

Opportunity Qatar

MICE - Exhibitions - Events



About Qatar

- Independent since 1971
- 180 km N/S and 85 km E/W with 563 km coastline
- Subtropical desert climate with mild winters and hot summers
- Population - 2.6 million
- World's 3rd largest reserves of natural gas
- Among highest GDP per capita in the world



At the Crossroads of Business

Strategically located at the crossroads of three continents



Accessibility

- Major aviation hub
- Home base of Award Winning Airline: Qatar Airways
- Directly connected to 150+ destinations
- Award winning, State-of-the-art Hamad International Airport
- Annual passenger capacity 50 million +



Hamad International Airport

The Region's Most Welcoming Country

Citizens of the following 80 countries can
enter Qatar visa-free

| | | | | |
|-------------------|-----------------------|----------------------|--------------------|-----------------------|
| <i>Andorra</i> | <i>Costa Rica</i> | <i>Iceland</i> | <i>Mexico</i> | <i>Slovakia</i> |
| <i>Argentina</i> | <i>Croatia</i> | <i>India</i> | <i>Moldova</i> | <i>Slovenia</i> |
| <i>Australia</i> | <i>Cuba</i> | <i>Indonesia</i> | <i>Monaco</i> | <i>South Africa</i> |
| <i>Austria</i> | <i>Cyprus</i> | <i>Ireland</i> | <i>Netherlands</i> | <i>South Korea</i> |
| <i>Azerbaijan</i> | <i>Czech Republic</i> | <i>Italy</i> | <i>New Zealand</i> | <i>Spain</i> |
| <i>Bahamas</i> | <i>Denmark</i> | <i>Japan</i> | <i>Norway</i> | <i>Suriname</i> |
| <i>Belarus</i> | <i>Ecuador</i> | <i>Kazakhstan</i> | <i>Panama</i> | <i>Sweden</i> |
| <i>Belgium</i> | <i>Estonia</i> | <i>Latvia</i> | <i>Paraguay</i> | <i>Switzerland</i> |
| <i>Bolivia</i> | <i>Finland</i> | <i>Lebanon</i> | <i>Peru</i> | <i>Thailand</i> |
| <i>Brazil</i> | <i>France</i> | <i>Liechtenstein</i> | <i>Poland</i> | <i>Turkey</i> |
| <i>Brunei</i> | <i>Georgia</i> | <i>Lithuania</i> | <i>Portugal</i> | <i>Ukraine</i> |
| <i>Bulgaria</i> | <i>Germany</i> | <i>Luxembourg</i> | <i>Romania</i> | <i>United Kingdom</i> |
| <i>Canada</i> | <i>Greece</i> | <i>Macedonia</i> | <i>Russia</i> | <i>United States</i> |
| <i>Chile</i> | <i>Guyana</i> | <i>Malaysia</i> | <i>San Marino</i> | <i>Uruguay</i> |
| <i>China</i> | <i>Hong Kong</i> | <i>Maldives</i> | <i>Seychelles</i> | <i>Vatican City</i> |
| <i>Colombia</i> | <i>Hungary</i> | <i>Malta</i> | <i>Singapore</i> | <i>Venezuela</i> |



