

DOING INTERNATIONAL
BUSINESS
QATAR



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FOREWORD

This Doing International Business 2022 is commissioned by the Construction Industry Development Board (CIDB) for the benefit of Malaysian construction and infrastructure industry players who have interest to pursue construction opportunities and projects in Qatar. This report should serve as a valuable guide prior to embarking on any ventures in said country. The scopes covered in this report have been agreed with CIDB and should not be taken as a comprehensive or absolute due to the limitation on public data availability.

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We have endeavoured to validate the information with relevant sources based on sound judgement as of May 2022.



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1. EXECUTIVE SUMMARY

Qatar is one of the richest countries in the world due to its abundant resource of oil and natural gas. The bountiful resources enables a high quality and comfortable living for its citizens. Qatari citizens, however, constitute only a small portion of the total population, while the majority are expatriates mostly from Pakistan, India and Iran. Arabic is the most spoken language while English commonly practiced as well. Among the large expatriate population, Persian and Urdu are often spoken.

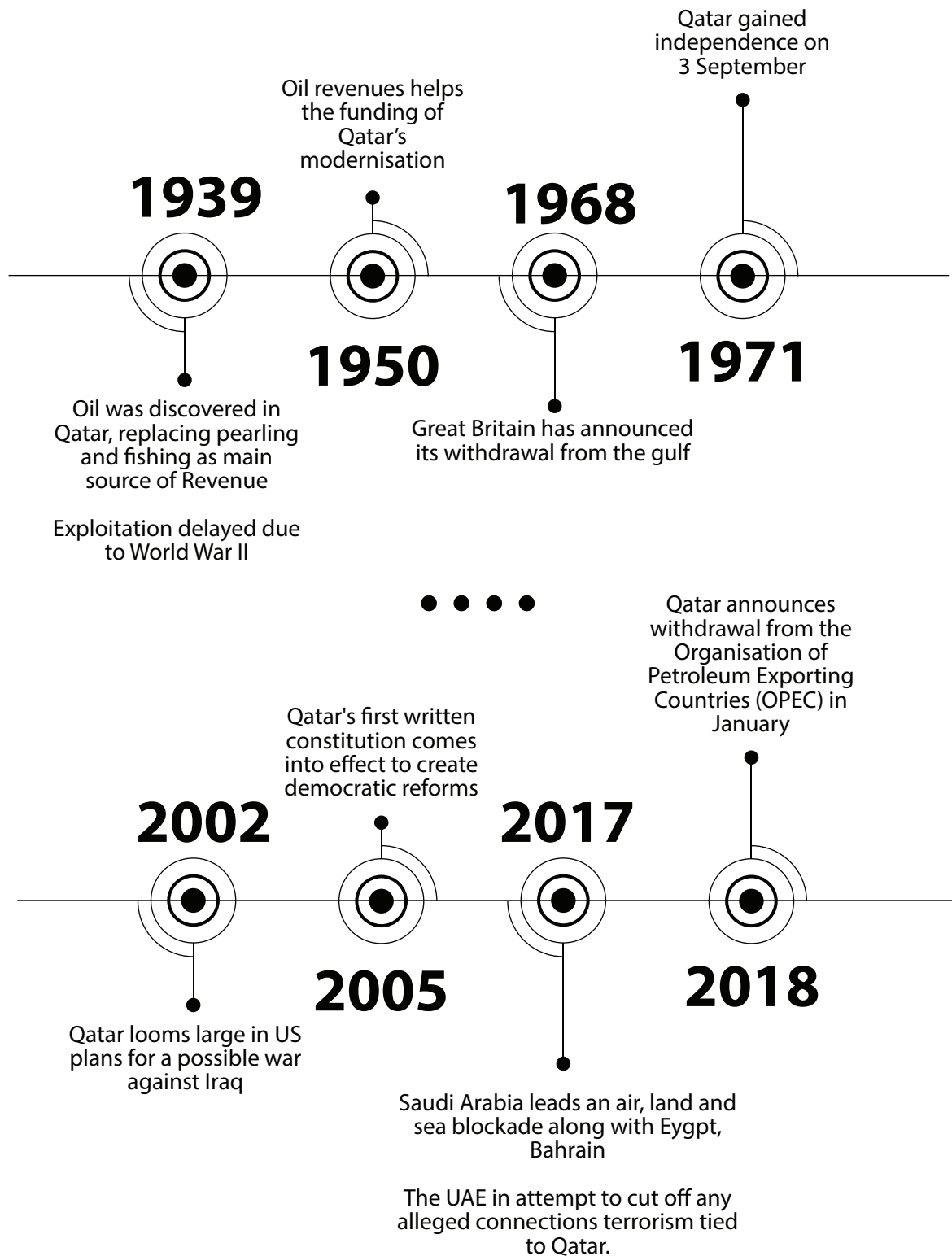
In 2017, a Blockade was imposed upon Qatar by Saudi Arabia, Bahrain, Egypt and the UAE, stirring a major economic threat to the country. It became a resolve for Qatar to diversify its economy by establishing new trading relationships with other countries and successfully countered an economic downfall, given that the country treads with caution. Qatar has since then initiated the Qatar National Vision 2030 (QNV2030) to serve as the roadmap for the social, economical, human and environmental development for the upcoming decade.

Construction activity in the country remains resilient, as government spending has continued on projects. The government's aim to diversify the economy, with a particular emphasis on non-oil sectors, will drive funding towards construction project over the forecast period.



Qatar is using income from its large gas reserves to bankroll its regional and global ambitions, including winning a controversial bid to host the 2022 Football World Cup.



1.1 Brief History



1.2 General Overview

Indicators	Qatar	Malaysia
Flag		
Establishment	<p>1 September 1971 Declaration of independence</p> <p>3 September 1971 Officially declared independence from the United Kingdom</p>	<p>31st Aug 1957 Independence from the British Empire proclaimed for the Federation of Malaya</p> <p>16th Sept 1963 Proclamation of Malaysia</p>
Population	2,788,000 (July 2020)	33,186,000 (June 2022) www.worldometers.info
Land Area	11,627 km ²	30,803 km ²
Population Density	233/km ²	92/km ²
Exchange Rate	1 USD = 3.65 QAR (June 2022)	1 USD = 4.39 MYR (June 2022)
Government	Constitutional Emirate with one advisory body (Advisory Council)	Federal Parliamentary, Constitutional Monarchy
Head of State	Emir, Sheikh Tamim ibn Hamad Al Thani	Monarch, Yang di-Pertuan Agong Sultan Abdullah
Head of Government	Prime Minister, Khalid bin Khalifa bin Abdul Aziz Al Thani	Prime Minister, Ismail Sabri bin Yaakob
GDP (Nominal)	USD 206.220 Billion (2021)	USD 359.00 Billion (2021)
GDP per Capita	USD 61,940.00 (2021)	USD 12,500.00 (2021)
Top 5 Export Markets	<ol style="list-style-type: none"> 1. South Korea 2. India 3. Japan 4. China 5. Singapore 	<ol style="list-style-type: none"> 1. Singapore 2. China 3. United States 4. Hong Kong 5. Japan
Top 5 Import Markets	<ol style="list-style-type: none"> 1. United States 2. France 3. United Kingdom 4. China 5. India 	<ol style="list-style-type: none"> 1. China 2. Singapore 3. United States 4. Japan 5. Thailand

2. ECONOMIC OVERVIEW



2.1 Current Global Positioning

Qatar's economic freedom score is 67.7, making its economy the 44th freest in the 2022 Index. Qatar is ranked 3rd among 14 countries in the Middle East and North Africa region, and its overall score is above the regional and world averages.

Qatar's economic growth has fluctuated over the past five years: positive in 2017 and 2018, slowing in 2019, negative in 2020, and returning to positive in 2021. A five-year trend of solid economic freedom, however, has faltered. With drops in scores for judicial effectiveness and trade freedom, Qatar has recorded a 5.4-point overall loss of economic freedom since 2017 and has fallen from the "Mostly Free" category to the "Moderately Free" category. Qatar has hearty fiscal health, but business freedom lags.

