

Washington, DC, USA  
Doha, Qatar  
1972-2022



50 Years of Partnership:  
**The State of Qatar and the  
United States of America**



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BUSINESS COUNCIL

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- Arranging appointments with government and business contacts in Qatar and the US
- Notifying members of business and other opportunities
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- In-Country Arrangement & Logistical Support

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# About the Council

The US-Qatar Business Council promotes, enhances and advances the bilateral business relationship between the United States and the State of Qatar.

The Council envisions a seamless relationship between the US and Qatar; a permanent partnership built on a foundation of mutual interests and strong business, cultural, and security relations. The Council is the leading organization dedicated exclusively to enhancing the bilateral commercial relationship between the US and Qatar.

The Council offers business advisory services, consultancy services, and coordinates trade missions for US and Qatari companies to facilitate bilateral business. The Council utilizes various vehicles to highlight Qatari happenings and engage stakeholders, including partnerships, events, and articles.

Visit us at [www.usqbc.org](http://www.usqbc.org) for the latest updates.



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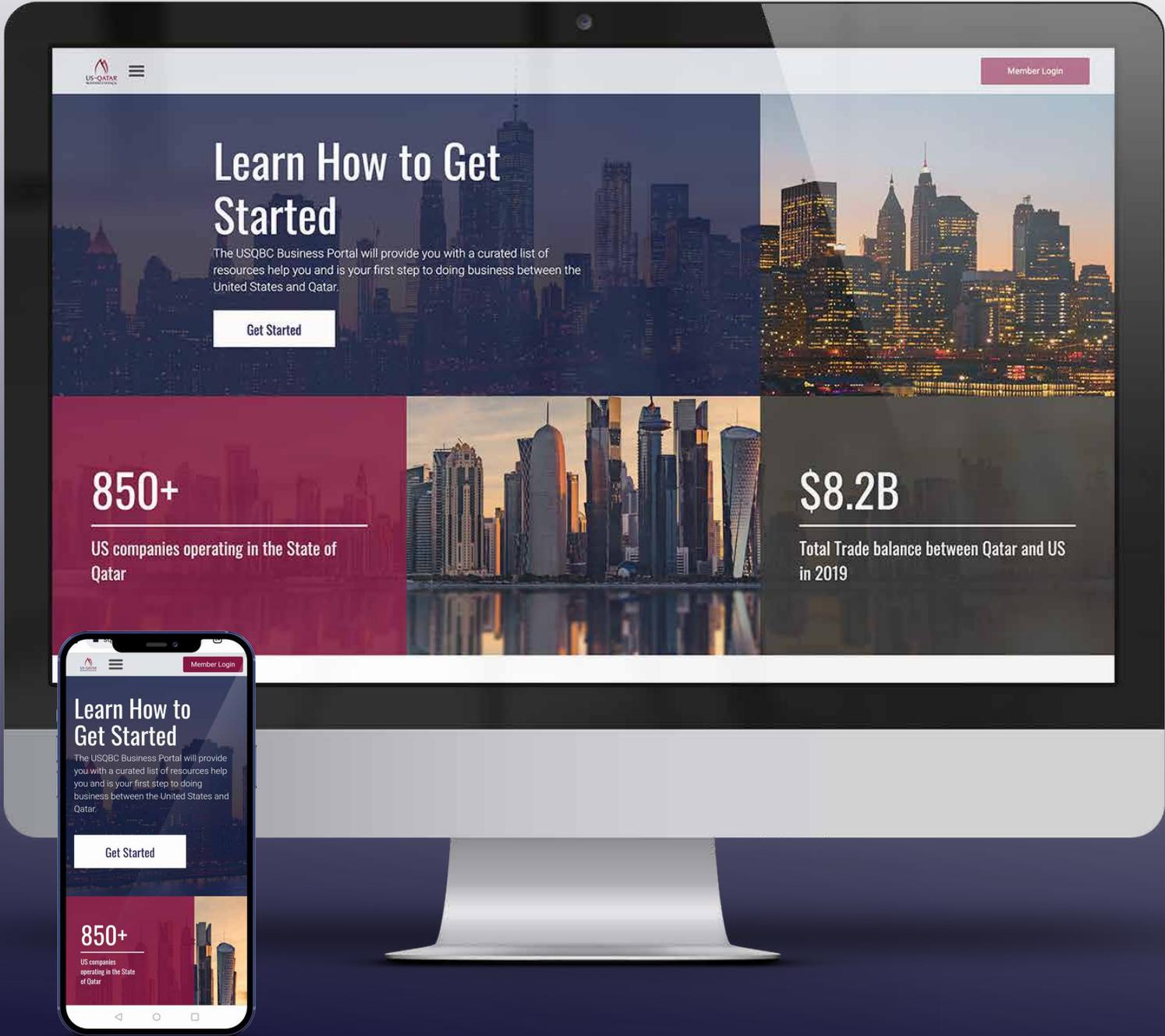
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- Generates useful insights into business interests in Qatar and the US
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- Provides unique real-time visualizations and dashboards on US-Qatar trade & investment data
- Showcases the US market opportunities
- Drives FDI into Qatar and the US



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US-Qatar Business Council

# Introduction

The year 2022 marks the 50th anniversary of the establishment of diplomatic relations between the United States and the State of Qatar. This milestone signifies the longevity and strength of the bilateral ties between the two countries. The US and Qatar have established a solid base for distinguished regional and international political relations, in addition to deep commercial, security, and cultural partnerships.

Coinciding with this occasion, Qatar's Amir Sheikh Tamim bin Hamad Al-Thani made an official state visit to Washington, DC and became the first Gulf leader to visit during President Joe Biden's presidency. The meeting emphasized the importance of the US-Qatar relationship including their cooperation in promoting international and regional security and prosperity, their substantial economic engagements which include trade agreements and bilateral investments, and their deep security and defense partnership. The meeting recognized the importance of Qatar as an indispensable strategic partner for the United States in the Middle East.

During the official visit marking the 50th anniversary of diplomatic ties between the US and Qatar, President Joe Biden designated Qatar as a Major Non-NATO Ally, in accordance with section 517 of the Foreign Assistance Act of 1961. This acclaim was "long overdue," according to President Biden. This prestigious nomination was granted due to the integral role played by Qatar in promoting vital US interests in the Middle East. President Biden praised Qatar for its immense support in acting as a mediator in as a mediator

in the Afghanistan negotiations, relocating thousands of Afghan refugees, providing assistance in maintaining stability in Gaza, aiding in counter-terrorism efforts, and blocking threats across the Middle East. The US has also entrusted Qatar with hosting the Al-Udeid air base which is the largest US military base in the Middle East and hosts over 10,000 US soldiers.

In addition to security cooperation, both countries have strengthened their relationship over the years by engaging in an exchange of diplomatic missions. The US and Qatar have proven the robustness of political ties by routinely sending and receiving state representatives to discuss possibilities for further economic and political integration. The initiation of the annual US-Qatar Strategic Dialogue since 2018 sets a concrete precedent for an enduring and pivotal relationship.



# Introduction

The US and Qatar's commercial relationship has continued to flourish over the years with the total economic relationship between the two countries exceeding \$200 billion as of 2019. The United States is Qatar's single-largest foreign investor with 850+ US companies operating in Qatar and is also the country's largest trading partner. The sectors of two-way investment vary greatly and while many areas represent attractive investment opportunities, some of the high-priority areas include education & research, smart cities, financial technology, sports, agriculture, construction & engineering, and oil & gas.

The United States and Qatar have continuously consolidated and enhanced their relationship over the past five decades by coordinating their economic, political, and security spheres. Their collaborations have resulted in deeper security ties, close partnership, and a prosperous commercial landscape.



**\$200 Billion**

Total economic value  
of the US-Qatar  
Relationship in 2019



**850+**

US Companies  
operating in Qatar



**\$45+ Billion**

Committed investment  
in the United States  
by Qatar Investment  
Authority (QIA)



**\$245+ Million**

Estimated Value of  
US Investments in  
Qatar in FY 2021

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# Diplomatic History

## Overview

The United States established diplomatic relations with Qatar in 1972 following its independence from the United Kingdom in 1971. The United States Embassy in Doha was established on February 24, 1973 under Chargé d' Affaires ad interim John T. Wheelock. Robert P. Paganelli was the first resident Ambassador to Qatar, presenting his credentials to the State of Qatar on August 22, 1974. However, US relations with Qatar did not blossom until after the 1991 Gulf War. Following joint military operations during Operation Desert Storm in 1991, Qatar and the United States concluded a defense cooperation agreement that has been subsequently expanded and was renewed in 2013.

In June 1992, Qatar signed a defense cooperation agreement with the United States, opening a period of close coordination in military affairs that has continued to the present. The United States promptly recognized the assumption of power by Sheikh Hamad bin Khalifa Al-Thani, the Father Amir in June 1995 and welcomed Qatar's defense cooperation, as well as Sheikh Hamad bin Khalifa Al-Thani's political, economic, and educational reforms. As a result of the increasing partnerships between Qatar and the US, in 2003, the US Combat Air Operations Center for the Middle East moved from Prince Sultan Airbase in Saudi Arabia to Qatar's Al-Udeid Air Base southwest of Doha.

Qatari-US relations remain close, with the United States and Qatar coordinating closely on a wide range of regional and global issues. Qatar and the United States coordinate closely on Middle Eastern regional diplomatic initiatives to increase security in the Arabian Gulf. The two countries also have extensive economic links, especially in the hydrocarbons sector. Qatar has played a constructive financial, political, and security role in addressing regional disputes, and in partnership with the United States, has contributed to progress, stability, and prosperity of the region.

Qatar is also an active charitable donor in the United States with select donations totaling more than \$100 million across multiple states including California, Florida, Louisiana, South Carolina, and West Virginia.



Source: Shutterstock

# Select Diplomatic Visits

## ***Qatar's Amir Visits the White House***

In 2003, Qatar's Amir Hamad bin Khalifa Al-Thani of Qatar met with US President George W. Bush in the White House. He said, "I would like to thank the President very much for his gracious invitation for me to come and meet with him here at the White House," said the Amir during the two leaders' address to the media. "We in Qatar are very keen to have a very unique and strong and distinct relationship with the United States, a relationship that it is transparent."

*President George W. Bush meets with Amir Hamad bin Khalifa Al-Thani of Qatar*



Source: George W. Bush White House Archives

## ***Secretary of State Hillary Clinton Visits Qatar***

In February 2010, Former Secretary of State Hillary Clinton traveled to Qatar. She met with Qatar's Amir Sheikh Hamad bin Khalifa Al-Thani, as well as Prime Minister and Minister of Foreign Affairs Sheikh Hamad bin Jassim Al-Thani. Secretary Clinton also spoke at the US-Islamic World Forum, hosted by the Qatari Government and the Saban Center on the evening of February 14.

During the course of her visit, Secretary Clinton visited Carnegie Mellon Qatar, one of the prestigious American universities with a base in Qatar contributing towards the human capital development of the country and the transition to a knowledge-based economy.

*US Secretary of State Hillary Rodham Clinton meets with Qatari Foreign Minister Hamad bin Jassim Al-Thani*



Source: US Department of State

# Select Diplomatic Visits

## *Qatar's Amir Sheikh Tamim bin Hamad Al-Thani Visits President Donald Trump in Washington, DC*

In July 2019, Qatar's Amir Sheikh Tamim bin Hamad Al-Thani visited The White House to meet former United States President, Donald Trump in Washington, DC, to discuss regional security in the Gulf and mutual economic ties, among other issues.

During the diplomatic visit, Qatar signed agreements with US companies to spend billions on airplanes and jet engines and to develop a petrochemical complex in Qatar. Some of the deals included Qatar Airways purchasing Boeing's 777 freighters and large-cabin aircraft from Gulfstream Aerospace, the private jet unit of General Dynamics Corp.

At a state dinner President Trump welcomed Qatar's Amir Sheikh Tamim bin Hamad Al-Thani, saying they had been "friends for a long time." He further added, "Investments that you make in the United States - one of the largest in the world - are very much appreciated."

During the dinner, Qatar's Amir made a speech reaffirming the ideals shared between the two countries and celebrated their mutual economic partnership. "Our nations share a commitment to human capital, working to create resilient, knowledge-based economies with an emphasis on education, openness and opportunity for all," he said.



Source: Qatar Embassy USA

# Select Diplomatic Visits

## *US Secretary of Treasury Steven Mnuchin Visits Qatar*

Former US Secretary of Treasury Steven Mnuchin conducted a two-day visit to Qatar on November 5th, 2019. During his visit, Secretary Mnuchin underscored the United States' ongoing commitment to its strategic partnership with Qatar and highlighted the importance of bilateral cooperation in maintaining stability and security in the region. During the visit, Secretary Mnuchin discussed collaborative efforts to counter illicit financing networks and strengthen Qatar's anti-money laundering and counter-terrorist financing regime. He expressed appreciation for Qatar joining in recent designations under the auspices of the Terrorist Financing Targeting Center. Secretary Mnuchin also discussed strengthening the US-Qatar bilateral economic partnership and promoting economic growth.

Secretary Mnuchin met with Qatar's Amir Sheikh Tamim bin Hamad Al-Thani, Prime Minister Sheikh Abdullah bin Nasser bin Khalifa Al-Thani, and Minister of Foreign Affairs Sheikh Mohammed bin Abdulrahman bin Jassim Al-Thani. Secretary Mnuchin also held separate meetings with Sheikha Hind bint Hamad Al-Thani at Education City, Qatar Investment Authority CEO Mansour Ibrahim Al Mahmoud, Qatar Central Bank Governor Sheikh Abdulla bin Saoud Al-Thani, and Attorney General Dr. Ali Al Marri.

Secretary Mnuchin also visited the Al Janoub football stadium under the patronage of the Supreme Committee for Delivery and Legacy to observe operations and management at the main site for Qatar's upcoming World Cup in 2022. Secretary Mnuchin also visited Georgetown University-Qatar (GUQ) and Qatar Foundation (QF) at Education City, where he met with US university deans and students to discuss the US universities' contributions in developing the next generation of professionals and leaders across Qatar.

