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German Delegation Received a Special Insight into Qatar's Future Plans

by Susen Hollmig and Edgar Zedler



Doha West Bay

From 29th April to 1st May a German economic delegation centred around Project Qatar 2012 travelled to Doha to gain an insight into one of the most exciting growth markets in the world, Qatar. The delegation was organised by the Qatar-German-Business-Forum, under the umbrella of NUMOV, the German Near and Middle East Association, and headed by Marc Hall, Member of the Board of NUMOV and CEO of Bayerngas GmbH.

The German delegation was made up of companies from different branches, who, over three days, were expertly led through a diverse and packed programme, specifically

targeted at establishing contacts and promoting bilateral economic cooperation.

Participants were welcomed by both Michael Heller, Head of the Economic Department of the German Embassy to the State of Qatar, and Marc Hall, who provided a short introduction to the current economic situation and environment in the State of Qatar. The following meeting with Mohammed Al-Naimi, Deputy Chairman of the Qatar Central Tenders Committee (CTC), offered a detailed introduction of the institution, which is part of the Qatar Ministry of Economy and Finance. He outlined the structure, the main tasks and the procedures of the CTC, and provided useful

continued on page 4



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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.

After a successful start to 2012 Qatar continues to prosper as we move into the second half of the year, with large numbers of mega projects underway, a booming hydrocarbon industry, and economic diversification efforts being realised. This issue reports on many of these aspects and also on challenges still to be overcome including Qatar's alternative energy strategy and water security. Qatar's ambitions as a sporting destination, information on the latest key trade fairs in the country, and a closer economic look at the country are also provided. Features on the tourism sector and Qatar's recent cultural successes such as the successful hosting of the first film festival in the GCC complete the issue.

Excellent bilateral exchange continues at all levels with one of the most recent highlights being a German business delegation to Qatar taking place from the 29th April to the 1st May, organised by the Qatar-German-Business-Forum under the umbrella of NUMOV, the German Near and Middle East Association. The participants gained a useful insight into the market in Qatar and had the opportunity to meet with high-ranking officials and engage with Qatari businesspeople active in similar fields.

With the continued support and promotion of German-Qatari relations I am sure this year will hold much promise for both sides and I look forward to our continued success over the coming months.

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

„Made in Qatar“ hits international markets

For a long time now Qatar's economy has been on the rise. This statement shouldn't surprise anyone anymore. But while everybody has to recognize this very fact, voices that mock the country's development as an oil and gas fuelled flash-in-the-pan cannot be ignored.

It is of no surprise that with the introduction of a product bearing the mark "made in Qatar" on the European market a new landmark had to be reached at some point. What might be surprising for laymen in the Qatari economy is the fact that the product in question does not stem from the energy sector.

It rather is an ICT platform developed and owned by Qatar Science & Technology Park (QTSP) and Aspeta that will be deployed for studies aimed at addressing prevalent health concerns. The technology entitled Rasad is a new wireless information transfer platform that allows for real-time remote monitoring using wireless sensors.

The presentation of the project during which Rasad is to be put in use was also attended by H.H. Sheikha Moza bint Nasser, Chairperson of Qatar Foundation for Education, Science and Community Development (QF) who said that it was a very important moment for her to see for herself how their "made in Qatar" technology is used abroad.

She further commented that it showed how QF's long-term investment for Qatar in science and technology is starting to bear fruit. She went on, stating that they had a vision to put Qatar's name on the global map of research and science, and to share innovations with the rest of the world. It is this strategic aim of Qatar's economy that makes this milestone a surprise for the layman. Indeed Qatar can expect considerable success in non-energy segments of international markets. It is Qatar's focus on sustainable development that allows for this kind of optimism.

The arrival of Rasad on the European market is only the beginning. Considering all the diversification efforts being carried out, Qatar's economic growth seems to be anything but a flash-in-the-pan.



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Participants of the Business Contact Forum at the Qatar Chamber of Commerce and Industry (QCCI)

information regarding the terms of tendering for German companies.

A visit to the Qatar Chamber of Commerce and Industry (QCCI) was next on the agenda. Remy Rowhani,



f.l.t.r.: Marc Hall, Head of Delegation, Member of the Board of NUMOV and CEO of Bayerngas GmbH, Mohammed Ahmed Al Obaidli, Board Member of the QCCI, Remy Rowhani, Director General of the QCCI

Director General of the QCCI, welcomed everyone present to the Business Contact Forum, before handing over to Mohammed Ahmed Al Obaidli, Board Member of the QCCI, who gave a speech to the participants, among them the German delegation, several representatives of the QCCI as well as a number of Qatari business representatives, who were keen to converse with their German counterparts. Mohamed bin Ahmed Al Obaidli cordially welcomed Marc Hall and the delegation participants on behalf of the QCCI. He highlighted the economic prosperity that the State of Qatar is currently enjoying, remarking that the economic development is based on developing energy elements and supportive financial policies. On that basis the country's economy has become one of the fastest growing in

the world. These facts, he stated, create a suitable atmosphere for implementing numerous activities for the benefit of the Qatari economy and encourage the implementation of successful partnerships and extending cooperation between Qatari and German businesspeople.

Marc Hall thanked the QCCI for its invitation and subsequently introduced himself and the German delegation, stressing the importance of the bilateral business talks. On behalf of the German Embassy to the State of Qatar Michael Heller underlined the good economic and political relations between the two countries.

Following Michael Heller, Philipp M. Luehrs, Regional Vice President for the Middle East of deugro Projekt GmbH and Salah Jaidah, Vice Chairman MENA & CCO of Deutsche Bank AG, Qatar, both representatives of German based companies with offices in Qatar shared a first-hand account of their experiences in the country. Salah Jaidah also contributed with a presentation focusing

on opportunities for German companies in Qatar. After the speeches, German and Qatari entrepreneurs engaged in bilateral business talks. The companies presented themselves, exchanged experiences, and discussed the Qatari market with the aim of establishing new business relations.

In the afternoon, the delegation visited the Barwa Commercial Avenue, a mega project currently under construction by the German company HOCHTIEF Solutions Middle East Qatar W.L.L., under the supervision of Alexander Jonas, Managing Director of HOCHTIEF Solutions Middle East Qatar and Christoph Duempelmann, Deputy Project Manager of HOCHTIEF Solutions Middle East Qatar. The project consists of five individual facilities which are interconnected within an 8km-long building complex, which will be used for residential and



f.l.t.r.: Salah Jaidah, Vice Chairman MENA & CCO of Deutsche Bank AG Qatar, Michael Heller, Head of the Economic Department of the German Embassy to the State of Qatar, Philipp M. Luehrs, Regional Vice President Middle East of deugro Projekt GmbH

commercial purposes. The delegation heard a detailed presentation of the building project, which is scheduled to

be completed this year, and also took a guided tour to gain an impression of the current state of one of the facilities. In the evening, the delegation participants enjoyed a reception hosted by Deutsche Bank AG (QFC), marking a very pleasant end to a highly productive day.



Marc Hall, Head of Delegation, Member of the Board of NUMOV and CEO of Bayergas GmbH, and Mohammad bin Ahmed bin Towar Al Kuwari, Vice Chairman of the QCCI

On 30th April 2012, a meeting with the senior team of Ashgal, the Qatar Public Works Authority was the first item on the agenda of the second day. Ashgal informed the participants about the functions of their institution, being largely responsible for the construction and maintenance of Qatar's infrastructure, such as roads, ports, waste disposal, and water & wastewater management.

Subsequently, Saeed Mubarak Al Kuwari, Director of the Industrial Development Department of the Ministry of Energy and Industry of the State of Qatar, met with the delegation.

Besides general economic information regarding Qatar, the delegation was informed about the ambitious and various projects Qatar plans to undertake.

About USD 200bn shall be invested in all kinds of projects in different sectors including education, healthcare, infrastructure, energy and water and housing until the year 2020.

The projects in the energy sector attracted particular interest from the delegation companies as they saw the opportunity to contribute to these ventures through their knowledge and technology, for example, in the field of solar energy.

Furthermore, the delegation was introduced to the Qatar National Vision 2030, a vision that aims to transform Qatar into an advanced knowledge-based economy by 2030, capable of sustaining its own development and providing a high standard of living for its entire population, and for generations to come. In summary, many incentives and reasons were given why to invest in Qatar, such as its developed infrastructure, electricity and natural gas offered at highly competitive prices with no export duties.

The delegation then attended the Project Qatar 2012, the 9th International Construction, Building, Environmental Technology and Materials Exhibition.

