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H.E. Abdullah Bin Hamad Al-Attiyah Paves the Way to the UN Climate Change Conference 2012 in Doha



H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar

Under the motto: "Matching Ambition with Action" the 3rd "Petersberger Klimadialog" took place in Berlin from 16th – 17th July 2012. Under the Co-Chairmanship of Germany and Qatar, ministers from 35 states, representing the different groups of the international climate negotiations, came together. The summit traced back to the personal initiative of H.E. Angela Merkel, Chancellor of the Federal Republic of Germany, at the climate change summit in Copenhagen in 2009. Since then it has been used to build bridges for international climate

protection. The "Petersberger Klimadialog" especially has the goal to build bridges between the actual actions and the negotiations, so practical experiences to execute climate protection accompany and support the political challenges of climate negotiations. Key themes of the conference were the implementation of the climate targets so far, the transformation to a low-emission-economy as a strategy of modernisation and growth and the new climate protection agreement, which will be negotiated until 2015 and should be implemented from 2020 onwards.

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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

CONTRACTOR



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

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Editorial



Dear readers,

It is a great pleasure to present to you this year's third 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.

In this issue, we report on the latest developments in the project market in the run-up to the 2022 World Cup and the Lusail City mega project is presented. We take a look at some of the technological innovations which could help Qatar on its way to becoming a green economy including a pioneering agricultural pilot project.

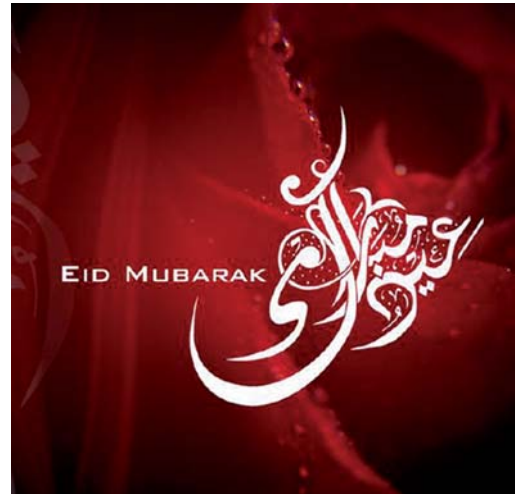
We also keep the reader up-to-date with regards to German-Qatari bilateral efforts, with the recent highlight being the 3rd "Petersberger Klimadialog" summit taking place in Berlin under the Co-Chairmanship of Germany and Qatar. H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar and Chairman of the Administrative Control & Transparency Authority in Qatar, emphasised the global responsibilities with regard to climate change and Qatar's desire to lead the way in green technology, especially because Qatar will host the UN Climate Change Conference in November and December of this year under the Presidency of H.E. Al-Attiyah.

I would also like to congratulate Angelika Renate Storz-Chakarji on her recent appointment as German Ambassador to the State of Qatar.

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



The QATAR-GERMAN-BUSINESS-FORUM wishes all friends a happy Eid!

New German Ambassador to Qatar

Angelika Renate Storz-Chakarji has been appointed the new German Ambassador to Qatar. Her appointment follows a successful term as the German Ambassador to Oman since 2009 as well as previous postings in Paris, Tokyo and in New York as a representative to the United Nations.



Storz-Chakarji joined the German Federal Foreign Ministry in 1979 after completing a law degree at the Universities of Freiburg and Tübingen as well as a Master of Arts in International Affairs at the John Hopkins University in Bologna. Her predecessor Anne Ruth Herkes, who held the Ambassadorship for two years, had previously held posts in Washington and London and in March 2012 was appointed to the position of State Secretary at the German Federal Ministry of Economics and Technology.

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f.l.t.r.: H.E. Angela Merkel, Chancellor of the Federal Republic of Germany; H.E. Peter Altmaier, Federal Minister for the Environment, Natural Conservation and Nuclear Safety of the Federal Republic of Germany; H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar

Showing the importance of environmental issues for Qatar, H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar, attended the dialogue in Berlin as the Guest of Honor and gave, together with H.E. Peter Altmaier, Federal Minister for the Environment, Natural Conservation and Nuclear Safety, "Co-Chairs Summaries" about the UN climate negotiations.

H.E. Abdullah Bin Hamad Al-Attiyah stressed the global character of climate protection and appealed to the need for cooperation in addressing current problems connected with climate change. He reiterated Qatar's position very clearly: "The State of Qatar is committed to supply the world with clean energy." H.E. Peter Altmaier stated during the conference: "Many states already do much for climate protection and the reduction of their emissions, but it is still not enough. We all have to do more together."

According to the Co-Chairs Summaries of H.E. Peter Altmaier and H.E. Abdullah Bin Hamad Al-Attiyah, the urgency to tackle climate change continues to grow. Combating climate change and adapting to its consequences remains a key political priority and needs engagement at the highest political level, because the targets and actions currently pledged remain insufficient to reach the objective of preventing temperature increase.

Thanks to its widespread environmental efforts, Qatar has been chosen to joint-host the 18th Conference of Parties to the United Nations Framework Convention on Climate Change (UNFCCC), plus the 8th session of the Conference of the Parties serving as the meeting of the Parties to the Kyoto Protocol (COP 18/CMP 8), which will take place in Doha, Qatar from 26th November to 7th December 2012.

Speaking ahead of the meeting, H.E. Al-Attiyah, who is also the incoming President of the COP 18/CMP 8, stated that "the State of Qatar will make great efforts to globally promote and implement the green growth agenda at and in the run-up to the conference" and that "the State of Qatar looks forward to welcoming the representatives and members from all over the world who will be attending".

The UN climate summit in Doha will mark a transmission from negotiations, linked to a few states, towards proceedings, that bind us all. The UN climate negotiations need to pick up speed in order to ensure the upcoming UN climate conference in Doha is successful. The conference in Doha

will conclude a package of decisions like the terms of a second commitment period of the Kyoto Protocol and completion of the work of the Ad Hoc Working Group on Long-term Cooperative action, including clarifying the role of climate finance after the fast-start period up until 2020, the start-up of the mechanisms for adaptation and technology cooperation, the setting of rules for increased transparency, and the agreement of a work program for the Ad Hoc Working Group on the Durban Platform with milestones for 2012 and through to 2015.

