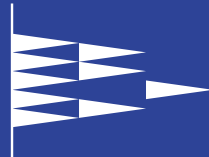




# Reach the future first

**QATAR FREE ZONES AUTHORITY**

**QFZ**  
هيئة المناطق الحرة - قطر  
Qatar Free Zones Authority





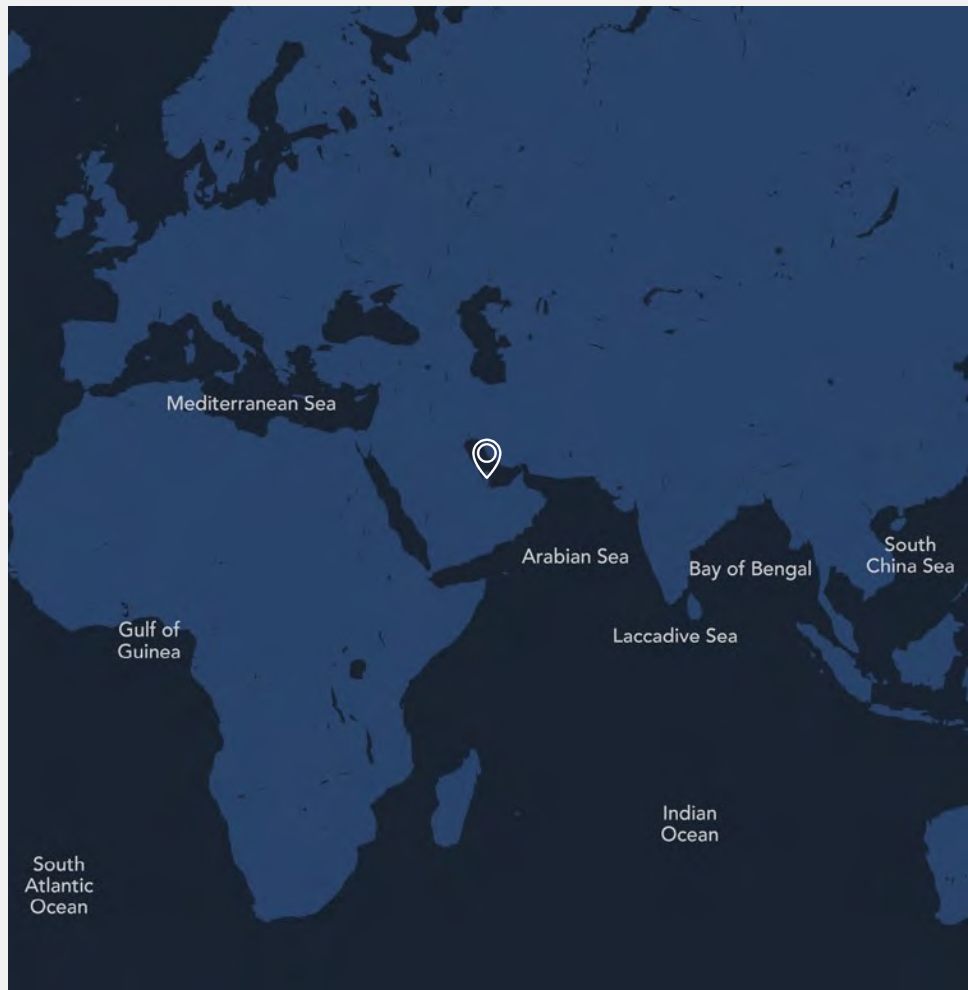
# Why Qatar?



Qatar is located in the heart of the Gulf,

## at the intersection of three continents.

Population	<b>3 million</b>
GDP (PPP) per capita	<b>~USD 97,000</b> Among the world's richest
Internet penetration	<b>99% of total population</b> Among the world's highest
Natural gas production	<b>77 MTPA</b> Among the world's largest LNG exporters
Healthcare system	<b>77.4 doctors per 10,000 population</b> Among the world's best
Credit rating	<b>Aa2 (Moody's)</b> QAR pegged to USD at a rate of 3.64





As a nation with some of the most exciting projects  
in the world and a truly talented global workforce

**the opportunities for  
growth are limitless.**



**Globally  
Connected**



**World-class  
Infrastructure**



**Technologically  
Advanced**



**Stable  
Environment**



**Ambitious  
Vision**



**Knowledge  
Economy**







Qatar is a vibrant place to

# **live, work play and learn.**

Ranked the safest country in the world<sup>1</sup> with extremely low crime rates, coupled with world-class schools and universities, cultural attractions, great recreational facilities, and a global cuisine by leading restaurateurs from around the world.

