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The largest ever German business delegation to Qatar

Interview with Dr. Karl-Ernst Brauner, Director General and Head of Department for Foreign Economic Policy in the Federal Ministry of Economics and Labour

The German Near and Middle East Association organised in cooperation with AHK/DIHK Dubai (under NMI), the German Embassy and the German Ministry of Economics and Labour a German delegation to Qatar with about 50 participants during the first week of March 2004. This was the largest German business delegation ever to visit Qatar.

The fields represented by the delegation included engineering, construction, medical equipment, health care, sports and telecommunication. During the visit to Qatar the delegation held meetings at Qatar National Olympic Committee, the Ministry of Energy and Industry, RasGas, Hamad Medical Corporation, the Weill-Cornell Medical College as well as with other Qatari entrepreneurs at the Qatar Chamber of Commerce & Industry. These very successful meetings gave good opportunities for bilateral business talks and strengthened economic ties between the two countries.

Dr. Karl-Ernst Brauner, Director General and Head of Department for Foreign Economic Policy in the German Ministry of Economics and Labour, led the

delegation. On this occasion he spoke with Helene Rang, CEO of the German Near and Middle East Association and CEO of Qatar German Business Forum:



Dr. Karl-Ernst Brauner, Director General and Head of Department for Foreign Economic Policy in the Federal Ministry of Economics and Labour

H.R.: Qatar was one of the countries which you visited during your recent trip to the region. What was the purpose of your visit to Qatar?

Dr. Karl-Ernst Brauner: The purpose of such visits is to promote business contacts. I was accompanied by a business delegation comprising a.o. engineering firms, suppliers for the energy industry, medical hardware and services, communication devices and building related services.

H.R.: Germany is one of the leading business partners of Qatar. In which fields do you see possibilities for cooperation?

Dr. Karl-Ernst Brauner: The Qatar economy develops dynamically. A country with a broad base of industries and services such as Germany has a lot to offer, wherever diversification is pursued. In this delegation we had a certain emphasis on medical hardware supply services. But I see opportunities also in Qatar's expanding energy sector. Here German companies

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Editorial



QATAR GERMAN BUSINESS FORUM can celebrate today its first anniversary after it was founded May 1, 2003. It is the first and now the largest business magazine to promote bilateral relations between Qatar and Germany and all activities have been done on an honorary basis under the umbrella of the nonprofit German Near and Middle East Association.

The results are more than impressive. Qatar is well known within the German Business community because of Qatars potential and economic success and of its rapid development.

Qatar Airways, one of the fastest growing airlines in the world, has taken the right step to increase its German frequencies and even to agree to a code share with German Lufthansa.

The largest ever German business delegation to Qatar marked a milestone between both countries.

Another important issue for Qatar and the whole region is now HH Sheikh Hamad Bin Khalifa Al-Thani's activity for democratic transformation in the Arab World. Major changes have occurred since last year. These days Qatar hosted already the 'Fourth Conference on Democracy and Free Trade'.

Furthermore, Qatar hosted recently the largest international exhibition and conference on Liquefied Natural Gas after countries like Japan and Indonesia.

Qatar should be regarded by the German side as an important international player in the field of economics and politics.

With kind regards

Helene Rang
QATAR-GERMAN-BUSINESS FORUM

Fillip for Qatar-Bahrain causeway



HH Sheikh Tamim Bin Hamad Al-Thani and HH Sheikh Salman Bin Hamad Al-Khalifa

Qatar and Bahrain have agreed to speed up the \$2 billion causeway between the two countries. The decision has been taken at the two-day Qatari-Bahraini Joint Cooperation Committee session held under the co-chairmanship of Qatar's HH the Heir Apparent Sheikh Tamim Bin Hamad Al-Thani and Bahrain's Heir Apparent and Commander In Chief of Bahrain Defence Force HH Sheikh Salman Bin Hamad Al-Khalifa in Manama. The committee has decided to complete the necessary studies as soon as possible.

Bahraini Minister of Works and Housing Fahmi Ali Al-Joddar has said the blueprints, designs, technical drawings and other procedures for the 40-kilometer causeway were nearing completion. He said the project would be completed in four-five years. The six-line causeway would also include a railway line. Agreeing to boost bilateral cooperation in the fields of power, industry, water, family affairs and civil aviation, the two countries also decided to study the possibility of employing Bahraini citizens in Qatar.

Visiting the Bahrain international motor race track, Sheikh Tamim has praised the elegant construction and its state-of-the-art facilities which serve both sporting and tourist sectors in the Gulf region.

Source: Qatar Today

Emir reshuffled cabinet



*HE Sultan Hassan Al-Dhabit Al-Dousari
Minister of Municipal Affairs and Agriculture of the State of Qatar*

HH the Emir, Sheikh Hamad bin Khalifa Al-Thani, issued on March 23, 2004 an Emir order belonging to the reshuffling of the Minister cabinet.

The order entailed the appointment of HE Sultan Hassan Al-Dhabit Al-Dousari as Minister of Municipal Affairs and Agriculture.

All contradicting ruling are annulled by the Emir's order, which were applicable from the date of its issue. HE Al-Dousari was later sworn-in as the new Minister of Municipal Affairs and Agriculture.

HE Sultan Bin Hassan Al-Dhabit Al-Dousari served in the Qatari Armed Forces from 1982 to 1988. He also was the Director for Administrative Affairs at the Emiri Diwan. He holds a bachelor's degree in Administration and Economics, University of Qatar, and a master's degree in Accounting Data Systems, Arab Gulf University, Kingdom of Bahrain.

The largest ever German business delegation to Qatar

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are suppliers of engineering and equipment. In a hot country like Qatar, water is always a topic. German companies offer know-how in water-supply and also sewage treatment.

H.R.: Qatar's huge gas reserves have opened new possibilities for its industrialisation. How could German companies contribute to Qatar's industrial development, taking its immense gas reserves into account?

Dr. Karl-Ernst Brauner: German companies have demonstrated their capabilities in adding value to gas. There are successful fertilizer and methanol plants on many gas-fields in the world, which German companies built and jointly operate within the host country.

