



Opportunity for Food Business in Qatar

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Qatar is a global economy success story for over a decade

- Has highest per capita income in the world
- Holds world's 3rd largest proven gas reserves; largest exporter of LNG in the world
- Economy diversifying from strong Oil & Gas sector with rapid pace of modernization
- Planned infrastructure investment of US\$ 222 billion with hosting of FIFA World Cup in 2022
- Prominent in global financial map through establishment of Qatar Financial Centre [QFC]
- AA- long term rating by S&P implying that Qatar is a resilient economy

Recent Video (part clip) Qatar presented in FIFA 2018, Russia



Full video version may be downloaded from the link
<https://m.youtube.com/watch?v=YLTmP2RcfYU>



Solid Infrastructure & World Class Facilities

- ▶ Upgraded Port Facilities –Hamad Port, is the latest world class seaport operational since December 2016 capable of handling 7.8 million tons of products; bulk of trade includes food and building materials.
- ▶ Luxurious Hamad International Airport on completion of all planned phases is expected to have annual capacity of 50 million passengers.
- ▶ World's largest single Metro project to be fully operational by 2020 covering 241 km distance with 106 stations; this will be part of Q-Rail's integrated transport solution connecting GCC.
- ▶ Special economic zones, industrial zones, logistics and warehousing parks strategically located with proximity to airport and seaport.



Emerging as an attractive investment destination

- ▶ Low cost, low risk and low tax environment with huge project finance opportunities
- ▶ Visa-free entry for citizens of 80 nationalities to stimulate tourism
- ▶ Draft law approved for boosting foreign investment and economic development; set to open the field for foreign investors to take part in all economic activity with up to 100% ownership of the capital; allow investors to own up to 49% of shares of Qatar-listed companies on Qatar Exchange.
- ▶ Draft law approved to grant permanent residency to foreigners who provide outstanding services to Qatar.
- ▶ Special Economic zones [SEZ] are expected to stimulate diversification efforts & encourage foreign direct investment.
- ▶ Pursuant to National tourism strategy 2030, development will be accelerated with an emphasis on diversification of both visitor source markets and tourism products & services.



Changing Business Model –moving towards Localization Strategy and less dependency on imports

The Blockade by neighboring countries has thrown up new opportunities

Qatar's strategic focus is now on

- ▶ Investing in building domestic capabilities to reduce its dependency on imports, besides infrastructure development, transport industry and F&B industry
- ▶ Creating a strong infrastructure in which small & medium sized enterprises can prosper & grow



Qatar Food Industry in Perspective

Qatar imports 90% of its food requirements; after the blockade in June 2017, a campaign to Support Local Products kicked off

- ▶ Government Entities and Local community advocated the significance of locally grown products that are less expensive and more environment friendly with emphasis on organic products
- ▶ Shift from recently harvested local produce to costly imports

Qatar National Food Security Program has laid out initiatives to increase food production capacity; the target is for the agriculture sector to meet 60% of domestic food demand by 2024 by increasing local farms from 1,400 to 3,000; currently Agriculture sector is contributing just over 4% of the national GDP and is set to grow.

Qatar Catering Services Market is expected to grow at over 6% CAGR during 2018-2022

Key Drivers

- ▶ Influx of Expat population which grew rapidly at 6.6% CAGR during 2012-2015 to the current at 2.78 million and remain steady with giant projects in transport, health & construction sector
- ▶ Qatar committed to making Tourism a Priority Industry hosting a number of international cultural, sports and business events



EMERGING OPPORTUNITIES

Growing Need to enhance productivity and capacity utilization in the areas of:

- Catering services;
- Food processing & packaging;
- Food grade packing products;
- Food Storage & warehousing;
- Agro tech & farming – Latest techniques
- Innovation & technology amidst specific conditions & constraints



For more information Reach out or Browse

- Indian Embassy in Qatar – Commerce Division
- Indian Business & Professionals Council – Apex Body under Indian Embassy
- Qatar Chamber of commerce
- Qatar Financial Center
- Manateq



THANK YOU