H.E. Al-Attiyah believes that discussion panels, open dialogues and events receiving global attention will be paramount in moving towards a sustainable future.



H.E. Peter Altmaier, Federal Minister for the Environment, Natural Conservation and Nuclear Safety of the Federal Republic of Germany; H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar

H.E. Angela Merkel, Chancellor of the Federal Republic of Germany stressed in her speech at the event “that all states had to make an effort to cut their carbon emissions – not just states with an ‘historical responsibility’.” She called for the climate talks to move on to old and bitter arguments over equity, and form a common position ahead of the UN climate talks in Doha. H.E. Merkel also stressed the importance of the European Union to show leadership and adopt a second commitment period to the Kyoto Protocol. H.E. Merkel said she is very grateful that Qatar will host the next climate conference and that it is a reflection of our changed world that Qatar has declared its readiness to organize the next climate conference in Doha.

Qatar has achieved a huge economic strength in recent years. Real GDP has almost tripled in just 5 years from USD 60.8bn in 2006 to USD 173.8bn in 2011, mainly thanks to many high-profile liquefied natural gas (LNG) projects coming on-line; the Gulf state’s growth figures continue to impress year after year. However, as production levels begin to plateau, so will revenues, leaving an economic gap needing to be filled. Economically, diversifying its energy mix makes excellent sense for Qatar: alternative revenue streams would secure Qatar’s economic base while

simultaneously creating many new jobs in the green energy sector. Qatar Solar Technologies (QS-Tech), a polysilicon manufacturing plant, is an example of German engagement in the green energy market in Qatar.

The joint venture between the Qatar Foundation, Qatar Development Bank and the German Solarworld AG Qatar Solar Technologies (QS-Tech) has now successfully secured the financing for the project to the sum of USD 1bn. The project will be located in Ras Laffan Industrial City, and the plant will initially produce 8,000 metric tonnes per year of polysilicon, equating to enough solar energy to power around 240,000 homes for an entire year.

Underlining the crucial importance of a sustainable future H.E. Al-Attiyah stated: “The State of Qatar has made environmental development one of the four main pillars of the Qatar National Vision 2030,” the vision aiming at transforming Qatar into an advanced, knowledge-based economy, fuelled by a sustainable green energy sector. Hosting such high-profile events as the COP 18/CMP 8 provides an excellent platform to both advance knowledge with regards to sustainable energy solutions and to raise Qatar’s profile as a future green energy destination.



H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar at the 3rd „Petersberger Klimadialog“

Qatar’s strategy as the host of the summit will be to find out what the positions of the different parties are and to find an agreement between them. In that regard it is fortunate that H.E. Al-Attiyah has long-time experience with UN systems and he will certainly put much effort towards reaching an agreement between the 193 member states. The state of Qatar has the potential to play a decisive role in shaping the international climate debate.

As a traditional oil economy it is a positive and important sign, that Qatar is starting to diversify its energy sector to find smarter solutions, like solar or other renewable energies, as well as considering the long-term economic benefits. The country could also grow into the leader of climate protection in the Near and Middle East region and thereby serve as a role model for its neighbouring countries, like Germany in the European Union.

The 3rd “Petersberger Klimadialog” gave a realistic perspective and a political development path for the UN climate summit in Doha this winter and further strengthened Qatar-German political relations. The open political exchange at the 3rd “Petersberger Klimadialog” confirmed once again the value of such an informal forum and H.E. Al-Attiyah took the constructive spirit and ideas of the summit back to Qatar.



f.l.t.r.: H.E. Peter Altmaier, Federal Minister for the Environment, Natural Conservation and Nuclear Safety of the Federal Republic of Germany; H.E. Angela Merkel, Chancellor of the Federal Republic of Germany; H.E. Abdullah Bin Hamad Al-Attiyah, Deputy Prime Minister of the State of Qatar

Qatar project market swings towards World Cup infrastructure projects

Recently Qatar announced that it will prioritise World Cup infrastructure projects in the near future, simultaneously putting other projects on hold. This was decided to make sure that all essential projects are completed and operational within 10 years, even if that means other projects need to be shelved or delayed. Among the shelved projects were, for example, the Aerospace City in the Al-Khor area of Qatar, which should have accommodated research facilities for satellite

and space sciences, together with tourist facilities like a science museum. Also projects like the Doha Grand Park, as well as the remodelling of the cities corniche area, the costal area of the inner-city, were benched for now. The Grand Park had already a design and build scheme, and should have been the biggest green and recreation area Doha has seen. These projects are in the broadest sense also infrastructure projects, but probably not that urgent in respect of the World Cup 2022 and thereby can be attempted at a future date. Key tasks for the next 10 years will be the construction of roads, railways, stadiums and the metro-system. Many projects were already designed and tendered, but all these together will produce logistical challenges besides their high costs for the country. After a quiet year 2011 in the construction sector, Doha wants to push the infrastructure projects stronger from this year on. This intention has already contributed to a rise of the Gulf Projects Index, which increased by 0.3% to USD 2.5tr by June 5th because of Qatar's project market growth. Overall the value of projects in Qatar rose by 3.9% to USD 239bn. Compared to 2011, the market grew by 6.5% by boosting the World Cup projects.

Altogether, road projects amounting to USD 20bn will be awarded in the next few months. Ashgal, the Public Works Authority of Qatar, awarded contracts for



Project Design of Al-Shamal Stadium

road works and drainage worth nearly USD 400.000 recently at 14th June, as just one part of their ambitious programme. The railway system, at least phase 1 is planned to be implemented in 2021, one year before the World Cup. Already before Ramadan, four contracts including "Site Enabling Works" have been awarded and actual construction will begin in the fourth quarter of this year in Education City in the west of Doha. Phase 1 of the project will primarily connect the planned stadiums for 2022 with the New Doha International Airport. The total railway project is valued at USD 36bn and is managed by QRC, Qatar Rail Company, which is wholly owned by the Qatar Government. QRC has chosen the affiliate of Deutsche Bahn AG, DB International GmbH as strategic partner for the technical planning of the railway system in 2010 for personnel support and engineering services. This year, contracts already awarded amount to about USD 500m. QRC also joined the UIC, the International Union of Railways, which develops recommendations, technical specifications and standardisations to promote better railway systems in the world. The Doha Metro project had to undergo several modifications, 18 consortia qualified for the construction of the prestigious project, among them the German company HOCHTIEF AG, which leads a joint venture, the German Alliance Group consisting of seven companies.

