



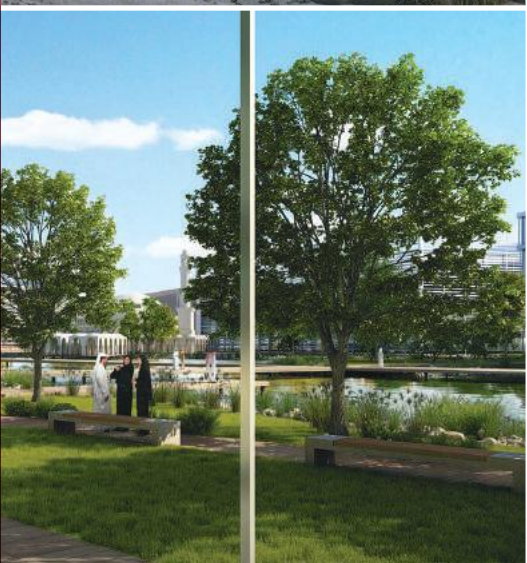
# DISCOVER QATAR FREE ZONES







**NO  
BETTER  
TIME**



**NO  
BETTER  
PLACE**



An aerial photograph of Doha, Qatar, showing a dense cluster of modern skyscrapers in the center, including the tall, blue-tinted towers of the Doha Financial District. The city is surrounded by a vast, arid desert landscape. In the foreground, a large, modern building complex is situated on a waterfront area, featuring a large, white, angular structure and a swimming pool. The water is a deep blue, and the sky is clear.

**An investment opportunity with a  
difference: the new Qatar Free Zones**

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# WORKING TOGETHER FOR A BRIGHT FUTURE

**A Message from H.E.  
Minister of State and  
Chairman of the Board**

**Welcome to Qatar Free Zones.** Qatar has long been a center of business excellence in the Middle East region. Now we are proud to offer free zones, and look forward to showing you how we can work together towards a bright future.

**Qatar free zones are unlike other free zones.** At the heart of our mission is sustainability — building long-term partnerships, interacting responsibly with our environment, and achieving continued and sustainable growth for our economy and those businesses working with us.

**We have an unparalleled sector focus.** This means we are tailoring our new zones to meet the exacting requirements of three important themes: logistics and trading across different sectors, downstream chemicals, and emerging technology, which is revolutionizing almost all industries. With brand new infrastructure and state-of-the-art research and innovation facilities, we are able to offer our partners solutions to their business needs in a way that no other zones can.

**The ease of doing business in Qatar is our priority.** We want to ensure that the application process is seamless and free from bureaucracy. To that end, we have set up as an independent regulatory authority, so regulatory changes require only the Qatar Free Zones Authority board approval. We can assist with the necessary processes involved in setting up a business to make the experience as effortless as possible. Companies will benefit from 100% foreign ownership, renewable 20-year tax holidays, zero corporate tax, zero customs duty and no personal income tax, as well as a wealth of tailored incentives and access to a skilled and flexible workforce.



**Qatar has enjoyed a period of phenomenal growth in the last 30**

**years.** Our free zones are backed by the strength of our position as a global industrials and logistics hub and a leading exporter of liquefied natural gas, with one of the world's highest GDP per capita income. Our resources have enabled us to build brand new infrastructure, from museums to the metro, and enhance our leading airport and seaport, in addition to providing first-class education at school and university levels. All this coupled with our geographical position at the center of the Gulf region with access to global markets from Africa to Asia makes Qatar a unique opportunity for businesses. We already have a strong track record of foreign direct investment from international companies which have chosen Qatar as a base, and the free zones provide a new environment for companies to capitalize on these opportunities and expand locally and regionally.

Basing in the free zones allows companies easy access to our own national champions, including Qatar Airways which is one of the largest cargo operators in the world. We work not only with globally recognized firms but also with SMEs, and offer investment funds dedicated to supporting growth and cultivating a great business climate for the benefit of all our partners.

We look forward to welcoming companies of all sizes to explore these exciting opportunities in Qatar's free zones. With continued investment and economic growth, there's never been a better time to invest in Qatar.



**Ahmad Al-Sayed**

Minister of State  
Chairman of the Board of Directors, Qatar Free Zones Authority

**100%**

FOREIGN  
OWNERSHIP

**20YR**

TAX  
HOLIDAYS

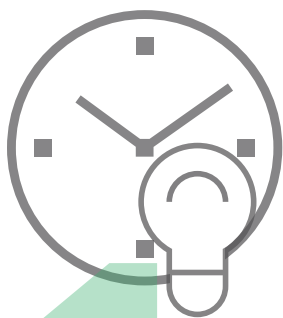
**Zero**

CORPORATE  
TAX

An example of key incentives available to companies investing in the free zones.



# A NEW APPROACH TO FREE ZONE DEVELOPMENT



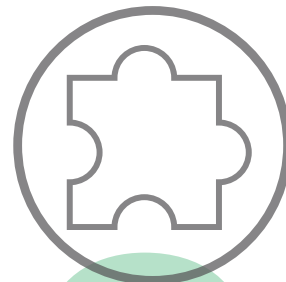
## Long-Term Solutions

Our ambition is to become a key driver of continued, sustainable growth, for the benefit of Qatar and those businesses who work with us.