In the evening, at the invitation of Mohammad Bin Ahmed Bin Towar Al Kuwari, Vice Chairman of the QCCI, the delegates attended a very special reception, where the ties between the delegation and the QCCI were further strengthened.

A meeting with Majid Abdulrahman Al-Mahmoud, Assistant Under Secretary for Business Affairs at the Ministry of Business and Trade of the State of Qatar initiated the last day's programme. During the talks Marc Hall stressed the significance of the energy sector for Qatar. He also informed the



Saeed Mubarak Al Kuwari, Director of the Industrial Development Department of the Ministry of Energy and Industry of the State of Qatar

present authorities about the energy situation in Germany and stated that Qatar could benefit from the positive and negative experiences Germany has witnessed in the energy sector. Keywords for a successful development in these sectors are, according to him, energy efficiency, particularly in the context of clean energy, and the development and exchange of new technologies, as well as the exchange of experiences.

Michael Heller stated that more transparency would be helpful with regards to doing business in Qatar, for example, information on applications and joint ventures. This was followed by a discussion about how to tender in Qatar as a German company and which institution would be responsible in a



German delegation at HOCHTIEF's Barwa Commercial Avenue meeting room in Doha

respective case. A meeting with Mohammed Abdah, Director of the Transportation and Infrastructure Planning Department of the Ministry of Municipality and Urban Planning of the State of Qatar, concluded the economic delegation to Qatar. In his presentation, Mohammed Abdah underlined the advantages Qatar has, because of its will and vision, political support and its richness in resources. He is firmly convinced that the country will fulfil its ambitious agenda regarding, for example, the projects related to the World Cup 2022 in Qatar.



German delegation meeting Mohammed Abdah (foreground right), Director of the Transportation and Infrastructure Planning Department of the Ministry of Municipality and Urban Planning of the State of Qatar

His Ministry is especially challenged by this highly anticipated international event. Therefore, a transportation master plan has been elaborated upon.

It shall provide construction and expansion of the road network, a metro system, the sewer system and other infrastructural improvements, which will ensure a top quality execution of the event and others to come.

All the visions Qatar has for its future are well on their way to being fulfilled.

Qatar has recognized early that, for the future, it can not only depend on its natural resources, which is why the authorities want to establish Qatar as a central destination for education, finance, tourism and major international events.

The country is witnessing rapid economic development but still needs support, particularly through advanced



German delegation at the Ministry of Business and Trade of the State of Qatar, at the table's front end Majid Abdulrahman Al-Mahmoud, Assistant Under Secretary for Business Affairs

technologies and the exchange of knowledge and expertise, as well as professional trained foreign labour forces, for example, from Germany.

The German delegation organised by the Qatar-German-Business-Forum, under the umbrella of NUMOV, had an excellent opportunity to receive a special insight into Qatar's future plans and to establish business ties with important Qatari political and economical institutions and businessmen.

The visit further strengthened Qatari-German relations and could lead to involvement from the delegation companies in the vast number of projects in Qatar.

Qatar-German-Business-Forum and NUMOV joint stand at the Project Qatar 2012

From 30th April to 3rd May 2012 the 9th International Construction, Building, Environmental Technology and Materials Exhibition Project Qatar took place in Doha.

The fair brought together key buyers and industry leaders looking for the newest technology and the most advanced equipment available on the market. It is the most important event for Qatar's fast developing construction sector and one of the most important construction shows in the Near and Middle East.

The Project Qatar is growing year after year in its size and number of

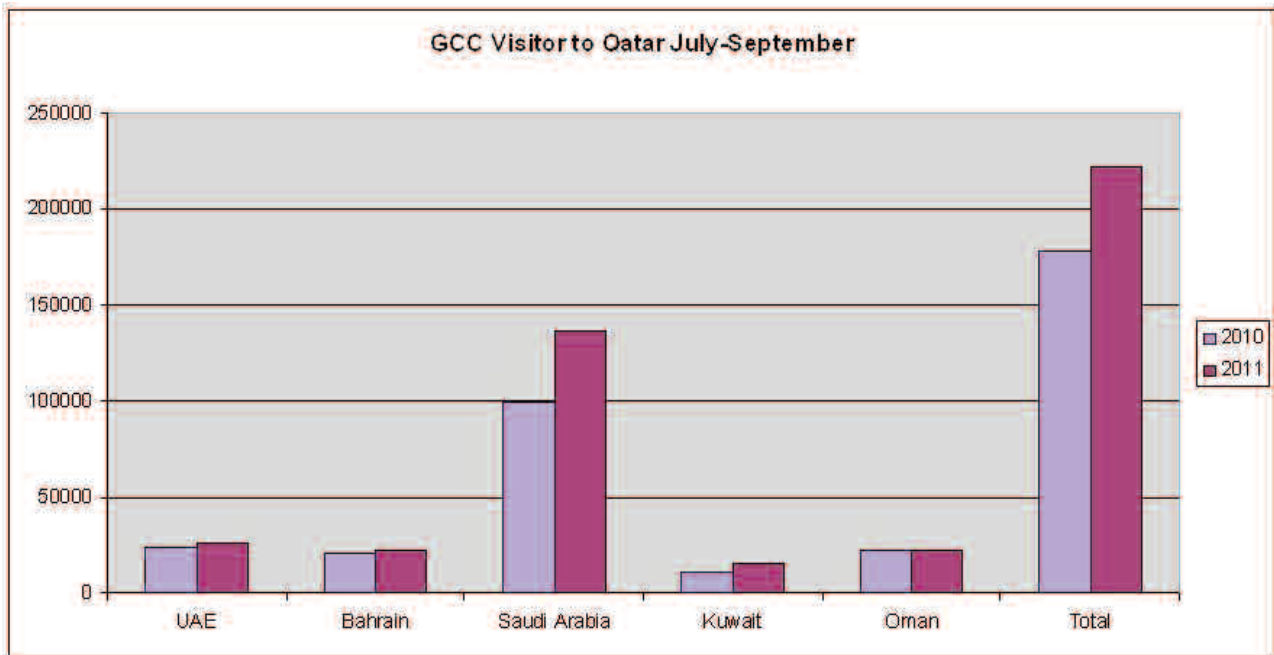
international visitors. The fair was held in five halls spanning an exhibition area of 62,000sqm. The exhibition saw an increase of 25% this year compared to 2011, with participants from 48 countries and an attendance of about 50,000 visitors. 2,083 exhibitors presented their various products at many international pavilions, most notably those of Germany, the United Arab Emirates, Turkey, China, Malaysia and of course also from the host country the State of Qatar. Thereby the Project Qatar 2012 was the largest exhibition ever held in Qatar.

The Qatar-German-Business-Forum under the umbrella of the German Near

and Middle East Association, NUMOV, participated with a joint stand at the exhibition and provided interested visitors from all over the world with substantial information regarding German companies which presented themselves and their respective products. In this way the companies promoted the establishment and deepening of trade and cooperation relations with companies from Qatar and the Middle East.

The Qatar-German-Business-Forum and NUMOV, the German Near and Middle East Association, together with the German companies proudly participated in this event.

Qatar is one of the most popular business and tourism destinations



Source: Qatar Tourism Authority (QTA)

Qatar's tourism sector has experienced steady growth for years and gained an international reputation.

The country has received a number of accolades at the annual world travel awards in Katara. Among other things, Qatar received the awards for Doha as the world's leading business travel destination, Qatar Airways for the world's leading airline (business class), regency travel and tours as world's leading travel agency and Aspire Zone as world's leading sport tourism development project.

The Qatar Tourism Authority (QTA) recently released statistics that indicate a prospering tourism sector. According to these, Qatar has recorded one of its strongest years for visitor numbers.

Visitor numbers from the GCC region particularly increased by an enormous 45% in 2011 compared to the preceding year. There were 845,633 tourists from the GCC in 2011 compared to 582,134 in 2010. Tourist numbers from other Arab countries also increased by 19.1% and

from Europe by 15%. The opening of eight new hotels in 2011, bringing the national total to 74, with number of rooms increasing from 5,974 in 2010 to 11,341 in 2011, demonstrates the growth of the tourism sector. This also shows the increase of hotel-revenues by 19.25% in 2011. Whereas in 2010, the total income of four and five star hotels amounted to USD 640m, they increased to USD 762m in 2011.

The reasons for this good performance are varied. One reason is the role of the QTA. They pursue a future-oriented strategy of high-end tourism focused on the so called "five pillars for tourism": meetings, culture, education, sports and leisure, as well as business oriented tourism. QTA has helped develop Qatar into a leading event destination for conferences and exhibitions.