H.R.: During your stay in Qatar you also visited the RasGas Facility at Ras Laffan. LNG is becoming a large factor in the world's future energy equation. Can you imagine that Qatar will export liquefied natural gas to Germany in the near future?

Dr. Karl-Ernst Brauner: Germany's gas-infrastructure is set up for the supply of gas through pipelines. The LNG-installations are very limited. We were told at RasGas, that LNG can compete with pipeline gas, if it is pumped over a distance of 3.000 kilometers. LNG from Qatar could therefore potentially be competitive on the German market.

H.R.: Qatar is a moderate pro-western state in a very volatile region. Some 70% of world's



Dr. Karl-Ernst Brauner, Director General and Head of Department for Foreign Economic Policy in the Federal Ministry of Economics and Labour and Adel Abdulrahman al-Mannai

energy reserves are concentrated in this region. What is your opinion about promoting Qatar as a future source of energy for Germany?

Dr. Karl-Ernst Brauner: The long term secure supply of energy is very important for the German national economy. Just as Qatar diversifies its industry, we must be opened to diversification of our energy sourcing.

H.R.: The State of Qatar is already one of the world's wealthiest countries. Its long-term growth is being constrained by the small size of its population. Considering Qatar's immense wealth, are there any concrete plans to attract Qatari investments to Germany?

Dr. Karl-Ernst Brauner: Foreign investment is very welcome in Germany. In fact it is actively sought after. Germany offers a wide range of

incentives for investments in the new federal states of the East (former GDR). They are equally open to foreign investors as to domestic ones. There are other energy-rich countries with strong investment portfolios in Germany. Without a visible profile they are discretely very strong investors in Germany. We would very much welcome Qatar engagements in Germany.

H.R.: After your visit to Qatar and the different talks you had with Qatari officials, in what ways could the Ministry of Economics promote our bilateral economic relations?

Dr. Karl-Ernst Brauner: We are very thankful for the work of the German Near and Middle East Association. It is your active involvement that helps to promote our bilateral relations. The ministry can have high level political talks,

but it is the private business that has to make use of favourable operating and investment conditions. We try to increase the awareness in Germany of opportunities in Qatar. And here again the German Near and Middle East Association plays an important role as a major communicator. On top of that analysis and network-building through the association help to link suitable partners in the most direct way.



Helene Rang, CEO of the German Near and Middle East Association, Dr. Karl-Ernst Brauner, Director General and Head of Department for Foreign Economic Policy in the Federal Ministry of Economics and Labour and Adel Abdulrahman al-Mannai

Democracy has become a major demand for our region

Qatar's Fourth Conference on Democracy & Free Trade Doha, 5-6 April 2004

by Helene Rang

The Fourth Qatar Conference on Democracy and Free Trade, held from 5. to 6. April in Doha, attracted some 460 delegates, including high-ranking politicians, officials, businessmen, and representatives of

also referred to the unsolved Palestine problem which has caused significant anger and frustration throughout the region. However, he argued that "the roots of wrath in our region do not spring from the Palestinian

parliamentary elections. This approach which we have adopted in the policies and positions of the State of Qatar confirms our belief that our region is in need of witnessing a new era where the peoples are prepared for



HH Sheikh Hamad Bin Khalifa Al-Thani, Emir of the State of Qatar

media. This year's conference put the emphasis on the issue of democratic transformation in the Arab World and the role played by the non-Arab world, especially the role of Europe, in the process of such transformation. A further main topic was the issue of the relationship between culture and development.

In his opening address the Emir of the State of Qatar, His Highness Sheikh Hamad Bin Khalifa, said that major changes have occurred in the region since the last conference which are not without significant implications for the future of democracy in the region. He referred to the invasion of Iraq one year ago "which marked a turning point that requires its citizens to discard narrow allegiances, and seriously seek to build a democratic future that presents useful examples in reform and advancement." He

question alone." The region has problems of its own which have to be solved. The Emir advised Arab governments to listen openly to all proposals and suggestions regarding reforms from outside the region. "Political settlement and reform are not two options from which we have to choose, but are two priorities that we have to work for diligently and honestly." He said Arab countries could, despite past complications, prove that they are capable of reforming themselves and of establishing their own suitable democratic model. In this context he referred to Qatar's experience: "Qatar has gone a long way over the last years on the road towards popular participation, which was embodied by the popular referendum last April on the draft permanent constitution, the articles of which guarantee rights, protect freedoms, build the state of institutions and the rule of law and pave the way shortly for

enlightened participation and sincere shouldering of responsibility".

In his concluding remarks the Emir rejected the widespread concept on the relation between democracy, security and peace, claiming that if popular participation is broadened in this area, peace and security are endangered. He underscored that "the adoption of reforms has always been the right way to stability and the sound approach to raise the ceiling of the aspirations of the people and homelands."

The Emir's address was followed by the speech of H. E. Sheikh Hamad Bin Jassem Bin Jabor Al Thani, the country's first deputy premier and foreign minister. He outlined the changes that have taken place since the introduction of the first conference in 2001,

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Democracy has become a major demand for our region

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which was an US initiative, and said that the conference was "now a forum for discussion of all aspects of democracy and free trade." He said democracy has become a major demand for our region.

Since the second conference the emphasis was put on opening the door for a comprehensive dialogue among religions and civilisations, especially the Islamic-Christian Dialogue, as well as on the role of education and the rights of women. He underlined the role of free trade and advanced technologies for the promotion of the democratic process and emphasized the basic axes of the present conference which lead to the promotion of democracy in the Arab Islamic world.

Abduelouahed Belkeziz, the Secretary General of the Organization of the Islamic Conference, an Institution representing 56 Muslim nations, discussed the compatibility of Islam with modern concepts of good governance and democracy that is based on the principle of consensus, respect for general freedom, equality among people, accountability, justice, human dignity and the principle of separation of powers. "In fact, Islam is one of the first pioneers of these concepts", he said.

Belkeziz pointed out that today democracy is in many parts of Islamic world a mixture of old cultural tradition and modern system of governance. "Many of the legal texts

regulating these matters should be praised, respected and commended. However, the defects in them in most cases lie in the practical applications that are manifested in concrete reality which often denude the text of its content, with the result turning out to be very far from the objective intended by the lawgiver." In order to be in line with the modern international order, he said, some Islamic countries will have to develop methods to cope with democracy at the level of both the text and the practical application of law.