*US Secretary of Treasury Steven Mnuchin Meets with Qatar's Amir Sheikh Tamim bin Hamad Al-Thani*



Source: Qatar Embassy USA

*US Secretary of Treasury Steven Mnuchin Meets with Minister of State for Energy Affairs and President & CEO of QatarEnergy Saad Sherida Al-Kaabi*



Source: The Peninsula

# Select Diplomatic Visits

## *US Secretary of State Antony Blinken and US Secretary of Defense Lloyd J. Austin III Visit Qatar*

In September 2021, US Secretary of State Antony Blinken and Secretary of Defense Lloyd Austin visited Qatar and met with Qatar's Amir Sheikh Tamim bin Hamad Al-Thani and other top Qatari officials in Doha for talks on Afghanistan after the Taliban had claimed full control of the country.

In a meeting with Qatar's Amir, Secretary Blinken thanked the Gulf state ruler for "Qatar's extraordinary support in facilitating the safe transit of US citizens, our partners, and other Afghans at risk" during the US's military pullout from Afghanistan. "Many countries have stepped up to help the evacuation and relocation efforts in Afghanistan, but no country has done more than Qatar."

Secretary Blinken further elaborated in a joint news conference with Secretary of Defense, Lloyd Austin saying, "What Qatar has done here – for Americans, for Afghans, for citizens of many other countries – will be remembered for a long, long time."

*Secretary of State Antony Blinken with Qatar's Foreign Minister Sheikh Mohammed bin Abdulrahman Al-Thani*



Source: US Department of State

Also in September 2021, Secretary Lloyd Austin met with Qatari leaders in Doha to thank them for their help in evacuating Afghans from Kabul, saying "at a critical and historic moment Qatar went above and beyond, and your generosity helped to save thousands of lives."



Source: US Department of Defense

Secretary Austin, along with Secretary of State Antony Blinken met with Qatar's Amir Sheikh Tamim bin Hamad Al-Thani to discuss foreign affairs and the Afghan evacuation. Both officials then continued discussions with foreign affairs and defense officials the following day.

"Qatar's support for Operation Allies Refuge was indispensable to the safe transit of Americans and US personnel, allies, partners and Afghans at special risk," Secretary Austin said. "I'm deeply proud that the US military, together with our partners, completed the largest airlift in history, evacuating more than 124,000 people to safety. But we could not have accomplished that without Qatari support."

# Select Diplomatic Visits

## *Qatar's Amir Visits President Joe Biden at the White House*

On the 31st of January, 2022, Qatar's Amir Sheikh Tamim bin Hamad Al-Thani became the first Gulf leader to visit the United States during President Joe Biden's presidency. The Amir's visit to the United States coincided with the 50th anniversary of the establishment of diplomatic relations between the US and Qatar in 1972. During the course of the Amir's visit, he met with US President Joe Biden, Secretary of Defense Lloyd Austin, and Secretary of Homeland Security Alejandro Mayorkas.

In recognition of the close relationship between the US and Qatar and in honor of their 50th anniversary of diplomatic relations, US President

Joe Biden designated Qatar as a Major Non-NATO Ally, in accordance with section 517 of the Foreign Assistance Act of 1961. This prestigious acclaim was "long overdue," according to President Biden.

The meeting with President Joe Biden emphasized the importance of the US-Qatar relationship including their cooperation in promoting international and regional peace, their substantial economic engagements which include trade agreements and bilateral investments, and their deep security and defense partnership. The meeting recognized the importance of Qatar as an indispensable strategic partner for the United States in the Middle East.

*Qatar's Amir Sheikh Tamim bin Hamad Al-Thani meets US President Joseph Biden*



Source: Qatar Government Communications Office

# Select Diplomatic Visits

President Biden highlighted the integral role played by Qatar in promoting vital US interests in the Middle East. “This past year, our partnership with Qatar has been central to many of our most vital interests: relocating tens of thousands of Afghans; maintaining stability in Gaza and providing lifesaving assistance to the Palestinians; keeping pressure on ISIS and deterring threats across the Middle East; and a lot more,” said President Biden.

On the sidelines of the Amir’s visit to Washington, DC, Qatar Airways and Boeing signed a deal that was a major milestone for commercial relations between the United States and Qatar. Qatar Airways secured a purchase worth \$20 billion from Boeing for its 777-8 Freighter, which became the largest freighter commitment in Boeing history by value.

The order is said to support hundreds of US suppliers from across 38 states, it will sustain more than 35,000 US jobs, and provide the American economy with an annual estimated economic impact of \$2.6 billion during the contract’s delivery period. This purchase will also serve as a key boost to Qatar’s strategic development goal of being the leading transportation & logistics hub for the Middle East region.

At the White House, Commerce Secretary Gina Raimondo, Qatar’s Ambassador to the US Sheikh Meshal bin Hamad Al-Thani, Director of the White House National Economic Council Brian Deese, and Boeing President and CEO Dave Calhoun joined the formal signing by Boeing Commercial Airplanes President and CEO Stan Deal and Qatar Airways Group CEO and Qatar Tourism Chairman Akbar Al-Baker.

Boeing and Qatar Airways also signed a Memorandum of Understanding for a firm order of twenty-five 737-10 aircraft and purchase rights for 25 additional airplanes. The total value of this 737-10 commitment is nearly \$7 billion at current list prices.

At the same time as the visit by Qatar’s Amir to Washington, DC, Qatar Airways also announced a new order for General Electric’s GE9X engines as part of its global launch order for up to 50 Boeing 777-8 Freighters. The commitment, which includes 34 firm 777-8 orders and an additional 16 purchase right options, also includes GE90 engines for an additional order of two Boeing 777 Freighters.

The total value of the order with GE is more than US \$6.8 billion list price, including spare engines, a new order for GE90-115B engines, and a services agreement to cover the maintenance, repair, and overhaul (MRO) of the engines.

*Qatar Airways Group CEO Akbar Al-Baker and Boeing Commercial Airplanes President and CEO Stan Deal sign landmark agreement between the two organizations*



Source: Gulf Times

# US-Qatar Strategic Dialogues

## Introduction

The United States and Qatar initiated the annual strategic dialogues between both countries in 2018. This yearly diplomatic event represents the strength of bilateral relations, and establishes a shared vision for the future of their strategic partnership.

### *First Strategic Dialogue (January 30, 2018)*

The United States and Qatar held their First Annual Strategic Dialogue in Washington, DC, on January 30, 2018. US Secretary of State Rex Tillerson and Secretary of Defense James Mattis met with Qatari Foreign Minister Sheikh Mohammed bin Abdulrahman Al-Thani and Minister of State for Defense Affairs Khalid bin Mohammed Al-Attiyah; secretaries and ministers of energy, trade, and finance from both countries also participated in the meetings.

### *Second Strategic Dialogue (January 13, 2019)*

The Second Strategic Dialogue was held in Doha, Qatar, on January 13, 2019. US Secretary of State Michael Pompeo co-chaired the opening session with Qatari Deputy Prime Minister and Foreign Minister Mohammed bin Abdulrahman Al-Thani. Senior US officials came to Doha to engage with their Qatari counterparts on numerous aspects of the robust bilateral relationship, including: regional security and defense cooperation, education and culture, law enforcement and counterterrorism partnerships, commercial and energy cooperation, and labor issues. The United States and Qatar signed three Memoranda of Understanding (MOUs) and Statements of Intent (SOIs) to advance cooperation in different areas.



Source: US State Department



Source: Qatar Embassy USA

# US-Qatar Strategic Dialogues

## *Third Strategic Dialogue (September 14-15, 2020)*

The governments of the United States and the State of Qatar held their third Strategic Dialogue on September 14-15, 2020. Secretary of State Michael R. Pompeo co-chaired the opening session in Washington with Deputy Prime Minister and Minister of Foreign Affairs Sheikh Mohammed bin Abdulrahman Al-Thani.

The 2020 Strategic Dialogue addressed regional and global affairs and built on robust bilateral cooperation in the areas of health, humanitarian assistance, international development, labor, law enforcement, counterterrorism, commerce, culture, and education. The United States and Qatar signed a Memorandum of Understanding (MOU) on education, culture, and sports in addition to a Statement of Intent (SOI) designating 2021 as the US-Qatar Year of Culture and an Announcement of Intent for Qatar to host an investment forum in the United States in 2021.

During the Strategic Dialogue, Secretary Pompeo and Minister Al-Thani announced an agreement between NASA and Hamad bin Khalifa University's QatarEnergy and Environment Research Institute (QEERI) to formulate a study to detect underground water aquifers, and also announced an MOU between the Qatar Fund for Development and USAID on international development and humanitarian assistance.

*Qatar Deputy Prime Minister and Minister of Foreign Affairs Sheikh Mohammed bin Abdulrahman Al-Thani and US Secretary of State Michael Pompeo sign statement of intent to cooperate on the 2021 Qatar Year of Culture*



Source: Qatar Embassy USA

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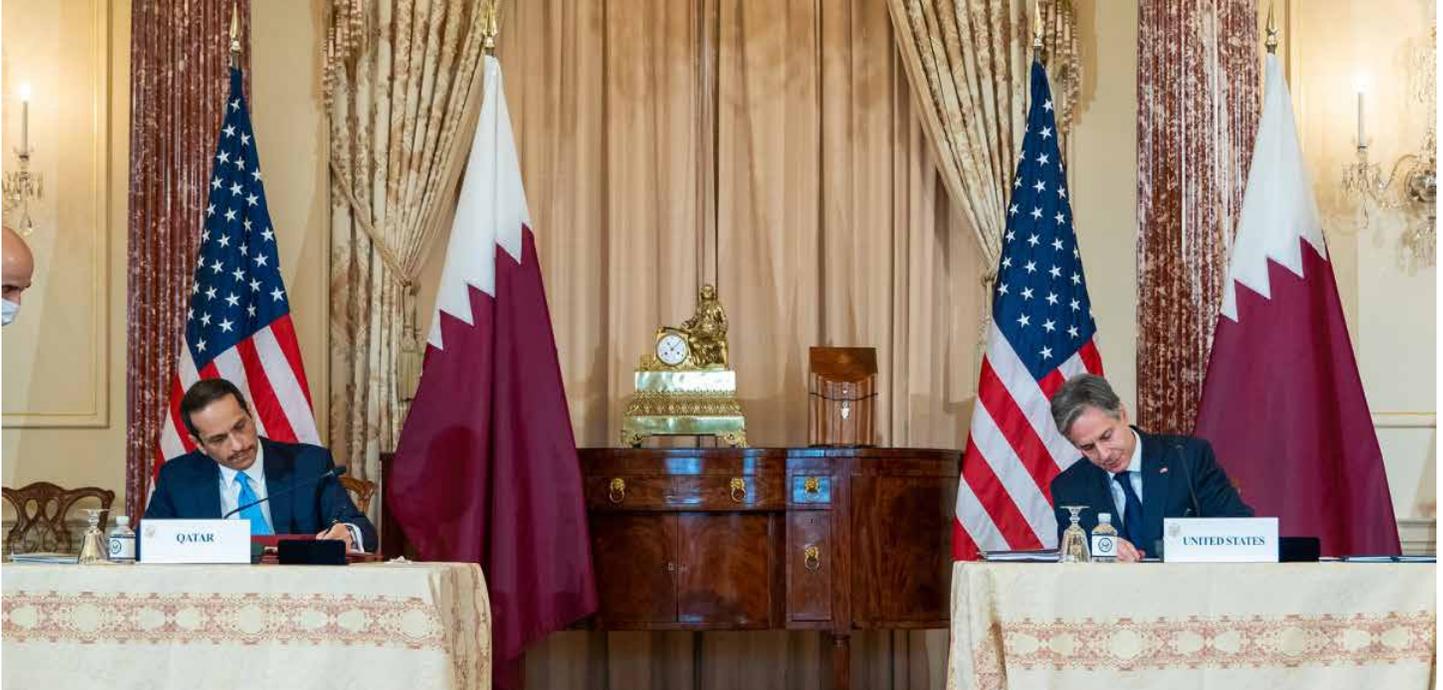
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# US-Qatar Strategic Dialogues

## *Fourth Strategic Dialogue (November 12, 2021)*

The Fourth US-Qatar Strategic Dialogue was held on November 12, 2021 in Washington, DC. It was led by Secretary of State Antony J. Blinken and Deputy Prime Minister and Minister of Foreign Affairs Sheikh Mohammed bin Abdulrahman Al-Thani. The event was a testament to the United States and Qatar's strong partnership. The Fourth Strategic Dialogue addressed regional and global issues, and advanced bilateral cooperation in the areas of health, humanitarian assistance, international development, labor and human rights, security cooperation, climate change, trade and investment, culture, and education. The United States and Qatar signed several accords, including an Arrangement on the Protection of US Interests in Afghanistan and an MOU on Cooperation to Host Individuals at Risk Due to the Situation in Afghanistan.

*Deputy Prime Minister and Minister of Foreign Affairs Sheikh Mohammed bin Abdulrahman Al-Thani and US Secretary of State Antony Blinken during a signing ceremony at the State Department in Washington*



Source: The Peninsula

# Diplomatic Landmarks

## *Establishment of the Al-Udeid Airbase in 1991*

Following joint military operations during Operation Desert Storm in 1991, Qatar and the United States concluded a Defense Cooperation Agreement that has been subsequently expanded. Qatar invested over \$1 billion to construct the large Al Udeid Air Base southwest of Doha during the 1990s; it had only a small air force of its own at the time. The US Army Corps of Engineers also awarded over \$100 million dollars in Military Construction Air Force (MCAF) contracts for the construction of US storage, housing, service, command, and communication facilities. Qatar's financing and construction of some of the state-of-the-art air force base at Al Udeid and its granting of permission for the construction of US-funded infrastructure facilitated gradually deeper cooperation with US military forces.

Both Qatar and the United States have invested in the construction and expansion of these facilities since the mid-1990s, and they form the main hub of the CENTCOM air and ground logistical network in the region. The Al Udeid Air Base hosts over 10,000 US soldiers and is the headquarters for the US Central Command, US Air Force Central Command, and the Forward Command Center for US Special Operations. The US recently approved a \$3 billion expansion of Al Udeid Air Base, which further reinforces the long-term relationship between the US and Qatar.

With the expansion of the Al-Udeid Air Base and the dynamic defense-related business between the US and Qatar, both countries have solidified their enduring trade and security partnership. Some of the major entities in the Qatari defense industry are Raytheon, Boeing, Lockheed Martin, Honeywell, Barzan Aeronautical, and General Atomics.