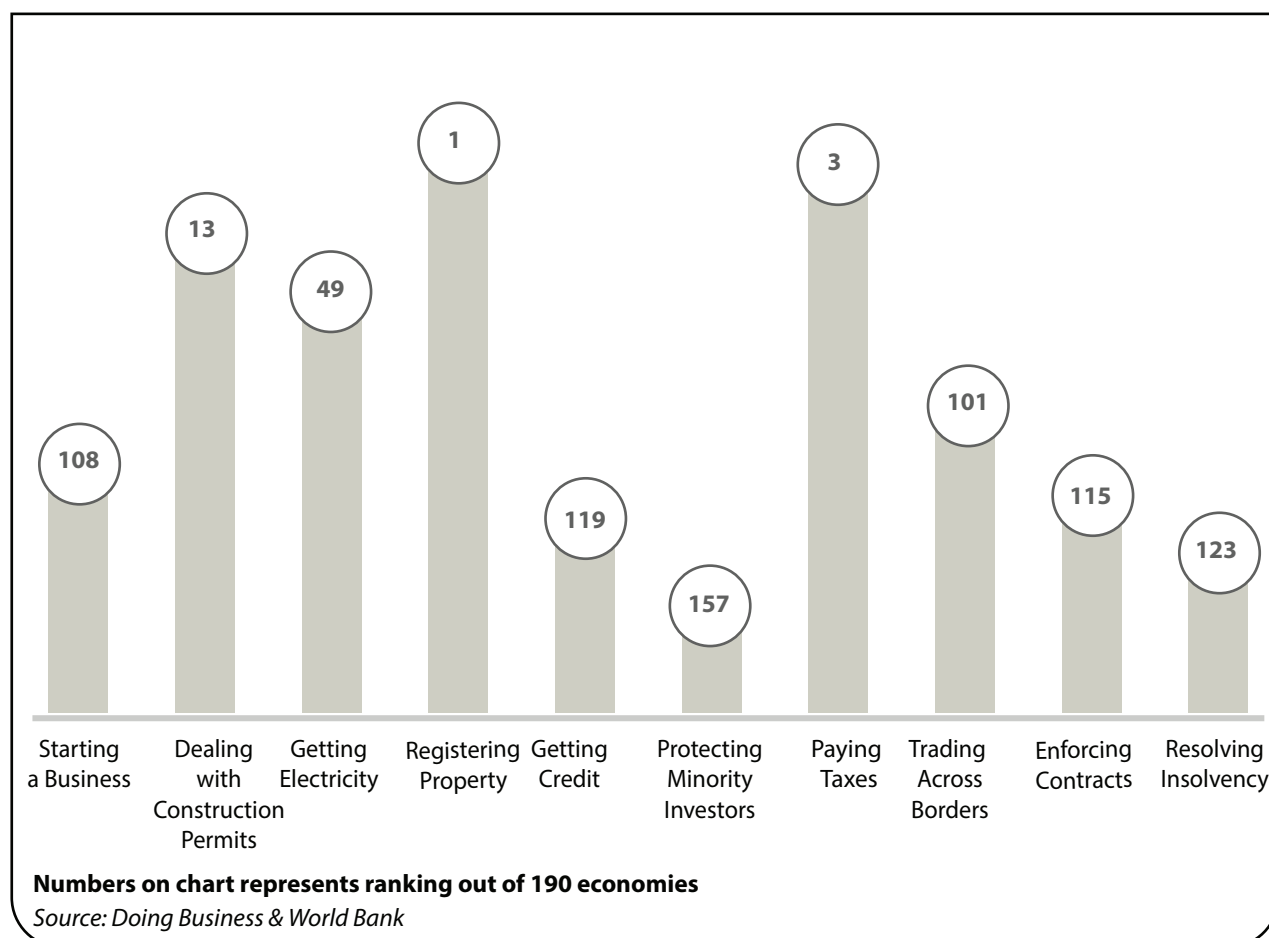
IMPACT OF COVID-19 : As of December 1, 2021, 611 deaths had been attributed to the pandemic in Qatar, and the government's response to the crisis ranked 43rd among the countries included in this Index in terms of its stringency. The economy contracted by 2.6 percent in 2020.

The following table shows the rankings of Qatar.



2.2 Doing Business Ranking

2.2.1 Rankings on Doing Business Topics



Reforms that Eases Doing Business:

- Acquiring electricity is now faster due to the cut down of processing time for online applications
- Property registration is made easier by streamlining property registration procedures
- Improvements were made towards accessing credit information by reporting credit data from a telecommunications company
- The requirement to open a bank account with a deposit of the minimum capital has been entirely removed

2.2.2 Bank Rates

Bank Rates by Qatar Central Bank

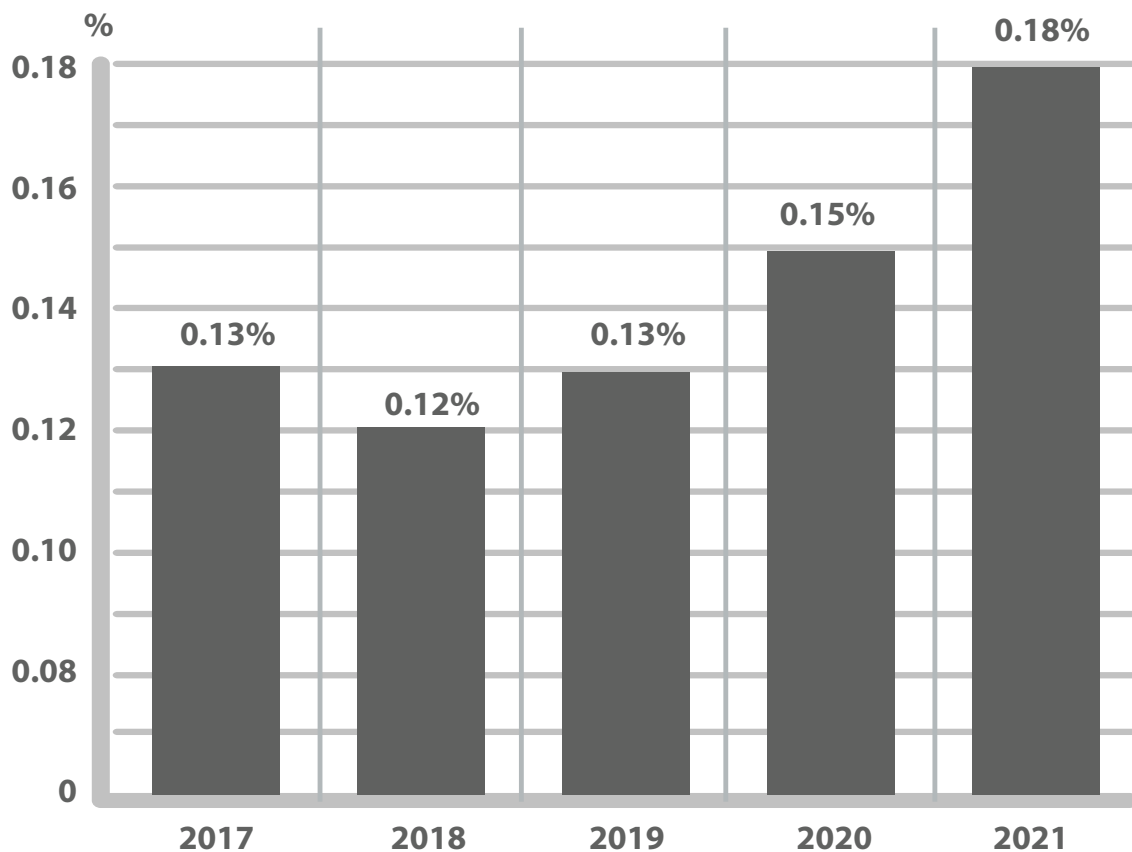
2020 Q1	2020 Q2	2020 Q3	2020 Q4	2020 Q1	2021 Q1	2021 Q2	2021 Q3	2021 Q4	2022 Q1
5%	5%	4.5%	4.3%	4.3%	5%	4.6	4.5%	4.2%	4.2%

Source: Qatar Central Bank

2.3 Employment Rate

According to World Bank, unemployment is almost null, representing 0.14% of the total labour force in 2019. Based on the Planning and Statistics Authority (PSA), Qatar's unemployment rate was estimated at 0.09%, a record all-time low for the nation in the past decade.

Qatar Unemployment Rate (%) as of year end 2021 by Planning and Statistics Authority of Qatar.



Source: World Bank

3. POLITICAL OUTLOOK



3.1 Summary of General Political Conduct

Current Political Leader	<ul style="list-style-type: none"> ● Emir of Qatar: Tamim bin Hamad Al Thani (since June 2013) ● Prime Minister: Khalid bin Khalifa bin Abdul Aziz Al Thani (since January 2020)
Current Main Political Party	<ul style="list-style-type: none"> ● Formation of political parties are strictly prohibited in the country ● Elections are solely for advisory municipal council
Executive Power	<ul style="list-style-type: none"> ● Emir serves as the Chief of State and exercises executive power over legislation with the consultation of an Advisory Council ● Prime Minister is appointed by the Emir ● The Emir will approve the formation of Council of Ministers
Legislative Power	<ul style="list-style-type: none"> ● Practices a combination of civil law and Sharia law ● Drafting and approval of laws are made by the Advisory Council and finalised by the Emir ● Council consists of 45 members, 30 elected by general ballots and 15 are appointed by the Emir

3.2 Current Political Climate In Qatar

The Al-Thani family has been in power in Qatar since the 1800s. Sheikh Tamim bin Hamad Al-Thani was named Emir of Qatar in 2014, when his father, Sheikh Hamad Bin Khalifah Al-Thani, stepped down from the role. Tamim was educated in Britain and attended Sandhurst, the famous military academy.

The Emir's role is wide-ranging, from convening the Council of Ministers and appointing diplomatic personnel to ratifying laws and granting pardons. In reality, the Prime Minister instead oversees some of this day-to-day work.

Abdullah bin Nasser bin Khalifa al-Thani is the current Prime Minister of Qatar. The Prime Minister's main function is to preside over the sessions of the Council of Ministers, with the aim of achieving unity between the key departments of government in Qatar. It is the Prime Minister who signs decisions on behalf of the council. He then submits these to the Emir for approval.

The role of Prime Minister of Qatar can be a perilous one, with the Emir having the power to sack and replace ministers as he pleases.



4. QATAR CONSTRUCTION INDUSTRY BACKGROUND



4.1 SECTOR SNAPSHOT



ROAD INFRASTRUCTURE
1,230 km highways



AIRPORT INFRASTRUCTURE
5 airports
3 civil airports
2 military airports
976,292 passengers handled at Hamad International Airport (Apr 2020-Apr 2021)



RAIL INFRASTRUCTURE
76 km Doha Metro rail network length
40 km red line
22 km green line



PORT INFRASTRUCTURE
4,695 vessels arriving at ports with a net tonnage of 61.7mn tonnes
1.4mn TEU cargo handled at Hamad Port

ENERGY INFRASTRUCTURE

50,535 GWh electricity generation, of which from RES: 123 GWh
429 mbbl/d refining capacity
366 mbbl/d refinery throughput

ENERGY INFRASTRUCTURE KEY PLAYERS' REVENUES

1. Qatar Fuel Company: QAR 13,471 million
2. Qatar Electricity & Water Company: QAR 3,037 million
3. Ras Laffan Liquefied Natural Gas Company Ltd: QAR 2,559 million
4. Darwish Petro. & Industry Services: QAR 2,559 million
5. Oryx Gas To Liquids Limited: QAR 299.9 million

TRANSPORT INFRASTRUCTURE & SERVICES KEY PLAYERS' REVENUES

1. Qatar Airways Group: QAR 50,957 million
2. Qatar Fuel Company: QAR 13,471 million
3. Qatar Gas Transport Company Limited: QAR 3,990 million
4. Qatar Aviation Services: QAR 3,243 million
5. Qatar Navigation: QAR 2,607 million

Note: Data for 2020.