Reforms are needed, and the absence of democracy adversely affects economic performance and development. He went on to note that principles such as justice, accountability and transparency encourage economic actors to come on board and assure investors of the safety of their capital.

Dr. Hans d'Orville, Director of Bureau of Strategic Planning of the UNESCO, discussed



*Sheikh Hamad Bin Jassim Bin Jabor Al-Thani
First Deputy Premier and Minister of Foreign Affairs of the State of Qatar*

the interrelation between development and democracy. He referred to different schools of thoughts and said: "regardless of the academic debate, the strong linkages between development and democracy are undisputed to the extent that both are seen as complementary and reinforcing each other." He emphasized the importance of education for promoting development and democracy and noted also the UNESCO's promotion of quality education which is "vital for the democracy-development nexus, as this concept comprises also the teaching and learning of values and skills required to sustain democracy and development." He concluded by underlining the UNESCO's most notable task: helping to construct the "defence of peace" in the "minds of men".

Further high-ranking speakers of the conference were Pierre Joxe, French National Assembly Deputy, Mushahad Hussein Sayed, former Pakistani Minister of Information, Robert Redesdale, a Liberal-Democrat member of Britain's House of Lords and US Member of Congress, James Sensebrenner.

A permanent secretariat has been set up for the Qatar Conference on Democracy and Free Trade. Its aim is to expand the international dimension of the Conference and to serve the collective mutual benefits of all nations.

Marketing Agents chosen for the Asian Games Doha 2006

It was announced today that based on an agreement with the Olympic Council of Asia, PROMOSEVEN SPORTS AND EVENTS (p7 sports) have been appointed along with Dentsu as the exclusive worldwide marketing agents for the 15th Asian Games in Doha, Qatar. Promoseven Sports and Events is an independent division of Promoseven Holdings.

The marketing activities for the 15th Asian Games will include the total marketing and advertising of the Asian Games outside the State of Qatar in the Middle East, International and Asian markets, along with marketing to the sponsors and TV broadcast sales.

The 15th Asian Games Doha 2006, is the largest combined sports event in Asia, and takes place every 4 years. Over 45 Asian countries with 10,000 athletes are expected to attend, in 2006 from the 1st to 15th December. The games will be delivered and organised by the Doha Asian Games Organising Committee.

Donal Kilalea of Promoseven Sports and Event said "this is an extremely exciting venture, for it not only highlights the importance of Qatar and the Middle East on Asian terms, but highlights the importance of sports in the region".

The 14th Asian Games in Bussan, was broadcast to over 47 countries and a cumulative TV audience of over 5.1 billion. We expect the 15th Asian Games in Doha to exceed that, which alone provides incredibly opportunities for all the marketing partners and sponsors.

LNG 14

Qatar hosted the sector's largest international exhibition and conference in Liquefied Natural Gas

by Helene Rang

The 14th International Conference & Exhibition on Liquefied Natural Gas - the LNG 14 - took place from 21-24 March, 2004 in Qatar. Holding the LNG-14 Conference and Exhibition in Doha signifies the importance of Qatar as a key player in the development of the Liquefied Natural Gas industry. The State has great ambitions to become the world's largest producer of Liquefied Natural Gas (LNG). Qatar owns the world's third largest gas reserves and it is aiming at producing 60 trillion tonnes of LNG by the end of 2011.

The conference and exhibition in the LNG industry brought about 4,000 delegates from major oil and gas companies from all over the world together.

The conference was inaugurated by the Emir of Qatar, Sheikh Hamad Bin Khalifa Al-Thani.

The Emir underlined that choosing the State of Qatar to host the conference, confirms Qatar's status in the industry of natural gas and its derivatives.

He hoped, that due to the presence of outstanding experts in the field of natural gas representing governmental institutions, companies, individuals, research centers and media from all parts of the world, the opportunity was given to exchange expertise and to get acquainted with the latest technologies available in the natural gas liquefaction and transportation processes, which would lead to the reduction of the costs of production, shipping and offloading.

"We in Qatar are proceeding with industrial development according to a well-advised strategy and realistic planning on the basis of which we choose the kind of projects we establish and the international companies that join us in establishing them, while carefully studying the needs of the world market and excellent quality of production", said the Emir.



Abdullah Bin Hamad Al-Attiyah, Second Deputy Premier, Minister of Energy and Industry of the State of Qatar

An example for the good development in the gas sector in Qatar is the industrial city of Ras Laffan, where the volume of the liquefied natural gas produced in two projects, is increasing considerably and is expected to further strengthen Qatar's position on the export market.

The growing importance of the liquefied natural gas industry worldwide justifies the decision Qatar took a decade ago to proceed with investment in this sector.

With developing and upgrading liquefied natural gas Qatar is able to provide alternative sources of energy at a lower cost as well as more advanced means of transportation and better protection of the environment which is placed among the priorities when studying any presented project.

To assure a continued development Sheikh Hamad Bin Khalifa Al-Thani emphasized the importance of international investors: "To protect the rights of international investors who put their trust in our economy, and improve the investment climate favourable for the private and public sectors, we enacted the legislation and laws that protect the rights of all investors. We also provided various financial incentives to attract more investments, specially in the medium and small projects. The government is currently making all possible efforts to develop the infrastructure by setting up the supporting facilities for major projects such as improved national and international road networks, expansion of sea ports, expansion of Doha International Airport, and building new water and electric power plants."

As a result of these efforts, Qatar witnessed in the last few years an industrial and economic progress which was positively reflected in the Qatari economy in all its aspects, particularly in the field of investment. The State of Qatar became an example of good trade cooperation that respects the legitimate requirements of all parties.

An integrated plan to provide other countries of the region with gas over pipelines started with the Dolphin Gas Project that Qatar is carrying out in cooperation with the United Arab Emirates. The project constitutes a qualitative addition to the economic integration of the Gulf. Finally, the Emir concluded that the protection and preservation of the environment will be a major precondition in all projects, which are established in the country.