## *Trade and Investment Framework Agreement (TIFA)*

In 2004, the United States and Qatar signed a Trade and Investment Framework Agreement (TIFA), aiming to provide a forum for the United States and Qatar to examine ways to expand bilateral trade and investment. This was the ninth TIFA the US has signed with a Middle Eastern country. The TIFA has established a Joint Council that evaluates a wide variety of commercial issues and establishes the fundamental principles that govern the two countries' trade and investment ties. The council has forged a permanent dialogue in the hopes of increasing trade and investment between the United States and Qatar, as well as addressing trade issues and improving bilateral trade relations.

# Diplomatic Landmarks

## *US-Afghan Negotiations*

Qatar has served as the key negotiator between the US and the Taliban by facilitating peace talks, establishing negotiation channels with the Taliban, and aiding the US in the evacuation efforts for the Afghan refugees.

Doha also hosted talks between the Afghan government and the Taliban on a political solution for Afghanistan. When the Taliban took over Kabul on August 15, 2021 and the US began airlifting out Americans, Afghans and other nationals, Qatar turned into a central transit hub, with some 57,000 of the roughly 124,000 people evacuated passing through it. Since the completion of the US withdrawal on August 30, 2021, several Qatar Airways charter flights have evacuated additional US and other nationals.

President Joe Biden phoned Qatar's Amir Sheikh Tamim bin Hamad Al-Thani, on August 20, 2021, to thank him for the country's role in facilitating intra-Afghan talks and in helping with the evacuation efforts. "The President noted that this is the largest airlift of people in history and that it would not have been possible without the early support from Qatar," a White House statement said.

Senior US officials, including Secretary of State Blinken and Secretary of Defense Austin, thanked Qatar for its help in the evacuation operation, as well as for Doha's hosting of a US embassy to Afghanistan. "Qatar has been an enormously important partner to get us to this very moment. When we've had hiccups on the road they have helped us smooth them out," US Secretary of State Mike Pompeo said at the 2020 Doha Accord with the Taliban.

Several Members of Congress visited Qatar in the course of the evacuation operations to exercise oversight of US activities. In the 117th Congress, Members introduced a resolution (S.Res. 390) that would thank Qatar for its support of the United States during the 2021 evacuation.

## *Qatar-USA 2021 Year of Culture*

The Government of the United States of America and the Government of the State of Qatar signed a Statement of Intent, designating 2021 the Qatar-USA Year of Culture. The Year of Culture built upon the pre-existing strong bilateral relationship by promoting cultural exchanges and people-to-people connections between the United States and the State of Qatar. In 2021, the US Embassy in Qatar and Qatar Museums encouraged shared ideals of tolerance and diversity through a robust calendar of events.

# Qatar-US Economic Forum

Organized by the Ministry of Economy and Commerce and the US-Qatar Business Council with the support of U.S. Chamber of Commerce and other organizations, the Qatar-US Economic Forum in 2018 worked to expand economic investment and partnerships between the State of Qatar and the United States.

The US economic tour started from the city of Miami, Florida, and made numerous stops including Washington, DC; Charleston, South Carolina, and Raleigh, North Carolina. At the time, it was the largest and most important visit by a Qatari business delegation to a foreign country to date.

The engagement was led by Sheikh Ahmed bin Jassim bin Jassmin Al-Thani, the former Minister of Economy of the State of Qatar. Other leading officials include Sheikh Khalifa bin Jassim Al-Thani, Chairman of Qatar Chamber; and Sheikh Faisal bin Qassim Al-Thani, Chairman of Al-Faisal Holdings.

The multi-city tour provided a clear vision for both the United States and Qatar on potential areas to expand partnerships and collaboration, key investment priority sectors, and the importance for both countries to expand bilateral trade. During the course of the Forum, many MoUs were signed between the two sides, especially those within the field of technology, artificial intelligence, health, and SME support. The wide success of the Qatar-US Economic Forum showed that the public and private sectors from both countries are united in their commitment to enhancing and expanding commercial relations.

*Minister of Economy and Commerce Sheikh Ahmed bin Jassim bin Mohammed Al-Thani inaugurates the Qatar-US Economic Forum exhibition in Miami, Florida*



Source: The Peninsula

*Qatari and US officials during one of the sessions of the Qatar-US Economic Forum*



Source: Gulf Times

# Defense and Security Collaboration

## History

The US-Qatar defense relationship began to take shape after the six Gulf monarchies formed the GCC in 1981 to back Iraq against Iran in the 1980-88 Iran-Iraq War. GCC forces joined the US-led military coalition that expelled Iraq from Kuwait in February 1991, and Qatari armored forces helped defeat an Iraqi attack on the Saudi town of Khafji in January 1991. In 2019, Qatar joined the multilateral, US-led maritime security mission (International Maritime Security Construct, IMSC) established to deter Iran from further attacks on commercial shipping in the Gulf.

## Al-Udeid Airbase

Qatar hosts Al-Udeid Air Base, the largest US military base in the Middle East, which houses CENTCOM's Headquarters, the US Air Force Central Command, and the 379th Air Expeditionary Wing of the US Air Force. In total, over 10,000 American military service members are based out of Al-Udeid, while more than 100 aircraft operate from the base. Qatar is also committed to hosting the US military at As Sayliyah Army Base outside of Doha, which US Central Command uses to preposition equipment bound for use in Iraq and Afghanistan.

Additionally - Al Udeid is uniquely qualified to partner with the United States, as its two runways are the largest in the region and are capable of handling the entire range of combat aircraft employed by the US military. The United States stations some of its most sophisticated combat aircraft at the facility. The US-Qatar Strategic Dialogue has produced agreements to expand defense and security cooperation, including the establishment of fixed housing and other structures for US personnel deployed at Al Udeid.

**10,000+**

**American military service members are based out of Al-Udeid**

**\$3 Billion**

**Recent US Approved Expansion of Al-Udeid Airbase**



# Defense and Security Collaboration

## *Defense Exports to Qatar*

Since 2001, Qatar has spent more than \$9 billion on US arms and \$1 billion on base construction. Purchases of US weapons systems include, tanks, combat aircrafts, attack helicopters, short-range missiles and rocket systems, ballistic missiles, ballistic missile defense, and naval vessels.

According to the State Department military cooperation factsheet, the United States has \$26 billion dollars in active government-to-government sales cases with Qatar under the Foreign Military Sales (FMS) system, and, since 2016, the United States has authorized the permanent export of over \$2.8 billion in defense articles to Qatar via the Direct Commercial Sales (DCS) process. Recent and significant FMS sales include Integrated Air & Missile Defense System, including the Patriot long-range missile system, the National Advanced Surface to Air Missile System, and the AN/FPS-132 Early Warning Radar; F-15QA fighter aircraft – the most advanced F-15 in production; and AH-64E Apache attack helicopters. Each of these programs includes facility construction and extended munitions, logistics, and training support.

In 2019, arms exports for Qatar was \$11 million. Arms exports of Qatar increased from \$9 million in 1999 to \$11 million in 2019 growing at an average annual rate of 29.63%. Top purchases over the years include the following:

- In 2012, the United States sold Qatar AH-64 Apache, UH60 M Blackhawk, and MH-60 helicopters, with an estimated value of about \$6.6 billion.

- In 2012, the United States sold Qatar Patriot Configuration 3 (PAC-3, made by Raytheon) fire units and missiles at an estimated value of nearly \$10 billion.
- In 2016, the Defense Security Cooperation Agency (DSCA) notified Congress of the potential sale to Qatar of up to 72 US-made F-15s, with an estimated value of \$21 billion. During June-December 2017, the United States and Qatar signed agreements for Qatar to purchase of all 72 of them, with deliveries to be completed by 2023.
- In July 2019, Raytheon announced that Qatar would be the first country to purchase its Advanced Medium Range Air-to-Air Missile – Extended Range (AMRAAM-ER) weapon.

## *Counter-terrorism Cooperation*

According to the State Department, the United States and Qatar have continued to increase counter-terrorism cooperation since the signing of a bilateral counter-terrorism memorandum of understanding in July 2017. A Department of Justice resident legal advisor has been stationed in Qatar since 2018, providing technical assistance to Qatar's counter-terrorism efforts and building prosecutorial capacity. Qatar uses national funds to pay for participation of Qatari personnel in the Department of State's Anti-Terrorism Assistance (ATA) training program, including training pertinent to Qatar's preparations to host the FIFA World Cup in 2022.

# US-Qatar Investments and Trade

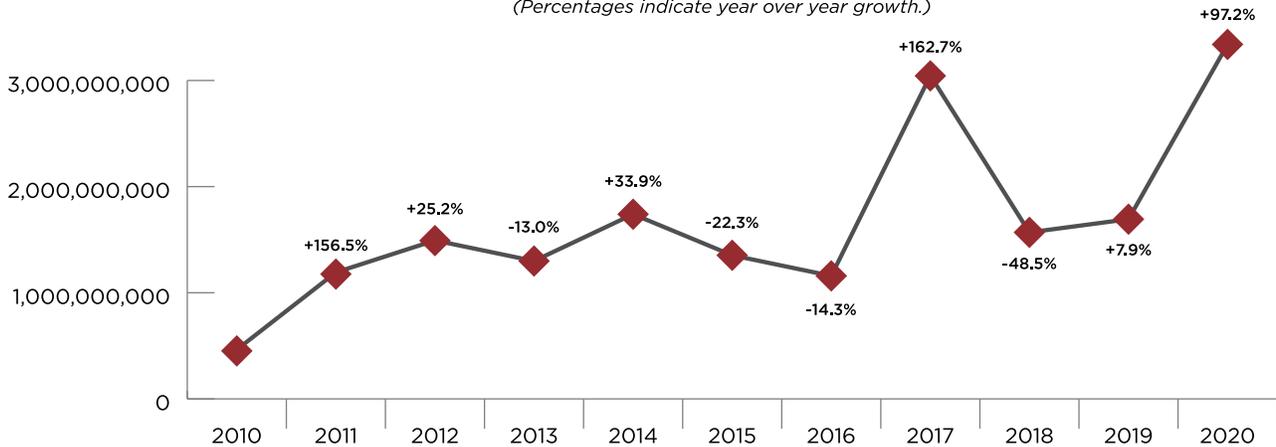
## Overview

The State of Qatar and the United States have had strong commercial relations since the early 1990s. Following Qatar's valuable involvement in hosting and facilitating the launch of the 2001 Doha Development Agenda (DDA), the global trade negotiations to lower trade barriers around the world and facilitate economic development, the US and Qatar signed a Trade and Investment Framework Agreement (TIFA) in 2004 which provides the two countries with a forum to examine ways to expand bilateral trade and investment. Later in 2010, the American Chamber of Commerce legally established the first-ever foreign chamber of commerce in Qatar, dedicated to fostering mutual cooperation and understanding between Qatar and the US through trade, commerce and investment.

The two nations are continually working towards improving economic collaboration through both official and private sector tracks including through the annual US-Qatar Strategic Dialogue, first initiated in 2018 to serve as an annual forum for convening key decision makers to identify concrete steps to bolster financial, investment, and economic relations, but also through official trade missions undertaken in cooperation with both nations' trade associations. Both Qatari and US officials have repeatedly emphasized their desire to increase both American investments in Qatar and Qatari investments in the United States.

### US-Qatar Trade Relationship (2010-2020)

(Percentages indicate year over year growth.)



# US-Qatar Investments and Trade

In 2019, Qatar's sovereign wealth fund, the Qatar Investment Authority (QIA), announced its commitment to invest \$45 billion in the United States, in addition to billions of dollars' worth of military and aviation, energy, infrastructure and ICT contracts. A few years prior, in September 2015, QIA opened its first US office in New York City in order to better access new and existing investment partners. More recently, in late 2021, Doha re-emphasized its deepening ties with Washington when it unveiled plans to invest at least \$10 billion in US ports having easy access to roads and railways.

The US and Qatar's commercial relationship has continued to flourish with the total economic relationship between the

**\$200  
Billion**

**Total Economic Relationship  
between Qatar and the US**

two countries exceeding \$200 billion. The two countries trade over \$6.3 billion dollars in goods yearly. Qatar's political stability, state-of-the-art infrastructure, stable currency, and low corporate tax rates have stimulated upward FDI flows. With 850+ US companies doing business in Qatar, the United States has created a robust trading connection with the the country and is its largest foreign investor.

The US is the largest single source of exports to Qatar, with \$6.5 billion registered in 2019. The same year, Qatar was the US' 37th largest goods export market. Over \$9.4 billion in trade was counted between the two countries in 2019, a growth of over 100% since 2017. The top US export categories to Qatar in 2019 included aircrafts, electrical machinery, arms and ammunition, and vehicles. Qatar was the United States' 66th largest supplier of goods imports in 2019, with \$1.7 billion worth of US imports, a growth over 7.9% from 2018. Liquefied natural gas, aluminum, fertilizers, and sulfur are among the top US imports from Qatar.

The US is a major equipment supplier and partner for Qatar's oil and gas industry, and US corporations such as ExxonMobil and Chevron have played a vital role in the sector's development. In addition to energy, US companies from the defense, aviation, information technology, healthcare, culinary, and engineering/construction industries are also thriving in Qatar. The US and Qatar are behind one of the largest cargo deals ever made, as Qatar Airways placed a \$37 billion order with Boeing Co. for 737 Max planes in early 2022. The deal serves as a major showcase of trade relations between the two nations. Qatar has also been assisting in key developments in the US, including the Golden Pass LNG export terminal in Sabine, Texas co-ventured by affiliates of two of the world's largest and most experienced oil and gas companies QatarEnergy (70%) and ExxonMobil (30%).



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# Select Qatari Investments in the US

## Select Qatar's Investments in the US

Qatar has a total investment target of more than \$45 billion in the US market, across a variety of sectors including energy, real estate, technology, etc. In 2019, the Qatar Investment Authority's (QIA) pledged to invest \$45 billion in the United States, concentrated in the infrastructure sector, with total public Qatari investment in the US exceeding \$200 billion.

