



Nr. 4 – November/Dezember 2003  
C 46321

**Contents**

Qatar's Ambitious Education City Inaugurated	1
Editorial	3
New Qatari Deputy Prime Ministers	3
Qatar's Gross Domestic Product to grow by 7.5% in 2003	4
German luxury cars: strong growth in the Gulf	4
Phenomenal growth on Doha Securities Market	4
U.S. - Arab Economic Forum	5
Record profit for Qafco	6
US-\$5 billion Qatar gas deal signed	7
Medical foundation plans mega-project	7
New QGBF-member from Germany	8
New QGBF-member from Qatar	9
Open door energy policy for foreign companies	10
Qatar's tourism objectives	11
Expansion of Doha Int. Airport	11
RasGas international aims	12
RasGas signs agreement with Korea Gas Corp	12
Largest LNG deal in history signed	13
10,000 new jobs at Ras Laffan aluminium smelter project	14
Qatar Petroleum signed an agreement with Japanese	15
Qatar - German - Business - Forum	16
Your partner for success	17
South Africa signed preliminary agreement	17
Tenders	17
Business Enquiries	17
Relevant Addresses	18
Board of the German Near and Middle East Association	18
Imprint	18

Qatar - German Business - Forum  
Doha - Berlin  
E-Mail:  
QGBF@Qatar-German-Business-Forum.com  
Internet:  
www.Qatar-German-Business-Forum.com

# Qatar's Ambitious Education City Inaugurated

by Helene Rang

A project which never before existed in Qatar, the ambitious Education City of the new Qatar Foundation for Education, Science and Community Development

"Today, we are celebrating an event that surpasses in its significance, any economic or industrial project, however large it might be." Describing the Education



*HH the Emir Sheikh Hamad bin Khalifa al-Thani, HH Sheikhha Mozah Nasser al-Misnad, and leading personalities of Qatar and from all over the world during the official inauguration of Qatar Foundation's Education City*

was inaugurated in October 2003 by HH the Emir Sheikh Hamad bin Khalifa al-Thani and his wife HH Sheikhha Mozah Nasser al-Misnad, who is chairperson of the QATAR FOUNDATION.

Not only HH the Prime Minister Sheikh Abdullah bin Khalifa al-Thani, H.E. Yousuf Kamal, Minister of finance, and further ministers, sheikhs, diplomats, leading personalities from Qatar, as well as leading personalities from all over the world attended the inauguration-ceremony.

HH Sheikhha Mozah started unveiling a glass monument in the sprawling Education City campus. The new building of the Weill Cornell Medical College in Qatar, bathed in coloured lights, provided the backdrop.

HH the Emir pointed out in his address by commenting that whenever Qatar celebrated the opening of a new project, people tended to think it was related to energy or industry.

City as the foundation and pillar that will secure the success of any other project in the future, he said the concern showed by Qatar in developing and modernising its educational system was the framework for achieving the goal of comprehensive development.

"When we decided some eight years ago to establish the Qatar Foundation, it was because of our conviction and belief about the need to upgrade the **educational system in Qatar** to an international dimension and appreciation for the role of private enterprise in stimulating advancement and constructive competition."

"We have become even more deeply convinced of the necessity to augment this course so as to become an effective partner in what has come to be known as the new world educational system, that recognises an universal right while addressing the market demands."

Qatar is determined to facilitate access to the means

*continued on page 5*

## Editorial



Education City, the ambitious project launched by HH Sheikha Mozah Nasser al-Misnad, Chairperson of the Qatar-Foundation is a further step in making the state of Qatar a fascinating location in the region.

Education City is not exclusively an economic or industrial project, but the project will create huge investment opportunities and it will secure the success of future projects due to the investment in human resources. This makes it one of the most important investments for the future of Qatar.

HH Sheikha Mozah impressively embodies a visionary female leader for the region. Her dedication to make Education City the foremost education network in the world is evidence of her ambitions and capabilities.

Germany could well take example from Qatar's visionary project. Personally, I would encourage Germany to become Qatar's partner in this undertaking.

With best regards

Helene Rang  
Qatar-GermanBusiness-Forum

## New Qatari Deputy Prime Ministers

Two new Deputy Prime Ministers were appointed by HH Sheikh Hamad bin Khalifa al-Thani in October 2003 in Qatar. The order stipulated that **HE Sheikh Hamad bin Jassim bin Jabor al-Thani** be appointed first deputy prime minister, retaining his post as foreign minister.



*HH the Emir Sheikh Hamad bin Khalifa al-Thani, HH the Heir Apparent Sheikh Tamim bin Hamad al-Thani and HH the Prime Minister Sheikh Abdullah bin Khalifa al-Thani with HE the First Deputy Premier and Foreign Minister Sheikh Hamad bin Jassim bin Jabor al-Thani and HE the Second Deputy Premier and Minister of Energy and Industry Abdullah bin Hamad al-Attiyah*

The order stipulated that **HE Abdullah bin Hamad al-Attiyah** be appointed as second deputy prime minister, retaining his post as minister of energy and industry and chairman of Qatar Petroleum.

The ceremony was attended by HH the Heir Apparent Sheikh Tamim bin Hamad al-Thani and HE Prime Minister Sheikh Abdullah bin Khalifa al-Thani. Earlier, HH the Emir issued a decree law, amending Decree Law No 9 of the year 2000 on the structure of the cabinet.

The new decree law provided that texts of Articles 2 and 6 of the Decree Law No 9 of the year 2000 be replaced by the following two texts: Article 2:

The cabinet comprises a prime minister, one or more deputy premiers and the members identified by the Emiri Order forming the cabinet. Membership of the cabinet member would be confirmed as of the date of the Emiri Order stipulated for the appointment. Article 6: The deputy premiers assist the prime minister in (performing) his job functions and they replace him in his absence, according to their precedence order.

HH Emir also issued an Emiri Order, appointing HH Sheikh Mohamed bin Khalifa al-Thani as an adviser to HH Emir at the rank of a deputy prime minister.

# Qatar's Gross Domestic Product to grow by 7.5% in 2003

QATAR'S GDP is likely to grow by 7.5% in 2003 and total QR68,350mn, Qatar National Bank's assistant general manager Tariq al-Malki said. In 2004, Malki expects GDP to touch QR72,250mn with growth of 5.7%.

Addressing the Fourth International Conference on oil, gas and petrochemicals in Qatar, al-Malki said that in the last three years, the economy had recorded an average growth rate of 13.9%.

While growth was mainly in the oil sector in the previous years, the non-oil sector had been performing well in the last two years due to increased spending on infrastructure projects and renewed optimism among consumers.

Al-Malki noted that in the last three years there had been a remarkable turnaround in the performance of the Qatari economy. "Prospects remain very promising for the next decade."

The turnaround was achieved through the policy of income diversification, implemented in the mid-90s through exploitation of Qatar's vast natural gas reserves. From a modest start of LNG exports of 2.2mn tonnes in 1997, exports to several countries have reached 13.5MT (million tonnes) last year. By 2010 contracted LNG exports are set to increase to 27MTA. The income diversification policy is not solely concentrated on LNG but also



*Tariq al-Malki, Qatar National Bank's assistant general manager*

includes petrochemicals and gas-to-liquids. In addition, the oil sector has been given a priority whereby the oil production capacity is set to increase to about 1mn barrels per day by 2006 from 500,000bpd in the mid-90s.

Qatar's balance of payment (BOP), al-Malki said, recorded a surplus in the last four years due to increased exports of oil, LNG and petrochemicals. The BOP is forecast to record a surplus in the next decade as well.

After 15 years of deficits, the national budget recorded its first surplus in the 2000-2001 budget. This trend has continued in the last three years with a combined surplus of QR11.5bn.

The 2003-04 budget was based on an oil price of \$17/barrel, with a deficit of QR1.7bn. With oil prices currently at \$27.5/barrel, a surplus of about QR4bn is likely to be achieved in 2003-04.

Al-Malki pointed out that in August 2002 Moody's Investor Services raised by two notches Qatar's foreign currency country ceiling for bonds and deposits to A3 from Baa2. Moody's also upgraded to A3 the ratings of Qatar's outstanding foreign currency denominated bonds and its issuer rating for local currency obligations. Moody's indicated that the upgrades are supported by a strategy of economic development based on diversification away from oil and investment in gas-related projects. After an upgrade in May 2002 Standard & Poor's raised on July 15 both the long-term foreign currency sovereign and long-term local currency sovereign credit rating of Qatar to A+. The outlook is stable.

