



No. 2 – June 2010
C 46321

Contents

Qatar Airways' remarkable growth	1
Hussain Ali Al-Abdullah first Qatari Member of the Advisory Board of Volkswagen AG	3
The Emir of the State of Qatar inaugurates Laffan Refinery	4
Qatar Holding takes over Harrods	4
The Emir of the State of Qatar opens Al Khaleej Gas 2	5
Qatar will overgenerate electricity by 2011	5
H.E. Abdullah bin Hamad Al Attiyah's visit in Germany	6
New-elected Board of Qatar Chamber of Commerce and Industry	7
Qatar bids to host World Cup Finals 2022	7
German Chancellor visits Qatar	9
Good News for Qatars SME's	10
German Parliament President meets Qatari Ambassador to Germany	10
Capitalising Power Property	11
Sulphur to double	11
Qatar lightens ownership law	11
Qatar and Saudi Arabia lead Job Creation in the Gulf	12
Contracts for employees	12
Qatar's first satellite in 2012	13
Qatar the most peaceful nation in the MENA region	13
Qatar Project 2010	13
News in brief	14
Job Opportunities	15
Exhibitions	15
Tenders	15
Board of the German Near and Middle East Association	16
Imprint	16

Qatar - German - Business - Forum
Doha - Berlin

Email:
QGBF@Qatar-German-Business-Forum.com

Internet:
www.Qatar-German-Business-Forum.com

Qatar Airways' remarkable growth

by Helene Rang



Akbar Al Baker, CEO of Qatar Airways

On June 9th 2010, NUMOV organised the German – Near and Middle East Aviation Conference in cooperation with the German Aerospace Industries Association (BDLI). The GCC-States currently offer some of the world's finest airlines and all signs are pointing towards expansion as well.

Due to constantly high economic and population growth rates and an increasing number of passengers, additional investments in transport and infrastructure are required. These developments contributed to sharp growth rates in the aviation industry sector.

Today, aviation also offers great business opportunities for foreign enterprises. Airbus and Boeing, the main aircraft manufacturers for medium and long distant flights expect to deliver about 30,000 new aircrafts within the period between 2009 and 2028 worldwide. Already the Middle East countries account for 50% of all aircraft orders worldwide.

At the same time, numerous new airports are being built or are expanded. Thus, the Middle East proves to be an interesting market for aviation infrastructure providers as well.



NAH- UND MITTELOST-VEREIN E.V.
GERMAN NEAR AND MIDDLE EAST ASSOCIATION

NUMOV services since 75 years:

- Extensive consulting
- Initiation and extension of cooperation
- Up-to-date business information
- Providing market information
- Supporting market entries
- Analysis of economic and business trends
- Promotion of import and export
- Information on projects and tenders
- Business delegations
- Representation of Interests
- Training, Lectures, Seminars and Conferences
- Match-making events
- Project-Hotline
- Bi-monthly Magazine "Near and Middle East Economic Forum" (Wirtschaftsforum Nah- und Mittelost)
- Near and Middle East Economic Handbook
- Founder and coordination office of the Federation of European Near and Middle East Business Associations
- German Orient-Foundation / German Orient-Institute
- German-Egyptian Economic Council
- Saudi German Business Dialogue
- German-Yemenite Forum
- Qatar German Business Forum
- NUMOV Junior Section
- NUMOV Senior Consultants Section

www.numov.de
numov@numov.de

Chairman Martin Bay, CEO Helene Rang,
Honorary Chairman Dr. Gerhard Schröder,
Former Chancellor of the Federal Republic of Germany

Editorial



Dear Readers,
Dear Members,

This edition focusses on the German – Near and Middle East Conference that was successfully organised by NUMOV within the framework of ILA Berlin Air Show 2010 on 9th of June 2010. The conference was attended by high ranking speakers and numerous company representatives from the Near and Middle East region and Germany. We were especially honoured by the presence of Akbar Al Baker, CEO of Qatar Airways, who reported on the aviation industry as a growth engine in Qatar.

A visit of NUMOV's honorary chairman and former chancellor Dr. Gerhard Schröder in March underlined the importance of further cooperation between Germany and Qatar. It was followed by a visit of Dr. Angela Merkel, chancellor of the Federal Republic of Germany, to Qatar which was dedicated to further strengthening the cooperation between the two countries. On this occasion, two concrete agreements were signed by Qatari and German representatives: a protocol for cooperation in the cultural field and an agreement about the founding of a Qatari joint venture by the German company Hochtief Constructions.

During these days, it is a particular pleasure to notice the announcement that Qatar officially submits its bid to host the Football World Cup 2022. Qatar plans, for the first time in the history of the event, to bring the FIFA World Cup to the Middle East. The bid contains details about 12 proposed stadiums that will be build or renovated if Qatar will win the right to host the 2022 World Cup. Five eco-friendly, carbon-neutral stadiums are to be built which would make Qatar 2022 the first carbon neutral World Cup.

We are all going to keep our fingers crossed for Qatar when the FIFA's Executive Committee will vote the 2018 and 2022 World cup Finals hosts on December 2nd 2010 in Zurich, Switzerland.

With kind regards,

Helene Rang
QATAR-GERMAN-BUSINESS-FORUM

Hussain Ali Al-Abdullah first Qatari Member of the Advisory Board of Volkswagen AG



Hussain Ali Al-Abdullah, Vice-Chairman of Qatar Holding and new member of the Advisory Board of the Volkswagen AG and Ferdinand Piëch, Chairman of the supervisory board of Volkswagen AG

On Thursday, 22nd April 2010, Hussain Ali Al-Abdullah was elected as a new member of Advisory Board of the Volkswagen AG. Therefore, he became the first Qatari member of this Supervisory Committee.

Hussain Ali Al-Abdullah is the Vice-Chairman of Qatar-Holding, which is holding a stake of 17% of Volkswagen AG. Due to current plans, a second representative of the State of Qatar will join the board in 2011, as the mandate of Hans Michael Gaul ends in Spring 2011.

Martin Winterkorn, Chairman of the Volkswagen AG is very pleased with the cooperation with Qatar Holding, as it is a highly professional investor and shares the objectives of the company. Already in March 2010, a declaration was signed between the major shareholders of Volkswagen AG, which are the Porsche Holding SE, the Federal State Niedersachsen and the Emirate of Qatar.

The agreement contains intensified cooperation especially in the fields of research, development and education. The investment and engagement of Qatar Holding will certainly contribute to achieve the aim of becoming the world's leading automobile manufacturer by 2018. Currently, Volkswagen AG ranks on third place in the world. 

H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar inaugurates Laffan Refinery

The Emir of the State of Qatar H.H. Sheikh Hamad bin Khalifa Al Thani has officially inaugurated the Laffan Refinery. The refinery has a production capacity of 24,000 barrels per stream day (bpsd) of diesel. With the opening of the refinery, Qatar has become self sufficient in diesel production both in terms of domestic consumption and in terms of the national airline's fuel needs. The country will not import the commodity any longer.

With Qatar's huge gas and condensate reserves in the North Field, the Laffan Refinery is a natural response to the need for maximising utilisation of these resources. With its use, it will meet the growing global and local demand for energy products. The refinery can also

produce aviation fuel (kerojet), which meets the demand of Qatar's national airline.



f.l.t.r.: Deputy Prime Minister and Minister of Energy and Industry, H.E. Abdullah bin Hamad Al Attiyah; the Emir of the State of Qatar H.H. Sheikh Hamad bin Khalifa Al Thani and Minister of State of Energy and Industry H.E. Mohammad Saleh Abdullah Al Sada

Deputy Prime Minister and Minister of Energy and Industry, H.E. Abdullah bin Hamad Al Attiyah, highlighted the importance of the refinery as another

step towards the realisation of Qatar's long term strategy of diversifying the country's hydrocarbon product portfolio.