### *Hospitality Investments*

Having opened an office in New York City in 2015, QIA has developed approximately \$9 billion worth of real estate projects in New York with Brookfield Property Partners LP. While investing in many real estate properties, especially offices in New York and Los Angeles, QIA acquired about 10% of the Empire State Realty Trust Inc, which is the owner of the Empire State Building. QIA has also bought the St. Regis New York, a 238-key property in Midtown Manhattan, from Marriott International for \$310 million, after acquiring the St. Regis in San Francisco back in 2018. The same year, in 2018, Katara Hospitality, a hotel-centric subsidiary of Qatar's sovereign wealth fund, acquired the full ownership of the Plaza Hotel in New York City for \$600 million.

*The Plaza Hotel in New York City*



## Select Hospitality Investments

- Katara Hospitality has acquired full ownership of the Plaza Hotel for about \$600 million.
- QIA has bought the St. Regis New York, a 238-key property in Midtown Manhattan, from Marriott International for \$310 million.
- Al Rayyan Tourism Investment Company (“ARTIC”) has acquired The St. Regis Bal Harbour Resort in Miami, Florida for \$213 million.

*St. Regis New York*



# Qatar's Investments in the US

## Select Real Estate Investments

QIA has helped develop many real estate projects via Qatari Diar, its real estate development entity. Amongst many other projects, Qatari Diar has helped jumpstart (with \$650 million) the redevelopment of the old convention center site in Washington, DC into what is now CityCenterDC, the landmark 10-acre, mixed-use development located in the heart of the nation's capital. Qatari Diar and Hines, the international real estate firm, and Conrad Hotels & Resorts by Hilton Worldwide, also partnered on the construction of the Conrad Washington, DC. This is a 360-room luxury hotel with 30,000 square feet of ground-floor retail space at CityCenterDC.

This project and the many other real estate investments by QIA remain key pieces of the of the organization's overall global investment portfolio.

*"CityCenterDC" Project in Washington, DC*



Source: Shutterstock

## Select Real Estate Investments

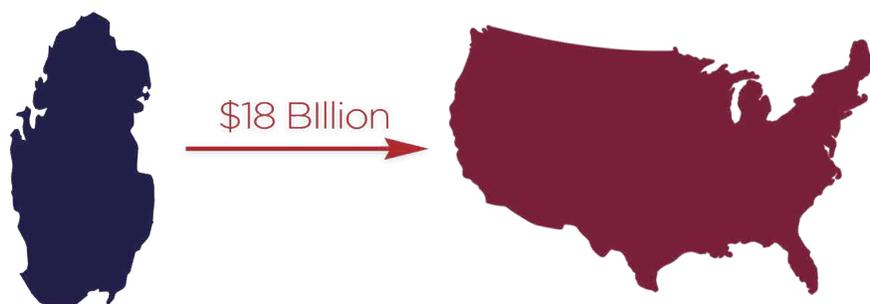
- QIA and Brookfield Property Partners L.P. have formed a joint venture on a \$8.6 Billion on a mixed-use Manhattan West development project, which involves a five-building, 7-million-square-foot, in New York City.
- QIA has partnered with real estate investment trust Douglas Emmett to buy 1.7 million-square-foot portfolio in Los Angeles for \$1.34 billion. This is the first California purchase by QIA.
- Qatari Diar has contributed with \$650 million in the redevelopment of the old convention center site in Washington D.C. into what's now CityCenterDC.
- QIA has acquired 10%, a minority stake for \$622 million, of the Empire State Realty Trust Inc, which is the owner of the Empire State Building.
- QIA and Douglas Emmett have acquired a \$365 million real estate development in California.
- QFB, now known as Lesha Bank, completed a \$117 million off-market acquisition of 90 North, a four-building, 262k-square-foot office campus located in Bellevue, Washington.

# Qatar's Investments in the US

## Energy

In 2019, ExxonMobil and QatarEnergy (QE), previously Qatar Petroleum (QP), partnered to proceed with the development of the Golden Pass LNG export project located in Sabine Pass, Texas. The \$10+ billion liquefaction project will have capacity to produce around 16 million tons of LNG per year. It is expected to create about 9,000 jobs over the five-year construction period and more than 200 permanent jobs during operations. Preliminary estimates by an independent study indicate the project could generate up to \$31 billion in US economic gains and more than \$4.6 billion in direct federal, state, and local tax revenues over the life of the project.

### Qatar's Committed Energy Investments in the US



### Select Energy Investments

- QatarEnergy and ExxonMobil Corp have jointly invested in a \$10 billion project to expand a liquefied natural gas (LNG) Golden Pass export plant in Sabine, Texas.
- QatarEnergy and Chevron Phillips Chemical are developing an \$8 billion petrochemical plant along the US Gulf Coast. Chevron Phillips Chemical has 51% share and QatarEnergy 49% share.
- QIA has invested \$740 million in AVANGRID, an energy services and delivery company, for approximately 3.7% of the company's common stock.
- QIA has invested \$550 million in Oryx Midstream Services (Midland), the largest privately-held midstream crude operator in the Permian Basin.
- QIA has invested \$125 million in energy storage provider Fluence. Fluence is a joint venture of Arlington-based energy company AES Corp. and industrial manufacturing giant Siemens.

# Qatar's Investments in the US

## Golden Pass LNG Terminal

The Golden Pass LNG Terminal, constructed in 2009, is a liquified natural gas terminal and regasification facility in Sabine Pass, Texas. It is one of the largest liquified natural gas terminals in the world. Just ten miles south of Port Arthur, the Golden Pass Terminal is an ideal location due to it being one of the only deep-water ports located along the US Gulf Coast. This project will be a key catalyst to the US ambitions to become a leading LNG exporter worldwide.

Golden Pass LNG is a joint-venture between QatarEnergy (70%) and ExxonMobil (30%) and is a \$10+ billion liquefaction project that will be able to produce 16 million tons of LNG per year. Over the five-year construction period, it will create 9,000 jobs and more than 200 permanent jobs when the project is completed. An independent study estimates the project could generate up to \$31 billion in US economic gains and \$4.6 billion in direct federal, state and local tax revenues over the life of the project.

*Golden Pass LNG Terminal in Sabine Pass, Texas*



Source: Golden Pass LNG

## US Gulf Coast II Petrochemical Project

Shortly after agreeing to build a petrochemicals complex in Qatar, Chevron Phillips Chemical and QatarEnergy have embarked on an \$8 billion joint venture to build an ethylene cracker on the US Gulf Coast (USGC) called US Gulf Coast Petrochemical II. QE will hold a stake of 49% in the USGC II petrochemical complex, with CPCChem owning the remaining stake of 51%. The project slated to begin operations in 2024, will have a capacity of two million tons per annum, and two high-density polyethylene units, each having a capacity of one million tons per year. The location of the project is key as it gives it direct access to significant quantities of ethane produced from the Permian Basin and other US shale basins.

# Qatar Investments in the US

## *Food & Beverage*

In 2021, QIA invested \$200 million in EatJust, a vegan food startup located in San Francisco specializing in the production of plant-based alternative eggs. The deal is receiving international recognition and making headlines globally given its scale. Qatar's investment into the company has created the fastest-growing vegan eggbrand and is one of the most significant accelerations of the plant-based food market to date. This investment underlines the State of Qatar's commitment to sustainability and follows a chain of investments in the food & beverage sector that align with Qatar's food security strategy.

## Select Food & Beverage Investments

- QIA has invested \$250 million in Califia Farms, a plant-based dairy brand based out of California. This is one of the largest private capital raisings within the natural foods sector.
- QIA has invested \$200 million in EatJust, a vegan food startup from San Francisco making plant-based alternative products.

## *Financial Services*

Other Qatari investments in the US led by QIA involve a \$500 million in equity financing to SoFi Technologies in 2019. Mobile-first personal finance company Social Finance, better known as SoFi, is a San Francisco based online personal finance company that provides financial products including student and auto loan refinancing, mortgages, personal loans, credit card, investing, and banking through both mobile app and desktop interfaces. SoFi plans to use the \$500 million cash injection to invest in more growth and strengthen its now \$2.3 billion total balance sheet. QIA also has a stake worth about \$1 billion in Bank of America, the country's second biggest bank.





# Your future business partner is waiting.

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## ***We advance trade & investment between the US and Qatar.***

The US-Qatar Business Council (USQBC) envisions a seamless relationship between the US and Qatar; a permanent partnership built on a foundation of mutual interests and strong strategic, business, cultural, and security relations. USQBC is the leading organization dedicated exclusively to enhancing the bilateral relationship between the US and Qatar.

As a member, you will have access to USQBC's business and advisory services. We will matchmake and advocate with US and Qatari government and private sector entities on your behalf. Meet senior level officials at our events, roundtables, and networking opportunities. Join us and gain access to two of the most exciting and dynamic markets in the world.



# US-Qatar International Collaboration

## Overview

Qatari and American companies have collaborated on a multitude of joint projects, not only in their respective countries but also internationally. Their partnership has extended to combined efforts in other countries, largely in regard to oil exploration. QatarEnergy routinely works with American oil and gas companies outside of Qatar and the United States.

In April 2019, QatarEnergy partnered on five exploration blocks off the coast of Argentina. Three of these blocks have QE as a 30/70 partner with ExxonMobil's subsidiary ExxonMobil, Argentina Offshore Investments B.V.

In October 2019, QatarEnergy, along with their American partners, secured two exploration block projects located in Latin America. Off the shore of Brazil, QatarEnergy won the exploration rights to three blocks. Two of these blocks (659 and 713) are located in the Campos basin. This is a joint venture between QatarEnergy (25%), Chevron (35%) and Shell (40%).

In December 2021, a consortium consisting of QatarEnergy and ExxonMobil signed an agreement with Cyprus for energy exploration and production sharing in Block 5 in the southeast of the island. Under the agreement, QatarEnergy will own a 40% stake in Block 5 while ExxonMobil will own 60% and be the operator in the area.

In April 2022, QatarEnergy acquired a 40% working interest in ExxonMobil's North Marakia exploration block in Egypt's deepwater offshore. ExxonMobil, Qatar's largest business partner, acquired the North Marakia exploration block in 2020 and retains a 60% operating interest. In announcing the farm-in, QatarEnergy Chief Executive Saad Sherida al-Kaabi called the deal "an important step" in expanding Qatar's energy interests beyond the emirate's boundaries.

## Global Footprint of Select Qatar-US Energy Collaboration



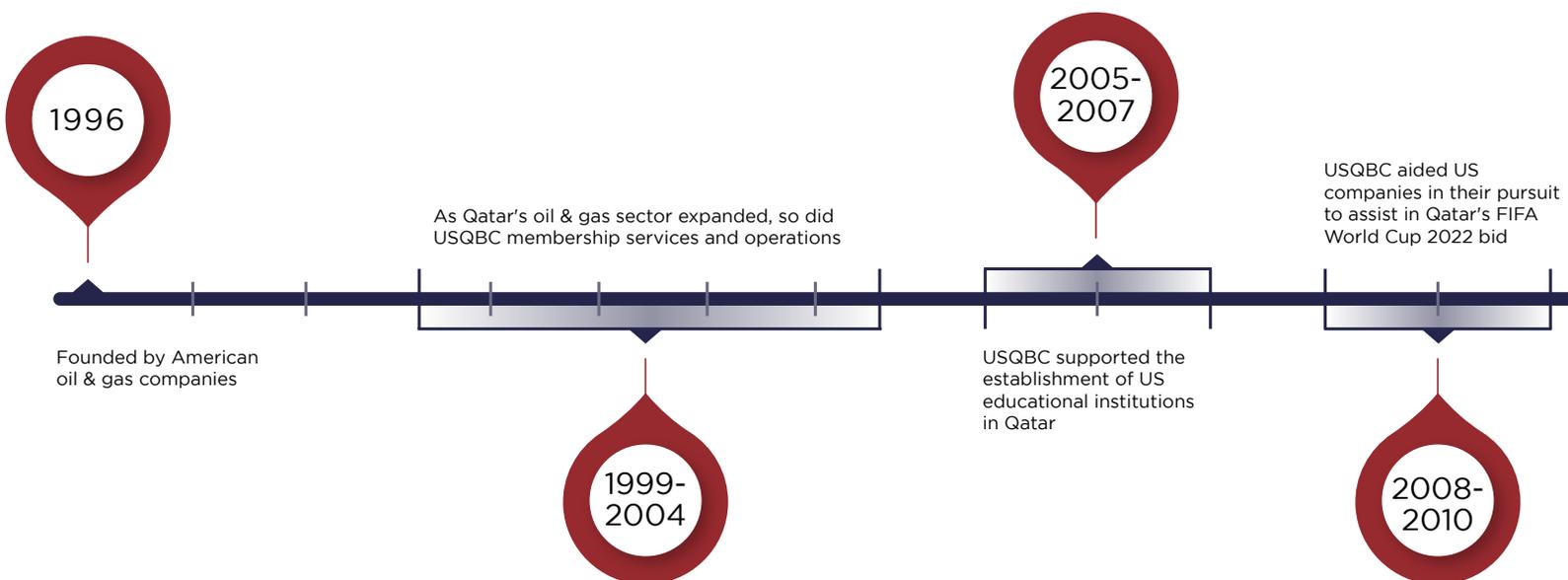
# US-Qatar Business Council's Growth & Expansion

Seeking the platform to promote the bilateral business relationship between the US and Qatar, a group of American companies who first invested in Qatar founded the US-Qatar Business Council in 1996. Since then, the commercial, economic, and trade relationship has grown exponentially in addition to USQBC's membership base and service offerings.

The Council has played a crucial role in expanding the bilateral business relationship by hosting senior executives from Fortune 500 companies, small to medium-sized enterprises (SMEs), and high-ranking government officials for discussions on challenges and opportunities in both markets. As part of this program the Council has had the honor to host visits by Qatar's Amir Sheikh Tamim bin Hamad Al-Thani as well as Qatar's Father Amir, Sheikh Hamad bin Khalifa Al-Thani, as well as many other senior Qatari officials and private personalities.

The Council supported US educational institutions to establish satellite campuses in Education City, such as Georgetown University in Qatar, to enhance the ecosystem for Americans doing business in the country. USQBC has hosted many events with top level business and government officials to enhance bilateral commercial ties, including organizing and hosting two congressional delegations visits to Qatar and hosting many business engagement events across the United States.

