Key facts

Population ● 2.6 million

GDP ● USD 170 billion (2017)
Growing at 2.4%

GDP per capita ● USD 124,529
One of the highest in the world

Natural gas reserves ● 25 trillion m³
Third largest in the world

Natural gas production ● 176 billion m³
One of the world’s largest LNG exporters

Qatar scores highly on a range of global competitiveness metrics, often coming first in the region*

Infrastructure ● 80 / 100

Macroeconomic stability ● 96.5 / 100

Entrepreneurship ● #1 in the Arab World**

* World Economic Forum (WEF) Global Competitiveness Report 2018
** World Bank and WEF Global Entrepreneurship Index 2018
Qatar has close ties with leading economies around the world
Qatar ranks highly across a range of global competitiveness metrics

8  Future Focused Government
10 Growth of Innovative Companies
5 Health Systems*
9 Critical Thinking in Education Teaching
8 Venture Capital Availability
9 ICT Adoption: High Internet and Smartphone Penetration
15 University Graduate Skills

* Source: Legatum Institute Annual Prosperity Index, 2018
Qatar is not only a great place to work, it’s a fantastic place to live

The country boasts extremely low crime rates, world-class schools and universities, cultural attractions and great recreational facilities.

——— Education system ranked 4th in the world by WEF

——— Global cuisine by world-leading restaurateurs including Alain Ducasse, Gordon Ramsay and Michelin-starred Vineet Bhatia

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

——— Cutting edge co-working spaces such as FabLabs, offering advanced digital technology including 3D printers and laser cutting

——— One of the world’s best healthcare systems, offering the latest therapies and medicines at advanced hospitals and health research facilities

——— Highly-ranked international schools teaching British, American and IB curricula
A modern, cosmopolitan hub in the Arab world

- Recognized as a major sporting hub, Qatar is home to world-class sporting facilities for both men and women. The annual Women’s TOTAL tournament is hosted in February and is a major fixture in the tennis calendar, broadcast across the world.

- Labor force participation for women is above 50%, the highest in the Gulf and above the world average. This rate is set to continue to rise, as more than 65% of higher education graduates are women.

- Museums, safaris, water sports and relaxing spa options all play a part in Qatar’s leisure and lifestyle activities.

- Qatar practices religious tolerance with several Christian facilities, including an official Catholic church, in addition to the mosques around the country. Those who practice other religions are free to do so.

- With a large expat community, laws in Qatar allow pork and alcohol to be sold, which is not common in other Arab countries.
India – Qatar Bilateral Relations
Qatar - India Bilateral Relations

• Qatar and India share an excellent bilateral trade and investment relationship which is growing steadily under an excellent framework provided by the leadership of the two countries.

• Both countries are keen to expand collaborations to their mutual benefit in the fields of energy; business, finance and investments; infrastructure; education and research; sports; travel and tourism; and other areas.

• India is the third largest export destination for Qatar. Total bilateral trade reached $12.3 billion during 2018-19.
Qatar - India Bilateral Trade & Investments

- **Trade Balance:** The bilateral trade balance (the difference between exports and imports) has been in favour of Qatar for the last several years. India’s skewed trade deficit is due to the fact it’s one of the major importers of Qatari LNG.

- **Indian Investments in Qatar:** Around 24 fully-owned Indian companies (including L&T, Punj Lloyd, Shapoorji Pallonji, Voltas, Simplex, TCS, Wipro, Tech Mahindra, etc.) and an estimated 6000 Qatar-India joint ventures operate in various sectors of the Qatari economy. There is a growing interest shown by the Indian companies in contributing to the construction, infrastructures, communications, information technology, energy and other fields.

- **Planned Indian Investments in Qatar:** India is seriously looking forward to direct investment in the manufacturing and production of liquefied natural gas and chemical industries thereof especially the industry of fertilizers, urea, petrochemicals including the projects concerning the infrastructures related to the industry of the natural gas and drillings of oil, minerals and power.
## Qatar-India bilateral trade

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Indian export to qatar</strong></td>
<td>1,054.98</td>
<td>902.13</td>
<td>784.56</td>
<td>1,471.88</td>
<td>1,611.16</td>
</tr>
<tr>
<td>% Growth</td>
<td>-14.49</td>
<td>-13.03</td>
<td>87.61</td>
<td>9.46</td>
<td></td>
</tr>
<tr>
<td><strong>India's total export</strong></td>
<td>310,338.48</td>
<td>262,291.09</td>
<td>275,852.43</td>
<td>303,526.16</td>
<td>330,078.09</td>
</tr>
<tr>
<td>% Share (qatar in total export)</td>
<td>0.34</td>
<td>0.34</td>
<td>0.28</td>
<td>0.48</td>
<td>0.49</td>
</tr>
<tr>
<td><strong>Indian import from qatar</strong></td>
<td>14,604.71</td>
<td>9,022.16</td>
<td>7,646.22</td>
<td>8,409.02</td>
<td>10,721.70</td>
</tr>
<tr>
<td>% Growth</td>
<td>-38.22</td>
<td>-15.25</td>
<td>9.98</td>
<td>27.5</td>
<td></td>
</tr>
<tr>
<td><strong>India's total import</strong></td>
<td>448,033.41</td>
<td>381,007.76</td>
<td>384,357.03</td>
<td>465,580.99</td>
<td>514,078.42</td>
</tr>
<tr>
<td>% Share (qatar in total import)</td>
<td>3.26</td>
<td>2.37</td>
<td>1.99</td>
<td>1.81</td>
<td>2.09</td>
</tr>
<tr>
<td><strong>Qatar - india total trade</strong></td>
<td>15,659.69</td>
<td>9,924.29</td>
<td>8,430.78</td>
<td>9,880.90</td>
<td>12,332.86</td>
</tr>
<tr>
<td>% Growth</td>
<td>-36.63</td>
<td>-15.05</td>
<td>17.2</td>
<td>24.82</td>
<td></td>
</tr>
</tbody>
</table>