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SAP AG

German SAP partnership for transport solutions in Qatar

Targeting to provide integrated transport solutions to Qatar and the region, a new company - the Qatar Transport Company - has been floated by the Qatari Government with a mission to become a regional player in the provision of integrated ground transport services, supporting the development of Qatar and the GCC region.

Announcing the launch of the new venture in partnership with world's leading ERP vendor, SAP and business transformation consultancy major, Axon, a senior official of the Qatar Taxi Company said that the company will be operational by the summer of 2004.

Al-Meer, CEO of Qatar Taxi Company said: "This programme will build on our previous successes in delivering infrastructure programmes and will also assist in the promotion of Qatarization - providing long-term quality jobs to local Qatari people."

"We chose Axon and SAP because of the depth and breadth of their capability in the

business transformation market. In the long-term we hope not just to serve the local Qatari market but also to become a regional player establishing us as a Centre of Excellence, providing transport services to other countries in the Gulf region and beyond," he said.

The transport company will operate a taxi and limousine fleet of approximately 1,500 vehicles together with mass transit services supporting public transport, and corporate sectors. In addition the company will design and implement transport solutions for significant events. - for instance, the 15th Asian Games in Doha in 2006.

Axon has been engaged by the Qatar Taxi Company to assist in the set-up and management of all aspects of this venture, from establishing offices, organisational design, process design, to recruiting and training staff and delivery of all supporting technology. The implementation of ISO best practice processes will be the foundation for this sustainable profitable business.

The Qatar Taxi Company, apart from serving the local Qatari market will also become a regional player establishing itself as a Centre of Excellence, providing transport services to other countries in the Gulf region and beyond. Essam Enany, President, SAP Arabia said: "This programme is the foundation upon which the transport organisation can be built with eyes set on the future. It will set the standard for best practice in integrated business processes within the transport sector in the Middle East. It is also one of the first Middle East implementations of our most advanced SAP business suite."

Mark Hunter, CEO Axon said: "This programme represents a major part of Qatar's wider world-class transport and tourism strategy. The completion of this programme will enable the staff of Qatar Taxi Company to enjoy maximum productivity and offer the highest possible standards of customer service to meet the needs of this rapidly growing Emirate."

QNB becomes first provider for e-shopping solution in Qatar

In a pioneering move to extend the convenience of secure online shopping to the Qatari community, Qatar National Bank (QNB) has become the first e-commerce acquirer in the country, enabling local merchants to offer online purchase facilities, fully protected by the latest e-security solution.

Commenting on the new initiative, Khursheed Hassan, Assistant General Manager, Operations of QNB said, "As the country's very first e-commerce acquirer, we are extremely proud of this milestone achievement in adding new dimensions to the Qatari e-marketplace. Yet another innovation from QNB, this new development has stemmed from a strong demand for an online for all types of bill payment and e-governments related services in the country.

"Backed by the latest in e-commerce security technology, we are confident that Government bodies and other country institutions, local

merchants can reach a larger audience while consumers can easily and safely make everyday transactions from the comfort of their home or office at anytime."

Similarly, consumers can be assured that by selecting a personalised password that becomes their online 'signature' for web purchases, that their account details are secure from any other external parties. Visa International anticipates that by implementing this type of security protocol, fraud arising from online transactions can be reduced by at least 50%.

Iain Jamieson, Vice President of Business Development for Visa International in the Middle East said: "We greatly applaud QNB for their foresight in being the first e-commerce acquirer in the country which clearly demonstrates their commitment and leadership in embracing new secure payment

technologies. Global researches show that nearly half of all online transactions are still paid for on a 'Cash on Delivery' basis due to security concerns cited by consumers showing that there is great potential for developing e-commerce payments."

Jamieson added that following an agreement signed with MasterCard and JCB, Visa's 3D-Secure technology, commonly known as Verified by Visa, has been adopted as a global shopping standard.

In Qatar, demand for online shopping is on a remarkable rise. In the last year, Visa has witnessed an increase of nearly 40% in Visa e-transactions made by the country's cardholders. This trend is anticipated to further accelerate with the implementation of Verified by Visa, providing added confidence among consumers and merchants to conduct more monitored transactions.

UDC

HH Sheikh Abdullah inaugurates UDC's US\$2.5 billion 'Pearl'

- Construction Begins on Qatar's Largest Real Estate Project: The Pearl of the Gulf -

HH Sheikh Abdullah bin Khalifa Al-Thani, Prime Minister of Qatar, officially inaugurated on 5th April 2004 the State's largest real estate project, the Pearl of the Gulf. His Highness marked the start of construction work by ordering dredgers to begin reclaiming land at a groundbreaking ceremony attended by Ministers, ambassadors and business leaders.

The Pearl of the Gulf is the brain-child of the United Development Company (UDC), and is both Qatar's largest real-estate project and the State's first development to offer freehold and residential rights to the international community. It will eventually cover 400 hectares of reclaimed land and house some 30,000 people in a multicultural residential and commercial community.

"We are proud to offer the first freehold properties in Qatar for international investors and look forward to welcoming the first residents in 2006," said Hussein Al-Fardan, Chairman of UDC, who presented the island's Master Plan at the launch ceremony, "The Pearl of the Gulf has been designed to include all the latest facilities and services in an exclusive island retreat. It will become a peaceful haven offering a lush environment where families can live in secure harmony."

Ten unique districts will be developed over the next five years with the first residents due to take up ownership in September 2006. These themed districts will house three luxury hotels, four marinas providing mooring for over 700 boats and 60,000 sq meters of retail and restaurant space.

Although the first release sales will not begin until May 2004, UDC is already receiving requests from individuals and corporate investors looking to acquire the first properties on the island. "Our properties are available for anyone, including private home-owners and institutions. When the first residences come



Hussein Al-Fardan, Chairman of UDC

on sale later this year, we expect requests from a mixture of interested parties united in their ability to identify prime real estate opportunities," UDC Chairman continued.

The Pearl of the Gulf will be built 350m offshore close to the West Bay lagoon area of

Doha. As well as accommodating three large bays, which maximize the available water and beach frontage, the island is also well situated for Doha's city centre and golf courses. This location has been especially selected to ensure residents are both separate, whilst at the same time integrated, with the thriving open economies of Qatar and Doha.