Another reason is the already high investment in the sector. From now up until 2022, Qatar will invest USD 20bn to 25bn in tourism infrastructure. Most of the investment will be for hotels, parks and entertainment to face the capacity

challenges that may occur in the course of the 2022 FIFA World Cup.

This large investment is possible because of Qatar's large natural gas reserves. In this respect, Qatar saw the signs of the time quite early and began to diversify its economy, investing particularly in the renewable energy and the tourism sector to face future economic challenges.

Qatar's geographical location between Europe, Africa and Asia, is also turning it into one of the most important transport hubs in the world, in which Qatar Airways plays a crucial role.

Prospects for the tourism sector are positive with plans to foster the already existing framework, for example by establishing the state as the main sports event host of the world. The awarding of the FIFA World Cup 2022 is a major success, but no reason for Qatar to stop achieving its ambitions. Qatar's innovative and active tourism sector could therefore be a role model for other Arab countries and enhancing the whole Middle East's image.

Ministry of Economy and Finance to release three-year state budget soon

The Qatari cabinet decided to postpone the release of the new state budget which was due on 31st March 2012. As state budgets can only be delayed quarterly, H.E. Yusuf Hussein Kamal, Minister of Economy and Finance of the State of Qatar, stressed that the postponement period will not exceed the end of next June. Eagerly awaited, the new budget will be the first of its kind containing planned state revenues and spending for the next three years, instead of merely covering the coming fiscal year 2012/2013. Since the one year period always contains uncertainties, analysts and financial experts have appreciated the introduction of a long-term plan as it allows Qatar to allocate adequate financial resources for large scale projects. However, the three-year budget, which is unique in the region as other countries adopt two-year plans at the longest, will continue to be ratified by the Qatari government every year.

While the Ministry of Economy and Finance plans to spend USD 38bn in its current budget for 2011/12, the new budget is expected to be slightly higher. With the world's highest economic growth rate in 2011 and soaring hydrocarbon earnings which make up the biggest part of the country's revenues, Qatar's financial prospects will continue to be positive. The Ministry of Economy and Finance of the State of Qatar will therefore create a budget that allows for a broad scope of government spending.

Focusing on the long term development goals set in the Qatari National Development Strategy (2011-2016), government spending is anticipated to fund education, health, housing, public services, science and technology, strategy investment and infrastructure. Especially in the light of the upcoming FIFA World Cup 2022,

mega infrastructure development projects are expected. According to the NDP, Qatar plans an USD 95bn investment program during 2011-16 supporting the non-hydrocarbon sector in order to make it the nation's growth engine after 2012. The three year share of this amount will be reflected in the new budget. Furthermore, the government plans to support the Qatari private sector, enabling it to play an active role in achieving long term development goals. As far as spending on salaries are concerned, the Qatari government raised wages together with social benefits for the state's civilian employees by 60% and for military staff by 50-120% in September 2011. Planned expenditures in this realm will therefore be higher than in the current budget and, as the next budget will take into consideration the developments of the coming three years, may increase even further.

The delay of the budget is due to a revision of the government accounting system and changes in the way the budget will be prepared. Having previously issued guidelines of the new budget preparation mechanisms, the Ministry of Economy and Finance is working together with 50 ministries and state agencies in order to finalize the budget. Ministries are to estimate their spending in terms of focusing on improving their services as well as meeting their result-oriented objectives within the country's broader development goals. Although it allows the various state agencies and ministries a bigger time frame to prepare their budgetary estimates, financial experts fear that the postponement might send the wrong signals to financial institutions overseas. On the other hand, the delay could indeed have a positive impact, giving the country's decision makers more time to plan and execute development projects efficiently.

QFMA introduces new rules for initial public offerings

Nasser Ahmed Al-Shaibi, CEO of the Qatar Financial Market Authority (QFMA) recently stated that the new flotation rules, "while part of the authority's strategic plan, were a result of intense discussions between QFMA and Qatar Exchange", QE, in order to further consolidate local financial markets and regulate mutual working relationships between companies involved in the listing process. This should help with continued developments in the Qatari capital markets. The new rules regulate initial public offerings, IPOs, and listings for the country's secondary market with the intention of attracting more companies. In addition the set of rules should "encourage newly established small- and medium-sized enterprises to list on the QE", as Nasser Ahmed Al-Shaibi revealed.

In detail, the rules define IPO and listing requirements, stipulate disclosure rules, suspension, cancellation and the re-listing of companies. With these regulations, the QFMA wants to ensure integrity and transparency in the financial markets through strict transparent control methods. Also it wants to generate a competitive framework for the Qatari market, so it becomes an attractive target for foreign capital. Rashid Ali Al Mansouri, Deputy CEO of the QE, appreciated the new rules and added, that they make the inclusion of many products and investment tools on the exchange possible. Also he feels that they came at the right moment, because the QE was getting ready to launch the venture market into the new listing and IPO rules of the secondary market. With the strengthening of the small- and medium-sized sector companies through the new rules, the QE hopes to create jobs, attract more revenues and raise the value of the companies on the stock market. Also these new regulations will adopt world standards based on global best practices in the financial market. The new flotation rules mark yet another step to the diversification of the Qatari economy.

Qatar presents bid for Doha Olympic and Paralympic Games 2020

In the minds of many, Qatar is a land of oil, gas and luxury. Some might add sun and sand but hardly anyone could claim that the first idea to spring to mind when hearing about Qatar would be sports. But in the not so distant future, these very clichés are set to change as H.H. Sheikh Tamim bin Hamad Al Thani, Heir Apparent of the State of Qatar and President of the Qatar Olympic Committee recently presented Doha's bid to host the 2020 Olympic and Paralympic Games to the Association of National Olympic Committees (ANOC) in Moscow. Doha's bid



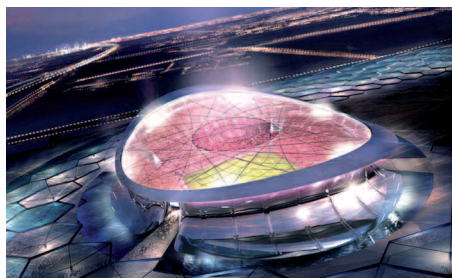
H.H. Sheikh Tamim bin Hamad Al Thani, Heir Apparent of the State of Qatar and President of Qatar Olympic Committee presents Doha's bid to host the 2020 Olympic and Paralympic Games

aims to create opportunities in business and sports by setting up sport programs and facilities that will benefit the whole region and strengthen the understanding between the Middle East and the international communities.

To achieve this aim, the committee has submitted concrete plans to design the infrastructure and environment for the Games. As part of Qatar's general goal to emerge as a leader in hosting sporting competitions, it is investing in developing the necessary infrastructure for the sport venues, the athletes as well as for the sports fans. Currently, 91% of the required sport venues are already built, budgeted or in planning. The Olympic Games Centre would be within 15 km from all competition venues. There would be a high performance training centre for female athletes, the first of its kind in the region. Within a 15 km radius there are also hotel facilities with 50,000 units. Therefore Doha's infrastructure would enable participants to travel from the games centre to every single

competition venue in less than 21 minutes.

But as with all events like this, challenges inevitably arise, the biggest of which in the case of Qatar is inarguably the country's very hot climate. The athletes require ideal conditions and great sporting performances can therefore only be expected if the temperatures inside the respective facilities can be kept at bay. For this to happen, Qatar has chosen a highly sustainable approach in the planning and building of the sports sites. When visitors from all over the world gather at



Planned Lusail Iconic Stadium

the Lusail Iconic Stadium to witness the Olympic opening ceremony, they will do so in a state-of-the-art environment the temperature of which will be entirely regulated without any kind of CO2 emissions. In this regard, the whole stadium will be surrounded by solar panels that will also provide energy for neighbouring buildings when the stadium is not in use.

The feasibility of these kinds of projects has been proven during former events such as the Pan Arab Games 2011. If Qatar's bid is successful, it would

surely further enhance a development that has been on its way for some time now. Qatar and its neighbours are attracting more and more sport events of global reach. Take for example the Formula 1 GP in Bahrain or the FIFA World Cup 2022 in Qatar.

The envisaged dates for the Olympic Games are from 2nd to 18th October 2020 and the Paralympic Games from 4th to 15th November 2020. The opening and closing ceremonies would be staged in the new Lusail Iconic Stadium, where the opening ceremony and the final match of the 2022 FIFA World Cup are set to take place.

Qatar's economic diversification is evolving all the time and an end to this development is not in sight. Hosting the two biggest single events in world sports within only two years would surely send out a positive signal to the region and the global community, highlighting Qatar as a destination for sporting excellence.