(Values in US $ Millions)

Source: Department of Commerce, Government of India
## Top-10 products imported by Qatar from India

<table>
<thead>
<tr>
<th>Products</th>
<th>2017-2018</th>
<th>2018-2019</th>
<th>% Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Articles of iron or steel</td>
<td>93.9</td>
<td>142.44</td>
<td>51.69</td>
</tr>
<tr>
<td>Cereals</td>
<td>137.83</td>
<td>132.71</td>
<td>-3.71</td>
</tr>
<tr>
<td>Organic chemicals</td>
<td>79.51</td>
<td>98.86</td>
<td>24.34</td>
</tr>
<tr>
<td>Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts</td>
<td>89.24</td>
<td>96.38</td>
<td>8</td>
</tr>
<tr>
<td>Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre. Metal and artcls thereof; imit. Jewelry; coin</td>
<td>71.49</td>
<td>91.32</td>
<td>27.74</td>
</tr>
<tr>
<td>Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof</td>
<td>73.23</td>
<td>80.7</td>
<td>10.2</td>
</tr>
<tr>
<td>Iron and steel</td>
<td>48.96</td>
<td>64.82</td>
<td>3.4</td>
</tr>
<tr>
<td>Plastic and articles thereof</td>
<td>59.49</td>
<td>64.44</td>
<td>8.32</td>
</tr>
<tr>
<td>Copper and articles thereof</td>
<td>207.78</td>
<td>64.36</td>
<td>-69.03</td>
</tr>
<tr>
<td>Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes</td>
<td>61.01</td>
<td>63.08</td>
<td>32.39</td>
</tr>
</tbody>
</table>

(Values in US $ Millions)

Source: Department of Commerce, Government of India
QFZA India engagements in last 3 months

(From left to right): Mr. Anil Velde, Joint Director, MVIRDC World Trade Center Mumbai, Mr. Abhijit Singh Jadeja, Director, Nine North Consulting, Mr. Wilson Chan, Director- Markets, Qatar Free Zones Authority, Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai during the meeting at World Trade Center Mumbai on 19th August 2019.
The Free Zones
Where they are

- Al Ruwais Port
- Airport Free Zone @ Ras Bufontas
- Doha City Centre
- Port Free Zone @ Umm Al Houl
- Dukhan
- Ras Laffan Industrial City
- Mesaieed Industrial City
Ras Bufontas – the Airport Free Zone
Land Use Masterplan and Clusters

Target Sectors:
• Consumer Goods
• Media & Design Services
• Energy & Environmental Technologies
• ICT
• Pharmaceuticals
• Financial Services & Insurance
• Retail Trade
• Leisure & Hospitality
• Logistics & Warehousing
• Aerospace & Aviation Activities
Commercial Boulevard
The Business & Innovation Park (BIP)
The Business & Innovation Park (BIP)
The Business & Innovation Park (BIP)
Pre-built property solutions

14 light industrial units under construction
- Anticipated completion date: Q2 2020

24 light industrial units under construction
- Anticipated completion date: Q4 2019

Oasis Office Building
- Anticipated completion date: Q3 2019
Pre-built light industrial units (LIU)
Umm Alhoul – the Sea Port Free Zone
Umm Alhoul

SECTOR ACTIVITIES

- Logistics Hub
- Industrial Sectors Focus
- Heavy Manufacturing
- Maritime Industries & Services
- Down Stream Petrochemical
- Emerging Technologies

PROPERTY SOLUTIONS

- 1.8 Sq. Km of Serviced Land Plots
- Prebuilt Start-Up Units
- MARSA Port – 8.5 m draught - 2.5 km of Quay Wall

32 Sq. Km
1.8 Sq. Km of Serviced Plots
Free Zone has its own MARSA Port
Adjacent to Hamad Port
Pre-built light industrial units (LIU)
Pre-built light industrial units (LIU)
MARSA ‘Marine Cluster’ at Umm Alhoul

The gateway for Qatar’s marine industry, welcoming foreign investors and local enterprises across a diverse range of marine services and light industry.
Marine pre-built light industrial units (LIU)
Marine Facilities
Our Offering To Investors
# Unique Benefits