## German luxury cars: strong growth in the Gulf

Customers in Qatar and the United Arab Emirates are the biggest spenders on German luxury cars, a segment in the automotive industry that showed strong growth last year.

The Federal Statistics Office in Wiesbaden said the average value per luxury car exported to the UAE last year was 61,663 euros (\$69,387). Next came Qatar, where the average price was 57,277 euros.

This was well above the average of 48,223 euros for luxury German makes - a segment defined by cars with 3.0 litres or more engine size - sold abroad in 2002.

In an industry which is scraping along with stagnant or declining sales, the luxury car segment was a strong one in 2002 for German carmakers, with the value of luxury car exports surging 20% to 16.6bn euros.

By market, the United States remained the biggest customer for top German car models last year, with exports there at 179,553, up 6.8% and a 52% share of total luxury car sales abroad.

## Phenomenal growth on Doha Securities Market

Doha Securities Market (DSM) witnessed a phenomenal growth in share trading value for the first nine months this year compared to the whole of 2002.

Till September 30, DSM saw QR8.4bn of shares being traded compared to QR3.2bn in 2002. The number of shares traded also increased substantially in the first three quarters of this year. Compared to 79.6mn shares traded in 2002, 142.1mn shares were traded in just nine months of this year, they pointed out.

The number of deals executed till September was 943,000. On the other hand, in 2002 only 298,000 deals were struck.

The number of listed companies is also rose to 29, compared to 25 last year. The companies listed this year were Qatar Technical Inspection Company, Industries Qatar, United Development Company and National Ijarah (Islamic leasing firm).

DSM has a market capitalisation of \$25bn now, a "remarkable" figure for a six-year-old

stock market, the sources said. The market capitalisation on May 26, 1997, when the stock exchange was formally opened, was just \$1.6bn.

Qatar was the fourth GCC State to set up a formal share market after Bahrain, Kuwait and Oman.

In terms of market capitalisation, the Doha bourse has recorded the fastest growth in the Gulf over the last six years. The listing of more firms and the move to allow expatriates to trade in the shares indirectly - through mutual funds - has had a positive effect on market turnover.

With the government kicking off privatisation of well-run and highly profitable State-owned companies, the Doha bourse is the one that has to be watched.

One more initial public offering (IPO) might be launched before the year-end. The overall mood is upbeat and there is a lot of confidence in the local economy.

# U.S. - ARAB ECONOMIC FORUM

*in Detroit, Michigan attracted more than 1000 participant*

*by Helene Rang*

Secretary of State Colin Powell presented an impressive speech as Key Note Speaker of the US Arab Economic Forum in Detroit, Michigan end of September 2003, attended by more than 1000 participants, about 50 % high level representaives from the Arab World such as H.R.H. Prince Saud Al-Faisal,

Kingdom of Saudi Arabia, H.E. Ali bin Ibrahim Al Naimi, Minister of Petroleum and Mineral Resources of the Kingdom of Saudi Arabia, H.H. Shaikh Khaled Bin Zayed Al Nehayan, United Arab Emirates, H.H. Shaikha Lubna Al Qasimi, United Arab Emirates, H.E. Sultan Ahmed Bin Sulayem, United Arab Emirates, Qassam Sultan, United Arab Emirates, H.R.H.

Powell spoke at this first US Arab Economic Forum, an event designed to bring the two worlds together with the local Arab American community acting as a conduit. Detroit/Michigan is the place worldwide with the highest population of Arabs outside of the Arab countries.



*HE the Second Deputy Premier Abdullah bin Hamad al-Attiyah and Dr. Abdulaziz al-Malki in Detroit, Michigan*

Crown Prince Shaikh Salman bin Hamad Al-Khalifa of the Kingdom of Bahrain, H.E. Abdulla H. Saif, Minister of Finance and National Economy of the Kingdom of Bahrain, Khalid Bin Mohamed Kanoo of the Kingdom of Bahrain, H.E. Sheikh Hamad Bin Jassim Al-Thani, First Deputy Prime Minister and Minister of Foreign Affairs of Qatar, H.E. Abdullah Bin Hamad Al-Attiyah, Second Deputy Prime Minister and Minister of Energy and Industry of Qatar.



*Elizabeth L. Cheney, Deputy A/S for Near Eastern Affairs, U.S. Department of State and Arun Gandhi, Chairman, M.K. Gandhi Institute*

## Qatar's ambitious Education City inaugurated

*continued from page 1*

of innovation, creativity, acquisition of knowledge and expertise and the practice of responsibility, not only to the students of institutions in the Education City, but also to those studying in all public schools and the University of Qatar. Education City would become a lighthouse for learning and scientific research through its present centres or those to be opened in the near future.

"I also expect that the prestigious universities that have entered into strategic partnership with the Qatar Foundation for education, research and rehabilitation, will take into consideration the development priorities of our society when drawing their educational programmes," HH the Emir pointed out.

HH the Emir expressed the wish that the scientific and educational output of the Education City would benefit all who wanted to make use of its treasure and its database would turn into a reservoir accessible to all through non-traditional means of education.

"It is our aspiration that the Education City with its unique makeup and colourful cultural mosaic, will create a fertile ground for



*Education City, Doha, Qatar*

intellectual exchange and creative, constructive dialogue," said HH Sheikha Mozah in her presentation, explaining the vision of the project.

As the Sidra tree, the image of which is incorporated into the QF logo, provides nourishment and shelter, the Education City will serve as a safe haven for innovative thought and research.

HH Sheikha Mozah recalled that the vision of

the Education City, as the prototypical educational network of the future, was developed over time and still continues to evolve.

"The Education City has been a dream that strangely enough did not come in a vision, complete and packaged, but grew as we interacted with and responded to the needs and changes in our society in these rapidly transforming times," she remarked.

QAFCO

# Record profit at QR500mn for Qatar Fertiliser Company (QAFCO)

QAFCO achieves a record profit of QR500mn and a production figure of 1.4mn tonnes of ammonia and 1.7 tonnes of urea by the end of 2003.

The forecasted profit will be the second largest in the company's history and a 109% increase over the profit gained in 2002, Qafco managing director Khalifa al-Sowaidi pointed out.

Qafco's outstanding performance is due to stable operations and the peak prices at which the company's products have been trading since the beginning of the year. Urea is now selling at \$155 a tonne, while ammonia at about \$210/tonne.

During the period under review, the main importer of Qafco's ammonia was India, followed by the US and South Africa. By the end of 2003, ammonia exports are expected to reach 420,000 tonnes.

The US was the main importer of urea from Qafco during the period under review, followed by Thailand, Vietnam, Australia and a number of other countries. Qafco's total urea exports at the end of 2003 are forecast to reach 1.7mn tonnes.

Al-Sowaidi commended the outstanding performance of the various units and utilities of the company, adding that this reflected the management's ceaseless efforts to enhance efficiency, implement marketing plans and cut down on operating costs.

On Qatarisation, al-Sowaidi said Qafco's plan in this regard, which targets 50% nationalisation of the workforce by 2005, is progressing well, with close attention being paid to the recruitment and development of nationals.

Qafco's Qatarisation plan is based on the target set for Qatar Petroleum and its affiliates. Qafco is working in collaboration with the human resources department of QP to put the plan into effect.

By the end of the year, significant progress will have been made in the implementation of the \$550mn Qafco-4 expansion project, scheduled for a mid-2004 completion date, he said.

Qafco embarked on this major project in



*Khalifa al-Sowaidi*

The renowned German engineering group Krupp Uhde has undertaken the project construction.

October 2001.

The new facilities to be set up under the Qafco-4 project include an ammonia unit with a daily capacity of 3,200 tonnes. This will result in an increase of the company's urea production by 65% to reach 2.8mn tonnes per



*Qafco plant*

year.

Upon completion, Qafco-4 will achieve a set of key objectives, al-Sowaidi said. By raising the company's production capacity and cutting down on the unit production cost, the expansion will be instrumental in boosting Qafco's profitability and placing the company on a stronger footing as a key player in the global fertilizer market.

It will also contribute towards several other strategic objectives by providing value addition to national products, bolstering up the economy and providing employment

opportunities for nationals.

The Qafco managing director said construction works related to the urea formaldehyde project (UFC) are fast nearing completion. When it goes on stream, Qafco will become self-sufficient in urea formaldehyde.