Qatar plans to expand water reserves and focuses on water security

Qatar General Electricity & Water Cooperation (Kahramaa), responsible for Qatar's water supply, has launched a new programme to confront the challenges of ensuring water security. Better management, an upgrade of the supply network, a minimisation of leakages, the installation of meters and a greater application of treated sewage effluent (TSE) will contribute to improve Qatar's water capacity and offer various business opportunities. Water is without a doubt the rarest and most valuable resource in the Gulf region. Due to its arid desert climate, Qatar experiences high temperatures, high evaporation rates and high relative humidity. Rainfall amounts to less than 130mm annually and is generally unpredictable and erratic. Qatar has no permanent rivers, therefore, groundwater derives from rainfall, which is the country's main natural water resource. At the moment 99.9% of potable water is generated from desalinated seawater and only 0.1% comes from underground aquifers.


These geographical circumstances as well as rising water demand make water security a priority in Qatar. Qatar's expanding industry and growing population have led to increased water consumption. At a level of 447 litres per person daily, the per capita water usage is one of the highest worldwide. In 2005, the agricultural sector required 59% of the water withdrawal, the municipalities 39% and the industrial sector 2%. Water consumption has amounted to 235m g/d in 2011 and by 2020 water demand is expected to reach 361m g/d, which signifies a growth of 10% a year.

In general, the most important source of water withdrawal is groundwater with 49%, desalinated seawater with 41% and reused treated seawater with only 10% according to the latest available figures of 2005. In the coming years, the importance of sewage treatment as a source may increase. This recycling process helps to increase water supply and to protect the environment as well as potable water reserves. The most important source for potable water supply is desalinated seawater, which is

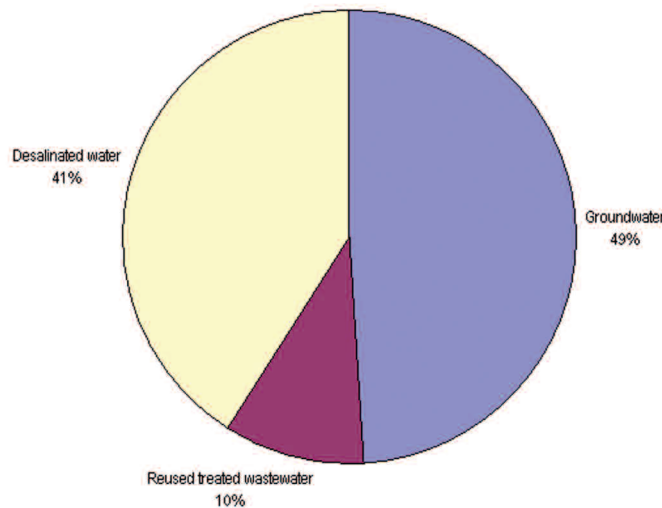
Furthermore, new storage reserves will be built to increase Qatar's storage capacity to up to 5 days of supply. During the last few years, the size of water reserves has dropped as a consequence of Qatar's growing population, expanding industry and rising individual consumption. A sufficient level of water reserves is crucial to ensure water security. Therefore Kahramaa will use underground aquifer storage and identify locations for storage to improve overall water reserves.

Compared to 2007, when 33.5% of water was lost in the system, this amount was reduced in 2010 to 10.4%. Nonetheless Qatar plans to further increase the efficiency of the water network. The implementation of better water network management, installation of meters and a water loss control are other measures aiming to improve Qatar's water capacity. By detecting leaks in the network and reducing the

amount of non-revenue water, new technologies will contribute to this greater capacity.

In summary, Kahramaa follows a five-point strategy: firstly to develop new resources, to avoid shortage situations, to ensure water security, to control water losses and finally to guarantee high water quality. Furthermore, Kahramaa intends to integrate more of its customers, to reduce the overall water demand and to promote conservation awareness. These schemes also integrate the private sector, which is encouraged to invest in Qatar's water network, facilities and the improvement of its water management. 

Water withdrawal by source
Total: 0.444km³ in 2005



Source: FAO United Nations

treated by seven desalination plants in Qatar. Four desalination facilities are located in Ras Abu Fontas and the remaining three plants are situated in Ras Laffan. In total, Qatar's desalination facilities have a capacity of 325m g/d. These facilities are supplemented by small-scale reverse osmosis plants, which help to supply rural areas.

In addition, Qatar is equipped with eight underground wellfield stations producing 45,455cbm a day. To meet the demand of potable water, Kahramaa has decided to expand its existing desalination plants rather than to construct new facilities.

Largest project finance transaction

The Barzan gas project set a landmark in the year 2011 with a closing deal of USD 10bn in December 2011. The Barzan gas development deal, being the last to close in 2011, was the largest of its kind, accounting for almost half of the USD 23bn in project financing that was raised in the Middle East last year. The successful completion of this deal can be seen as a positive sign for project financing in 2012.

Barzan attracted about 30 lenders including German lenders KfW, banking group, Siemens Financial Services and West LB and around ten local banks, the total number being well above the usual involved in the finance centre project.

The Barzan gas development is part of the plan to increase Qatar's use of natural gas from the North Field. It will be used to fuel Qatar's power plants in order to meet rising demand for electricity.

Initially, the projects target was 1.7 bn cubic feet a day (cf/d) however it has quadrupled with plans for six gas trains that are set to be developed by 2015. The first USD 1.7bn phase alone will deliver 1.7bn cf/d of gas by 2012. A further 1.8bn cf/d will be delivered by the USD 2bn second phase in addition to 2.5 billion cf/d of the third phase, with a cost of USD 3bn.

The original completion date of 2016 has been revised to the end of 2021.

For more information on the:

Inauguration of the Barzan Gas Project please see QGBF 1/2012, page 18.

Qatar General Electricity & Water Corporation orders Siemens Smart Metering Solution

In the wake of global climate challenges, energy efficiency has become the core interest of environmentally responsible energy companies. For a long time, Siemens, especially within its Siemens Infrastructure & Cities Sector and its large environmental portfolio, has managed to establish itself as a supreme partner for setting up intelligent power supply networks (Smart Grids).

Siemens' long earned expertise in this field will now be transferred to yet another infrastructure project. The ever prosperous economy of Qatar allows for growing investments in the country's infrastructure thus further contributing to the growth of the country's economy. However, with large growth rates new tasks arise. This is also true for Qatar's energy sector. In Qatar, energy demands are and will continue to rise. By investing in a turnkey smart metering solution worth USD 10m, the Qatar General Electricity & Water Corporation (Kahramaa) seeks to manage these rising demands more efficiently. The metering system shall be put to use in a project testing the energy demand management during peak load periods. Furthermore, the system is supposed to help Kahramaa to smoothen the billing process with its customers, which in turn allows for them to use energy more economically and thus more efficiently.

The envisioned project will be implemented in three districts of Doha with a scheduled implementation time that will run until May 2013. Siemens will not only provide the system but will also install it at the location. The core of the system consists of meter data management (MDM) software called EnergyIP which was developed by software specialist eMeter in

California and which has formed a part of the Siemens smart grid portfolio ever since its eMeter acquisition in December 2011. With this system large amounts of data can be efficiently read, processed and submitted for billing. Large data volumes can also be collected and during the Doha project Siemens is preparing to set up 100,000 metering points. Therefore 17,000 Smart Meters will have to be installed, each equipped with consumption data recording modules for electricity and water and also GPS modules for the sake of localizing the individual metering points.

The Qatari order also includes a modern broadband powerline communication network by which the core grid elements will be linked to an existing fiber optic network for the 66 kilovolt transformer substations in the city area. Siemens will take into consideration the existing Kahramaa IT back office system and respectively adjust their Smart Metering solution to it, an effort without which an improvement of the billing process would be impossible.

For Siemens, the Qatari investment bolsters their environmental portfolio which in 2011 earned them nearly USD 30bn. Additionally, they managed to reduce the CO2 emissions of their customers by 320 million tons. Or, to put in more comprehensible terms, the amount of CO2 that is at the same time emitted into the polluted skies over Berlin, Delhi, Hong Kong, Istanbul, London, New York, Singapore and Tokyo.

With an efficient Smart Grid solution, Qatar is taking yet another step to meet its rising energy demands and to prepare for the future, through the establishment of a sustainability improving system.

3rd International Agricultural Exhibition (AgriteQ) in Qatar

From the 13th until the 16th of March 2012, the third International Agriculture Fair in Doha took place under the patronage of H.H. Sheikh Tamim bin Hamad Al Thani, Heir Apparent to the State of Qatar. Hosted by the Seqia Company for Trading and Contracting, the exhibition was opened by H.E. Abdullah bin Mubarak bin Aboud Al Moudadi, Minister of Environment of the State of Qatar.



