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## New Gas Discovery in Qatar

by Edgar Zedler



*Dr. Rainer Seele, Chairman of the Board of Wintershall Holding GmbH and Chairman of the Board of NUMOV*

Qatar, which holds the world's third largest natural gas reserves, recently announced the discovery of a new gas field in Block 4 North, which has been made by German Wintershall Holding GmbH. The announcement was made by H.E. Dr. Mohammed Bin Saleh Al-Sada, Minister of Energy and Industry of the state of Qatar and Managing Director and Chairman of Qatar Petroleum (QP), who called this occurrence "a very important gas discovery for Qatar". He stated: "This discovery took place after four years of our strong exploration drive and shows our

commitment to continue exploration activities. At this time we have another five active blocks in addition to this one". QP is currently looking for the best technical and economic options for the management of this new field. Production will begin within the next few years, supported by the extensive experience and modern industrial structure available in Qatar. QP is responsible for all phases of the oil and gas industry of Qatar. Core activities of QP, its subsidiaries and joint ventures include exploration, drilling and production, transport, storage, marketing and

*continued on page 9*



## ABU DHABI: SEWAGE SYSTEM WITH STRATEGY.

On the basis of the 2030 master plan, a gigantic new sewage network is being built in the desert metropolis of Abu Dhabi, which will connect new city and industrial areas. The "Strategic Tunnel Enhancement Program", in short "STEP", includes a main collector (deep tunnel sewer) with a length of 40 kilometers in three lots, as well as inflow link sewer and pump stations.

Herrenknecht has delivered five tunnel boring machines (EPB Shields) for the project lot 2 and 3. They are designed to withstand high groundwater pressures of up to 8bar, and have been working successfully since April 2011. In April and May 2012, Impregilo's tunnelling experts achieved breakthrough with the first 3 machines after daily top performances of up to 33 rings (Segment length: 1.400mm). The two other EPB Shields are underway at full speed. The concrete segments for the tunnel lining are delivered by a lining segment production plant, which was planned, equipped and put into operation with the help of Herrenknecht Formwork engineers. In the form of innovative rolling stock transport systems, MSD provides support for efficient jobsite logistics.

The project is well underway with Herrenknecht technology and competent partners from the region. This means that Abu Dhabi will soon have plenty of purified water for the irrigation of the desert city.

### ABU DHABI | UAE

#### PROJECT DATA

S-582, S-583, S-584,  
S-649, S-654, 5x EPB Shields  
Diameter: 3x 6,310mm, 2x 6,950mm  
Installed power: 3x 945kW,  
2x 1,200kW  
Tunnel lengths: 4,590m, 5,152m,  
4,808m, 4,846m, 4,260m  
Geology: clay stone, gypsum, sands-  
tone/limestone

#### CONTRACTOR

Impregilo S.p.A.



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## Editorial



Dear readers,

It is a great pleasure to present to you this year's second edition of the Qatar-German-Business-Forum with the aim of both keeping German businesses up-to-date with the latest economic developments in Qatar and helping to promote and further strengthen bilateral relations between our two countries.

The cover story of this issue reviews the Success story of Wintershall, a German company operating in Qatar. In cooperation with Qatar Petroleum they made a sensational discovery of new gas reserves, something that no one else achieved since the 1970s. Undoubtedly this signifies the special relationship between our two countries which over the last decades have been bound by a strong economic and political friendship and this is only one of the most recent events which are proof for the long-standing business ties between Germany and Qatar. We also report about the 7<sup>th</sup> Business and Investment in Qatar Forum, which took place in Berlin. It was an event of great significance since it communicated the economic vision of my country to the rest of the world and promoted business and investment opportunities within Qatar to foreign investors. We will also take a glance at a number of new projects and business ventures in Qatar which hit the headlines over the recent months. These include the opening of a brand new railway academy at Qatar University, the extension of the national sewage system and the launch of a new investment firm, Doha Global Investment Company.

We will also introduce our readers to the most important economic projects and sites in Qatar. This time we will look at Qatar Education City which is on the way to become one of the leading scientific and educational centres in the world. One should also not miss the coverage on Ras Laffan, one of the main production sites for natural gas.

I hope you enjoy this latest edition and wish you pleasant reading.  
With kind regards,

Abdulrahman Mohamed Al-Khulaifi  
Ambassador of the State of Qatar to Germany

## Qatar and Germany sign agreements



Official signing of agreements for medical centers between German and Qatari representatives


In the presence of H.E. Prime Minister and Foreign Minister of the State of Qatar, Sheikh Hamad bin Jassim bin Jaber Al Thani and H.E. Klaus Wowereit, Governing Mayor of Berlin agreements were signed between the State of Qatar and the Federal Republic of Germany in the course of the Qatar Berlin Forum in April.

One agreement exempts Qatari and German holders of official biometric passports from the terms of entry visas to the two states.

Another agreement was signed by H.E. Sheikh Faisal bin Qassim Al Thani, Chairman of Aamal Company, and Dr. Nizar Maarouf, Vice Director of Vivantes International Medicine, to create a joint venture for building an outpatient medical centre in Doha. H.E. Sheikh Faisal bin Qassim al-Thani said that the medical centre would contribute to Qatar's policy of providing high quality health services in the country, adding: "This contract is another successful agreement between the Government of Berlin and Aamal Company, building on the already strong mutual business foundations that are in place".

The clinic will be managed by Vivantes, offering leading doctors in multitudinous fields, a diagnosis centre equipped with the latest telemedicine technology, and visiting professors from Germany.

Dr. Nizar Maarouf pointed out: "With this investment, the government of Berlin is looking forward to further cooperation between both countries".

Furthermore, Aamal Company and Vivantes International Medicine will also establish nursing schools in underdeveloped countries through the Al Faisal Without Borders Foundation. 

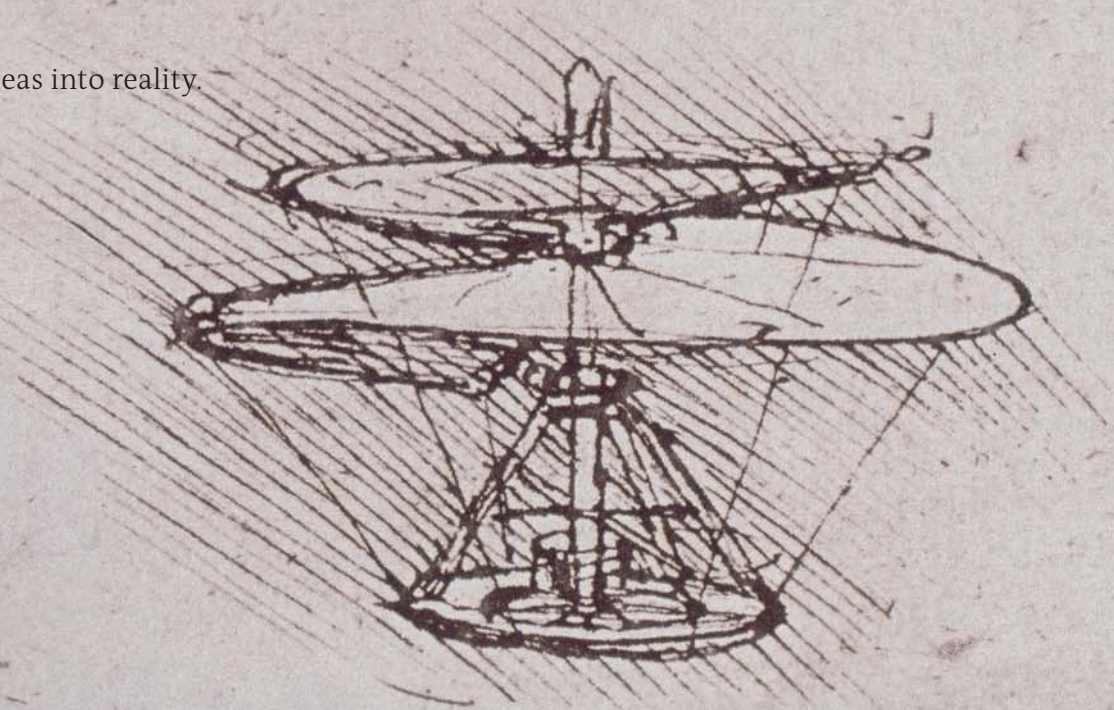
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## Qatar and DB International establish railway academy