The QR40mn UFC project is a joint venture between Qafco (70%), Qatar Industrial Manufacturing Company (15%), United Development Company (10%) and Qatar Ladies Investment Company (5%). The urea formaldehyde plant will have a capacity of 82mt/d, which be utilised in Qafco's four urea plants.

In the area of environment, several projects aiming to reduce in industrial emissions and discharges had been successfully implemented during the past nine months. Qafco is 100% committed to the Qatari legislation pertaining to the protection and preservation of the environment.

Qafco enjoys an excellent relationship and maintains close co-operation with the Supreme Council for the Environment and Natural Reserves and all other local and foreign agencies concerned.

Qafco has been a recipient of the GCC's award for Qatar's best industrial establishment in environmental performance in 1998. Qafco is also an ISO-14001 certified company, being one of the earliest major industrial companies in Qatar to earn certification to this international environmental standard.

During the period under review, Qafco was also able to maintain its meritorious performance in the field of safety and no lost time accidents were reported so far this year. In the first nine months of this year more than 2.2mn man-hours have been worked without any lost time accidents.

Achievements in this area also include re-certification of the Company for the OHSAS 18001 standard of Occupational Health and Safety Management System, and the continued success in the implementation of the Risk Assessment system for controlling various occupational risks.

## Gas Industry

# \$5 billion Qatar gas deal signed in October 2003

Royal Dutch/Shell clinched a \$5 billion gas deal in Qatar yesterday, blazing the trail for further big investments in the region.

Shell Chairman Philip Watts told Reuters in an interview that the gas-to-liquids (GTL) project at Ras Laffan, the company's biggest ever in the Middle East, still leaves room to expand.

"The Middle East is one of Shell's heartlands and we'd like it to grow," Watts said following the signing ceremony with Qatar Petroleum.

"We're looking for other opportunities as and when they arise."

Shell's deal with Qatar is a model that its Gulf neighbours might do well to copy.

"We insist that when we do projects they meet our economic screening criteria. That's why I'm very pleased with this investment in Qatar," Watts said.

"This is a project that demonstrates robust profitability over a range of oil prices for our shareholders."

It is also good business for Qatar, home to the world's third biggest gas reserves after Russia and Iran.

Iran, which lags far behind neighbouring Qatar in the dash for gas, boasts the huge South Pars gas field, which is also ripe for foreign investment.

Watts said Iran's gas sector remains an attractive "possibility" for Shell, but the company's immediate focus is to see through its deal in Qatar.

"That's (Iranian gas investment) always a possibility," the Shell chief said.

"But we're concentrating just at the moment on moving this project in Qatar forward in a timely fashion so that we can get the contracts awarded - the final investment decisions taken ready for our first production in 2008-2009."

The Anglo-Dutch oil giant has already invested in two offshore Iranian oilfields, Soroush and Now-ruz, which are expected to pump 190,000 barrels per day by March.



HE al-Attiyah presenting a memento to Sir Philip Watts

"This has been a valuable learning process," said Watts. "And I hope we will have increased activity in both oil and gas. But time will tell."

Energy-rich Saudi Arabia is another growth opportunity for Shell, which is leading a consortium to find and pump gas in the kingdom - which had been off limits to foreign investment since the 1970s.

Watts said the deal with France's Total and Saudi Aramco is enough to keep the company occupied for now.

"We're looking forward to signing the final agreement very shortly," said Watts. But when it comes to breaking ground - "that depends on how quickly we identify good locations to drill."

Riyadh last July presented three areas in natural gas exploration to international energy companies to be offered in the kingdom's first-ever licensing round and said the auction would be held by the first quarter of 2004.

When asked whether Shell would take part, Watts implied that the company might not participate.

"We're very comfortable with the arrangement that we have at the moment," he said. "That gives us a large area to explore and we're looking forward to working with Saudi Aramco."

The Shell chief said the Anglo-Dutch giant is also keen to take a "significant interest" in Iraq's vast oilfields. But that will only happen after a legitimate government and an investment framework are in place.

Industry sources had said Shell had its eye on the Ratawi oilfield - one of Iraq's prized gems in the south - during the days of Saddam Hussain. But Watts said that might not be the case now.

"Probably a new situation is arising now. Who knows what process will be adopted by the authorities. And we look forward to that. We'll be ready."

## Medical foundation plans mega-project

A COMPLEX of international standards, comprising a world-class shopping plaza, a specialist hospital and a dental college, is being developed by Thalassery Medical Foundation Limited.

E Narayanan, chairman of the Rubco group, a body of over 150 co-operative rubber marketing societies in Kerala, revealed this at a news conference in Doha yesterday. He is also the chairman of the Thalassery Medical Foundation.

The foundation's project, estimated to cost over 500mn rupees, will be completed in three phases in as many years.

The first phase has the shopping mall having 200 rooms. Narayanan said that more than one-fourth of the rooms have already been allotted and spaces have been earmarked for two restaurants in the complex. Work on the hospital is expected to commence in January 2004.

Investors are assured of 8% returns from the fourth year and 50% of the profits will be given as a dividend in the subsequent years, said Narayanan. There is also a provision for outright sale in the new complex. The company will be guided by the regulations of the Indian Companies Act. For details on the proposed project, contact Narayanan at 4432525 or Sameer Siddique at 5801460.

Source Gulf Times

**From Germany:  
New Qatar-German-Business-Forum Member**

# HASCO Hasenclever GmbH + Co KG

## HASCO Standards Technology, the international standard

**History:**

The foundations for this family business were set in 1924. Initially the company produced shells from copper and brass, then dies for Bakelite and later injection moulds for thermoplasts. A new, very successful era then began in 1959 when Rolf Hasenclever invented the standards mechanical assembly technique for producing dies for metal and plastics processing. Due to high demand, an international service network was formed and HASCO developed into the leading standards manufacturer.

**The programme:**

HASCO manufactures and distributes standards for the mould and toolmaking

**Product range:**

- P-standards, undrilled plates worked on all sides
- K-standards, drilled plates worked on all sides
- Z-standards, accessories for injection moulding and die-casting tools

**Special products:**

- Hot-channel
- Hot-half

**Innovations:**

- Slide retainer
- Tubular heating element
- Core pin
- Frictional puller
- Collapsible core
- Quick change mould system



*HASCO hot-channel technology*

**Contact:** **HASCO Hasenclever GmbH + Co KG**  
 Im Wiesental 77, D-58513 Lüdenscheid, Germany  
 Tel. +49 2351/9570 Fax +49 2351/957 237  
**info@hasco.com** **www.hasco.com**



*Klaus Galinski, President of the HASCO board of directors*

industry throughout the world. High-precision standard components, which can be freely combined, are

**Quality:**

The most modern production systems and testing equipment is used to guarantee the precision and quality of HASCO products. Certified QM system in accordance with DIN EN ISO 9001.

**Service:**

- Worldwide presence
- Extensive advice service
- 24-hour support by trained mould construction specialists

**Training:**

The Learning-By-Doing method has proven its worth. HASCO offers training that not only imparts the subject knowledge but also promotes an independent manner of working. Trainees learn how to plan, prepare and implement projects right up to the final inspection. HASCO has been successfully training toolmaker apprentices for decades. This allows us to draw on our own pool of highly-qualified staff.

manufactured in series production or - in accordance with customers' wishes - as individual production runs. About 90,000 individual parts, including drilled and undrilled plates, and associated accessories such as general tool components, releasing and tempering elements, casting, hot-channel and control technology and also adjuvants and raw materials can be supplied rapidly from stores. The entire programme can be provided as a digital catalogue and is available on the Internet. CAD standards software provides an ideal electronic catalogue supplement for direct processing of HASCO products in modern, computer-supported designs.



*HASCO's headquarters in Lüdenscheid, Germany*

**Global presence:**

The group's headquarters are in Lüdenscheid, Germany.

HASCO has manufacturing and service branches in logistically-favourable locations in all significant industrial nations.

*National:* Berlin, Schmöln, Nürnberg, Villingen-Schwenningen.

*International:* Belgium, Canada, China, Denmark, Finland, France, Great Britain, Norway, Austria, Poland, Portugal, Singapore, Spain, Sweden, Switzerland, Hungary, USA, Slovenia, Romania, India, Thailand, the Czech Republic and Malaysia.

The company employs about 1450 staff worldwide.

From Qatar:  
New Qatar-German-Business-Forum Member

# KASSEM DARWISH FAKHRO & SONS

## DARWISH GROUP

Darwish Group is a multifaceted organisation consisting of a number of activities serving the fast expanding Qatari economy with active role in representing various internationally renowned brands, Oil & Gas Services, Trading, Investors in property.