The island has also been positioned in close consideration to the local environment and a comprehensive impact study was carried out during the planning phases. "We have

positioned the island with the greatest respect for the marine environment and topography. We will work with nature, not against it, throughout the development phase and beyond," Hussein Al-Fardan concluded.

About UDC

United Development Company Q.S.C. (UDC) is the largest private sector Qatari Shareholding Company. UDC's mission is to identify and invest in long-term projects that will contribute to the growth of Qatar and provide good shareholder value. The company was established in mid-1999.

Project priority sectors for UDC include infrastructure; energy; hydrocarbons downstream processing; as well as construction and environment related industries.

UDC currently holds an exclusivity license for the establishment of a large-scale primary aluminum smelter. This project is close to concluding a technology licensing agreement with an established leader in the international aluminum industry. UDC has also invested in the Al Khaleej Formaldehyde Company in association with the Qatar Fertiliser Company (QAFCO), and others.

In May 2003, UDC formed a district cooling company, Qatar Cool, in partnership with Tabreed of the UAE. Just recently, it also set up the Qatar Dredging Company in partnership with the State of Qatar and Dredging International of Belgium.

The founders of UDC, who hold 45% of the shares, represent some of the region's most noted investors. The remaining shares of the company are held by a large number of other Qatari and regional countries' investors. The initial authorized share capital of UDC is QR 500 million (US\$ 140 million). Initial capital will be expanded in line with project implementation.

Qatar hosted the sector's largest international exhibition and conference in Liquefied Natural Gas

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Qatar's government has laid down strict guidelines for the commitment to national environmental standards and the legislation as well as to international protocols and conventions.

Qatar has a strategic geographical location and enormous reserves of natural gas from the North Field estimated more than 1000 trillion cubic feet. It is the world's biggest natural gas field. Qatar makes huge efforts to develop major industrial projects and its infrastructure as well as to improve its investment climate.

After the welcome speech of Abdullah Bin Hamad Al-Attiyah, the Second Deputy Premier and Minister of Energy and Industry, also the Algerian Minister of Energy and Mines Dr. Chakib Khelil and Claude Mandil, Executive Director of the International Energy Agency held speeches during the opening ceremony.

The 14th International Conference & Exhibition brought together representatives from governments, the world's top experts in the industry and related technology sectors, consumers, equipment suppliers and financiers.

People with expertise in marketing, research and technology development, project development and management, engineering, plant operations, safety and security.

The main aim was to exchange expertise and to get acquainted with the latest advanced technologies connected to the gas liquefying processes and transportation.

Topics of technical and commercial interest and also future technologies were covered through the seven paper sessions, the four workshop sessions and a unique poster session.

Exhibition

Alongside the LNG 14 Conference, an enormous exhibition has been held at the Qatar International Exhibition Centre showcasing all new developments in the LNG industry.

Covering an area of 14,000 sqm, the event was 40% bigger than the LNG 13 Exhibition in Seoul in 2001. The LNG 14 Exhibition was organised by the Exhibitions and Trade Fairs Pty Ltd (ETF) and on behalf of the LNG 14 National Organising Committee.

Exhibitors represented 28 countries. Their participation and the great support from the industry have made the exhibition the largest event of its kind ever held in the world. The exhibitors were engaged in projects related to LNG liquefaction plants and terminals. They showcased their products and services during the period of exhibition. It was a unique opportunity to make personal contacts with the major suppliers and become acquainted with their products and also to inform about the accumulated know-how and experiences.

From Germany the following companies attended the conference and participated in the exhibition:

- BASF AG
- KAEFER ISOLIERTECHNIK
- LINDE AG
- RÖCHLING ENGINEERING PLASTICS KG

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Qatar Petroleum

Qatar Petroleum is a state owned corporation established in the State of Qatar by Emir's decree in 1974. QP is responsible for all phases of the oil and gas industry in Qatar.

The operations and activities of Qatar Petroleum are conducted at various onshore locations, which include Doha, Dukhan, Mesaieed and Ras Laffan industrial cities, as well as offshore areas including Halul Island, offshore production stations, drilling platforms and the North Gas Field.

The North Gas Field

with total gas recoverable around 900 trillion cubic feet, is considered to be the largest single non-associated gas reservoir in the world, covering an area 6,000 square kilometres. The huge reserves has become a primary national goal to continue the development and prosperity of the country.

Ras Laffan Industrial City

is located around 80 km north of Doha and combines the services of a modern industrial port, excellent infrastructure, support and management services.

RLC accommodates a large number of gas-based industries that relies on the 900 trillion cubic feet reserves of natural gas in the North Gas Field.

Industries in RLC include, in addition to liquefied natural gas, petrochemicals, refining of condensate, power and water production, gas-to-liquids, in addition to the state-of-the-art Ras Laffan port which receives the world's largest LNG tankers.

Mesaieed Industrial City

occupies 117 square kilometres and is located about 36 kilometres south of Doha with a fully serviced port, export jetties and nearby community.

Major existing industries in MIC include refining, fertilizers, petrochemicals, methanol MTBE, vinyl and natural gas processing plants.

Dukhan Field

The first shipment of oil was a transport from Dukhan on the 31.12.1949. Since then the city of Dukhan, 84 kilometres west of Doha, has witnessed gradual development and now accommodates oil and gas facilities, housing, medical, recreational and educational institutions and related services.

Qatargas plans to make deals for 57 LNG carriers

Qatargas is searching for a consortium of shipbuilders to build 57 LNG carriers in the following years.

Qatargas also requires 33 large capacity vessels for exports to the USA, 16 ships for cargoes to the United Kingdom and further eight conventional-size ships to lift products from the RasGas train 5 production line.

For their huge LNG-shipping requirement, which would be the biggest ship-acquisition project at time, wants Qatargas to tie up deals either with one shipyard or a consortium of yards. From industry sources has been heard, that yards from Korea are until now more likely to go it alone, but a consortium with the Japanese shipbuilders could be possible.

HOK to design new Doha International Airport

Hellmuth, Obata + Kassabaum (HOK) has been selected to provide architecture, MEP engineering and landscape architecture services for the first phase of the Passenger Terminal Complex at the New Doha International Airport (NDIA), in Doha, Qatar.