## Sector Focus

We are focused on sectors where Qatar has a strong value proposition, particularly logistics, downstream chemicals and emerging technology.



## Brand New Zones & Infrastructure

This allows us to tailor solutions for companies who operate in the free zones, and evolve to best suit their needs.







#### Seamless Application Process

Enjoy access to an integrated system ensuring a seamless set-up, from licensing approvals to visa applications.



#### Partnerships


We offer investors access to our local champions for partnership opportunities. Eligible SMEs will also enjoy access to an investment fund, dedicated to helping companies thrive in Qatar.



#### Global LNG Hub

We are backed by the strength of Qatar's position as one of the world's leading exporters of liquefied natural gas (LNG).





We are geographically well placed at  
the crossroads between East and West to  
access many attractive markets

# WHY QATAR?

An economic power at the center of a dynamic and growing region, Qatar has all the right ingredients for investment. A business-friendly legal environment, world-class infrastructure developments, robust financial institutions, strong global trade links and unsurpassed global connectivity are just some of the reasons Qatar is a great place to do business. It's also a great place to live – a safe and welcoming community with high-performing schools and cutting-edge medical care, as well as a wide range of cultural attractions and world-renowned restaurants.

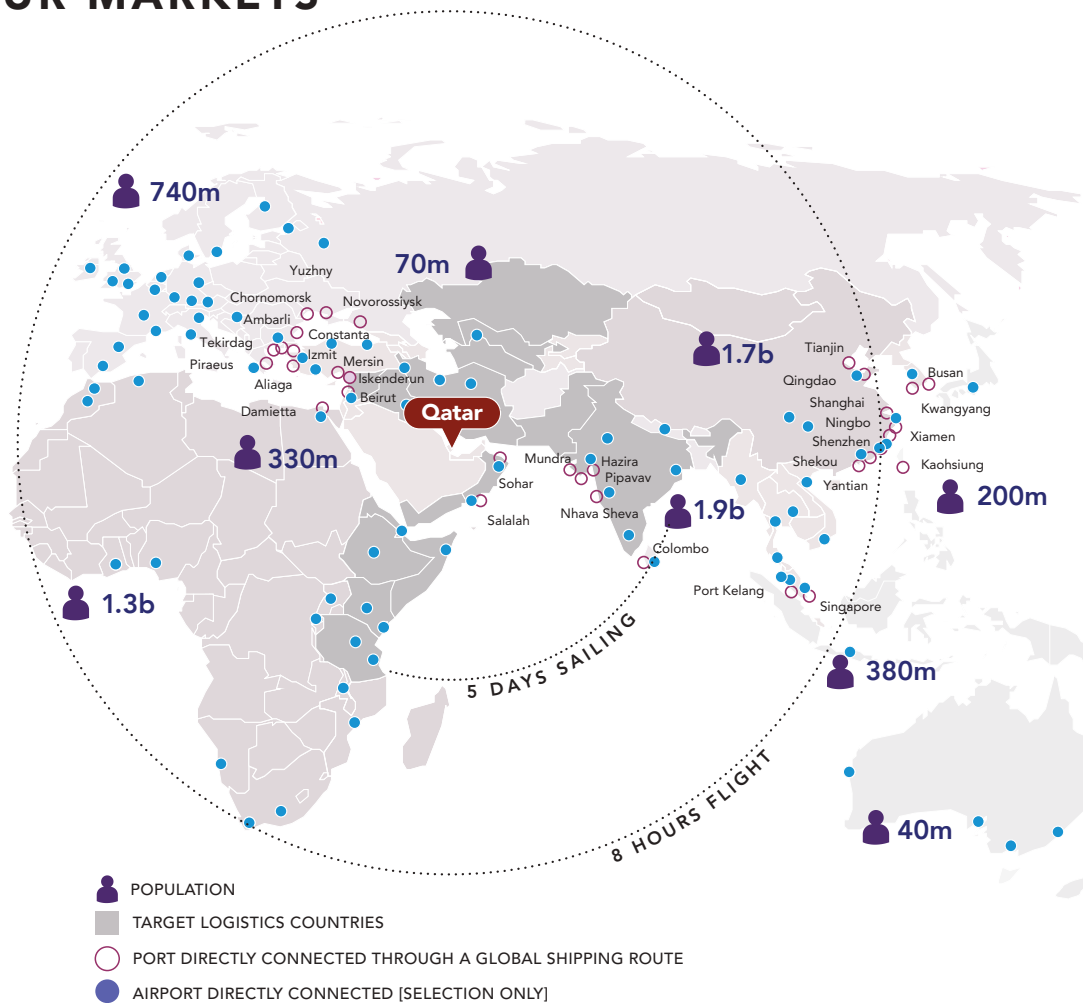


## IDEAL GEOGRAPHIC POSITION

### TO REACH YOUR MARKETS

**2 billion people across 25 economies with \$6 trillion in combined GDP are all within 3,000 kilometers of Qatar.**

India and Pakistan are both within easy reach, and Qatar is well positioned to serve Iran and help Iraq with rebuild activities. Further afield markets like Turkey and CIS countries (such as Uzbekistan and Kazakhstan) offer a great deal of potential particularly in the logistics sector. Qatar also has excellent access to markets across eastern Africa.