German - Qatari cooperation in the railway sector has entered a new phase with the signing of a memorandum of understanding (MoU) called "Qatar Railway Education Alliance" between DB International, Qatar Rail and Qatar University. The "Qatar Railway Education Alliance" will establish a railway academy in the country.

The MoU was signed during the Business and Investment in Qatar Forum, which took place in Berlin from 15<sup>th</sup> to 16<sup>th</sup> April 2013. It was met with a positive response by the representatives of the participating institutions.

Abdulla Abdulaziz Turki Al Subaie, Managing Director of Qatar Rail, commented that the establishment of the academy would be an important step within the framework of Qatar's large-scale education initiative as well as in the country's ambition to become a regional centre for research and training. Niko Warbanoff, Chairman of the Board of DB International and member of the Board of



*f.l.t.r.: Professor Sheikha Al Misnad, Vice President of Qatar University; Niko Warbanoff, Chairman of the Board of Managing Directors of DB International GmbH and Member of the Board of NUMOV; Eng. Saad Al Muhannadi, CEO of Qatar Railways*

NUMOV, sees the proposed academy as the natural evolution of the collaboration between Deutsche Bahn and Qatar. DB International, Qatar Rail and Qatar University will train technically-qualified personnel in order to run and maintain the railway network in Qatar. For the academy, a professorship staffed by a German expert will be created.

The President of Qatar University, Professor Sheikha Abdulla Al Misnad, added that her institution would be looking forward to the cooperation with DB International and Qatar Rail, and that it would further enhance the infrastructural development of Qatar in the future. As a matter of fact, the establishment of the railway academy is the result of DB International's commitment in Qatar, dating back to September 2009, when Deutsche Bahn signed a contract with Qatar worth EUR 17bn in an arrangement for the construction of a comprehensive railway network in Qatar.

When this enormous project concludes in 2026, German-Qatari cooperation will continue in the form of the railway academy, which itself will also be looking at a region full of opportunities in the transport and, in particular, the railway sector. In the next 15 years, investments in this sector in the region could amount to a nearly triple-digit billion Euro figure. ■

## Qatar Rail announces winners for the first Doha Metro package

Qatar Rail has recently announced the winners for the first package of the proposed Doha Metro mega project worth USD 8.2bn. According to Qatar Rail officials this "marks a key milestone" in the project's development. Several multinational contractors were bidding for contracts related to the construction of tracks, stations and a depot for the Doha Metro project. After having selected the contractors for the first major construction packages in early April on the Doha Metro scheme, consisting of groups from Italy, South Korea, Oman, Greece and Turkey, Qatar Rail has then selected multinational

firms out of a group of prequalified contractors for the Red Line South, among them Zublin and Alpine Bau from Germany. For the Green and Gold Lines Hyundai from South Korea, the Saudi Binladin Group and Hochtief from Germany were prequalified. Linking the New Doha International Airport to the centre of Doha and to a number of stadiums for the 2022 World Cup, the Doha Metro Project consists of four lines (Red, Gold, Green and Blue Line), 80 stations and will be 300 km long. The Red Line North contract has already been awarded to a consortium led by Italian

company Impregilo. The Red Line South contract has now gone to a consortium led by QDVC. The Green Line package has been awarded to a consortium of Austrian contractor Porr, Qatar's HBK and Saudi Binladin Group. The major stations contract for the Msheireb and Education City stations was awarded to a consortium led by Samsung CT Corporation. Regarding the planned mega project Qatar Rail stated: "Qatar Rail is committed to achieving the highest international standards in creating this signature project in national development that will become an international legacy for Qatar." ■

## H.H. the Emir of Qatar visits H.E. US President Obama

H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar, met with Barack Obama, President of the United States of America, at the White House on 23<sup>rd</sup> April 2013.

"We've seen enormous progress within the country on everything ranging from education to health care and I think His Highness has shown extraordinary leadership over the last many years in helping to guide this country," Obama said after their bilateral meeting in the Oval Office.



*H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar in discussion with H.E. Barack Obama, President of the United States of America*

While discussing bilateral relations, especially in the fields of investment, energy, industry and education, and ways of improving them, also regional and international issues of common concern were reviewed. According to Barack Obama, most of the conversation was focused on security issues in the Middle East: "We'll be closely coordinating our strategies to bring about a more peaceful resolution to the Syrian crisis". Supporting the peace process, H.H. the Emir also mentioned the Israeli-Palestinian relations by stating: "Real peace is important for the State of Qatar and Egypt is the key to the peace treaty with Israel". Therefore, both leaders agreed to encourage the transformation progress in Egypt as well as its economic progress.

Earlier that day, H.H. Sheikh Hamad bin Khalifa Al Thani, attended a breakfast hosted by H.E. Joe Biden, Vice President

of the United States of America. The Emir who was accompanied by H.E. Sheikh Hamad bin Jassim Bin Jaber Al Thani, Prime Minister and Minister of Foreign Affairs and an official delegation, affirmed his intention to enhance the two countries' cooperation in various fields. Since the mid-1990s, Qatar and the United States share close ties. The relations between both countries have grown stronger over the past years and range from economy to education. Allowing coalition forces to operate from Qatari territory during the Gulf War 1991 finally led to a defense cooperation agreement in 1992 and opened a period of close coordination in military affairs that has continued to the present. The agreement includes cooperative defense exercises, equipment pre-positioning, and base access agreements. Qatar currently hosts major US military facilities, including Al Udeid Air Base, Al Saliyah Army Base and Doha

International Air Base. The two countries also have extensive economic links, especially in the hydrocarbons sector. In 2011, US exports to Qatar, mainly machinery and transport equipment, totalled USD 2.8bn. Qatari exports to the United States amounted to USD 1.2bn, consisting mainly of oil and gas. In May 2013, Exxon Mobil and Qatar Petroleum International signed an agreement to move forward with the construction of a USD 10bn natural gas export terminal called the Golden Pass in Texas. Additionally Qatar Petroleum owns 70% interest in Golden Pass LNG Terminal, with ExxonMobil and ConocoPhillips as remaining shareholders. Qatar Airways recently announced to have doubled its codeshare service with American Airlines.

Expanding its reach in the Northern American region, Qatar Airways will now be covering 32 additional routes operated by American Eagle and American Airlines. In addition, a code sharing pact with JetBlue was signed, including the coverage of 24 domestic routes.