## **Leading Educational Institutions**

HEC Paris in Qatar

The logo for HEC Paris, featuring the letters 'HEC' in a large, serif font, with 'PARIS' in a smaller, sans-serif font below it.

## **Advanced Healthcare System**

Hamad Medical Corporation

## **Cultural Attractions**

National Museum of Qatar

## **Natural Wonders**

The Arabian Sea

*Source: 1. Numbeo Crime Index by Country 2023.*



With state-of-the-art infrastructure, Qatar is

**connected to critical  
global markets by  
air, sea and land.**







Offering easy access to a wide range  
of growing markets through Qatar's

## ideal location for supply chain diversification.

Reach over

# 60%

of the world's  
population within:

## 8 hours

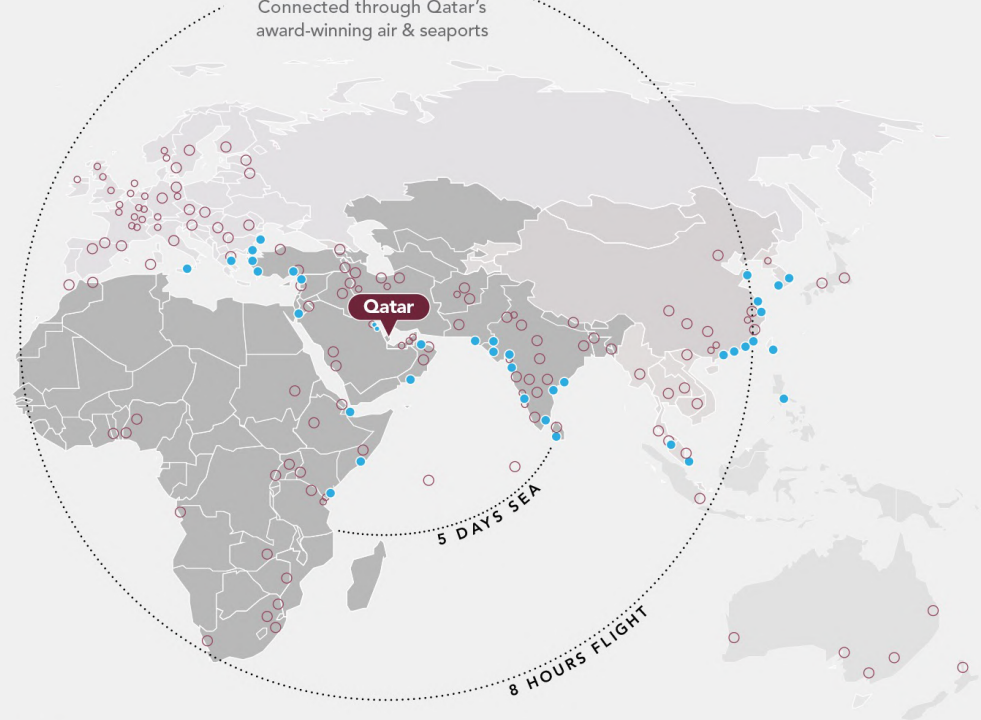
flying time

## 5 days

sailing time

### Reach your markets

Connected through Qatar's  
award-winning air & seaports



- Target markets (Middle East, Africa, South Asia and further afield)
- Port directly connected through a global shipping route
- Air freighter and passenger network



Take advantage of one of the

# best airports and best airlines in the world.

## Hamad International Airport

- 60 million passengers
- 200+ destinations, 2.2 million freight tonnes
- 37+ airlines connecting Qatar to the world
- 100 take-off and landing movements are possible every hour with five planes flying every 3 minutes

