to tourists and investors in the tourism industry.

Among the incentives provided by the government to foreign investors under the Foreign Investment Law is the allocation of land for business activities under long-term lease contracts of up to 50 years, as well as exemption from income tax for up to 10 years in some sectors and permission to import necessary materials from for investment projects, in addition to many of the incentives that we discussed in the first chapter of this book, for further details.

Hotel sector

One of the reasons that promote the tourism sector in Qatar to be the best destination for investment is that Qatar ranked second in the Middle East and North Africa and 51st globally in the Travel and Tourism Competitiveness Report issued by the World Economic Forum “Davos”, which includes 140 countries. This means Qatar has surpassed 89 countries around the world, and Qatar has a thriving hospitality sector. With its huge infrastructure, luxury hotels and resorts and charming nature, Qatar Tourism announced the opening of 50 hotels before the World Cup, where 3.1 million hotel nights were sold until June 2022, while the supply of rooms is steadily increasing, as it recorded 30 thousand rooms until mid-March. 2022. The tourism strategy set by the State aims to increase the number of visitors to six million visitors annually by 2030.

Application for a Tourist License for a Hotel Establishment

Entities may submit an application to Qatar Tourism to issue a tourism license for a hotel establishment under classification.

Online Application:

- ▶ Log into the Qatar Tourism e-services portal using the login credentials of the National Authentication System “Tawtheeq”.
- ▶ Details of the basic data of the hotel establishment.
- ▶ Entering the organizational structure of the hotel establishment and adding the data of the General Manager.
- ▶ Enter basic facility data.
- ▶ Attach the following documents:
 - ▶ A copy of the trade license
 - ▶ A copy of the commercial register
 - ▶ A copy of the building completion certificate
 - ▶ A copy of the civil defense certificate
 - ▶ A copy of the security systems certificate
 - ▶ A copy of the establishment's registration
 - ▶ A copy of the general liability insurance policy
 - ▶ A copy of the establishment's insurance policy
 - ▶ Copy of proof of registration in the Performance Statistics Program (STR)
- ▶ Acknowledgment of the validity of data, and submission of the application for validation.
- ▶ Payment of the prescribed fees after approving the application.

Submission of Application in Hardcopy

- ▶ Visit the "Qatar Tourism" service counter.
- ▶ Submit all the required documents mentioned above.
- ▶ Pay the prescribed fees.

Service outlets

- ▶ The main office of "Qatar Tourism" (see Google Maps)

Additional information

- ▶ Applicant must be related to the commercial registry from one of the relationships (owner - partner - authorized signatory)



- ▶ There must be no other open application of the same type.
- ▶ The validity of the commercial register of the establishment must be at least one day on the day of submission.
- ▶ The business license of the facility must be valid for at least one day on the day of submission.
- ▶ The required commercial activities must be on the commercial register and commercial license.
- ▶ The validity of the establishment's registration for must be at least one day on the day of submission.
- ▶ The validity of the civil defense certificate must be at least one day on the day of submission.
- ▶ The security systems certificate must be valid for at least one day on the day of submission.
- ▶ Insurance policies must be valid for at least one day on the day of submission.
- ▶ The ID card of the applicant must be valid at the time of application.
- ▶ The directors' ID must be valid at the time of application.
- ▶ The tourist license must be valid for five years.

The prescribed fee is QR500.

Economic Return

The economic research company "Capital Economics" expected that the State of Qatar will succeed in achieving a huge economic return of more than 7 billion dollars through tourism only in the World Cup Qatar, which will contribute to achieving great momentum for the Qatari economy in the last quarter of 2022.

The company confirmed, in its latest report, that the World Cup in Qatar will contribute to enhancing the economic, commercial and tourism movement, through increased investment and increased consumer spending, especially by tourists.

It stressed that Qatar is on a date with a huge return on tourism spending during the tournament, as ticket sales indicate that about 1.5 million tourists will go to the World Cup in Qatar. Each visitor for ten days will spend approximately \$500 per day, the spending per visitor will reach \$5,000. Hence, the total additional tourism spending would be about \$7.5 billion - equivalent to about 6% of the GDP.

Application to issue a tourist license for a tourist facility

It should be noted here that what enhances Qatar's tourism attractiveness is the presence of a high local income that enhances domestic tourism, as the State of Qatar ranked first globally and in the Arab world among the richest countries in the world, with an average per capita income of a Qatari citizen of 166.79 thousand dollars annually. It is also possible to benefit from the current strengths that Qatar enjoys in the business tourism sector, and more attention has been directed to diversifying the exporting markets for tourism, reaching new geographic areas, and

strengthening the meetings, incentives, conferences and events sector.

The type of investments needed by the tourism industry in Qatar varies, especially with the status of Qatar, which is a global center that is proud of its deep-rooted cultural roots. Qatar presents a collection of investment areas such as resorts and tourism services. The following areas can also be the focus of tourism investment: sports, culture and heritage as well as urban and family events. It can also include business events, sun, beaches, health and well-being, nature and education, tourist accommodations, leisure and entertainment, health and well-being, gastronomy, sports and entertainment, transportation services, exhibition and conference services and business events.

Entities may submit an application to Qatar Tourism to issue a tourism license for a tourist facility, in accordance with the rules and requirements associated with it. A tourist license is valid for five years. Tourist facilities include the following types:

- ▶ Recreational facility
- ▶ Mall - commercial complex
- ▶ Tourism agency
- ▶ Tourist guide office
- ▶ Specialist club
- ▶ Tourism events and festivals organizing office
- ▶ Tourist transportation office
- ▶ Time-sharing office

Online Application



- ▶ Log into the "Qatar Tourism" e-services portal using the login credentials of the National Authentication System "Tawtheeq".
- ▶ Go to "My Accounts".
- ▶ Preview the selected tourist facility.
- ▶ Choose the desired service from the list of services (on the right of the page) and fill in the required details.
- ▶ Attach a copy of the following documents:
 - ▶ CV of the General Manager
 - ▶ Commercial license
 - ▶ Commercial Register
 - ▶ Property title deed or facility lease contract
 - ▶ Civil defense certificate for the tourist facility (in case the facility is a sub-type of entertainment city)
 - ▶ Certificate of security systems for the tourist facility (in case the sub-type of the facility is an entertainment city)
 - ▶ Operational training certificate (only if the facility sub-type is an entertainment city)
 - ▶ Game safety certificate (in case the facility sub-type is an entertainment city)
 - ▶ Electrical connections disclosure certificate (in case the sub-type of the facility is a recreational city and temporary)
 - ▶ Games price list (in case the establishment sub-type is a recreation city)
 - ▶ Facility Registration
 - ▶ Entertainment city scheme (only if the sub-type of the facility is an entertainment city)
 - ▶ General liability insurance policy

- ▶ Acknowledgment of the validity of data, and submission of the application for validation.
- ▶ Payment of the prescribed fees after approving the application.

Additional information

- ▶ Applicant must be related to the commercial registry (owner - partner - authorized signatory)
- ▶ There must be no other open application of the same type.
- ▶ The validity of the commercial register of the establishment must be at least one day on the day of submission.
- ▶ The business license of the facility must be valid for at least one day on the day of submission.
- ▶ The required commercial activities must be on the commercial register and commercial license.
- ▶ The validity of the facility registration must be at least one day on the day of submission.
- ▶ The ID card of the applicant must be valid for at least one day on the day of submission.
- ▶ The directors' ID must be valid for at least one day on the day of submission.

Fee

The prescribed fees are calculated according to the type of activity as follows:

- ▶ Recreational facility: QR 25,000
- ▶ Specialized club: QR 45,000
- ▶ Mall: not specified
- ▶ Organizing a Tourist Event or Festival: not specified
- ▶ Sea transportation: QR 15000
- ▶ Air Tourist Transportation: QR 15,000
- ▶ Tourism Guide: QR 1000
- ▶ Domestic tours: QR 12500
- ▶ Foreign Tours: QR 22500
- ▶ Internal time sharing: Time-sharing office: QR 5000
- ▶ Internal time sharing: Non-office time sharing: QR 2500
- ▶ External time sharing: QR 500000

Application for a Tourist License for a Business Events Organizing Office

This service allows those offices organizing business events to submit an application online to "Qatar Tourism" to issue a tourism license and to know the necessary details of work rules and related requirements. It is allowed to add any of the following activities:

- ▶ Organizing business events and equipment for the creation of exhibition stands.
- ▶ Supervising the operation and management of business events.
- ▶ Providing general services, marketing services and facilities to exhibitors.

Online Application

- ▶ Log into the "Qatar Tourism" e-services portal using the login credentials of the National Authentication System "Tawtheeq".
- ▶ Go to "My Accounts" and view the
- ▶ selected tourist facility.
- ▶ Choose the desired service from the list of services (on the right of the page) and fill in the required details.
- ▶ Attach the following documents:
 - ▶ A copy of the trade license
 - ▶ A copy of the commercial register
 - ▶ A copy of the establishment's registration
 - ▶ A copy of the lease contract or title deed
 - ▶ A copy of the general liability insurance policy
 - ▶ CV of the General Manager
- ▶ Acknowledgment of the validity of data, and submission of the application for validation.
- ▶ Payment of the prescribed fees after approving the application.
- ▶ Applicant must be related to the commercial registry from one of the relationships (owner - partner - authorized signatory)
- ▶ The tourist license is valid for five years.
- ▶ There must be no other open application of the same type.
- ▶ The validity of the commercial register of the establishment must be at least one day on the day of submission.
- ▶ The validity of the business license of the facility should be one day on the day of submission.
- ▶ The required commercial activities must be on the commercial register and commercial license.
- ▶ The validity of the establishment's registration must be at least one day on the day of submission.
- ▶ The ID card of the applicant must be valid at the time of application.
- ▶ The directors' ID must be valid at the time of application.

The fee for issuance of a tourist license: It is the total fees for the activities specified on the application, which are as follows:

- ▶ Activity fees - organizing business events and equipment for the establishment of exhibition stands: QR 25,000
- ▶ Activity Fee - Supervising the operation and management of business events: QR 25,000
- ▶ Activity Fee - Provision of general services, marketing services and facilities to exhibitors: QR 50000

The steps and procedures required to open a (new) travel or air cargo office.

First:

Submit the application through the single window (Ministry of Commerce and Industry) to open a travel agency or a (new) air freight office, with a copy of the office lease contract and the owner's ID card.

Secondly:

After the site inspection, the applicant is given initial approval for a period of three months to provide us with all the necessary requirements, which are:

- ▶ Fill out the relevant form.
- ▶ A copy of the commercial register of the office. (after adding activity)
- ▶ A copy of the commercial license of the office. (after adding activity)
- ▶ A copy of the owner's ID card.
- ▶ A copy of the office lease agreement.
- ▶ An open-term bank guarantee of QR 200,000 (for the travel agency) or QR 100,000 (for the air freight office)
- ▶ The license issuance fee is QR 10,000.
- ▶ An engineering design for the office approved by one of the licensed engineering offices.
- ▶ Accident insurance policy covering the facility and warehouses (for air freight office only).

Third:

Issuance of the final license to practice the activity.

Instructions:

- ① The office shall annually renew the license at the specified date.
- ② The renewal fee for the main office license is QR 5,000, and for the branch, the license is QR 2,500.
- ③ Prior approval must be obtained from the General Civil Aviation Authority in the event of moving the office, changing manager, or adding a partner.
- ④ In the event of adding a new branch, the application must be submitted through a single window. After approval, we must be provided with a copy of the commercial register and the commercial license of the new branch, along with filling out the designated form, and paying the fees QR 2,500, and the license of this branch is affiliated with the license of the main office.
- ⑤ Trade name must be identical on all official papers.