The Laffan Refinery, operated by Qatargas, began its production in September 2009. It is one of the largest condensate refineries of its kind in the world, with a processing capacity of 146,000 barrels per stream day (bpsd) to produce an estimated 63,000 bpsd of naphtha, 52,000 bpsd of kerojet, 24,000 bpsd of diesel and 8,000 bpsd of LPG.

The field work for the second phase expansion of the refinery has been completed. H.E. Abdullah bin Hamad Al Attiyah added that the engineering, procurement, and contract (EPC) papers will be signed in the first half of 2011.

Qatar Holding takes over Harrods

The Egyptian billionaire Mohammed Al Fayed sold London's best-known luxury store, Harrods, to Qatar. Qatar Holding LLC purchased Harrods Ltd. for approximated EUR 1.7 bn. The exact amount, however, has not been confirmed by Qatar Holding. In the fiscal Year of 2008/2009 Harrods Ltd. had a turnover of EUR 887 bn. which means an increase in sales volume of 9% compared to the previous business year.

At a press conference, H.E. Sheikh Hamad bin Jassem bin Jabor Al Thani, Prime Minister and Foreign Minister of the State of Qatar and Chairman of Qatar Holding, expressed the Holding's intention of making Harrods even more luxurious and exclusive. Despite its huge popularity and famousness, the luxury

store Harrods underwent a rather flagging development in recent years because the company underperformed its competitors. The new owners are estimated and expected to lead the tra-



Prime Minister and Foreign Minister of the State of Qatar and Chairman of the Qatar Holding H.E. Sheikh Hamad bin Jassem bin Jabor Al Thani and Mohammed Al Fayed

ditional establishment into a new era of success. In the course of stating the Holding's plans for the luxury store, Ahmed Mohammed al-Sajjed, Director of the Qatar Holding, expressed his delight in Mohammed Al Fayed's affirmation of becoming the Honorary Chairman of Harrods. Established in 2005, the Qatar Holding's intention is to strengthen the Qatari economy and especially to supplement and propagate the proceeds of the country's raw material deposit by making investments. The Holding is particularly interested in overseas investment opportunities.

Qatar Holding has a stake in Porsche and is the biggest shareholder in the British Barclays Bank, Barclays Plc.

H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar opens Al Khaleej Gas 2

The Emir of the State of Qatar H.H. Sheikh Hamad bin Khalifa Al Thani formally inaugurated the Al Khaleej Gas 2 (AKG-2) at the Cultural Village. It is the second and the last phase of Al Khaleej Gas Project (AKG).

AKG-2 was completed in December last year and expands the existing production capacity by 1.25 bn standard cubic feet of sales gas. Al Khaleej Gas-Phase 1 (AKG 1) already started its production in 2005. The two Phases combined achieve the project's goal of a production capacity of 2 bn standard feet of natural gas per day providing natural gas for domestic markets. AKG is therefore the largest domestic gas supplier in Qatar.

At first, AKG-1 was developed to provide gas exclusively to Ras Laffan and Mesaieed industrial cities. Besides that, it also provides feedstock to the gas-to-liquids plant in

Ras Laffan Industrial City. The plant, the largest of its kind in the world, creates consumable liquid fuels for domestic and foreign markets.

natural gas liquids, such as ethane, propane and butane for the domestic and foreign market.



Deputy Prime Minister and Minister of Energy and Industry, H.E. Abdullah bin Hamad Al Attiyah and the Emir of the State of Qatar H.H. Sheikh Hamad bin Khalifa Al Thani

Deputy Prime Minister and Minister of Energy and Industry, H.E. Abdullah bin Hamad Al Attiyah, emphasised that "This historic inauguration celebrates another ambitious energy project in Qatar, in realization of H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar. This project, developed in cooperation between Qatar Petroleum and ExxonMobil, will be a major supplier of clean energy sources for power plants and various industries, and will contribute to the country's comprehensive development to build a modern state".

AKG-2 was developed to satisfy domestic needs for natural gas feedstock to support the country's economy. The majority of the production of AKG 2 is to satisfy the growing electricity demand. Beyond that, AKG produces condensate and

A major factor for AKG's success was the usage of ExxonMobil's 'Fast Drill', which reduced the time needed to drill the offshore wells.

Qatar will overgenerate electricity by 2011

The Emir of the State of Qatar H.H. Sheikh Hamad bin Khalifa Al Thani has chaired the inauguration the USD 2.3 bn Mesaieed Power Station. Located in Mesaieed Industrial City, the new power plant is the third of its kind working as a separate power operator supplying its entire output to KAHRAMA, Qatar's general electricity and water corporation. With a capacity to produce up to 2000 MW, it would be able to meet one third of the electricity demand in Qatar. The inauguration was also attended by Deputy Prime

Minister and Minister of Energy and Industry, H.E. Abdullah bin Hamad Al Attiyah, by H.E. the Minister of State for Energy and Industry Affairs, Dr. Mohammed bin Saleh Al Sada, and Board Chairman of the Mesaieed Power Company, Abdullah Hussein Salatt.

Another station, the Ras Qurtas Station, which lies in the north of Qatar, is under construction. It will be the region's largest plant with an estimated production capacity of 2730 MW. The first phase of construction is expected

to be completed by the end of this year. Projects like the Mesaieed Power station and the Ras Qurtas Station will provide Qatar with a surplus of electricity. Deputy Prime Minister and Minister of Energy and Industry H.E. Abdullah bin Hamad Al Attiyah already announced that the search for how to optimize the use of the surplus is in progress. It will be used either for further industrial projects that rely on electric power, or could be exported to supply one of the neighbouring countries with electricity.

H.E. Abdullah bin Hamad Al Attiyah's visit in Germany

On 18th March 2010, H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar, arrived in Berlin for an official visit to Germany. He was welcomed by Qatari Ambassador to Germany, H.E. Abdulrahman Mohamed Sulaiman Al Khulaifi at the Berlin International Airport. His first visit was to H.E. Dr. Guido Westerwelle, Federal Minister of Foreign Affairs of the Republic of Germany who recently visited Qatar in January 2010.

The talks held during the meeting centred on bilateral ties, the situation in the Middle East and Iran's nuclear program. Both of them agreed that Germany and Qatar should intensify their existing economical and political cooperation. Especially the sectors of power generation, renewable energy as well as transport and logistics offer an ideal opportunity for German companies in Qatar. H.E. Dr. Guido Westerwelle and H.E. Abdullah bin Hamad Al Attiyah lent their support for the resumption of the peace process in the Middle East conflict.



f.l.t.r.: Dr. Rüdiger Grube, Chairman of the Board of Deutsch Bahn AG; Dr. Jürgen Großmann, President and CEO of the Executive Board of RWE Group; H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar; Dr. Jochen Weise, Member of the Executive Board of E.ON Ruhrgas AG and Member of the Board of NUMOV; H.E. Dr. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV; Marc Hall, Managing Director of Bayerngas GmbH and Member of the Board of NUMOV; Martin Bey, Chairman of the Board of Managing Directors of DB International and Chairman of the Board of NUMOV; H.E. Dr. Bernd Pfaffenberg, State Secretary at the German Federal Ministry of Economics and Technology

In the evening, the Deutsche Bahn held a reception on the occasion of the visit of H.E. Abdullah bin Hamad Al Attiyah at the Bahntower which was attended by high-level officials, among them H.E. Gerhard Schröder, Former Chancellor of the Federal Republic of Germany and Honorary Chairman of NUMOV, H.E. Abdulrahman Mohamed Sulaiman Al Khulaifi, Ambassador of the State of



H.E. Rainer Brüderle, Minister of Economics and Technology of the Federal Republic of Germany and H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar

Qatar to the Federal Republic of Germany, Martin Bay, Chairman of the Board of Managing Directors of DB International, German Railway Group and Chairman of NUMOV, Dr. Rüdiger Grube, Chairman of the Board, Deutsche Bahn AG, Dr. Bernd Pfaffenbach, State Secretary at the Federal Ministry of Economics and Technology and Helene Rang, CEO and Deputy Chairman of NUMOV.