The initial metro tenders consists of five individual contracts, four for the tunnel sections within the inner city of Doha and one for two large stations. Just recently Qatar Railways has set new bid dead lines for the submission of the two stations now at 9th September and for the tunneling works at 28th October.

In the first phase, the metro system will have a length of 140km with 60 stations. The system will connect the New

Doha International Airport, which is yet to be completed, with the centre of Doha, as well as several stadiums for the World Cup 2022. In 2011, the project was still in the development phase. Fast track solutions had to be found, for example, in the difficult tunnel sections of the Metro system. In general, German companies play a key role in the process to accomplish all infrastructural requirements to host a sporting event of this scale. Another crucial element for the World Cup 2022 will be the stadiums.

Altogether, Qatar plans up to 12 stadiums for the World Cup. Next year the first stadia come into the tendering phase, more precisely the Education City Stadium. It is scheduled to be completed by 2015. Besides complying with the schedule, environmental issues will play an important aspect in the planning process. In consequence Qatar is committed to host an event as carbon neutral as possible using the latest environmentally friendly energy sources like solar energy. With Qatar being the host of the 2022 World Cup, massive construction works will change the landscape of the country forever, bringing not only infrastructural improvements for the event, but also for the future of the country. Qatar has taken the right step at the right time in prioritising World Cup infrastructure projects, considering the huge amount of work to be done. ■

Bringing water to the desert - Qatar plans pioneering agriculture solution

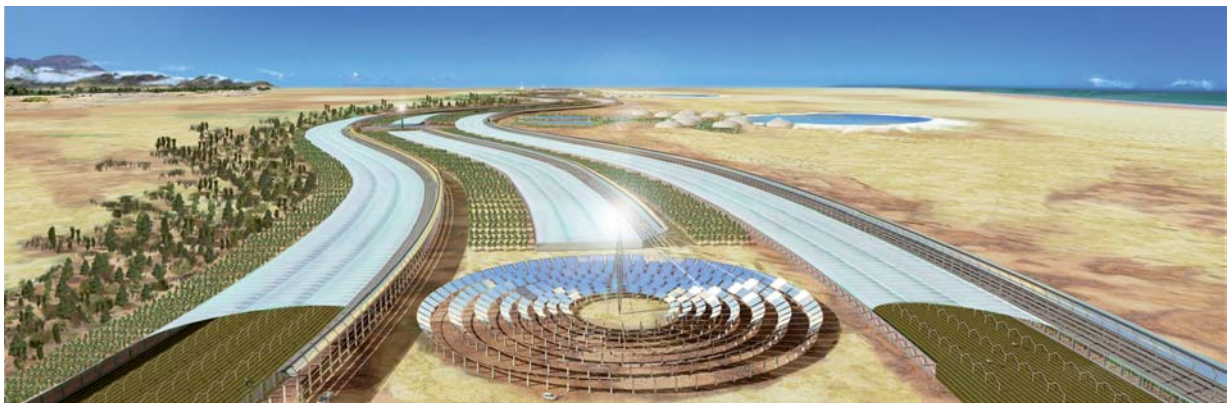
Over the coming decades, one of the most pressing issues for the global community will without doubt be food security. With an ever-growing population, and processes of desertification and deforestation taking place at increasing rates, a sustainable solution capable of securing the global food supply must be found. In order for this to be achieved, innovative energy and agriculture solutions must be developed, tested and implemented on a commercial scale. Qatar, a forerunner in global energy solutions, is now set to implement a pilot version of such a project. The main aim of the project is to combat desertification by using restorative practices to establish vegetation in arid areas, utilising innovative technological synergies in order to maximise performance while minimising waste. An agreement has been reached between three entities in Qatar which will see the Qatar Fertilizer Company (Qafco), Yara International ASA and the Sahara Forest Project AS build a pilot facility in Qatar. The project is designed to fit in an approximately 10,000 sqm area inside the Qafco 5 site in Qatar and will consist of a vast array of green technology including saltwater-based greenhouses, concentrated solar power (CSP) for heat & electricity, and evaporative hedges and ponds for reducing brine to dry salts, as well as state-of-the-art algae cultivation facilities, vegetated outdoor areas and salt loving

plants cultivation units. One of the key concepts of the project is bringing saltwater inland. This saltwater will be innovatively used to create ideal growing conditions inside a greenhouse allowing all year round cultivation of high value crops: evaporation of the saltwater will cool and humidify the dry desert air. The condition created inside the greenhouse should considerably diminish irrigation requirements for the crops inside. By using saltwater to provide evaporative cooling and humidification, the crops' water requirements are minimized and yields maximized with a minimal carbon footprint.

The saltwater-cooled greenhouses will be combined with concentrated solar power. CSP systems use mirrors or lenses to concentrate a large area of sunlight, or solar thermal energy, onto a small area. Electrical power is produced when the concentrated light is converted to heat, which drives a heat engine connected to an electrical power generator. This synergy will be highly energy efficient: the saltwater will be used for CSP cooling, replacing traditionally inefficient cooling towers. Surrounding vegetation will ensure more sun reaches the CSP mirrors and that less settles on the reflecting surfaces. Additionally, before wasted heat from the CSP component will also be put to good use: it will be used to evaporate more saltwater and also to heat the

greenhouses when the outside temperature is low. A state-of-the-art algae production facility will also be part of the pilot project. Over an area of 50 sqm an algae test facility unique to Qatar and the region will be built. The research facility will examine algae species native to the Gulf and the Red Sea for various uses including nutraceuticals, biofuel and animal and fish fodder. The project aims to be carbon negative. This means a system which actually reduces the concentration of carbon dioxide in the atmosphere. If the project is successful in cultivating crops in arid desert areas in both an energy efficient and carbon neutral manner then the potential for replicating and networking such projects in other arid desert areas would be massive.