» Construction Sector... A host of Projects beyond the World Cup

The *global construction sector is expected to reach \$14.41 trillion by 2030. In Qatar, the building and construction sector is witnessing its golden age, which is directly reflected in the optimism prevailing among real estate developers before the 2022 FIFA World Cup in Qatar and for the next stage.*

Qatar is witnessing the implementation of many public projects with the aim of developing infrastructure, transportation, education and health sectors, as the cost of completing these works is about QR 74 billion, according to a report by Al-Asmakh Real Estate Projects Company. Managed by the concerned authorities in the country, the large package of contracts related to the projects to be implemented during 2022 is the main axis that will enhance the growth process of the construction sector. The report indicated that the cost of completing public projects is estimated at QR 74 billion, and infrastructure projects have the priority of spending and the development of citizens' lands is the priority of spending. The report indicated that this reality that leads to the recovery of the building construction sector will continue in the coming years, coinciding with the trend of developers and real estate investors to expand their real estate investments in the coming years. The report added that the rate of government spending is one of the most important factors leading to the growth of the real estate sector, pointing out that there is strong competition in the contracting sector due to the huge sums of money that have been injected into infrastructure projects related to development projects. This is in addition to the transportation sector projects, the expansion of Hamad Airport and the maintenance of the former Doha International Airport for use in hosting the World Cup. Besides, there is also a focus on the education and health sectors, as the value of spending on education sector projects during this period is estimated at QR 17.8 billion, and about QR 20 billion for the health sector projects. The report added: These projects will create the opportunity for accompanying projects related to the real estate sector, and will reflect positively on the activity of the real estate sector through the development of real estate facilities such as housing, commercial complexes and multiple-use buildings. The volume of real estate trading in sales contracts registered with the Real Estate Registration Department at the Ministry of Justice continued to rise during the year 2022.

Economic Confidence

Investor confidence in economic policies and their ability to push the construction market in Qatar to reach its previous estimates of \$71.65 billion by 2025 gave a significant boost to the sector's continued growth. This growth rate is exceptional by all standards, to prove beyond any doubt the multiplicity of investment opportunities in Qatar, which is famous for having one of the highest rates of per capita income in the world, as a result of the Qatar National Vision 2030, which confirms the government's insistence on diversifying the sources of the economy away from its dependence on oil and gas sector. The construction and manufacturing sectors are among the main pillars of this diversification.

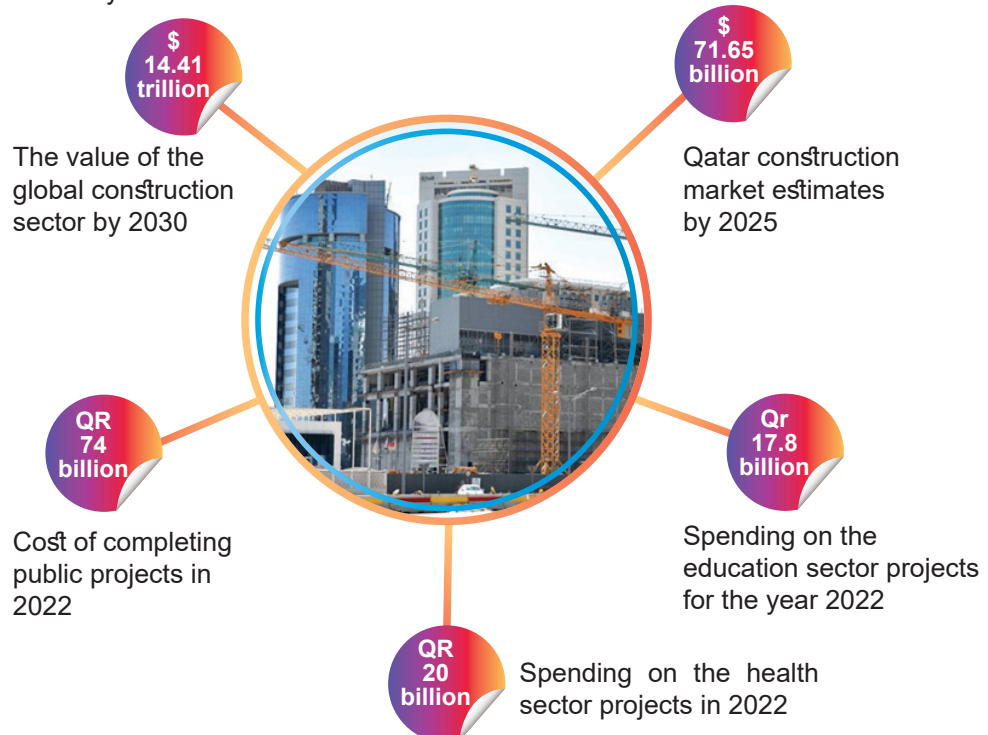


The boom in the construction sector in recent years was reflected in many aspects of modernization that we see throughout the country, and this prosperity is also supported by the surpluses in the State budget that financed public spending for four years. We see, for example, the rail project, new metro lines, the rapid expansion of the airport and the development of the road network, in addition to allocating more than 3 billion dollars to building new highways.

Preparing for World Cup

Of course, we cannot ignore the boom created by Qatar's hosting of the 2022 World Cup, since it has been awarded the honor of organizing this football festival in 2012. Since then, Qatar has witnessed an acceleration in the growth of the construction sector, and within years the construction sector became the largest non-oil sector in Qatar. The construction sector contributes about 15% to the GDP.

We are now witnessing the final stages of the construction movement related to stadiums and infrastructure facilities. Large and medium projects are continuing after the World Cup, such as finishing works on the projects that have been completed or adding accessories that constitute an added value to those projects, which creates opportunities for medium companies and helps to sustain the boom in the construction and contracting sector in Qatar. As a result, the construction business will continue to thrive even after World Cup. Investors will continue to be open to investment opportunities and make the most of them by working in Qatar for the next several years.



How to set up a construction company in Qatar?

Any foreign person or resident can open a company or project in Qatar, according to the Qatari Investment Law, which gives foreigners the right to own up to 100% of investment projects. This is according to simple terms and procedures. So, if you are thinking of establishing a sole proprietorship or a group and want to know what the terms of incorporation are, local investors may submit a request to the Commercial Registration and Licensing Department at the Ministry of Commerce and Industry to establish a limited liability company owned by one person, or a limited liability company of more than one person, according to the following steps:

Submission of application electronically

- ▶ Log in to the investor's electronic services by entering your username and password.
- ▶ Choose the company's trade name, and enter the basic facility data.
- ▶ Attach the following documents:
 - ▶ The Memorandum of Association, after printing it from the Ministry's website, filling it out and notarizing it from the Ministry of Justice.
 - ▶ A copy of the ID card of the owner, the applicant, and the authorized signatories.
 - ▶ Approval of the authorities concerned with commercial activities (if the activity requires prior approval).
- ▶ Review and confirm the summary of the application details.
- ▶ Pay the prescribed fees to issue the commercial registration and the Qatar Chamber membership.

Submission of Application in Hardcopy:

- ▶ Download and fill out the application form, then submit it to the public service employee at the Ministry of Commerce and Industry or one of its branches.
- ▶ Attach the required documents mentioned above.
- ▶ Pay the prescribed fees for the issuance of the commercial register and Qatar Chamber membership.

Service outlets:

- ▶ The main building of the Ministry of Commerce and Industry in Lusail City - First Floor (See Google Maps)
- ▶ All branches of the ministry are shown on its website.

Additional information:

- ▶ A booked trade name is required to obtain this service.
- ▶ This service is also available through the ministry's mobile application by selecting "public services", then "investor services", then "incorporation services" and then "establishing a limited liability company" and following the steps for applying online.
- ▶ You can view the service information page on the ministry's website.

The prescribed fees are as follows:

- ▶ Incorporation cost: QR 1500 + Activity Fee + Qatar Chamber Fee
- ▶ If the name is in a language other than Arabic: QR 1000

- ▶ If the name is a trademark: QR 1000

Application for establishing a limited liability company of more than one person

Local investors may submit an application to the Commercial Registration and Licensing Department at the Ministry of Commerce and Industry to establish a limited liability company from more than one person.

Online Application:

- ▶ Log in to the investor's electronic services by entering your username and password.
- ▶ Choose the company's trade name, and enter the basic facility data.
- ▶ Attach the following documents:
 - ▶ The Memorandum of Association, after printing it from the Ministry's website, filling it out and notarizing it from the Ministry of Justice.
 - ▶ A copy of the ID card of the partners, the applicant, and the authorized signatory.
 - ▶ Approval of the authorities concerned with commercial activities (if the activity requires prior approval).
 - ▶ Review and confirm the summary of the application details.
- ▶ Pay the prescribed fees to issue the commercial registration and the Qatar Chamber membership.

Submission of Application in Hardcopy

- ▶ Download and fill out the application form, then submit it to the public service employee at the Ministry of Commerce and Industry or one of its branches.
- ▶ Attach the required documents mentioned above.
- ▶ Pay the prescribed fees for the issuance of the commercial register and Qatar Chamber membership.

Service outlets:

- ▶ The main building of the Ministry of Commerce and Industry in Lusail City - first floor (see Google maps)
- ▶ All branches of the ministry are shown on its website.

Fee:

The prescribed fees are as follows:

- ▶ Incorporation cost: QR 1500 + Activity Fee + Qatar Chamber Fee
- ▶ If the name is in a language other than Arabic: QR 1000
- ▶ If the name is a trademark: QR 1000

Additional information:

- ▶ A booked trade name is required to obtain this service.
- ▶ This service is also available through the ministry's mobile application by selecting "public services", then "investor services", then "incorporation services" and then "establishing a limited liability company" and following the steps for applying online.
- ▶ You can view the service information page on the ministry's website.

» Consultancy Legislation and Ease of Business... Opening the Door for Legal Firms

Many *Many international companies in various disciplines choose the State of Qatar to be the headquarters of their services for several reasons. This includes the legislation that matches the highest international standards, ease of doing business, the competitive tax environment, especially in the field of cross-border business, available talents and unparalleled global digital and direct communications. Perhaps the most important aspect is the consistency of the ambitions of these companies with the Qatar National Vision 2030, which provides for the establishment of an advanced and sustainable society that provides its members with the finest livelihoods.*

Consulting companies of various specializations are among the most established companies in the State of Qatar. Therefore, decisions have been issued by the Council of Ministers as follows:

Cabinet Resolution No. (54) of 2014 setting the terms and conditions for granting licenses to global consultancy services centers with specialized expertise and their obligations.

For an entity to obtain a license, the following requirements must be met:

- ❶ Must have the specialized experience needed by the State.
- ❷ That the license of the head office in the country of origin is valid for the duration of its work in Qatar.
- ❸ At least fifteen years have elapsed since the establishment of the head office, during which it worked uninterrupted.
- ❹ The head office should have an international experience in the field of advisory services, by exercising its activities in at least three countries.
- ❺ To submit an undertaking issued by the head office to bear all the obligations arising from the entity's practice of consultancy services.

By a decision of the Minister after presentation to the Council of Ministers, the entity may be exempted from the two conditions stipulated in Clauses (3) and (4) of this Article.

The license applicant must submit evidence of the fulfillment of the previous conditions under official documents certified by competent authority in the country of the head office.

- The application for obtaining a license shall be submitted to the Department, on the form prepared for this purpose, accompanied by the supporting documents, and the Department shall record the application in a special register prepared for this purpose.

The license application form, the supporting documents, the record form and the

conditions and system of registration therein shall be issued by a decision of the Minister, based on a proposal by the Department.

- ▶ The Minister shall decide on the license application, after consulting the Department, within thirty days from the date of its submission. The lapse of this period without a response shall be considered an implicit rejection thereof, and the license shall determine the scope of the consultancy services that the entity may deliver.

A person whose application has been rejected may appeal to the Minister in accordance with the provisions of Article (5) of Law No. (10) of 2012 referred to.

- ▶ The term of the license shall be three years starting from the date of its issuance, and it may be renewed for a similar period/s.



Application for renewal shall be submitted within thirty days prior to the expiry of the license period, otherwise the license shall be considered expired, unless the licensee provides an excuse acceptable to the Department.

The fees for the license and its renewal shall be determined by a decision of the Minister.