On 19th March, H.E. Abdullah bin Hamad Al Attiyah met with H.E. Rainer Brüderle, Federal Minister



H.E. Abdullah bin Hamad Al Attiyah, Deputy Prime Minister and Minister of Energy and Industry of the State of Qatar and H.E. Dr. Guido Westerwelle, Minister of Foreign Affairs of the Federal Republic of Germany

of Economics and Technology of the Republic of Germany, and held talks with a focus on energy policy.

H.E. Rainer Brüderle stressed the importance of cooperation with the key states of energy supply in order to point out that this is the basis for stable growth and employment in Germany. Subsequently he highlighted the role of H.E. Abdullah bin Hamad Al Attiyah as President of Gas Exporting Countries Forum (GECF) and added that the market stability for crude oil and gas has a great influence on the global economic development.

He emphasised the cooperation with Qatar in terms of renewable energy and named the joint venture between the German company Solarworld and Qatar Foundation as one of many positive examples. H.E. Abdullah bin Hamad Al Attiyah on his part was looking out for new interesting investment opportunities in Germany, after becoming shareholder of Volkswagen and Porsche. Qatar, worldwide leading exporter of liquefied natural gas (LNG), aims to secure Germany as an importer of liquefied gas. H.E. Abdullah bin Hamad Al Attiyah recommended Germany should start importing liquefied gas to strengthen the security of its energy supply, and also to diversify its gas supplying sources.

New-elected Board of Qatar Chamber of Commerce and Industry

On the 30th of May, the Qatari Chamber of Commerce and Industry (QCCI) elected a new board. H.E. Sheikh Khalifa bin Jassim bin Mohamed Al Thani was re-elected as chairman. Succeeding Abdul Aziz Al Emadi H.E. Mohamed bin Ahmed Tawar Al Kuwari was elected vice-chairman. H.E. Abdul Latif Al Mishned was named honorary treasurer of the QCCI. The newly elected board members got together right after the election to select H.E. Mohamed bin Hamad bin Tawar al-Kuwari as the new deputy chairman and H.E. Ali Abdullateef al-Mishnad as honorary treasurer.

At the end of the past board term, the chamber met with H.E. Sheikh Hamad bin Jassem bin Jabor Al Thani, Prime Minister and Foreign Minister of the

State of Qatar, in order to discuss the private sector's issues which was a topic of distress and concern for the QCCI. In reference to the meeting with H.E. Sheikh Hamad bin Jassem bin Jabor Al Thani, H.E. Sheikh Khalifa bin Jassim bin Mohamed al Thani announced that the new board and the new term will mark a new beginning for the chamber.



Electors for the new Board of Qatar Chamber of Commerce and Industry

The new beginning and the newly elected board of the chamber will though stand on solid ground provided by the old board. Having been established in 1963, Qatar's Chamber of Commerce and Industry is one of the oldest Chambers of Commerce in the GCC. ■

Qatar bids to host World Cup Finals 2022

Qatar officially submits its bid to host the World Cup 2022. Qatar plans, for the first time in the history of the event, to bring the FIFA World Cup to the Middle East. The Bid was handed over by Qatar 2022 Bid Committee Chairman H.E. Sheikh Mohammed bin Hamad bin Khalifa Al Thani to the FIFA President Sepp Blatter.

The Bid contains details about 12 proposed stadiums that will be build or renovated if Qatar will win the right to host the 2022 World Cup. The bid unveiled five eco-friendly, carbon-neutral stadia namely: Al-Khor, Al-Wakrah, Al-Shamal, Al-Rayyan and Al-Gharafa. Therefore Qatar 2022 will be a carbon neutral World Cup unveiling designs of stadiums employing carbon-neutral technology. Each of the five stadiums will convert solar energy into electricity Through new technology

being used in these stadiums the temperature within will stay at 27 degrees Celsius despite the scorching Arabian sun. With this, Qatar is on its way for the first-ever cooled outdoor global sporting event. The new Al-Khor stadium has a 45,330 capacity and a stunning seashell motif as well as a flexible roof. The stadium offers the spectators a breathtaking view of the Arabian Gulf from their seats. The stadium will be located in a sports and recreation zone. The Al-Gharafa Stadium

has an existing capacity of 21,175 seats and will be expanded to 44,740 seats by using modular elements that will form an upper tier. After the tournaments end the stadium will be downscaled to its existing capacity.

The existing Al-Rayyan Stadium will also be expanded from a capacity of 21,282 up to 44,740 seats. This stadium is designed with a special "media facade" membrane. This facade acts as a screen for projecting news, updates and current matches. "Today's unveiling of our state-of-the-art stadiums and innovative cooling technology is the latest step in our quest to bring the FIFA World Cup to the Middle East for the very first time in 2022," H.E. Sheikh Mohammed bin Hamad bin Khalifa Al Thani said, adding that "A FIFA World Cup in Qatar will leave a powerful and lasting legacy, bringing together nations and



Al-Khor Stadium

continued on page 8

continued from page 1

The Aviation conference took place in the framework of ILA Berlin Air Show 2010 at Berlin Schönefeld, nearby the newly constructed Berlin Brandenburg International Airport. It was attended by high ranking speakers and numerous company representatives from the Near and Middle East region and Germany.

Among the referees was Akbar Al Baker, CEO of Qatar Airways who has shaped the development of Qatar Airways into one of the fastest growing and most highly recognized airlines in the world. Since its establishment in 1993 the Qatari Airline has undergone an expansion period with an average of 35% growth year-on-year for the past 10 years. Today, Qatar Airways

flies 83 aircrafts to 89 destinations across a continuously growing international route network. Akbar Al-Baker became CEO of Qatar Airways' in 1997. Furthermore he is responsible for the development of the New Doha International Airport, which opens in phases from 2011.



f.l.t.r.: Peter Schnölzer, Director Corporate International Relations NME & Asia/Pacific, Deutsche Lufthansa AG; Martin Seeger, Head of International Division, HOCHTIEF Facility Management GmbH; Tilmann Gabriel, President/CEO of CHC Europe, Former President/CEO of Safi Airways Afghanistan

At the Aviation Conference Akbar Al Baker outlined the relevance of the aviation industry for his home country Qatar and presented the main objectives of Qatar Airways. He pointed out that aviation industry works as an important engine for overall economic growth, especially for relatively small countries like Qatar with its only 1.4 mn inhabitants. A strong airline would foster Qatar's unprecedented economic growth and support the State in its economic transformation towards diversification. At the same time, the airline would bring benefit to other countries as over 90% of Qatar Airways staff is from abroad, Akbar Al Baker stated.