The target completion date is in November this year, in time to receive visitors from the United Nations COP 18 to be hosted in Doha, serving as a beacon for Qatar's efforts to seek and implement sustainable solutions to some of the most pressing global issues. Once completed, this project will truly be a world-class and unique research facility. If the technology synergies are successfully realised on this pilot scale project, then the hope is that they will also be viable on a commercial scale and can be used to link other deserted areas, enabling a wide array of businesses to develop alongside it. ■



Sahara Forest Project Design

Hopes for Xstrata-Glencore deal fading

An impending takeover deal worth USD 65bn between Xstrata and Glencore International has been pushed to the brink after Qatar's sovereign wealth fund, which owns an 11% share of Xstrata, publicly opposed the deal. Citing the need for better terms, Qatar, along with fellow shareholder activist fund Knight Vinke, claimed that the 2.8:1 share ratio should be raised to 3.25:1 to represent the true value of Xstrata. In response, the Swiss commodity giant, Glencore International, which owns a top 34% stake in Xstrata, held an emergency meeting with Qatar and threatened to call off the deal because the 3.25:1 share ratio would overvalue Xstrata mining. The two companies are spending a combined USD 200m on advisers and legal counsel to try and push the deal through and any collapse would be a blow to several banks including Citigroup, Morgan Stanley, JP Morgan and

Deutsche Bank. The European Union is also scrutinising the deal after steelmakers and other European companies complained that the merger would create a too powerful player in the zinc, nickel and coal market.

Xstrata said that it expects a formal notification from the European Commission. The news has not borne well for Glencore International, which has lost 37% of its market value since the deal was announced in February and is now worth only USD 32bn in London. Xstrata has also suffered on the stock market, losing USD 23bn worth of its value in London. It is also expected that Xstrata's share value could drop between 20-30%, damaging those Xstrata shareholders who are currently opposing the deal as well as Qatar, who has invested more than USD 4bn into Xstrata.

In response to the crisis, Xstrata moved to reassure shareholders by announcing that its executive retention payouts would be paid out entirely in shares, rather than cash. Additionally, the generous bonuses for senior management, including the USD 44m for CEO Mick Davis, would depend on the level of cost savings achieved in the merger.

Xstrata is the world's biggest exporter of thermal coal and the world's fourth-largest copper producer and in under a decade, has retained 70,000 employees in 20 countries. If the deal goes through, 'Glenstrata', as the deal is known, would see annual revenues in excess of USD 100bn, with almost 80% of that revenue coming from mining. The group will own 150 mining and metallurgical assets and 20 major growth projects. ■

Siemens delivers trams for Qatar Foundation

At the end of July 2012, the Qatar Foundation for Education, Science and Community Development awarded a contract to Siemens Rail Systems, concerning the construction of a turnkey tram system in Qatar's capital Doha. The Qatar Foundation has ordered 19 trams alongside signalling and communication systems, railway electrification and depot equipment. The overall order volume amounts to more than EUR 100m. Scheduled to become operational in autumn 2015, the Qatari tram system is to be the most energy-efficient tram system in the Middle East. The construction of Doha's tram is part of Qatar's tremendous project to prepare for the 2022 World Cup. In terms of infrastructure, the small country is investing some USD 60bn. Looking into the future, Engineer Saad Al Muhannadi, Qatar Foundation Vice President of Capital Projects and Facilities Management, commented: "This agreement provides yet more evidence that Qatar Foundation is helping to spearhead the nation's drive towards environmental sustainability. All of our new constructions are designed with the environment in mind, and this innovative transport scheme further demonstrates

this commitment. Ultimately, our aim is to make the Qatar Foundation site a car-free zone and, with the introduction of the new tram system, we are well on our way to achieving this goal." Each of the 19 double-articulated trams, which are based on the Avenio System by Siemens, has an overall length of 27.7 metres and a width of 2.55 metres. One tram can carry up to 239 passengers allowing them to get on and off quickly through optimal arranged double-leaf doors and low-floor design.



Siemens Avenio Tram System

Dealing with extremely high temperatures, the wagons' special equipment provides a powerful air conditioning system featuring special isolation on the roof to protect the electrical system from the sun's rays and the outdoor temperatures. The trams are

to run on Qatar Foundation's campus by serving 25 stations over a distance of 11.5 kilometres. Without the requirement of overhead contact lines, due to energy supply at each of the stations and the Sitras HES energy storage system, the Avenio System causes lower electrification costs, improves energy efficiency and has a positive impact on Doha's cityscape. Hans-Jörg Grundmann, CEO of Siemens Rail Systems, proudly announced: "Siemens is setting new standards in tram and light rail technology with its Avenio platform. The low-floor technology and ergonomic design provide a high level of passenger comfort. Its energy storage system for optimizing the energy balance and its operation without overhead contact lines are further aspects that go toward making the Avenio a model system for sustainable, rail-based mass transit as well as the most modern tram in the world."

Qatar Foundation is a regional Centre of Excellence intending to transform Qatar into a knowledge and education based society by concentrating several top universities and technology centres, as part of the Qatar National Vision 2030. ■

Introducing a Mega Project in Qatar: Lusail City

Lauded as one of the largest urban development projects in the world, Lusail City will eventually accommodate up to 450,000 people within an area of 38 sqkm, 15km north of Doha, the capital of Qatar. The whole urban planning project, part of Qatar's National Vision 2030, will be worth around USD 45bn and will feature 19 distinctive districts, based on the concept of sustainable living. The city is set to be completed in 2020 in time for the 2022 FIFA World Cup. Construction is already underway, with the first section of the new Marina officially opened in early 2011.