- ▶ The Department prepares a register for the registration of the entities licensed to deliver global consultancy services, and the Department grants the licensed entity a certificate of registration.

- ▶ A decision of the Minister, based on a proposal from the Department, shall be issued by approving the registration form and registration certificate data.
- ▶ The entity may not continue to deliver the licensed consultancy services or accept new services after the expiry or cancellation of the license. However, the Minister may grant a grace period to the entity to liquidate its business based on his request.
- ▶ The entity may not waive the license, and shall abide by the provisions and controls stipulated in Articles (8), (9), (10), (11) of Law No. (10) of 2012 referred to.
- ▶ The provisions of Article (13) of Law No. (10) of 2012 referred to shall apply to license suspension, cancellation and appeal procedures.

Application for Licensing financial and Investment Consulting Firms:

The companies that provide advisory services in securities, except for the jurisdiction of the Qatar Securities Authority in accordance with Law No. (8) of 2012 - or any other financial investment tools licensed by the Central Bank shall be licensed by the Central Bank. This system may not apply to the global entities that are regulated by Cabinet Resolution No. 54 of 2014 defining the controls and conditions for granting licenses to international financial advisory entities with specialized expertise and their obligations issued pursuant to Law No. (10) of 2012.

Other Financial and Investment Instruments:

This includes units of investment funds, derivatives, investments, commodities, metals, and other investment and financial products offered by financial institutions, and whenever it is legally or customarily considered or defined by the Bank as such.

Financial and Investment Advisory Services Activity:

Providing advice to others for a fee in the field of securities (other than what the Authority is concerned with), other investment and financial instruments, and any other business determined by the Bank.

Activities Prohibited for Financial Advisory Firms:

- ▶ Not to receive any money from clients for the purposes of transfer, financial brokerage, insurance brokerage, or for any purposes other than the consulting fees it provides.
- ▶ Not to engage in any of the activities of banks of all kinds, or the activities of investment companies, finance companies, money exchange shops, external units, representative offices or any other financial institutions.
- ▶ Providing advice on the securities that are speciality of the Authority, unless it is authorized to do so by the Authority.

Licensing requirements to practice the activity of financial and investment advisory:

Legal form of the license applicant:

- ❶ A Qatari company in accordance with the Commercial Companies Law
- ❷ Foreign companies (a branch of a foreign company in the country of headquarters)

Paid Capital:

The paid-up capital to start activity is no less than two (2) million Riyals for national companies

The paid-up capital to start activity is not less than five (5) million riyals for branches of foreign companies

License Application Form:

Application for a license to practice the activity of financial and investment consultancy shall be submitted by the person concerned or his/her legal representative to the competent department of the bank on the form prepared for this purpose, together with the following documents:

- ▶ Draft Memorandum of Association and Articles of Association
- ▶ A statement of the names, nationalities and addresses of the founders and the percentages of their shares
- ▶ The proposed administrative and organizational structure of the company
- ▶ Curriculum vitae of the general manager and senior employees of the organization
- ▶ Economic feasibility study including business plans, strategies, budgets and financial indicators for the next three years.
- ▶ An undertaking from the founders stating that they are familiar with the law of the bank and fully understand all of its articles and provisions, and fully comply with

all that it says, and to fulfill the conditions of the license and all relevant laws, regulations and instructions in force in the country and all requirements of the Qatar Central Bank.

- ▶ License fees of QR 15,000 (non-refundable).
- ▶ Any other information that the license holder deems important to disclose.

Additional Attachments for Foreign Companies:

- ▶ A copy of the memorandum of association and articles of association certified by the competent regulatory authorities in the country of the headquarters in accordance with the procedures in force.
- ▶ The approval of the head office in the country of the origin.
- ▶ Approval of the supervisory authority in the country of the origin.
- ▶ A certificate from the supervisory authority stating the applicant's commitment to the banking laws and supervisory instructions in the country of residence.
- ▶ The audited annual budgets of the head office in the country of origin for the last three years.
- ▶ A pledge from the head office according to the attached form.
- ▶ A sufficient statement about the head office and all its branches in the country of origin and other countries.
- ▶ A statement of the number, names, nationalities, addresses of the affiliated companies, their activities and the percentages of participation in them.

Additional licensing requirements:

- ▶ Curriculum Vitae of the Compliance Officer and the Money Laundering Reporting Officer.
- ▶ The name of the company's proposed external auditor.
- ▶ It provides systems to provide the bank with the monthly statement of assets and liabilities, monthly and annual budget, profit and loss account and the supervisory ratios according to the schedules prepared by the bank accordingly.
- ▶ Providing the necessary and qualified administrative and technical cadres to work in the field of financial consultancy.
- ▶ Providing a system for internal control and periodic review to ensure the proper application of the bank's law and instructions.
- ▶ Providing systems for business continuity plans.

Cabinet Resolution No. (4) of 2011 determining the terms and conditions for granting licenses to international law firms and their obligations:

For a legal office to obtain a license, the following will be required:

- ① It must have the specialized experience needed by the State.
- ② That the license of the head office in the country of origin is valid for the duration of its work in Qatar.
- ③ At least fifteen years have elapsed since the establishment of the head office, during which the profession has been practiced without interruption.

The Council of Ministers may, upon the proposal of the Minister, exempt the office

from the term requirement.

- ④ The main office should have international experience in the fields and works of law for which the license is submitted.
- ⑤ To submit an insurance policy covering the professional liability of the office, the value of which is specified in the licensing decision.
- ⑥ To submit a formal undertaking that the head office will bear all obligations arising from the practice of the profession by the office.
- ⑦ The number of lawyers who are scheduled to work in the office shall not be less than the number that the Minister estimates are necessary to perform the work, and the experience of each of them shall not be less than fifteen years in the field.
- ⑧ To submit evidence that the previous conditions are met by virtue of official documents certified by the competent authority in the country of the head office.

- ▶ The application for obtaining a license shall be submitted to the Minister, accompanied by the supporting documents, and the Minister shall issue his/her decision specifying the profession and its areas that the office is licensed to practice.

With exception of attendance before arbitration bodies, expressing legal opinion and advice, drafting contracts and procedures for their registration and authentication, the office must submit an application to the Minister for approval to carry out the other work referred to in Article (3 / Clause 1) of the Advocacy Law in each subject separately.

- ▶ The office shall be registered in the international law firm's registration schedule after the issuance of the licensing decision, in return for paying the annual fee to be determined by a decision of the minister.
- ▶ The license term is five (5) years, renewable for a similar period/s.
- ▶ The office may not continue to practice the activities of the licensed profession or accept new business after the expiry or cancellation of the license. However, the Minister may grant a grace period to the office to liquidate its business based on his request.
- ▶ The licensed office must register the lawyers working for it in the list of practicing lawyers, in accordance with the procedures and rules stipulated in the Advocacy Law.
- ▶ Without prejudice to the provisions provided for in the Law of Advocacy, especially with regard to the duties of lawyers and their disciplinary accountability, a decision of the Minister shall take one or more of the following procedures with each office that violates the provisions of this decision:
 - ① Notifying the office to correct the violation within the period specified by the decision.
 - ② Warning to cancel the license.
 - ③ Suspension of the license for a period not exceeding one year.
 - ④ Cancellation of the license and cancellation of the registration.
- ▶ The office may file a grievance against the decision issued in any of the procedures stipulated in the previous article before the minister within fifteen days from the date of notification thereof. The minister will decide on the grievance within thirty days from the date of its submission. Failure to decide on the grievance during this period is considered a rejection of it.

- ▶ The international law firms existing on the date of enforcement of this resolution must adjust their positions in accordance with its provisions, within a period not exceeding six months from the date of its enforcement.
- ▶ All competent authorities, each within its jurisdiction, shall implement this decision. It shall enter into force as of the date of issuance thereof, and published in the Official Gazette.

Application for an Initial Approval to Establish a Local Engineering Consultancy Office

Minister of Municipality and Environment Decision No. 226 of 2016 regarding the executive regulations of Law No. 19 of 2005 regulating the practice of engineering professions.

- ▶ The committee may grant the initial approval to establish a local engineering consultancy office or a branch of an international office, with the prohibition of practicing the profession unless after verifying that the conditions required by the licensee are fulfilled, in order to complete the office registration procedures with the competent authorities in the country, according to the form prepared for this purpose.

The approval shall be valid for one year, extendable for a period of six months, after ensuring the seriousness of the licensee, and the continuous validity of conditions.

- ▶ Application for registration in the register of local engineering consultancy offices shall be submitted to the Committee on the form prepared for this purpose, including the data and enclosing the following documents:

- ① Name of the office in both Arabic and English.
- ② A copy of a valid ID card of the office owner, provided that he/she is a Qatari.
If the office is owned by more than one natural or legal person, the following documents must be submitted:
 - a). The original memorandum of association authenticated by the competent authorities, provided that the percentage of Qatari partners' share in the capital shall not be less than 51%.
 - b) A copy of the commercial license of the office, and a copy of the commercial register, if any, provided that the activity indicated in the register is limited to the practice of engineering professions.
 - c) A copy of a valid ID card for partners who are natural persons, and a copy of the company's articles of incorporation attested, for partners who are legal persons.
 - d) A valid entry certificate in the Engineers Register for non-Qatari partners who are natural persons.

If the partners are non-Qatari legal persons, a valid license to practice the engineering

consultancy profession in the country of origin must be submitted, in addition to the memorandum of association and authorization for a representative in the State of Qatar, provided that he/she is a Qatari national, or a resident of Qatar. All documents must be certified at the Qatari Ministry of Foreign Affairs.

- ③ Certificates of registration in the Engineers Register for all engineers working in the office.
- ④ A written undertaking signed by all the engineers of the office to be in the country permanently during the period of registration of the office, except for the usual vacations or for temporary exceptional periods.
- ⑤ An authorization signed by the owners of the office, explaining the name or names of the responsible engineers authorized to sign for the office, provided that they are registered in the Engineers Register in the first category, with attached forms for their signatures.
- ⑥ Submission of a copy of the office title or lease deed, indicating the exact office space, location and address.
- ⑦ A certificate issued by the competent government authorities to each of the office owner, partners and engineers working in it, stating that none of them works in any of the ministries, government agencies, or public authorities and institutions.
- ⑧ Any other data or documents requested by the committee related to the registration application.

In all cases, the committee may verify, by all means, the validity of the aforementioned data and documents.

The entry sheet in the register of local engineering consultancy offices must include the following details:

- ① Name and full address of the licensed office.
- ② Name of the owner or owners of the office, their addresses, and their complete details.
- ③ The number and date of registration in the Register.
- ④ The engineering specialization or specializations that the office has been licensed to practice, the category in which it is classified and any amendments thereto and the dates of those amendments.
- ⑤ Names, data, specializations and categories of the engineers working in the office, and their registration numbers in the Engineers Register.
- ⑥ Name of the engineer or engineers responsible, name of the authorized signatories for the office, and the full address of each of them.
- ⑦ The content of the final disciplinary decisions issued regarding any of the engineers working in the office.
- ⑧ The content of the final judgments issued in relation to the owner or owners, and the disciplinary penalties issued in relation to the office.
- ⑨ Commercial license number.
- ⑩ Commercial registration number, if any.

- The Committee for Acceptance and Classification of Engineers and Engineering Consulting Offices at the Ministry of Municipality and Environment shall give the initial approval to establish a local engineering consultancy office in order

to be able to issue the necessary licenses for the commercial license, passport management, recruitment of cadres working in the office and completion of office registration procedures, with prohibition from practicing engineering professions.

Submission of Application in a Hardcopy:

- ▶ Download and fill out the application form, then submit it to the Engineers Acceptance and Classification Committee and the engineering consultancy offices.
- ▶ Attach the following documents:
- ▶ A letter addressed to the head of the Engineers Acceptance Committee and the engineering consultancy offices to obtain initial approval, specifying the category of the office and the required specializations.
- ▶ A letter issued by the Ministry of Administrative Development, Labor and Social Affairs stating that the owner of the office and companies does not work for any of them in any of the ministries or other government agencies or public bodies and institutions.
- ▶ An extract of commercial records from the Ministry of Economy and Commerce for the owner of the office and partners.
- ▶ A list of the names of the engineers nominated to work in the office.