ways. Thereby passengers would benefit from lower prices and better services. Further market liberalisation in the aviation sector would, according to Akbar Al Baker, be also in the interest of Germany and other European countries. As Qatar Airways is an important launch customer of Airbus, it would lead to the creation of thousands of jobs at Airbus in Europe especially Germany. Qatar Airways ordered 80 Airbus 350 worth more than USD15 bn and five super jumbo A380 additional to 24 Airbus 320. Beyond that, the airline requires German know-how for the maintenance of its aircraft, Akbar Al Baker said. Moreover, he stressed the importance of foreign Airlines such as Qatar Airways for connecting small markets with Germany. At the end of his speech Akbar Al Baker proudly announced that Qatar Airways tries to take the lead on alternative fuels. He thanked NUMOV and the German Aerospace Industries Association (BDLI) for organizing such a relevant conference formulating his wish to see further fruitful outcomes of German-Qatari Cooperation in the field of aviation.



f.l.t.r.: Gerold Reichle, Director General of Civil Aviation, Ministry of Transport, Building and Urban Development of the Federal Republic of Germany, Member of the Board of Trustees of the German Orient-Foundation / German Orient-Institute; H.E. Abdel Nabi Mussayab, Ambassador of the League of Arab States to the Federal Republic of Germany; Abdul Wahab Tefhaha, Secretary General of the Arab Air Carriers Organization (AACO); Akbar Al Baker, CEO of Qatar Airways; Henry Hasselbarth, NUMOV / German Near and Middle East Association, Dp. Chairperson of the Board of the German Orient-Foundation, Emirates Airlines and Dr. Wolfgang Helbach, Member of the Executive Board of the German Aerospace Industries Association and CEO of AOA Apparatebau GmbH

Referring to the Qatari-German relationship Akbar Al Baker praised the measure of the EU to install a single EU aviation market. However, he would wish to see more efforts towards opening markets for foreign airlines such as Qatar Air-

continued from page 7

cultures through our shared passion for football."These plans, underpinned by strong support from the government with ties to its 'National Vision 2030' show just how serious and innovative they are about hosting the FIFA World Cup. Not only stadiums will be built, also the transportation system in Qatar will be revolutionised. A new Doha International Airport and the new Qatar Metro network System integra-

ted with a comprehensive shuttle bus network will link all 12 stadiums. It will enable fans to travel by public transport, allowing them to watch more than one game in a day while staying in the same accommodation throughout the whole tournament. Qatar's Bid for the Event is also on behalf of the entire Middle East. FIFA's Executive Committee will vote the 2018 and 2022 World cup Finals hosts on December 2nd, 2010

in Zurich, Switzerland.



Al-Gharafa Stadium

German Chancellor visits Qatar

During her four day visit to the Gulf Region, H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany arrived in Qatar on 26th of May 2010. A meeting with H.E. Sheikh Hamad Bin Jassem Bin Jabor Al Thani Prime and Foreign Minister of the State of Qatar, took place on the evening of the 26th. At the meeting, both parties underlined and emphasized the relationship based on mutual understanding and friendship between Germany and Qatar. The friendly discussions were mainly focused on issues concerning the region as well as the European and global economic situation. Given that the GCC is currently the EU's fifth-largest export market, with the EU being the top partner for the GCC, both H.E. Dr. Angela Merkel and H.E. Sheikh Hamad Bin Jassem Bin Jabor Al Thani

where keen to ensure their countries' strengths despite the global economic crisis. H.E. Sheikh Hamad Bin Jassem Bin Jabor Al Thani stressed the strength of the Qatari economy, which expects an economic growth of 18 % in the coming year. H.E. Dr. Angela Merkel, on the other hand, confirmed that Germany is working closely with all countries in in the Euro zone and that Germany will do all it can to support and stabilise the Euro, This move was highly welcomed by H.E. Sheikh Hamad Bin Jassem Bin Jabor Al Thani as the Euro crisis has left its mark on the Qatari economy. The profit of the Qatar Investment Authority (QIA) in 2009 gives reason for Qatar to hope that the tackling of the Euro crisis will result in profit rather than losses. In order to reach its goal,

Qatar is aiming at creating new investment opportunities in Qatar, which presupposes expanding relations with international companies, including several German institutions already engaged in negotiations.

Both parties expressed their pride and satisfaction in the German-Qatari partnership and agreed that it should be strengthened and expanded further. One of the sectors which could be

H.E. Dr. Angela Merkel recognized and praised Qatar's attempt to foster economic, cultural and educational developments, especially the government's firm commitment to education, which according to H.E. Dr. Angela Merkel will result in greater regional as well as international security.

Another topic of mutual interest and discussion which came up during H.E. Dr. Angela Merkel's stay were the negotiations regarding the Free Trade Agreement (FTA) between the GCC and the European Union (EU). Having evolved some 20 years ago, the Free Trade Agreement has not been sealed yet. H.E. Dr. Angela Merkel stated that the negotiations are close to reaching their goal, and expressed the significance she ascribes to the agreement which would, with its trade liberalising

effect, simplify and therefore promote both German and Qatari intentions of strengthening and expanding their mutual economic partnership.

On the 26th of May, two agreements were signed by Qatari and German representatives, of which one is a protocol for cultural cooperation. The second agreement concerns the German construction company Hochtief Construction. In the presence of H.E. Dr. Angela Merkel and H.H. Sheikh Hamad Bin Khalifa Al Thani, Emir of the State of Qatar, Hochtief Construction signed contracts with Qatari enterprise Lusail Real Estate Development Company. The newly formed joint venture offers planning and construction works in Qatar, as well as overseas.



German Chancellor H.E. Dr. Angela Merkel and Prime Minister and Foreign Minister of the State of Qatar H.E. Sheikh Hamad Bin Jassem Bin Jabor Al Thani

subjected to an expansion of German-Qatari partnership is the energy sector with its great development potential. The German energy providers E.ON and Wintershall are already sourcing gas from Qatar. With Qatar having the third-largest gas reserve in the world, H.E. Dr. Angela Merkel expressed her appreciation of a potential expansion of trade agreements, particularly regarding liquefied gas. Qatar, however, as well as the other Gulf States, do not want to rely solely on their natural resources as a cornerstone of their economic growth. The Gulf States are preparing themselves for a time of declining importance of and reliance on their natural resources. In the future, the focus will be on education and renewable energies. During her visit to Qatar,

Good News for Qatars SME`s: QNB joins loan assurance programme „Al Dhameen“

Dohar Qatar; Qatar National Bank (QNB) is the first Qatari bank to join “Al Dhameen”, a groundbreaking loan assurance programme for small and medium-sized enterprises (SME`s) initiated by Qatar Development Bank (QDB). In the presence of Abdullah Mubarak al Khalifa, general manager corporate banking of QDB, and Abdulaaziz bin Nasser al Khalifa, director of strategic planning at QDB, a memorandum of understanding (MoU) was signed by Mansoor bin Ebrahim al Mahmoud, chief executive officer of QDB and Ali Shareef al Emadi, QNB Group chief executive officer in April 2010.

“Al Dhameen” aims at supporting the private sector development through intensive funding of SME`s. SME`s are considered to play a crucial role in Qatars National Vision 2030, with one of its goals being the sustainable development of a diverse national economy. Within Qatars booming economy with an expected GDP growth of up to 16% the SME sector has a great potential contribution to overall economic growth and diversification. However, as a research conducted by QDB identified, Qatar`s promising SME sector still faces constraints especially in the field

of financing. Taking these challenges into account Qatar`s Ministry of Business and Trade set up Enterprise Qatar (EQ) in 2010. For this initiative the ministry allocated 2 Billion Qatari riyal (\$ 549 million). With QDB and ExxonMobil Qatar as its sponsors Enterprise Qatar is committed to

facilitating cooperations between financial and non-financial partners and helping to encourage the creation of a new range of products for SME`s. In this context QDB launched “Al Dhameen”.