## Qatar Airways

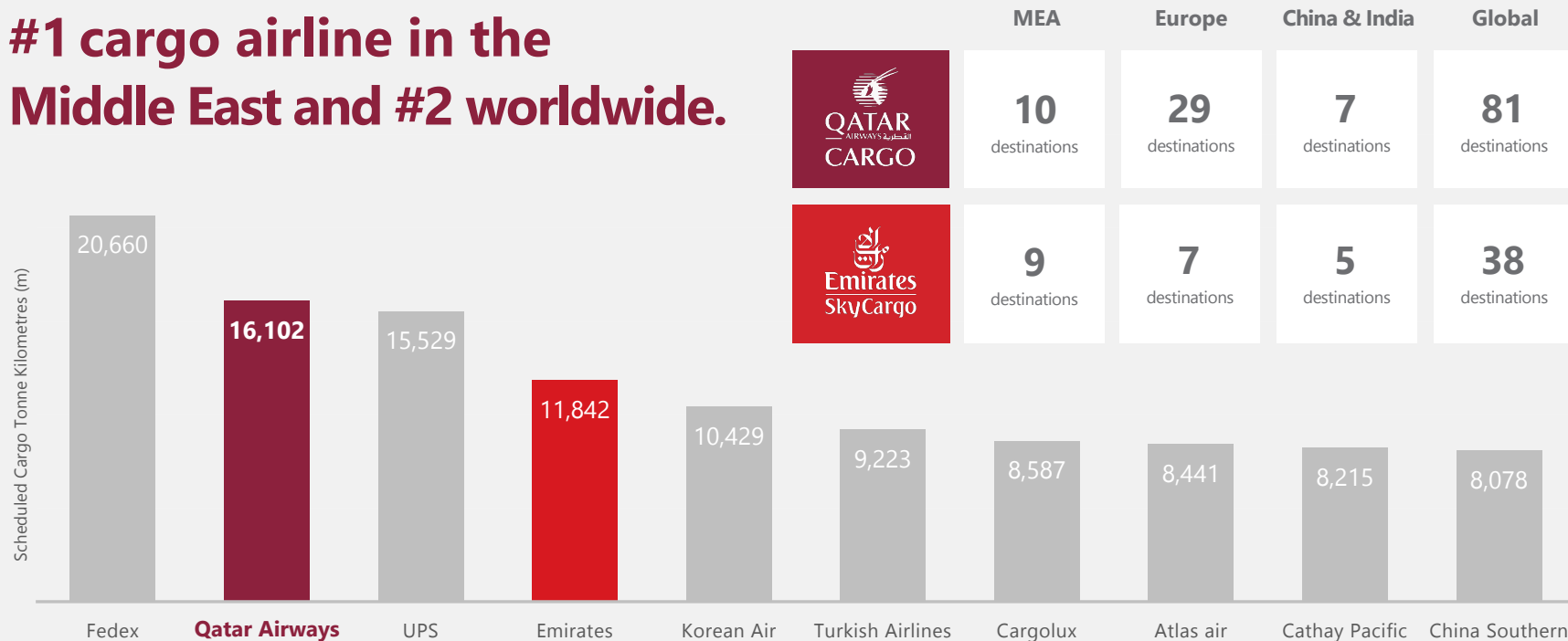
- World's largest air cargo carrier and passenger carrier
- Connects Qatar to over 120 destinations across Africa and more than 147 weekly flights to Southeast Asia
- Tops Skytrax and Air Cargo World awards
- Preferred program for companies with operations in Qatar's free zones
- Fleet of 30 freighter and 147 passenger aircrafts





Qatar Airways Cargo is one of the world's fastest growing cargo airlines and is currently ranked as the

## #1 cargo airline in the Middle East and #2 worldwide.





Safely transport temperature-sensitive freight using

## Qatar Airways' cold chain capabilities.

Companies in Qatar can easily import and export freight using Qatar Airways' dedicated air cargo QR Services.

**1.4 million tons**

Annual cargo capacity

**2,470m<sup>2</sup>**

Airside Climate Control Center

**220**

Temperature-controlled positions for units requiring refrigerations

Temperature-controlled handling and storage at the HIA cargo terminal in the appropriate temperature zones operating from 2°C to 8°C or 15°C to 25°C

Quick Ramp Transfer (QRT) between ramp and warehouse using refrigerated vehicles that provide perfect temperature control during transportation





Reach the world by sea with the

# world's largest greenfield port.

**Hamad Port** is the fastest-growing port in the region

## 7m

Tons - total general  
cargo capacity

## 7.5m

TEUs  
capacity

### Worldwide Shipping Solutions

## 66

routes

## 40

global ports  
directly  
connected

## 8

feeder routes -  
Middle East, Africa  
and South Asia

Hamad Port has ranked the

## 3<sup>rd</sup> most efficient gateway in the world

in the World Bank and S&P Global Market Intelligences  
370-member Container Port Performance Index 2021.

The index considered the **number of hours a ship spent at a port during each loading and unloading task** throughout 2021, the year that saw unprecedented traffic at all seaports worldwide and a disrupted supply chain globally.