### **Petroleum & Industrial Services:**

Serving Qatar's fast growing Oil & Gas industries for both onshore and offshore operations. Engineering, Environmental Surveys, Health, Safety and Environment, Electrical Instrumentation and Testing, Marine Equipment.

### **Communication & Technology:**

Varied activities in the high technology, security systems Mobile phones, datacom equipment.

### **Contracting:**

Civil Contractors, electrical installation & Services, Elevators & Escalators.

### **Trading:**

Distributors, wholesalers and Project Suppliers, Automobiles, servicing & repairs, Domestic Appliances, Building Materials, Electrical, Lighting Products and Systems, Medical Equipment, Office Equipment, AirConditioners, Industrial Electronics, Construction Equipment, Communication & Security, Tyres and Batteries, Transport fleet.

### **Manufacturing:**

Timber products, portable accommodation, Interior /Exterior design, GRC, GRG, PCC.

### **Travel & Tourism:**

GSA for 18 major Airlines, retail sales outlets, Freight services, Local and overseas Tours and Travel arrangements and own hotels with all facilities.

### **Management:**

Hasan Jassem Darwish, Chairman  
Nasser J. Darwish, Vice-Chairman / Executive Director

### **Contact:**

**HAKASSEM DARWISH FAKHRO & SONS**

P.O. Box 350 DOHA-QATAR

Tel. +974 4422781 Fax +974 4426378

[kdsgroup@qatar.net.qa](mailto:kdsgroup@qatar.net.qa)

## Qatar's Energy policy

# Open door energy policy for foreign companies

HE the Second Deputy Premier and Minister for Energy and Industry Abdullah bin Hamad al-Attiyah has said Qatar's plan to enhance utilisation of its huge gas reserves offers plenty of partnership opportunities to foreign investors and the private sector.

"An open door policy was adopted vis-à-vis foreign companies in order to achieve our objectives of developing and utilising our oil and gas resources," he said while delivering the opening address at the 4th International Conference on oil, gas and petrochemicals in Qatar in October 2003.

Qatar's unique geographical location close to the promising and fast developing Indian, Southeast Asian and Far East markets in addition to the Middle East and European markets provides vast and lucrative



*HE the Second Deputy Premier and Minister of Energy and Industry Abdullah bin Hamad al-Attiyah, Finance Minister HE Yousuf Hussain Kamal and Advisor to the Energy Minister Abdullah Salatt*

opportunities in various business and investment fields.

During the last 13 years several production sharing agreements were signed with foreign international oil companies for exploration and development of oil in Qatar, while Qatar

Petroleum made efforts to increase the recoverable oil reserves in Government-owned fields.

"We have had outstanding success in this. The recoverable reserves were increased by 40% and the sustainable production capacity was raised from 400,000bpd in 1991 to about 800,000bpd now,"

Qatar's gas strategy is focused on the optimal utilisation of reserves through projects to export it as liquefied gas or by pipeline, or to use it in fertiliser and petrochemical and GTL industries. Qatar's North Field is the largest single non-associated gas field in the world, with estimated reserves of about 900trillion cubic feet.

One of Qatar's ambitions is to become the capital of gas-to-liquids (GTL) technology.

The process of setting up the first \$700mn GTL plant at Ras Laffan in association with South Africa's Sasol is on. GTL projects are under discussions with Shell, ExxonMobil, Conoco, Marathon and Sasol Chevron.

Qatar's petroleum reserves compared to other Gulf states are modest, but its' enormous natural gas reserves have facilitated growth of the petrochemical industry here. Besides existing projects such as Qapco, Qafco, Qafac, QVC and Q-Chem-1, new petrochemical projects such as cracker project and a condensate factory in Ras Laffan have been taken up.

QP's strategic plans, al-Attiyah said, include programmes for tapping private sector investments in intermediate and final petrochemical products. QP has already been identified as suitable for private sector participation. More are in the pipeline.

Referring to the success of the Industries Qatar (IQ) IPO was a reflection of the confidence the private sector enjoyed in Qatar's petrochemical projects. Al-Attiyah said that in order to promote proper utilisation of by-products and sharing of common facilities, efforts are now being made to integrate the petrochemical facilities at Mesaieed.

## Largest LPG Tanks in Qatar

CB&I has been awarded a lump-sum turnkey contract valued in excess of US\$50 million to design and construct liquefied petroleum gas (LPG) storage tanks that will be the largest of their kind ever built by CB&I and the largest in the Middle East. The contract includes an option for two additional tanks.

CB&I will supply the tanks for the First Phase of the Al Khaleej Gas Project (AKG-1), which will produce natural gas from Qatar's North Field, recover associated condensates and natural gas liquids for sale, and market pipeline gas for domestic and export customers.

The EPC contractor for the onshore portion of the project is CMS&A, a joint venture of Chiyoda Corporation of Japan, Mitsui & Co. Ltd. of Japan, Snamprogetti S.p.A. of Italy and Al Mana Trading Co. W.L.L. of Qatar.

AKG-1 will be operated by RasGas Company Limited of Qatar.

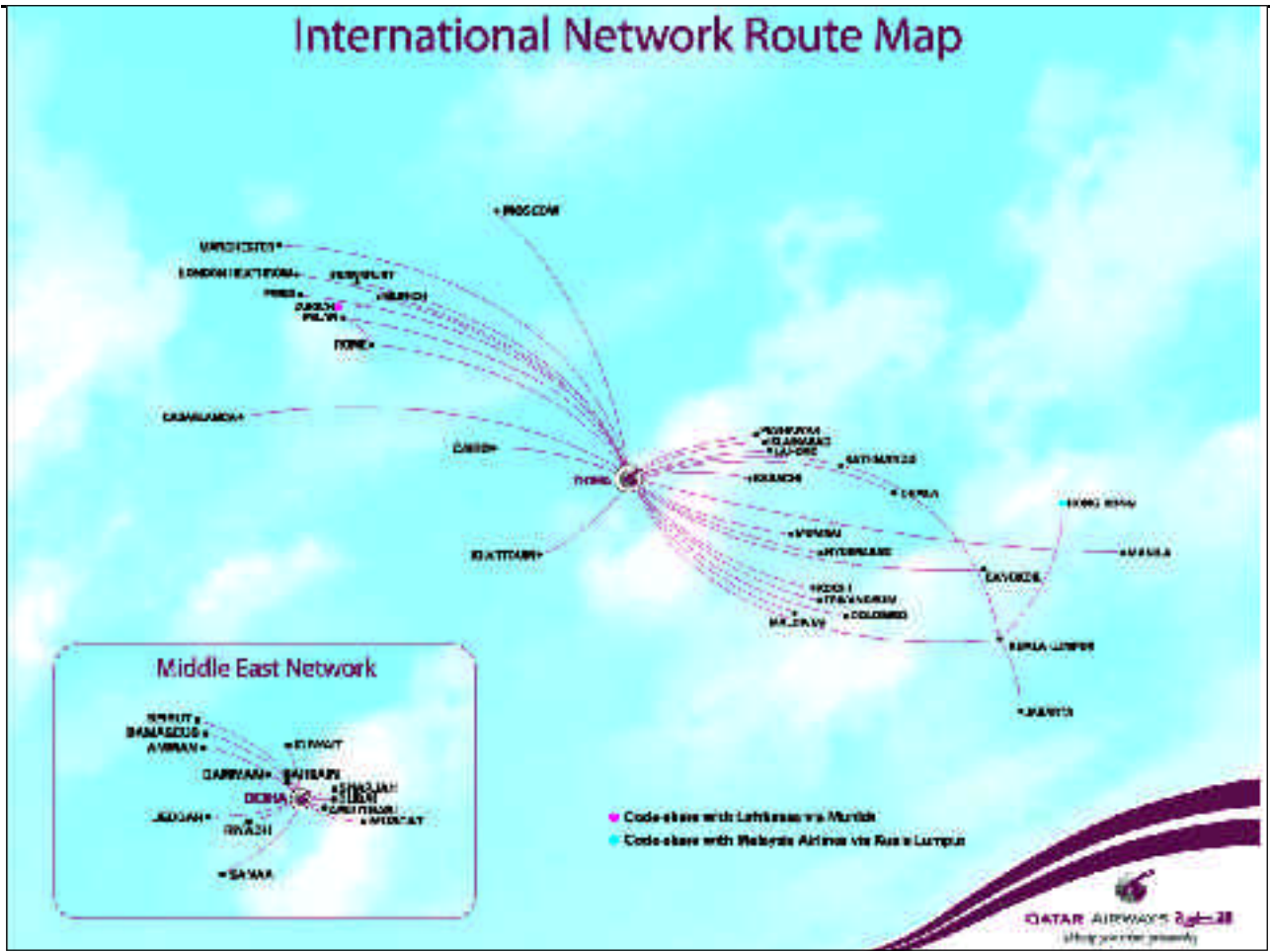
CB&I's work scope includes the engineering, procurement and construction of two double-wall steel full containment LPG tanks. One

tank will store propane and has a capacity of 125,000 cubic meters, while the second tank will store butane and has a capacity of 110,000 cubic meters.