By covering a portion of the banking sector exposure in the event of borrower default, the programme particularly supports startup enterprises that cannot yet leverage assets or furnish accounting records to secure loans. However, according to QDB`s CEO Mansoor bin Ebrahim al Mahmoud “Al Dhameen” is far from being simply an insurance programme to protect banking sector loan portfolios. Rather it should stimulate lending while ensuring efficiency in the way loans are made accessible to SME`s. It is thereby expected to contribute significantly to increasing the number of SME initiatives in Qatar within the next years.



Ali Shareef al Emadi, Group CEO Qatar National Bank (QNB) and Mansoor bin Ebrahim al Mahmoud, CEO Qatar Development Bank (QDB)

Mansoor bin Ebrahim al Mahmoud and Ali Shareef al Emadi expressed their happiness that QDB chose QNB as the first partner for the “Al Dhameen” programme. They are both very optimistic, that the agreement will lead to the emerging of many new national projects. Their

German Parliament President meets Qatari Ambassador to Germany

The President of the German Federal Parliament H.E. Dr. Norbert Lammert met with Qatar Ambassador H.E. Abdulrahman Mohamed Sulaiman Al Khulaifi. The meeting aimed at discussing international and regional developments and sought to strengthen the friendly ties between Germany and Qatar. The talks focused on the bilateral relations, which have a good tradition and a solid basis that is documented by mutual political visits and an exemplary bilateral trade. The visits to Qatar by Former Chancellor H.E. Dr. Gerhard Schröder in March 2005 and by Federal Foreign Minister H.E. Dr. Guido Westerwelle in January 2010, as well as the return visits to Germany by the Prime Minister and Foreign Minister of the State of Qatar, H.E. Sheikh Hamad bin Jassim bin Jabor Al Thani, in April 2008, and by the wife of the Emir of Qatar, H.H. Sheikha Mozah Bint Nasser Al Missned, in May 2009 have been beneficial in further intensifying the good relations between the two countries. Qatar seeks closer economic ties with Germany in particular with regard to German technology to build up the Qatari industry. An agreement on security cooperation between Germany and Qatar was signed in February 2009.

The meeting of H.E. Dr. Lammert and H.E. Abdulrahman Mohamed Sulaiman Al Khulaifi attaches great importance to further improving the relations between Germany and Qatar. Furthermore, it provides an essential factor for the successful future development of relations between the GCC and the EU.

signing of a MoU marks only the beginning of QDB`s programme. With the Qatari market leader QNB as role model “Al Dhameen” is to be gradually incorporated across all banks operating in Qatar, which will widen the scope of banking services for Qatars SME`s significantly.

Capitalising Power Property

After a less strong performance in 2009, the Qatari real estate sector is expected to rise up and grow by 7% as estimated by the Oxford Business Group. The global economic crisis has been tackled quite well by the Qatari real estate sector, especially in comparison to the downturn the real estate sector has experienced in other countries across the region. According to Michel Gebrael, the Qatari real estate sector performed well despite the crisis due to a stable economy and a good development in tourism industry. Being one of the fastest growing economies in the world with a strong government commitment to financially support infrastructural development, Qatar is quite optimistic regarding its economy, reason being the expected GDP growth of 16% this year. The Dun & Bradstreet "Business Optimism Index" survey showed recovering con-

fidence in sales volumes, prices and employment levels across-the-board, all relevant factors for the growth of the real estate market. Another factor which helped to boost the real estate sector was the government decision to abandon the ban on price raises in the rental segment, attracting investors who, are either looking for a long term investment by buying already exciting properties or investors interested in new projects.

The good situation and performance of the real estate sector is also due to government investments. Government spending was intended to boost transport, tourism, industry and social infrastructure projects which aimed at making Qatar more attractive as a business and residential target. Even though the population is growing, making Qatar appealing especially as a

business and residential destination for foreign residents is essential, since the fast growth of the real estate sector in the past and the expected growth in the future will eventually lead to a surplus, which demands more residents than Qatar currently has to offer. The average rental prices for high-end apartments have already dropped by 15% because of a disproportion in supply and demand. Plans to tempt international companies to set up their base in Qatar have already been made as the expected growth of the real estate sector should not lead to a decrease in rental prices due to an over-supply.

An additional government action aiming at attracting investments leading to a rise in private spending and a relaxation of lending restrictions by banks, will eventually lead to a balance in supply and demand. ■

Sulphur to double

The Sulphur World Symposium 2010, organised by the Sulphur Institute (TSI) and hosted by Qatar International Marketing Company (Tasweeq), was held for the first time in Doha. The major aim was to introduce Qatar's increasing importance as producer and exporter of sulphur, as well as attract several representatives from major energy companies like Tasweeq, Shell Energy-Canada, Qatargas, International Fertilizer Industry Association-France, and British Sulphur Consultants. To achieve its objectives, Qatar has set up a USD 1 bn state-of-the-art Common Sulphur Facility (CSF) which is expected to handle 12,000 tonnes per day of liquid sulphur. This sulphur will subsequently be converted into granules, mainly used in the manufacture of fertilizers to be exported to customers around the world. Deputy Prime Minister and Minister of Energy and Industry, H.E. Abdullah bin Hamad Al Attiyah, estimated that Qatar's sulphur

production is to double from the current 1.2 up to 2.5 m per annum by 2015. He added "Qatar takes pride in its sulphur exports, a by-product from petroleum products. It is important that sulphur is removed from our gas streams and exported in a timely and cost-efficient manner, thus ensuring that our liquefied natural gas products comply with the most stringent global environmental regulations."

Qatar has witnessed an unparalleled expansion and development in all oil and gas sectors and is currently the world's largest exporter and shipper of LNG. It has 14 LNG trains, from with 12 are operating in Qatargas and Rasgas, including four of six mega LNG trains. Each of these trains has a capacity of 7.8 m tonnes per annum (mtpa). The remaining two mega-trains are the largest of their kind in the world. With all operating, Qatar will unquestionably remain the largest LNG exporter in the future. ■

Qatar lightens ownership law

So far, foreign ownership is limited to 49% in sectors of business consulting, technical service, information technology as well as cultural and sports services. As from now, Qatar is considering an amendment to the investment law that would allow up to a 100 % foreign ownership in particular commercial enterprises. Stated in the economic development goals of Qatar Vision 2030, the amendment is included in a national strategy to attract investment and enhance competitiveness.

Foreign investors will be allowed to established new companies and therefore end to provide services and products through joint venture operations. To ease the ownership law will further boost the flow of capital and notably knowledge and innovation into Qatar. This would be a further step for Qatar moving towards its 2030 vision. ■

Qatar and Saudi Arabia lead job creation in the Gulf

The number of expatriate employees in Qatar rose by an estimated 2.2% in the fourth quarter of 2009, following Saudi Arabia with a 2.4% increase.