Qatar Tourism Strategy

Objective 2023-The Next Chapter



Total Arrivals: 2017 and Q1 2018

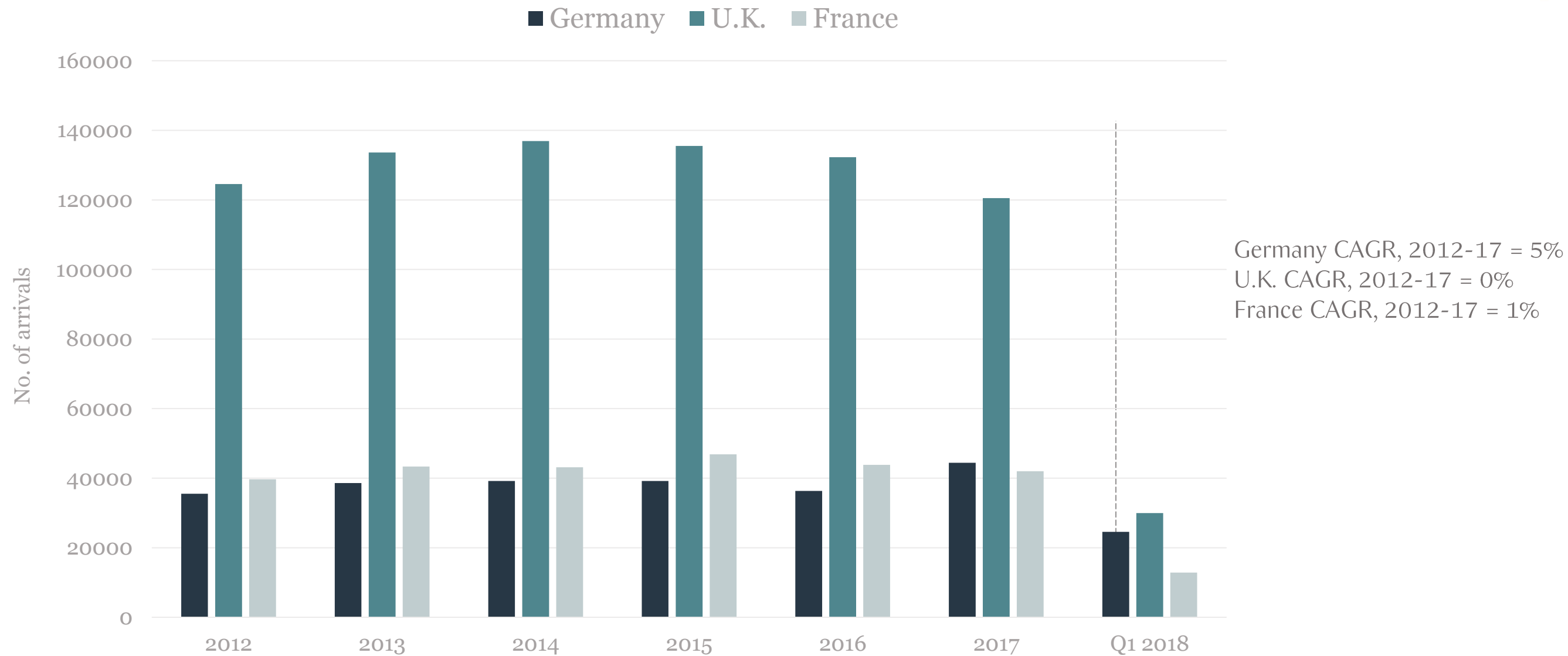


Q1 2018
535,302
Visitors

2017
2.26 million
Visitors

-0.6%
CAGR
2012-
2017

European Arrivals to Qatar : 2008- Q1 2018



Qatar's Hospitality Sector is Growing

| <div> <div>Hotel</div> <div></div> </div> | Accommodation | Properties | | Existing | |
|---|----------------------|------------|---------|-----------------------------|---|
| | | Q1 2018 | | Q1 2018 | |
| | | | Rooms | | Properties under development (pipeline) |
| | | | Q1 2018 | | |
| | All | 122 | 25,310 | 122 | 70 |
| | All hotels | 102 | 22,664 | Hotels and Hotel Apartments | Hotels and Hotel Apartments |
| | All hotel apartments | 20 | 2,646 | | |
| | 5 star hotels | 40 | 11,171 | | |
| | 4 star hotels | 27 | 8,633 | | |
| | 3 star hotels | 28 | 2,610 | | |
| | 1 and 2 star hotels | 7 | 250 | | |
| | Deluxe apartments | 10 | 2,046 | | |
| | Standard apartments | 10 | 600 | | |

Tourist Accommodation



Q1 2018 Average Room Rates (ARR)

ARR Across all hotels QAR 398 (€90)

| | | |
|----------|---------|------|
| 5-star | QAR 569 | €130 |
| 4-star | QAR 255 | €58 |
| 3-star | QAR 189 | €43 |
| 1&2 star | QAR 151 | €35 |

ARR Across all hotel apartments QAR 341 (€77)

| | | |
|---------------------|---------|-----|
| Deluxe Apartments | QAR 366 | €83 |
| Standard apartments | QAR 236 | €54 |

Our Assets

Qatar MICE Offering



Business Events Venue Highlights



Over 155 Business Events
Per Year

1

With a total space of 69,000 m²

2

2 Convention and Exhibition
Centers

122 Hotels

3

40 five-star hotels with meeting room facilities

27 four-star hotels with meeting room facilities

4

25,310+ Rooms

Connectivity

5

Qatar Airways connecting us to 150+ destinations

HIA with 50 million + passengers capacity

Visa free entry to 80 + nationalities



6

10 Hotel Ballrooms
Featuring More than 1,000
m² of Space

7

Leading Industry
Sectors

Qatar is Ranked Highly in Many Fields

World Rankings

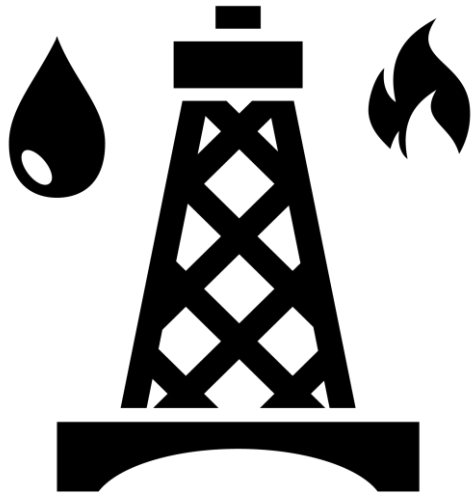


Sources:

- 1 – IMF World Economic Outlook (April 2017)
- 2 – Crime Index for Country 2017
- 3 – UN Human Development Report 2016
- 4 – Global Peace Index 2017
- 5 – The Olery Guest Experience in the Middle East Report 2018

Leading Sectors

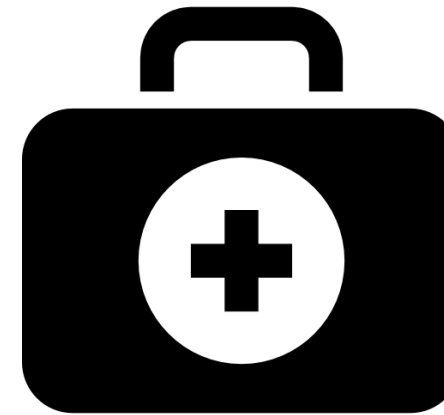
Among others



Oil & Gas



Education



Medical



Research

Oil and Gas

Ranked 1st Worldwide for LNG Trade⁺



⁺ Source : International Gas Union 2017 World LNG Report

Education

Ranked 1st in the Arab World for Education⁺



GEORGETOWN UNIVERSITY
School of Foreign Service in Qatar

جامعة كارنيجي ميلور في قطر
Carnegie Mellon Qatar



⁺ Source : QS Top 50 Under 50 2018 ranking

Medical

Qatar's health system has been ranked first in the Middle East and 13th best in the world