*H.H. Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar and H.E. Joe Biden, Vice President of the United States of America*

Qatar has also established international educational institutions in the region. Six U.S. universities have branch campuses in Qatar's Education City, including Virginia Commonwealth University, Weill Cornell Medical College, Texas A&M University, Carnegie Mellon University, Georgetown University School of Foreign Service and Northwestern University. ■

## IDRIS - Sewage programme for Doha

Qatar is seizing the opportunity of the World Cup in 2022 to not only expand, but also modernise its existing infrastructure. One of the major projects for the upcoming years will be the improvement of Qatar's waste water management and sewage system. The Inner Doha Resewerage Implementation Strategy (IDRIS) will support the smooth running of the World Cup; it has, however, been planned with a long-term perspective.

As early as 2011, Qatar's Public Works Authority, also known as PWA or Ashgal, announced US-based CH2M Hill as programme consultant after a competitive tendering process. CH2M Hill will monitor the development and implementation of IDRIS.

The current sewage system - comprised of three main catchment areas as well as two sub-catchment areas and three sewage treatment plants - cannot fully meet the demands; flooded streets in Central Doha are the common result. Moreover, planned development and construction works in the South Catchment will further strain the existing capacities.

IDRIS will focus on Doha South, one of the three catchment areas and is considered a fifty year solution, which takes into account economic as well as demographic growth. The concept is expected to be finalised by 2019 and estimated to cost approximately QR 10bn or USD 2.72bn. The scheme includes a deep tunnel gravity sewerage system, rendering more than thirty aging pumping stations redundant. According to Ashgal's estimations, the new system will produce up to 500,000 cubic metres of high quality treated sewage effluent, daily by 2030. The installation of the main components will consist of 40 km of main trunks and 73 km of lateral interceptors. The construction process will use bored tunnelling techniques and micro-tunnelling techniques respectively. Also the planned Doha South Sewage Treatment Works, will require extensive construction works.

Ashgal held an industry briefing on IDRIS, which was attended by several hundred national as well as international industrial representatives in January 2013 and



Proposed new and renewed sewage infrastructure for the Doha area

started the prequalification process during the first quarter of 2013. 27th May was announced as the new deadline for companies aiming at competing in this prequalification phase, having originally been 29th April. Implementation and contracting of IDRIS comprises six packages, four of which are design-build types and two design-build-operate. According to Ashgal's schedule presented at the IDRIS industry briefing, the prequalification in the first half of 2013 is to be followed by the tendering process for implementation contracts starting in October 2013. Ashgal expects to award the first contract in early 2014.

The eligibility to submit a tender with Ashgal depends on the tender sum. An amount of up to QAR 100m is open to Qatari companies only, whilst joint

ventures with a local enterprise holding at least 51% of the shares are allowed to tender QAR 100m to 200m. Foreign firms may be contracted for projects worth more than QAR 200m. However, Qatari subcontractors have to implement a minimum of 30% of the work.

Despite its desert climate, with annual rainfall measuring less than 100 mm, Qatar's water consumption rate ranks amongst the highest worldwide. In 2012 Qatar witnessed an average growth of 10% in electricity and water consumption.

The country's ambition to decrease its general demand for energy and to increase energy efficiency has been demonstrated, amongst others, by Qatar's General Electricity and Water Corporation's National Campaign for Conservation and Efficient Use of Water and Electricity called Tarsheed. Initiated in 2012, the five year programme promotes a broad dialogue on the use of energy and calls on all residents and citizens of Qatar to reflect on their consumption behaviour and to contribute to the success of the Tarsheed.



Doha North Sewage Treatment Works Design

Activities	Date
Programme Management	2012 - 2019
Feasibility Study	2012 - 2013
Geotechnical Investigations	2013
Tender Development	2013
Tendering and Award	2013 - 2014
Contract Implementation	2014 - 2019
Programme Completion	2019

## Launch of new Doha Global Investment Company

Qatar is creating a new investment firm: the Doha Global Investment Company (DGIC). With a volume of USD 12bn, of which 50% will be paid up, it will be listed on the Doha Exchange, the local stock exchange. The foreign investment arm of the country's sovereign wealth fund, Qatar Holding, will transfer USD 3bn worth of the paid-up assets into the DGIC. A similar amount is to be raised in an initial public offering on the Qatar Exchange; it is forecasted that various companies, financial institutions and businessmen will contribute an amount of USD 2.5bn, while USD 500m will be invested by Qatari citizens and small institutions. In the future, an amount of USD 6bn should be raised to enlarge the company's capital.

According to Hussein Ali Abdullah, Vice-Chairman of Qatar Holding, the company does not initially need the full amount of USD 12bn, explaining that the capital increase will come from investors and the profits achieved. However, during its first year of operations, it is planned to guarantee a 5 percent dividend to investors.

Qatar Holding (QH) shall own 50 percent of the shares. Nevertheless, the DGIC will run independently from QH, with five members from various financial institutions and the private sector, and four nominees of QH. Although QH will be able to suggest suitable persons, the DGIC will have the last word. Once the 9 board members are in place, a new chief executive officer and management will be appointed.

As an important stakeholder and the most active of the region's sovereign wealth funds in recent years, Qatar Holding is believed to have assets worth more than USD 100bn, in particular the German car producer Porsche and the British bank Barclays. QH is also one of the largest shareholders of the lender Credit Suisse, with a holding at 6.17%. Recently, in order to boost its investments, QH and Credit Suisse agreed on an asset management joint venture called Aventicum Capital

Management. Launched in early 2013, it aims to focus on investment strategies, in particular in emerging markets. Aladdin Hangari, head of Credit Suisse in Qatar, is also an adviser in the creation of the Doha Global Investment Company. According to his prognosis, "the world economic crises will create opportunities for the next ten years".



*Dr. Hussein Ali Al Abdullah, Vice Chairman of Qatar Holding*

The Doha Global Investment Fund is backed by blue chip assets from the sovereign wealth fund. "We will look at every sector in every country around the world" said Dr. Hussein Ali Al Abdullah, Vice Chairman of Qatar Holding. The fund intends to select investment opportunities such as equities, bonds, real estate and private equity. It is created "basically to allow the private sector to participate in interesting investment opportunities across the world", explained Aladdin Hangari. The idea behind the foundation of the fund is to diversify assets and to let the people of Qatar enjoy the state's power in global markets, giving them a chance to be part of the country's growth. Indeed, the Initial Public Offering (IPO) is open only to Qatari citizens, companies and institutions.

Non-Qatari investors will be able to buy and trade the shares later, once the IPO is listed on Qatar Exchange. The nominal value of the share will be 10 Qatari Riyals, USD 2.75. The duration of the offer period

has not been specified, but a listing of the shares will happen after share processes have been completed. It should be one of the largest IPOs in the Middle East.

Although the launch date for the initial public offering of the Doha Global Investment Fund was planned for May 2013, it has recently been postponed without a precise declared deadline. Dr. Hussein Ali Abdullah explained that this will remain so "until all requirements and approvals from the concerned authorities are obtained". A new date for the initial public offering should then be announced in the local news media.

"This is a global investment company to invest overseas, not in Qatar", said Dr. Hussein Ali Abdullah. The establishment of this company is in line with Qatar's competitive diversification policy that has been visibly in recent years.