H.E. Abdullah bin Mubarak bin Aboud Al Moudadi, Minister of Environment of the State of Qatar opens Qatar third International Agricultural Exhibition

the environment distinguished this exhibition from those that preceded it. The participants, exhibits and product quality had clearly been carefully selected and were well-targeted to the investment sector, including the participation of the Chamber of Commerce and Industry of Qatar. An emphasis was placed on vegetables, palm trees and various fruits that suit the environment and climate of Qatar.

NUMOV, the German Near and Middle East Association, participated with an exhibition stand at the fair, providing all interested Qatari visitors with important information regarding German companies who had chosen to be represented at the German NUMOV joint pavilion.

The exhibition provided a good opportunity to exchange experiences, ideas and successful experiences in the agricultural sector as well as searching for solutions for the most effective ways and means to achieve prosperity in this sector. It was also a good opportunity to showcase the latest systems, techniques, technology and equipment being used in modern agriculture around the world. This included agricultural machinery, modern irrigation systems, agricultural inputs, animal sciences, poultry and fish breeding. The requirements of the food industry, specific areas of animal production, veterinary science and bee breeding were also on display next to new technology and the latest innovation that has been achieved in the agricultural world.

This year participants from more than 67 countries took part, with many international pavilions, most notably those from Germany, Bulgaria, Greece, Cyprus, Turkey, Costa Rica, Holland, Ukraine, Pakistan, Finland, France, UAE, Saudi Arabia, Egypt, Yemen, Kuwait, Syria, Lebanon, Bahrain and Sudan.

The fair was held in the exhibition pavilion garden and included a special section for agricultural consultancy offices, providing information about projects and investment opportunities in the private agricultural sector around the world. Other events such as seminars and lectures on various sectors concerned with agriculture and

Traditionally, Qatar relies on importing 90% of its foodstuffs for its population of around 1.8 million people and this costs the country around USD 1.3bn per year. While domestic agriculture only supplies 0.1% of Qatar's gross national product, it has over 65,000 hectares of arable land available. However, due to water scarcity and a small labour force, Qatar's agriculture only ever reaches 10% of its total capacity. In order to meet this growing challenge, Qatar has decided to enact several strategies to expand this industry and reduce its import dependency. New and improved technology and management is at the centre of its plans and it is expected that new measures are called for including the construction of an agro-industrial.

Subsequently, further investment and exposure to developments in the agricultural sector are important in maintaining and improving levels of efficiency and sustainability in order to secure Qatar's food supply by its target date of 2023. 



NUMOV joint stand at the 3rd AgriteQ Qatar

IMF concludes Article IV consultation in Qatar: Outlook positive for the Qatari economy

Over the last few years the Qatari economy has seen the most impressive growth figures across the entire Gulf region. In every regard the Qatari economy appears healthy and dynamic, a trend which certainly looks set to continue in 2012. The International Monetary Fund (IMF) recently completed an Article IV Consultation in Qatar, a detailed report investigating all aspects and make-up of the Qatari economy and providing a comprehensive overview of possible future risks and an overall prospective outlook. The IMF identified as main risks to Qatar's economic prospects fluctuating global oil prices – a decline in which could be detrimental to the Qatari economy – and possible disruptions in LNG transportation; the IMF did emphasise, however, that Qatar has a significant financial cushion that is certainly sufficient to weather disruption in the short- and medium-term. Overall, the IMF believes that the outlook for the Qatari economy is very positive and that economic growth will be spurred on by continued high levels of LNG exports and increased government spending. Based on the impressive growth figures for 2011 and equally impressive financial surplus, all indicators are pointing to a successful financial year for the Gulf state.

The IMF identified in its report areas where Qatar could improve and these factors included careful inflationary management by the Qatar Central Bank (QCB), further developing the financial sector, the development of a fiscal policy unit and improving economic statistics. Some of these factors, for example improved data collection, can still be viewed in a positive light, as they are not inherent or arbitrary properties of Qatar or its economy, which means

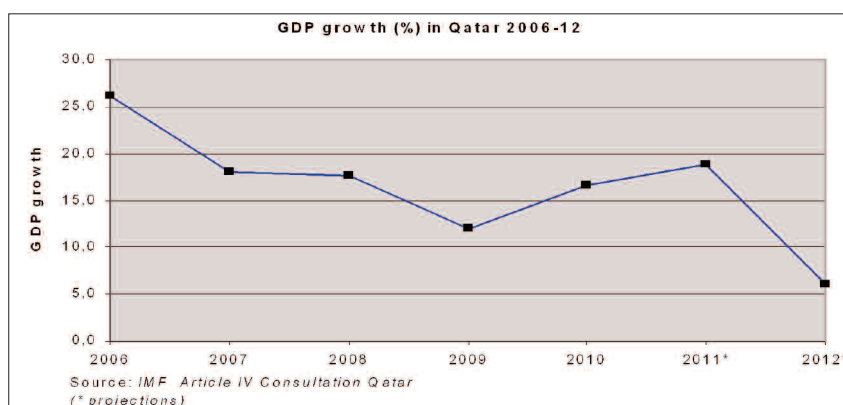
they should be, in theory at least, relatively easy to correct. More accurate figures could be gained from a more efficient data collection process. This would help with more accurate policy and budget decision-making processes. While not identified as a weak point by the IMF, the financial sector in Qatar will need to continue its stringent monitoring procedures in order to keep on top of changing inflation rates.

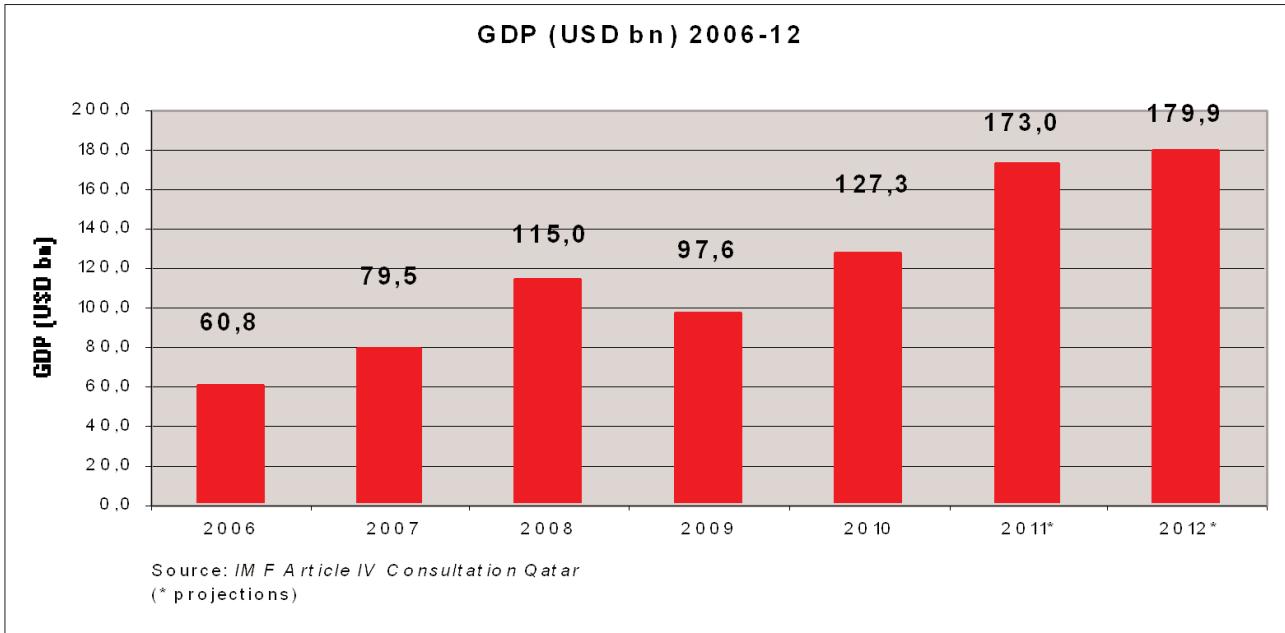
IMF figures estimate that GDP growth in Qatar has reached 19% in 2011, up from 17% in 2010. This growth was largely driven by Qatar's liquefied natural gas (LNG) exports; LNG production levels in Qatar are the largest in the world. Both current (trade balance) and fiscal account balance remained in surplus in fiscal year 2010/11, totalling 28% and 2.7% of GDP respectively.

