



*QATAR*  
*GREAT OPPORTUNITIES*



- *GEOGRAPHIC POSITION AND MAIN DATAS*.....3
- *MAIN ACTIVITIES*..... 4
- *MAIN WORK IN PROGRESS*.....5-6
- *WORLD CUP 2022*.....7
- *ITALY- QATAR*.....8
- *INTERVENTION KEY SECTORS*.....9
- *GET A MARKET*.....10
- *MAKE A FIRM*.....11-13
- *CONTACTS*.....14

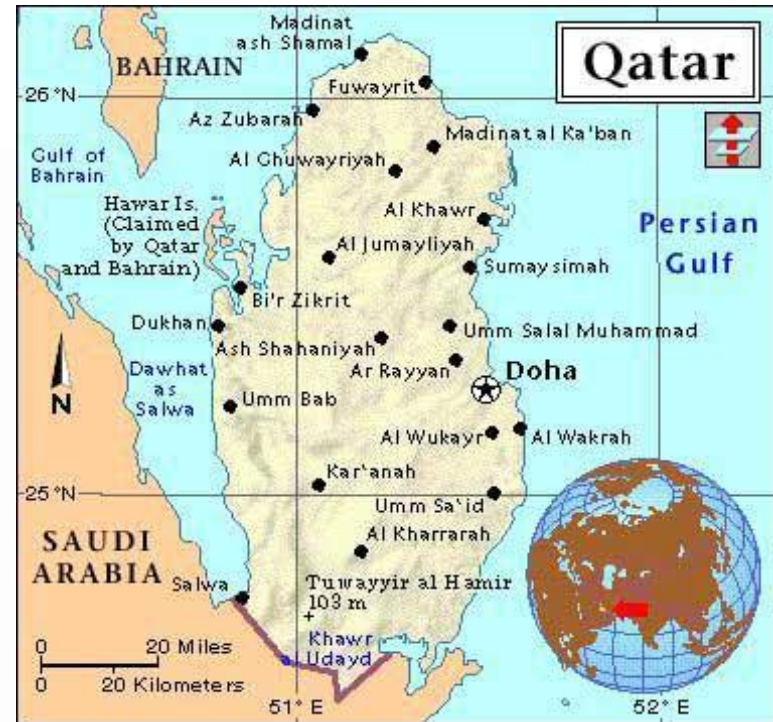


# GEOGRAPHIC POSITION AND MAIN DATAS



- Area:11.521 km<sup>2</sup>
- Capital: Doha
- Population: 1.7 millions
- Official language: arabic (commercial English)
- Currency: riyal
- Form of government: monarchy

- Unemployment (2009): 0.5%
- GDP 2010: 110,84 billions USD
- Inflation (2009): -2,9%
- Exchange US\$/QAR (fixed): 3.64
- Exchange Euro/QAR: 5.07
- Per capita income (2009): 85.600 US\$



# MAIN ACTIVITIES



Fossil fuel: gas and oil

third place in the world ranking for natural gas reserves after Russia and Iran. Over 60% of GDP comes from this sector.

Manufacturing sector:

Petrochemical and chemistry, plastics and fertilizer.

Tourism:

Élite, sport competition and cultural projects.



# MAIN WORK IN PROGRESS



## PEARL OF QATAR:

400 hectares' artificial island to build, where for the first time foreigners can acquire pieces of property (total investment 2,5 billions USD).

## NDIA - NEW DOHA INTERNATIONAL AIRPORT:

It is able to manage a traffic of about 50 millions of passengers and 2 millions tons of goods, on 1.700 hectares' area.



## LUSAIL DEVELOPMENT PROJECT:

Property project to develop on 35 Km<sup>2</sup>'s area in the North zone of Doha. Future realizations of an artificial lake, residential districts, commercial centers, 2 greens, hotels, hospitals and 2 touristic small ports.

## URJUAN, AL MAFJAR RESORT, AL FAREEJ RESORT, AL SIMAISMA BEACH...

Comprise of hotels, residential districts, holiday villages, and so on.

# *QATARI LIVELINESS ECONOMY*



Within 2012 are expected investments over 120 billions USD. Qatari State encourages participation of foreign companies giving different incentives. (ex. Reducing fiscal rate on foreign companies from 30% to 10%).

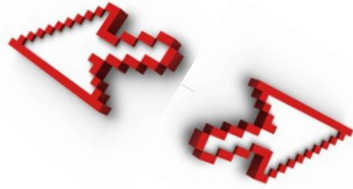
# WORLD CUP 2022



Its further stimulus to invest in the country:

- ✓ 140 km's underground within 2015;
- ✓ Tram lines to join to bus lines;
- ✓ 39 projects to enlarge and modernize road networks;
- ✓ Expanding of the water line, electricity and sewage system.

*ITALY*



*QATAR*



- ❖ Natural gas is the main voice of the Qatari export towards Italy (about 619 millions €, 2010), followed by chemical, jeweller and similar.
- ❖ On the other side, italian export towards Qatar consists of selling machinery and other goods (about 475,6 millions €)
- ❖ From 1° august 2004 comes into effect a deal with Italy for the protection and promotion of investments.





# *Intervention key sectors*



❖ Building (housing...)

❖ Landscape architecture

❖ Interior and external furniture

❖ Installation (wiring, heating plant,...)



❖ Public green

❖ Other services

This is a non exhaustive list, but an indicative one of all those activities that are more profitable in Qatar.

# GET A MARKET



Since January 2003 Qatar is a member of GCC (*Gulf Cooperation Council*). This is a customs union that provides for a single import tax of 5%. Members countries:

- Saudi Arabia
- Bahrain
- United Arab Emirates
- Kuwait
- Oman
- Qatar



On 2 may 2005 It was opened the Qatar Financial Center (QFC), independent, able to attract international financial institutions and multinationals, ensuring low cost investments, low risks and an high bureaucratic reduction.

# MAKE A FIRM



- Qatari law forecasts that a foreign subject (natural or legal person) can be involved in an economic activity only if he enters into partnership with a resident economic subject and with a max quote of 49%.
- Exceptionally, it can be granted 100% of a capital company to a foreign subject.
- There are “Free Trade Zones” to attract investments (R&D sector), 100% foreign property, that permit tax exemption.



# MAKE A FIRM (2)



Benefits for foreign dealers:

- Have a right to rent a ground for a 10 years' project;
- Have a right to import machineries, equipment, raw materials, semifinished product in duty-free system;
- Tax exemption on capital until 10 years;
- Protection of property right and total guarantee against expropriation;
- Total freedom of export of profits and capitals and total freedom of transfer of property.



# MAKE A FIRM (3)



## Fiscal aspects:

- Since 2010 Authorities introduced a “Flat Rate” (10% earnings);
- Legal income tax only for foreign participation, being local partner tax-free.





*For further information, please contact:*

[info@ibsitalia.biz](mailto:info@ibsitalia.biz)

*Useful links:*

[www.alghariyah.com](http://www.alghariyah.com)

[www.qpb.com.qa](http://www.qpb.com.qa)

[www.qatarembassy.it](http://www.qatarembassy.it)

[www.ambdoha.esteri.it](http://www.ambdoha.esteri.it)