Source: TDRA, CEIC, BP, International Union of Railways, EMIS Company Database, Emirates News Agency

4.2 Qatar Infrastructure

Qatar's infrastructure sector has witnessed a surge in public investment in recent years, as the country prepares to host the 2022 FIFA World Cup. The government has committed to invest around USD200 billion in infrastructure projects and related initiatives ahead of the sports event. The role of the private sector is also set to increase, as the government aims to diversify the economy away from oil and natural gas, and increase the contribution of the private sector. A major step in this direction was the adoption of a comprehensive regulatory framework on public-private partnerships (PPPs) in May 2020.

The government of Qatar has played a pivotal role in the development of the country's infrastructure. Since 2016, the infrastructure sector has flourished thanks to the government commitment to invest close to USD 200bn in the expansion and the development of the country's infrastructure ahead of the 2022 FIFA World Cup. Over 1,000 projects are being executed ahead of the sports event, providing business opportunities for both local and foreign contractors. Among these projects are the expansion of the Hamad International Airport, the enlargement of the Doha Metro, the construction of new highways and upgrades of the storage capacity of national ports. In July 2020, for example, the Public Works Authority (Ashghal) awarded to local companies contracts worth QAR 3.6bn for the execution of nine road infrastructure and development projects. An additional positive impact on the development of the infrastructure sector will come from the adoption of a comprehensive framework on PPP in May 2020, which regulated the execution of PPP in new infrastructure segments, including road, telecommunications, educational and healthcare infrastructure.



4.3 Market Size

Government Adopts a Comprehensive Regulatory Framework on PPP

In May 2020, the government adopted a comprehensive regulatory framework on the public-private partnerships (PPPs), Law No. 12 of 2020 (also called the PPP Law). It lays the foundation to regulating private sector contribution to the development of infrastructure projects in Qatar, including construction of roads, tunnels, schools, telecommunication projects, hotels and hospitals. The law sets the international public tenders as the main bidding mechanism and includes as main selection criteria the principles of transparency, free competition, and equality of opportunity and treatment. The projects will be awarded under five type of contracts (Build-Operate-Transfer (BOT), Build-Transfer-Operate (BTO), Build-Own-Operate-Transfer (BOOT), Operations and Maintenance (OM) and allocation of land through rental contract or usage licence) for a period of 30 years. The government aims to offer the private sector PPP projects worth USD85 billion by 2030.

Government Expands the Infrastructure Segments Eligible for PPP Projects

After Saudi Arabia, Qatar has the second-lowest share of private sector participation in the economy in the Middle East and North Africa region (MENA). Until May 2020, the private sector could participate in the operation of infrastructure projects under the PPP model only in the power generation and water infrastructure segments, partnering with Qatar General Electricity and Water Corporation (Kahramaa). Nevertheless, after the adoption of the PPP Law in May 2020, the scope of projects eligible for PPP expanded to the road, telecommunications, educational and healthcare infrastructure. In 2020, the government launched the first public tenders for PPP projects in the educational sector under the Qatar Public Private Partnership Schools Development programme. Its aims to build 45 new public schools at a valued of USD4 billion, which will serve 34,000 students.

4.4 Leading Sector

4.4.1 Natural Gas

Natural gas in the country is a significant contributor to the national income. Qatar is home to some of the largest gas fields in the world. The country's natural gas reserves are estimated to make up 14% of all deposits of natural gas in the world. Qatar is a world leader in the export of natural gas. As the country exports natural gas, natural gas contributes 79% of the energy needs in the country, which is produced domestically. Qatar Gas is the company charged with extraction and exporting natural gas. In 1984, the company innovated ways of converting natural gas into Liquefied Natural Gas. Ever since Qatar Gas Company has been the world's leading producer of Liquefied Natural Gas. The natural gas industry has transformed Qatar's economy from an impoverished nation to a high-income country.

4.4.2 Crude Oil

Qatar is among the world's leading producers of oil. The country is a member of the Oil Producing and Exporting Countries (OPEC). The crude oil industry is a critical driver in Qatar's economy. Oil and gas production provides more than 60% of government revenue. Oil exploration began in 1939. The discovery of oil in Qatar brought increased revenue into the country and improved the living standards of its citizens. Qatar Petroleum is the company in charge of extraction, production, and storage of oil resources in the country. Qatar's oil production is projected to decline in the next few years as oil levels diminish. It is estimated that by 2023, the oil fields will have little oil left. As a result, Qatar is diversifying into other income generating industries to replace oil production.

4.4.3 Steel Industry

Qatar has a vibrant steel industry. Qatar steel company began operating in 1974, and it started producing steel in 1978. Currently, it produces hot bricked iron, steel bars, steel coils, and steel billets. Most of the steel products are exported to neighboring Gulf nations. In 2008, Qatar Steel Company was ranked among the leading four steel manufacturers in the Middle East.

4.4.4 Financial Industry

The financial industry is a big sector in Qatar's economy. It is comprised of banking, insurance, Islamic finance, real estate, and capital markets. The financial industry is one of the fastest growing industries supported by oil and gas revenues, infrastructure spending, and high-income individuals. However, some of the challenges in the sector are liquidity problems and lack of investor confidence. In 2008, Qatar's financial industry was able to withstand the financial crisis that swept through international markets.

4.4.5 Commercial Ship Repair

Qatar has a successful ship repair industry. The existence of world-class ship repair facilities in Qatar has cemented the country's position as a key player in the global maritime industry. Its largest shipyard, The Milaha Shipyard is the leading such facility in the Gulf region. The shipyard has been operating since 1978. In the 40 years, the facility has been operating, over 7,000 ships have been repaired. Some of the vessels that have been repaired at the yard are passenger ferries, cargo ship, yachts, and coast guard vessels among others. As the global shipping industry continues to expand, Qatar's shipyard will maintain steady growth as well.



4.5 Market Definition

The Qatari construction market was valued at USD 55 billion in 2021, and it is expected to reach a value of USD 76 billion by 2027, registering a CAGR of 10.54% over the period of 2022-2027.

The impact of the COVID-19 pandemic was negative on the Qatari construction sector. As the pandemic's epicenter shifts from China to mainland Europe and the US, the Qatari construction sector is likely to face shortages of materials from these regions. Contractors in Qatar are particularly reliant on suppliers and manufacturers in Europe for mechanical, electrical, and plumbing products, and the supply shortage from Europe may lead contractors to find alternative suppliers. This may affect the prices of the goods themselves and raise questions about the cancellation of purchase orders and the termination of existing contracts.

Qatar's economy is likely to continue to grow for the foreseeable future due to the end of the embargo on Qatar (which was put in place in 2017) by the Gulf Cooperation Council (GCC), Qatar's National Vision for 2030, and its preparations for hosting the FIFA World Cup in 2022.

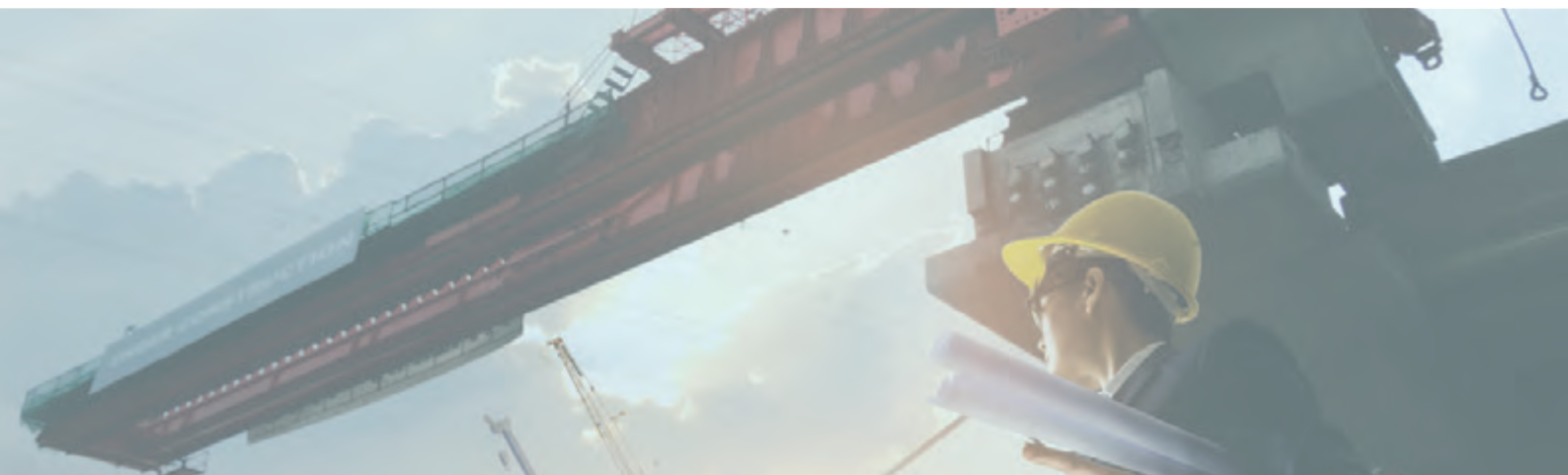
Government's Focus on the Construction Sector

Government spending will play a crucial role in boosting the growth of the construction sector. According to Qatar's 2021 budget, new projects worth QAR 53.9 billion have been identified. These infrastructure-related projects will be awarded from 2021 to 2023.

The government aims to develop infrastructure and diversify the economy away from its dependence on the oil and gas sector. In efforts to diversify the economy, Qatar has opened economic free zones that are attracting companies from across the world.

In addition to building stadiums specifically to host World Cup matches, Qatar has been investing and continues to invest in modernizing its infrastructure. The goal is to become more of a transport hub for a significant part of the world. Top priorities are the development of airports, as well as a more extensive metropolitan network, along with upgraded roadways and emerging cities. As per the organizers of last summer's Qatar Economic Forum, World Cup-related infrastructure projects are currently valued at USD 300 billion.