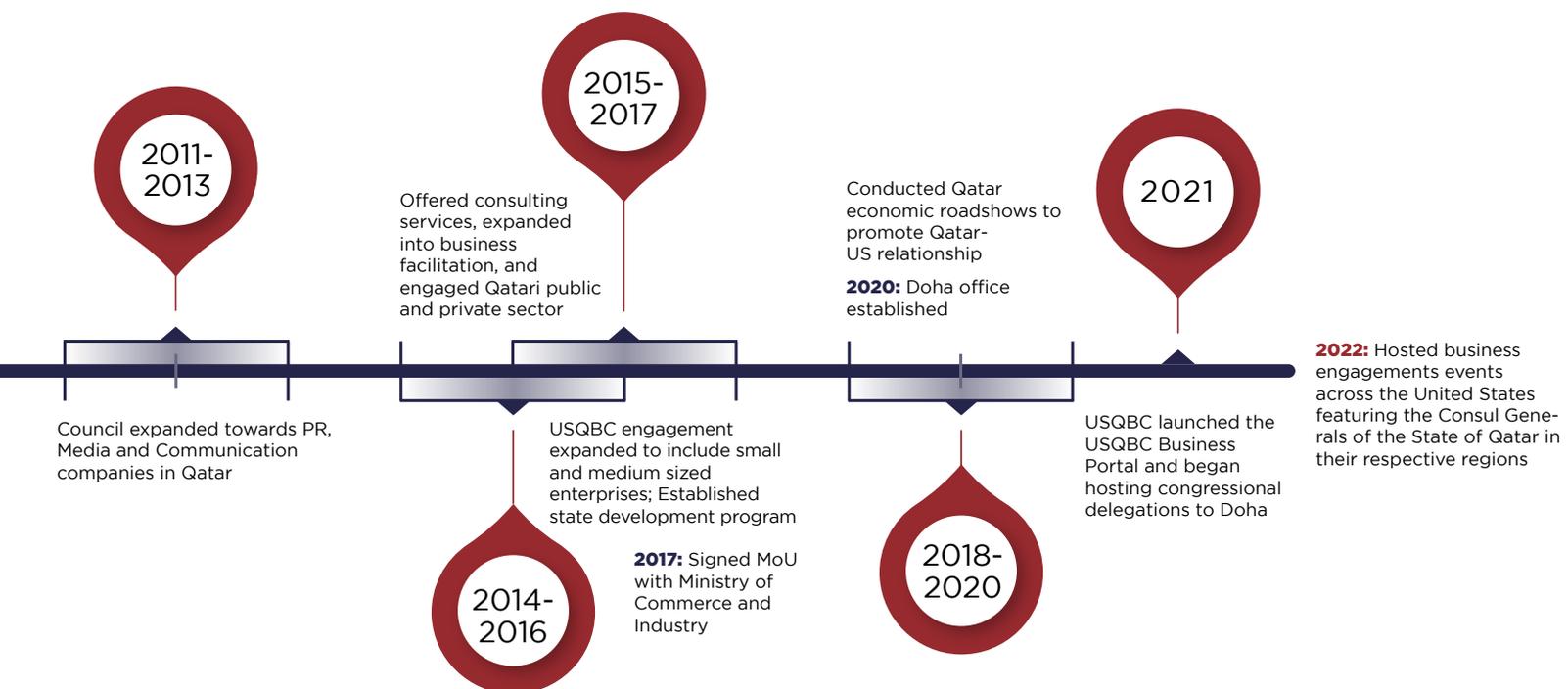
## USQBC Milestones



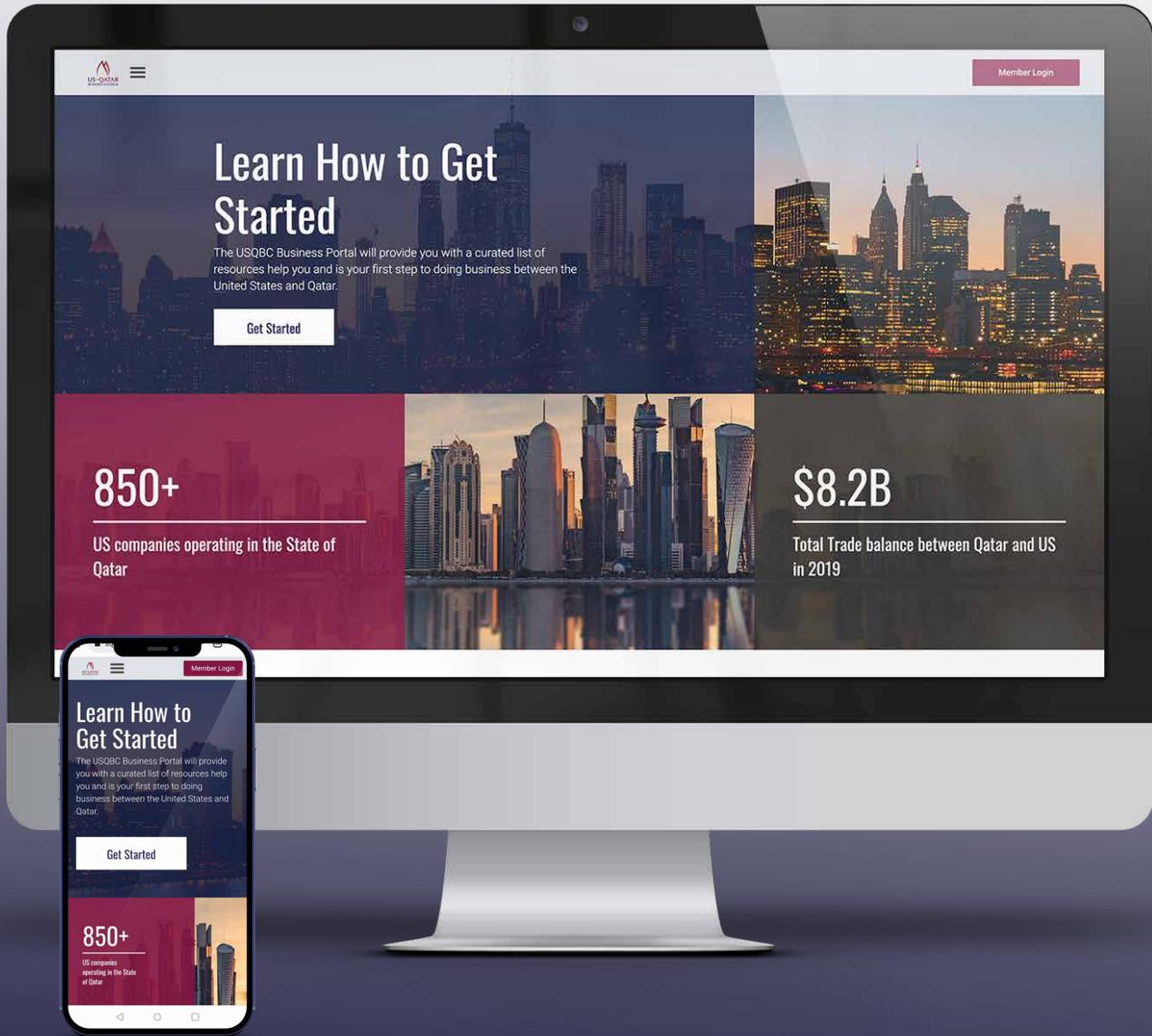
Today, the US-Qatar Business Council is a critical entity in the expansion of trade & investment between the United States in Qatar. In addition to providing advisory, consulting, and market research services to its member companies, USQBC delivers many events to bring together business leaders and government officials. Throughout recent years, USQBC has supported the multi-city Qatar-US Economic Forum, webinar engagements, meet & greet receptions for government officials, investment & trade engagements, and many other events.

In 2021, USQBC launched the USQBC Business Portal which offers unparalleled access to investment & trade related information for both the US and Qatar. Similarly, USQBC has also launched numerous publications discussing the US-Qatar bilateral business relationship along with key areas or sectors of interest for further commercial expansion.

In 2022, the year of the 50th Anniversary of US-Qatar diplomatic relations, USQBC hosted multiple engagements including a Private Dinner Reception on the rooftop of USQBC’s head office in Washington, DC, featuring Qatar’s Minister of Finance Ali Ahmed Al-Kuwari and Qatar Central Bank Governor Sheikh Bandar bin Mohammed bin Saoud Al-Thani.



# Visit the USQBC Business Portal!



The newly developed USQBC Business Portal is a one-of-a-kind platform that covers every single US state and the Qatar market all under one comprehensive platform. The Portal will transform the US-Qatar Business experience and enhance investment & trade between the two countries.

**Visit: [portal.usqbc.org](http://portal.usqbc.org)**

# Business Synergies & Opportunities

## Energy

### North Field Expansion

The North Field, the world's largest single non-associated natural gas field, lies offshore northeast of the Qatar peninsula. Natural gas on the north-east coast of Qatar was discovered in 1971 and 15 appraisal wells have been drilled at North-Field over 14 years. The field is owned by QatarEnergy and is operated by its subsidiary Qatargas.

QatarEnergy announced the expansion of the gas field in April 2017 after revoking its 12-year self-imposed ban on field development. The expansion will increase Qatar's liquefied natural gas (LNG) production capacity from 77 million tons per annum (Mtpa) to 110 Mtpa, which accounts for an LNG production capacity increase of approximately 43%.

QatarEnergy formed joint ventures with American oil & gas giants ExxonMobil, ConocoPhillips, among other international companies for developing the expansion project in June 2022.

QatarEnergy holds 75% interest in each joint venture, while ExxonMobil, ConocoPhillips, 25% interest in the respective JVs.

QatarEnergy has also contracted major US companies like McDermott International Ltd., Baker Hughes Co., and Northern Offshore Drilling Operations Ltd for construction & engineering-related works in the \$28.7 billion North Field Expansion Project.

In 2019, QatarEnergy and Chevron signed an agreement to build a new petrochemical facility in Ras Laffan. The plant, scheduled to be operational by 2025, is a result of the North Field Expansion with Chevron having a 30% stake in the venture. It will include an ethane cracker that will produce 1.9 million tons of ethylene per year, an 82% output increase; this will make it the biggest of its kind in the region and one of the largest in the world.



Source: QatarEnergy



Source: QatarEnergy

# Business Synergies & Opportunities

## ***Education***

Secretary Pompeo and Deputy Prime Minister and Foreign Minister Mohammed bin Abdulrahman Al-Thani signed a Statement of Intent to declare the year 2021 as the US-Qatar Year of Culture. Both governments partnered and collaborated on cultural programming and exchanges to strengthen ties between the people of the United States and Qatar.

The two governments implemented important steps in the MOU on Educational Cooperation to continue building and sustaining key partnerships in the fields of education and academia. They also discussed further areas of collaboration including increasing professional and academic exchanges through Education and Cultural Affairs programs such as the Fulbright Program, the International Visitor Leadership Program, the US Speakers' Program, and the Stevens Initiative.

The United States and Qatar Foundation announced that two US Fulbright Scholars will spend a semester in Qatar to conduct research and teach on hydrology and the application of artificial intelligence in civil and environmental engineering, as well as treatments for Alzheimer's disease.

NASA and Qatar Foundation announced an agreement between NASA and Hamad bin Khalifa University's QatarEnergy and Environment Research Institute to formulate a study on the detection of underground water aquifers. Qatar Foundation, Qatar Museums, and the Smithsonian Institution also announced a Memorandum of Understanding on educational, cultural, and sports collaboration.

One of the cornerstones of Qatar's broad educational reform project has been the development of Education City, a 2,400-acre, multi-campus complex, which is home to eight top-tier international branch campuses including six from the United States. These international universities offer degrees in several fields and fully equip students to undertake the professional and business world. The six American universities include Georgetown University, Carnegie Mellon University, Weil-Cornell Medicine, Texas A&M University, Northwestern University, and Virginia Commonwealth University.

The Qatar National Vision 2030 outlined how the nation's vast revenues from hydrocarbon resources can be used to transform Qatar into a modern knowledge-based economy by prioritizing the development of human resources over the next 20 years. This expansion into the knowledge-based economy is part of Qatar's economic diversification efforts. They have substantially invested in education and aim to attract investment to further enhance and complement Qatar's knowledge economy.

# US Educational Institutions in Qatar

## Georgetown University in Qatar

Georgetown University in Qatar (GU-Q; previously Georgetown University School of Foreign Service in Qatar) is a campus of Georgetown University (Washington DC) in Education City, outside of Doha, Qatar, inaugurated in February 2011. It is one of Georgetown University's 10 undergraduate and graduate schools, and is supported by a partnership between Qatar Foundation and Georgetown University.



Source: Georgetown University in Qatar

## Virginia Commonwealth University School of the Arts in Qatar

Virginia Commonwealth University School of the Arts in Qatar (VCUarts Qatar) is Virginia Commonwealth University's Qatari branch of its School of the Arts. VCUarts Qatar was the first campus established in Education City in 1998. VCUarts Qatar has established itself as a center of excellence for education and research in art and design over the past 20 years.

## Northwestern University

Northwestern University in Qatar draws from its parent organization in Illinois. Founded in partnership with Qatar Foundation in 2008, NU-Q offers distinguished programs in communications, journalism, and liberal arts, among others.

## Weill Cornell Medicine-Qatar

Established in 2001 as a partnership between Cornell University and Qatar Foundation, WCM-Q is a part of Cornell University in New York. It is the first medical school in Qatar and offers an integrated program of pre-medical and medical studies leading towards and MD degree.

## Carnegie Mellon University Qatar

In 2004, Carnegie Mellon and Qatar Foundation began a partnership to bring the American-based university to Qatar in Education City. Today, the university has more than 400 students from 52 countries in a variety of undergraduate programs.

## Texas A&M University at Qatar

Since 2003, Texas A&M University at Qatar has offered a variety of programs at both the undergraduate and graduate level. The university mainly focuses on engineering disciplines and the sciences but also offers programs in both the humanities and arts.

Source: Shutterstock



# Business Synergies & Opportunities

## *Sports*

### **2022 FIFA World Cup**

Qatar is the first west Asian country, Arab nation, and also the smallest country to host a FIFA World Cup. With unique attractions, spectacular, state-of-the-art stadiums and the added bonus of traditional Arab hospitality, it promises to host a tournament like no other.

Qatar has been investing heavily in developing infrastructure and construction projects, much of which is to support the World Cup. Over \$200 billion is being invested into its road network, FIFA World Cup stadiums and facilities, hotels, and leisure and recreation projects. For the 2022 FIFA World Cup, Qatar has had to renovate one stadium and construct seven others, all of which will be completed in 2021. In total, Qatar has invested \$6 billion in the stadiums and facilities for the World Cup alone.