Qatar's world-class transport  
and logistics infrastructure is

**enabling seamless  
global trade.**

## Highways

- Qatar is connected by a fast and modern road network
- Our free zones are 20 minutes apart
- Approximately one-hour drive to Saudi Arabia

## Doha Metro

- Extensive fully operational metro service
- Three lines covering more than 76km
- One of the fastest driverless trains in the world



Qatar's road connectivity coupled with immense trucking fleets enables your business to

# access 22 million people by road within 8 hours.

**Beirut**  
**Lebanon**



Distance (km) ~2,200  
Duration (hours) ~28

**Amman**  
**Jordan**



Distance (km) ~2,000  
Duration (hours) ~25

**Medina**  
**Saudi Arabia**

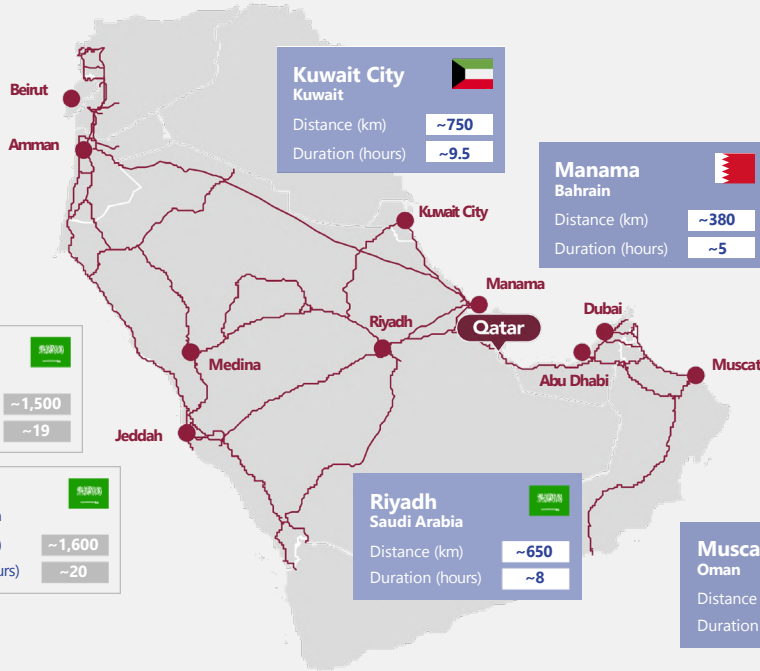


Distance (km) ~1,500  
Duration (hours) ~19

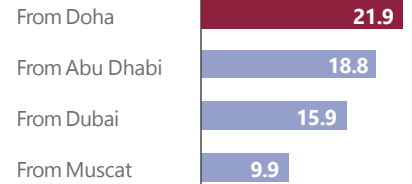
**Jeddah**  
**Saudi Arabia**



Distance (km) ~1,600  
Duration (hours) ~20



Population within 8 hours (million)



QFZ is home to logistics giants



100+

Logistics companies operating in Qatar



Sourced from its vast natural gas reserves

# **Qatar's energy is among the cheapest in the world,**

coupled with competitive labor costs, giving  
businesses in Qatar a unique advantage.

## **Cost-Effective Energy**

With electricity rates starting at 3.5 cents per kWh, power in Qatar is one of the cheapest in the world, which is ideal for production and processing operations.

## **Skilled Labor**

Qatar offers highly competitive and readily available skilled and semi-skilled labor with no local Qatari labor requirement and no quotas on expatriate workers, allowing businesses to import talent from anywhere they see fit.

**3.5 cents**  
per kWh

Electricity rate

**\$1.5**  
per m<sup>3</sup>

Water rate

**\$27**  
per day

Competitive labor rate





The Qatar National Vision 2030 is

# unlocking opportunities for global firms.



Backed by a **\$200 billion** government-sponsored investment program that spans an entire spectrum of sectors, industries, and domains.

Qatar is unique within the region, providing unparalleled logistics and educational infrastructure, a vibrant multicultural landscape as well as grand-scale projects which create a multitude of opportunities for global companies; the North Field Expansion, Hamad International Airport, Hamad Port, Lusail City, Doha Metro in addition to nationwide infrastructure.

---

As data becomes the new oil in global economies, Qatar is becoming a leading hub for digital transformation and future-focused technologies.





Qatar is home to

## smart cities of the future.

Qatar's technology-driven economy is improving the lives of its citizens and fueling economic growth with careful planning around city design, connected healthcare, education, green mobility, and sustainability.