The results are based on the latest employment data published by GulfTalent.com, the Middle East's leading online recruitment firm, where actual staff increases and decreases were reported by 11,000 managers across the whole region. Saudi Arabia maintained its economic growth through enormous spending on infrastructure, while the growth in Qatar was led by the continued exploration of great gas reserves. Kuwait, UAE, and Bahrain experienced a drop in the number of expatriate employees due to the slow-down in the real estate market, as well as due to the exposure of their banking and investment sectors, with declines of 2.8%, 4.2% and 7.7%. Saudi Arabia's and Qatar's increasing demand for personnel was met by a combination of new recruitment and staff relocations within the region. The report also demonstrates that job opportunities for expatriate employment in the GCC region vary between sectors. The logistics sector

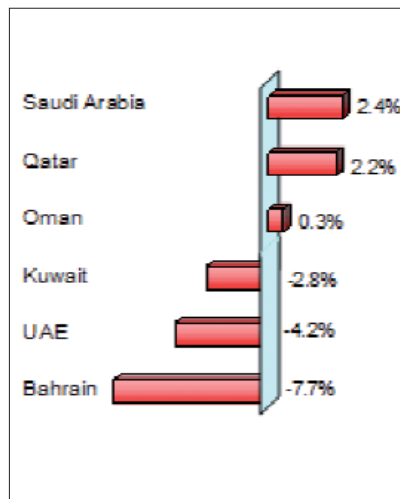
Country	Net Headcount Change
Saudi Arabia	+2.4%
Qatar	+2.2%
Oman	+0.3%
Kuwait	-2.8%
UAE	-4.2%
Bahrain	-7.7%

Net Head Change by GCC Countries 2009 Q4
Source: GulfTalent.com

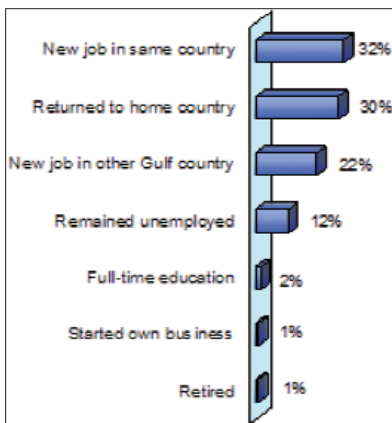
increased by 3.0% head count, followed by the retail and consumer goods sector on second place, with an overall head count rise of 2.6%.

demonstrated by a 2.6% decline in this category.

The mobility trends show that over a half of expats who lost their jobs were able to find another one in the same country or within the region, whereas about one-third returned to their home countries. Western nationals were more likely to return to their home countries due to their loss of employment, in comparison with 37% of Asian expatriates and 18% of Arab expatriates. Despite the irregularity of employment prospects, all six GCC countries expect a net increase in employment in 2010.



Private Sector Expatriate Employment
% Change in Headcount in 2009 Q4
Source: GulfTalent.com



Employee Status after Termination
Breakdown of GCC - based expatriates losing jobs
2009 Q4
Source: GulfTalent.com

Comparatively, the real estate and oil and gas sectors recorded a drop of 7.8% and 4.7%, respectively.

With regard to job categories, jobs in retail increased by 3.5%, with reference to growing consumer demand in 2010, whereas the number of expatriate employees in finance and administration declined by 3.1% and 2.2% as firms strove to improve efficiency. Furthermore, new projects did not absorb all engineering positions from recently completed projects,

Contracts for employees

To comply with the provision of the Human Resource law, that was enforced last year, the government is currently processing to make job contracts compulsory for all its employees. Even nationals will have to sign employment agreements who are so far not required to do so. There will be six different types of employment agreements. The contracts will include those for nationals and second for non-citizens which are hired locally and third will be for overseas employees that are recruited directly from abroad.

Further there will be temporary employment agreements and additional once for semi-skilled and unskilled workers. Each contract will be copied three times while one each for the employee and the employer and the third for the General Secretariat of the State Cabinet for record. In case of resigning the employees, citizen as well as non-citizens are required to notify at least 60 days in advance. The probation period for fresh employees will be three months with the option of expanding additional three months.

Qatar's first satellite in 2012

The Supreme Council of Information and Communication Technology (ictQatar) and Eutelsat Communications of France signed a partnership agreement to launch and operate Qatar's first satellite by the end of 2012. The USD 300 mn deal for the satellite, named Eshail, was signed in Doha by Dr. Hessa Al Jaber, ictQatar Secretary General, on behalf of Qatar, and Michel de Rosen, CEO Eutelsat. The signing at the Emiri Diwan was attended by the Prime Minister and Foreign Minister H.E. Sheikh Hamad bin Jassem bin Jabor Al Thani and Eutelsat Chairman Giuliano Berretta.

After the ceremony, the Premier noted that Qatar's share is more than 50%. "The Eshail satellite is unique because it adopts a technical three-dimensional

television station that will also cover radio stations, so that anyone can listen to radio stations in any place covered by the satellite, as well as the Internet and all that is related to technology Eshail will cover", the Premier said. "The project is a Qatari investment that has two dimensions, the first is financial investment and the second is media in view of the possession by Qatar of a lot of stations and satellite channels and we want, as we have participated in the ground, to participate in space in some matters of concern to Qatar policy", he added. The satellite, to be launched by an Ariane rocket, will provide superior coverage across the Middle East, North Africa and Central Asia. Further, it will secure Ku-band continuity for Eutelsat and additional Ku-band resources for ictQatar, as

well as provide Ka-band capability which will open business opportunities for both sides. This multi-mission architecture will allow the two partners to act on the fastest-growing applications in the Middle East and Africa, comprising video broadcasting, enterprise communications and government services. The television market, especially, will benefit from the installed base because more than 13 m satellite homes are already equipped for Direct-to-Home (DTH) reception in this region. Dr. Hessa Al Jaber outlined the importance of the deal for ictQatar, as it secures strategic interests in communications capabilities with regard to broadcasting, communications, and government services, as well as other future innovative services required by the local market.

Qatar the most peaceful nation in the MENA region

In the 2010 Global Peace Index (GPI) Qatar headed the list as the most peaceful country in the Middle East and North Africa (MENA) region. Globally it was ranked as the 15th most peaceful country out of 149 assessed countries. The GPI is issued by the Institute for Economics and Peace. It composed of 23 qualitative and quantitative indicators, including: political stability, level of respect for human rights, internal conflicts and relations with neighbouring countries. In the MENA region Qatar has topped Oman (23rd globally), Tunisia (37), Kuwait (39), the UAE (44) and Egypt (49). The GPI report pointed out that "Small, stable and democratic countries are consistently ranked highest".

Internationally New Zealand, followed by Iceland and Japan were top of the most peaceful nations in the world.

Qatar Project 2010

H.E. Sheikh Hamad bin Jassem bin Jabor Al Thani, Prime Minister and Foreign Minister of the State of Qatar, opened the construction show, Project Qatar 2010, on 12th April 2010 at the Doha Exhibition Centre.

H.E. Sheikh Hamad bin Jassem bin Jabor Al Thani's audience included a high level of governmental and diplomatic participants as well as local and international industry's top executives and international business delegations. The international Trade Exhibition for Construction and Technology, Building Materials, Equipment and Environmental Technology was held for the seventh consecutive year.

The Exhibition provided a platform for local and international exhibitors to offer their services and solutions to the local and regional construction market, a market with giant ongoing projects and consequently, a market with increasing demands. Project Managers and Developers and Engineers were

the two business groups which made up the largest amount of visitors, the former with 18%, the latter with 20%. On an overall area of 40,000 sq m, with 36 participating countries, 1022 represented companies, and a total number of 32,463 trade visitors, of which 7,675 were internationals, Project Qatar 2010 was the largest exhibition Qatar has hosted so far.

Taking place from 13th to 15th of April 2010, the Qatar Sustainability Conferences 2010 conveniently coincided with Project Qatar 2010. Besides hosting local, regional and international speakers, the conference was an opportunity for companies, communities and individuals to discuss and find green and alternative solutions to global environmental issues.

The Qatar Sustainability Conference was a good opportunity for Qatar to demonstrate its high rate of green consciousness, a world wide trend highly promoted in the region.