Service outlets:

The Committee for Acceptance and Classification of Engineers and Engineering Consultancy Offices (Al-Dafna).

Additional information:

- ▶ The applicant must meet the requirements of Articles No. (17) and (18) of Law No. 19 of 2005.
- ▶ The owner of the office undertakes to complete the registration procedures in the office registry in accordance with the provisions of Law No. (19) of 2005.
- ▶ In the case of companies, the relevant application form must be submitted, and all required documents mentioned in the form must be attached thereto.
- ▶ The Ministry of Municipality and Environment explains on its website the procedures for providing the service in detail and in the form of a chart.
- ▶ It takes two days to complete this service.

#This service is delivered free of charge.

Application for registration in the register of local engineering consultancy offices

Service Description:

Giving the office the authority to practice the engineering profession in its various categories and specializations within the State of Qatar by granting the office a practicing certificate

The category benefiting from the service:

Applicant for registering a local engineering consultancy office

Forms:

Application for registration in the register of local engineering consultancy offices Form (7)

Conditions and documents required to provide the service (the application) and attached with it:

- ▶ The office must be owned by a Qatari or with the participation of a Qatari engineer residing in the State of Qatar in accordance with the Companies Law
Compliance with the condition provided for in Article (13) of the Executive Regulations of Law No. (19) of 2005
 - ▶ A copy of the ID card issued by the State of Qatar to the owner or partners
 - ▶ Certificates of registration of the engineers working in the office and a valid residence permit on the office's sponsorship
A letter from the Ministry of Development, Labor and Social Affairs stating that the owner or partners do not work for the state and government institutions
 - ▶ A letter from the Ministry of Economy and Trade stating that there is no record of contracting or trading in building materials
 - ▶ Lease agreement with sketch of the office
- Insurance policy for the office and its employees
Any other data or documents that the committee may request

Fees for performing the service:

- ▶ First category: QA 15,000 + QA 2,000 for each specialty
- ▶ The second category: QA 13,000 + QA 1,500 for each specialty
- ▶ The third category: QA 10,000 + QA 1,000 per specialty

Service outlets:

The Committee for Acceptance and Classification of Engineers and Engineering Consultancy Offices (Al-Dafna).

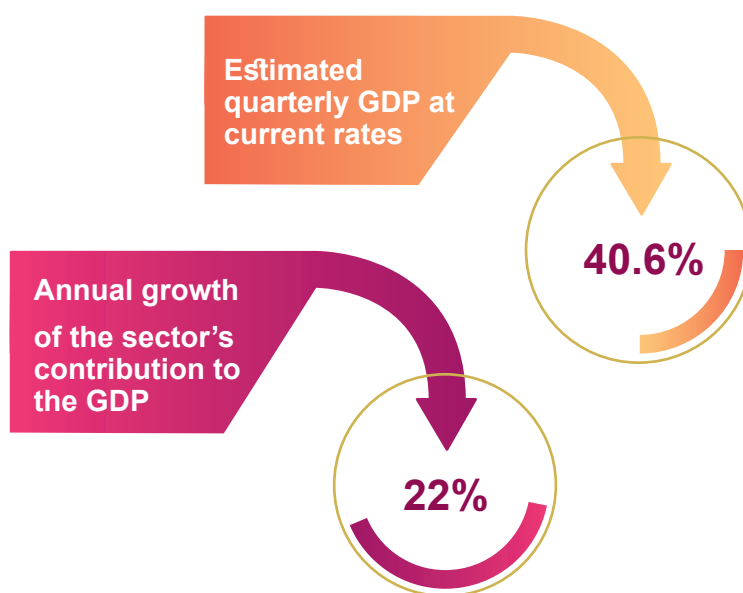
- ❖ The service is not provided electronically.

Industrial Sector Promising Future

The State *of Qatar has taken great strides towards bolstering its economy, particularly its industrial sector, by taking advantage of its oil revenues to promote oil and gas-related industries as well as basic industries while developing an advanced infrastructure capable of servicing national industries and responding to the sector's future needs and challenges. In line with the objectives of the Qatar National Vision 2030 and the National Development Strategy (NDS), an NDS for local industries has been drafted with the aim of achieving the desired objectives through proper planning and the endorsement of a future vision aimed at contributing to and supporting the industrial development of the country. This strategy capitalizes on food and knowledge industries, environmental industries and pharmaceutical industries, which reflected positively on the sector.*

Qatar

The largest LNG exporter in the world



Industrial Sector

In the industrial sector, the Qatar Industrial Portal data showed a growth in the number of industrial establishments registered in the country during 2022 to 835, compared to 814 establishments at the beginning of the year, while the licensed industrial establishments decreased to 429 compared to 436. The current year recorded a growth in the number of factories existing in the country, with 21 factories joining the wheel of actual production.

Data from the Ministry of Commerce and Industry also showed the operation of 18 new factories and the launch of 81 new local products during the fourth quarter of 2021. According to the data published by the Ministry of Trade and Industry, the contribution of manufacturing industries to the GDP amounted to QR15.880 billion in 2021, while the value of exports of goods of local origin reached QR97.409 billion during the fourth quarter of 2021.

The industrial sector achieved 6% growth during the year 2020, in conjunction with the progress made in projects to develop the small and medium industries area. The Ministry of Commerce and Industry also disclosed its plan to achieve growth in the manufacturing sector exceeding 4% during the year 2022. The ministry said: One of the objectives of the industrial strategy is to achieve a 4.5% growth rate in the manufacturing sector. The exports of the local private sector until end of 2021 amounted to about Qr26.4b., compared to Qr15b for the same period in 2020, achieving a record increase of more than 77%. Figures and indicators confirm the leadership of the industrial sector in growth and production during the past seven years. The industrial sector has maintained its continuous growth pace since the beginning of 2015 in various productive sectors to keep pace with the needs of local market for goods and commodities, on which national industrialization depends. Since the beginning of 2015, the number of new factories has reached 131, while industrial investments have grown by about QR9b within 7 years.

Promising Growth for 2022

The Ministry of Commerce and Industry data also showed the commencement of 23 new factories, launch of 920 local products and employment of 1,550 workers during the first quarter of this year.

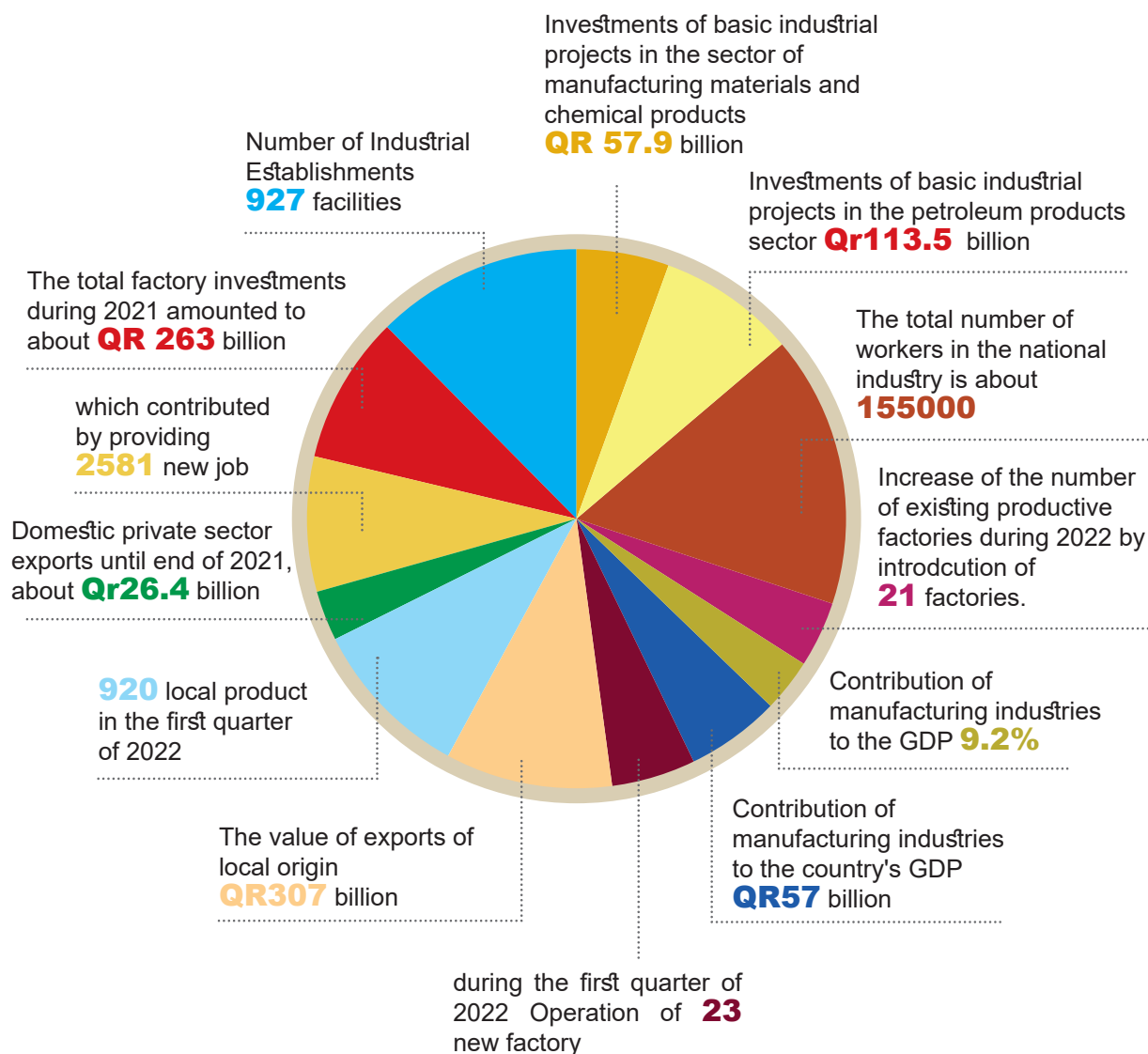
The chairperson of the Qatar Chamber of Commerce and Industry, Khalifa bin Jassim Al Thani, stated that the contribution of the Qatari industrial sector in the GDP rose to 8.7% in the first half of 2021, compared to 7.3% in 2020.

Estimates of the quarterly GDP at current prices rose to 40.6%, and exceeded QR176b (\$48.4 billion) in the third quarter of 2021, compared to the estimates of the third quarter of 2020.

He pointed out that the industrial sector achieved a growth rate of 6% during 2020, and the number of factories reached 927, with a volume of investments of about Qr263 billion (\$72.2 billion), which confirms the success of the State's economic diversification strategy.

Government support for the industrial sector has contributed to enhancing the sector's growth and developing its performance through the launch of many initiatives and facilities, including postponing some bank loan payments to Qatar Development Bank, exemption from rental value, launching the initiative to own a factory within 72 hours, finding alternative markets for local factories and importing raw materials through them and exporting their products.

Industry Indicators



Industrial Cities

The manufacturing sector is a major driver of economic diversification in Qatar, which is supported by the Qatar National Vision 2030. It aims to develop an economy less dependent on hydrocarbon sector. In this context, the Qatar National Industry Strategy focuses on creating advanced industry value chains with a view to transforming Qatar into a major center of production. Qatar is emerging as a global manufacturing destination with access to global markets and developed free zones.