CB&I also will be responsible for the foundations, piping, electrical and instrumentation to grade. The fast-track schedule calls for completion of both tanks 27 months after award. "We are truly pleased to continue our long-standing business activities in Qatar with this latest project for RasGas," said Gerald M. Glenn, CB&I's Chairman, President and CEO.

"Our past performance, technical competency and ability to meet the aggressive construction schedule all contributed to our success in winning this award. We believe there are abundant opportunities for more gas-related projects in Qatar, and we are well positioned to compete for this work from our base in Doha."

Chicago Bridge & Iron ranks No. 199 on the Construction Equipment Giants list with a fleet replacement value of \$106 million.



## Qatar's tourism objectives: to be the world's luxury travel destination

With the objective of placing Qatar on top of the world's luxury travel and tourism map, the Qatar Tourism Authority (QTA) told leading international journalists to discover Qatar, the 'heart of Arabia'.

The QTA hosted teams from the Russian NTV and Hong Kong based Next magazine and a German National Public Radio journalist. NTV is the largest Russian private TV channel covering more than 80% of the Russian territory and its signals are transmitted via cable and satellite channels through Germany, UK, Poland, US, Canada and other countries.

NTV will feature Qatar in a series of documentaries focusing on the culture, tradition, heritage, education and everyday life.

The Next magazine is a weekly Chinese publication with a circulation of approximately 140,000 copies. With presence in Hong Kong and Taiwan and an average readership of 465,000, it is one of the territory's top five weekly magazines.

Qatar Tourism Authority CEO Fred van Eijk hosted a dinner for the media teams. He

emphasised the importance of showcasing the rich Qatari culture, heritage, natural beauty, and state-of-the-art facilities in hospitality, education and sports.

Besides QTA's activities at travel exhibitions, conferences and other events within the travel and tourism industry, the authority will continue to develop close relationships with the world's leading media, he said. The aim is to attract the MICE (Meetings, Incentives, Conferences and Exhibitions) market, discerning travelers, top-end tourists and groups travelling on specific purposes - sports culture and education.

For the purpose of highlighting the diversity of attractions and venues Qatar has to offer, QTA has set up an extensive programme which has included field trips and meetings with the relevant personalities within the tourism, economy, culture, heritage, education, sports and other sectors.

The journalists, after trips to the country's attractions, expressed admiration at the richness of Qatar's heritage and culture and praised the hospitality of the country.

## Expansion of Doha International Airport announced

National carrier Qatar Airways has announced the second phase of the expansion of Doha International Airport (DIA), the hub of the airline's operations.

According to Qatar Airways Chief Executive Officer **Akbar al-Baker**, the expansion is part of the QR0.5bn programme to improve the capacity of the airport. A total of QR140mn has already been spent on the expansion project, he explained to journalists after a tour of the renovated arrival terminal.

In this year alone the capacity of the terminal will be increased from 4.2mn passengers to 7.5mn passengers.

A shaded parking area for 1,400 cars is to be ready by November. The second phase of the parking bay expansion, set to start in December and scheduled to be over by February, will provide space for long-term parking at a fee for those going on holiday.

The arrival lounge alone has been expanded by 45%. Thirty new offices have been built in the space above the conveyor belts.

RasGas

# RasGas international aims

RasGas hopes to enter the US market with firm LNG buying commitments from American firms in the next 4-5 years, RasGas vice-chairman Dr. Ibrahim al-Ibrahim has said.

"We are now talking to Conoco Phillips for a possible joint venture agreement. We are working on it."

RasGas plans to set up two huge trains of 7.8mn tonne capacity each in order to facilitate supplies to the US market.

RasGas has firm LNG buying commitments from India, South Korea, Japan, Taiwan, Spain and Italy among other places. "We are almost everywhere now".

A long-term agreement with a Chinese buyer is expected by the end of the year.



*Qatar's gas industry*

RasGas produced 6mn metric tonnes of LNG last year after expanding its capacity by about 10% over 2001.

The first LNG shipment to India's Petronet is expected next year. RasGas is committed to supplying Petronet 5mmta of LNG initially.

With the completion of the second LNG receiving terminal another 2.5mmta of LNG would be supplied to India. RasGas has signed a 25-year sale and purchase agreement with Petronet.

On integration of facilities of RasGas and Qatargas at Ras Laffan, Dr Ibrahim said optimisation of facilities made economic sense.

"There is no competition between us. We have 100% co-ordination with regard to LNG pricing, long-term deals and cargo movement. If we need LNG cargo, they give us and if they need we give them."

## RasGas signs agreement with Korea Gas Corp

RasGas has signed an agreement with the Korea Gas Corp (Kogas) to supply nine LNG

These have helped Kogas in meeting Korea's seasonal peak demand during the winter.



*Wolohan and Yoon with Ras Gas and Kogas officials*

cargos to the latter between October and March 2004.

This is the sixth spot sales agreement RasGas is concluding with Kogas, RasGas said in Doha.

RasGas managing director, Jerry J. Wolohan, and Kogas executive vice-president (marketing), S H Yoon signed the agreement in Bangkok.

Since first production in 1999, RasGas has delivered over 290 cargoes to Kogas including base contract volumes of 4.9mn metric tonnes per annum (MMTA) and additional spot sales.

"The sixth spot sales agreement represents a milestone in the thriving relationship we have with Kogas."

Korea Gas Corp (Kogas) was established in 1983 by the Korean government.

Kogas's portfolio of energy business interest include production and supply of natural gas, purification and selling of gas-related by-products, building and operating of production facilities and distribution networks and the importing and exporting of LNG for domestic and overseas markets.

## RasGas LNG 2002 Output Up 10% At 6 Million Tons On Year

Qatar's Ras Laffan Liquefied Natural Gas Co. produced six million tons of LNG in 2002, 10% higher from a year earlier.

During the period, RasGas shipped 77 cargoes of LNG to the Korea Gas Corp. of South Korea, its main customer under a long-term sale and purchase agreement.

"RasGas marketing committee aggressively promoted the company's excess production capacity, which subsequently resulted in 28 LNG cargoes delivered on the spot market."

Three additional long-term charter party agreements for LNG vessels were signed to take advantage of excess production capacity over committed volumes and further guarantee delivery commitments to customers.

The company's first LNG shipment was launched in June 1999.

**Qatar Petroleum**

# Largest LNG deal in history signed

In the largest-ever deal in the global liquefied natural gas (LNG) industry, Qatar Petroleum and world's number one oil company ExxonMobil have signed a heads of agreement (HoA) to supply LNG from Qatar to the United States, for a 25-year term beginning 2008/09.

The HoA covers the sale of 15.6mn tonnes a year of LNG from RasGas-II to the United States and development of two of the world's largest LNG trains with a combined capacity of 15.6mn tonnes per annum (MTA) or about 2bn cu ft (bcf) per day.

"The total estimated investment in the world scale project is about \$12bn. This is the largest LNG import project taken up anywhere in the world so far," said Second Deputy Premier and Minister of Energy and Industry, HE Abdullah bin Hamad al-Attiyah, after concluding the HoA with ExxonMobil at the Ritz-Carlton on Thursday.

The second deputy premier, also Qatar Petroleum chairman, said two LNG trains of 7.8mn tons a year capacity each would be set up by RasGas-II at Ras Laffan to facilitate the US supply. Qatar Petroleum will have a 70% equity stake in the project and ExxonMobil 30%.

"These trains will be the single largest LNG trains built anywhere in the world," al-Attiyah said.

ExxonMobil executive vice-president and director Harry J Longwell said the LNG receiving and regasification facilities to be built in the US would be the world's largest. The ships to carry the product to the US would also be the world's largest LNG carriers, he added.