### Msheireb Downtown

- A \$5.5 billion mixed-used district covering 310,000 m<sup>2</sup>
- Regarded as the world's first sustainable downtown regeneration project embedding smart city technology and connectivity right from the start

### Lusail City

- A \$45 billion smart city covering 38 km<sup>2</sup>
- Featuring cutting-edge, smart technology and environmentally friendly structures with the latest wired and wireless communication networks offering advanced services to residents and visitors

Qatar is committed to clean energy, smart transportation and eco-friendly logistics with the electrification of the public transportation system under way and set to be fully e-powered by 2030.



**1,100+**

electric buses were used to ferry spectators during the FIFA World Cup Qatar 2022™ and are now being used for public transportation in Qatar.

**400+**

electric charging stations are being built to support the development of electric and autonomous vehicles.



As a result of Qatar's sustainability initiatives, businesses can

## benefit from sustainable opportunities in Qatar.

**Qatar Energy** updated its sustainability strategy in alignment with the goals of the Paris Agreement and set in motion a plan to reduce greenhouse gas emissions by 35% by 2030.



The strategy outlines some **key targets**:

- Two major projects to produce up to 1.6 GW of solar energy in 2024 and up to 5GW in 2035 Plan to expand the Carbon Capture and Storage (CCS) capacity over 11 MTPA from the current facilities of 2.2 MTPA in Ras Laffan (largest CO<sub>2</sub> recovery and sequestration facility in the MENA region)
- Reduce CO<sub>2</sub> emissions by improving operations efficiency (reduction of LNG emission intensity by 35% by 2030 and methane target of 0.2 wt.% by 2025)
- Continue efforts to eliminate routine flaring entirely by 2030

Backed by Qatar's National Climate Change Action Plan 2030, which aims to achieve:

### 25% Reduction

in greenhouse gases by 2030

### 5+ million

ton increase per annum in carbon capture and storage capacity by 2025 by expanding LNG production

### 26 million

ton CO<sub>2</sub> reduction by the Siraj-1 Solar Power Plant during its lifetime, the first large-scale power project in Qatar

These initiatives open a huge window of sustainable opportunities for foreign businesses, with further projects in blue and green hydrogen, CCS and biofuels to be expected.





# A global hub for sports.

Qatar has hosted over 500 international sporting events in the last 15 years, fueled by supportive policies and investments as well as a leading medical ecosystem.

**Qatar is actively investing to accelerate the sports industry** by providing funding and access to expertise through projects such as the Sport Accelerator, the first sports economic hub of its kind in Qatar and the Middle East.

QFZ signed an MoU with the Sport Accelerator to facilitate new business opportunities across the sports value chain.



**Home to the first specialized orthopedic and sports medicine hospital in the Gulf region.**

Aspetar is one of few hospitals to have received both FIFA and IOC international recognition, as well as recognition as part of Asian Football Confederation's Medical Centre of Excellence.

## FIFA World Cup Qatar 2022™

Qatar hosted the first FIFA World Cup™ to ever be staged in the Middle East and welcomed over 1.4 million fans from across the globe.

## 2030 Asian Games

The 2030 Asian Games, officially known as the XXI Asiad and commonly known as Doha 2030, will be the twenty-first edition of the Asian Games, a pan-Asian multi-sport event that will be held in Doha, Qatar.

## Esports

Qatar launched the Qatar Esports Wega Global Games in 2020, a three-year esports competition to develop the country's competitive environment, providing participants with greater opportunities to compete.

## Formula 1

Qatar made its debut on the Formula 1 calendar in 2021 at the Lusail International Circuit and has signed a 10-year deal to host a Grand Prix from 2023.

Backed by state-of-the-art educational infrastructure, research programs and business excellence, Qatar is a

**true destination for  
the world's best and  
brightest talent.**

**1<sup>st</sup>**

In entrepreneurship  
focus in the Arab  
world

**4<sup>th</sup>**

Most attractive  
country for talent  
globally

**\$1.4 bn**

In research funding  
provided by the Qatar  
National Research Fund

Qatar's robust education sector attracts a melting  
pot of talent enrolling in leading local universities  
or higher education with approximately 30,000  
students, 34% of whom are foreign.