Regarding economic growth in Qatar in slightly more detail, we see that the Gulf state weathered the global economic crisis well. A strong financial sector, a large financial buffer due to huge-scale LNG exports, and quick safeguarding action by the government all helped the country to emerge from the crisis in a stronger position than its European counterparts. This is clearly illustrated by the economic

growth rates, pre-, during, and post-crisis. Regarding the graph below we see that throughout the crisis GDP growth remained strong in Qatar. And while this growth is set to moderate to around 6% in 2012, this is still a strong economic performance considering that most LNG projects are already online and hydrocarbon production is set to plateau. In terms of total GDP revenue (see graph opposite) we also see that although growth will dwindle in 2012, GDP revenues are still set to rise. This figure is set to reach just under USD 180bn in 2012, an increase of around USD 7bn from 2011. This would also mean that GDP revenues will have tripled from 2006, from a level of just over USD 60bn.

Qatar's economy can be characterised as hydrocarbon driven. Hydrocarbon exports are the single biggest contributor to GDP and form a pillar of the economy. The Gulf state also has a booming project market; project volumes are spiralling, particularly in the infrastructure and energy sectors. The banking sector in Qatar also plays an important economic role. This sector is dominated by Qatar National Bank (QNB), whose continual success has helped turn Qatar into a financial hub. Perhaps in





this sector more than the others, particularly amidst fears of overspending when it comes to planned project investments, there is the most room for improvement. Banks need to up lending to small- and medium-sized businesses and support this segment.

Qatar is home to the third largest proven gas reserves in the world, and, as mentioned, is the world's largest producer of LNG. While the future of Qatar's hydrocarbons industry may not appear in jeopardy, particularly with regard to the statistics, production levels are beginning to peak and more and more LNG projects are being realised. Most estimates believe Qatar's LNG and hydrocarbon exports will sustain its economy for another ten years or so, but after this period Qatar will have to concentrate on diversification to plug the deficit.

Qatar is currently in the economic ascendancy. The combination of its LNG coming on-line at such a rapid pace, indeed becoming the world-leader in LNG exports, coupled with its massive infrastructure expansion plans goes a long way to explaining the economic growth figures, revenues and surpluses of the Gulf

state. However, as LNG production reaches its maximum threshold, as its large-scale infrastructure projects are tendered and completed, it is likely that this boom period will turn to one of diminished economic growth or even stagnation. The reasons for this are simple: firstly, economic growth is fuelled by increases in production levels and when these level out then so will the economic growth; secondly as the project market begins to contract, the level of FDI and also jobs resulting from the numerous projects will also decline. The Qatari government is well aware of this risk and with sound financial planning these problems will be averted. Crucially, Qatar still has time to put in place a sustainable economic framework; most projects will keep investment flowing into Qatar for the next decade (FIFA World Cup 2022). When compared with its European counterparts, Qatar has both the financial means and time frame to realise this goal – it is mainly a question of implementation.

As with many countries in the region, economic diversification is still a pressing matter in Qatar and remains a key priority for policy-makers. For the most part, economic diversification in Qatar equates to

decreasing its hitherto dependency on hydrocarbon revenues and more efficiently exploiting secondary revenue streams. It is manifold that if Qatar is to achieve this reduction in hydrocarbon dependence the Gulf state must find alternative sources of income. Diversifying its economy would equip the country with a sounder financial basis for sustainable economic growth and in the current climate of fluctuating oil prices the importance of economic diversification cannot be ignored.

In summary, it is manifold that the Qatari economy and its economic prospects are healthy, and the IMF believes this will continue to be the case at least in the short- and medium-term. This belief is founded on the fact that Qatar's hydrocarbon revenues will more than likely continue to supply the country with considerable financial means, granting it the financial freedom to realise large-scale projects, and, possibly more crucially, to diversify its economy. Looking further ahead, economic diversification, as mentioned, will be among the most important goals for Qatar moving towards its National Vision 2030 – the master plan aiming to transform the Gulf nation into a modern, diversified and sustainable economy.

USD 1.23bn Doha port contract for MEDCO

The Middle East Dredging Company (MEDCO) has succeeded in securing a USD 1.23bn contract for the New Doha Port Project in Qatar. The agreement was signed by Abdulaziz Mohammed al Noaimi, Chairman of the New Port Project Steering Committee, under the Government of Qatar and Abdulrahman Abdullah Abdulghani, Chairman of MEDCO.

The contract includes the dredging of a 20km long access channel including the basin as well as land reclamation with the dredged materials of around 4.5km² for the construction of a Naval Base. Additionally, two outer breakwaters at both sides of the channel are planned. Work on the project started March 2012 and is planned for completion in 2016.

The contract with MEDCO is one of the two major concluded contracts so far. According to Nabil Al-Bouenain, Executive Director of the New Port Project, a total of USD 2.33bn has been spent on 15 separate projects. In the coming years, about 17 contracts will be issued before the posts completion in 2016. Projects in infrastructure will be exclusively awarded to Qatari firms and foreign partners with a Qatari share of no less than 51 percent, added Nabil Al-Bouenain.

The New Doha Port is located between Al Wakrah and Masaeed in the South of Doha. The New Doha Port project is a major gateway to Qatar. It is expected to meet expanding trade needs and rising container traffic. Additionally, it will be capable of handling cargo traffic, vehicle imports, livestock imports, bulk grain imports, offshore support vessels, cruise vessels, coastguard vessels and a marine support unit.

QP and QAPCO agree on the development of a mega-petrochemical complex



H.E. Dr. Mohammed bin Saleh Al Sada, Minister of Energy and Industry of the State of Qatar and Chairman and Managing Director of Qatar Petroleum (QP) together with Hamad Rashid Al Mohannadi, Chairman of QAPCO

In February 2012, H.E. Dr. Mohammed bin Saleh Al Sada, Minister of Energy and Industry of the State of Qatar and Chairman and Managing Director of Qatar Petroleum (QP) signed an agreement with Hamad Rashid Al Mohannadi, Chairman of Qatar Petrochemical Company (QAPCO). The contract comprises the development of a mega - petrochemical complex with an estimated value of USD 5.45bn in Ras Laffan Industrial City. The completion of the project was set for 2018. QP is the major stakeholder with 80% of equity interest and QAPCO takes up the remaining 20%. Both companies have worked hard in the past to diversify the use of Qatar's natural gas and in this way, have strengthened their partnership over the course of years to make the development of this mega project possible today.

According to H.E. Dr. Mohammed bin Saleh Al Sada, Minister of Energy and Industry of the State of Qatar, the complex marks a major milestone in the industrial improvement of the State of Qatar and in particular, its petrochemical industry. With this step, Qatar will likely become a major global petrochemical producer and will face the continuously growing global demand for petrochemicals. For Hamad Rashid Al Mohannadi, Chairman of QAPCO, the complex is a great example for Qatar's long-term strategy to extract optimal value from its abundant natural gas resources. With this project Qatar further secures its demand for

petrochemicals, primarily from the production of construction chemicals, needed for the vast amount of building projects.

With the implementation of the new complex, the annual production of 10m tons of chemicals and petrochemicals will rise to approximately 23m tons annually by 2020. The plant will include a large-scale steam cracker, which will split various raw materials delivered by the Ras Laffan gas plants. In detail, the plant is expected to produce 1.4m metric tons of ethylene, 850 thousand metric tons of high-density polyethylene, 430 thousand metric tons of linear low-density polyethylene, 760 thousand metric tons of polypropylene and 83 thousand metric tons of butadiene per annum. Such products will be mainly exported to high-growth markets in Asia, Africa and Latin America.

Qatar has developed into a noteworthy chemical and petrochemical producer over the last few years and has gradually expanded its range of products. As a result, the country is less dependent on chemical imports. Remaining imports are made up of 10% from Germany, with a focus on speciality chemicals. The development of the mega-petrochemical complex is yet another indicator of Qatar's outstanding, fast-growing economy, its farsighted strategy of economic diversification and sustainable and optimal utilisation of its own natural resources.

Qatar's green-minded strategy for alternative and sustainable energy sources

Like many of the GCC states, Qatar's energy production is highly reliant on crude oil and gas. Qatar has one of the highest emissions per capita in the world and is committed to reducing this impact. Despite the country being one of the leaders in the oil and gas sector, there is a growing interest in tapping alternative and sustainable sources of energy like solar and wind.