With the launching of this company, Qatar contributes to the partnership between the government and the private sector, which is encouraged to invest at an international scale, with the protection and security provided by the government.



*Al Dana Tower, Doha West Bay, new home of Qatar Exchange*



continued from page 1

disposition of crude oil, natural gas, liquid natural gas, raffinated products, petrochemicals and fertilizers. QP's strategy for the exploration and development of hydrocarbons includes Exploration and Production Sharing Agreements, EPSA and Development and Production Sharing Agreements, DPSA with major international oil and gas companies. Al-Sada pointed out that QP is in partnership with Germany's Wintershall, who account for 80% of the contractor's interest, and the Japanese Mitsui, with 20% interest. Together they want to control the new field and develop it expeditiously. There has been an intensive cooperation between the companies since 2010 to pursue further development of exploration and the optimized utilization of the country's natural resources.

Rainer Seele, Chairman of the Board of Wintershall Holding GmbH and Chairman of the Board of NUMOV, expressed his delight at the discovery: "Wintershall has been actively exploring in Qatar for more than 30 years and we are pleased with the result of the wells in Block 4 North. We are looking forward to proving our capabilities as a reliable and technically competent operator and partner, and to extend the excellent working relationship with QP in this potential future development."

Wintershall currently operates two blocks in Qatar. In 2008, Wintershall and Qatar Petroleum signed an Exploration and Production Sharing Agreement (EPSA) for the Block 4 North in the Khuff formation



*Dr. Rainer Seele, Chairman of the Board of Wintershall Holding GmbH and Chairman of the Board of NUMOV and H.E. Dr. Mohammed Bin Saleh Al Sada, Minister of Energy and Industry of the State of Qatar*

which made Wintershall the operator of the block. In 2010, Japanese Mitsui Gas Development joined the project as partner. The Khuff formation is directly adjacent to the North Field, the world's largest natural gas field, covering 544 square kilometers and has water depths of around 70 meters.

Today, the Middle East region is gaining an increasingly important role in Wintershall's diversified portfolio. And so does Qatar. Wintershall can look back on thirty years of exploration experience in Qatar. Since the very beginning, Qatar has been an important and reliable partner for Wintershall with an excellent working relationship with the Ministry of Energy and Industry of Qatar and Qatar Petroleum regarding future development of natural gas resources.

After four years of intensive research including 2D/3D seismic surveys and exploration drillings Wintershall could announce a new gas discovery in the offshore Block 4 North in March 2013. The discovered deposit is located in a water depth of 70 m and according to estimates, approximately 2.5 trillion cubic feet or 70 billion cubic meter of natural gas could be extracted from the field. It is the first discovery in Qatar since the discovery of

the North field at the beginning of the 1970s. Further development is planned. In addition to Block 4 North, Wintershall is also involved in the significantly larger Block 3 which covers an area of 1,666 square kilometers. With a 40 percent share, Wintershall is the operating company for the exploration activities together with the Japanese company Cosmo Oil and Indonesia's Pertamina. Since 2007 Wintershall has carried out a depth measurement survey in the shallow section of the block as well as seismic surveys. Wintershall has been a respected and reliable business partner in Qatar, working with Qatar Petroleum for a long time. Wintershall intends to become even more actively involved in long-term upstream projects in the Gulf Region. The recently announced plans for the Block 4 North production underlines the importance of Qatar for Wintershall's Middle East strategy. Wintershall is a reliable and technically competent operator and partner in Qatar. The company is committed to highest Health, Safety and Environment standards, contributing regularly to the Sustainable Development Industry-Report issued by the Qatari Ministry of Energy and Industry. Wintershall combines state-of-the-art technology and innovative production methods to improve the yield from increasingly complex deposits. This applies particularly to further developing the technically challenging deposits in the region.



*Representatives of QP and Wintershall at the announcement conference for the new gas*

## Peak Oil Conference in Doha

With the participation of a number of prominent representatives from the field of oil, economy, politics and sociology, including Dr. Jochen Hippler, Political Scientist at the University of Duisburg-Essen and member of the Institute for Development and Peace (INEF), the conference "Peak Oil: Challenges and Opportunities for the GCC Countries" took place on the 3<sup>rd</sup> to 4<sup>th</sup> April in Doha, Qatar.

It was a very insightful conference and was the first to be held in the Middle East. The fact that a major Middle Eastern oil exporter would hold such a

conference on what has long been a difficult subject was quite remarkable and



Speakers podium of the Peak Oil Conference in Doha

a dramatic change from decades of peak oil denial. The conference aimed at finding solutions, suggestions and answers to some of the problems related to the future of the oil and energy sector in the region, as well as covering the following themes: youth education and unemployment, scarcity of resources, economic security and rentier state problems. Accordingly, much of the conference's focus was on how the GCC countries might use their large current and near-term investments to build sustainable economic future for their governments.

## Several World Cup projects to break ground in 2013

As the first Arab country ever, Qatar has been awarded the right to host the FIFA World Cup 2022. As a consequence thereof the world's richest country per capita will face further impacts that will upgrade the economy. The FIFA World Cup 2022 event is expected to draw around half a million visitors to the Emirate and the government is already pouring a lot of money into projects for making the country a better host for the highly anticipated event. In total, the Qatari government has plans to spend around USD 100bn for modernizing the country till then.

Between now and 2016, the Qatari government will have allocated 40% of its budget to fund a string of mega-projects, especially in the construction sector, including USD 5.5bn for a deepwater seaport, USD 25bn for a rail and metro network, a USD 17.5bn new airport and nine new stadiums with three others being renovated amounting to approximately USD 4bn. Furthermore, a total of 95,000 new hotel rooms will be built until the World Cup's start. Thus, Qatar's hosting of

the 2022 World Cup would mean increased spending on infrastructure, construction, and manufacturing. On average, over 10% of its national output will be spent annually on building infrastructure until 2022. Increased government spending means increased business opportunities for businesses from varied sectors and industry types. The transport sector is the largest source of project opportunities. Qatar has developed a USD 70bn transportation masterplan, including road and drainage projects. Existing roads of 400 to 600km are planned to be upgraded at an estimated cost of USD 8bn.

In addition, 35 major contracts on expressways worth an estimated USD 20bn will be concluded and more than USD 35bn will be invested over the next 10 years in rail and metro. The Doha Expressway system will consist of 280km of dual four-lane roads. The country is also building a 7.5km highway linking Doha and Dukhan. Qatar's Highway Programme, to be completed until 2022 amounts to USD 8.1bn. Regarding air and

maritime traffic, the New Doha International Airport will be expanded at a cost of USD 12.5bn, as well as Qatar's three main ports – Ras Laffan City, Mesaieed City and Doha Commercial Port which will also be expanded within the next few years. One of Qatar's largest real estate developments, Lusail City, will cover 38sq km and house up to 200,000 people. The project is to be completed in 2020 and will cost approximately USD 45bn. Lusail City will be connected to Doha by the 12km Lusail Expressway, which is part of Qatar's Highway Programme. The City will encompass residential areas, commercial districts-including the USD 275m Marina Mall project- 22 hotels, four islands and two golf courses. Lusail City also hosts the 86,250-seat Lusail Stadium, where the opening and final match of the World Cup will be played. The stadium, completely surrounded by water, will be the greatest arena of the total 13 stadiums. The stadiums will be built in modular technology, so that they can be dismantled after the tournament to donate them to other countries.