Addressing a press conference later, al-Attiyah said the feed gas for the two trains would be sourced from Qatar's giant North Field, which has proven natural gas reserves

in excess of 900tn cu ft (tcf). Over 26tcf of the reserve will be dedicated to this project.

He said the project would make Qatar Petroleum and ExxonMobil leaders in

agreement for the Company. "This is undoubtedly a big boost to our efforts to become an industry pace setter," Kamal said.



*Wolahan, Longwell, HE al-Attiyah, HE Kamal and Dr. al-Ibrahim*

supplying LNG to the important US natural gas market.

The LNG trains will be built at Ras Laffan Industrial City in Qatar by RasGas (II), a joint venture between Qatar Petroleum and ExxonMobil, that has been operating since 2001. The two existing RasGas trains currently produce over 6MTA of LNG and two additional trains of 4.8MTA each are under construction.

Al-Attiyah said: "This important agreement to supply LNG to the US markets is a major achievement for the State of Qatar and highlights another successful joint effort between Qatar Petroleum and ExxonMobil. The strength of Qatar Petroleum and ExxonMobil establishes an ideal partnership to meet the challenge of supplying the growing energy requirements of the US. This long-term LNG supply agreement builds on Qatar's valued and strong relationship with the US."

Minister of Finance and RasGas Chairman, HE Yousef Hussein Kamal, said the QP-ExxonMobil heads of agreement was a giant step for RasGas and represented the largest

Longwell said the project demonstrated the impressive capabilities of Qatar Petroleum-ExxonMobil partnership. "We are immensely proud of this partnership and we will continue to explore other business opportunities with Qatar Petroleum and the State of Qatar."

He said several locations were under evaluation for developing receiving terminals and the permitting process would be initiated before the year-end.

RasGas vice-chairman Dr Ibrahim al-Ibrahim and RasGas managing director Jerry J. Wolahan also spoke.

Meanwhile, Anglo-Dutch energy giant Royal Dutch/Shell is set to unveil plans to build a huge plant in Qatar to convert natural gas into liquid fuels.

The \$5bn agreement, expected to be formally announced on Monday, would see the construction of a vast gas-to-liquid (GTL) plant in Qatar, press reports said.

The plant would convert natural gas into liquids such as naphtha and environmentally friendly diesel fuels, London-based Financial Times newspaper said.

"We are still negotiating and we hope to conclude a deal. We are not going to give a time scale," a Shell spokesman in London said when asked about the deal, confirming the outlines of the plan but refusing to elaborate.

## Ras Laffan aluminium

# 10,000 new jobs at Ras Laffan aluminium smelter project

The primary aluminium smelter project at Ras Laffan will significantly advance the economic development objectives of Qatar, a paper submitted at the "4th international conference on oil, gas and petrochemicals in Qatar" at the Marriott said.

The project is a partnership between Qatar's United Development Company (UDC) and Dubai Aluminium (Dubal).

The first metal will be available from the plant in the last quarter of 2006 and full commissioning of the smelter is expected by mid-2007, UDC's project director David Kjos said in his paper.

Qatar, he said, is considered to be one of the best global locations for the construction of a new primary aluminium smelter project.

First and foremost, Qatar has demonstrated its commitment to an open economic policy that has proved highly successful in attracting significant private sector and international investment in the development of infrastructure and industrialisation of the country.

"Reinforced by its low sovereign risk and attractive fiscal policies, Qatar has become

a highly regarded credit in the financial markets. Through the judicious development of its vast natural gas resources, Qatar has now developed the infrastructure required to support the firm, non-interruptible, competitively priced energy needs of a primary aluminium smelter," he said.

This critical factor, in combination with its existing industrial infrastructure and central location, makes Qatar an ideal location for this energy intensive industry.

Kjos said the Ras Laffan aluminium smelter would contribute significantly to the local economy, strengthen the existing industrial infrastructure, create in excess of 10,000 new jobs, create new career opportunities for Qataris, expand and diversify Qatar's mix of exported goods, provide a secure long-term local market for gas and establish a solid platform for the growth of the value-added aluminium fabrication industry.

He said the primary aluminium smelting process is energy intensive. On a global basis, energy consumption averages approximately 15,200kWh/tonne of aluminium produced.

Given the significant influence that energy has on primary aluminium production and the requisite need for low conversion costs, future primary aluminium capacity will necessarily be located in politically secure regions which offer long-term, firm and low-cost energy, good logistics to markets and raw materials and access to high calibre, competitive-priced labour.

He said the level of a nation's aluminium utilisation and consumption has become a major index in the measure of its economic development and progress.

The aluminium industry value chain consists of five key segments - bauxite mining, alumina refining, aluminium smelting, metal fabrication and recycling. Aluminium smelting is an integral and critical part of the aluminium value chain and an impressively large, global industry in its own right - with a total market value of approximately \$39bn and a total demand of 26 - 27mn tonnes a year.

It is estimated that 6-8mn tons of new primary aluminium capacity will be required over the period from 2007 to 2020. This is equivalent to 12-16 new smelters.

## Gas-to-liquid project scheduled for 2005

Qatar's first gas-to-liquid project (Oryx GTL) is scheduled for a 2005-end start up.

Oryx GTL, a joint venture between Qatar Petroleum (51%) and South Africa's Sasol (49%) will have a capacity of 34,000 bpd of diesel, naphtha and liquefied petroleum gas.

Cook was making a presentation on the project at the '4th international conference on oil, gas and petrochemicals in Qatar'.

The project is now being executed after EPC contract award on March 18.

The first site activities are underway. The technology that goes into Oryx GTL is

commercially competitive, proven and integrated.

The ongoing technical programmes will ensure that the Oryx venture remains competitive. Oryx GTL marks the birth of a new industry in Qatar.

The success of the first GTL project establishes the platform to grow this new industry into a mega GTL enterprise in Qatar.

The project also presents an excellent opportunity for further development of Qatar's huge gas resources for production of environmentally friendly fuel.

## Kahramaa clinches GIS award

THE Qatar General Electricity and Water Corporation (Kahramaa) has won the Special Achievement in GIS award 2003, instituted by the Environment System and Research Institute (ESRI), according to the September issue of Kahramaa, the corporation's in-house magazine.

The award is given in recognition of the good work carried out by the Geographical Information System (GIS) section of Kahramaa.

According to the ESRI website, the work involved making water network information easily available to the top management through an intranet computer application.

The GIS award is given every year by ESRI.

## Qatar Petroleum

### Development of Oilfields:

# Qatar Petroleum signed an agreement with Japanese consortium



HE the Second Deputy Premier Abdullah bin Hamad al-Attiyah presents a plaque to Keiichiro Okabe

Qatar Petroleum has signed an agreement with Qatar Petroleum Development Company (QPD), a Japanese consortium, to develop the offshore Al-Karkara and A-North Structure fields, aiming to produce up to 10,000 barrels per day (bpd) of crude oil.

The agreement was signed by Second Deputy Premier and Minister of Energy and Industry HE Abdullah bin Hamad al-Attiyah and QPD president and chairman and chief executive officer of Cosmo Oil Company, Keiichiro Okabe at the Qatar Petroleum offices.

Speaking to reporters after concluding the deal al-Attiyah said the project was expected to cost around \$126.5mn.

Production would commence in January 2005 and peak at 10,000 bpd a year later. Qatar and QPD had signed the original development and production sharing agreement (DPSA) for the field in 1997.

Okabe said his company would drill four wells in Al-Karkara and three in A-North Structure.

"Four new wells will be drilled, two existing wells will be worked over and one existing well will be side-tracked."

The initial development phase proved the commercial viability of the project and resulted in preparation and approval of the Full Field Development (FFDP) after extensive technical

interaction with Qatar Petroleum, Okabe said.

Attiyah said it would be the first venture in Qatar in which gas produced during crude oil extraction would be re-injected back into the formation to prevent flaring. This has been in line with QP's environmentally friendly policy on gas disposal. The second deputy premier said the produced fluids would be processed in the field's facilities and the oil will be transported to Halul via production station-3 (PS-3) main oil line.

The QPD consortium comprises Cosmo Oil Company, Nissho Iwai Corp and United Petroleum Development Company.

## Power Structures, Wealth & Influence in Qatar

by M.T.G. Pope

### **Power Structures, Wealth & Influence in Qatar**

a confidential, insider's guide to decision making processes and power structures in Qatar. The book has recently been produced in very small numbers as an author's private publication.