Qatar ranks **1<sup>st</sup>** in the Arab region and **4<sup>th</sup>** globally for quality of  
education and is home to internationally renowned universities:

HEC  
PARIS



NORTHWESTERN  
UNIVERSITY

Weill Cornell  
Medicine

Carnegie  
Mellon  
University

GEORGETOWN  
UNIVERSITY

VCU

UNIVERSITY OF  
CALGARY

Source: The World Economic Forum - World Education Quality Index 2021.

Leading regional universities in Qatar:



جامعة  
حمد بن خليفة  
HAMAD BIN KHALIFA  
UNIVERSITY 



**Why  
QFZ?**



QFZ is an independent authority offering outstanding

## **opportunities for businesses seeking to expand global operations.**



### **PURPOSE**

QFZ was established in 2018 and launched soft operations in 2021 to develop and regulate Qatar's free zones, delivering long-term solutions for businesses while supporting Qatar's continued growth and economic diversification.



### **REGULATIONS**

QFZ is a one-stop-shop regulatory authority, working in collaboration with our investors to develop tailored regulations so their businesses in the free zones are seamlessly connected to their global operations.



Connected through award-winning air and seaports, to some of the most exciting business opportunities, our free zones are

## the world's gateway to the Middle East.



**100%  
Foreign  
Ownership**



**Highly Skilled  
Workforce  
Availability**



**Zero Customs  
Duties on  
Imports**



**20 Year Tax  
Holidays**



**State-of-the-Art  
Facilities**



**Regulations  
to Serve FDI**



As an independent regulatory body, QFZ navigates through processes on our investors' behalf, providing a seamless experience with rapid onboarding, a clear legal framework and 24/7 support.



QFZ is your singular point of entry to  
**set up your business  
for local, regional  
and global success.**

## **Strategic Location**

Our free zones' unparalleled access to Hamad International Airport and Hamad Port puts the world on your doorstep with preferential rates and reserved capacity for air and sea transportation.

## **Diverse Real Estate**

With brand new infrastructure, we offer turnkey solutions to fit every business requirement, including serviced land plots, pre-built warehouses and office space coupled with our very own dedicated customs facility.

## **Partnership Opportunities**

We are providing partnership opportunities for our investors with some of the nation's biggest companies like Qatar Airways, BeIn Media Group, and Ooredoo.

## **Funding Opportunities**

Potential access to funding is available for eligible companies from a government-backed fund focused on supporting the growth of SMEs in strategic sectors.



QFZ oversees

# strategically located free zones

all in or within 30 minutes  
of Downtown Doha.



## Ras Bufontas Free Zone

Covering 4km<sup>2</sup> with direct access to award-winning Hamad International Airport, Ras Bufontas Free Zone provides unrivalled access to air transportation and efficient customs processing times.

## Umm Alhoul Free Zone

Covering 32km<sup>2</sup> with direct access to Hamad Port, the world's largest greenfield port, Umm Alhoul Free Zone provides an optimal location for industries which benefit from access to sea freight and shipping routes.

## Real Estate Solutions in Downtown Doha

Covering 310,000m<sup>2</sup>, Msheireb is a sustainable downtown regeneration project which has become a new exciting hub in Doha's city center where people live, work, shop and visit.



Our free zones seamlessly connect businesses through

## air, land and sea.

With interconnected sites, integrated information and control, and efficient customs administration.





With brand new infrastructure,  
our free zones offer a wide range of

## property and land plot options.

Providing diverse solutions with  
easy access to global links, including:



**Custom Built  
Facilities**



**Industrial  
Warehouses**



**Serviced  
Land**



**State-of-the-Art  
Offices**



**Plug & Play  
Facilities**





Our dedicated investor relations team works with you to

## get your business operational fast.

Dealing with everything you need from visas and bank accounts to utilities and permits, so you can focus on growing your business.



**Visa & ID  
Issuing**



**Bank Account  
Set-Up**



**Utility  
Set-up**



**Business  
Permits**



**Customs  
Support**



**Relocation  
& Expansion**



Our investor relations team is the only point of contact you need with government authorities, acting as the runner between your business and every government ministry and agency that has a role in issuing any required documentation.