**60%** of the world's population is within

**8** hours flying time of Qatar.

Asia, Europe and the U.S. are just 18 days by ship



# A STRONG ECONOMY AND ACCELERATED GROWTH PLANS

**Qatar has an ambitious agenda and the means to support it.**



**One of the highest GDP per capita in the world**



**Strong investment track record**



**A stable government**



**Business friendly legal environment**



**Strong global relationships and bilateral agreements, including a landmark recent open skies agreement with the European Union**



**Technologically advanced**



**One of the world's leading LNG exporters**



**Superior infrastructure**



**Hamad Port and Airport handle 4 million tons of cargo each year**



**Robust financial institutions**



**\$52 billion trade surplus in 2018**



**Globally connected**



# GLOBALLY COMPETITIVE

## Key Facts

### POPULATION

2.6 million

### GDP

USD 170 billion (2017)

Growing at 2.4%

### GDP PER CAPITA

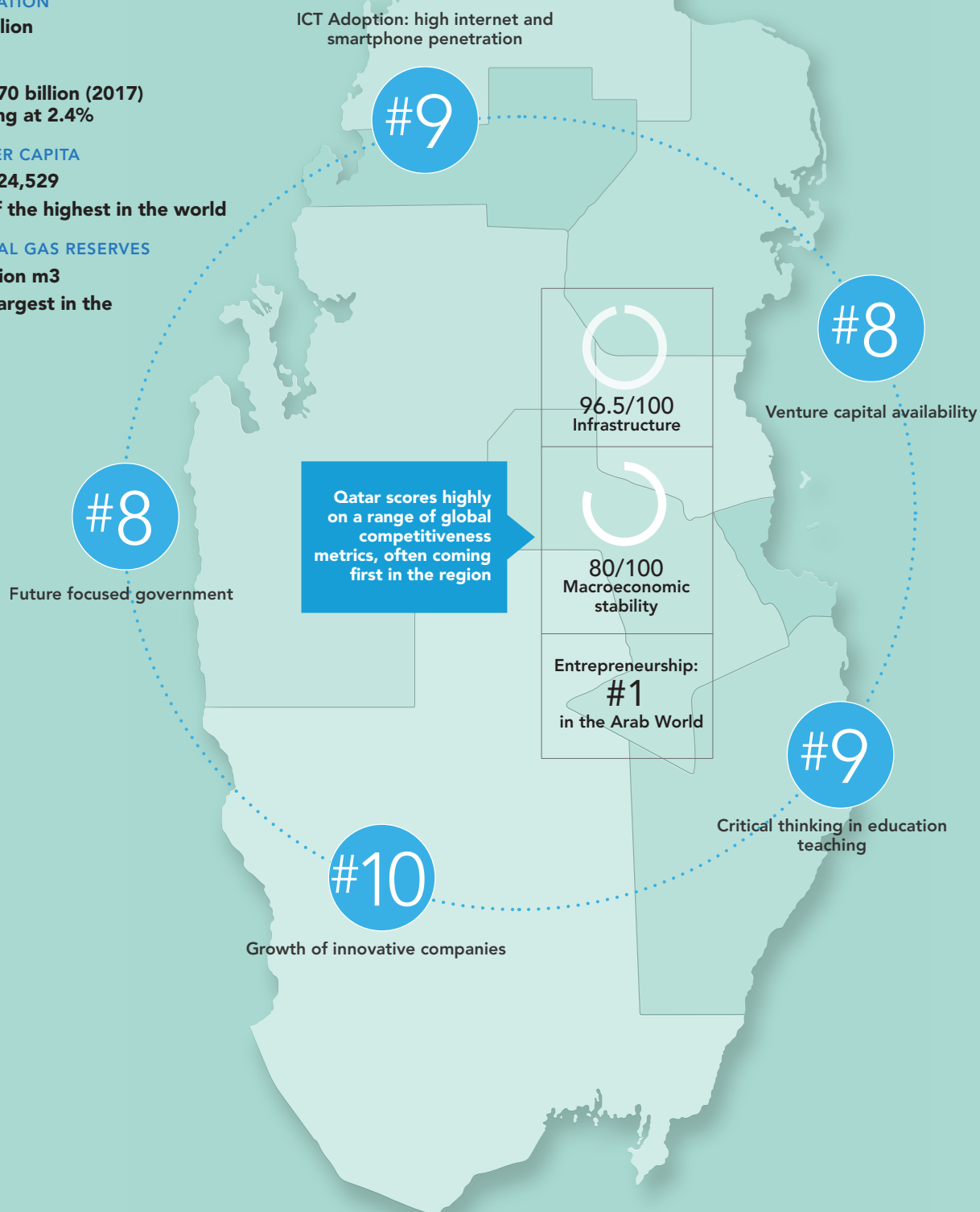
USD 124,529

One of the highest in the world

### NATURAL GAS RESERVES

25 trillion m3

Third largest in the world



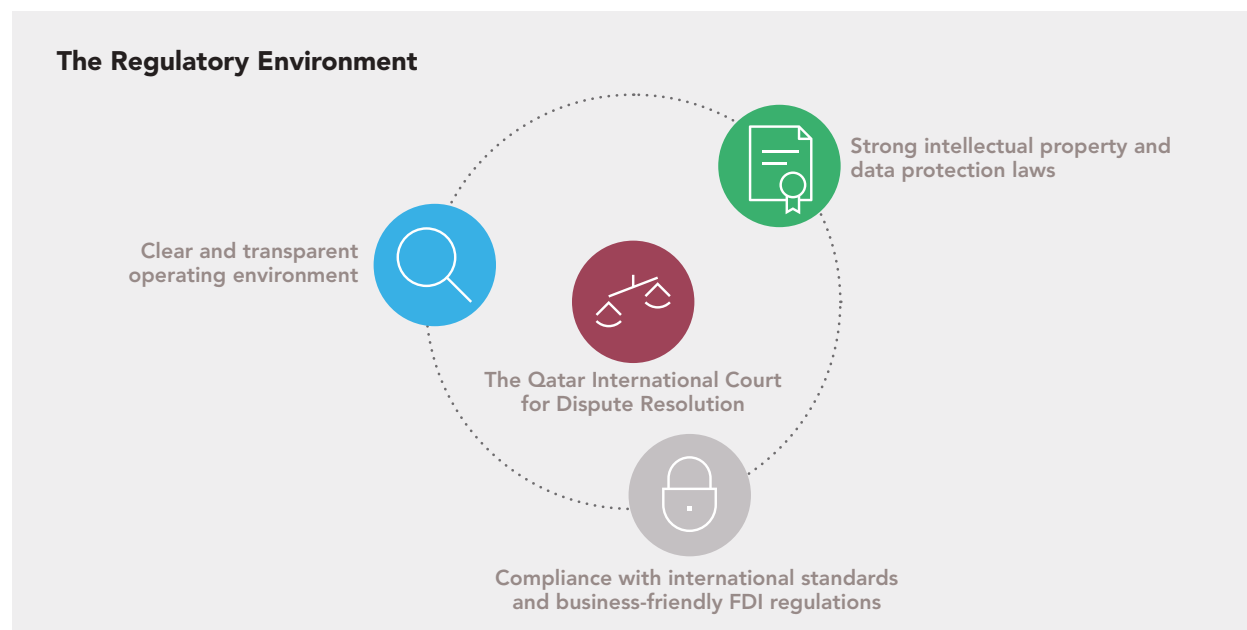
Source: World Economic Forum (WEF) Global Competitiveness Report 2018  
World Bank and WEF Global Entrepreneurship Index 2018





## A FRIENDLY REGULATORY ENVIRONMENT AND ACCESS TO TRADING PARTNERS

Unlike many other free zones, Qatar free zones are managed by an independent regulatory authority, providing a one-stop shop for the entire set up and management process.



Qatar Free Zones offers opportunities to work with national champions, from Qatar Airways to Ooredoo, and leverage their expertise to advance your business objectives.