News in brief

Kahramaa EUR 600 m deal with Siemens

Qatar General Water & Electricity Corporation (Kahramaa), which is in charge of generating and distributing electricity in Qatar, signed a deal with Siemens Energy worth EUR 600 m. Siemens will supply equipment to expand the high-voltage grid. The contract awarded to Siemens is named Phase 9. Phase 9, in turn, is part of a national project, Qatar Power Transmission System Expansion, which aims to expand the power distribution network in Qatar. Siemens will supply Kahramaa with substations and switchgear of EUR 510m and associated cables of EUR 90m. It includes the supply of 15 turnkey substations for the 400kV, 220kV, 132kV, 66kV and 11kV voltage levels as well as transformers, control and protection equipment. Beyond that, extension and modification of existing substations are encompassed in the order and allocated across the whole country, including Doha, Dukhan and Masaieed. The construction of a new 400kV substation is planned that will connect the Qatar network to the GCC grid. Phase 9 is scheduled to be completed in mid-2012. So far, Siemens has completed projects worth EUR 1.6bn within Qatar Power Transmission System Expansion.

Qatar signs natural gas discovery agreement

Qatar Petroleum (QP) signed a new agreement with Dutch Shell Company and Chinese Petrochina Company for the discovery of natural gas. The agreement is the second of its kind for Qatar and aims to boost the production of the natural gas zone (D) near Ras Laffan. After the signing ceremony Qatari Deputy Prime Minister and Minister of Energy and Industry H.E. Abdullah bin Hamad Al Attiyah added that the agreement is designed to discover natural gas deep beneath the

earth's surface. Following he said that QP is to offer further discovery tenders to such a deep level.

Overhaul and maintenance of urban area

Minister of Municipality and Urban Planning H.E. Sheikh Abdulrahman bin Khalifa Al Thani presented a comprehensive urban plan to develop and maintain towns and districts. For this reason Qatar will launch 31 projects in all municipalities. The projects include the building of new public parks, playgrounds and to maintain existing parks. Also in the framework lays the plan to beautify township and roads.

In the 2010-2011 budget to develop towns and districts Qatar has allocated QR 128m, partly to develop and maintain the interior streets and to finance urban planning design projects. Alongside Qatar's enormous economic and urban development its heritage markets, buildings and street names maintain their cultural, religious and national identity.

Qatar-Bahrain Causeway delayed

The start of the construction work on the Qatar-Bahrain Causeway project have been postponed by six months. A railway line is added to the project as part of the plan to build a GCC-wide rail network. The 40km-long bridge will include a four-lane road crossing, which is scheduled for final completion in 2013 and two rail lines, due by 2015. On account of the redesigned causeway, early construction work is now scheduled to begin in July or August.

Petrochemical Project in Qatar

The joint venture of state-owned Qatar Petroleum (QP) and the US' ExxonMobil has started Ras Laffan prequalification. Contractors are requested to bid for the \$6bn-plus

petrochemicals complex at Ras Laffan in the north of Qatar. The complex will include a 1.6-million tonne a year (t/y) steam cracker that breaks down natural gas into ethane and then into ethylene, two 650,000-t/y polyethylene plants, and a 700, 000-t/y ethylene glycol plant. Both, the steam cracker and the polyethylene plants will be the largest of their type worldwide.

Education City gets Ethernet

Qatar Telecom (Qtel) and Reliance Globalcom developed the Ethernet project to connect Education City with the World of Education, serving to push Qatar forward as a hub for scientific, social and commercial research. As host of various international institutions, Education City will be connected to their home campuses via high-speed Broadband connectivity. Therefore academics and researchers will be able to exchange information instantly and securely. The Global Ethernet Solution is the first to be introduced in Qatar and the entire Middle East region.

Service for QGBF-Members:

Important information upon request:

- Industrial development in Qatar
- Generating investment opportunities in Qatar
- Conducting business events in Qatar
- The regulation of foreign capital investment in economic activity

Free for QGBF-MEMBERS

Please return by fax:

+49 30 20641010

or email: qgbf@qatar-german-business-forum.com

Please send us information on:

Our Membership Number:

Company / Address:

Job Opportunities

QatarQas

Career Development Specialist
 Condition Monitoring Engineer
 Contracts Engineer
 Corporate Planning Analyst
 Facilities Engineer
 Head of Leadership Development & Succession Planning
 Head of Production Allocation
 Head of Stakeholder Events
 Internal Auditor
 Joint Interest Analyst
 Laboratory Technician
 Marine Civil Engineer
 Mechanical Engineer
 Operation Superintendent
 OJT Instructor
 Operations Technical Coordinator
 Panel Operator
 Plant Inspector
 Policy Specialist
 Shipping Contracts Analyst
 Simulator Instructor
 Head of Shutdown
 Rover Operator
 Senior Analyzer Technican
 Senior Corrosion Engineer
 Senior Electrical Engineer
 Senior Production & Sales Planner
 Shipping Contracts Analyst
 Simulator Engineer
 Simulator Instructor
 Technical Superintendent
 Treasury Specialist
 For more Information please refer to:
<http://www.qatargas.com>

Qtel

Power Plant Technical Officer
 Specialist Product Management
 ICT Sector Manager
 Product Management Specialist
 Assistant Manager Order Processing
 For more Information please refer to:
<http://www.qtel.qa>

Qatar Petroleum

Senior Planning Coordinator
 Head Business Analyst
 Process Analyst
 Accountant
 Financial Procedures Accountant
 Consolidation and Group Accountant
 QMS Analyst

Investment Analyst
 Finance Controller
 Treasurer
 Senior Investor Affairs Officer
 Senior Financial Advisor
 Employee Relations Supervisor
 General IT Technician
 Assistant Manager
 Job Analyst
 Learning Coordinator
 Development Supervisor
 Translator
 Manpower Analyst
 Recruitment Supervisor
 Commissioning Coordinator
 Construction Supervisor
 Senior Mechanical Engineer
 For more Information please refer to:
<http://www.qp.com.qa>

Exhibitions

Infdex Qatar 2010
 International Furniture and Design
 Exhibition
 Space: 15,000 sq m
 Date: 10-13. November 2010
 Location: Doha Exhibition Center

The Liwan Program
 Space: 2.500m²
 Date: 11. Aug – 13. Sep.
 Web: www.qatar-tv.net

Tower Technology Exhibition
 Space: 7.500m²
 Date: 20-23 Sep.
 Web: www.economic-group.net

The 4th exhibition for hotel equipment
 Space: 7.500m²
 Date: 21-23 Sep.
 Web: www.ifpqatar.com

Business Contacts

We would like to publish the following
 business enquiry:

[company/address/phone/fax/email](#)

Please return to fax: **+49 30 20641010**
 or email:

qgbf@qatar-german-business-forum.com

Tenders

Supply of vehicles and heavy equipments batteries for Ministry of Municipal Affairs & Agriculture
 CD: 05/07/2010

Supply of pesticides, vichecls, breakdowns, pickups with Crane for Ministry of Municipal Affairs & Agriculture
 CD: 05/07/2010

Guest service works at call of order system for two years for Ministry of Municipal Affairs & Agriculture
 CD: 11/07/2010

Supply of stationary and prints at call of order system for Al Rayyan Mun. For two years for Ministry of Municipal Affairs & Agriculture
 CD: 11/07/2010

Furnituring and parltions preparation for City Tower for Ministry of Social Affairs
 CD: 12/07/2010

Infrastructure works for computer network at the council new tower for Surpreme Council for Judiciary
 CD: 12/07/2010

Printing Press works and supply of official Newspaper for Ministry of Justice
 CD: 12/07/2010

Supply of tidders, boats engines for Ministry of Environment
 CD: 18/07/2010

For further information please contact:

Email: qgbf@qatar-german-business-forum.com

or Fax: **+49 30 20641010**

Please give name, company, address, phone, fax and email

Only for members of NUMOV (German Near and Middle East Business Association) and QGBF (Qatar-German-Business-Forum)