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# WORK



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## Berlin hosts 7<sup>th</sup> Business and Investment in Qatar Forum



*Participants of the Business and Investment in Qatar Forum; In the middle, f.l.t.r.: H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany; H.E. Sheikh Hamad bin Jassim bin Jaber Al Thani, Prime Minister and Minister of Foreign Affairs of the State of Qatar and H.E. Klaus Wowereit, Mayor of Berlin*

Under the patronage of H.E. Sheikh Hamad bin Jassim bin Jaber Al Thani, Prime Minister and Minister of Foreign Affairs of the State of Qatar, and in the presence of H.E. Angela Merkel, Chancellor of the Federal Republic of Germany, high government officials, businessmen and major company representatives from both countries, the 7<sup>th</sup> Business and Investment in Qatar Forum took place for the first time in Berlin on April 15<sup>th</sup> and 16<sup>th</sup>. Since the small, gas-rich country grows up to become a political and economic centre of the Middle East, the two-day event aimed at promoting business and investment opportunities within Qatar to foreign, especially German, investors. Probably the best reason to invest in Qatar is the country's National Vision 2030. The programme is a guideline that defines long-term objectives and strategies for the economic development of the country to pursue a competitive and diversified economy, but it also promotes social development to ensure a society that is based on high moral standards, human development for a sustainable, prosperous society and an environmental development to balance the economic growth. Being one of the fastest growing economies in the world, Qatar has witnessed unequalled economic growth over the last years. To further strengthen that growth, attracting investment is a

strong priority. Therefore, the Business and Investment in Qatar Forum was established and has already been taking place in New York City, London and Paris before. This year, Germany hosted the Forum, alluring high government officials,



*H.E. Sheikh Hamad bin Jassim bin Jaber Al Thani, Prime Minister and Minister of Foreign Affairs of the State of Qatar*

businessmen and major company representatives from Qatar and Germany.

The first day started with an opening session held by H.E. Sheikh Hamad bin Jassim Bin Jaber Al Thani, Prime Minister and Minister of Foreign Affairs of the State of Qatar, and H.E. Angela Merkel, Chancellor of the Federal Republic of

Germany, who both highlighted the Qatari-German diplomatic relations as well as the economic and cultural collaboration. The Chancellor said: "German businesses are bringing their technological expertise and their international experience to make a crucial contribution to the development of infrastructure and industry in Qatar. Meanwhile, Qatar's involvement in large German companies with long traditions demonstrates your faith in us as reliable partners" H.E. Yousef Hussain Kamal, Minister of Economy and Finances of the State of Qatar, H.E. Sheikh Khalifa Bin Jassim Bin Mohamed Al Thani, Chairman of the Qatar Chamber of Commerce and Industry, H.E. Anne Ruth Herkes, State Secretary of the Federal Ministry of Economics and Technology, and H.E. Sheikh Nawaf Bin Nasser Al Thani, Board Member of the Qatari Businessmen Association, spoke about Qatar's National Vision 2030. The country's ongoing projects amount to more than USD 250bn of which USD 100bn are scheduled on projects relating to the FIFA World Cup 2022.

Over a ten-year period, Qatar will spend USD 200bn in infrastructure development, allocating USD 140bn within the next five years. On the second day of the forum H.E. Dr. Guido Westerwelle, Foreign Minister of the Federal Republic of Germany, introduced the first session

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*H.E. Dr. Angela Merkel, Chancellor of the Federal Republic of Germany and H.E. Sheikh Hamad bin Jassim bin Jaber Al Thani, Prime Minister and Minister of Foreign Affairs of the State of Qatar*

entitled "Qatar's Industrial Infrastructure and Development Projects", pointing out that, "Qatar has seen remarkable economic development in recent years. At the same time, it has become an important player in international affairs. For us, Qatar is a key economic and political partner".

H.E. Dr. Peter Ramsauer, Federal Minister of Transportation, Building and Urban Development and Eng. Nasser Ali Al Mawlawi, President of Ashgal, resumed the session.

H.E. Dr. Mohammed Bin Saleh Al Sada, Minister of Energy and Industry of the State of Qatar, and H.E. Eng. Essa Bin Hilal Al Kuwari, President of Qatar General Electricity and Water Corporation, gave a speech on Qatar's energy sector, while Omar Al Fardan, President and CEO of Al Fardan Group Holding, and Eng. Abdulla Abdulaziz Al Subaie, Managing Director of Qatar Railways Company, offered insights in Qatari-German investment opportunities. Ali Shareef Al Emadi, CEO of Qatar National Bank, and Shashank Srivastava, CEO of the Qatar Financial Centre Authority, led the participants

through the Financial and Banking Sector Session. Bassel Gamal, CEO of Qatar Islamic Bank, QIB, explained that by making money for the banking institute by lending out capital, Islamic banking has the same purpose as conventional banking. As Islamic banking needs to be consistent with the principles of Sharia, fixed or floating payment or acceptance of certain interest or fees for loans of money is prohibited.

Therefore, an Islamic bank might rather buy a commodity and resell it to the purchaser at a higher price then lend him the money to purchase it on his own. Quite recently, the International Alternative Investment Review, IAIR, has honoured QIB with the Excellence in Banking Award for providing innovative Sharia-compliant financial solutions that meet international banking standards, high-end quality services and for the long-term strategic vision of investments adopted at a global level. Noora Al Mannai, CEO of Enterprise Qatar, expounded on the growth of smaller and medium enterprises, SMEs, and how these enterprises can support the diversification of Qatar's economy. In this regard, the recent efforts of the Ministry of

Business and Trade of Qatar were praised unanimously. The ministry and other governmental organisations have been working on a new Commercial Company Law to ease the process of establishing businesses and encouraging investments in Qatar.

On the one hand, the QR 200,000 initial fund requirement to start limited liability companies has been removed in the draft law, although new companies still need to prove sufficient funding is available. On the other hand, the process of obtaining business licenses will be made less difficult; necessary paperwork is intended to be done at one place in one day. The new law will also allow only one

person to be nominated by a company as their legal representative, instead of a separate one. In contrast to the current law that permits a renewal of a business license only for five years after the initial first year, the new Commercial Company Law enables an unlimited business license after one year.

The Business and Investment in Qatar Forum was finalised by H.E. Sheikh Saoud Bin Abdulrahman Al Thani, General Secretary of the Qatar Olympic Committee, H.E. Issa Bin Mohammed Al Muhannadi, Chairman of the Qatar Tourism Authority, and Akbar Al Baker, CEO of Qatar Airways, who discussed about culture, tourism and sports in Qatar. To meet the requirements of about half a million visitors in 2022, various hotel brands are expected to reveal their expansion in Qatar. The Business and Investment in Qatar Forum started with high expectations. At the end, all involved parties praised the informative and stirring speeches during the two-day event, which marked a perfect chance for German companies and investors to discuss the growing investment opportunities in Qatar.

## Mega Project in Qatar: Education City

In the Western outskirts of Doha - less than a half-hour drive away from the city centre - lies one of the fastest growing and most advanced educational projects in the world. Qatar Education City, which the New York Times has dubbed the "Ivy League" of the Middle East, is already considered the leading scientific and educational hub of the MENA region and is about to become one of the top global centres for research and science.