# WORLD CLASS **INFRASTRUCTURE**

Qatar is a global logistics hub, facilitated by our leading airport and seaport. Preparations to host the 2022 FIFA World Cup have enhanced those strong foundations through projects including the development of a metro system in Doha to the significant expansion of the country's hotel sector and a surge in green building. All together, Qatar is expected to be among the fastest-growing construction markets in the world over the next five years.

## Hamad International Airport

230 passenger flights and 29 cargo flights daily

Large cargo facility with leading pharmaceuticals transport solutions

Direct access to Ras Bufontas Free Zone

First airport in MENA-region awarded with ISO-certification asset management standard

Qatar Airways Cargo offers fastest global airline transfer and flexibility



## Hamad Port

Currently capturing 27% of trade in the Middle East and is on track to reach 35% in the next two years

More than 15 direct shipping lines, including to Pakistan, India, Oman, South Korea and Uruguay

28.5 square kilometers, with an annual capacity of 7.5 million twenty-foot equivalent units (TEUs)

Direct access to Umm Alhoul Free Zone





# SIGNIFICANT INVESTMENT TOWARDS THE 2022 WORLD CUP

\$200bn investment across a wide range of sectors

35B State-of-the-art metro system	11.4B Transportation and infrastructure	6.2B Healthcare	5.2B Education	2.4B Water
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Qatar is ranked the eighth most  
open country in the world for ease  
of visa applications

# WHY QATAR FREE ZONES?

Businesses based in Qatar Free Zones benefit from 0% corporate tax for renewable 20 year periods, no individual income tax, no restrictions on capital repatriation, and a treaty network with more than 65 countries. Qatar is also uniquely positioned to offer access to investment funding, national champions and a highly skilled local workforce.

## A TRACK RECORD OF SUCCESS

Qatar already enjoys a strong track record with foreign investors – just ask one of our partners.