مستشفى الرميلة
Rumailah Hospital

عضو في مؤسسة حمد الطبية
A Member of Hamad Medical Corporation

مستشفى الوكرة
Al Wakra Hospital

عضو في مؤسسة حمد الطبية
A Member of Hamad Medical Corporation

المستشفى الكوبي
The Cuban Hospital

عضو في مؤسسة حمد الطبية
A Member of Hamad Medical Corporation

مستشفى الخور
Al Khor Hospital

عضو في مؤسسة حمد الطبية
A Member of Hamad Medical Corporation



مستشفى النساء
Women's Hospital

عضو في مؤسسة حمد الطبية
A Member of Hamad Medical Corporation



Research

Research - A priority sector in Qatar

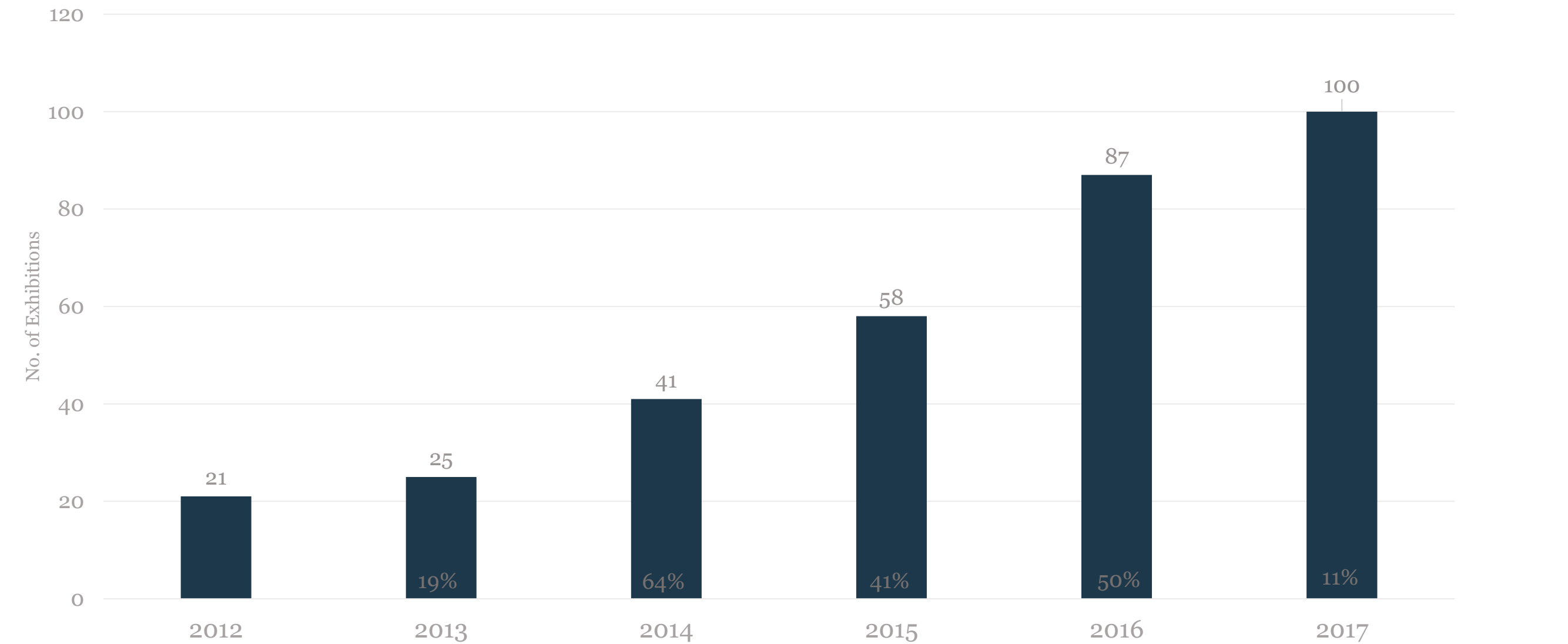


Qatar MICE Stats





36% Growth Rate over the past five years



International Conferences won



Conferences

2017 9th International Conference on Isotopes & Expo – Qatar

2017 12th ACI Asia-Pacific Regional Assembly, Conference and Exhibition

2017 IATA Cabin Safety Conference

2017 15th World Free Zone Convention & Exhibition

2017 International District Cooling & Heating Conference

2018 31st IATA Ground Handling Conference

2018 International Conference on Entrepreneurship and regional development (ICEIRD)

2019 6th World Congress of the World Federation of Associations of Pediatric Surgeons (WOFAPS)

2021 AICR Congress (The International Association for Deputy Managers and Front Office Managers of Luxury Hotels)

2021 Les Clefs d'Or International Congress

How Can the Business Events Team Support You?

1

Providing relevant guidance and support

We provide guidance and support to international and local event organisers, to help them deliver events and exhibitions in Qatar at international standards.

2

Connecting event organisers with government and private entities

We help connect event organisers with the relevant local institutions that can contribute to the success of their event, such as Qatar Foundation, Qatar University, Qatar Science and Technology Park Qatar Museums and the body responsible for delivering the FIFA World Cup 2022 – SCD&L.

3

Financial and in kind support

Case by Case Assessment of needs and requirements

4

Connecting associations with Qatar Financial Set up

We connect international associations and businesses with Qatar financial set up to establish local chapters or businesses in Qatar seamlessly.

5

Connecting international organizers with local business event suppliers

We work hand-in-hand with local stakeholders and increase their involvement in the national effort to promote Qatar as a premium destination for business events.

Innovative Incentives

Focus on
Heritage &
Culture



Al Zubara Fort, Doha

Innovative Incentives

Focus on
Heritage &
Culture



Barzan Towers, Doha

Innovative Incentives

Focus on
Heritage &
Culture



Souq Waqif, Doha

Innovative Incentives

Focus on Arts



Museum of Islamic Arts, Doha

Innovative Incentives

Focus on Arts



Qatar Museum, Doha

Innovative Incentives

Focus on Arts



Qatar Philharmonic Orchestra

Innovative Incentives

Focus on
Traditional
Recreation
Experiences



Falconry in Doha

Innovative Incentives

Focus on
Traditional
Recreation
Experiences



Sand Dune Bashing Inland Sea, Doha

Innovative Incentives

Focus on
Traditional
Recreation
Experiences



Camping at Inland Sea, Doha

Innovative Incentives

Focus on Sports



Qatar Racing & Equestrian Club, Doha

Innovative Incentives

Focus on Sports



Mangrove Kayaking, Al Thakhira

Innovative Incentives

Focus on Sports



Doha Golf Club

Innovative Incentives

Focus on Luxury
&
Rejuvenation



Innovative Incentives

Focus on Luxury
&
Rejuvenation



Al Hazam Mall, Doha

Innovative Incentives

Focus on Luxury
&
Rejuvenation



Sharq Village & Spa, Doha

IMEX Frankfurt 2018 Exhibition Participation



11 Stand Partners

| Hotels | |
|-------------------|---|
| 1 | MARRIOTT MARQUIS |
| 2 | MONDRIAN HOTEL GROUP |
| 3 | SHARQ VILLAGE & SPA |
| 4 | SHERATON DOHA RESORT & CONVENTION HOTEL |
| 5 | THE RITZ CARLTON DOHA HOTEL |
| 6 | THE TORCH HOTEL |
| 7 | W DOHA HOTEL |
| DMCs | |
| 8 | QATAR INTERNATIONAL ADVENTURES |
| 9 | MIDDLE EAST ADVENTURES |
| Convention Center | |
| 10 | DECC |
| Airline | |
| 11 | Qatar Airways |

Thank You!

www.visitqatar.qa



Qatar Business Events | businessevents@visitqatar.qa