While some of the projects will have a long-term impact, the government already has many initiatives in place with concrete short-term benefits. For the medium term, the Qatari government has identified several urgent projects, earmarking QAR 54 billion (USD 15 billion) for these. In the second quarter of 2021, spending on major infrastructure projects totaled QAR 15 billion (USD 4 billion), or 20.8% of the state's spending budget.



4.6 Market Analysis

The Qatari construction market is fragmented in nature, with the presence of both local and regional players. Some of the key players in the market include QD-SBG Construction, Gulf Contracting, HBK Contracting, and AlJaber Engineering. Major and specialized companies have witnessed unprecedented stability and growth in the Qatari construction market. The country has undertaken large-scale infrastructure projects of various types and invited the participation of international companies.

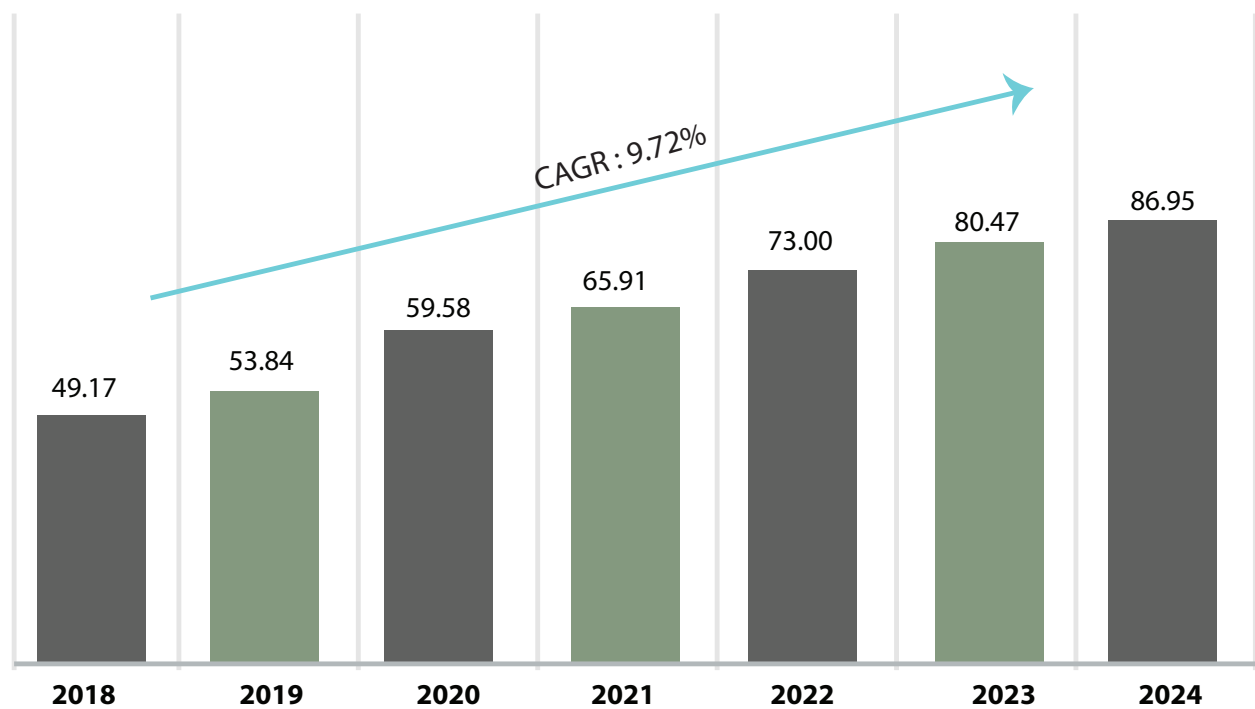
Many construction service providers and facility management companies are racing to enter the Qatari market for services. Companies are partnering with developers to offer after-construction services. As towers, low-rise buildings, stadiums, and malls get built and are near completion, the country's facility management market is expected to grow exponentially over the coming years.

Recent Developments

In November 2021, Trend Micro Incorporated, a global leader in cyber security solutions, announced that Qatar's Boom Construction Company (BCC) had successfully deployed a comprehensive cloud-based Trend Micro solution to protect the construction company's digital estate. Part of the Boom Group, BCC is one of Qatar's largest construction firms and is a key player in the country's National Vision 2030's environmental development goals through state-of-the-art infrastructure and megaprojects.

In November 2021, Vanhout, a BESIX Group subsidiary, acquired a 40% stake in the Belgian company BuildUp, formerly known as BeSteel. BuildUp develops innovative and sustainable solutions in the field of modular construction. These solutions include the digital design of custom buildings, their automated prefabrication in the company's workshop, and their on-site assembly.

Qatar Construction Market: Revenue in USD billion, Qatar, 2018-2024



5. STARTING BUSINESS IN QATAR



5.1 Starting a Business - Procedure

No.	Procedures	Time to Complete	Associated Costs
1	<p>APPLIES TO WOMEN ONLY: Obtain husband's permission to leave the house to register a company <i>Agency : Domicile</i> According to the Family Law, No. 22 of 2006, Art. 69(2) and (5) married women shall be disentitled to marital support if she leaves the matrimonial home without the permission of the husband, or if she works outside the home without the permission of her husband.</p>	1 day	No charge
2	<p>Reserve a unique company name at the Ministry of Commerce and Industry (MOCI) <i>Agency : Ministry of Commerce and Industry (MOCI)</i> The applicant submits to the officer in charge at the Commercial Registry at the MEC the suggested name and activities of the company. In case the name is available at the Commercial Registry and at the Trademark Department, the name will be reserved in favor of the applicant and the officer in charge at the Commercial Registry at the MEC will provide the applicant with a certificate. This certificate will state that the name is reserved for the respective period and includes the activities that will be under taken by the company. In this respect, the applicant can reserve the name for 3 days at no charge or can choose to pay an amount of QAR 1,000 to reserve the name for a period of six months.</p>	Less than one day (online procedure)	QAR 1,000
3	<p>Bring the Articles of Association to the Single Window at the Ministry of Commerce and Industry (one-stop-shop counter at the Ministry of Commerce and Industry) <i>Agency : Ministry of Commerce and Industry</i> Once the name is approved, the Article of Association (AoA) are usually downloaded and printed out by the entrepreneur through the portal invest.gov.qa. Then, the entrepreneur fills them out and brings them to the counter of the Single Window of MOCI for its approval. The AoA are in Arabic and English.</p> <p>The unsigned AoA are submitted to the officer in charge at the designated counter of the Single Window who will provide approval.</p>	Less than one day (online procedure)	QAR 1,500

Source : businessteacher.org

5.1 Starting a Business - Procedure

No.	Procedures	Time to Complete	Associated Costs
4	<p>Authenticate the Articles of Association at the Ministry of Justice (one-stop-shop counter at the Ministry of Commerce and Industry)</p> <p><i>Agency: Authentication Department of the Ministry of Justice at one-stop-shop counter at the Ministry of Commerce and Industry</i></p> <p>Once the articles of association are approved, the entrepreneur needs to bring them signed at the counter of the Ministry of Justice (MoJ) at the Single Window building for its authentication. All authorized signatories must be present before the notary of the Ministry of Justice at the designated one-stop-shop counter for the authentication process.</p> <p>The articles of association must include the following information:</p> <ul style="list-style-type: none"> • Company name, annexed with "with limited liability" • Company location/head office address • Objectives of the company • The fixed term of duration • The startup capital and the manner in which it has been subscribed • The restrictions on the transfer of shares • Names of all shareholders • The manner in which profits or losses will be distributed between the shareholders • Names of persons entrusted with the company's management • The capital structure <p>If any shareholder is an entity rather than a natural person, the entity will need to provide the following documents to the Ministry of Justice before signing the Articles of Association:</p> <ul style="list-style-type: none"> • Duly legalized and authenticated Board/Shareholders Resolution approving the incorporation of the company and appointing a representative to sign the Articles of Association • Duly legalized and authenticated Certificate of Incorporation or equivalent document • Duly legalized and authenticated Articles of Association of the entity • A passport copy of the representative authorized to sign the Articles of Association on behalf of the company 	1 day	QAR 10 for the document and QAR 9 for each additional shareholder

Source : businessteacher.org

5.1 Starting a Business - Procedure

No.	Procedures	Time to Complete	Associated Costs
5	<p>Register with the Commercial Registry and the Chamber of Commerce and Industry at the one-stop-shop of the Ministry of Commerce and Industry</p> <p><i>Agency : Ministry of Commerce and Industry</i></p> <p>The entrepreneur proceeds to the same previous single counter at Single Window of the Ministry of Commerce and Industry in order to register with the Commercial Registry and the Chamber of Commerce and Industry. Prior to May 2011, the entrepreneur had to go to 2 different counters to register with each of the Commercial Registry and the Chamber of Commerce.</p> <p>The following documents must be submitted for registration with the Chamber of Commerce & Industry:</p> <ul style="list-style-type: none"> • Duly completed application form signed by the appointed managers and company representatives • The Chamber of Commerce authorized signatories form • The original authenticated articles of association, along with the approved draft • Copies of authorized signatories' ID cards <p>The following documents must be submitted for registration with the Commercial Registry:</p> <ul style="list-style-type: none"> • Duly completed application form • Copy of the memorandum and articles of association • Copy of the receipt confirming the payment of the administrative fees due for the review of the memorandum and articles of association • Copy of the certificate of deposit of the startup capital at an approved bank in Qatar • Copies of the partners' ID cards <p>The fee for registering the company at the Commercial Registry depends on the company's scope of activity. The fee to register with the Chamber of Commerce & Industry depends on the capital of the company.</p> <p>It is to be noted that there are no certificates to be issued from the Chamber of Commerce and Industry, however it will be mentioned on the Commercial Registry certificate itself of the company that the latter was also registered at the Chamber of Commerce and Industry.</p>	1 day	<p>QAR 2,200 (Chamber of Commerce) + QAR 500 -5,000 (Commercial Registration)</p>