**THALES**

THALES Developed a training center in Qatar and manages projects with Qatar Airways, Qatar University and Qatar Armed Forces

 **Microsoft**

MICROSOFT Focuses on R&D and has established a Microsoft IT Academy



SHELL Largest foreign investor with over \$20B of FDI, running projects including Pearl GTL and Qatargas 4




**Rolls-Royce**

ROLLS ROYCE Design, testing, maintenance at QSTP Engines for Qatar Airways/ Dolphin



**SIEMENS**

 Mitsubishi Corporation

**GLENCORE**



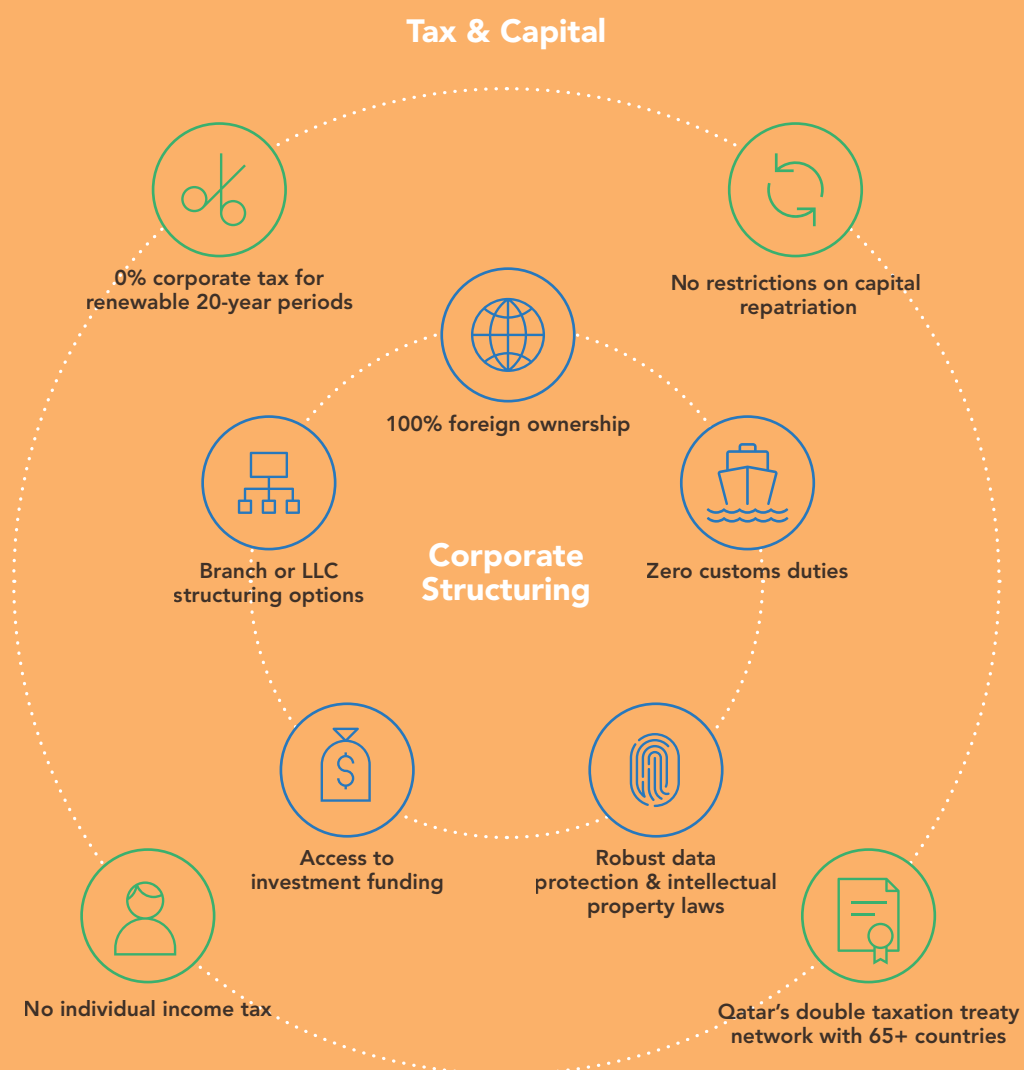
**ExxonMobil**





## A UNIQUE OFFERING

**Qatar Free Zones offer a range of incentives across four key areas: tax and capital, corporate structuring, workforce options, property solutions and strategic infrastructure. Our property solutions include pre-built and self-built land plot options, turnkey offices, and access to infrastructure from the airport to the metro servicing both zones.**



## HIGHLY DEVELOPED EDUCATION SYSTEM

Qatar has partnered with leading international educational institutions to deliver a world-class education for every child in Qatar, from primary school through university. This has nurtured a deep talent pool, particularly in the STEM fields, which can be seen in the wide range of advanced technology projects currently underway. The World Health Organization ranked Qatar 5th of 137 countries for the quality of its education system, a testament to the success of this vision.

Qatar has more than 13 universities and colleges and several research centers. Through these institutions Qatar can offer partners access to highly skilled students from Qatar and all over the world – and those students will now have the opportunity to live permanently in Qatar, following the recent move by the government to introduce permanent residency cards for eligible individuals.