*Weill Cornell Medical College*

Established in 1998, Education City covers an area of 14 sq. km and houses educational facilities of various levels and research institutes with different focuses. Currently it has the largest collection of American universities abroad, with a total of six American branch campuses in addition to one British and one French establishment. The entire project has been organised and implemented by the Qatar Foundation, a semi-private non-profit organisation, established in 1995, which pursues the aims of enhancing and developing the three pillars of education, science and research and community management.

At the forefront of Education City are the eight foreign universities. Their spokespeople have consistently stressed that the only difference between them and their American and European counterparts is their geographical location; apart from that, everything from the academic curricula to campus life is exactly as one would find it in the United States, Paris or London, including Starbucks shops on campus grounds and university stores selling college merchandise. A broad spectrum of courses is offered, spanning

from vocational degrees such as medicine, engineering and IT to liberal arts degrees and less common courses such as museum studies. While employment prospects are extremely important, the universities also want to foster an environment of critical and liberal thinking, which is in line with the ethos and values they represent. Some of the faculties already rank amongst the top in the world, with staff recruited from abroad or directly transferred from their Western home campuses to Doha. A Master of Business Administration from Education City is thus gaining ever more equal footing with a Master of Business Administration from a top business school in Europe or America. Due to its growing reputation, more and more foreign students are also considering coming to Doha. The percentage of international students has risen over the last years, with citizens from Asian and Middle Eastern countries amongst the most numerous.



*Main area of Qatar University*

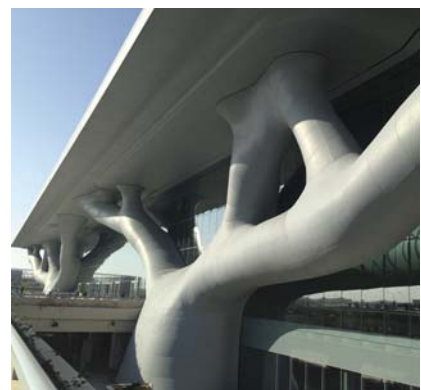
Commentators have also observed that the existence of the foreign campuses has contributed to the broadening of cultural diversity within the country, with Qatari nationals being exposed to Western educational and cultural traditions. Debates about controversial issues are actively encouraged, classes are mixed and college parties are organized on a regular basis.

Aside from the universities, Education City is also home to a number of important scientific and research institutes, such as

the RAND-Qatar policy institute, Qatar Science and Technology Park and Qatar National Research Fund. All three establishments aim to improve the long term economic capacities of Qatar and the broader region and play a vital part in formulating the country's political and economical policies.

Other institutions located in Education City include Doha Debates and Qatar Debates - initiatives which encourage public debate about controversial issues - and Al Jazeera Children Channel, a sub branch of the international broadcaster group Al Jazeera.

Whilst official figures for the cost of Education City have not been published, it is evident that billions have been invested in the project so far. The construction and management of Carnegie Mellon Medical School alone, one of the eight campuses, has cost USD 750m over the eleven year period. Another medical and research centre, which was recently inaugurated, had an endowment of USD 7.9bn, thus making it one of the richest facilities of its kind in the world. Whilst the top American universities rely heavily on tuition fees as a main source of revenue, in the case of Qatar it is the state which is covering a substantial part of the expenses. Qatar's willingness to invest huge amounts of money into education goes back to the country's long term economic strategy. As with any other member state of the GCC, Qatar's main sources of income are



*Qatar National Convention Center*

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## 40 years of Qatar-German friendship celebrated in Doha

On 24<sup>th</sup> April Qatar held a cultural evening in the Rizon Jet VIP Terminal at Doha International Airport to celebrate 40 years of German - Qatar friendship, attended by H.E. Dr. Hamad Bin Abdulaziz Al Kuwari, Minister of Culture, Arts & Heritage of the State of Qatar and as guest of honour, the German Ambassador, H.E. Angelika Storz-Chakarji, who delivered a keynote speech at the event. The evening was accompanied by an art exhibition developed by German-born Qatari resident Nidhi Wiesner, featuring her impressions of Qatar. The exhibition was entitled "Through the looking glass". Entertainment for the guests was music by the Doha Baroque Ensemble, which played a fusion of German and Arabic music, melding the best of classical European style with traditional Arabic music. "Culture, education, sports, religion and music are the most important factors




*H.E. Angelika Storz-Chakarji, Ambassador of the Federal Republic of Germany to Qatar, at the event*

that lead to successful integration between the two communities and between people from both countries" explained H.E. Storz-Chakarji, "in recognition of the strong ties between our two countries, there is a great potential to bolster the already excellent cooperation between Qatar and Germany. Cultural events play a major role in setting the

ground for a trustful partnership between people". Relations between Qatar and Germany had never been stronger and Qatar held its international investment forum in Berlin on 15<sup>th</sup> and 16<sup>th</sup> April.

She stated that the German school in Doha develops well and that Germany prepares the opening of a new branch of the Goethe Institute, which is due soon. This is done with a view to the growing demand for German language courses by the Qatari population.

This school, according to Storz-Chakarji, is considered a very good occasion for both communities to get to know each other. Especially children and parents could meet each other there. She also noted that the continuation of cultural events is very important for the bilateral relations between the two sides. 

*continued from page 14*

petroleum and LNG, which accounts for more than 70% of its total government revenue and more than 60% of its total GDP. Qatar has 15 billion barrels of proven oil reserves, which, at the current output rate, will last for the next 23 years. The kingdom thus has a secure income source for the next two decades; it does, however, have to start diversifying its economy in the long run.

To meet this end the Qatar 2030 National Vision was conceived, an economic programme which aims to diversify the country's economy and render it more sustainable. Central to this vision is the transformation of the state into a knowledge-based society which consists of a well-educated population able to cope with the changing political and economical dynamics of the modern world.

In addition, Qatar, like most other MENA countries, is characterized by a relatively young population, with the average citizen being under the age of 30. As recent

events in the region have demonstrated, it is of paramount importance for Arab governments to cater for and meet the needs of the younger generation.




*Qatar Science and Technology Park*

That Qatar is genuine about its efforts is reflected in the financial incentives, which it provides to the students of Education City. Qatari nationals enjoy the privilege of attending any university they like, be it in

Qatar or abroad, on state expenses, often also benefiting from scholarships and grants which cover living expenses. Even international students are entitled to numerous financial benefits, just like Qatari students, such as interest free loans, scholarships and awards based on academic performance. There is ample evidence that Qatar's efforts and investments are paying off.

In 2011, the country could boast the highest real GDP growth rate in the world at 18.7%, thereby demonstrating that - unlike in the case of other countries - graduates are not fleeing abroad once finished with their degrees at Education City.

Additionally, the job market has remained consistently stable throughout the last decades - even when the world economy found itself in a tumultuous state - and is likely to remain so with the FIFA World Cup lined up for 2022, which will further stimulate job growth. 

## Qatar-German-Business-Forum and NUMOV at Project Qatar 2013



*H.E. Sheikh Jassim bin Abdulaziz Al Thani, Minister of Business and Trade of the State of Qatar (middle), with his delegation members at the inauguration of Project Qatar 2013*

From 6<sup>th</sup> to 9<sup>th</sup> May 2013, Project Qatar, the International Trade Exhibition for Construction Technology, Building Materials, Equipment and Environmental Technology, celebrated its 10<sup>th</sup> anniversary. This year's exhibition was inaugurated by H.E. Sheikh Jassim bin Abdulaziz Al Thani, Minister of Business and Trade of the State of Qatar. Once again the fair brought together key buyers, global players and industry leaders, attracting major trade missions looking for the latest products and the most advanced equipment currently available on the market.