Relevant Addresses

H.H. The Amir's Manager Office
Tel: +974 4388888

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 Economy & Commerce
P.O. Box 22355, Doha - Qatar
Tel: +974 4945555, Fax: +974 4411112

Ministry of Education
P.O. Box 80, Doha - Qatar
Tel: +974 4941111, Fax: +974 4413886

Ministry of Electricity & Water
P.O. Box 41, Doha - Qatar
Tel: +974 4845555, Fax: +974 4845496

Ministry of Augaf & 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 4846444, Fax: +974 4832024

Ministry of Finance
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 836222, 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 4559111, Fax: +974 4661693

Central Tenders Committee
P.O. Box 1908, Doha - Qatar
Tel: +974 4378123, Fax: +974 4439360

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 4381227, Fax: +974 4381298

Qatar National Olympic Committee
P.O. Box 7494, Doha - Qatar
Tel: +974 4454444, Fax: +974 4415111

Qatar Telecom
P.O. Box 217, Doha - Qatar
Tel: +974 4300000, Fax: +974 4414141

Qatar Broadcasting Service
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
Hagenstr. 56, 14193 Berlin, Germany
Tel.: +49 308978430, Fax: +49 30 897843181

Qatar - German - Business - Forum
Doha - Berlin
E-Mail: QGBF@Qatar-German-Business-Forum.com
Tel.: +49 30 20641012, Fax: +49 30 20641010

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

HONORARY CHAIRMAN

Dr. Gerhard Schröder
Former Chancellor of the Federal Republic of Germany

CHAIRMAN

Martin Bay
Chairman of the Board of Managing Directors
DB International, German Railway Group

CEO AND DEP. CHAIRPERSON

Helene Rang
Proprietor
Helene Rang & Partner

DEPUTY CHAIRMEN

Dr. Martin Herrenknecht
Chairman of the Board
Herrenknecht AG

Dr. Norbert Kloppenburg
Member of the Board, KfW Bankengruppe

Bernd Romanski
Member of the Management Board
HOCHTIEF Facility Management GmbH

Jens-Ove Stier
Managing Director, Winterstein Kontor GmbH
Member of the Advisory Board Oil Invest Libya

BOARD MEMBERS

Martin Bachmann
Member of the Board of Executive Directors
Wintershall Holding AG

Erik Bettermann
Chairman Deutsche Welle

Jürgen Chrobog
Chairman of the Board, BMW Stiftung Herbert Quandt
Secretary of State (ret.)

Burkhard Dahmen
Member of the Board, SMS Siemag AG

Klaus Eberhardt
Chairman of the Board, Rheinmetall AG

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

Joachim Enenkel
Chairman of the Board, Bilfinger Berger Ing.Bau GmbH

Dieter Ernst
Chairman of the Board
Berlinwasser International AG

Jürgen Fitschen
Member of the Management Board
Deutsche Bank AG

Marc Hall
Managing Director, Bayerngas GmbH

Joachim Hörster, MdB
Member of the Federal German Parliament

Elke Hoff, MdB
Member of the Federal German Parliament

Dr. Peter A. Kaemmerer
Member of the Executive Board
Landesbank Baden-Württemberg

Wolfgang Kunz
Managing Director, Giesecke & Devrient GmbH

Martin Marsmann
Head of International Business, UniCredit Bank AG

Hartmut Mehdorn
Chairman of the Board (ret.), Deutsche Bahn AG

Marc Neumann
Chairman of the Board of Managing Directors
Ferrosaal Industrieanlagen GmbH

Jürgen Sander
Managing Director, VEM motors GmbH

Maria-Elisabeth Schaeffler
Proprietor, Ina-Holding Schaeffler KG

Paul Schockemöhle
Proprietor, Paul Schockemöhle, Pferdehaltung GmbH

Werner Schoeltzke
Proprietor, ENTRACON

Prof. Dr. Rainer Schwarz
Spokesman of Management, Airport Berlin Brandenburg International

Dr. Jochen Weise
Member of the Board, E.ON Ruhrgas AG

Dr. Monika Wulf-Mathies
Former Member of the European Commission
Proprietor, wulf.mathies.consult

Honorary Member of the Board 1998 - 2005
Hans-Jürgen Wischniewski †
Federal Minister/Minister of State (ret.)

Imprint

Qatar - German - Business - Forum ©

المنتدى القطري الألماني للأعمال

Founded by NUMOV

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 - 20641012

Fax: +49 30 - 20641010

Issue No. 2

June 2010

published: trimonthly

Publishing Director:

Helene Rang

Head of Editorial Team of this Issue:

Alina Mambrey

Editors:

Jana Belschner, Peter Dingens, May Elmahdi, Ghassen Guiga, Susen Hollmig, Dr. Klaus-Dieter von Horn, Alina Mambrey, Alexander Rieper, Laura Schödermaier, Samira Sammer, Ludwig Schulz, Sebastian Sons, Karl Heinz Witte, Verena Wais

Further Assistance:

Annabell Böcker,
Marie Rademacher

Layout:

Hui Pieng Lie, Alina Mambrey

printed by

Brandenburgische Universitätsdruckerei und Verlags-
gesellschaft mbH, Potsdam

We thank the following institutions for their support:

Qatar Foundation
DB International

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



Pablo Castagnola, THSRC

DB International: innovative and economic **mobility and transportation solutions**

Project development, consulting and engineering for rail-bound systems

The railway know-how of the Deutsche Bahn is renowned world-wide. International clients benefit from our experience for their transport projects – from conception through to realisation. More mobility and frictionless transport. Our goal is to provide every client all services from a single source – through to taking over operator responsibility.

Our ambitious and fascinating international projects offer interesting career opportunities. To reinforce our teams around the world, we are constantly looking for motivated young professionals and accomplished experts.

Further Information
www.db-international.de

DB. On track for tomorrow.

Tomorrow we open frontiers
Tomorrow is rooted here



القاعدة
Qatar Foundation
للدراسات والبحوث والتنمية المجتمعية
for education, science and community development

EDUCATION:

QATAR ACADEMY
QATAR ACADEMY AL KHOR
QATAR LEADERSHIP ACADEMY
THE LEARNING CENTER SCHOOL
ACADEMIC BRIDGE PROGRAM
VIRGINIA COMMONWEALTH UNIVERSITY in Qatar
WEILL CORNELL MEDICAL COLLEGE in Qatar
TEXAS A&M UNIVERSITY at Qatar
CARNEGIE MELLON UNIVERSITY in Qatar
GEORGETOWN UNIVERSITY
School of Foreign Service in Qatar
FACULTY OF ISLAMIC STUDIES
NORTHWESTERN UNIVERSITY in Qatar

SCIENCE & RESEARCH:

QATAR SCIENCE & TECHNOLOGY PARK
QATAR NATIONAL RESEARCH FUND
SIDRA MEDICAL AND RESEARCH CENTER
RAND-QATAR POLICY INSTITUTE

COMMUNITY & HEALTH:

AL SHAQAB
REACH OUT TO ASIA
THE SOCIAL DEVELOPMENT CENTER
QATAR DIABETES ASSOCIATION
CULTURAL DEVELOPMENT CENTER
DOHA INTERNATIONAL INSTITUTE
For Family Studies and Development
AL JAZEERA CHILDREN'S CHANNEL
THE DOHA DEBATES
QATARDEBATE
LAKOM AL KARAR
QATAR PHILHARMONIC ORCHESTRA

JOINT VENTURE:

FITCH QATAR
QATAR MICE DEVELOPMENT INSTITUTE
QATAR NATIONAL CONVENTION CENTER
VODAFONE QATAR
MEEZA
BLOOMSBURY QATAR FOUNDATION PUBLISHING