## LIVING IN QATAR

Qatar is more than just an exceptional business environment, it's also a fantastic place to live. The country boasts extremely low crime rates, world-class schools and universities, cultural attractions and great recreational facilities.



Education system ranked 4th in the world by WEF



Global cuisine by world-leading restaurateurs including Alain Ducasse, Gordon Ramsay and Michelin-starred Vineet Bhatia



Wide range of cultural events hosted by the modern public library and the Doha Film Institute



Cutting edge co-working spaces such as FabLabs, offering advanced digital technology including 3D printers and laser cutting



One of the world's best healthcare systems, offering the latest therapies and medicines at advanced hospitals and health research facilities



Highly-ranked international schools teaching British, American and IB curricula



A large teal triangle pointing to the right, containing the text "Making the most of Qatar's global connectivity".

Making the most of Qatar's global connectivity



# THE FREE ZONES

QFZA currently oversees two free zones - both excellently located and with state-of-the-art facilities. Ras Bufontas is located next to Hamad International Airport, while Umm Alhoul is located next to Hamad Port, one of the world's largest greenfield ports. Both zones are characterized by innovation, technology, accelerated growth and environmental awareness.

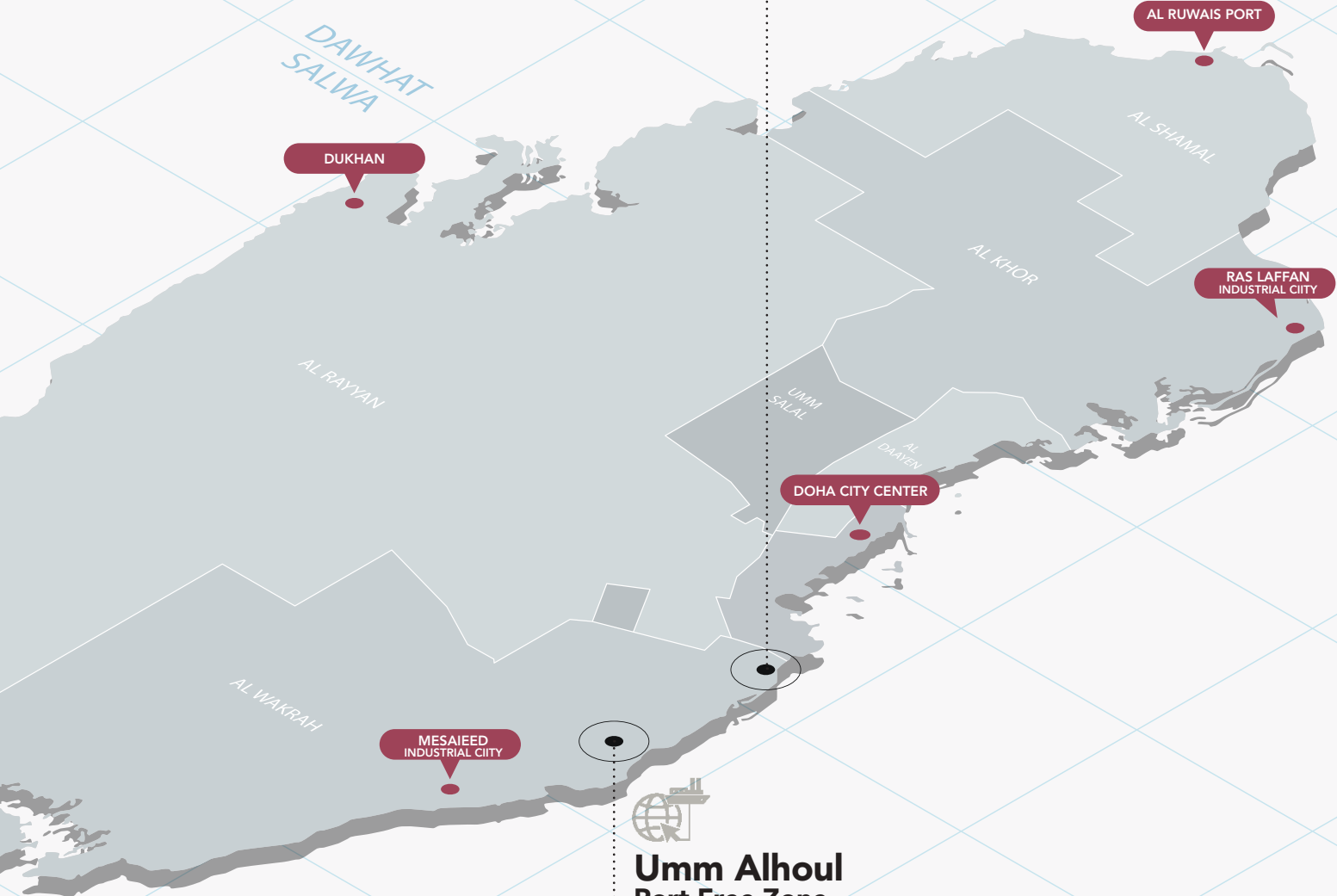
## QATAR FREE ZONES

Qatar Free Zones have strong network infrastructure and superior land plots with a variety of options to suit your needs.