### **Power Structures, Wealth & Influence in Qatar**

includes sections covering:

- Qatar's history and tribal background
- the economy, foreign investment and state revenue flows
- the constitution and legal system
- security, defence, borders and bilateral relations
- country risks and disamenities

### **Power Structures, Wealth & Influence in Qatar**

The book provides a Government list, a list of some 150 members of the ruling family, ruling family trees and a general index of some 700 Qatari decision makers.

### **Power Structures, Wealth & Influence in Qatar appears**

to be the first substantial book to have been written in English about Qatar for a number of years. Fuller details of the book may be found at

[www.qatarpowerandwealth.com](http://www.qatarpowerandwealth.com)



# QATAR - GERMAN - BUSINESS - FORUM®

## ڤاتار ڤالمان ڤالمان ڤالمان ڤالمان

Established in 1934, the German Near and Middle East Business Association / Nah- und Mittelost-Verein (NuMOV) is Germany's oldest service provider for the Near and Middle East region. Based in Berlin and Hamburg with representative offices in Frankfurt, Munich, Stuttgart and Dresden, NuMOV has a long tradition in promoting economic relations between Germany and the Middle East.

Under the leadership of H. H. Sheikh Hamad Bin Khalifa Al-Thani, Emir of Qatar, the country has been developed into one of the most dynamic hubs of the region and became an important partner in the Gulf. By hosting events such as the WTO Doha conference 2001 and the forthcoming "Asian Games 2006", H. H. Sheikh Hamad Bin Khalifa Al-Thani granted Qatar an international standing.

In the context of the Asian Games 2006, the German Near and Middle East Business Association (NuMOV) initiated in 2001 the German Working Group Asian Games Qatar 2006. As follow up, the NuMOV founded the Qatar-German-Business- Forum in 2003 to enhance the relations between the two countries in investments and trade.

In order to promote the already existing economic ties and trade links and to establish further bilateral business activities, the newly founded Qatar-German-Business-Forum organises seminars, conferences and delegations. Furthermore, it publishes a bi-monthly magazine which provides up-to-date and relevant information on all aspects of Qatar-German investment and trade matters.

Experts offer well-founded individual counselling and advice on business environment such as market access, import and export as well as investment promotion.

**Germany has an excellent reputation in Qatar. To promote the relations between Qatar and Germany and to support German companies which wish to open a representative office or a branch in Qatar a**

### "German Company Pool"

was established under the umbrella of Qatar-German-Business-Forum. Long-standing and close contacts of the management to decision-makers in Qatar and in Germany should ease the start.

Further information about services and membership fees of the Qatar-German-Business-Forum as well as participation fees for the company pool can be obtained from:

E-Mail: [QGBF@Qatar-German-Business-Forum.com](mailto:QGBF@Qatar-German-Business-Forum.com)  
[HeleneRang@Qatar-German-Business-Forum.com](mailto:HeleneRang@Qatar-German-Business-Forum.com)  
 Internet: [www.qatar-german-business-forum.com](http://www.qatar-german-business-forum.com)

## Membership Application FORM QATAR-GERMAN-BUSINESS-FORUM

I herewith apply for membership of the QATAR-GERMAN-BUSINESS-FORUM

Company / Organisation \_\_\_\_\_

Address: \_\_\_\_\_

Telephone No: \_\_\_\_\_ Fax No: \_\_\_\_\_ Email: \_\_\_\_\_ Legal form \_\_\_\_\_

Number of employees: \_\_\_\_\_ Annual sales \_\_\_\_\_ Date of establishment \_\_\_\_\_

Proprietor / Managing Director / Board member \_\_\_\_\_

Principal contact: \_\_\_\_\_ Position: \_\_\_\_\_ Field of: \_\_\_\_\_

Business Interests:

In Qatar:

In Germany:

International:

Further comments \_\_\_\_\_

Membership fees per year 1500 QAR or 375 EURO.

The QATAR-GERMAN-BUSINESS-FORUM is a non-profit organisation.

\_\_\_\_\_  
Date

\_\_\_\_\_  
Signature(s)

**Please return this form to [QGBF@qatar-german-business-forum.com](mailto:QGBF@qatar-german-business-forum.com)**

## South Africa signed preliminary agreement

Qatar and South Africa yesterday signed a preliminary agreement to set up a \$1bn fuel grade methanol project at Ras Laffan.

The heads of agreement (HoA) was signed for Qatar by HE the Minister of Energy and Industry Abdullah bin Hamad al-Attiyah and for South Africa by the visiting Minister for Energy and Mineral Resources Phumzile Mamo-Ngcuka at the Qatar Petroleum.

QP will have a 51% stake in the project while South Africa's PetroWorld will hold the remainder of the world scale gas conversion project.

Speaking to reporters later, al-Attiyah said the project is being designed to produce about 12,000 to 15,000 tonnes a day of "environmentally benign" fuel grade methanol, using about 400mn cubic feet a day of gas from the North Field. It is scheduled to go on stream in 2008.

The fuel grade methanol would be used for running power generation plants in areas where pipeline gas or LNG are not economically viable to use.

A feasibility study on the project would be completed before the year-end, al-Attiyah pointed out.

He said the project is an economically viable and technologically feasible option that allows QP to diversify from its other existing options such as LNG (liquefied natural gas), GTL (gas-to-liquids), fertilisers and petrochemicals. "It would optimise Qatar's competitive position across world markets," al-Attiyah said.

The minister also said the project would be financed 70% by loans and 30% by equity.

PetroWorld is a 50:50 joint venture between the state's Petroleum Oil and Gas Corporation of South Africa and Transworld Exploration Ltd.

[www.export.gov/iraq](http://www.export.gov/iraq)

A useful link to information on rebuilding Iraq including a guide to Iraqi commercial law.

The website is run by the US Department of Commerce

## Tenders

### NEW

A survey on **43 forthcoming projects** from Qatar - copy available for Qatar German Business Forum/QGBF members and members of German Near and Middle East Association Nah- und Mittelost-Verein/NuMOV only

**15th Asian Games Doha 2006 Running & Future Projects** of Sport Facilities and Installation Department

For details reply to E-Mail: **QGBF@Qatar-German-Business-Forum.com** or **HeleneRang@Qatar-German-Business-Forum.com**

## Your partner for success

What we offer:

- ▲ Extensive consultation
- ▲ Up to date information
- ▲ Support to co-operation
- ▲ Questions of market exploration
- ▲ Information about economic framework
- ▲ Analysis of business fields and enterprises
- ▲ Possibilities of promoting import and export
- ▲ Information about new projects and tenders
- ▲ Delegation trips to improve economic relations
- ▲ Contact fairs in Germany and the Near and Middle East region
- ▲ Looking after your interests
- ▲ Further education/training/lectures/seminars
- ▲ Exchange of experiences
- ▲ Forums on specific countries
- ▲ Written information:
  - Hotline ● Bi-monthly magazine "Economic Forum of the Near and Middle East" (Wirtschaftsforum Nah- und Mittelost) ● Circulation of information ● Economic Handbook of Near and Middle East countries

### NAH- UND MITTEL OST-VEREIN E. V.

GERMAN NEAR AND MIDDLE EAST ASSOCIATION

Founding member of the North-African/Near and Middle East Initiative of the German Economy (Nordafrika/Nah- und Mittelostinitiative der Deutschen Wirtschaft)

Coordination Office of the Federation of European Near and Middle East Business Associations

Große Theaterstraße 1, D-20354 Hamburg or Jägerstr. 63a, D-10117 Berlin, Germany  
 Tel: +49-(0)40-450331-0 or 030-206410-0, Fax: +49-(0)40-450331-31 or 030-206410-10  
<http://www.numov.de>  
 e-mail: [numov@numov.de](mailto:numov@numov.de)

## Business Enquiries

**Dr. Ing. Anwar Atta,**

spezialised in Design and Construction, Bavariaring 12, D-80336 München, Germany, phone +49 89 51619633, fax 51619635

**Qatar Building Company**

phone + 974 4426428, fax 4448376  
 Business in Qatar Civil Engineering, Contract Works, INterest in Germany Purchase of Construction Equipments  
**Petrotec Qatar**, P.O.Box 16069, Doha, Qatar, phone 4419603, fax 4419604, Oil and Gas business

**Salam International Investment Ltd**

P.O.B. 15224, Doha/Qatar, + 974 4833542, fax 4833576,  
 Information Technology, Communications, Broadcasting, Technical Services, Industrial Engineering, Hospitality/Furnishing, Project Management, Consumer Services

**Al-Jawhar International Trading**

Doha/Qatar, phone +974 4626543 FAX 4626559, seeks German contracting compapny

**I M R - inMediaries,**

Boschstr. 3, D 61239 Moearten Germany , Busienss: Intelligent home-networks, high end av etc.

