



Aegean Exporters' Association

Qatar Trade Delegation, January 2020



Prepared by:

b2b
CONNECT

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Trade Mission Overview

The Aegean Exporters' Association (EIB) took nine Turkish companies to Qatar to develop new ties with local companies. Taking place between 28-30 January, the trade mission met with 39 Qatari-based organisations through a combination of trade delegation meetings and site visits.

The aim of the meetings was for them to act as a first contact between companies. It gave the Turkish companies an opportunity to explain their offerings and Qatari companies to outline their requirements. Based on these meetings, companies have the opportunity to develop new ties and expand their business into Qatar.

Qatar overview

Qatar is situated in the Arabian Gulf country and member of the GCC (Gulf Cooperation Council). Its population is 2.8 million, made up predominantly of expatriates. About 10% of the workforce are Qataris. Arabic is the official language, with English widely spoken, especially for business.

The country has the third largest gas reserves in the world, sharing the world's largest gas field with Iran. Qatar's share, which makes up about 66% of the total, is called North Dome. It exports gas globally. Its main industries are oil & gas, steel, financial and shipping. It also has sizable fertiliser and petrochemical industries, and is developing its tourism sector.

The Gulf state will host the FIFA World Cup in 2022. In preparation, it has undergone a massive building programme that includes Doha Metro, new roads, the new city of Lusail, seven stadia (plus one stadium upgrade) and hotels. Whilst about \$10bn is being spent to prepare for the competition itself, in the region of \$200bn will be spent when all associated infrastructure is included.

Although part of the GCC, Qatar has been under a blockade from several countries since June 2017, after it was accused of supporting terrorism. Qatar denies the accusations. The neighbouring GCC countries that have imposed a blockade, which includes on airspace, are Saudi Arabia, the UAE and Bahrain.

Despite the blockade, the country's economy remains in good health. Nominal GDP per capita stands at about \$70,000, placing it about fifth globally, according to IMF data. Although down significantly from its high of 2012 (\$102,000), it is still up about 10% since the blockade was imposed.

The IMF forecasts that per capita nominal GDP will hit approximately \$83,000 in 2024. General government revenue was QR259bn in 2019, constituting 37% of its GDP. Government spending was QR210bn. The IMF also estimates that in 2019, the volume of goods and services rose by about 1.17%, with most of this growth accounted for by services.

Trade delegation meetings

Date: Wednesday 29 January 2020

Location: Dusit Doha, Qatar

Turkish companies in attendance: 9

Buying companies from Qatar: 33

Turkish companies from EIB delegation



The delegation ran between 8.30am and 6pm. Most companies came for meetings in the afternoon. 30% of companies that reconfirmed their attendance did not show up.

How b2b Connect selected companies



Buyers that held meetings with Turkish delegation

Representatives from 33 companies based in Qatar attended the meetings during the day. These companies met with multiple Turkey-based suppliers.

| Company | Contact Name | Job Title | Email | Office No. | Mobile No. | Industry |
|---------|--------------|-----------|-------|------------|------------|-------------------------------------|
| | | | | | | Stone Supplier |
| | | | | | | Trading & Contracting |
| | | | | | | Trading & Contracting |
| | | | | | | Stone Co. |
| | | | | | | Property Consultants |
| | | | | | | Stone co. |
| | | | | | | Trading & Contracting |
| | | | | | | Bathroom supplies |
| | | | | | | Construction |
| | | | | | | Trading & Contracting |
| | | | | | | Trading & Contracting |
| | | | | | | Contractor |
| | | | | | | Contractor |
| | | | | | | Construction Materials, Real estate |
| | | | | | | Construction Materials, Real estate |
| | | | | | | Trading & Contracting |
| | | | | | | Trading & Contracting |
| | | | | | | Design & Decorators |

| | |
|--|-------------------------------|
| | Architects |
| | Interior Design |
| | Interior Design |
| | Stone Supplier |
| | Architects |
| | Trading & Contracting |
| | Contracting, Real estate |
| | Stone Supplier |
| | Contracting, Real estate |
| | Contracting, Real estate |
| | Architects |
| | Contractor |
| | Engineering |
| | Contractor |
| | Contractor |
| | Consultancy |
| | Stone contractors & Suppliers |
| | Stone contractors & Suppliers |
| | Stone Traders |
| | Trading & Contracting |

Confirmed companies that did not attend

Fourteen companies that had reconfirmed that they would attend did not come on the day. Their details have been included below.

| Company | Contact Name | Job Title | Email | Office No. | Mobile No. | Industry |
|------------|--------------|-----------|-------|------------|------------|-----------------------|
| [Redacted] | | | | | | Stone Supplier |
| | | | | | | Stone supplier |
| | | | | | | Contractor |
| | | | | | | Construction co. |
| | | | | | | Bathroom supply store |
| | | | | | | Contractor |
| | | | | | | Stone trading co. |
| | | | | | | Construction co. |
| | | | | | | Architects |
| | | | | | | Consultancy |
| | | | | | | Contractor |
| | | | | | | Bathroom Supply store |
| | | | | | | Real Estate |
| | | | | | | Stone trading co. |

Site visits

In addition to the trade delegation meetings, site visits were organised for Tuesday 28 January. The delegation visited two companies: [Redacted] real estate company, plus visits to the Pearl Qatar and Souq Waqif.

On Thursday 30, it met the Tourism Board, followed by four company visits in the industrial area (see table below).

Group meetings were held with company representatives, giving everyone a chance to introduce themselves, say a little about their business and learn more on the plans of the Qatar-based organisation.

| Company | Name | Contact details | Address |
|---------|------|-----------------|---------|
| | | | |