### Ras Bufontas Airport Free Zone

Given its proximity to Hamad Airport, the Middle East's "Best Airport of the Year", industries based in Ras Bufontas free zone will benefit from unrivalled access to reliable air transportation services.



### Umm Alhoul Port Free Zone

Umm Alhoul free zone is directly adjacent to Hamad Port, the world's largest greenfield seaport, providing an optimal location for industries which require or benefit from access to sea freight and shipping routes.









# Umm Alhoul

A 34km<sup>2</sup> free zone near Hamad Port, the world's largest greenfield port. It offers a wealth of resources and connectivity, already capturing 27% of trade in the GCC region.

32 km<sup>2</sup>

1.8 km<sup>2</sup> of serviced plots

Free Zone has its own MARSA Port Adjacent to Hamad Port

## Key Sector Industries



Maritime Industries



Polymers and Plastics



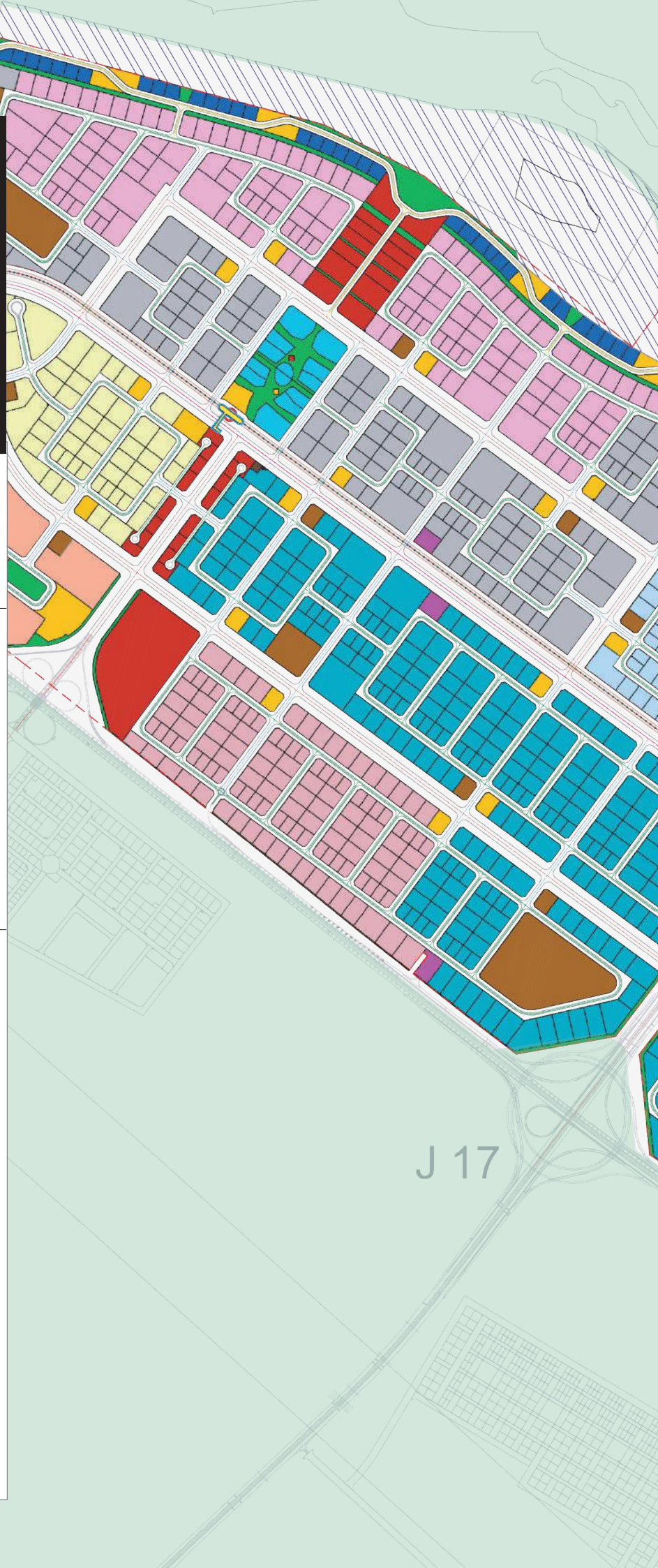
Advanced Manufacturing



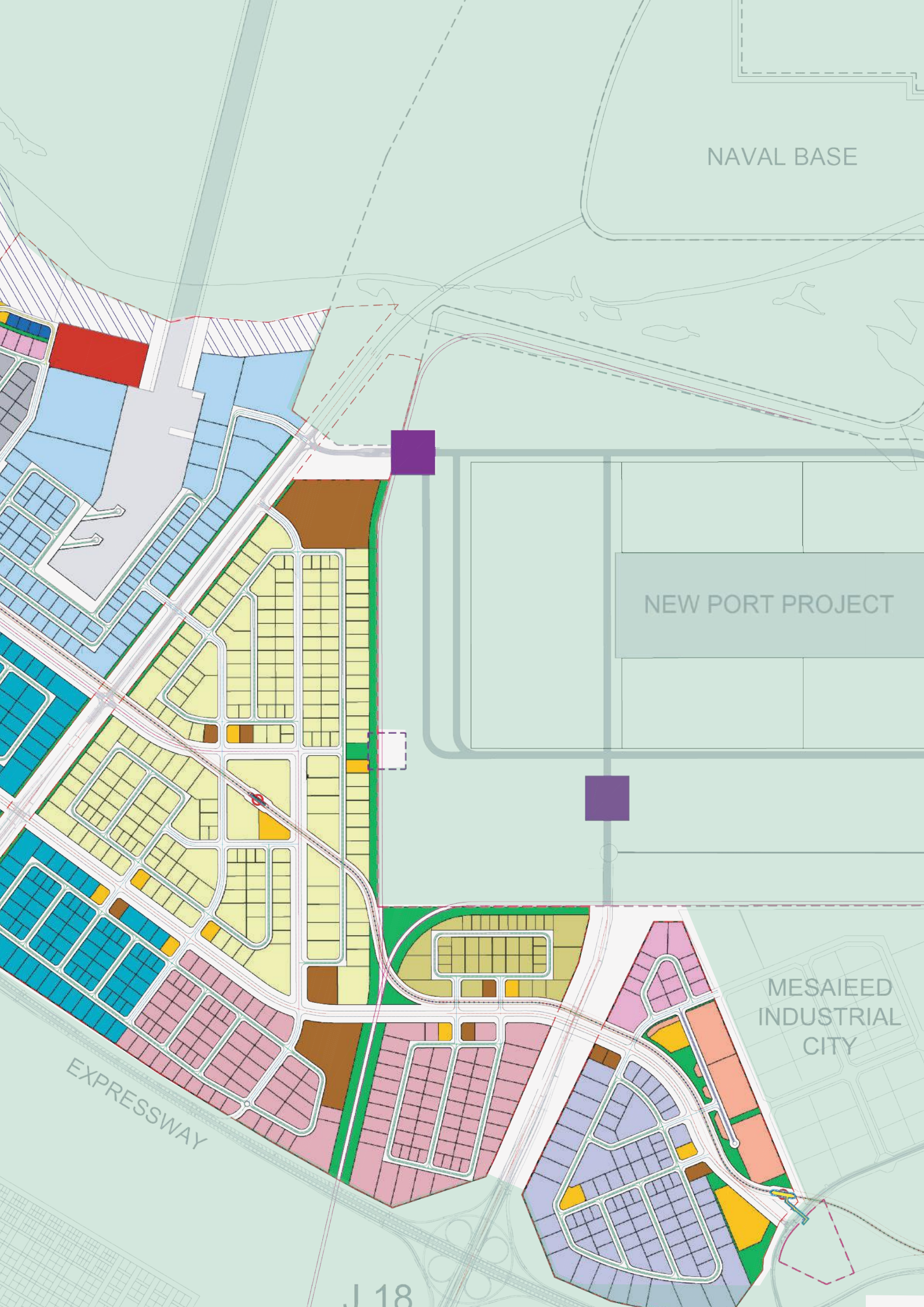
Logistics

## Key

	BUSINESS PARK
	METALS
	PETROCHEMICALS
	LOGISTICS
	BUILDING MATERIALS
	TOOLS & MACHINERY
	TRANSPORT & AUTOMOTIVE
	FOOD PROCESSING
	MARINE INDUSTRY
	COMMERCIAL
	COMMUNITY SERVICES
	BLUE COLLAR WORKERS ACCOMMODATION
	WHITE COLLAR WORKERS ACCOMMODATION