The project's \$2 billion first phase will accommodate 12 million passengers annually and is expected to open by 2009.



Qatar Petroleum Refinery

- SIEMENS AG
- SVT GMBH
- TRACTEBEL GAS ENGINEERING
- VOITH TURBO GMBH & CO.KG

The international organizers were the International Gas Union (IGU), the Gas Technology Institute (GTI) and the International Institute of Refrigeration (IIR).

On the final day the guests had the opportunity to visit the Ras Laffan Industrial City, which is the heart of Qatar's natural gas industry and a place for high industrial and downstream developments.

During the Closing Ceremony on March 24, 2004 Abdullah Bin Hamad Al-Attiyah, Second Deputy Premier, Minister of Energy and Industry, summarized that the LNG conference and exhibition has been a big success.

The minister emphasized the government's continuous efforts to boost the gas sector in cooperation with international companies, with expertise and advanced technology, which have contributed to Qatar's ranking as a major LNG producer in the world, relying on its huge reserves, remarkable geographical location and stable investment climate.

These words can be found realized in the major achievements of establishing plants, LNG and GTL trains, agreements with major oil and gas companies, establishing major projects like Qatargas and RasGas, building

the Ras Laffan Port - the world's largest port for gas export - in addition to investment in infrastructure, large carriers and reception terminals in the consumer markets.

He pointed out that the LNG industry, GTL projects and the Dolphin gas project, in addition to other projects stand as models of regional and international cooperation and as a unique strategic initiative for gas exploration, production and processing.

"All these major achievements are part of the government's efforts to enhance revenue through the policy of optimal utilization of our natural resources mainly of gas. We anticipate that our gas exports by 2010 will exceed 60 million tons per annum, going from the current production of 18 million tons per annum following the introduction of Train 3 from RasGas last month", said the minister.

Other projects are the two EPSA projects with ExxonMobil to build two large trains to supply Europe with a total capacity of 15 million tons per annum, and three similar trains - two with ExxonMobil and one with ConocoPhillips - to supply the American market. Further expansion projects to supply LNG to other markets are being pursued when conditions allow.

He said, that the major projects will require the massive investment of US\$30 billion, including the cost of production field development, plant construction, port expansion, the building of huge carriers as

well as the receiving terminal infrastructure in those consumer markets.

"Qatar will continue with development necessary for the gas industry to satisfy the requirements of investors and consumers of natural gas, and to play its part in meeting the needs of the world and future generations for clean and economical energy."

The first Qatari LNG shipment was exported a few weeks ago to India under a 25-year contract to supply 7.5 million tons per annum of LNG, subject to increase as demanded by the Indian market.

The enormous success of the LNG 14 conference and exhibition can be seen among the coming deals and contracts, which are planned to be signed in the near future.

International LNG conferences started 1968 in Chicago. The aim is to promote the technical and economic progress of the gas industry. During the last 36 years, the conference has been held every three years in different cities around the world, from Paris to Perth, from Jakarta to Kyoto.

At the post-conference ceremony Abdullah bin Hamad Al-Attiyah, the Second Deputy Premier and Minister of Energy and Industry handed the conference flag over to Spain, where the next conference on natural gas - the LNG 15 - will be held in 2007 in Barcelona.

Qatar Airways

Qatar Airways increases German frequencies

Qatar Airways has announced that it will significantly increase the airline's frequencies to Germany and other European destinations this year, as it prepares to start a new non-stop service to Zurich in July.

Qatar Airways' CEO Al-Baker announced at the ITB Berlin travel exhibition that the airline has recently increased combined frequencies to Frankfurt and Munich by four flights a week, to meet rising demand for Qatar Airways' services from the German market.

"As part of our ongoing commitment to the German market we have recently added two additional frequencies to each of our services to Munich and Frankfurt," said Al-Baker.

"This means we're now flying to Munich five times a week and to Frankfurt six times per week, connecting with Germany eleven times per week."

"We are also adding frequencies to other destinations in our growing European network. We have recently increased our frequencies to Vienna by two flights per week, flying to the Austrian capital five times each week."

"Qatar Airways will also be adding an additional frequency to Paris to fly daily non-stop from June 1."

"From July 8 we will also be starting our non-stop service to Zurich. This will be a four-times-a-week service that will use our long



Akbar Al-Baker, Qatar Airways CEO

range A319, and give people in Switzerland easy access to the rest of our network."

"With the new frequencies we are touching down at one of our nine European destinations 50 times each week. After adding Zurich to our route network, we will be flying to a European city 54 times per week," said Al-Baker.

The new frequencies and the addition of Zurich to our growing network, is in direct response to the demand that Qatar Airways is receiving from Europe for connections to the Far East, the Indian Subcontinent and the Middle East.

"Both the German and the Austrian destinations have also proved very popular with passengers from the Far East and Middle East, who visit the respective cities for both pleasure and business," said Al-Baker.

"We're also seeing a strong trend for more and more Europeans to visit Qatar. They are now realising that Qatar is an exciting destination in its own right."

The new frequencies occur at the same time that Qatar Airways begins taking delivery of a \$5.1 billion order for 34 aircraft during the next several years. In this year alone, the airline will take delivery of 13 new Airbus aircraft which will swell its exclusively-Airbus fleet to 38 by year-end.

"Receiving thirteen new aircraft this year, a virtually unprecedented delivery for an airline of our size, means that we can increase frequencies to our existing destinations and inaugurate new destinations."

"We have already announced the new destinations of Luxor, Istanbul, Zurich and Kabul for this year, and are looking into developing further new routes in the near future."

"It is our ambition to be the world's best airline, and to provide the best possible service to all our passengers. Although we are rapidly expanding in order to provide more services, we are not losing sight of our vision to provide a consistently superior service," Al-Baker said.

Qatar Airways will take delivery of 13 new aircraft during 2004, including four new A330s, two A320s, and two A321s. In addition there will be a delivery of four leased A330s, bringing the fleet of A330s up to a total of thirteen Airbus A330s by the end of 2004. The airline will also be taking delivery of an additional aircraft for the Amiri VIP fleet.