Overall, the 2022 FIFA World Cup is expected to create \$10 billion in FDI for American companies alone. AECOM was selected as a design consultant and construction supervisor for Al Wakrah Stadium. AECOM and other US companies are heavily involved in the design and construction of the 2022 FIFA World Cup, as well as infrastructure to support the event.



Source: FIFA

### **2023 Geneva International Motor Show**

The Geneva International Motor Show (GIMS), one of the world's foremost motoring events, will be held exclusively in Doha, Qatar in February 2023. The main event is scheduled to take place at the Doha Exhibition and Convention Centre. This underlines Qatar's commitment to growing its sports & tourism sector across a variety of avenues through the country's well developed sporting event infrastructure.

### **2027 AFC Asian Cup Bid**

Qatar won the selection to host the 2027 AFC Asian Cup. The country used the stadiums and infrastructure already completed for the FIFA World Cup Qatar 2022 to secure hosting privileges of the tournament.

### **2030 Asian Games**

Doha, the sports capital of the Middle East North Africa (MENA) region, has won the 2030 Asian Games bid race, making this the second time Qatar will be hosting the Asian Games after hosting very successful games in December 2006. Due to the many sports-related developments associated with the upcoming World Cup in addition and other projects, 90% of the infrastructure for the 2030 games will already been in place. However, the Asian Games will reinforce Qatar's tourism ambitions and will offer \$1.3 billion worth of projects, which will boost the construction sector.

# Business Synergies & Opportunities

## ***Sustainability***

Qatar has put enormous effort into sustainability and environment preservation through implementing several policies and plans. This includes the execution of several major projects in infrastructure and transportation that are in accordance with the highest international standards.

In less than a decade, the country will have 100% electric public transportation. The gradual transportation to full-electric includes public bus services, government school buses, and Doha Metro's buses. This aims to reduce harmful carbon emissions caused by conventional buses in less than a decade from now, in addition to achieving efforts to maintain environmental sustainability. Authorities are also working towards establishing an integrated network of electric car chargers to support the ministry's plan to gradually transform the electric transport system.

Qatar's Supreme Committee for Delivery and Legacy said it is on track to fulfil its commitment to deliver the first carbon-neutral World Cup. All eight World Cup stadiums have also been built with sustainability as a key focus area, and their close proximity to one another will mean 2022 is set to be the first ever World Cup that will require no airplane travel between matches.

United States' Special Presidential Envoy for Climate, John Kerry noted during a press briefing that Qatar has been trying to diversify its economy by bringing in different kinds of economic stimulus, including education, culture, and sports to attract people and revenue, making it a good example for others to follow.

"Qatar has a great ability to be able to make an example through - I mean, the World Cup, is going to be a sustainable event, and they're working very hard to make that happen and to offset emissions and so forth," said John Kerry.

*United States' Special Presidential Envoy for Climate John Kerry meets Qatar's Amir Sheikh Tamim bin Hamad Al-Thani*



Source: Amiri Diwan

# Business Synergies & Opportunities

## ***Smart Cities***

### **Smart Qatar Program**

Qatar has been working toward their smart cities vision for years with its efforts raising the country into rare air as a leader in digital transformation. Under the Ministry of Transport and Communications, the Smart Qatar Programme (TASMU) focuses on harnessing the power of technology and innovation to drive sustainable economic diversification. This one-of-a-kind smart city solution connects all sectors and smart solutions. The initial launch of the TASMU Central Platform, planned for launch in 2021, will be a “central nerve system” for developers to build smart city solutions.

### **Lusail City**

Known as Qatar’s Future City, Lusail City is a \$45B smart city built upon the latest wired and wireless communication networks to offer advanced services to its citizens, businesses, and visitors. Investment and development are directed toward infrastructure, buildings, green energy, and mobility. It was developed to accommodate part of the projected growth of Qatar’s population and economy in line with Qatar’s 2030 Vision. Home of the 2022 World Cup Opening event stadium, Lusail utilizes best practices in architectural and urban design to create a healthier more enjoyable lifestyle.



Credit: Lusail

## Msheireb Downtown Doha

Msheireb is a \$5.5 billion initiative that will be the world's first sustainable downtown regeneration project, that will revive the old commercial district with a new architectural language that is modern, yet inspired by traditional Qatari heritage and architecture - its proportion, simplicity, space, light, layering, ornament and response to climate. Utilising the latest in sustainable technologies, Msheireb will adhere to the highest standards in green building. The strategic objective of the Msheireb project is to reverse the pattern of development in Doha, which has tended towards isolated land use, reliance on car transportation and energy hungry structures.



Source: Msheireb Properties



Source: Msheireb Properties

# Business Synergies & Opportunities

## *Health*

The United States and Qatar stand together in support of global health security and a world safe and secure from infectious disease threats, such as COVID-19, that pose a threat to the security and prosperity of both countries. To achieve this vision, the two countries redoubled their bilateral and global commitments to prevent, detect, and respond to infectious diseases, a worldwide threat that knows no borders. Qatar noted its commitment of \$88 million to support the COVID-19 pandemic response to over 80 countries worldwide. The United States noted its commitment of \$20.5 billion to benefit the global COVID-19 pandemic response. The United States and Qatar plan to work together to support capacity-building in at-risk countries, through hosting workshops at conferences held in Qatar and the United States.

Bilaterally, the United States and Qatar intend to cooperate in the exchange of technical expertise on topics related to global health security, such as field epidemiology training and preparedness for large-scale gatherings, including FIFA World Cup Qatar 2022. The United States has shared expertise with Qatar via the Embassy Science Fellows program and a visit of Centers for Disease Control (CDC) specialists to Qatar's inaugural 2019 Public Health Conference in November 2019. Both countries plan to explore platforms for enhanced cooperation on topics of mutual concern, such as zoonotic disease, environmental health, immunization, disease surveillance, points of entry, and health emergency preparedness. In order to support sustainable and meaningful progress, the United States and Qatar aim for durable dialogue on these topics and may consider a Memorandum of Understanding or other document to formalize this arrangement.

*Sidra Medicine*



Source: Shutterstock

# Key Initiatives Facilitating FDI in Qatar

## **Investment Promotion Agency Qatar (IPA Qatar)**

Invest Qatar is the national brand that showcases Qatar as an exceptional investment destination, connecting international investors to lucrative business opportunities that support their long-term success, while bringing progress to the country's economic development and diversification goals across sectors and geographies. At its core, Invest Qatar leverages an integrated ecosystem of business and licensing platforms that partner with investors throughout their journey, from exploration and setup to expansion, in a way that is tailored to their unique goals and ambitions.

As a custodian of the Invest Qatar brand, the Investment Promotion Agency Qatar (IPA Qatar) was launched in July 2019 to smooth the way for investors' journeys to business success in Qatar, while transforming and diversifying one of the world's most prosperous economies. The Agency acts as a gateway to all investment solutions in Qatar, with a focus on advancing ambitious investors' goals and accelerating their growth, in line with the nation's FDI roadmap and economic development goals. While opening the door to opportunities in all fields and disciplines, IPA Qatar actively pursues targeted, sector-specific investment promotion agendas.

## **Hamad Port**

Given the country's strategic location, Qatar aims to become the region's preferred transportation & logistics hub. Hamad Port is Qatar's main seaport, located south of Doha in the Umm Al-Houl area. Construction of the port began in 2010 and it became operational in December 2016. It was officially opened in September 2017 and will handle a capacity of 7.5 million TEUs upon completion.

Hamad Port is creating a new world-class commercial port in Qatar, making it the world's largest "greenfield" port-development project. Comprising a port, a base for the Qatari Amiri Naval Forces and a canal for the planned Qatar Economic Zone 3, the project will span a 26.5-square-kilometer area. The port will act as a catalyst for the country's trading industry, better positioning Qatar to benefit from the expected regional growth in container and vehicle carrier traffic as well as general cargo traffic.

Hamad Port is outfitted to handle various container loads. It has a general cargo terminal that can handle 1.7 million tons of general goods, 1 million tons of foodgrains, and 500,000 vehicles. It will also have a livestock terminal, a multi-use terminal, an offshore supply base, a coast guard facility, and a port marine unit. Along with regional transport development plans, Hamad Port will provide transshipment links by rail, sea or road to GCC and other Arabian Gulf states making use of its advanced safety, security system, and dedicated customs inspection area with latest technologies to speed the clearance of goods.

# Key Initiatives Facilitating FDI in Qatar

## Qatar Financial Centre

The Qatar Financial Centre (QFC) is an onshore business and financial centre located in Doha, established by Law No. 7 of 2005 of the State of Qatar. A world-class platform for companies, QFC offers its own legal, regulatory, tax and business environment, contributing to the decisive economic development and diversification prescribed by Qatar National Vision 2030.

Supported by QFC's broad range of legal and regulatory services, regulated and non-regulated, that align with international best practice, domestic and international companies can set up or expand their business in Qatar.

QFC allows up to 100% foreign ownership, 100% repatriation of profits, and charges a competitive rate of 10% corporate tax on locally-sourced profits, all while integrating businesses into Qatar's swift expansion into a major trade and investment center. Its business-friendly ecosystem operates in line with international best practice to ensure clients receive optimal operational, regulatory, and judicial support.

QFC firms are required to locate their registered office and operate from one of the numerous QFC-designated locations situated around Doha. The wide variety of QFC-designated locations in Qatar's capital city allows each QFC firm to choose an office space that suits their unique business requirements. Because the QFC is an onshore financial centre (and therefore not limited to a single geographical area), each QFC-designated location has been strategically selected to allow QFC firms to operate from any one of Doha's many major business locations.



Source: Qatar Financial Centre

# Key Initiatives Facilitating FDI in Qatar

## Qatar Free Zones

Free Zones are areas within Qatar which are essentially treated as being separate areas outside of the domestic state area for regulatory and customs purposes and are run by the Qatar Free Zones Authority (QFZA). The main objectives of the Free Zones are the generation of additional economic activity, promotion of exports of goods and services, promotion of investment from domestic and foreign sources, and creation of employment opportunities along with the development of infrastructure facilities.

Free Zones have been recognized as one of the best ways to encourage entrepreneurship and foster growth among small and medium-sized enterprises (SMEs), which the government has prioritized under Qatar's National Vision 2030. The Free Zones have been thoughtfully designed and expertly constructed to provide businesses everything they need to succeed. From brand-new infrastructure and access to utilities, to tax incentives and an investment fund, Qatar Free Zones are highly competitive and ready for business.

Qatar currently has two free zones, Ras Bufontas Airport Free Zone, Umm Al Houl Port Free Zone. Benefits of these zones are full ownership for foreign investments, access to free-zones-backed investment funds to promote growth, modern office facilities, large flexible land options, and access to world-class transport systems. The Qatar Free Zones Authority also hosts an exceptional website to attract investors.



Source: The Peninsula

# Key Initiatives Facilitating FDI in Qatar

## **Qatar Science & Technology Park**

Qatar Science & Technology Park (QSTP) is Qatar's premier hub for applied research, technology innovation, incubation, and entrepreneurship. It is a 'free zone' that houses various international corporations (such as ExxonMobil, Shell, ConocoPhillips, Microsoft, Cisco), SMEs, research institutions, and local tech startups. Inaugurated in March 2009 as a part of Qatar Foundation, the purpose of the science park is to spur development of Qatar's knowledge economy.



Source: Qatar Foundation

Located within Qatar Foundation's (QF) Education City, QSTP is part of a unique ecosystem that comprises a cluster of eight leading international and homegrown universities, primary and secondary schools, research centers and policy institutes, various scholastic and community-focused entities, and much more. This unique ecosystem is designed to leverage synergies across disciplines and sectors to bring new technologies, matured in Qatar, into the global marketplace.

QSTP has incubated 20 Qatari technology startups to date and hosts over 108 companies at its campus including 20 international companies such as ConocoPhillips, Cisco, and Siemens. QSTP will also offer \$50 million in the next five years to support startups.

# USQBC Member Companies

## **Abu Issa Holding**

Abu Issa Holding (AIH) is one of the leading Business Groups in the Middle East based in Doha, Qatar. Abu Issa Holding controls and operates market-leading companies across the region in various sectors including Retail, Distribution, Telecommunications, I.T., Energy & Engineering, Construction Supporting Services, Investment, Real Estate, and other Marketing Operations.

## **Al-Balagh Trading & Contracting Company W.L.L.**

Since Al-Balagh first opened its doors for business in 1977, Al-Balagh's successful execution of a vast array of major construction projects has forged its reputation as one of the industry's most respected players in the State of Qatar.

Al-Balagh Trading & Contracting Company W.L.L. is known for providing some of the highest quality projects, products, and services to the country through its diverse business capabilities in Civil Construction, Interior Fit Out, Building O&M, Oil & Gas EPIC, Infrastructure Piping, Fiber Optics & Telecom, Corrosion Control, Industrial Trading, Medical, Lab & Veterinary Supplies, and Information Technology Solutions.

Quality & Professionalism are Values central to Al-Balagh's legacy. With a team of 2700+ employees, their growing business operations are committed to supporting the ambitious development of the State of Qatar and Al-Balagh is determined to play its part in the country's promising future.