Source : businessteacher.org

5.1 Starting a Business - Procedure

No.	Procedures	Time to Complete	Associated Costs
6	<p>Obtain the trade and signage licenses from the Ministry of Commerce and Industry (one-stop-shop counter at the Ministry of Commerce and Industry) <i>Agency : Ministry of Commerce and Industry</i> The following documents should be submitted to a separate counter at the Single Window at MOCI.</p> <p>Required documents to obtain a trade license:</p> <ul style="list-style-type: none"> • The original signed lease agreement of the offices where the company's head office will be located. The said agreement should be in Arabic or dual language English/Arabic. • An indoor and outdoor photo of the building where the offices will be located. • A copy of the certificate of ownership of the leased property. • A copy of the certificate of building completion. • A copy of the Commercial Registry of the company. • The ID copy of the person who will sign the application forms. • A copy of the civil defense certificate: there should be one certificate for the property and another one for the leased office. • In case the owner of the leased offices is a company, the following documents are required: <ul style="list-style-type: none"> • A copy of the Commercial Registry certificate of the owner of the leased offices; and • ID copy of the authorized signatory on behalf of the owner of the leased offices. • The Trade License application forms <p>The trade license is issued by the Ministry of Commerce and Industry.</p> <p>The following documents should be submitted to issue the signage license and are issued by the Ministry of Municipality and Environment:</p> <ul style="list-style-type: none"> • The sketch for the signboard where the name of the company should be written in Arabic and English; and • The signage application form <p>The fee for obtaining a new trade license is QAR 10,020. Both documents are collected at the counter at the Single Window of MOCI. The municipality usually sends inspectors to the contemplated premises of the company prior to granting the Trade License.</p>	1 day	QAR 10,020

Source : [businessteacher.org](https://www.businessteacher.org)

5.1 Starting a Business - Procedure

No.	Procedures	Time to Complete	Associated Costs
7	Inspection of business premises <i>Agency : Ministry of Commerce and Industry</i> An inspector from the Ministry of Commerce and Industry visits the business premises. This inspection is a requirement in order to obtain the trade and signage licenses.	1 day	No charge
8	Register for taxes and obtain a Tax Identification Number (TIN) <i>Agency : Public Revenues and Tax department at the Ministry of Finance</i> To register for taxes at the Tax Department of the Ministry of Finance, the following documents must be submitted: 1. Articles of Association 2. Copies of the ID cards of the company founders and partners 3. The Commercial Registration of the company (CR) 4. Trade License 5. Certificate of the company premises' registration (and registration number) at the Water and Electricity Authority (Kahramaa) 6. Certificate of appointment of the company auditors According to the tax law, every company must register for taxes at the Tax Department; otherwise, it will be subject to a fine. This step must be completed within a month of incorporation; the company can start business operations upon obtaining the trade license. Please note that entrepreneurs get a temporary tax card when registering the company, but a permanent tax card is still required for business to formally operate.	1 day	No charge for 3 days, QAR 1,500 for 180 days
9	Make a company seal <i>Agency : Seal maker</i> In practice, every company makes a company seal. This is mainly because certain documents must be stamped by the company seal before submission to governmental agencies.	1 day	QAR 1,500

Source : businessteacher.org

5.2 Dealing with Construction Permits

No.	Procedures	Time to Complete	Associated Costs
1	<p>Open a file in the Regional Municipality for a new construction project <i>Agency : Municipality of Industrial Area</i> Only certified engineers registered with the municipality can open a new file in the e-platform of their Buildings Department and initiate the process of obtaining a building permit for a commercial construction project. Using a unique user name and password, the registered engineer initiates the process by selecting the type of project the company intends to manage and uploads the following documents in digital form: 1 Ownership Certificate (Sanad Mulkiya) 2 Survey with Land Department Stamp 3 Authorization Form of Supervising Engineer 4 Copy of Qatari ID</p> <p>The contact information of the supervising engineer is also updated, and additional building specifications are also inputted through the e-platform. Once all documents are uploaded the design control process is available for use by the authorized engineer.</p>	1/2 day	no charge
2	<p>Obtain preliminary approval (Design Control 1) from the Municipality <i>Agency : Municipality of Industrial Area</i> The Design Control 1 approval process consists of the submission and review of architectural drawings which include the site plan with area statement, elevations and sections. The review process is coordinated by the municipality and involves the Life Safety Department of the Qatar Civil Defense General Directorate, the Electrical Civil Engineering Department of Qatar, Qatar General Electricity and Water Corporation, the Ministry of Transport, the Ministry of urban Planning and Q-Rail if the project involves substantial underground excavations. The applicant receives an online notification once the review is completed.</p>	10 days	no charge
3	<p>Hire a licensed surveyor to visit the property and prepare the survey plan <i>Agency : Authorized Land Surveyor</i> A licensed surveyor is hired to prepare a survey plan which must be stamped and submitted along with all other documentation in order for the Engineering Design Control process to begin. The survey plan must show that the new constructed project will not be affecting the neighbors or public roads and include elevation, sections, boundary wall details and perspective.</p>	7 days	QAR 1,750

5.2 Dealing with Construction Permits

No.	Procedures	Time to Complete	Associated Costs
4	<p>Obtain final building permit approval <i>Agency : Municipality of Industrial Area</i> The Design Control II is coordinated by the Municipality but involves at least seven different authorities undertaking their own reviews of technical specifications and verifying compliance to building standards and regulations, including Installation department of Kahramaa, Water department of Kahramaa, Firefighting department of Civil Defense Authority, Mechanical Ventilation department of Civil Defense Authority, Drainage Department of Asghaal, Roads Department of Asghaal Ooredoo (Telecoms), Ministry of the Interior (for CCTV and surveillance),</p> <p>The documents submitted include the following: -Survey Report -Structural Drawings -A3 and A4 forms -Electrical Site Plan -Service Site Plan (water layout) -Single Line Diagram (electrical layout) -Service Site Plan (showing connections to drainage system) -Fire Alarm Drawings, Calculations, data sheets -Access and egress to the site</p> <p>The building permit fee must be paid online in order to obtain the final building permit, which allows applicant to immediately initiate construction. The building permit issuance obliges the supervising engineer to undertake inspections as required by the building code and ensure that all contractors are abiding by legally required safety standards. The building permit is valid for one year but an extension may be requested online.</p>	60 days	QAR 3,000
5	<p>Obtain Advertising License <i>Agency : Municipality of Industrial Area</i> After obtaining approval, a public announcement board must be prepared and displayed at the boundary of the construction site showing the construction project details including the contact information of the supervising engineer and the building permit number. The advertising license number is a requirement in order to obtain a completion certificate, and a fine is imposed if no advertising license was obtained.</p>	7 days	QAR 675

Source : businessteacher.org

5.2 Dealing with Construction Permits

No.	Procedures	Time to Complete	Associated Costs
6	Obtain final cadastral measurements of the warehouse at the Municipality of Industrial Area <i>Agency : Municipality of Industrial Area</i> The municipality conducts setback height and distance to public roads, and makes sure that the constructed building does not encroach into other properties. The inspection is done on site.	1 day	no charge
7	Submit final records of construction project to the Municipality & receive final inspection <i>Agency : Municipality of Industrial Area</i> In order for final inspections to be completed, the registered engineer must upload to the e-platform the required materials, images of the constructed project and signed commitment that supervisory engineer complied with all relevant laws and regulations.	1 day	no charge
8	Receive fire safety approval from the Civil Defense Department <i>Agency : Civil Defense Department</i> This approval requires the physical inspection by the Civil Defense Department representative to ensure that fire alarm and fire safety equipment is operational. After the inspection takes place the certificate is issued, usually in 2-3 days.	3 days	no charge
9	Obtain certificate of completion from Municipality <i>Agency : Municipality of Industrial Area</i> A certificate of completion is issued two or three days after the final inspection of the Municipality takes place. The document is electronically stamped and available to the applicant for download through the e-platform.	3 days	no charge
10	Request and receive Water Inspection <i>Agency : Kahramaa</i> Kahramaa will verify that the completed building matches the service site plan, the riser diagram, and the layout drawings submitted earlier.	1 day	no charge
11	Obtain water connection <i>Agency : Kahramaa</i> The water supply is immediately available once Kahramaa installs the water meter	5 days	QAR 2,300

Source : *businessteacher.org*

5.3 Registering Property

No.	Procedures	Time to Complete	Associated Costs
1	<p>Submit the original title deed, sign a sale and purchase agreement, pay the registration fee and obtain a new deed certificate</p> <p><i>Agency : Real Estate Registration Department of the Ministry of Justice</i></p> <p>The seller and the buyer submit the application documents and the original deed of the property at the Real Estate Registration Department at the Ministry of Justice.</p> <p>Application documents include:</p> <ul style="list-style-type: none"> - The original title deed and plan of the property; - ID cards of seller and buyer; - Powers of attorney; - Commercial registration of each company; - Immigration card of each company; - A valid resolution from each company approving the transfer and authorizing representatives to sign and execute the transfer <p>The counter staff checks the IDs of the seller and the buyer and verifies the information of the property using the electronic database. All the information on the property is kept in the electronic database and linked to an individual ID. The staff verifies if the property has encumbrances or not. If there are any encumbrances, the transaction will not proceed until these encumbrances are cleared.</p> <p>After verifying the information on the property, the parties provide the sale price of the property to the staff. The sale price should be in a range of prices set by the Department. The staff determines the transfer fee, which is 0.25% of the purchase price. The sale and purchase agreement is printed, and the parties will sign on the agreement.</p> <p>After the agreement is signed, the buyer will pay the fee for obtaining a new deed certificate (QAR 200), the fee for issuing a plan of the property (QAR 100) and the transfer fee at the same counter. The parties can make the payment either by check or a credit card. Once the payment is made, the buyer receives a receipt. The new deed certificate will be signed electronically and printed on watermarked paper. A new plan of the property is also issued. All the procedures are completed by one staff at the same counter.</p>	1 day	<p>QAR 31,094.56 The fee for obtaining a new deed certificate</p> <p>QAR 200 The fee for issuing a plan of the property</p> <p>QAR 100 The transfer fee, 0.25% of the property value</p>