Qatar Airways Schedule for Europe destinations

Munich

Qatar Airways flies to Munich every Monday, Thursday and Friday (QR003) at 12:45 hrs, arriving in Munich at 17:15 hrs. On Wednesdays and Sundays (QR009) flights leave Doha at 02:00 hrs, arriving at 06:30 hrs the next morning.

Return flights from Munich to Doha leave on Monday, Thursday and Friday at 22:25 hrs (QR004), arriving in Doha at 06:10 hrs the following morning. On Wednesdays and Sundays flights (QR010) leave Munich at 12:00 hrs, arriving at Doha International Airport at 19:45 hrs.

Frankfurt

Flight QR027 leaves for Frankfurt every Tuesday and Saturday on 01:45 hrs, arriving at 06:45 hrs. On Mondays and Thursdays flight QR023 leaves Doha at 13:00 hrs, arriving at 18:00 hrs. The two new frequencies (QR023) fly out on Fridays and Sundays, leaving Doha at 13:05 hrs, arriving in Frankfurt at 18:05 hrs.

Return flights from Frankfurt to Doha leave on Tuesdays and Saturdays (QR028) at 10:50 hrs, arriving in Doha at 19:00 hrs. On Mondays, Thursdays, Fridays and Sundays flight QR024 leaves Frankfurt at 22:20 hrs, arriving at Doha International Airport at 06:30 hrs the next morning.

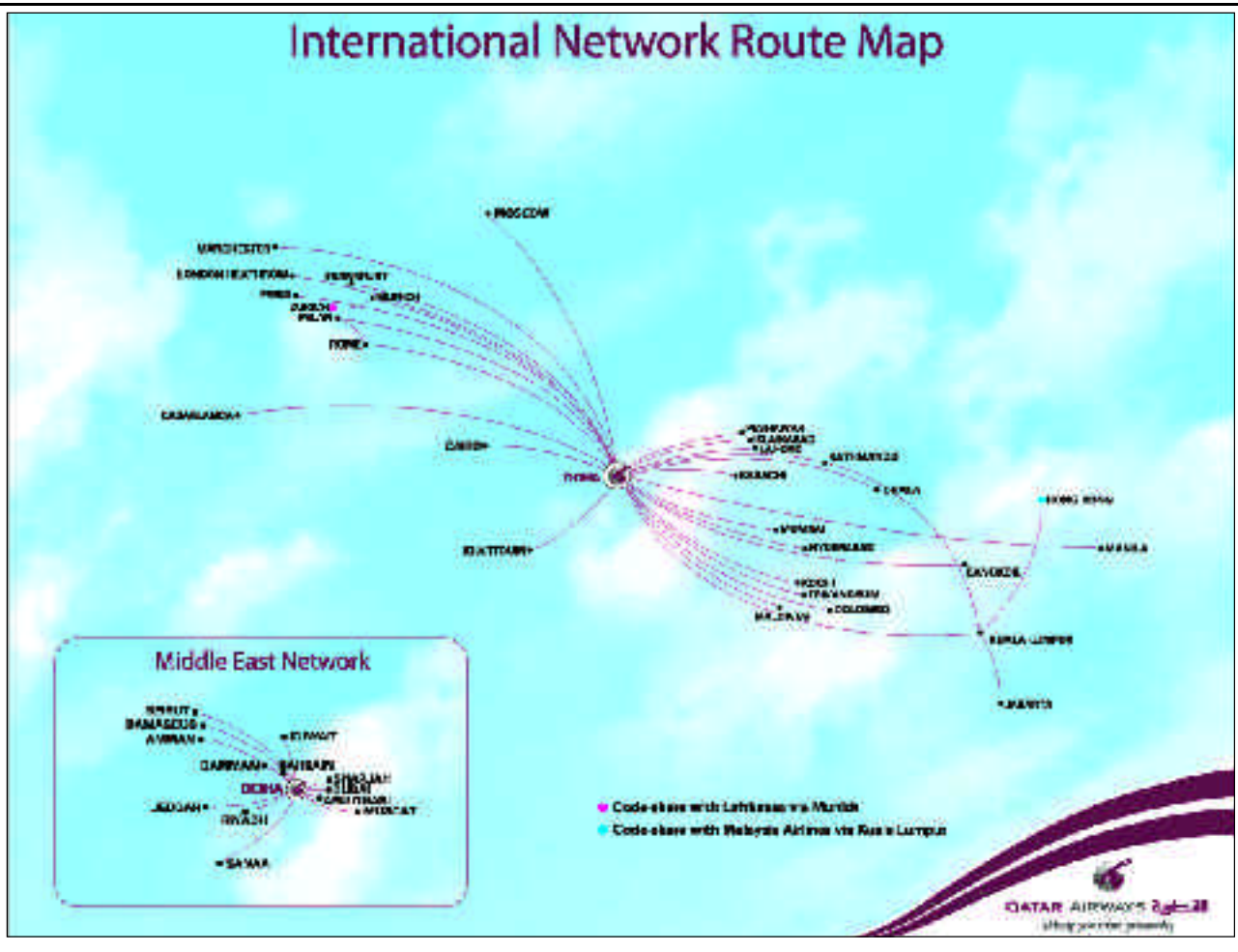
Vienna

Flights to Vienna, via Munich, leave Doha at the same time as the Munich flights and continue on from Munich to Vienna after a short one-hour wait at Munich Airport.

Return flights from Vienna leave on Mondays, Thursdays and Fridays on QR004 at 20:25 hrs, arriving in Doha at 06:10 the following morning. On Wednesdays and Sundays flight QR010 leaves Vienna at 10:00 hrs, arriving at Doha International airport at 19:4 hrs.

Zurich

On 8 July 2004, Qatar Airways will start four weekly flights to Zurich.



Qatar Airways and Lufthansa extend codeshare agreement

Qatar Airways and Lufthansa have extended a codeshare agreement between the two airlines to offer Lufthansa customers direct routes from Germany to Qatar and Qatar Airways customers daily access to Switzerland.