Lusail City is being developed by the Lusail Real Estate Development Company on behalf of Qatari Diar, which was established in 2004 and is wholly owned by the Qatar Investment Authority. Qatari Diar is responsible for preparing the land for development, for selling the individual plots of land to investors and for assuring that construction activities meet the rules and regulations of the master plan. As of August 2012, Qatari Diar expects to finish with the infrastructure in 2015 and has sold 75% of the land. The remaining 25% will be developed by Lusail Real Estate Development Company. Only 5% of investors are from outside the Golf Cooperation Council, at the moment, the majority of investors are Qataris holding 80%.

The master plan outlines the construction of an urban community in a coherent and self-sustaining mix of residential, commercial and recreational venues offering among other things, two golf



Project Design Town Square Lusail City



Lusail City Design Panorama

courses, shopping malls, hotels and resorts and an Entertainment City with a theme park. HOCHTIEF is the foreign partner of a Qatari joint venture for building the infrastructure of Lusail City. In April 2012, the German consultants Dorsch Gruppe were awarded responsibility for the construction supervision consultant services for 11 multi-task construction packages. The 19 separate districts are being developed in different phases and will differ in their building density, architectural design and landscaping so that every district has a unique appearance and atmosphere. The overall project was launched with the first sale of Marina district plots in December 2005. Demand was so high that plots were sold in under a week.

The Marina district will be the lively hub of the city and will feature 102 commercial and residential towers ranging from 15 to 40 storeys in height. As the name suggests, the district also boasts a Marina with 1,350 berths. The leasing started more than a year ago with the Dubai-based company Mourjan Marina IGY responsible for design, construction and operation of all marinas in

Lusail City. Fox Hill, a medium-density inner city residential area, was the second phase launched in April 2006. Lusail City aims to attract residents from various cultural backgrounds and with different financial means. 895 plots of land are reserved for affordable housing for Qatari nationals. Most of the other districts have been launched and are ready for investors. The first tenants are likely to move in by the end of 2013. Lusail towers, four high rise (70-80 floors) towers will create a distinctive and bold profile on the city's skyline. The towers with 450,000 sqm of office space will frame the main plaza of the city and function as the gateway to the Commercial Boulevard. The boulevard will serve as one of the main streets in the city and is being modelled on several iconic international shopping streets. Five islands underscore the atmosphere of a sea-fronted city. One island, the biggest, will house the Entertainment Island; the other four islands, called Qateifan Islands, will accommodate both resorts and residential housing.

Building a sufficient and sustainable transportation infrastructure is a major challenge in such a considerable project. In Lusail City, the developers seek to solve this problem with a mix of public and



Al Kharaej District Lusail City Design

private transportation. Seeing as the city possesses many waterfront districts along a 28km waterfront, water taxis will be serving these districts. Public transportation will be provided through a new Light Rail Transit System. Four lines and 32 passenger stations will link the different districts. Moreover, the Light Rail Transit will be linked to the new Doha International airport via the Doha Metro lines, for which DB International is the strategic partner. Even though the whole city is designed to be pedestrian-friendly, the planners did not forget private transportation via one's own car. The Al-Khor highway will run along the western borders and four intersections will connect the city. A fifth intersection will directly lead to the Marina District. Inside the city, 30,000 public and private parking spaces are planned, 2,500 parking spots under the Marina District are almost finished and will service the commercial hub of the new mega city. Spectacular bridges will connect the marinas. Two enormous steel rings, forming the letter Q for Qatar, will serve as the pylons for the two suspension bridges. Special attention will be given to sustainable development. To facilitate this, the first Qatar Sustainability Assessment System (QSAS) has been launched. This assessment system introduces green building methods whilst taking the specific environmental needs of the region into account and includes building heights, green spaces and other architectural requirements to give the whole city a distinctive and unique architectural style, a mixture between traditional Qatari and modern architecture.

Launched in February 2009, Energy City Qatar (ECQ) is to be the region's first integrated energy centre and will serve as the city's integrated energy business centre. The estimated value of the project is USD 2.6bn. ECQ is divided into two phases. The first phase, ECQ 1, will accommodate corporate offices and other business related infrastructure, while ECQ 2, the second phase, will provide residential facilities to the staff and will be developed by a private company. The 92 land plots will cover an area of 722,000 sqm. All low to mid-rise corporate buildings have to abide to US Green Building Council's LEED Certification requirements for energy efficiency. Infrastructure work was completed in 2011 and now many companies have started building up their lots of land.

Hesham Al-Emadi, CEO of Energy City Qatar, expects the development phase to take no more than five to six years. To make ECQ a technologically-advanced "smart city", ECQ has signed a memorandum of understanding with Microsoft and Cisco Systems, two of the world's foremost technology companies. When completed, ECQ will offer training centres, shipping and trade areas and zones for hydrocarbon companies, thus, incorporating the entire essential business-related infrastructure into one place. The ECQ is likely to attract leading international, national and local companies from the hydrocarbon value chain and will profit from Qatar's tremendous growth, not only in the energy sector.

Lusail city will play an important role during the 2022 FIFA World Cup, by housing thousands of visitors and staging the opening and final games of the tournament in a new 80,000-seat stadium. The Lusail Iconic Stadium is designed to be highly energy efficient and capable of performing in extreme climate conditions. The stadium will be encircled by a reflective pool of water. Moreover, an Olympic park for the 2024 Olympics is planned with a number of German companies taking part in the tendering process. Still under construction in many areas, Lusail City provides various cooperation opportunities for German companies, especially in consultancy services and engineering.

Facts and figures

| | |
|------------------|---------|
| Total area | 38 sqkm |
| Waterfront | 25 km |
| Islands | 5 |
| Districts | 19 |
| Residents | 200,000 |
| Workers | 170,000 |
| Visitors | 80,000 |
| Total population | 450,000 |
| Hotels | 22 |
| Sport fields | 5 |
| Office space | 3 sqkm |

Qatar implements universal healthcare

Qatar has announced plans to implement a Social Health Insurance Scheme (SHI) with the goal of providing universal healthcare throughout the country by 2014. The draft plan, which is currently being considered by the Council of Ministers, is expected to be approved and will begin in November 2012. The scheme will be designed and implemented within the framework of the Qatari National Vision 2030 and is aimed at strengthening the country's health infrastructure while making healthcare services available to all sectors of the population. It will be overseen by the Qatari Supreme Council of Health which, since its creation in 2005, has held the responsibility of guiding reform and innovation in Qatar's healthcare sector. The council is responsible for setting health goals, designing new health policy, regulating the medical industry, setting an annual health agenda and evaluating progress made towards annual objectives.