- Ras Laffan Industrial City
- Dukhan Industrial City

-
- ▶ Mesaieed Industrial City
 - ▶ Doha Industrial Area

Logistics areas

- ▶ Birkat Al Awamer
- ▶ Abba Al Saleel
- ▶ Jeri Al Samir
- ▶ Abba Al Saleel
- ▶ Al Wakra
- ▶ Bu Galila

Free economic cities

- ▶ Umm al-Hawl
- ▶ Ras Bufontas

Ongoing Developments

① Smart Manufacturing of the Qatar National Research Fund

Qatar Foundation established the Qatar National Research Fund in 2006, as part of its ongoing commitment to building a knowledge-based economy in the State of Qatar. Qatar Foundation considers research as the foundation of national and regional growth, the way to diversify the country's economy, enhance educational opportunities, and develop the sectors that affect and advance society, such as health and the environment. The Qatar National Research Fund seeks to encourage innovation and develop new smart manufacturing technologies that use digital technologies, robotics, artificial intelligence, augmented reality, 3D printing and the Internet of Things to improve manufacturing and production capabilities by reducing time and production costs.

② Qatar Development Bank - Factory 1

Factory 1 is the first industrial capacity center of its kind in Qatar. It was established in collaboration with McKinsey, to provide global expertise and support local manufacturing industries. A wide range of capacity building and transformation programs for SMEs will be offered at the center, affording local manufacturers the opportunity to enhance their efficiency, innovation and competitive advantage.

③ “Jahez” initiative of Qatar Development Bank

Qatar Development Bank's Jahez initiative supports innovative entrepreneurs seeking to manufacture products in Qatar. Solutions include training programs, industrial workshops for start-ups at promotional prices, as well as turnkey manufacturing facilities suitable for a variety of industries - including food and beverage - at competitive prices.

④ Electric Vehicles

Qatar has succeeded in developing the electric vehicle sector which relies on high-tech, research and development, prototype testing and providing an environment for testing transport vehicles and emerging technologies, such as buses, vans and small vehicles. Qatar offers a wide range of incentives to foreign investors including but

not limited to tax breaks, land allotment, regulatory exemptions, energy supply for manufacturing and financial support, which can be customized to meet your needs based on the requirements of your investment proposal.

⑤ Consumer and additive manufacturing for the healthcare sector

Qatar is inviting the world's leading manufacturers of prototyping and healthcare system components to establish a 3D-printing manufacturing facility equipped with capabilities for prototyping, manufacturing and post-processing of components for medical devices and supplies. The Qatari 3D printing market in medical device components and supplies is enjoying strong growth rates, driven by demand from the healthcare sector. This trend is in line with the rapid growth witnessed by the healthcare sector, as evidenced by the State's spending on health care per capita as the highest in the Middle East and North Africa region. The expected growth of 88% is in the number of health care centers and facilities between 2020 and 2022, and the market owns a robust downstream ecosystem, with ample access to basic materials; the first prototype factory in the GCC to offer hands-on training to help organizations achieve operational excellence. In addition, the ease of market access and unprecedented connectivity in Qatar mean that local production will be in great local and regional demand, making Qatar, in general, an ideal manufacturing destination for 3D printing in components for medical devices and accessories.

⑥ Manufacture of vaccines

Qatar invites the world's leading vaccine manufacturers to establish a vaccine manufacturing facility in Qatar, capable of manufacturing and packaging medicines locally. Qatar has a thriving economy that offers strong, competitive and attractive job opportunities. This enhances Qatar's attractiveness in this field of health care due to its rapid growth, along with a strong business system, world-class infrastructure, strategic location, and unparalleled communication network. The parties that seize this opportunity may have the potential to find import substitutions worth up to \$30 million annually, and an annual export potential of nearly \$28 billion to the Middle East, North Africa, Central Asia, and Europe.

Industry system in Qatar:

#Ministry of Commerce and Industry

#Export company

#Qatar National Research Fund

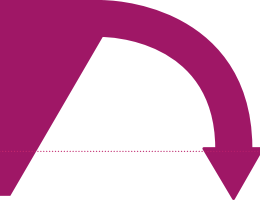


Chapter 3

Investment-related institutions

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Qatar Chamber... A Leading Role in Enhancing Investment Climate

Qatar *Chamber is one of the oldest chambers of commerce in the Gulf Cooperation Council states. It was established in 1963 under Law No. (4) of 1963, and basically aims to organize business and represent the Qatari private sector.*

Qatar Chamber is the representative, sponsor and supporter of the private sector for the services it provides, and by announcing the business opportunities available within the various sectors in Qatar. The Chamber organizes, represents, defends and promotes the commercial, industrial and agricultural interests. It also develops the economy for the benefit of the State in general and the member companies of the Chamber in particular, as well as supports and develops a sustainable business environment in Qatar for local and foreign businesses alike, promoting Qatar's prominent and diversified economy, contributing to attracting foreign investments, and making all possible efforts that would enhance Doha's position as an international business entity and an attractive investment destination.

Qatar Chamber hosts foreign trade delegations that visit Qatar. It takes the advantage of this opportunity to organize meetings for Qatari businessmen with these delegations to discuss available commercial opportunities and build communication between the Chamber's members and the global business community.

The Chamber also organizes local and commercial exhibitions, which give the chance for Qatari companies to promote their products inside Qatar or abroad to facilitate their access to new markets.

The Chamber, through its Qatar International Center for Conciliation and Arbitration, settles commercial disputes between companies either by conciliation between them or through arbitration, while the Chamber's Legal Affairs Department settles amicably disputes that arise between members.

The Qatar Chamber prepares and publishes economic studies and research, gives opinions on issues related to the private sector and proposes appropriate recommendations for it.

Commercial Delegations:

During the year 2021, Qatar Chamber hosted about 40 commercial delegations from different countries, including delegations accompanying heads of state, ministers and government officials. During these meetings, they discussed ways to enhance cooperation between Qatari businessmen and their counterparts worldwide. These meetings also reflected a great international interest in the investment climate in Qatar and their high confidence in the economy. The Qatari side was briefed on the investment opportunities available in these countries, and these delegations were also briefed on the investment climate in Qatar and the available opportunities, and cooperation relations with Qatari companies.

Global events:

In 2021, the Chamber participated in more than 20 external events conducted by video conferencing or direct visits. During this year, the Chamber participated in a number of conferences, namely: The first virtual conference of the Chamber of Commerce and Industry of the Member States of the Asian Cooperation Dialogue, the Qatari-Russian Cooperation Opportunities Symposium, the Cooperation Forum between the Federation of Gulf Cooperation Council Chambers and the Chamber of Commerce and Industry of Uzbekistan. The Chamber also hosted the 50th meeting of the Executive Leadership Committee of the Federation of GCC Chambers.

Sectoral Committees:

The Chamber's sectoral committees (13 committees representing all economic sectors) held their regular meetings during the year 2021, in which they discussed the obstacles facing each sector and ways to solve them and communicate with the concerned authorities in the state.

as such During the year 2021, the Chamber held three meetings with joint business councils, namely, the Qatar-Kazakhstan Business Council, the Qatar-Malaysian Business Council, and the meeting of the Qatari side of the Qatari-Russian Business Council.

Training:

During the year 2021, the Chamber organized three editions of the program to qualify delegates and customs brokers where 109 trainees participated through video conferencing. It also provided training courses for its employees in various fields, and a training course on combating money laundering, in which 19 trainees from the exchange and insurance companies participated.

Exhibitions:

During the year 2021, the Chamber participated in 9 Exhibitions by participation, sponsorship or opening ceremony, such as sponsoring and opening two editions of Merwad Exhibition for Women's Items, participating in the Milipol Exhibition for Internal Security And Civil Defense, sponsoring and participating in the eighth Qatar International Agricultural Exhibition as a silver sponsor, and participating virtually in the Hannover International Industrial Fair within the pavilion of Qatar, as well as participating in the "Ibn Baytak" exhibition for technology and architecture and building materials as an official sponsor, and participation within Qatar's pavilion at the St. Petersburg International Economic Forum in Russia, as well as support and participation in the Qatar Virtual Exhibition organized by Qatar Development Bank, in addition to supporting Project Qatar exhibition as a partner in the business community.

Arbitration:

In 2021, Qatar International Center for Conciliation and Arbitration received about 38 arbitration cases and issued 4 arbitration rulings and 5 conciliations and mediation. It also organizes two editions of the arbitrators training programs, two editions of the anti-money laundering training, and participated in 7 local events, and 11 global events in person or online attendance.

Studies and reports:

The Chamber has prepared and issued a number of studies and reports, including:

- ▶ Study: The reality of the Qatari tourism sector in the time of Covid-19 "Challenges and Solutions"
- ▶ Study: E-commerce in Qatar "Reality ..challenges and solutions"
- ▶ Study: The investment climate and the level of the private sector's satisfaction with the incentives and facilities offered to investors, in particular financing and land allocation.
- ▶ A study on the volume of transit goods and merchandise between China and America through the State of Qatar during the period (2019-2020).
- ▶ A study on the establishment of a fund to support individual initiatives in establishing and implementing small private projects.
- ▶ Issuing 12 monthly economic bulletins, which include an analysis of the most prominent trends of the Qatari economy, as well as a report on statistics related to the foreign trade of Qatar and the trade of the private sector.
- ▶ A report on Qatar Chamber's vision of the possibility of technology replacing human labor in the Qatari market.
- ▶ A report on the obstacles facing the movement of goods and merchandise between the countries of the Gulf Cooperation Council
- ▶ Analysis of the level of diversification in export commodities of Qatari origin 2020.

Qatar Chamber services for the members

Membership Services:

- ▶ Registration of new membership in Qatar Chamber and issuing a membership certificate
- ▶ Ratification of commercial invoices
- ▶ Issuance and Ratification of certificates of origin indicating the origin of goods for export and re-export purposes
- ▶ Ratification of commercial agencies
- ▶ Customs clearance authorization
- ▶ Signing authorization for official and non-official entities.
- ▶ Certification of the authenticity of the signature of the submitted commercial documents
- ▶ Cancellation of the authorized signatories
- ▶ Amending one of the authorized signatories
- ▶ Attestation of transactions (salary certificate, experience, translated documents)
- ▶ Issuance of ATA Carnet
- ▶ Issuance of TIR cards, ensuring transport operations under the TIR system, and granting access to the TIR system to transport operators in cooperation with the concerned authorities.

Legal and Arbitration Services:

- ▶ Amicable settlement of disputes that arise between members.
- ▶ Addressing any grievance reported by the Chamber's employees related to the

executive procedures of government or public entities.

- ▶ Providing observations on draft laws, executive regulations, or decisions related to the private sector
- ▶ Settlement of commercial disputes between companies through the Qatar International Center for Conciliation and Arbitration of the Chamber
- ▶ Providing legal advice to Chamber members
- ▶ Spreading the culture of arbitration

Information services:

- ▶ Preparing and publishing studies and research related to the private sector and its issues, expressing opinions and preparing appropriate recommendations.
- ▶ Preparing and publishing periodic reports (annual / quarterly / monthly) dealing with the most important local, regional and global economic developments
- ▶ Providing economic data and statistics to investors and members of the Chamber that help them in practicing their existing or to be established investment activities, and introducing them to the systems and procedures that regulate the practice of activity through databases, publications and directories, or through the websites of the competent authorities or by contacting the official authorities. As well as providing economic data and statistics to the official authorities within the framework of coordination and cooperation between the Chamber and those authorities.
- ▶ Sending circulars and notifications of new laws, decisions or directives issued by the concerned authorities in the state.
- ▶ Issuance of Al Multaqa Magazine - a specialized economic magazine concerned with the private business sector in Qatar and a review of the Chamber's activities, events and news. The magazine also sheds light on local, regional and global economic events through news follow-ups, investigations, economic analyzes, studies summaries and articles.
- ▶ Commercial and Industrial Directory - a website that includes a comprehensive list of Qatari companies registered with the Chamber from all industrial and commercial sectors and their contact information.

Training and Development Services:

Providing training consultations and proposals to set training plans for the government and private sectors

Organizing training activities and programs according to the needs of the private sector, after studying the training needs, and outlining the necessary programs for each sector

- Organizing training courses and workshops on commercial arbitration and qualifying arbitrators by arbitration experts and practitioners and members of the concerned legal professions.