Qatar Airways' Chief Executive Officer Akbar Al-Baker announced that a new extended agreement between the two airlines - which came into effect on 1 March 2004 - will mean:

- Lufthansa will codeshare on Qatar Airways' Munich-Doha and Frankfurt-Doha flights.
- Qatar Airways will codeshare on Lufthansa flights between Munich-Geneva and Frankfurt-Geneva.
- Qatar Airways will codeshare on Lufthansa flights between Frankfurt-Zurich.

The new agreement extends a present and long-standing agreement for Qatar Airways

codesharing on Lufthansa flights between Munich and Zurich.

"It gives me great pleasure to announce this new extended codeshare agreement which will deliver real benefits to passengers of both Lufthansa and Qatar Airways," said Al-Baker.

"This new codeshare agreement builds on the strong business relationship that we've established with Lufthansa."

"This extended agreement means that we can now offer our passengers daily access to and from the Swiss cities of Zurich and Geneva via our German destinations of Frankfurt and Munich."

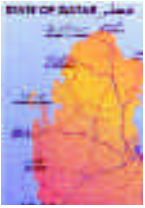
"For Lufthansa passengers, it means they now have direct access to Qatar, in the heart of the Arabian Gulf, on one of the world's fastest growing airlines which is also widely acclaimed for its quality service."

"Passengers who are members of Qatar Airways' Privilege Club and Lufthansa's Miles and More Programmes will also continue to enjoy reciprocal earn and burn points as part of this new agreement."

"The extension of this codeshare agreement with Lufthansa represents our continued efforts to build long lasting strategic alliances with other airlines."

"The fact that Qatar Airways was the first airline to pass IATA's new IOSA safety audit last year, our growing route network and our emphasis on quality service continues to make Qatar Airways an attractive codeshare partner," said Al-Baker.

Qatar Airways has codeshare agreements with Lufthansa, Alitalia, Malaysian, Philippine Airlines, Garuda and Biman.



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 a 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 the business environment, in particular market access, import and export as well as investment promotion.

Germany has an excellent reputation in Qatar. To promote 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
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World Travel and Tourism Council

The 4th Global Travel & Tourism Summit in Doha on 1-3 May 2004

The World Travel and Tourism Council's Fourth Global Summit - the most influential tourism industry event of the year will be held in Doha, Qatar from May 1-3.

The World Travel and Tourism Council is the world tourism industry's peak organisation, and liaises closely with governments of the world about issues relating to the industry. Members of the Council include all the major airlines, hotel chains and tourism companies.

More than 30 Governments from Europe, Africa, Asia and the Americas' will be sending Ministerial delegations to the Summit, which will attract the major leaders of the tourism industry, as they set a road map for the industry's recovery.

More than 700 chief executive officers, general managers and directors of the world's leading and largest tourism companies and government ministers will attend the Summit.

The event is being hosted in Qatar by the country's national carrier, and one of the world's fastest growing airlines, Qatar Airways. Qatar Airways Chief Executive Officer Akbar Al-Baker said that the Summit agenda was designed to encourage lively discussion amongst the leaders of the travel industry in order to drive change, as the industry recovers from recent international events.

"The Global Summit will provide the forum for some of the most influential people in the tourism industry to discuss priorities for change within the industry," said Al-Baker.

"The Summit is not just attracting the most influential leaders in the private sector of the tourism industry but is stimulating a great deal of interest from government around the world," said Qatar Airways' Chief Executive Akbar Al-Baker.

"The presence of these governments will ensure that there is significant input from government in the debate about where the tourism industry heads next."

"The Summit format will allow for a set of interactive debates which will be moderated by internationally renowned journalists and presenters like the BBC's Nik Gowing and the NBC's Peter Greenberg."

"The agenda will touch on how the media influences consumers, current economic trends in the industry, new management styles, investment opportunities, the 'seamless travel experience', world health issues, new destinations and new markets among others," said Al-Baker.

The World Travel and Tourism Council's President Jean-Claude Baumgarten said:

"Our intention is to inject dynamism and spontaneity in to all the issues.

"However, more than that we want the outcome of the Fourth Global Travel and Tourism Summit to be an expression of what the industry considers to be the main challenges it faces and a consensus view on the changes that will be required to nurture the green shoots of recovery in 2004," said Baumgarten.

Mr Baumgarten said that the major questions that will be debated include:

- What are the latest global trends and what impact will they have?
- What are the best strategies for the changing environment?
- What are the main challenges faced by governments and how will they be met?
- What can be done on an industry level to improve customer experiences
- In the face of bad news, how do we prevent unnecessary panic?

People wanting to register to attend the Summit, or wanting more information about this high calibre event, can go to www.globaltraveltourism.com



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Tenders

1. Provision Of Manpower For Dukhan Workshops On A Call-Off Basis.

CD: 23-May-2004

2. Annual Civil Maintenance, Rehabilitation and Small Construction Works At QP Refinery - Mesaieed.

CD: 16-May-2004

3. Supply / Install & Maintain New Photocopiers At Various QP Locations.

CD: 23-May-2004

4. Provision Of Bus Services.

CD: 16-May-2004

5. Provision Of Mud Chemicals And Engineering Services For Onshore Operations.

CD: 23-May-2004

6. Construction Of FDT/PDD Laboratory.

CD: 09-May-2004

7. Catering and Related Services for Offshore Locations.

CD: 09-May-2004

8. Maintenance Of Photocopiers Including Spare Parts.

CD: 09-May-2004

9. Post-Contract Consultancy Service for the Development of Al-Saad Sport Club Phase II (Grade "A" Consultants).

CD: 11-May-2004

10. Post-Contract Consultancy Service for the Development of Al-Arabi Sport Club Phase II (Grade "A" Consultants).

CD: 11-May-2004

11. Supply of Insecticides and Rodenticides,

CD: 17-May-2004

12. Supply of Marine Research Ship.

CD: 21-June-2004

13. Maintenance of Green Areas at Cornich.

CD: 10-May-2004

14. BMC 2003077-Landscaping.

CD: 17-May-2004

15. BAC 2003020-Rebuild Mosque

CD: 24-May-2004

16. BEC 2003008-Sunshades to Courtyards of 20 No. Existing Schools

CD: 31-May-2004

For futher information contact:

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or Fax: + 49 30 20641010

Please give the Number above, Name, Company, Address, Phone, Fax and E-Mail

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**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**



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