At the inaugural 2012 Doha Brookings Conference for Energy in February, H.E. Sheikh Hamad bin Jassim bin Jabor Al Thani, Prime Minister and Minister of Foreign Affairs of the State of Qatar, touched on this issue in his speech. For him it is a key future task, not only for Qatar, but for all the GCC members to find post-oil strategies. He believes that a part of the oil revenues should be invested in scientific research for clean energy. He also believes that each of the GCC countries has to work multilaterally to achieve a mutual substantial concept that addresses the developmental needs of the region for the next five decades. He stated that the significance of oil will decrease as reserves run out and that a cheaper and less environmentally harmful alternative has to be found.

A transition to clean energy is not only a moral responsibility for future generations, but also a guarantor for sustainable development, according to H.E. Sheikh Hamad bin Jassim bin Jabor Al Thani. Discussions about the energy price level should be taken out of consideration, because these are market-controlled. One should rather focus on strategies for the post-oil phase. He further stressed that the GCC countries should follow the example of the efforts made by several European industrial countries such as Germany.

They must act as guidance to what the next step should be. H.E. Sheikh Hamad bin Jassim bin Jabor Al Thani concluded that the future in the next thirty years will belong to clean and sustainable energy

and that he trusts in the abilities of the GCC to take the right steps in developing an energy sector that will benefit the region.

The 2012 Doha Brookings Conference for Energy was not a standalone effort by the Qatari state regarding renewable energies. Numerous endeavours have been made in the last few years and will continue to be made in the future. For example, Qatar Solar Technologies (QST) will establish the first production facility for high-purity solar polysilicon through an investment of USD 500m. Production is scheduled for the third quarter of 2012.

Vodafone Qatar Q.S.C. and Alcatel-Lucent have established several projects in Qatar, like the first hybrid powered base station in Qatar, using solar and wind energy, which has been connected to the grid since 2010, as well as plans for replacing diesel stations with hybrid units.

Clean energy will also be used in various ways for the 2022 FIFA World Cup. Solar energy will provide air conditioning in five stadiums and at fan zones, as well as in the training facilities. To ensure the required energy will be sufficient, bio-fuel generators will contribute to the energy supply.

Projects like a joint study to test solar energy technologies and their implementation in Qatar as well as schemes for the construction of a solar-powered desalination plant, are two more examples of Qatar's efforts in the renewable energy sector.

Other indicators of Qatar's commitment in this field are several conferences and summits regarding clean technologies, for example the above mentioned 2012 Doha Brookings Conference for Energy. Another theme-relevant event was the 3rd annual Qatar Alternative Energy Investors Summit in Doha. The summit was an excellent opportunity for potential

investors to meet with leading industry investors and discuss strategies and business models in the alternative energy sector.

Additionally, participants gained an insight into the perspectives of renewable energy generation in Qatar. Regarding these matters Qatar is also the host of quite a few exhibitions in 2012, for instance the Energy Qatar exhibition which will take place from 6th to 8th November 2012 in Doha. The fair wants to support new environmentally friendly products and technologies in electrical engineering, power generation and distribution sectors and to set trends for future innovations in these sectors. Concurrently the Qatar Sustainability Conference will take place, introducing alternative energy solutions and green technology through discussions and workshops.

Furthermore, the ECOQ Qatar International Environment Protection Exhibition will take place from 13th to 15th November 2012 in Doha, where international exhibitors show new technologies, products on environment protection and sustainable energy. In this timeframe additional public environmental awareness campaigns and events are planned.


In summary, it can be stated that efforts are being undertaken in Qatar to transfer the oil and gas based energy production to one based on clean energy. Extensive projects, exhibitions, construction projects, conferences and as an example the speech of H.E. Sheikh Hamad bin Jassim bin Jabor Al Thani at the 2012 Doha Brookings Conference for Energy, stress the distinct commitment on the part of Qatar to develop a strategy for clean and renewable energy. In this way, Germany should also pursue and reinforce business relations to ensure an exchange of know-how, technology and experience within this sector, which will be of high importance for both countries. 

Qatar Science and Technology Park investments

Qatar Science & Technology Park (QSTP) is an increasingly important business and innovation hub. Annual investments worth USD 206m underline the significance of Qatar's "Silicon Valley" and its commitment to develop a knowledge economy.

QSTP is located at Qatar Foundation (QF) and was established almost four years ago. The centre embraces entrepreneurship, applied research and innovation and additionally has access to research universities. QSTP hosts 48 local and international companies with almost 8,000 employees. As a business and research hub QSTP supports the exchange of ideas, knowledge and expertise among global and local players. In the framework of the Qatar National Vision 2030 small companies, international corporations as well as research institutions initiate new projects. There are various fields of activities such as energy, environment, health sciences as well as information and communication technologies.

German companies and research institutions are increasingly engaged in the QSTP. Among other companies Siemens maintains a strong partnership in various fields with the Qatar Foundation and promotes research as well as business cooperation. Siemens supports and contributes to Qatar's ambitious infrastructure projects. Furthermore, the German Fraunhofer Institute IWS for laser and surface technology works closely with QSTP in terms of the "solar carbon black" research project, which focuses on the development of a solar cracking reactor.

Particularly the field of solar energy and renewable resources in general is an important cornerstone of research projects and pioneering innovations in the QSTP. All in all, QSTP strongly encourages research and development of new technologies focusing on environment friendly solutions. 

The International Centre for Sport Security (ICSS) signs MoU with Germany's Institute for Fan Culture



f.l.t.r.: Hassan Al-Thawadi, General Secretary, Supreme Committee, 2022 FIFA World Cup Qatar; J Parrish, Director of Global Sports, AECOM; Dr. Danny Jordaan, Chief Executive Officer, 2010 FIFA World Cup South Africa; Leonard McCarthy, Integrity Vice President, World Bank; Alan Rothenberg, Premier Partnerships and former Chairman and CEO, 1994 FIFA World Cup USA; Tim Sebastian, Founder and Chairman of the Doha Debates

The Doha-based International Centre for Sport Security (ICSS) has signed a Memorandum of Understanding (MoU) with Germany's Institute for Fan Culture (IfF) at the Qatar National Convention Center. The announcement of the signing was made at the 2nd International Sport Security Conference which took place from the 14th to the 15th March in Doha and brought together over 300 key decision-makers and experts in sport from all over the world.

The ICSS, a non-profit sports security organization, aims to support event organizers to stage safe sporting events. It is based in Doha, Qatar, given the fact that Qatar is emerging as a hub for global sporting events including the 2006 Asian Games, the AFC Asian Cup Qatar 2011, the 2011 Pan Arab Games and the upcoming 2022 FIFA World Cup. In particular for the latter, the ICSS signed a MoU with the Qatar 2022 Supreme Committee to support safety and security planning, capabilities and infrastructure in November 2011.

Helmut Spahn, Executive Director of the ICSS and Head of the Security for the 2006 FIFA World Cup in Germany,

stressed that it is essential to understand the motivation and thinking of different fan groups taking into account that fan culture itself differs by sport and by global region.

Therefore, research into fan culture is necessary in order to proactively reduce abusive behaviour at sporting events. The Institute for Fan Culture (IfF) is an academic institution carrying out research that explores the psychology and behaviour of fans around the world.

It is led by Professor Harald Lange from Department of Sport Science at the University of Würzburg and Co-Founder Martin Thein, bringing together leading academics from the field of sociology, political science, criminology and social psychology as well as sport experts.

Speaking at the signing of the MoU Mohammed Hanzab, President of ICSS, concluded that the research collaboration with IfF will provide an important step to understanding sports fans around the globe and what influence politics and society have on their behaviour in order to enhance safety and security in the world of sport. 

First GCC Film Festival in Qatar

From 23rd February to 1st March 2012, the Ministry of Culture, Arts and Heritage of the State of Qatar has invited interested people to attend the inaugural GCC Film Festival in Doha. Qatar's film industry is emerging and H.E. Dr. Hamad bin Abdulaziz al Kuwari, Minister of Culture, Arts and Heritage of the State of Qatar, opened the festival with a speech.

He stated that cinema is an important and an indispensable art form and that Qatar hopes to host many such similar occasions in the future. According to him, Doha is the proper place to host the event as a GCC member, because the city has a robust infrastructure and deep and multifaceted cultural aspirations. Through the festival, he hopes that in the next years more young and ambitious filmmakers participate to foster Arab cinema in general and thereby establish a more positive cultural image of the whole GCC region, which has experienced a departure in cultural activities and especially in cinematic production in recent times.