Additionally, the Council will use healthcare premiums to fund a scheme aimed at improving the quality and efficiency of healthcare services being offered in Qatar, and hopefully, increasing the participation of the private healthcare sector in the scheme. Qatar is home to one of the best healthcare systems in the Gulf and its cardiology department, which works in cooperation with the University Clinic of Heidelberg, is frequently referred to as one of the best in the world. Qatar also has the region's lowest maternal mortality rate and was recently ranked by the World Health Organisation (WHO) as having the highest per capita health expenditure in the Gulf region. However, an increase in lifestyle diseases, including diabetes and obesity, as well as a rapidly expanding population, mean that health services and facilities require significant upgrade and expansion. The new scheme will help address most of the problems Qatar is facing over the next decade. From November 2012, the scheme will immediately cover up to 75,000 women aged from 15 years who will be given access to free medical care including obstetrics and gynaecology. The second

phase, which is planned for July 2013, will extend the scheme coverage to include all Qatari nationals and will provide access to healthcare facilities and certain private sector participants.

In October 2013, all Qatari nationals will be entitled to basic services from all healthcare providers in Qatar. By May 2014, all Qatari nationals as well as expatriates will be covered comprehensively for all services in the private sector and half of all services offered in the public sector based on an out-patient basis. The scheme will be made compulsory for all Qatari citizens and residents, including expatriates who will need to prove that they have insurance through their employer before being issued with a visa. This could create problems for many workers who are not sponsored by their employers and the Supreme Council of Health has acknowledged that a solution will need to be found. It is hoped that the SHI will remove the barrier for those who previously could not afford to visit private clinics because of the high fees they charge. This issue also raises the point of a sector unification of prices and related services. The Supreme Council of Health's Assistant Secretary General for Policy Affairs, Dr. Faleh Mohamed Hussain Ali, announced that Qatar would officially adopt the Australian international statistical classification of diseases and related health problems and that a deed of confidentiality had already been signed between Qatar and Australia regarding this matter. This system would be implemented in time for the health insurance pilot. In order to review the success of the SHI scheme, the government has created the National Health Insurance Company (NHIC) which will be owned by the Supreme Council of Health. It will act as an evaluative mechanism with a board of seven directors taken from various government

German exports of medical equipment and orthopaedic appliances to GCC countries between 2009 and 2011 (in EUR millions)

| | 2009 | 2010 | 2011 |
|----------------------|--------------|--------------|--------------|
| Saudi Arabia | 155.8 | 168.5 | 146.3 |
| United Arab Emirates | 62.0 | 74.5 | 67.8 |
| Qatar | 19.1 | 24.8 | 18.1 |
| Kuwait | 24.6 | 24.0 | 24.5 |
| Oman | 10.8 | 8.5 | 7.1 |
| Bahrain | 6.6 | 5.5 | 9.9 |
| Total | 278.9 | 305.8 | 273.7 |

Source: Germany Trade & Invest, GTAI

ministries and other public and private interests. The NHC will regulate the SHI by coordinating between both the insurance providers and the beneficiaries of the SHI scheme. This will also be supported by a third party provider that will process claims and offer a provider network. The tendering process for this will begin in the near future. In light of the new healthcare scheme, Germany also has a bright future through its ongoing medical cooperation with Qatar. An increase of activity between the two countries in recent years has ensured the exchange of German medical know-how, which subsequently, has led to several improvements in the Qatari national health insurance market. Cooperation agreements currently exist between Qatar's public hospital company, the Hamad Medical Corporation and the University Clinic of the Johann Wolfgang Goethe University in Frankfurt, which provides access to and exchange of research, teaching and training. There is also an exchange in place in the areas of oncology, sports medicine and orthopaedics with the University Clinic in Heidelberg.

Current levels of cooperation will be instrumental to Qatar achieving its ambitious goal of universal healthcare by 2014, something that will only be achieved with enhanced government and foreign investment in the private health insurance sector.

Doha Festival City wins “best future project” award in London

In June 2012, the prestigious award for “best future project” at the Retail and Leisure International’s (RLI) seventh annual Global RLI Award was bestowed upon Doha Festival City at the Natural History Museum in London. The “best future project” category rewards projects that are not yet under

construction on the basis of architectural excellence, innovation in materials and new techniques among others. A prestigious panel of industry experts has selected Doha Festival City against strong competition, such as Copenhagen designer outlets, Denmark, Doha Marina Mall and the National Heart Centre in Singapore. Representing Bawabat Al-Shamal Real Estate Company (Basrec), the owner and developer of Doha Festival City, Chief Executive Officer Kareem



Project Design Doha Festival City

Shamma said: “We are delighted that Doha Festival City has been awarded the Best Future Project 2012. Our development will offer a diverse mix of entertainment, hospitality and auto showrooms along with a world class tenant mix of over 500 shopping and dining outlets, all inter-connected under one roof and covering a total of 260,000 sqm of gross leasable area, making it the largest and most diversified offering in Qatar”. Doha Festival City

development director Greg Douglas noted: “With this award, the Festival City brand adds a new milestone to its development standards and quality. Construction is making significant progress and our first phase is on target to open early next year.”

Doha Festival City is owned and developed by Bawabat Al-Shamal Real Estate Company, a joint venture comprising Al-Futtaim Real Estate Services, Qatar Islamic Bank and a private Qatari company. After two other Festival City brands in Cairo, Egypt and Dubai, this is the third mega-project in the MENA region of al-Futtaim, who is also the owner, developer and operator of these projects. The USD 1.65bn project is expected to be completed in 2014.