Source : businessteacher.org

5.4 Paying Taxes

No.	Taxes	
1	Value-added tax (VAT) refunds	Answer
	Does VAT exist?	No
	Does a VAT refund process exist per the case study?	No
	Restrictions on VAT refund process	Not Applicable
	Percentage of cases exposed to a VAT audit (%)	Not Applicable
	Is there a mandatory carry forward period?	Not Applicable
	Time to comply with VAT refund (hours)	No VAT
	Time to comply with VAT refund (hours)	No VAT
2	Corporate income tax audits	Answer
	Corporate income tax audits	No
	Percentage of cases exposed to a corporate income tax audit (%)	Not applicable
	Time to comply with a corporate income tax correction (hours)	No
	Time to complete a corporate income tax correction (weeks)	No

Notes :

- Names of taxes have been standardized. For instance income tax, profit tax, tax on company's income are all named corporate income tax in this table.
- The hours for VAT include all the VAT and sales taxes applicable.
- The hours for Social Security include all the hours for labor taxes and mandatory contributions in general.
- The postfiling index is the average of the scores on time to comply with VAT refund, time to obtain a VAT refund, time to comply with a corporate income tax correction and time to complete a corporate income tax correction.

6. CONSTRUCTION INDUSTRI ANALYSIS



6.1 SWOT Analysis

Factor	Description
Strengths	<ul style="list-style-type: none"> ● Due to the impressive hydrocarbon revenues in recent years, the government is set to initiate well funded development plans as outlined in the Qatar National Vision 2030 ● Construction of large-scale transport infrastructure projects is underway which will ease the strain on existing infrastructure that is struggling to meet current demands ● Involvement of large foreign firms in the construction of residential/ non-residential and infrastructure projects underline the attractiveness of the market
Weakness	<ul style="list-style-type: none"> ● The country's heavy reliance on imported construction materials and foreign workers has resulted in many project delays and price inflation resulted from blockade of neighbouring Middle Eastern countries ● A lack of private sector investment leaves the sector vulnerable to declines in government spending
Opportunities	<ul style="list-style-type: none"> ● The government aims to diversify its economy away from the oil sector by developing healthcare, education, tourism, ports and roads. This wills the government to support any infrastructure projects catering to those sectors ● Qatar is the official host of FIFA 2022, this opens up a spectrum of opportunities to continue to consider contracts across the construction and infrastructure sectors
Threats	<ul style="list-style-type: none"> ● The Blockade resulted in the closure of land borders and the suspension of exports. The rift between the GCC could worsen with negative impacts on the construction sector ● The potential break-up of the GCC could jeopardize long-term plans to invest in regional transport integration

Source : constructionweekonline.com

6.2 PESTLE Analysis

Factor	Description
Political Factor	<ul style="list-style-type: none"> ● While internal political stability persists within Qatari borders, the country has severed ties with neighboring Arab countries that resulted in the 2017 blockade
Economical Factor	<ul style="list-style-type: none"> ● Demand outlook for Qatar's construction sector shows signs of improvement with the government's willingness to spend for existing initiatives ● Economy diversification is a top priority for Qatar as stated in the QNV2030 initiative, the construction sector is a likely contender as the potential GDP booster for the country ● Profitability levels are expected to stay muted due to higher raw material costs
Social Factor	<ul style="list-style-type: none"> ● Qatar's highly diverse population is due to the high percentage of expatriates living in the country, taking up to 80% of the population. ● As an Islamic country, the practice of Sharia Law is incorporated into the lifestyles of Qatari where conservativeness, peace and a solid sense of community is valued ● Social Development is also a key focus for QNV2030 where highlighting and preserving cultural identity of Qatar will play a role towards future infrastructure plans
Technology Factor	<ul style="list-style-type: none"> ● Qatar is deemed to follow future mechanisation trends to fulfill the vision of a digitalised and technologically advanced destination for visitors and locals alike ● Qatar has a relatively high digital literacy, much like its neighbouring country such as Saudi Arabia and the UAE. ● Opportunities of promoting digital services into other sectors in the effort to improve quality of life is seemingly promising
Legal Factor	<ul style="list-style-type: none"> ● Qatar has a unique mixed system of law controlled by the Emir through implementing civil codes and Sharia law accordingly
Environmental Factor	<ul style="list-style-type: none"> ● The Supreme Council for Environment and Natural Reserves (SCENR) and the Ministry of the Environment are the authorities for environmental protection related matters in Qatar ● Environmental development is one of the pillars of the QNV2030 where the role of the environmental authorities is expanding, particularly in the approval process for construction projects ● Projects involving green building and green infrastructure innovations could potentially skyrocket as it favors the direction of QNV2030's environmental pillar

Source : [constructionweekonline.com](https://www.constructionweekonline.com)

7. MAJOR INFRASTRUCTURE DEVELOPMENT & KEY PROJECTS



7.1 Construction Overview

More commercial and non-residential buildings are being developed as a result of the government's drive towards catering future demands of the economic pillar of QNV2030. A number of major developments, dominated by the retail sector, are scheduled for completion in this period; these included the Mall of Qatar, Festival City and Doha Oasis. The increase in retail space will place additional pressure on an already competitive market. Another key project to take notice is Lusail City, a 25 square kilometres that will house 200,000 people upon completion in 2020. The project for Lusail City also includes schools, rail and metro links.

7.1.1 Residential Construction

Lusail City

Developed by Lusail Real Estate Development Company (LREDC), Lusail City was designed to be Qatar's most advanced city, equipped with wireless communication networks and high-technology environment. It is one of the largest projects in Qatar to date, with a project costing of USD \$45 billion, located in the northeast region of Doha. The project is aimed to accommodate more than 450,000 residents and visitors. Other buildings and infrastructures included within the megaproject are ports, two golf courses, five stadiums, a commercial park for office and retail spaces, commercial towers, schools, mosques, hospitals, recreational areas, 22 hotels, cultural centres, shopping centres and its very own light rail network. The project was initiated in 2004, with completion dates sporadically set up in phases between 2012 to 2030.

Gewan Island Luxury Residences

Gewan Island is a Unit Development Company (UDC) real-estate project that spans across 400,000 sqm situated next to The Pearl, Qatar. Upon completion, the island will accommodate 3,500 residents and a similar number of daily visitors. By 2021, Gewan Island is expected to complete along with 611 residential units, including 558 apartments, 26 waterfront villas, 21 beachfront villas, 6 island villas, 20,000 sqm of retail and F&B space, a theme park, and a boardwalk. The project cost is estimated at QR 1.5 billion.

7.1.2 Tourism Construction

World Cup 2022

The building of stadiums and associated infrastructure for the 2022 FIFA World Cup is coming into its final stages of completion, entering the preparation phase for the upcoming major sports event. Overseen by the Supreme Committee for Delivery & Legacy (SC), Qatar is preparing eight stadiums and multiple training venues for the four-week international football event at an estimated cost of roughly USD 6.5 billion.

The first stadium ready for use is the Khalifa International Stadium. Having first opened in 1976, the stadium reopened in 2017 after undergoing a renovation that took its seating capacity to 40,000. The remaining stadiums are at various stages of completion, with the SC stating that they will all be finished by the end of 2020. In January 2019 local media reported that construction of the 40,000-seat Al Wakrah Stadium is almost complete. The three remaining stadiums are all expected for 2020 delivery. At 80,000 seats, the Lusail Stadium is the planned venue for the World Cup final.

Msheireb Downtown Doha

Soon to become the financial hub and top-tier tourist attraction of Doha, the Msheireb Downtown Doha project is a sustainably designed "smart city" with a project value of QR 20 billion. The mixed-use project includes retail, offices, a hotel and both low-rise and high-rise residential buildings that make up a total of 310,000 square metres of versatile and functional space. The initial construction took off in 2010 and the completion will come in phases.

7.2 Transportation Infrastructure Overview

With the resolve to improve the quality and mobility, the Qatar government engages several transportation infrastructure projects to meet the quality of living standards set for QNV2030. The attention on the Metro projects will turn to the station construction and interior works as well as the operational systems within. The ongoing works at HIA and Hamad Port will sustain this sector during this period. Coupled with the completion stages of the Doha Metro there will be substantial opportunities available for most small to medium sized firms.

7.2.1 Airports : Hamad International Airport Expansion

The Hamad International Airport will undergo several expansion plans, which will be carried out in two phases, A and B. Phase A will include a new link to the Central Concourse with the construction beginning in 2020. This phase of the airport's expansion is set to increase the terminal's annual handling capacity to over 53 million passengers by 2022, ideally to help accommodate for the upcoming FIFA World Cup event. Phase B will take the airport's capacity to more than 60 million passengers annually, to cater for Qatar's long term annual passengers capacity.

7.2.2 Ports : Hamad Port Expansion

The Hamad Port Expansion project is established to boost activities in trade and industrialisation as an effort to further diversify the economy of Qatar, while aligning towards the QNV2030 vision. With phase one completed in 2019, the expansion project is currently spearheading phase two where the goal is to increase the annual container capacity from 2m TEUs to 7.5m TEUs by the time the project is completed in 2020.

7.2.3 Road Networks : Dukhan Highway Project

One of the key elements of Qatar's 980km-long route expansion plan is the Dukhan Highway Project. The construction of a 66km highway begins its route from the junction of Thani bin Jassim, Doha, heading as far as the Zekreet interchange in Dukhan. The project is also part of Qatar's key initiative to modernise the country in preparation for the FIFA 2022 World Cup. Several major civil engineering works were completed including underpasses, bridges and ancillary works like 5 major interchanges, service roads, and underground pipelines for water, electricity, and oil. The project was completed and fully operated in 2017, serving Qatar's mobility well into its modernisation plans.