Project Qatar has developed into one of the fastest growing and most important construction fairs in the region, undergoing a parallel evolution to Qatar's fast growing construction sector itself. With projects that are going to be awarded in the future announced as amounting to up to USD 110bn, Project Qatar is a key event for networking, negotiating and learning about the major opportunities to participate in Qatar's economic development. Consequently the exhibition is a vital part of Qatar's National Vision 2030 and its path to the World Cup 2022.

This year's edition was held in 4 halls in an exhibition space of 62,000 sqm, with participants from 50 countries and an attendance of about 50,000 visitors. Overall, 2,100 exhibitors - 1,920 of which

were international exhibitors - presented their products and services. In total, 28 national pavilions represented their country, most notably those of Germany, the United Arab Emirates, Turkey, China and of course also the host country, the State of Qatar.

Project Qatar 2013 introduced two new events. One was Facility Management Qatar, the first knowledge-sharing platform for the GCC's lucrative facility management industry. The other event was Man and Architecture, which featured some of the most prominent architects in the world and hosted high level discussions on local architectural projects, challenges and best practices. Additionally, Project Qatar 2013 delivered several concurrent events, including Heavy Max 2013, the international exhibition for innovative heavy machinery, Qatar Stone-Tech 2013, featuring a comprehensive range of stone technologies, equipment and products and Energy Qatar 2013, the most comprehensive energy exhibition, showcasing the latest products and technologies in electricity, power generation and distribution as well as alternative energy solutions.

The Qatar-German-Business-Forum, under the umbrella of the German Near and Middle East Association, NUMOV, participated once again with a joint stand at the exhibition and provided interested visitors from all over the world with substantial information regarding the German companies which presented themselves and their respective products. In this way the companies promoted the establishing and deepening of trade relations and cooperation with companies from Qatar and the Middle East.

Mathias Kruse, Deputy Head of Mission at the Embassy of the Federal Republic of Germany in Doha, stated that Project Qatar has been a preferred destination for Germany's small and medium-sized enterprises, SMEs. He was speaking at a

reception on 8<sup>th</sup> May 2013, which the Qatar German Business Forum attended under the umbrella of NUMOV, organised by the German Federal Ministry of Economics and Technology and the German Embassy in Doha for German companies taking part in the Project Qatar 2013

According to Kruse more than 70 exhibitors, including Germany-based SMEs, took part in the show. Furthermore he pointed out that "SMEs are the backbone of the German economy because it is where innovative products and technologies have been developed. It is mainly through SMEs that Germany can maintain a strong position in world markets. And it is SMEs where most of our employment is created."

Continuing, he stated: "This year, we are commemorating the 10<sup>th</sup> anniversary of our presence at Project Qatar. It has been a pleasure to be Qatar's partner in one of the major events in the Gulf region." Germany received a local award for being a long-standing partner of Project Qatar one day before Project Qatar 2013 started. The Qatar-German-Business-Forum under the umbrella of NUMOV is proud to be part of this partnership through its longstanding relations to Qatar and its repeated participation at Project Qatar.



*NUMOV joint stand at Project Qatar 2013*



## Ras Laffan – Symbol of Qatar’s diversification development

The Qatari economy is strongly dependent on hydrocarbons. They stood for 50% of the real GDP in 2011 and around 70% of the budget revenue. Therefore, Qatar’s economic policy is trying to develop non-associated natural gas reserves and increase investments in non-energy sectors. In fact, Qatar owns the 3<sup>rd</sup> largest world reserve of natural gas, 25,000 trillion cubic meters, which is mainly exploited in Ras Laffan City, which began operations in 1996. It provides infrastructure, facilities and services to enable the establishment and functioning of industries to exploit Qatar’s vast gas reserves in the North Field, which lies 80 kilometres offshore Ras Laffan. Located along the north east coast of Qatar, on the international maritime shipping route, the city is owned by Qatar Petroleum, QP, a state petroleum company operating in Qatar, responsible for all branches of the oil and gas industry in Qatar. Currently, Qatar is focused on developing its gas reserves, which are isolated in natural gas fields and called “non-associated natural gas reserves”. Indeed, the offshore North Field is estimated at approximately 900 trillion cubic feet and is the world’s largest non-associated gas field. Today Qatar is the world’s largest exporter of Liquefied Natural Gas (LNG), responsible for around 30% of the world production. To obtain LNG, the natural gas has to be cooled to -161 degrees Centigrade. Most of the additional compounds are removed during the liquefaction process: methane remains mainly with only low quantities of other hydrocarbons. In its liquid state, LNG is reduced to approximately 1/600<sup>th</sup> of its volume compared to the gaseous form. This process makes the transport easier, but requires specific and expensive liquefaction infrastructure. LNG production in Qatar is divided between Qatargas and Rasgas. Qatar Petroleum is the main shareholder of both companies, while international oil companies hold smaller stakes. Reaching a production of 77 millions tons of LNG a year, Qatar decided in 2005 to impose a moratorium to allow time to study field development

optimisation, in order not to damage the reservoir. Through this moratorium and by stabilising the LNG production, a gradual decrease of the oil production, the real GDP growth slowed down, but nevertheless stabilised at a high level. In the coming years, a sustained development of the non-hydrocarbon sectors in Qatar is forecasted to increase between 6 to 9 percent a year. In order to free itself from the dependence on hydrocarbons, Qatar is on its way to economic diversification, in particular in utilising and developing its own



*Processing plant at Ras Laffan City*

hydrocarbon downstream sector. To meet the growing demand for petrochemical products, the State of Qatar plans to spend USD 25bn to increase its chemical and petrochemical production from 9.2 million tonnes a year (t/y) to 23 million t/y by 2020. This strategy can ease any major drop in the LNG price, especially because of the increasing growth of LNG-exporters. Laffan Refinery started production in September 2009, as the first condensate refinery in Qatar and one of the world’s largest condensate refineries.

Laffan Refinery utilises the field condensate produce from the Qatargas and RasGas facilities. This first refinery has a processing capacity of 146,000 barrels per stream a day (BPSD): 61,000 BPSD of naphtha, 52,000 BPSD of kerojet, 24,000 BPSD of gasoil and 9,000 BPSD of liquefied petroleum gas. To double condensate refining capacity, a second refinery, Laffan Refinery 2, will

start operating in 2016, adding 146,000 barrels a day. Shell and Qatar Petroleum have formed a joint venture to build a petrochemicals plant in Ras Laffan City: the Al-Karaana project, valued at USD 6.4bn. This complex will include a world-scale steam cracker, with feedstock coming from natural gas projects in Qatar. Three other units will produce 1.5 million t/y of mono-ethylene glycol, 300,000 t/y of linear alpha olefin and a 250,000 t/y of oxo-alcohols.

Additionally QP and Qatar Petrochemical Company, QAPCO, plan to develop a USD 5bn petrochemical complex in Ras Laffan City, including also a steam cracker with a capacity of producing 1.4 million t/y of ethylene, 850 t/y of high-density polyethylene, 430,000 t/y of linear low-density polyethylene, 760,000 t/y of polypropylene and 83,000 t/y of butadiene.