<table>
<thead>
<tr>
<th>Tax &amp; Capital</th>
<th>Corporate Structuring</th>
</tr>
</thead>
<tbody>
<tr>
<td>• 0% corporate tax for renewable 20-year periods.</td>
<td>• 100% foreign ownership</td>
</tr>
<tr>
<td>• No individual income tax.</td>
<td>• Partnership / JV opportunities with local companies / state enterprises.</td>
</tr>
<tr>
<td>• No restrictions on capital repatriation</td>
<td>• Branch or LLC structuring options.</td>
</tr>
<tr>
<td>• Qatar’s double taxation treaty network with 65+ countries.</td>
<td>• Access to investment funding.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Workforce Options</th>
<th>Property Solutions &amp; Strategic Infrastructure</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Skilled workforce available in country.</td>
<td>• Land Plots: pre-built and self-build options.</td>
</tr>
<tr>
<td>• Work permit regime directly managed by the Free Zone Authority.</td>
<td>• Turnkey office solutions available.</td>
</tr>
<tr>
<td>• Flexible foreign workforce visa regime &amp; best practice employment regulations.</td>
<td>• Zones strategically located in Doha &amp; adjacent to Airport &amp; Port.</td>
</tr>
<tr>
<td>• Workers’ accommodation available in the Zones.</td>
<td>• Metro servicing both Zones.</td>
</tr>
</tbody>
</table>
FDI partnership opportunities with local champions
Business friendly regulations

QFZA is an independent authority focused on creating a User-Friendly, Pro-Business and Globally Competitive Regulatory Framework

- Advanced licensing regime
- Compliance with international best practice
- Transparent and competitive operating environment
- Qatar International Court
- Regulations to serve FDI
- Special laws to serve Intellectual Property Rights, Privacy and Data Protection
We are focused on three key sectors

As a new organization, we are able to tailor solutions for companies who choose to operate in our free zones, and evolve to best suit your needs.

**Chemicals**
Tap into globally attractive end user industries and diverse market segments, such as advanced textiles and engineered materials, by capitalizing on Qatar’s vast natural gas reserves and competitively priced inputs.

**Emerging Technologies**
Qatar’s small size, powerful infrastructure, high internet and smartphone penetration and the continued growth of its tech sector all make it an excellent hub for tech operations, across automotive, marine, aviation, pharma and more.

**Logistics**
Benefit from the unparalleled accessibility, connectivity and capacity of Hamad Port and Hamad Airport. Our port has a current yearly cargo capacity of 2 million TEU, while the airport transports 25 million passengers and 2 million tons of cargo a year.
And a wide range of key activities

Within our sector focus, QFZA has identified a wide range of permitted activities for entities operating in the zones. These are likely to evolve over time and should be treated as indicative of key areas of activity.

<table>
<thead>
<tr>
<th>Cluster Activities</th>
<th>Examples</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Products and Services</td>
<td>Chemicals, plastics and rubber, metals, minerals, paper, packaging, textiles or wood products</td>
</tr>
<tr>
<td>Pharma, Life Sciences and Medical Services</td>
<td>Medical devices, biotechnologies</td>
</tr>
<tr>
<td>Automotive and Transport Equipment</td>
<td>Auto components, automotive OEM, miscellaneous transport equipment</td>
</tr>
<tr>
<td>Aerospace and Aviation</td>
<td>Air transportation technology, passengers and aircraft assistance</td>
</tr>
<tr>
<td>Energy and Environmental Technology</td>
<td>Renewables, recycling, environmental control systems</td>
</tr>
<tr>
<td>Construction and Real Estate</td>
<td>Construction materials, machinery, equipment</td>
</tr>
<tr>
<td>Food and Beverage</td>
<td>All F&amp;B related projects</td>
</tr>
<tr>
<td>Consumer Goods</td>
<td>Electronics, accessories, cutlery, jewelry, toys</td>
</tr>
<tr>
<td>Marine</td>
<td>Boat maintenance, boat brokerage, water safety training</td>
</tr>
<tr>
<td>Logistics and Warehousing</td>
<td>Production of bulk containers, transportation pipes</td>
</tr>
<tr>
<td>ICT</td>
<td>Software and IT services, communications activities, broadcasting, office equipment</td>
</tr>
<tr>
<td>Media and Design</td>
<td>Video games, publishing, music, design services, TV, advertising, market research, PR</td>
</tr>
<tr>
<td>Financial Services and Insurance</td>
<td>Banks, investment funds, VC funds, hedge funds, brokerages, foreign exchange services</td>
</tr>
<tr>
<td>Professional and Business Services</td>
<td>Legal, accountancy, consultancy, market research</td>
</tr>
<tr>
<td>Leisure and Hospitality</td>
<td>Hotels, restaurants, leisure and entertainment</td>
</tr>
<tr>
<td>Retail</td>
<td>Consumer products</td>
</tr>
</tbody>
</table>
Thank You

For additional information please contact:

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Tel: +974 440 18648 or 4401 8675