7.2.4 Rail Networks : Doha Metro

Doha Metro is a top-of-the-line megaproject costing an estimated USD \$36 billion. It is Qatar's first-ever underground railway system, designed to alleviate the country from its ongoing traffic congestion issue while easing mobility directing to key areas for visitors in the duration of the FIFA 2022 World Cup. The metro system spans around 111km in total and will be built in two phases, the first phase will prioritise the construction of three out of the four lines (Red, Gold, and Green) and 37 stations. These lines are expected to be fully operated by 2020. The second phase involves the addition of the Blue line and the expansion of the existing ones, with more than 60 additional stations and the first expansion will be completed by 2026.

7.3 Energy and Utilities Infrastructure Overview

7.3.1 Power Plants and Transmission Grids : Umm Al Houl Combined-Cycle Power Plant

The Umm Al-Houl Combined-Cycle Power Plant is one of the largest water and power projects for Qatar, located in the Qatar Economic Zone 3. With the project costing of USD \$3.02 billion, the power plant is calculated to supply up to 2.52GW of electricity while simultaneously providing up to 136 million gallons of drinking water a day to homes in the area. The project is implemented under the government's Qatar National Vision 2030 with the goal to increase electricity production and water output up to 25%, as the increasing demand of electricity will require more power to generate future key events and newly developed areas. The construction took place in two phases. The first phase was completed in 2017. The second phase, including the overall project, was completed in late 2018.

7.3.2 Oil and Gas, Liquefied Natural Gas (LNG) and Refineries

Qatar Petroleum, a subsidiary of Qatargas, had launched an expansion project of the gas field in 2017 with the goal to provide a sustainable liquefied natural gas (LNG) production for Qatar, in alignment to the QNV2030 environmental pillar. An Engineering, Procurement, Construction and Installation (EPCI) contract was awarded to McDermott for the field expansion project to construct eight new offshore jackets of the platforms by the end of Q1 2019.

The expansion will increase Qatar's liquefied natural gas (LNG) production capacity from 77 million tonnes per annum (mtpa) to 110 mtpa, which accounts for an LNG production capacity increase of approximately 43%. The first gas from the expansion project is expected to be produced by the end of 2023.

7.3.3 Water : Water Security Mega Reservoirs Project

The Qatar General Electricity & Water Corporation (KAHRAMAA) has launched a Mega Reservoir project with the aim to provide up to seven days of strategic portable water storage. Water quality in the reservoirs are aimed to meet the World Health Organization (WHO) standards.

Phase one of the project entails the construction of five reservoir sites and pumping stations, located along the Qatar National Utility Corridor, and an interconnecting network of large diameter water pipelines. Upon completion, all reservoirs built within the timeline of phase one will have the capacity to store up to 2.3 trillion gallons of water.

Phase one is expected to be completed and fully operated by 2026. Phase two will be initiated in 2020, starting out with the construction of additional pipelines and 16 new reservoirs within the five sites. The goal is have storage capacity of up to 3,800 million gallons of water, with hopes to be completed and meeting demands by the year 2036.

8. MAJOR PROJECTS



8.1 Construction Project Summary

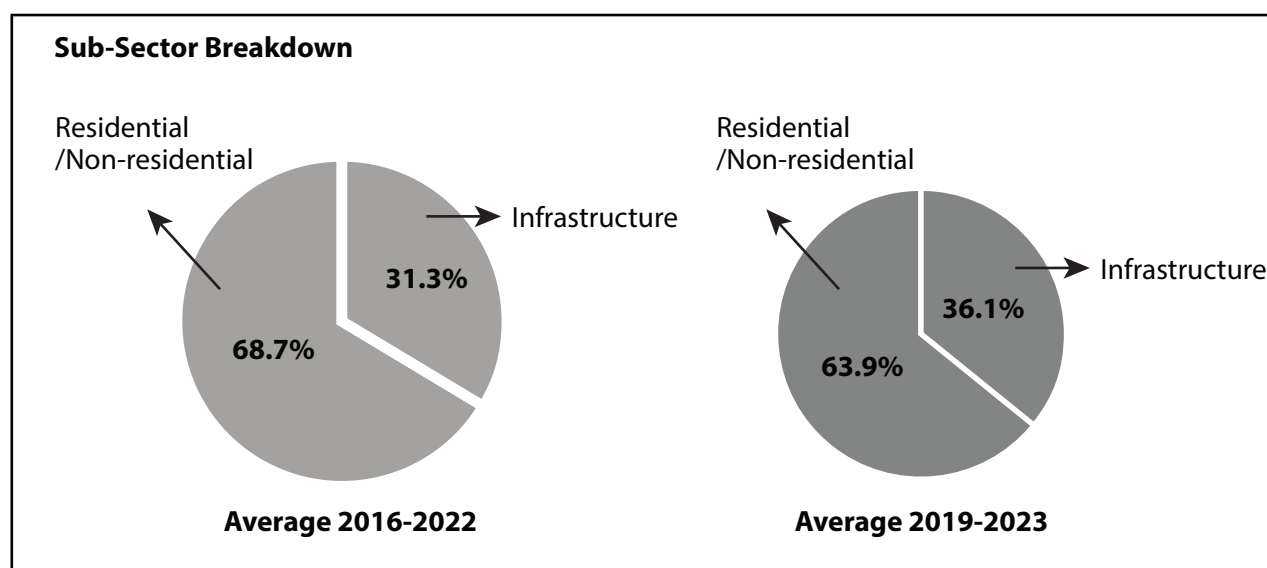
The total awarded projects in each year from 2016 to 2019 summarises that the number of awarded projects in 2019 was less than in 2017 and 2018. The number and value of projects roughly summarises the market activity, however, fails to capture the size of the projects in terms of monetary value.

Overview of Projects Awarded from 2016 to 2020

Projects	2016	2017	2018	2019	2020
Number of projects awarded	214	243	274	230	184
Value of projects awarded	USD13.40 b	USD15.87 b	USD13.7 b	USD15.57 b	USD11.3 b

Source : Fitch Solutions

Looking into the sub-sector of the construction industry of Qatar, residential and non-residential projects takes up an average of 68.7% between 2016-2022 and 63.9% between 2019-2023. The remaining percentage represents the infrastructure sub-sector. While infrastructure projects took up a smaller fraction of the breakdown, the scale of the projects are relatively large. Major infrastructure works are mostly driven towards meeting the Qatar National Vision 2030 (QNV2030) end goal and accommodating the impact of FIFA 2022, while residential and non-residential constructions are focused towards meeting local demands in general.



Source : Fitch Solutions

8.2 Key Projects with Malaysia Companies Involvement

No	Company	Project Role	Project Title	Project Awarded	Project Value (RM)
1	Eversendai Corporation Berhad	Road / Highway / Bridge	The Project in Qatar was awarded by AG Middle East, Qatar and comprises engineering, connection design, fabrication, painting supply and installation of structural steel works for Lusail Expressway Al Wahda Arch.	10/1/2019	Not Revealed
2	Eversendai Corporation Berhad	Commercial Building	Project in Qatar was awarded by QIMC / Redco Construction Almana and comprises shop and fabrication drawings, supply fabrication and shear stud fixing, blasting, primer and delivery of composite beam to site for the Abraj Al Tahwiliya (QIMC Tower at West Bay) at Doha, Qatar.	08/04/2019	Not Revealed
3	Serba Dinamik Holdings Berhad	Mechanical and Electrical	Repair, Overhaul and Maintenance of Pumps, Compressors, Gearboxes and other associated Rotating Equipment with Manpower and Spare Parts	20/05/ 2019	250 Million
4	Serba Dinamik Holdings Berhad	Mechanical and Electrical	(O&M) Provision of turbo machinery specialist	30/09/2018	Not Revealed
5	Serba Dinamik Holdings Berhad	Mechanical and Electrical	(O&M) Contract for Inspection, Repair & Maintenance of Boilers and Unfired Pressure Vessels with necessary manpower, spareparts & Consumables	01/11/2018	203 Million
6	Muhibbah Engineering (M) Bhd.	Commercial Building	Design, Construction and Erection of Syncrolift and Travel Lift with Ancillaries and All Associated Works in Marsa Um Alhoul at Um Alhoul Special Economic Zone, Qatar for a total contract price of approximately Qatari Riyal 143 million (equivalent to approximately RM149 million)	22/2/2018	149.0 Million

Source : CIDB International Database

8.2 Key Projects with Malaysia Companies

No	Company	Project Role	Project Title	Project Awarded	Project Value (RM)
7	Eversendai Corporation Berhad	Commercial Building	Project in Qatar was awarded by Al Baker Investments / Redco Construction - Almana and comprises connection design, engineering, fabrication, supply and installation of structural steel works, metal decking and fireproofing works for the Albaker Hotel Tower 1 & 2 in Doha, Qatar.	08/04/2019	Not Revealed
8	Sarawak Consolidated Industries Berhad	Residential Building	Construction (EPCC), Completion & Maintenance of 6 Villas at Al-Qutaifiya	08/04/2019	63.9 Million
9	Sarawak Consolidated Industries Berhad	Oil & gas	Qatar's North Field expansion with necessary manpower, civil dan mechanical, eletrical & plumbing engineering works	01/02/2021	339.3 Million