Corporate Services:

- ▶ Reservation of rooms for global entities to hold events
- ▶ Organizing meetings with foreign trade delegations, companies and representatives of the private sector from all countries of the world to present the available commercial opportunities and build communication between the

Chamber's members and the global business community

- ▶ Updating corporate data, as this service enables Chamber members to update the data of their registered companies to ensure more effective communication.
- ▶ Providing a digital business platform (B2B) for companies wishing to get information about Qatari companies as well as Qatari companies wishing to establish business outside Qatar.
- ▶ A digital platform for the rotation of expatriate workers in cooperation with the Ministry of Labor.

Private Sector Representation Services:

- ▶ Organizing meetings with the concerned authorities and ministries to discuss obstacles facing the private sector
- ▶ The Chamber organizes seminars and meetings that bring together businessmen and relevant authorities to discuss issues related to the economy and the private sector
- ▶ Organizing various abroad visits for businessmen to inform them of investment opportunities, discuss business and establish partnerships with their counterparts worldwide.
- ▶ Organizing local and commercial exhibitions
- ▶ Participation in local and global exhibitions

Business Sector Services and Committees:

- ▶ Participation in studying and proposing appropriate solutions to the problems and obstacles facing the Chamber's employees in order to help maximize the revenues on activity and to develop and modernize the private sector.
- ▶ The sectoral committees in the Chamber that list, study and discuss the obstacles facing these sectors and submit their recommendations to His Excellency the President of the Chamber who in turn submit it to the concerned authorities.
- ▶ Forming joint business councils with various countries in order to enhance trade and investment cooperation between the private sector in Qatar and these countries.

» Qatar Stock Exchange

The *launching of Qatar Stock Exchange (QSE) has represented a significant milestone in the history of Qatar's capital markets. Since inception, QSE has been the core of the ongoing development of Qatar's capital markets. The QSE achieved remarkable progress as a platform for economic diversification and sustainable development. These achievements are evidenced by the trading performance and infrastructure improvements, social responsibility activities and the promotion of investment awareness, sound disclosure and IR practices, and the improvement of services and investment products.*

Guide to Trading on the QSE

Understanding the basics is important when it comes to trading with confidence on Qatar Stock Exchange (QSE). Equally so, investing wisely on QSE requires information and education. The guide below will aid the investor on the essentials of trading shares on QSE. To get started, select one of the topics below. To familiarize yourself with all of the terminology, we recommend you checking our Glossary section.

To Get Started

If you are Qatari or Non-Qatari, resident or non-resident in Qatar, you can be part of the Qatari economy, one of the fastest growing economies in the world, by trading securities listed on QATAR STOCK EXCHANGE (QSE).

To get started you need to open a trading account with one of our member brokerage firms, who will act as your financial intermediary for all your trading activities on QSE. At present, QSE has 8 licensed stockbroker firms. To begin trading on QSE, it is also mandatory for a potential investor, whether an individual (local or foreign), a company or any other establishments, to get registered at Qatar Central Securities Depository. For complete instructions on how to register, click on How to Open a NIN Account.

Buying & Selling Listed Securities

Once you are registered with the Qatar Central Securities Depository and have chosen a stockbroker, you can trade with confidence on QSE. It is crucial, once you decided to sell or buy securities, to provide your broker with precise and complete instructions in order for your broker to execute your transaction properly and on a timely manner. When giving a buy or sell orders to your broker, either online or through call center, you must specify the following minimum requirements:

The name of the company in which you want to invest

The price per share at which you are willing to buy

The number of shares you wish to buy

Completing a Transaction

Once your transaction (buying/selling) is complete, your broker will send you a notification on the date of execution. You can obtain a Statement of Account which reflects all of your brokerage activities. Your brokerage firm will request payment for any buy transactions before order execution. If you are selling shares, your broker will issue a check after the date of sale.

Monitoring your Investment Portfolio

As an investor, you can monitor the performance of your investment portfolio regularly. QSE offers several ways for monitoring the performance of your investment. You can stay informed either in real time, by viewing real prices on the QSE website, or by obtaining delayed information utilizing the below options:

Access stock prices movements via computer terminals at any time.

Obtain share prices on local daily newspapers

View our daily, weekly, monthly and yearly bulletin and publication on our website

Review the listed company's quarterly, semi-annual and annual reports

Monitor the QSE Index on a regular basis as the index reflects the overall market performance

Advantage of Owning Stocks

Stocks (also referred to as equity or shares) represent ownership in a company with specific rights, including the ability to "share" in the profits of the company. Some of the advantages of owning stocks are:

Receiving dividends i.e. Cash and/or Stock dividends

Long-Term Growth (Potential price appreciation/capital gain)

Liquidity (can be converted into cash easily)

Low transaction costs (low cost compared to other investment vehicles)

No Taxes

Risk can be diversified (allocation of your portfolio among different stocks and/or sectors will reduce the overall risk of your portfolio)

Risk of Owning Stocks

Every type of investment vehicle carries a certain degree of risk. The degree of risk differs from investment to investment. The risk involved in investing in stocks can be classified into two main categories:

Systematic Risk (market related risk or undiversifiable risk)

Unsystematic Risk (specific risk or diversifiable risk)

Cost of Trading Stocks

The total cost of trading shares includes brokerage commission and fees for any additional services. For a complete list of fees, please contact your brokerage firm for details.

» Taxation System in Qatar...

There *is no individual payroll income tax. This means that employees get their wages and salaries without any tax deduction. However, an individual who engages in any type of business activity with the intention of earning income is required to pay tax as per the corporate tax law.*

The total income of Qatar and Gulf nationals residing in Qatar is exempted from taxes. A resident is any individual who has a permanent residence in Qatar, or if he/she resides for more than 183 continuous or intermittent days within (12) months, or if his/her vital interests is in Qatar.

Corporate taxes

The tax rate is fixed at 10% of the company's total income in the State and is paid annually. This fixed rate is applicable only to companies and not to individual salaries (see personal taxes above). Ordinary business expenses are deductible and losses in any given year can be rolled over for a period of three years from the date of the accounting disclosure.

Commercial activity is defined as any profession, craft, service, trade, industry, speculation, contractual work, or any work carried out for the purpose of making a profit or income. Rental income is also subject to a flat tax rate of 10%.

The application of the Income Tax Law is different for entities operating in the oil and gas sector, or in which the government, ministries, or other governmental bodies, or public institutions or institutions owned by individuals, except the profits of directly or indirectly, fully or partially state-owned entities operating in the oil and petrochemical industries.

In this regard, without prejudice to the provisions of Article 9 (paragraph 2, second paragraph) and Article 13 of Law 24/2018, the provisions of Law 24/2018 do not apply to the following:

- ① Ministries, government agencies, public authorities and institutions.
- ② International organizations and their branches operating in the country.
- ③ Private associations and institutions and private institutions of public interest are established in accordance with the provisions of the law that govern each of them.
- ④ Salaries, wages, allowances and the like.
- ⑤ Total inheritance income.

The obligation to deduct at source applies to amounts paid to non-resident individuals or legal entities by any entity in Qatar.

for more information see Law No. (24) of 2018 Issuing the Income Tax Law.

How is corporate tax calculated?

Companies - whether an individual or a company - has to pay tax on taxable income arising from sources in the state during the previous tax year. Gross income of the State may include the following:

- ▶ Carrying out any commercial activity in the state.
- ▶ Contracts are partially or wholly executed within the state.

- Real estate located in the State, including the sale of shares and shares in joint stock companies or companies whose main assets are real estate located in the State.
- Services provided by parent companies, branches or related companies.
- Interest on loans obtained from the State.

The total income generated from the exploration, extraction or exploitation of natural resources located in the country, is subject to additional taxes under the double taxation agreement signed in the country of origin of the registered company. Qatar has double taxation agreements with more than 40 countries.

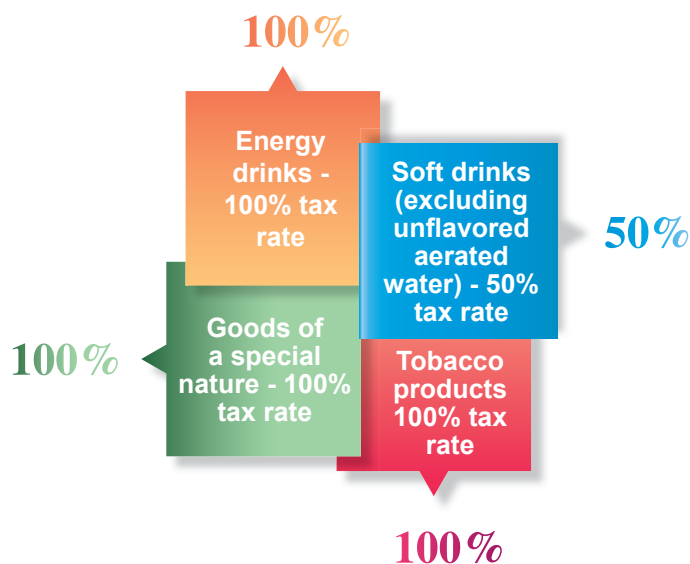
Excise tax

The excise tax is an investment in Qatar's future through its contribution to building a healthier society.

An excise tax is a consumption tax applied to specific goods that are considered harmful to human health in general, with the aim of reducing their consumption.

Excise tax revenues will be used in improving public services including hospitals, infrastructure, and education. This policy will contribute to achieving the social policy objectives of Qatar within the framework of the National Vision 2030, and will help secure a sustainable future for Qatar and future generations.

The following goods will be subject to Excise Tax:



Since excise tax is a consumption tax, its ultimate burden falls on the final consumers, but it is collected at an early stage in the supply chain by taxpayers (importers, producers and those authorized to operate tax warehouses).

It should be noted that excise tax is applied when excise goods are available for consumption.

Tax Exemption

Tax exemptions apply to the following:

- Profits and revenues on Public Treasury Bonds, Development Bonds, and Public Corporation Bonds.

- ▶ Dividends and other income generated by shares in accordance with the conditions set forth in Law No. (24) of 2018 Issuing the Income Tax Law.
- ▶ Small craft business (three employees or less).
- ▶ Income of companies operating in agriculture, fishing, sea and air transport, on the condition of reciprocity.
- ▶ Qatari legal individuals residing in the country.

Capital Gains Tax

Capital gains of the sale of real estate and/or securities of a legal person are not subject to capital gains tax, provided that the source asset is not part of a taxable activity (such as trading).

Other taxes

It is worth noting that there are no other taxes, as the State of Qatar is one of the few countries around the world that imposes a low tax rate, which makes it an attractive business environment for expatriate individuals and companies.

For more information about taxes, please visit the Qatar Financial Center website.

Registration of a taxpayer in “Dhareeba” Tax Portal

This service enables the taxpayer who has registered with the Ministry of Commerce and Industry (not in a Single Window) to register for tax in the "Dhareeba" system for various taxes and obtain a tax registration certificate, within a period of (60) days from the date of getting the approval of the competent authority to start the business or Registration in the commercial register or from the first day of getting income, whichever is earlier, or on the same day of registration for any other tax purposes.

Electronic Registration

- ▶ Log in the National Authentication System
- ▶ Select the “Registration” service, then “Self-Registration Service” or “Taxpayer Registration”
- ▶ Click on start now after reading the instructions that appear after choosing the self-registration service “Taxpayer Registration”
- ▶ Fill in the required data "General Information".
- ▶ Choose the taxpayer category (special entity). ▶ Choose your institution type.
- ▶ Press to continue. ▶ Enter the institution data.
- ▶ Enter the institution address details, then press Continue.
- ▶ Enter the data of the person responsible for taxes in the institution. (If you are the same person who is in charge of tax issues, the data will be filled in automatically.)
- ▶ Fill out the tax details section in case the taxpayer carries out any economic business in Qatar, in addition to uploading a file as evidence of the accuracy of the entered information and uploading a copy of the first commercial license.
- ▶ Click on the confirmation button to admit the accuracy of the entered information.
- ▶ Application Submission
- ▶ You will receive a message containing the application reference number and stating that the application is under review at the General Tax Authority.