Furthermore Qatar is diversifying its economy through international energy investments. In 2011, for example, Qatar signed a petrochemical joint venture with the China National Petroleum Company and Shell to build a refinery in the Chinese province of Zhejiang, having the capacity of producing 400,000 barrels per day of refined oil and 1.2 million t/y of ethylene. In 2012, QP International also formed a joint venture with Thai-based Siam Cement Group, PetroVietnam and Vinachem to invest USD 4.5bn in a petrochemicals complex in southern Vietnam: the Long Son Petrochemical Project. Qatar International Petroleum Marketing Company Ltd. and Petrovietnam signed a long-term feedstock agreement to supply propane and naphtha. Due to this long-term agreement, Qatar is protecting itself from the versatile demand and prices of natural gas. As they both decided in 2011 to hunt for international energy assets, Qatar Petroleum International and Britain’s Centrica Plc projected in April 2013 to buy Suncor Energy Inc’s conventional natural-gas business in Western Canada for around USD 1bn. ■



Max Lautenschläger, Dr.-Ing. Ali Akbar Elahwiesy

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## News in brief

### Qatar University initiates major expansions amounting to USD 960m

Dr. Sheikha bint Abdullah Al Misnad, chairperson of Qatar University, states in an interview with Al Shark that capacity issues in classrooms and laboratories caused by recruiting 5,000 new students and now having a total of 13,000 students can only be overcome by the expansion of the university's space. This expansion contains a new research centre complex with 47 specialist laboratories, a new shopping centre, staff accommodation capacities and new student hostels, all designed in an environmentally friendly fashion. Qatar University hosts one of the nine World Cup stadiums and will be linked to the Doha Metro with its own station.

### Qatar Petroleum plans floatation worth USD 50bn

Four units of state-owned Qatar Petroleum are planned to offer shares in the coming years. Hussain al-Abdulla, Executive Board Member of Qatar Holding, the investment arm of the country's sovereign wealth fund, says that four companies with QP are ready to be listed on Qatar Exchange.

However, the launching date as well as the four companies' names could not be disclosed. The Doha Global Investment Company's IPO is supported by USD 3bn funding coming from Qatar Holding. Shares will only be open to Qatari citizens, companies and institutions as well as listed foreigners.

### USD 185m deal won by Fluor on USD 5bn Doha Bay Crossing

Fluor Corporation has been assigned for the provision of program management and the supervision of construction services for the USD 5bn Sharq Crossing Program, previously Doha Bay Crossing program. The USD 185m contract, signed by both parties and awarded by Qatar's Public Works Authority (Ashghal) is supposed to

create a new passageway beneath the waters of Doha Bay and emphasizes Qatar's ambitious development plans for the FIFA World Cup 2022.

Traversing Doha Bay and comprising bridge sections interconnected by an immersed tube channel, the project is required to be complete by 2020 for the run-up to the World Cup Event. Fluor's Doha office will lead the project and is already mobilizing a team on the field.

### 18 to 24 months until Qatar civil contracts

Taking into account the current consultant activity, the timeline for planning approval, tendering, and project awarding of the construction works on major civil projects, Emil Nehme, managing director of the trading company Nehmeh, does not expect the peak of construction work for the 2022 World Cup in Qatar before 2015. The major infrastructure programs have to be completed first, before the civil projects can begin, whereupon there is a need for more private sector tenders than from the public sector. The private sector's uncertainty about how to act on the market is created by the discrepancy between rising capacities followed by the risk of idle capacities and being under-prepared when the major work starts.

### Doha Bank wins international awards

Qatar's leading private commercial bank received two of the prestigious EMEA Finance Magazine awards for its global financial services and efforts concerning corporate social responsibility and sustainability. The awards thereby recognize Doha Bank's influential position in the Middle Eastern financial environment and emphasize the successful combination of economic strength and social and environmental responsibility in the company's guidelines. Its "A" rating and the increasing range of its international network represent the bank's economic success.

### Qatar celebrates opening of first ultra-low energy villa

As a first result of the jointly implemented "Baytna" project of the Qatar Green Building Council (QGBC), Kahramaa and Barwa Real Estate Group (BRE) two side-by-side villas, one conventional and one based on Passivhaus principles, have been built in Barwa City. The project's aim is to study the benefits of the ultra-low energy technology in Qatar's hot and arid climate and – following the objectives of the Qatar National Vision 2030 – to promote a more sustainable form of construction. The Passivhaus architecture aims to combine high standards of modern living with a 50% reduction of CO2 emissions and water and energy consumption. In the course of the next one and a half years, a scientific working committee will monitor and conduct a long-term comparative study of energy use and environmental footprints of the two buildings. The prestigious project is seen as a stepping stone on the way to a more sustainable future and is expected to have a lasting impact on Qatar's construction sector.

### Service for QGBF-Members:

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

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## Exhibitions

Doha Trade Fair  
Date: 27<sup>th</sup> June - 6<sup>th</sup> July 2013  
Venue: Doha Exhibition Center

Abaya Exhibition  
Date: 29<sup>th</sup> August - 3<sup>rd</sup> September 2013  
Venue: Doha Exhibition Center

International Exhibition for Small and Medium Industries  
Date: 10<sup>th</sup> - 13<sup>th</sup> September 2013  
Venue: Doha, TBA

The 4<sup>th</sup> Tower Technology Exhibition  
Date: 10<sup>th</sup> - 13<sup>th</sup> September 2013  
Venue: Doha, TBA

Doha Transportation and Rail Road Exhibition  
Date: 29<sup>th</sup> September - 1<sup>st</sup> October 2013  
Venue: Doha Exhibition Center

8<sup>th</sup> Doha International Oil & Gas Exhibition  
Date: 7<sup>th</sup> - 10<sup>th</sup> October 2013  
Venue: Doha Exhibition Center

ECO-Q Products and Technologies Environmental Protection  
Date: 28<sup>th</sup> - 30<sup>th</sup> October 2013  
Venue: Doha Exhibition Center

Doha 24<sup>th</sup> International Book Fair  
Date: 4<sup>th</sup> - 14<sup>th</sup> December 2013  
Venue: Dar Al - Sharq, Doha

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Please return to fax: **+49 30 20641010**  
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## Tenders

Maintenance support services for North Field Alpha complex  
CD: 30<sup>th</sup> June 2013

Furnituring and preparation of judiciary and legal studies building at Al Hilal  
CD: 30<sup>th</sup> June 2013

Construction of Eid prayer area with car parkings at Al Jameeliyah  
CD: 30<sup>th</sup> June 2013

Construction of Aquatic and Fisheries Research Centre (AFRC) at Al Khor  
CD: 2<sup>nd</sup> July 2013

Laydown area for gas lift compressor station at Dukhan Fields.  
CD: 7<sup>th</sup> July 2013

Shutdown maintenance works for NGL-3 plant in Mesaieed  
CD: 21<sup>st</sup> July 2013

EPIC of water storage tank at Dukhan support services area within Dukhan fields  
CD: 28<sup>th</sup> July 2013

Construction of 2 healthcare centres at Al Waab and Qatar University  
CD: 13<sup>th</sup> August 2013

Maintenance of networks and peripherals for a civil project on a civil miscellaneous call-off contract basis  
CD: 20<sup>th</sup> August

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