Our free zones are  
**home to leading global companies.**



Google Cloud

THALES



Microsoft

VOLKSWAGEN  
GROUP MIDDLE EAST



inVENTUS  
POWER

W  
 wasco



ArcelorMittal

alhua  
TECHNOLOGY

FedEx  
Logistics

sabena  
technics



YOKOGAWA ◆



:hager



ABB

JAS



DB SCHENKER



SIEMENS  
 energy

ECONIK  
Leading Beyond Chemistry



## 600+ companies and counting.

Creating a significant impact on Qatar's economy:



**>4**  
**billion\***  
(USD)

**Total Investment**



**>6**  
**billion\***  
(USD)

**Gross Value Added**



**>1**  
**million**  
m<sup>2</sup>

**Leased Area**



**>11**  
**thousand\***

**Jobs Created**

\*Projected figures are expected to be achieved in the next 5 years.



QFZ is a central driver in the economic development of Qatar and we are

**committed to building  
a greener, better future.**

## Best Green Project

Ras Bufontas Free Zone

Ras Bufontas Free Zone was voted the Best Green Project by ENR Global Best Projects Awards 2021

## 3-Star GSAS

Certification

Ras Bufontas Free Zone as well as its iconic Business Innovation Park building were both awarded 3-Star GSAS certifications for Design & Build

Our free zones are highly efficient from both a regulatory and environmental standpoint, making use of a wide range of innovative technologies that put us among the world's most sustainable free zones, creating a green, highly dynamic and interconnected environment to work and live.

### Energy-Efficient Facilities

Our energy-efficient spaces ensure facilities reach and exceed a 1-star GSAS rating.



### Electric Vehicles

The electric vehicles assembled in our free zones are reducing Hamad Port's carbon emissions and supporting Qatar's national ambition to adopt e-vehicles across the public transport sector.



### Sustainable Community

QFZ is home to leading innovators across the sustainability spectrum, in areas including sustainable food tech, sustainable banking alternatives and electric vehicle manufacturers.





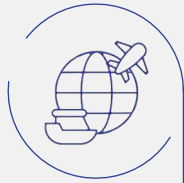
# Our Sectors

QFZ is focused on sectors where we offer a

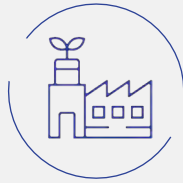
## **strong competitive advantage for businesses.**



**EMERGING  
TECH**



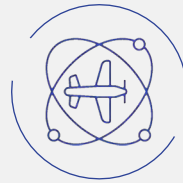
**LOGISTICS &  
TRADING**



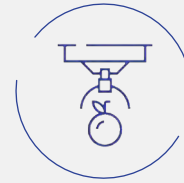
**INDUSTRIAL &  
CONSUMER**



**MARISA  
MARITIME**



**AEROSPACE &  
DEFENSE**



**FOOD &  
AGRITECH**



**BIOMEDICAL  
SCIENCES**





# Emerging Technologies

Qatar's small size, powerful infrastructure, high internet and smartphone penetration make it an excellent hub for tech operations and advanced mobility with one of the world's leading 5G network coverage, offering huge early mover possibilities in IoT, AI and AV. QFZ has developed a cloud-centric ICT strategy to enable and accelerate this growth.

We are focusing our efforts to attract and build clusters in emerging technologies including AI, data analytics, cloud computing, cybersecurity, IoT, robotics, advanced mobility, clean technology, drones, VR/AR and e-commerce.

**Our community includes:**



Establishing the first MENA Cloud Region in QFZ and launching a Google training academy to support digital transformation.



# Logistics & Trading

6 of the world's top 10 logistics companies are already in Qatar, and we help ensure Qatar's well established logistics ecosystem coupled with its immense connectivity works for you, from Hamad International Airport, Qatar Airways and Hamad Port to Qatar's strong road network and the brand-new infrastructure within our free zones.

We offer a globally-interconnected air and sea logistics and trade hub that deploys advanced business enabling solutions to host global logistics players and industries including distribution and fulfillment centers, re-export, e-commerce, and high-value products, integrating Qatari trade into the global supply chain.

**Our community includes:**



Built a world-class courier express logistics facility in QFZ, offering services to their customer base both in Qatar and overseas.



Established a regional logistics hub in QFZ that includes warehousing at a variety of temperatures for both UPS and GWC operations.



# Industrial & Consumer

Qatar has opportunities for companies at every stage of the industrial and consumer value chain, driven by the strength of the country's energy sector and vast natural gas reserves. With energy among the cheapest in the world, businesses benefit from raw materials and utilities at highly competitive prices.

We provide a competitive platform for international and local industrial companies to set up production facilities and provide industrial services, utilizing Qatar as a base to serve the region across attractive market segments including advanced textiles and engineered materials.