Additional information

- ▶ If the taxpayer does not have any economic activity in Qatar, the tax information section details screen will not appear.



- ▶ You can save the application as a draft and complete it later.
- ▶ All mandatory fields shall be filled out.
- ▶ In the tax information section, the taxpayer can select the accounting period he desires, and if he chooses the accounting period other than “January to December,” a new field will appear “Reason for selecting the accounting period.” The taxpayer has to choose the reason and upload a supporting document for that.
- ▶ After the application has been approved by the General Tax Authority, the registration process will be completed successfully, and the tax identification number will be sent.
- ▶ After the application approval, the taxpayer can get his/her tax card from his/her portal page.

Application for payment of dues to the General Tax Authority

Taxpayers can pay taxes by selecting the appropriate payment method in “Dhareeba” tax portal.

Electronic Registration

- ▶ Log in to the tax e-portal through the National Authentication System “Tawtheeq”.
- ▶ Click on “Payment/Refund”. ▶ Click on “Total Payment Due”.
- ▶ Choose the amounts you want to pay, provided that they are in the same currency.
- ▶ Click on “Payment” after the “Payment Summary” appears.
- ▶ Choose the payment method (debit card / credit card - direct transfer - bank transfer).

Additional information

To access the services of the electronic tax portal, the taxpayer must be registered in the “Tawtheeq” system.

Fees



Fees vary from taxpayer to another.

Tax residency certificate for companies

Companies can submit an application to the General Tax Authority through the tax e-portal to obtain a tax residency certificate.

- ▶ Log in to the tax e-portal through the National Authentication System “Tawtheeq”.
- ▶ Click on “applications”. ▶ Click on “Tax Residency Certificate”.
- ▶ Complete the required information.
- ▶ Fill in the address details and choose the number of copies needed.
- ▶ Click on “Pay” button and choose the method of paying the fees.
- ▶ Click on the “My Certificates” button on the “Other Services” page after getting the authority approval of having a copy of the certificate.

Additional information

- ▶ To use the services of the electronic tax portal, the taxpayer must be registered in the national authentication system.
- ▶ The authority reviews the application and notifies the company of approval or rejection or requesting additional information.

Fees

Fees vary from taxpayer to another.

General Authority of Customs

The *General Authority of Customs is the government authority responsible for monitoring importation and exportation of goods in and out of the State in accordance with the governing legislation in this regard. The Authority is moral entity and has a budget related to the Ministry of Finance budget*

Al Nadeeb

Qatar Electronic Customs Clearance “Single Window”

Project Idea:

Advancement of nations and peoples is measured by their ability to respond to global and technological developments, taking advantage of and harnessing them in the sophistication of their citizens. Qatari Customs plays an active role in contributing to these developments to achieve intended goals.

- ▶ Qatar Customs started using a computerized customs clearance system in 1994. That system was designed in COBOL programming language.
- ▶ A new customs clearance system in the name of "Binneima", launched in January 2004, was implemented in line with technological developments at that time to meet the requirements of the GCC Customs Union and requirements of the World Customs Organization.
- ▶ Due to considerable progress in information technology world in terms of speed and modern technologies, as well as limitations of the current system to accommodate new developments and expansions in customs work.
- ▶ A global consultancy company (BOOS ALLEN HAMILTON) has been engaged to evaluate the system after four years of operation. Its results lead officials to choose one of the two decisions:
- ▶ Develop “Binneima” system; or
- ▶ Create a new system which meets State officials' expectations to connect all ministries and government agencies with an electronic system, with the view of simplifying and organizing customs procedures and fulfilling regional and international requirements. Accordingly, it was agreed to establish new system to achieve the desired goals and meet the international standards.
- ▶ Single window system was given the name of “Al Nadeeb” which is a traditional name, taken from the Qatari heritage, of the ruler's loyal envoys charged with difficult and critical tasks.
- ▶ Al Nadeeb is a qualitative leap for Qatari customs in terms of using the best state-of-the-art technologies in hardware or software, systems and databases.
- ▶ Electronic system of Al Nadeeb was designed to facilitate commercial and customs operations and focus on customer satisfaction in accordance with the standards of

the World Customs Organization and the World Trade Organization agreements, without harming security or revenues of the state.

Project Management:

Since its launch, a special department has been formed to supervise the project implementation. Additionally, a working team of highly experienced staff in various customs areas was formed.

Then, work teams affiliated to the project department were established to share work according to the nature of the tasks.

Key Goals of the Project:

- ▶ Transform Qatar into an active partner in facilitating global trading by providing a fully transparent customs environment while ensuring security and safety through unique system for risk management and selectivity;
- ▶ Review and improve all customs operations and procedures to build an integrated community ready to work on electronic single window system and conforms to international and regional standards;
- ▶ Integrate with all government agencies and private sector involved in customs procedures through a Qatar single window system as well as developing import and export services with business partners;
- ▶ Promote level of human and technology capabilities to reach a record time in completing customs procedures and reach to inspection percentage less than 5%.
- ▶ Provide high quality value added services to the commercial community.

» Investment And Trade Court

Qatar's *Qatar's Law No. 21 of 2021 Establishing the Investment and Commerce Court was issued in October 2021, and will be of significant benefit to parties that choose litigation over arbitration. Litigation of commercial disputes in Qatar – particularly construction disputes – typically involves the appointment of court-appointed experts, and requires judges with considerable technical and commercial experience to understand the complex legal and technical issues in dispute.*

All Investors in Qatar welcome the establishment of the country's new Investment and Commerce Court, its first step towards a specialised judicial system.

Qatar's infrastructure and energy plans present a significant, attractive opportunity for foreign investors. The availability of a new specialised Investment and Commerce Court, as well as its modern arbitration law, will provide investors in Qatar with considerable comfort that disputes, should they arise, will be resolved in a just and efficient manner.

Jurisdiction of the Investment and Commerce Court

The new court consists of two levels: the Circuits of First Instance and Circuits of Appeal.

Article 7 of the law gives the court jurisdiction over:

- ▶ disputes relating to commercial contacts, including commercial representation contracts and commercial agencies;
- ▶ lawsuits between merchants and relating to their commercial activities;
- ▶ disputes between partners or shareholders, or between any of them and the company, in commercial companies, including public shareholding companies whose shares are listed for trading;
- ▶ disputes relating to commercial assets;
- ▶ disputes relating to investment of non-Qatari capital in Qatari economic activity;
- ▶ disputes relating to marine sales;
- ▶ disputes relating to bank transactions, commercial papers, insurance companies, finance and investment companies;
- ▶ disputes relating to bankruptcy and preventive composition;
- ▶ disputes relating to patents, trade marks, industrial models, trade secrets and other intellectual property (IP) rights;

-
- ▶ disputes relating to protecting competition, preventing monopolies and combating practices harmful to national products in international trade;
 - ▶ disputes relating to electronic commerce and transactions;
 - ▶ disputes relating to public-private partnership contracts.

Efficient dispute resolution

Typically, commercial parties in Qatar will invest significant time and effort into attempting to settle disputes over formal dispute resolution proceedings, in part to avoid the perceived risk of litigation.

The new law has clearly been drafted with increased efficiency in mind. It sets out accelerated periods for submissions and short periods for appeal submissions. It also establishes a 'Lawsuit Management Office' – the first of its kind in Qatar – which is able to require the parties to deposit all documents supporting their claim or defence at the time of their submission.

This article written by by Pamela McDonald from Pinsent Masons (Qatar)

Arbitration: effective mechanism for settling commercial disputes

The *Qatar International Center for Conciliation and Arbitration (QICCA) was established in 2006 by a decision of the Board of Directors of the Qatar Chamber of Commerce and Industry to establish an effective and rapid mechanism for settling commercial or financial disputes between national companies, or between national companies and their foreign counterparts.*

- ▶ The Center seeks to follow up on the latest systems and trends in regulating arbitration and conciliation procedures in line with the rules of the United Nations Commission on International Trade Law (UNCITRAL) in its revised version prepared in 2010 with minor amendments that keep pace with the nature of business in our contemporary world.
- ▶ The center has a board of directors that supervises its management with complete independence, in addition to the center's general secretariat, which follows up on the center's work and related arbitration cases on a daily basis.
- ▶ The Center follows up and supervises the arbitration cases it currently handles administratively only, with the assistance of the arbitrators who proceed to consider and decide the cases with complete independence from the center and its management.
- ▶ The QICCA maintains lists of conciliators, arbitrators and experts of different nationalities in different fields and specializations, and their extensive knowledge and rich practical experiences in their fields of specialization.
- ▶ The QICCA organizes seminars, workshops and conferences to prepare and train arbitrators, refine basic skills and encourage use of alternative means to settle disputes between the companies operating in the country.
- ▶ The QICCA provides facilities such as arbitration rooms, break rooms and meeting rooms. It also provides electronic services, including Internet and e-mail services, to ensure the progress of arbitration procedures to make sure that all cases are considered with the utmost professionalism.
- ▶ The QICCA is a member of the International Federation of Commercial Arbitration Institutions (IFCAI).

QICCA Goals:

- ▶ Highlighting the importance of arbitration and its effective role in resolving disputes in the State of Qatar.
- ▶ Promoting and spreading the culture of arbitration as an alternative means of resolving commercial disputes.
- ▶ Qualifying highly skilled cadres of arbitrators in the field of arbitration, well-versed in the rules and procedures of international arbitration.
- ▶ Providing flexible and impartial mechanisms for resolving and settling disputes.
- ▶ Enhancing cooperation between the QICCA and other arbitration centers.

QICCA Activities

First: Settlement of commercial disputes between companies:

The Qatar International Center for Conciliation and Arbitration at the Qatar Chamber of Commerce and Industry provides a set of integrated services for the business sector, which aims to establish a culture of conciliation and arbitration within the State of Qatar in accordance with the applicable laws and modern systems in what is called the “alternative means of resolving commercial disputes” package, the most prominent of which is conciliation and arbitration.

Conciliation aims to find a solution in a commercial dispute in which the mediator strives to eliminate the aspects of the dispute and endeavors to converge the points of view to allow the settlement of disputes between the parties and allow good commercial relationships between the parties to continue.

Arbitration is a popular method for settling commercial disputes between companies and economic entities operating inside or outside the State of Qatar. Arbitration is based on detailed rules established by the QICCA, which at the end lead to the issuance of a final judgment called "arbitration award", which is enforceable through Qatari courts.

Secondly: Providing technical and legal advice:

The QICCA also assists members of the Qatar Chamber of Commerce and Industry and non-members by providing consultation and advice on how to include the arbitration clause in their commercial contracts. It also provides guidance on how to go about arbitration procedures, how to register an application for arbitration, how to fix fees and all information related to conciliation and arbitration, inside or outside the QICCA.

Third: Organizing Conferences and Arbitration Courses:

In order to spread the culture of arbitration and introduce its systems and rules, the QICCA organizes many local and international conferences and meetings between arbitration experts, arbitration practitioners and members of the relevant legal professions. It conducts training courses and workshops such as qualifying and preparing arbitrators, basics of commercial arbitration, arbitration in engineering disputes, financial disputes, banking disputes, the arts of commercial arbitration procedures before arbitration bodies and centers, real estate disputes, sports disputes, disputes and maritime, intellectual property disputes, energy contract disputes, establishing companies and commercial agencies and combating money laundering and terrorist financing.

The QICCA also publishes, prints and distributes manuals for the rules of conciliation and arbitration.

Fourth: Strengthening cooperation with other arbitration centers and academic bodies:

In the context of emphasizing its regional and international role, the QICCA has signed cooperation agreements with many international arbitration centers in various countries, as well as coordination and cooperation with all academic bodies such as the College of Law at Qatar University, Ahmed bin Mohammed Military College,

Police College, and legal clinics at the Qatar Foundation For protection and social rehabilitation, and the QICCA's participation in the Global Arbitration Review (GAR).