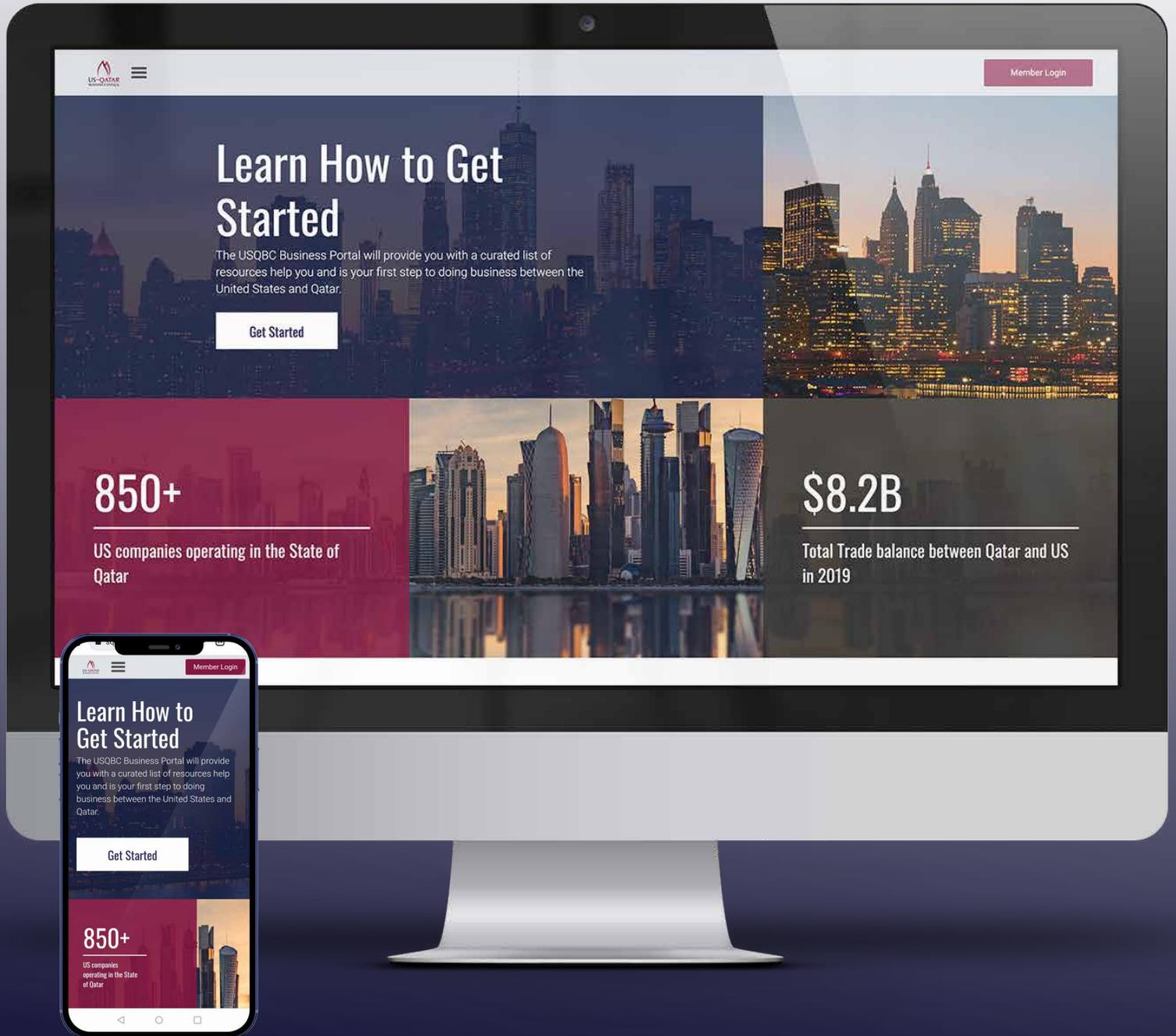
## **Al Sulaiti Law Firm**

Al Sulaiti Law Firm is one of the largest law firms in the region with partnership offices across 17 countries. The firm is a full-service renowned law firm combining knowledge, experience and expertise to ensure clients have access to the best legal solutions, cutting-edge legal services and solutions to local, national and international clients.

## **Alwatania International Holdings**

Alwatania International Holdings is one of Qatar's leading private companies that expands into FMCG Distribution, Logistics, F&B, Modern Grocery, Health & Beauty, Real Estate, Hospitality and Technology. Established in 1964 as QNIE "Qatar National Import & Export Company", its reputation in providing customized customer solutions, uninterrupted supplies and a competitive product portfolio, backed by trusted on ground execution, has made it one of the leading FMCG distributors in the country.

# Visit the USQBC Business Portal!



Visit: [portal.usqbc.org](http://portal.usqbc.org)



The newly developed USQBC Business Portal is a one-of-a-kind platform that covers every single US state and the Qatar market all under one comprehensive platform. The Portal will transform the US-Qatar Business experience and enhance investment & trade between the two countries.

- Assists matchmaking efforts between Qatari and American companies
- Generates useful insights into business interests in Qatar and the US
- Highlights Qatar's economic diversification efforts
- Provides unique real-time visualizations and dashboards on US-Qatar trade & investment data
- Showcases the US market opportunities
- Drives FDI into Qatar and the US



@USQatar



US-Qatar Business Council

## **AMIDEAST**

AMIDEAST is a leading American non-profit organization engaged in international education, training and development activities in the MENA region. AMIDEAST programs and services aim to improve educational opportunities and quality, strengthen local institutions, and develop language and professional skills critical for success in the global economy.

## **Bank of America**

Bank of America is one of the world's largest financial institutions, serving individuals, small- and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company serves approximately 56 million US consumer and small business relationships.

## **Barzan Aeronautical**

Founded in 2018, Barzan Aeronautical, LLC - a Qatari-owned, US-based company - works with US and NATO governments along with top national defense and aviation companies to support the deployment of aerial ISR systems for defense, security and environmental use. Barzan Aeronautical operates as an independent commercial company focused on the application and use of aerial ISR systems that support the defense and security requirements of Qatar, the United States and NATO allies.

## **Boeing**

Boeing's partnership with the State of Qatar spans over nearly two decades. From its Doha office established in 2010, Boeing operations in Qatar include the Boeing Commercial Airplanes, the Defense, Space & Security business, and Global Services. The Boeing Company currently employs nearly 300 employees in Qatar and is committed to supporting Qatar's Vision 2030.

Qatar Airways is one of Boeing's most valued partners and Boeing is proud to support Qatar Airways in its 25th anniversary year. The partnership with Qatar Airways was established in May 2006, and today Qatar Airways operates an extensive fleet of Boeing passenger and cargo airplanes. The airline's latest orders for 777-8 freighters and 737-10 passenger aircraft are significant for Boeing, and will provide Qatar Airways with one of the most advanced and most efficient passenger and cargo fleets in the region.

Boeing is also proud to support Qatari Armed Forces, supplying iconic products such as the C-17 transport aircraft, the F-15QA fighter, and the Apache helicopter. To assist in the development of the Qatari aerospace sector and to encourage young Qataris to develop careers in aviation, Boeing has been collaborating with research, education and government institutions in Qatar on a range of initiatives that promote STEM education, as well as

entrepreneurship. Over 5,000 students have benefitted from the community engagement programs Boeing has organized with the support of INJAZ Al-Arab.

Boeing has been a research partner of the Qatar Computing Research Institute (QCRI) since 2013 and is also a partner of Qatar University – College of Engineering (QU-CENG). Boeing greatly values its partnerships with Qatar and is committed to building on those relationships for mutual benefit into the future.\*

## **CDM Smith**

CDM Smith is a global privately owned engineering and construction firm providing legendary client service and innovative and smart solutions in water, environment, transportation, energy, and facilities. Celebrating our 75 years in the business, we maintain the size, stability, and resources to take on a wide range of projects successfully. Headquartered in Boston, Massachusetts, CDM Smith has 5,500 employees in 130 offices worldwide and US\$1.3 billion in annual revenue.

CDM Smith has been present in Qatar in the last 15 years and is one of several US firms that is deeply and heavily invested in the infrastructure development in Qatar. We have more than 400 multidisciplined employees stationed in 15 site offices across Qatar and in our design office in Doha. We have contributed to the successful completion of several monumental projects in Qatar including award-winning projects Abu Hamour (Musaimeer) Surface and Groundwater Drainage Tunnel, a \$130 million, first major deep tunnelling project in Qatar that won the Engineering News-Record's (ENR) 2017 Global Best Project Award in Water/Wastewater Category, and our flagship project Lusail Expressway, one of the largest public works programs in the Middle East that won ENR's 2018 Global Best Project Award in Road/Highway Category. CDM Smith was responsible for the development of the nationwide Qatar Parking Master Plan and is also the main consultant supervising the construction of 16 pedestrian bridges across Qatar and the Corniche Beautification project in Doha.

CDM Smith is proud of our contributions to the State of Qatar in realizing its 2030 national vision. With the strong relationship we have forged with our clients throughout the years, we hope to continually be of service to them in years to come.\*

## **Chevron**

Chevron is an American multinational energy corporation and one of the world's six "supermajor" oil companies. Headquartered in San Ramon, California, and active in more than 180 countries, it is engaged in every aspect of the oil, gas, and geothermal energy industries, including exploration and production; refining, marketing, and transport; chemicals manufacturing and sales; and power generation.

\*Text provided by company

## **Chevron Phillips Chemical Company**

Chevron Phillips Chemical Company, LLC is a petrochemical company jointly owned by Chevron Corporation and Phillips 66. Chevron Phillips is headquartered in The Woodlands, Texas, and is a major producer of ethylene, propylene, polyethylene, Alpha-olefins, Polyalphaolefins, aromatic compounds and a range of specialty chemicals.

## **ConocoPhillips**

Headquartered in Houston, Texas, ConocoPhillips is one of the world's leading exploration and production companies based on both production and reserves, with a globally diversified asset portfolio. ConocoPhillips' operating segments include a strong base of legacy production, multiple ongoing development programs that offer low cost of supply as well as low carbon intensity, and focused exploration opportunities. The company embraces its role in responsibly accessing, developing, and producing oil and natural gas to help meet the world's energy needs, both today and throughout the energy transition. ConocoPhillips has the technical capability to operate globally while maintaining a relentless focus on safety and environmental stewardship.

In 2003, ConocoPhillips and QatarEnergy signed a Heads of Agreement to develop Qatargas 3, a large-scale LNG project in Ras Laffan Industrial City. The first LNG cargo was loaded in 2010, with steady production achieved in 2011. In 2022, QatarEnergy selected ConocoPhillips to partner in the development of the North Field East and North Field South expansion projects.\*

## **Crowell & Moring LLP - Qatar**

Crowell & Moring Doha is proud to be the only American law firm in Qatar to operate in the GCC exclusively out of Doha. Serving as the firm's Middle East headquarters as a full-service international law firm, the Doha office is well positioned to assist USQBC members with all their legal needs, no matter the complexity.

As a matter requires, the firm's Doha team - whose local market experience spans decades - can call upon experienced colleagues at Crowell's headquarters in Washington, DC, or from across the firm's offices in New York City, Los Angeles, San Francisco, Orange County, Chicago, Indianapolis, and Denver to create exceptional legal teams to address cross-jurisdictional issues.

The firm's multi-disciplinary Doha-based lawyers are known for their deep legal experience, innovative approach, and problem-solving tactics across areas including foreign direct investment, corporate structuring, mergers & acquisitions, commercial contracts, international dispute resolution, arbitration, litigation, construction and infrastructure projects, tax, data privacy; cybersecurity, education, energy, defense, labor & employment, white collar & regulatory enforcement, commercial real estate, hospitality & leisure, regulatory compliance, and transportation.\*

\*Text provided by company

Operating with a guiding ethos of client collaboration to power success and unlock potential, the firm is perfectly aligned with the Council's mission of developing, supporting, and advancing the bilateral US-Qatar business relationship. With extensive experience in all forms of business establishment in Qatar, the Doha team can assist US firms on market entry and expansion within Qatar and can also support Qatari organizations with investments States-side.

### **DLA Piper Global Law Firm**

DLA Piper is a global law firm with lawyers located in more than 40 countries throughout the Americas, Europe, the Middle East, Africa and Asia Pacific, positioned to help clients with their legal needs around the world. Its clients range from multinational, Global 1000, and Fortune 500 enterprises to emerging companies developing industry-leading technologies.

### **Excelerate Energy**

Excelerate Energy L.P. is a US LNG company based in the Woodlands, Texas. It is part of a large privately held US Energy Group that also includes Kaiser Francis Oil Co, an E&P company with production in USA and Canada along with significant midstream assets, and Cactus Drilling Co, the largest private drilling company in the US.

### **ExxonMobil**

ExxonMobil, one of the largest publicly traded international energy and petrochemical companies, creates solutions that improve quality of life and meet society's evolving needs.

The corporation's primary businesses - Upstream, Product Solutions and Low Carbon Solutions - provide products that enable modern life, including energy, chemicals, lubricants, and lower-emissions technologies. ExxonMobil holds an industry-leading portfolio of resources, and is one of the largest integrated fuels, lubricants and chemical companies in the world.

In Qatar, ExxonMobil has partnered with QatarEnergy to develop the North Field, the world's largest non-associated natural gas field. Through multiple joint ventures, it has participated in nine of the current 14 LNG trains, 27 of the world's largest LNG ships and Qatar's largest condensate refinery. Further down the LNG value chain, ExxonMobil has partnered with QatarEnergy in two LNG receiving terminals in Europe and an export terminal in the United States.

In June 2022, ExxonMobil was selected by QatarEnergy to be one of the partners in the North Field East expansion project. Additionally, ExxonMobil is the only foreign participant in two domestic gas projects - Al Khaleej Gas and Barzan Gas. ExxonMobil has also partnered with QatarEnergy in energy

projects around the globe to enhance the portfolio of both parties. It also provides technical and management expertise to directly support QatarEnergy through technical services and secondments of ExxonMobil employees.

The work ExxonMobil does in Qatar is multifaceted and includes both business activities and community outreach programs. As a committed partner and active member of the local community, ExxonMobil Qatar does its best to support events and programs that are of great importance to the country and its people. ExxonMobil Research Qatar (EMRQ) has operated at Qatar Science and Technology Park (QSTP) for more than a decade conducting research in areas of common interest to the State of Qatar and ExxonMobil.

As a US company that traces its relationship with Qatar back to the 1950s, ExxonMobil shares a special relationship with the State of Qatar. Over the years, the partnership has grown beyond economics into a true friendship and ExxonMobil continues to find ways to promote dialogue, cooperation and understanding between the two countries.\*

### **General Atomics**

General Atomics is a defense and diversified technologies company, founded in 1955 as a Division of General Dynamics and acquired by the Blue family in 1986. GA-ASI produces a series of unmanned aircraft and provides electro-optical, radar, signals intelligence, and automated airborne surveillance systems. GA's Electromagnetic Systems Division produces electro-magnetic aircraft launch and recovery systems for the US Navy, satellite surveillance, electro-magnetic rail gun, high power laser, hypervelocity projectile, and power conversion systems.

### **General Electric**

General Electric Company (GE) is an American multinational conglomerate founded in 1892, and incorporated in New York state and headquartered in Boston. On November 9, 2021, the company announced it would divide into three public companies: GE Aerospace, GE HealthCare and GE Vernova. The new companies will be focused on aerospace, healthcare, and energy (renewable energy, power, and digital).