Qatar’s foreign investments

Since announcing in 2011 that it would boost its overseas investments by USD 35bn, Qatar’s meteoric financial rise is likely to continue after a number of significant acquisitions over the past few months. As a part of its policy of diversification, Qatar has been aggressively investing in overseas assets that will protect and shield its economy from fluctuations in the oil and gas industry. Along with Qatar’s increased stake in the mining giant Xstrata, a number of investments have been made in world-renowned companies like Porsche, the British supermarket chain Sainsburys, the German construction giant Hochtief, the Canadian hotel group Fairmont as well as a stake in the US department store Tiffany. Taking advantage of the currently low real estate prices and the low demand in Europe the Qatar Investment Authority is looking increasingly for valuable luxury real estate in world-class locations including Zurich, Geneva, London, Paris and Munich. In particular, Switzerland’s hotel and tourism industry has benefited

from the influx of Qatari investments and the increasing number of Qataris who choose to spend the summer months in the cooler, alpine environment. Recent acquisitions include the ‘Radisson Blu’ at Zurich Airport, the ‘Royal Savoy’ in Lausanne and the newly reopened ‘Schweizerhof’ in Bern. The Sovereign Wealth Fund is also investing almost CHF 500m into the renovation of the glamorous Bürgenstock Resort Hotel in Nidwalden, which, once completed, will be the largest spa hotel in Europe. The Emir of Qatar is also said to be interested in investing in the construction of the Zurich Hotel Atlantis.

London is also seeing a flurry of investment activity from Qatar. The Qatar Investment Authority recently bought the landmark department store Harrods for GBP 1.5bn, has become the majority shareholder in Canary Wharf and is involved in the development of the GBP 2bn ‘shard of glass’ tower that is being built near London Bridge.

Despite low foreign ownership, Qatar has recently strengthened its financial legislation structure by issuing new regulations in order to continue its modernisation of the sector. The move is part of the Qatar Financial Market Authority’s (QFMA) push to support the markets through modern, internationally applicable standards that encourage investment and provide more attractive opportunities in the market. The law covers activities such as liquidity providers, the lending and borrowing of securities, the rules of guaranteed entry to market standards and new rules for listing units of investment funds.

Experts predict that strong economic growth of about 6% per year will continue fuelling Qatar’s foreign investment surge up until 2015, when the growth rate is expected to slowly decline in line with a decline in the production capacity of the liquid natural gas programme. GDP in the Gulf country is currently around USD 98,000 per person.

QatarGas supports “A Flower Each Spring” programme

QatarGas announced its support for the “A Flower Each Spring” programme by the Friends of the Environment Centre (FEC) under the patronage of H.H. Sheikha Mozah bint Nasser. During a ceremony held at the QatarGas head office in Doha, public relations manager Mansour Rashid al-Naimi handed over a cheque to Khalid Al-Sheabi, FEC public relations manager.

Al-Naimi especially stressed the importance of QatarGas’s social responsibility programme. In line with this programme, the promotion of awareness and protection of the environment and the contribution towards sustainable development are key elements. QatarGas supports “A Flower Each Spring” programme that dedicates every year to a special flower with the aim of introducing the Qatari flora in their natural

environment to the local community. The FEC organises several activities including field trips and festivals focusing on the flower. Thus, the initiators at FEC hope to raise awareness for the importance of vegetation in protecting the environment from degradation and desertification.

In accordance with these objectives, the “Ananasis Setifera” has been chosen as the flower for the year 2012. This plant is an under shrub with many branches and covered with juicy leaves. The small plant only appears in November and December. “Ananasis Setifera” is a salt tolerant (halophyte) plant that grows in salt marshes along the shores of the Gulf. As salt tolerant plants are of enormous significance for the Gulf region, scientists have begun researching their tolerance against high salinity.

Qatari Facebook page wins award



Katara Cultural Village Doha

Katara, the Cultural Village of Qatar, has won the Facebook Application Award, presented by the Pan Arab Award Academy in Lebanon. The Facebook page of the Cultural Village was considered the most active Qatari governmental institution page, which successfully operates in both English and Arabic. Katara, an ancient name for the Qatar Peninsula, is an exceptional project of art and cultural exchange, while at the same time serving as a guardian to the heritage and traditions of Qatar. Katara hosts a range of international, regional and local festivals, workshops, performances and exhibitions.

Katara’s objectives for launching the Facebook page were: building awareness of Katara’s various activities and connecting different users in a continuous communication with each other. Faisal al-Haithami, the social media specialist at Katara, dedicated the award to “the loyal fans on Facebook and Twitter” and thanked them “for their continuous support.” Furthermore, he asserted that “we wouldn’t be able to achieve this success without our fans.”

The Facebook Application Award aims to promote the innovative spirit of Facebook developers to develop an interactive, proactive and reactive community. The Pan Arab Awards Academy is a non-profit organisation that has been awarding Arab web achievements since 2005.

Project Qatar 2013

The 10th Project Qatar will take place from 6th to 9th May 2013 in Doha, Qatar. Project Qatar has grown into one of the most popular and biggest international trade fairs for the construction, infrastructure and environmental technology sectors of the Near and Middle East. In 2012 the exhibition already exceeded the expectations thanks to an overwhelming response from exhibitors and visitors. More than 2,000 local and international companies, considerably more than in the preceding year, exhibited on an area of over 62,000 sqm and presented themselves to more than 45,000 visitors.

Next year, Energy Qatar will premiere concurrently with Project Qatar. With Energy Qatar the visitors will have the opportunity to establish contacts with high-ranking international energy experts. Besides, the fair will provide a networking-forum, where decision makers of the energy sector will discuss the latest issues and try to allocate suitable solutions. The

latest products and technologies from within the electricity, power generation and power distribution, as well as alternative energy sectors will be presented. Project Qatar 2013 will again feature the concurrent exhibitions Qatar Stone Tech, the international stone and stone technology show and Heavy Max, the 2nd international exhibition for heavy machinery. With Energy Qatar joining Project Qatar 2013, all signs indicate that Project Qatar will be bigger and an even greater success than in the years before. With the project market swinging towards World Cup 2022 infrastructure projects, as shown in this issue of the Qatar-German-Business-Forum, the construction sector of Qatar will experience a large boost in the following years. Qatar’s current projects value USD 250bn and another USD 100bn are expected to be spent on a variety of World Cup infrastructure projects. Therefore, attending Project Qatar 2013 will be a must for international and German construction companies.