Our community includes:

AVANCEON

  
ArcelorMittal

AkzoNobel

:hager

YOKOGAWA 

  
wasco

Building a world-class pipe coating facility in QFZ for anti-corrosion and concrete weight coating to meet the needs of Qatar's oil and gas industry.

ILIFE

Establishing Qatar's first laptop manufacturing facility in QFZ that will produce up to 350,000 electronics a year.



Marsa

# Maritime Development

QFZ's brand-new port and maritime development; Marsa, is fit to support a wide range of maritime activities from shipbuilding and fit out to professional services. Located in Umm Alhoul Free Zone with direct access to Hamad Port, businesses in Marsa benefit from connectivity to 40 different global ports across 3 continents.

Marsa has been designed to be a fully integrated maritime industry and leisure ecosystem, fitted with state-of-the-art boat lifting technologies and home to a comprehensive portfolio of maritime service providers with a focus on innovation, research and development and boat manufacturing.

Our community includes:



Building a shipyard in QFZ to refit, fit-out and construct 30m+ luxury motor yachts for servicing and global export.



Establishing a facility in QFZ to manufacture fibreglass vessels up to 30m in length for the Qatar market and global export.





# Aerospace & Defense

Businesses can benefit from significant opportunities in Qatar's aerospace and defense market due to the growing demand for aviation and defense technologies and solutions driven by the global expansion of Qatar Airways, as well as Hamad International Airport, in addition to the continued expansion and modernization of Qatar's military.

We offer a globally-interconnected and fully integrated aerospace and defense hub that optimizes supply chains, enabling significant cost savings for businesses and industries across aerospace, sustainable aviation, air transport and mobility, passenger and aircraft assistance, security, and defense.

Our community includes:

THALES

sabena  
technics

Think



Establishing a facility in QFZ to supply aerospace tooling, maintenance and support services to the Middle East, North Africa and Turkey.

IBG Independent  
Business  
Group

A world-leading group providing sustainable solutions for the aviation sector, operating out of QFZ to expand its international capabilities.

# Food & Agritech

Businesses can contribute to Qatar's robust food and agritech ecosystem and benefit from Qatar's thriving local market while expanding into new territories within and beyond the \$1 trillion Middle East food sector.

We offer unrivalled business opportunities for companies in the food and agritech sectors to grow and expand into new markets, providing dedicated platforms for companies to capitalize on all stages of development including import and export, local production and innovative technologies.

## Our community includes:

**Bulles du Nord**<sup>®</sup>  
CANADA



**Zad Al Baraka**

**JUST**

Building the first cultivated meat facility in the MENA region in QFZ to create healthier, safer and more sustainable foods.

**green**  
cola

Establishing a processing facility in QFZ for the production of Green Cola carbonated soft drinks to supply the local and regional market.

A close-up, shallow depth-of-field photograph of a microscope. The focus is on the objective lens and the stage, with the eyepiece and other parts blurred in the background. The lighting is soft and clinical.

# Biomedical Sciences

Qatar boasts extensive biomedical capabilities and is well positioned to serve overseas markets as one of the world's leading aviation hubs. Backed by one of the world's best healthcare systems, the healthcare industry in Qatar continues to expand rapidly with an estimated value of \$12 Billion by 2024.

We are the partner of choice for businesses looking to enter and capitalize on growing opportunities in the regional and global biomedical sciences sector, with extensive distribution networks, established supply chains and direct access to Hamad International Airport and Hamad Port, providing easy access to 3 billion healthcare customers within 4 hours.

## Our community includes:



A specialized supplier of medical devices and products manufacturing single use syringes in their facility at QFZ for export to the UK.



**CELLSAVE**  
a CSG-BIO Company

A global leader in advanced stem cell banking services, operating out of QFZ to provide core stem cell support to Qatar and the wider region.

Start your business with us and  
**set up online in 3 simple steps.**



**APPLY ONLINE**

Start the process by submitting your contact details via our website to receive your Investor Portal login credentials.



**DEFINE YOUR COMPANY**

Submit your company details and determine your preferred real estate solutions and business activities.



**LAUNCH YOUR BUSINESS**

Upon approval, receive your company registration and license fully online, unlocking the next phase of your growth.





# Thank You

To learn more about QFZ and all it has to offer,  
contact us at [investors@qfz.gov.qa](mailto:investors@qfz.gov.qa)

[qfz.gov.qa](http://qfz.gov.qa)

QFZ  
هيئة المناطق الحرة - قطر  
Qatar Free Zones Authority