### **Golden Pass LNG**

Golden Pass LNG is a joint venture company formed by affiliates of two of the world's largest and most experienced oil and gas companies: QatarEnergy (70%) and ExxonMobil (30%). Golden Pass LNG is adding liquefaction and export capabilities to its existing facility in Sabine Pass, Texas. This will provide the flexibility to import and export natural gas in response to market conditions.

\*Text provided by company

## **Gulfstream Aerospace Corporation**

Gulfstream Aerospace Corporation, a wholly owned subsidiary of General Dynamics, designs, develops, manufactures, markets, services and supports the world's most technologically advanced business-jet aircraft. Gulfstream has produced more than 2,800 aircraft for customers around the world since 1958.

## **Illumina**

The goal of Illumina is to apply innovative technologies to the analysis of genetic variation and function, making studies possible that were not even imaginable just a few years ago. Illumina's innovative sequencing and array technologies are fueling groundbreaking advancements in life science research, translational and consumer genomics, and molecular diagnostics.

## **Investigroup**

Investigroup is a full-service business development group, general management and financial consulting firm focused on small and medium-size privately-held companies in North America. They offer services regarding taxes and accounting, business consulting services, project finance and investment, and trade in rice and sugar.

## **Investment Promotion Agency Qatar (IPA Qatar)**

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## Lockheed Martin

Lockheed Martin is a global security, aerospace, and information technology company that works closely with the US government as well as with governments around the world. Headquartered in nearby Bethesda, Maryland, it has a substantial global presence and employs 123,000 people worldwide.

## LuLu Group International / Y International USA

Lulu Group International, the fastest growing retail chain in the Middle East, Egypt, India, Malaysia, and Indonesia, has established its presence in the US in Nov '2016 with a state-of-the-art Export distribution center named Y International USA Inc. located in Lyndhurst, New Jersey. Major factors such as the history of its agriculture, economic demand for jobs and close-proximity to New York City have made the 'Garden State' of the United States ideal for their operations.

The full-blown facility sprawling over 75,000 Sq. Ft., is designed to initiate procurement, consolidation and export of food, non-food, chilled and frozen products on a regular basis to their more than 237 retail stores across the world. Broadly the above categories include Grocery Products, Chilled and Frozen Products, Paper and Toiletries Products, Cheese, Dairy, Fresh Food items, and Personal Care items, etc. Further, Lulu Hypermarkets have always been importing 'Free from' range, low fat, low cholesterol and organic products from the US on a large scale to promote healthy food habits and healthy living among the community.

This facility has spacious storage units and advanced machinery to process and handle Dry Food, Non-Food, Frozen and Perishable Food products of US origin with a well-established system for value addition by date coding and labeling for different countries, translation of labels, halal and relevant certifications. They are committed to create economic growth by generating demand for local consumer goods and food items. This venture currently employs 96 staff and provides better incentives, benefits, and growth opportunities.

Y International USA has been a major source of support for Qatar during all logistic challenges and crises in the recent past, by ensuring food security, price control and uninterrupted supplies. Lulu Group has been promoting US products for a long time and built up a substantial clientele and is doing a remarkable business. Currently, the group has a great deal of import business from the US, and with the launch of its own Export distribution center in New Jersey the turnover has increased considerably.

As the first export distribution center in the US for Lulu Group, Y International plans for massive expansion in several other geographic locations across the United States.\*

\*Text provided by company

## **Masraf Al Rayan**

Being one of the world's largest Shariah compliant banks with over QAR 170 billion in total assets, Masraf Al Rayan is in a prime position to support US companies in Qatar achieve their business objectives, and together, accelerate Qatar's journey towards the National Vision 2030. The goals and objectives of Islamic finance are closely aligned to Environmental, Social and Governance (ESG) considerations. Masraf Al Rayan has adopted a Sustainable Financing Framework, with a "Strong" S&P rating, and offers exclusive ESG linked funding opportunities to investors and applies the proceeds to sustainable projects.

The global Islamic finance market continues its upward growth, with strong investment in infrastructure and sukuk bonds. Investors are now demonstrating significant interest in new performance and Islamic-based ESG and sustainability-linked debt products (SLDs), with North America following Europe and the Middle East lead. As the broader aim of sustainable finance is now taking hold worldwide, Masraf Al Rayan anticipates closer ties with US corporate clients

Masraf Al Rayan, as a member of the US-Qatar Business Council, will help nurture American interests in Qatar via enhanced product and service propositions. The Shariah compliant bank is primed to enable growth for U.S. corporates, allow them to leverage an expanding range of competitive services, facilitate landmark deals, foster development, and support prosperity to enable them to manage and grow their operations.\*

## **McDermott International**

McDermott is a leading provider of integrated engineering, procurement, construction and installation (EPCI) services for upstream field developments worldwide. The Company delivers fixed and floating production facilities, pipelines and subsea systems from concept to commissioning for complex offshore and subsea oil and gas projects to help oil companies safely produce and transport hydrocarbons.

## **MetLife**

MetLife, Inc., through its subsidiaries and affiliates ("MetLife"), is one of the world's leading financial services companies, providing insurance, annuities, employee benefits and asset management to help its individual and institutional customers navigate their changing world. MetLife is among the largest global providers of insurance, annuities, and employee benefit programs, with 90 million customers in over 60 countries.

\*Text provided by company

## Microsoft

Microsoft established a presence in Qatar in 2005 and has continuously expanded to serve customers of all sizes in every industry of the economy. In the past two years, Microsoft has more than tripled its local workforce and currently employs nearly 180 full-time employees spread across its four offices. In 2019, Microsoft in partnership with the state of Qatar, announced plans to establish a new cloud datacenter region to deliver its intelligent, trusted cloud services. In August 2022, Qatar's first global hyperscale cloud datacenter region was launched in partnership with the Ministry of Communications and Information Technology (MCIT), enhancing Qatar's global competitiveness in line with QNV2030. The new datacenter region will help drive economic growth, upskill the workforce and attract foreign investment. According to a recent IDC study\*, over the next four years, Microsoft, its ecosystem, and cloud using customers together could generate approximately \$18 billion in new revenue and will add over 36,000 jobs to the Qatar economy.

Microsoft continues to help prepare Qatar's workforce for the digital economy. In partnership with the MCIT, the National Skilling Program and the Digital Center of Excellence were launched with the aim to skill 50,000 people across all demographics by 2025 (14,000 trained to date). Comprising of over 300 companies, Microsoft's partner ecosystem continues to be vital for how the company brings technologies and transformation to customers. 70% of Qatari Startups were onboarded to Microsoft's Founder's Hub, and over 11 global partners and ISV established operations in Qatar last year alone. According to the IDC research, the Microsoft partner ecosystem will earn US\$7.87 in revenue for every dollar the company generates.\*

## Milaha

Milaha is one of the largest and most diversified maritime and logistics companies in the Middle East with a focus on providing integrated transport and supply chain solutions. Milaha has a rich history, starting as a shipping agent in 1957, and strategically building a strong regional foothold in transportation and logistics through a growing fleet, state-of-the-art equipment, dedicated staff, and world-class partners.

## Orbit Holdings, LLC

Orbit Holdings, LLC is a global investment advisory firm that galvanizes and leverages significant financial and intellectual capital, and global strategic public-private partnerships to profitably and sustainably address humanity's most pressing challenges at scale – climate change, food, energy and natural resource waste, and protecting nature and the environment.

\*Text provided by company

## **Palantir Technologies, Inc.**

Palantir is a software company that builds the world's leading platforms for data-driven operations and decision-making, Palantir Gotham and Palantir Foundry. Palantir's platforms power critical operations for defense and civilian government agencies worldwide and commercial companies in dozens of industries from finance to manufacturing to energy.

## **Qatar Airways**

Qatar Airways began flying to the US in June 2007 and now serves 12 gateway cities across the country, connecting passengers to more than 150 destinations worldwide through Hamad International Airport, voted by Skytrax as the 'World's Best Airport'. A multiple award-winning airline, Qatar Airways was announced as the 'Airline of the Year' at the 2022 World Airline Awards, managed by the international air transport rating organization, Skytrax. It was also named 'World's Best Business Class', 'World's Best Business Class Lounge Dining' and 'Best Airline in the Middle East'. The airline continues to stand alone at the top of the industry having won the main prize for an unprecedented seventh time (2011, 2012, 2015, 2017, 2019, 2021 and 2022).

Qatar Airways is proud of its strong US partnerships with key oneworld airlines like American Airlines, JetBlue, and Alaska Airlines, which serve to connect travelers to even more destinations domestically and around the globe. The airline is also a loyal partner of Boeing, inking a deal in January of this year to order 34 777-8 Freighters with an option of an additional 16 aircraft worth over \$6.8 billion to expand its cargo offerings worldwide. Qatar Airways expanded its relationship with Boeing in July at the iconic Farnborough Airshow, ordering 25 737 MAX 10 with an option for 25 aircrafts in the future. \*

## **Qatar Career Development Center**

Qatar Career Development Center aims to help the youth across all Qatar's education system's tracks and stages, including the youth with special needs, to identify and fulfill their education and career goals. The center offers them high quality bespoke career development programs, services and activities, seeking to mobilize, educate and support them on how best to make and implement sound career decisions and plans, grow and develop professionally, and achieve their life goals in such ways that best contribute to Qatar's development and prosperity.

## **Qatar National Bank**

Established in 1964 as the country's first Qatari-owned commercial bank, QNB Group has steadily grown to become the largest bank in the Middle East and Africa (MEA) region.

QNB has maintained its position as one of the highest rated regional banks from leading credit rating agencies including Standard & Poor's (A), Moody's (Aa3) and Fitch (A+). The Bank has also been the recipient of many awards from leading international specialized financial publications.

## **Qatar Rail**

Established by Amiri decree in 2011, Qatar Rail was given the mandate to design and develop the country's rail network, and after the rail projects are completed, manage, operate, and maintain them. Qatar Rail has two main directives to meet the transportation needs of the country: the Doha Metro, a mostly underground rail network which connects communities within Doha and its suburbs; and the Lusail Tram (LT), a tram network providing comfortable and convenient travel within the new city of Lusail.

## **QatarEnergy**

QatarEnergy (QE) is a state-owned energy company that operates all oil and gas activities in Qatar, including exploration, production, refining, transport, and storage. QatarEnergy's operations are closely linked with state planning agencies, regulatory authorities, and policymaking bodies. Together, revenues from oil and natural gas amount to 60% of the country's GDP.

## **Raytheon Technologies**

Raytheon Technologies Corporation is an American multinational aerospace and defense conglomerate headquartered in Arlington, Virginia. It is one of the largest aerospace intelligence services providers and defense manufacturers in the world by revenue and market capitalization. Raytheon Technologies manufactures aircraft engines, avionics, aerostructures, cybersecurity, guided missiles, air defense systems, satellites, and drones.

## **Sahouri Insurance**

Sahouri Insurance is an independent brokerage firm, that guides their clients through a technology-driven, consulting-based experience that integrates Casualty, Health, and Benefits services through one, centralized Advocacy Team.

## **Shockoe**

Shockoe creates experiences that work to connect digital touch-points a user might need to engage with, including mobile apps, voice, touch, gesture, wearables, AI, virtual assistants, and AR. Many companies see a dilemma in deploying this type of experience: it can either be stood up quickly but in isolation of other tech stacks, or it can be integrated with other tech stacks in a painfully-long process.

## **Skydrops Water**

Skydrops believes every country can achieve water independence while protecting people's health and preserving the environment. Skydrops is the first innovative water company committed to producing sustainable water solutions for the Middle East.

## **Target Trading & Contracting**

Target is an established firm in Qatar that provides a complete range of General Managed Manpower Services, Construction Support Services, Environmental Cleaning, Commercial Painting, Camp Construction, Maintenance and Skilled Manpower to execute special assigned works. The company is also known as one of the leading service providers undertaking all sorts of HVAC works, VRV, s and VRF, turnkey air conditioning contractor, and after sale services for all types of air conditioners.

## **The Rosewood Corporation**

The Rosewood Corporation is a family-owned company with diverse operations and investments. The Rosewood companies and related entities were created for the purpose of providing a secure, diverse financial operating base for the Caroline Hunt Trust Estate. Its mission is to increase value across each line of business, create growth opportunities for employees, and support its surrounding communities.

## **Visa**

Visa is a global payments technology company that enables fast, secure and reliable electronic payments across more than 200 countries and territories. It facilitates global commerce through the transfer of value and information among a worldwide network of merchants, acquirers, issuers, consumers, fintechs, neobanks, digital wallets, enablers and governments.

## **Zachry Group**

Zachry Group is North America's pacesetter in turnkey construction, engineering, maintenance, turnaround and fabrication services to the power, energy, chemicals, manufacturing and industrial sectors. They work with customers to plan, build and renew their most critical facilities, so they can achieve their immediate and long-term goals, all at the highest safety standards.

# Your future business partner is waiting.

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## **We advance trade & investment between the US and Qatar.**

The US-Qatar Business Council (USQBC) envisions a seamless relationship between the US and Qatar; a permanent partnership built on a foundation of mutual interests and strong strategic, business, cultural, and security relations. USQBC is the leading organization dedicated exclusively to enhancing the bilateral relationship between the US and Qatar.

As a member, you will have access to USQBC's business and advisory services. We will matchmake and advocate with US and Qatari government and private sector entities on your behalf. Meet senior level officials at our events, roundtables, and networking opportunities. Join us and gain access to two of the most exciting and dynamic markets in the world.



## US-Qatar Business Council Services

### Membership

USQBC is a not-for profit, US-headquartered, membership-based organization and offers a broad range of services and benefits to its members including, but not limited to:

- Advice and counsel for investment in Qatar and the US
- Arranging appointments with government and business contacts in Qatar and the US
- Notifying members of business and other opportunities
- Advising and assisting in the preparation of projects, programs, proposals and other activities

### Advisory and Consulting

USQBC provides a range of customizable services for those interested in expanding their business in the US and Qatar:

- Market Insight & Analysis
- Market Entry Strategy
- Partner Identification & Introduction
- In-Country Arrangement & Logistical Support

### Document Authentication & Certification

The US-Qatar Business Council is the authorized entity for the authentication & certification of US export and commercial documents bound for the State of Qatar.



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