Shorooq Shaheen (r.) receiving the Best Documentary Award at the GCC Film Festival from H.E. Dr. Hamad Bin Abdulaziz Al Kuwari, Minister of Culture, Arts and Heritage of the State of Qatar

The festival screened a wide variety of short films and documentaries, as well as longer running feature films from the participating countries Qatar, Bahrain, Saudi Arabia, UAE, Kuwait and Oman. Every country showcased four films, each with two feature films and two documentaries. At the end of the festival there was also an award ceremony, where a jury honoured contributions in the categories: Best Film, Direction, Script, Cinematography, Picture Editing, Best Actor and Honorary Awards for pioneers of

Arabic filmmaking. One of the latter went to a Qatari filmmaker, the late Ismail Abdulrahman al Abbasi, whose award was received by his sons. Qatar's contributions were shown at the opening day with films and documentaries about themes like religious faith, family relations and the Arab Spring. Each screening was followed by a lively discussion with the filmmakers. Also a conference on the topic "Gulf Cinema – Difficulties of the Past and Prospects for the Future" was held.

Every film had English subtitles and thereby allowed English speaking viewers to gain an insight into Arab cinema. Furthermore, numerous Arab stars and artists were invited to the festival, for example Egyptian directors Khalid Yusuf and Khairy Bishara, Egyptian actor Nour Al Shereef and Kuwaiti actor Mohammad Al Mansour. The festival was a resounding success and the organisers are eager to establish the festival as a constant feature in the international film festival calendar, perhaps developing it into something like the "Oscars of the GCC".

New art destination for Qatar's vibrant art scene

At the Pearl-Qatar, a unique and innovative urban development and the centre for the urban and multicultural community in Doha, a new art gallery has opened. The new Anima gallery and lounge will promote the Pearl-Qatar and Doha as a major hub for contemporary artists. It is located at the Pearl-Qatar beach front and covers an area of 570 m². The facility is a concept gallery that showcases art and includes an art education center that doubles as a lounge.

The art education center will host lectures and talks from artists, collectors and professors at the Virginia Commonwealth University Qatar, and collaborations with other universities in Qatar are planned. Furthermore, it will include lessons in painting and sculpture in special classes for women, mixed classes and classes for children. The additional lounge gives visitors the

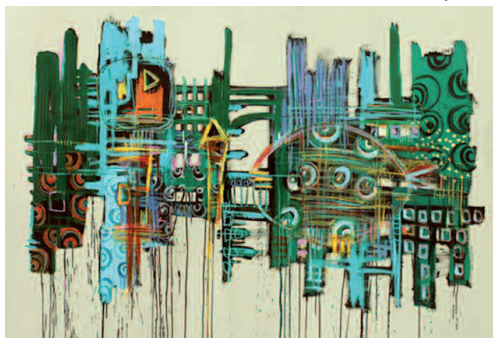
chance to interact by watching art videos and granting access to a range of art magazines and books.

The new Anima art gallery can be seen as an interactive melting pot supporting emerging artists in the country. The inaugural exhibition, that opened its door on 26th March 2012, was entitled: 'Together We Connect'. It showcased an interesting mix of works by international artists such as: Jason Martin, Billy

Childish, Tracy Emin, Bernard Frize and Tom Sachs as well as renowned regional artists as Hassan Hajjaj, Mohamad-Said Baalbaki and Abdulrahman Katanani.

Furthermore, it featured works by three pioneers from the Qatari art scene: Yousef Ahmed, Ali Hassan and Amal al Aathem. Yousef Ahmed uses palm tree paper as the main media while Ali Hassan uses the 28 letters of the Arabic alphabet in his works. Both give a local touch to the global art scene. Works from Amal al Aathem feature women in general.

The opening of a new art gallery can be described as another step to channeling the art movement in Qatar and beyond. By creating spaces where local, regional and international artists can showcase and gather, Qatar establishes itself as a cultural art capital in the Middle East.



One of the tableaux to be seen at Anima Gallery by Manuela Guiragossian

News in brief

Qatar Holding considers acquisition of Costa Smeralda Holding

Qatar Holding LLC (QHL) intends to buy the Costa Smeralda Holding (CSH), a company which manages most of the luxury resorts located on the Emerald Coast – or Costa Smeralda in Italy. While confirmation of the deal is still pending, insiders have no doubts that it will proceed. At the moment, CSH is controlled by Colony Capital with QHL being only a minor shareholder holding 14.3%. Once this has changed, QHL will be in charge of four of the world's top-ranked five- star hotels as well as one of the world's most renowned golf courses. Ever since the Agha Khan bought the 2,300 ha large area, the Emerald Coast has undergone furious development from a landscape characterised by its rough and rocky pastures to one of the world's top addresses for Jet-set tourism.

Qatar Foundation Central Library (QFCL) attracts German experts

The Qatar Foundation Central Library (QFCL) is due to open in 2013. The current portfolio of 150,000 books is intended to rise to 1.5m, including a rich collection of print and digital resources. To organize this significant project Qatar Foundation attracted Claudia Lux, Director General of the Foundation Central and Regional Library Berlin. The Foundation Central and Regional Library Berlin is currently Germany's largest public library with 4.5m books and media and around 1.4m users a year.

The new QFCL will be located close to Doha, the capital of Qatar, in a new 45,000m² building, designed by internationally acclaimed Dutch architect Rem Koolhaas. The state-of-the-art technological facilities will provide schools, universities,

research institutes and various community development organizations in Qatar.

USD 118m mall to be build by Mazaya

Mazaya Qatar for Real Estate Development will build a new USD 118m mall covering an area of 30,000m². Mr. Rashid Fahad Al Naimi, Chairman of Mazaya, said that: "the second half of 2012 will see the announcement of more projects". Furthermore he outlined that the company has started the development of three projects, namely Tala Residence, Sidra village and Marina Mall. Tala Residence involves the development of 346 housing units for the employees of the Qatar National Convention Center and is 100 percent Mazaya owned. The second project, Sidra village is another housing project at a total cost of USD 172m. The third project is the Marina Mall, which will be located in Lusail. Completion of the 57,000 m² project is set to be 2015.

Qatar and Germany sign MoU for archaeological study

Qatar Museum Authority (QMA) signed a memorandum of understanding (MoU) with the German Archaeological Institute (DAI) on a joint archaeological framework in south Qatar. The MoU was signed by H.E. Sheikh Hassan Bin Mohammed Al Thani, Vice Chairman of the Board of Trustees - Qatar Museums Authority, and Prof. Friederike Fless, President of the German Archaeological Institute.

The archaeological excavation and survey shall collect and process new data on the historical, social, economic and cultural role of Qatar in the past and is a measure which will contribute to the preservation and protection of the country's heritage.

Qatar becomes major shareholder of the Dexia BIL

In the past two years, the State of Qatar has been constantly intensifying its economic relationships within Europe and, as was announced recently, particularly in the Grand Duchy of Luxembourg. One of the outcomes of this close cooperation in the field of economy, trade and technology is a contract which was recently signed by a Luxembourg delegation in Doha. While the Luxembourg government now holds 10% of the Belgium-French financial Institution Dexia Banque Internationale à Luxembourg (BIL), the Qatar Emirate is now a 90% major shareholder of the BIL as well as holding shares in the KBL and the Cargolux. This deal exemplifies that economic agreements between European countries and the Arab world are increasingly heading towards a cooperation based on the pursuit of mutual foreign investments and the exchange of technological expertise.

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

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 Fore more Information please refer to: <http://www.qp.com.qa>

Exhibitions

International Exhibition of Toys
 Date: 22nd - 24th May 2012
 Venue: Doha Exhibition Center

HYA Abaya Exhibition
 Date: 2nd - 06th June 2012
 Venue: Doha Exhibition Center

DTF
 Doha Trade Fair
 Date: 1st - 10th July 2012
 Venue: Doha Exhibition Center

25th Universal Postal Congress
 Date: 24th September - 15th October 2012
 Venue: Qatar National Convention Center

INFDEX
 The International Furniture, Design Exhibition and Awards
 Date: 25th - 28th September 2012
 Venue: Doha Exhibition Center

International Exhibition for Pool & Spa 2012
 Date: 26th - 28th September
 Venue: Doha Exhibition Center

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

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Tenders

Provision of services for casing corrosion evaluation and strengthening of offshore wells
 CD: 20th May 2012

Supply of start-up generators on production stations
 CD: 20th May 2012

Multi-product pipeline pigging
 CD: 27th May 2012

Provision of new master drawings for UG services at production stations
 CD: 27th May 2012

Supply of a 250-tonne all-terrain hydraulic crane
 CD: 27th May 2012

Stocking and supply of wellheads and provision of services for onshore operations
 CD: 27th May 2012

Injection compressor station instrument air
 CD: 3rd June 2012

Central traffic enforcement system
 CD: 10th June 2012

Geology reservoir engineering training
 CD: 10th June 2012

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