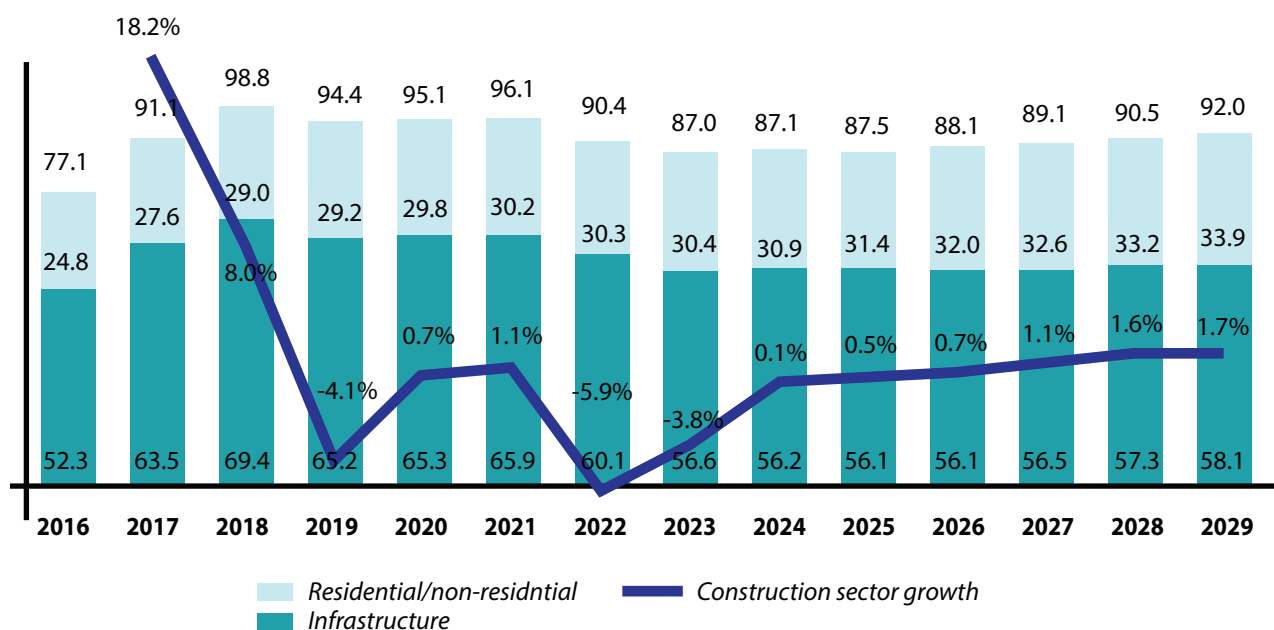
Source : CIDB International Database

9. INDUSTRY FORECAST SCENARIO



9.1 Qatar Construction Industry Forecast

Construction Sector Growth 2016 - 2029 by Value (USD)



Source : ABS and ACIF CFC

By 2029, the construction industry is projected to face a negative growth coupled with an estimated CAGR of -2.0%:

- While the construction sector has skyrocketed in the previous decade, sharp corrections are expected within the coming years building up to FIFA 2022.
- With only 2 years away from FIFA 2022, 2019 has somehow displayed poor growth that will expect to continue leading up to 2022.
- The annual growth rates are projected to witness marginal improvements after 2023 with an associated CAGR of 0.9% between 2023 and 2029.
- Despite all efforts pulled by the government to diversify the economy by initiating several health, social and industrial projects, the growth levels projected in the construction sector may deem unsustainable by the end of the decade.

10. BUSINESS ENVIRONMENT OUTLOOK



10.1 Accounting in Qatar

Accounting Regulation Body	<ul style="list-style-type: none"> Qatar Financial Markets Authority (QFMA) <p>Ministry of Economy and Commerce</p> <p>Qatar Exchange</p>
Tax Year	January 1st - December 31st (same as calendar year, more or less of 12 months duration)
Accounting Standards and Requirements	<ul style="list-style-type: none"> Companies are to prepare consolidated and separate company financial statements in accordance to the globalised International Financial Reporting Standards (IFRS) Standards A comprehensive annual report that includes a balance sheet, a profit and loss account and a cash flow statement
Professional Bodies of Accountancy	<ul style="list-style-type: none"> The Institute of Chartered Accountants in Australia (ICAA) Institute of Public Accountants (IPA) <p>Australian Government Financial Reporting Council (FRC)</p> <p>Certified Public Accountant Professional Association (CPA)</p>
Professional Bodies of Auditing	<ul style="list-style-type: none"> Qatar Institute of Certified Public Accountants Gulf Cooperation Council Accounting and Auditing Organization (GCCAAO)

Source : Santander Trade

10.2 Standard of Qatar

National Standards Organisation	Laboratories and Standardization Affairs of Qatar (QS)
Online Consultation	ISO catalogue
Organizations of Certification	Laboratories and Standardization Affairs of Qatar (QS)

Source : Santander Trade

10.3 Business Practises of Qatar

Language	Arabic, English
Basic Etiquette	<ul style="list-style-type: none"> ● Qatari practices a hierarchical management system and each individual must be addressed with the correct honorifics ● Respecting Islamic practices is of utmost importance
Dress Code	<ul style="list-style-type: none"> ● Smart, conservative, following Middle Eastern standards of conservative for women
Operational Hours	<ul style="list-style-type: none"> ● Weekdays are from Sunday to Thursday ● Weekends are from Friday to Saturday ● Office hours operates in two shifts: 7:30-12:00PM and 3:30-7:30PM ● Bank hours operates from 7:30-1:00PM
Closing Periods for Companies	<ul style="list-style-type: none"> ● International New Year's Day ● Qatar National Day ● Eid al Fitri ● Eid Al Adha

Source : Santander Trade

10.4 Tax in Qatar

Consumption Taxes		Corporate Taxes	
Nature of tax	None (VAT is expected to be implemented by 2021)	Company Tax	<p>Entity that is entirely or partially foreign owned that derives income from sources in Qatar is taxable in Qatar</p> <p>A company is resident in Qatar that is incorporated with Qatari laws, its head office or its place of effective management and control is situated in the country</p>
Tax Rates	None	Tax Rate for Foreign Companies	10%
Reduced Tax Rate	None	Capital Gains Taxation	<p>No property taxes in Qatar</p> <p>No transfer taxes in Qatar</p> <p>All capital gains are subjected to tax at regular corporate income tax rate</p>

Source: Santander Trade



11. COVID-19 GUIDELINE FOR QATAR



11.1 COVID-19 Impact on Qatar

The Qatari government adopted a spectrum of policies and health measures to contain the spread of the COVID-19 virus, one of the first being international travel restrictions in order to prevent the entry of confirmed cases from outside the country. Schools were closed as the country experienced the first wave of the pandemic, and students switched to online learning. Additionally, authorities attempted to prevent the virus from spreading by isolating an entire industrial area where workers lived (the first hotspot of the pandemic).

Qatar encouraged its innovation ecosystem, consisting of research institutes, universities, and tech startups, to play a role in fighting the pandemic. Among the public health measures that proved successful were contact tracing and early containment; expansion of testing capacity and facilitation of health service delivery to non-COVID-19 patients.

The country successfully created a COVID-19 contact tracing application, Ehteraz (PDF) , and on May 22, 2020, all citizens and expats were required to download and install Ehteraz on their mobile phones. The system allowed the authorities to contain the spread of the virus by identifying the disease transmission chains and alert users if they were exposed to confirmed cases. Multiple public and private testing sites were made available to increase testing capacity such as through hospital walk-ins, drive-through swab centers, primary health care centers, and private clinics. The early identification and isolation of infected people helped contain the spread of the virus in the country.

As Qatar prepares to host the FIFA World Cup 2022 later this year, FIFA, WHO, and Qatar have partnered in an effort to ensure that the event is healthy and safe. Qatar plans to maintain precautionary measures to contain the spread of the virus during the tournament and the health sector has gained experience during the pandemic that might inform response to future spikes in demand for health system resources.



11.2 COVID-19 Health and Safety Guidelines for Qatar

List of Approved and Conditionally Approved Vaccines by the Ministry of Public Health:

1. Pfizer / BioNTech (Comirnaty)
2. Moderna (SpikeVax)
3. AstraZeneca (Covishield / Oxford / Vaxzevria)
4. Jansen / Johnson & Johnson (only one dose)

Travelers who are vaccinated outside Qatar are required to submit the original vaccine certificate and any other supporting documents in Arabic or English language as a proof that they have obtained the vaccine and should at least include the following information:

1. The name of the traveler must be identical to that on the passport.
2. Doses and dates of vaccine given (one dose for Jansen vaccine and two doses for other vaccines).
3. Type/name of vaccine.
4. The serial number of the vaccine batch and QR code (if available).

General policy:

1. Based on COVID-19 epidemiology in different countries and their local health risk indicators, Qatar has developed specific health and safety measures for travelers coming to Qatar.
 - Standard Health Measures and Red Health Measures.
2. Citizens and residents are free to travel abroad at any time provided that the Travel and Return Policy is adhered to when returning to Qatar.
3. The Ministry of Public Health advises citizens and residents to look up and comply with COVID-19 health measures currently in place in the destination country.
4. Travelers are responsible for keeping up to date with changes to the Travel and Return Policy through official sources before planning to travel to Qatar.
5. Travelers must comply with Qatar's COVID-19 procedures at all time to reduce the spread of COVID-19.
6. Travelers who are required to have a PCR lab result before traveling to Qatar must have it at a medical center authorized by the health authorities in the country of departure. A negative test result is required and must be obtained no more than 48 hours before the time of departure from the country of origin. (Please see the pre-travel test rules for detailed guidance.)

More info : <https://covid19.moph.gov.qa>



12. KEY LEARNINGS FOR MALAYSIAN PLAYERS



12.1 Local Requirements

In order to proceed with running any form of business in Qatar, all entities must be properly registered with the Ministry of Business and Trade before proceeding with any business activities. As for construction and engineering related business activities, it is mandatory under the Engineering Law of Qatar to obtain a license from the Engineering Committee of the Urban Planning and Building Development General Authority. The required licences and consents will vary according to the nature of the project, its location, and other contributing factors.

1. Commercial Registration

- Applications may be acquired through Ministry of Business and Trade

2. Commercial Residence (CR)

- Issued by the Ministry of Economy and Commerce (MEC)

3. Trade License

- Legal office space that meets the minimum standards by MEC

4. Computer Card

- Also recognised as Signature Card or Khaid Munshiah
- Required to issue Residence Permits (RP) for employees



13 Glossary

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