Max Lautenschläger, Dr.-Ing. Ali Akbar Elahwisy

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News in brief

Qatar Red Crescent offers Humanitarian Aid to Northern Mali

Four members of the Qatari Red Crescent spent time in northern Mali at the end of June to assess the humanitarian situation there. For the past three months, the regions of Kidal, Gao and Timbuktu have been controlled by various armed groups and there are serious concerns about the state of water, health and electricity supplies in the region. The Qatari Red Crescent declared that they were in northern Mali on purely humanitarian grounds and would return after a few days to administer the help and support needed in the region.

Qatar boosting Egypt's economy with USD 2bn deposit

According to an Egyptian presidential statement, Qatar will deposit USD 2bn at the Egyptian Central Bank in support of the declining Egyptian economy that has been struck by a year and a half of political turmoil. Economic difficulties started along with the beginning of the popular uprising. In response to these difficulties, the Central Bank of Egypt began selling US dollars to stabilise the country's currency. Now, the government is faced with high borrowing costs and an unfavourable balance of payments.

As experts say, financial aid is urgently needed to avoid currency devaluation. The statement followed a visit by the Emir of Qatar, Hamad bin Khalifa al-Thani, to the newly elected Egyptian President Mohamed Mursi. The Emir's visit was the first one by a Gulf leader since Mursi has been sworn in as president on 20th June 2012.

Rating agency Fitch affirms Qatar National Bank's rating of "A+"

The affirmation of the Long-term Issuer Default Rating (IDR) at "A+" by Fitch echoes the capability and readiness of Qatari authorities to support its banking sector. This support stems from Qatar

National Bank's (QNB) dominant franchise, its key role in the Qatari economy and the government's 50% strategic stake in the bank. Moreover, Qatar has shown strong willingness to back its banking sector. The Viability Ranking (VR), which represents Fitch's view as to the intrinsic credit worthiness of global financial institutions, was confirmed at "A" (high fundamental credit quality). QNB's creditworthiness rests on its strong financial metrics, specifically its revenue generation capability, robust profitability, low non-performing loans ratio of 1.1% and solid liquidity and capacity position. QNB's main borrower and depositors are lower risk Qatari government agencies.

Reflecting Qatar's substantial infrastructure spending, QNB continues to expand. QNB is the largest bank in Qatar and holds around 45% of system assets. The government owns 50% of the bank through the Qatar Investment Authority. Expanding through a network of regional and international associates and subsidiaries, international operations amounted to a healthy 16% of consolidated net income.

QP to launch Sustainable Development Award

Qatar Petroleum (QP) has announced the establishment of the Sustainable Development Awards scheme for Excellence in Sustainability Reporting for Qatar's energy and industry sector. The award, the first of its kind under the safety and sustainability theme, will "identify and reward companies that have demonstrated leadership, innovation and excellence in their sustainability performance", as asserted by Abdullah al-Kuwari, Manager for Health Safety and Environment (HSE) and Special Advisor on Sustainable Development at QP's HSE Regulations and Enforcement Directorate.

The award will be presented to the winner in November and around 30 companies are expected to submit their sustainability report for 2011 for examination.

Qatar Telecom offers USD 2.2bn for Kuwaiti Phone Company

Qatar Telecom, majority owned by the Qatari government, is offering USD 2.2bn for the remainder of Kuwait's National Mobile Telecommunications Company, also known as Wataniya Telecom. According to Qatar Telecom's statement, it will pay KWD 2.6 each for 239.4m shares after approval from the Kuwait Capital Markets Authority. The price is 18% higher than the KWD 2.2 that the stock last traded on 25th June. Shares of Wataniya Telecom have been suspended since the offer was announced. In March 2007, Qatar Telecom already bought a 51% stake in the Kuwaiti company for USD 3.8bn. Owning stakes in telecommunication companies from Tunisia to Indonesia, Qatar Telecom continues to expand internationally. In June, the company doubled its share in Asiaccell, a mobile operator in Iraq, for USD 1.47bn and in 2010, Qatar Telecom bought the 50% stake of Orascom Telecom Holding SAE in Telecom Tunisie in partnership with Princesse Holding of Tunisia for USD 1.2bn.

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Senior IT Auditor
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For more information please refer to:
www.km.com.qa

Exhibitions

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 2012
Venue: Doha Exhibition Center

Milipol Qatar 2012
9th International Exhibition of Internal State Security
Date: 8th – 10th October 2012

Diyafa 2012
7th International Hotel, Restaurant and Food Exhibition
Date: 16th – 18th October 2012
Venue: Doha Exhibition Center

QMoney
7th Exhibition for Finance and Investment
Date: 11th – 14th November 2012
Venue: Doha Exhibition Center

ecoQ
Qatar International Environment Protection Exhibition
Date: 13th – 15th November 2012
Venue: Doha Exhibition Center

Tenders

Front-end engineering and design (FEED) for telecommunication infrastructure.
CD: 23rd September 2012

Operation and maintenance of two solid waste incinerator units for the period of three years.
CD: 23rd September 2012

Provision of consultancy services for engineers and geoscientists to support drilling, operations and study group requirements on a call-off basis
CD: 30th September 2012

Provision of tool machinery and fabrication for offshore and onshore operations for three years on a call-off basis
CD: 18th September 2012

Non-destructive testing (NDT) inspection services during planned refinery shutdowns in 2013 and 2014
CD: 23rd September 2012

Development, integration and establishment of software package for monitoring of loss emissions from product storage tanks
CD: 1st October 2012

Provision of services for medical waste disposal
CD: 16th September 2012

Business Contacts

We would like to publish the following business enquiry:

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

Please return to fax: **+49 30 20641010**
or email:
qgbf@qatar-german-business-forum.com

For further information please contact:

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

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- Near and Middle East Economic Handbook
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