**Almukhtar Contracting & Trading Co.**

[almukhtar@qatar.net.qa](mailto:almukhtar@qatar.net.qa)  
 Contracting and Trading

We would like to publish following business enquiry:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

company/adress/phone/fax/e-mail  
 please return to fax: 0049 30 - 21809075  
 or e-mail: [qgbf@qatar-german-business-forum.com](mailto:qgbf@qatar-german-business-forum.com)

## Relevant Addresses

**H.H. The Amir's Manager Office**  
Tel: +974 4432652/4360048/4417688

### Ministries

**Ministry of Communication & Transport**  
P.O. Box 22228, Doha - Qatar  
Tel: +974 4464644, Fax: +974 4837673/1611

**Ministry of Defence**  
P.O. Box 37, Doha - Qatar  
Tel: +974 4614111, Fax: +974 4324743

**Ministry of Education**  
P.O. Box 80, Doha - Qatar  
Tel: +974 4333444, Fax: +974 4413886

**Ministry of Electricity & Water**  
P.O. Box 41, Doha - Qatar  
Tel: +974 4326622/4494444, Fax: +974 4440048/4326748

**Ministry of Endowments & Islamic Affairs**  
P.O. Box 422, Doha - Qatar  
Tel: +974 4470777, Fax: +974 4470766

**Ministry of Energy & Industry**  
P.O. Box 2599, Doha - Qatar  
Tel: +974 4832121, Fax: +974 4832024

**Ministry of Finance, Economy & Commerce**  
P.O. Box 83, Doha - Qatar  
Tel: +974 4461444, Fax: +974 4413617

**Ministry of Foreign Affairs**  
P.O. Box 250, Doha - Qatar  
Tel: +974 4334334, Fax: +974 4324131/4418321

**Ministry of Interior**  
P.O. Box 920, Doha - Qatar  
Tel: +974 4330000, Fax: +974 4443750

**Ministry of Justice**  
P.O. Box 4696, Doha - Qatar  
Tel: +974 4832383, Fax: +974 4832868

**Ministry of Municipal Affairs & Agriculture**  
P.O. Box 2727, Doha - Qatar  
Tel: +974 4336336, Fax: +974 4430239/4114868

**Ministry of Public Health**  
P.O. Box 42, Doha - Qatar  
Tel: +974 4468468, Fax: +974 4414777

### Government Organisations

**Qatar Chamber of Commerce & Industry**  
P.O. Box 402, Doha - Qatar  
Tel: +974 4621131, Fax: +974 4621905/4622538

**Central Tenders Committee**  
P.O. Box 1908, Doha - Qatar  
Tel: +974 4430250, Fax: +974 4413098

**Qatar Central Bank**  
P.O. Box 1234, Doha - Qatar  
Tel: +974 4456456, Fax: +974 4430490

**Planning Council**  
P.O. Box 1855, Doha - Qatar  
Tel: +974 4444141, Fax: +974 4425555

**Qatar National Olympic Committee**  
P.O. Box 7494, Doha - Qatar  
Tel: +974 4454444, Fax: +974 4436766

**Qatar Telecom**  
P.O. Box 217, Doha - Qatar  
Tel: +974 4400400, Fax: +974 4414141

**Qatar Broadcasting Corporation**  
P.O. Box 1414, Doha - Qatar  
Tel: +974 4894201, Fax: +974 4894202

### Embassies

**Embassy of the Federal Republic of Germany**  
P.O. Box 3064, Doha - Qatar  
Tel: +974 4876959/4861066/4876131, Fax: +974 4876949

**Embassy of the State of Qatar to the Federal Republic of Germany**  
Brunnenallee 6, D-53117 Bonn  
P.O. Box 48, D-53132 Bonn  
Tel: +49 228 957520, Fax: +49 228 9575255  
after removal:  
Hagenstr. 56/Teplitzer Str. 29, D-14193 Berlin

### Qatar - German - Business - Forum

Doha - Qatar  
E-Mail: QGBF@Qatar-German-Business-Forum.com  
Tel: +49 30 21809075, Fax: +49 30 21809075

## Board of the German Near and Middle East Association / Nah- und Mittelost-Verein e.V. Founded 1934 in Berlin

### Chairman of the Board:

**Werner Schoeltzke**  
Chairman of the Board of Managing Directors  
MAN Ferrostaal Industrieanlagen GmbH

### Dept. Chairmen:

**Jürgen K. Nehls**  
Chairman of the Supervisory Board  
Secartis AG / Giesecke & Devrient GmbH

**Helene Rang**  
Proprietor Helene Rang & Partner  
CEO, German Near and Middle East Association  
CEO, Qatar - German - Business - Forum

**Jens-Ove Stier**  
Member of the Board  
Schmidt Bank AG

### Honorary Member of the Board:

**Hans-Jürgen Wischniewski**  
Bundesminister / Staatsminister a.D.  
Honorary Member of the Board of the  
German Near and Middle East Association

### Members of the Board:

**Martin Bay**  
Chairman of the Board of Managing Directors  
DB ProjektBau GmbH

**Edwin Eichler**  
Member of the Board  
ThyssenKrupp AG

**Dr. Bernd Eisenblätter**  
Managing Director  
GTZ, Gesellschaft für Technische Zusammenarbeit

**Jürgen Fitschen**  
Member of the Group Executive Committee  
Deutsche Bank AG

**Klaus Galinski**  
Lawyer

**Wilfried H. Graf**  
Member of the Board  
Arab Bank AG

**Dr. Michael Hanisch**  
Chairman of the Board  
SMS DEMAG AG

**Dr. Peter Hennig**  
Divisional Board Member  
Commerzbank AG

**Dr. Martin Herrenknecht**  
Chairman of the Board  
Herrenknecht AG

**Andreas Kley**  
Divisional Board Member  
Siemens AG / KWU

**Ingrid Matthäus-Maier**  
Member of the Board  
KfW, Kreditanstalt für Wiederaufbau

**Peter F. Mayr**  
Managing Director  
Terramar GmbH

**Hartmut Mehdorn**  
Chairman of the Board  
Deutsche Bahn AG

**Carlos Möller**  
Member of the Board  
Bilfinger Berger AG

**Prof. Dr. Jürgen Richter**  
Chairman of the Supervisory Board  
Lycos N.V. Haarlem (NL)

**Bernd Romanski**  
Managing Director  
M+W Zander FE / TKT

**Ronald Seilheimer**  
Member of the Executive Board  
HypoVereinsbank AG

## Imprint

### Qatar - German - Business - Forum ©

ڤاترا - جرماني - بيزنيس - فوروم

### Founded by the German Near and Middle East Association / Nah- und Mittelost-Verein e.V.

#### Publisher:

Qatar - German - Business - Forum  
Doha - Berlin

#### E-Mail:

QGBF@Qatar-German-Business-Forum.com

HeleneRang@Qatar-German-Business-Forum.com

#### Internet:

www.qatar-german-business-forum.com

Tel.: +49 30 - 21809075

Fax: +49 30 - 21809075

#### Publishing Director:

Helene Rang

#### Issue No. 3

September / October 2003

published: bi-monthly

#### Editor in chief:

Helene Rang

#### Editors:

Amani Barth, Sanna Burmester, Kirill Dmitriev,  
Eva Eisenmenger, Jasmina Feldmann,  
Abdurrahim Gülec, Nils Harmsen, Mohammed  
Ibahrine, Malakeh Sanati-Künne, Mark Theisen,  
Dr. Klaus-Dieter von Horn, Bernhard Wille

#### Further Assistance:

Esen Al-Muhasibaji, Marcel Kassem

#### Layout:

Kirill Dmitriev,

printed by A&C Druck und Verlag GmbH,  
Hamburg

#### We thank for further support of this edition following institutions:

M+W Zander Germany

Qatar Airways

Qatar National Bank

Articles appearing in this magazine may be reproduced provided the source is acknowledged and with authorization of the Qatar - German - Business - Forum. Articles published in this magazine reflect the personal views of their authors, and not necessarily those of the magazine.