The QICCA also cooperates and participates in the activities of the Center for Legal and Judicial Studies of the Qatari Ministry of Justice.

* The most important press statements of His Excellency Dr. Sheikh Thani Al Thani, Member of the Board of Directors for International Relations at the QICCA:

- ▶ Commercial arbitration is a special judiciary based on speed and specialization in settling disputes between contractual parties, by people who are well-versed in transactions, customs and rules of different branches of trade, especially those of an international nature.
- ▶ The business sector and investors should be encouraged to make arbitration their best method for settling disputes.
- ▶ The reality of arbitration in the State of Qatar indicates that the state has passed the stage of preaching it the next stage, which is the practical or executive stage.
- ▶ The QICCA contributed to the settlement of many cases that it attended to, the value of which was close to 2 billion riyals last year.
- ▶ The QICCA has graduated large numbers of accredited arbitrators.
- ▶ Qatar is one of the first countries to join the United Nations Convention on International Settlement Agreements Resulting from Mediation, better known as the "Singapore Mediation Convention"

» The Commercial Registry

An Office *named the “Commercial Registry Office” shall be established in the Companies Control Department in the General Administration of the Government. A book called the "Commercial Register" shall be prepared in this office. In it, the names of Qatari and foreign merchants, individuals or companies, shall be entered if they have in Qatar a head office or a general physical address for their company, branch or agency. All the data stipulated in this law shall be recorded in the said register, and every change or amendment that occurs therein shall be noted. There have been several amendments to the articles of the law until it became in its current form.*

Application for a new business license

Local investors may submit a request to the Commercial Registration and Licensing Department at the Ministry of Commerce and Industry to print an extract of a commercial registration in Arabic.

Submission of Application Electronically

- ▶ Log in to the investor's electronic services by entering your username and password.
- ▶ Choose the "Printing Commercial Registration Extract - Arabic" service from the "Printing Extracts and Certificates" menu.
- ▶ Read the general instructions, then press "OK".
- ▶ Determine the commercial register and the number of copies required.
- ▶ Enter all the required details and submit application.
- ▶ Pay the prescribed fees and print the certificate.

Additional information

Once the fees are paid, an email will be sent to the applicant with the commercial registration required to be printed.

Fee

The prescribed fee is QR50.

Qatar Chamber of Commerce Membership Steps

In accordance with the provisions of Law No. 23 of 2017 amending some provisions of Law No. 11 of 1990 establishing the Qatar Chamber of Commerce and Industry, Chapter Three of the law included the controls for joining the chamber, and in accordance with these regulations, natural and legal persons who engage in commercial business or Industrial - even if it is associated with agricultural investment - and they have a head office, branch or agency in Qatar, may join the Chamber.

The Chamber shall register the names of the members joining it and classify them into categories according to its purposes.

Individuals who practice simple crafts such as sewing, shaving, blacksmithing, plumbing, upholstery, or ordinary repair work and other similar crafts are exempted from joining the chamber, provided that the craftsman practices the work himself without the assistance of other individuals.

Conditions for joining Qatar Chamber:

The applicant to join the Chamber is required to be:

- ① Qatari or a foreigner licensed to practice the business stipulated in Article (7) of this Law.
- ② Registered in the commercial register.
- ③ Age shall not be less than twenty-one years.
- ④ Must not have been previously convicted of a crime involving moral turpitude, unless three years have passed since the execution of the sentence imposed. If the penalty was not carried out, the period shall start to be calculated from the date of issuance of the judgment.
- ⑤ Should have a known headquarters in Qatar where the business is actually conducted.

Losing Membership:

The member loses membership in the following cases:

- ① Losing one of the conditions stipulated in the previous article.
- ② Non-payment of membership fees in the Chamber for a period exceeding one year.
- ③ Dismissal by a decision of the Chamber's Board of Directors. The decision of dismissal must be issued by a majority of three-fourths of the council members, and the council's decision must be justified.
- ④ A member who has lost membership in the Chamber may submit a request to reinstate the membership when the reasons that led to its loss cease to exist.



Chapter 4

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Investment Promotion Agency Qatar



The Investment Promotion Agency Qatar (IPA Qatar) oversees investment promotion activities under the Invest Qatar brand and acts as a concierge for entrepreneurs and businesses interested in investing in Qatar.

Through leveraging an integrated ecosystem of business and licensing platforms, we support you throughout your investment journey, from exploration and setup to expansion, in a way that is tailored to your unique goals and ambitions to ensure your long-term success. IPA Qatar's support covers three main areas:

- ◆ **Provision of general information:** Business environment, regulatory environment, economic drivers
- ◆ **Provision of market information:** Investment opportunities, sector size and characteristics, identification of potential partners
- ◆ **Support for foreign direct investors:** Business setup and establishment assistance, organisation of site visits, meetings and introductions, provision of facilitation services and incentives

As Qatar continues its rapid transformation into a global hub for business, it is becoming a second home for many international companies and investors alike. We invite you to explore further the many investment opportunities that await.

Our Investor Relations team is ready to support you through the investment process to ensure your long-term success in Qatar.

We look forward to partnering with you in your investment journey.

For more information visit:

invest.qa | Phone:

+974 4496 7505 |

Email: info@invest.qa



LULU



HYPERMARKET

Currently, Lulu Hypermarket Qatar has 18 state-of-the-art stores and a shopping mall scattered over various strategic locations across the region. Further, we have 3 state-of-the-art warehouses dedicated to cater to the regular requirements of the above showrooms. These warehouses are located at the Logistics Village Qatar

The fastest Growing Retail Chain in Qatar

Lulu Hypermarket Qatar, the fastest growing retail chain in Qatar, have developed a pre-eminent position in the retail sector, providing a unique shopping experience to its valued customers by addressing their daily needs under one roof. With its pleasant and novel variation from conventional supermarkets, Lulu Hypermarkets have in common major features like extensively laid out counters, sprawling parking spaces, play areas for children, food court, money exchanges and bank counters etc., besides a panoply of international and regional

brands, aptly justifying its tagline: 'Lulu where the world comes to shop'.

Lulu's operations in Qatar started in the year 2000 with its first venture at Al Saad on Al Rayyan Road. Over the years, Lulu Hypermarkets have become synonymous for excellence in the fields of retailing, import and distribution of fresh/frozen foodstuff and consumer staple goods.





◆ **Mohamed Altaf** / Director

Spearheaded by the retail operations, Lulu Hypermarket possesses a diverse portfolio of Hypermarkets, Supermarkets, Department Stores, Express Stores, Shopping Malls, Lulu Webstore, Imports and Trading.

Currently, Lulu Hypermarket Qatar has 18 state-of-the-art stores and a shopping mall scattered over various strategic locations across the region. Further, we have 3 state-of-the-art warehouses dedicated to cater to the regular requirements of the above showrooms. These warehouses are



Lulu Hypermarkets have a comprehensive network of Export Distribution Centers in 23 countries including UK, USA, and Europe



located at the Logistics Village Qatar, Bu Sulba and on Street No.41.

Lulu Hypermarkets also have a comprehensive network of Export Distribution Centers in 23 countries including UK, USA, and Europe, to cater to the regular requirements of British and European brands of products across all Lulu stores.

Lulu Group is also synonymous for activities in the realms of Corporate Social Responsibility and Sustainability and remains as a key partner in the development of the community around.

Lulu Hypermarkets have the vision of truly becoming a global retail brand by retaining prime position in the organized retail sector and is committed to provide unmatched value to its customers in terms of quality of products and services while continuously exploring new market opportunities and adding value to all its business associates.

Lulu Hypermarket Qatar has a workforce of over 5950 staff comprising of 16 nationalities and the entire team shares one work culture, one vision and one commitment to serve the customer.





Qatari Diar Priorities for real estate development in the country

Qatari Diar Real Estate Company was established in 2005 by the Qatar Investment

Authority, the sovereign wealth fund of the State of Qatar. Headquartered northeast of capital Doha on the coast of the Arabian Gulf. Qatari Diar was entrusted to support Qatar's growing economy and to coordinate the country's real estate development Priorities.



The company's flagship project, Lusail City, was launched in December 2005 and

quickly went on to gain tremendous praise for its innovative approach to real estate. The progressive self-contained city is the largest single development to be undertaken in the State of Qatar and although it is currently under construction, Lusail already signifies

Supporting Qatar Chamber Business Guide

Qatari Diar Real Estate Investment Company recently signed a

sponsorship agreement with Qatar Chamber, through which the Qatari Diar will be the platinum sponsor of the 'Qatar Economic & Commercial Activity Guide'. The agreement was signed by the acting director of the public relations department, Qatar Chamber, Ahmed Abu Nahya; and the director of the CEO office and public relations Department, Qatari Diar, Ahmed Mohamed Al-Sada, in the presence of the director of public relations and corporate events Abdulla Abdelhadi Al-Fuhaid.



◆ **SHEIKH KHALID BIN KHALIFA AL THANI**
Chairman of Qatari Diar



◆ **ENG. ABDULLAH BIN HAMAD AL ATIYAH**
CEO of Qatari Diar

Qatar's progress on a grand scale, reflecting the vision and quality that have become synonymous with Qatari Diar. Parallel to its significant real estate developments within Qatar, the Company has been committed since the beginning to bringing its vision to life, one for real estate that improves the quality of life and contributes to the community and onto the international stage. Today, Qatari Diar has established itself as one of the world's most

trusted and respected real estate companies because of its commitment to quality, local community, partnership, and sustainability. As of Year 2021, Qatari Diar has a shared capital of US \$8.1 billion, With 50 investment projects under development held in 20 countries around the world, combining an investment value of around US\$35 billion.



Al Dar for Exchange

The Three Pillar Strategy

AL DAR FOR EXCHANGE WORKS
الدار للأعمال الصرافة
your best money exchange partner

(Al Dar for Exchange Works is committed to be the leader in Qatar remittance industry. Our strategy is focus on employee, technology improvements and expansion. Providing trainings for employees to provide excellent customer service to our clients and to handle everyday challenges. Cutting edge technology for a secure, fast and reliable service. Offering 24/7 online remittance through our website. We also have 24 branches located in major shopping malls and famous commercial locations.

Trust is the main foundation in this kind of industry. Our continuous growth, is a sign that we are a trustworthy company. This gives us motivation to work harder and improve our service, until the day that we can proudly say that, "We are the best!")

Jumah Mubarak Al Madhadi

Chief Executive Officer

Al Dar for Exchange Works is one of the leading names in the Qatar remittance market and a pioneer in the industry of Qatar money exchange business. We had strengthened our fiscal position over the years and emerged as a strong organization. With the company's turnover fairing in millions of dollars annually, we are targeting higher goals to be achieved in future. We operated as part of the remittance market for over 15 years. Since its establishment in 2006, Al Dar for Exchange Works has become a well-known organization where the focus is on providing the best service, best rates, and best price for our customers.

We offer 24/7 online remittance through our website. We have a total of 20 branches all over Qatar, located in major shopping malls and

famous commercial areas. Al Dar Exchange always ensures 100% reliability in transactions and provides full safety of money for the





clients. Speed and excellent service are the key issues in our business and we ensure both while performing any kind of transaction. We have a massive tie ups with banks and exchange companies all over the world, who are well known in remittance business. Our company still continuously expanding the network of our correspondents to provide more choices and better service to our customers. Having a vision of becoming the leader of the Qatar remittance industry, Al Dar Exchange is working towards achieving goals, plans to expand, and by providing the best quality services to our clients. With our dedicated workforce, advance technology, fast and safe service, our dreams will soon come to reality.

Company logo

Our Customer Service " Customer First " is the real capital of the company. We are the first exchange company in the State of Qatar in terms of deployment through a wide network of branches spread strategically throughout the country, offering the best solutions and innovative products related to currency exchange and conversion services at competitive prices by employing a multinational team and languages and applying the latest advanced technology. This is why we have entered into cooperation agreements and alliances with the financial institutions around the world to ensure that we do our best to serve our valued customers.