	PUBLIC OPEN SPACE
	UTILITIES
	PETROL STATION
	MEDICAL CENTER
	FIRE STATION
	WATER FRONT
	METRO ALIGNMENT







NAVAL BASE

NEW PORT PROJECT

MESAIEED  
INDUSTRIAL  
CITY

EXPRESSWAY

J 18



# Umm Alhoul Port Free Zone









Umm Alhoul includes MARSA, a new marine cluster designed to serve as a base for companies from around the world to conduct maritime activities as diverse as ocean vessel building and repair, safety training, boat brokerage and maritime research.









# Ras Bufontas

Ras Bufontas is situated 6 km away from world-renowned Hamad International Airport. As a leader in freight and passenger operations and efficiency, let Ras Bufontas and HIA take your business to new heights.

4 km<sup>2</sup>

2 km<sup>2</sup> of serviced plots

Direct access to airport

## Key Sector Industries



Logistics



Consumer Products



Light Manufacturing Services



Pharmaceuticals.



Technology and Applications

## Key



QEZ-1 SITE BOUNDARY



ROAD NETWORK



HIGH DENSITY RESIDENTIAL DISTRICT  
(WORKER'S ACCOMMODATION)



COMMUNITY COMMERCIAL DISTRICT



COMMUNITY CENTER DISTRICT



CITY COMMERCIAL DISTRICT



MIXED USE DISTRICT (RESIDENTIAL)



RETAIL WAREHOUSE DISTRICT



LIGHT SERVICES DISTRICT



PARK DISTRICT



PARK (WATERFRONT) DISTRICT PUBLIC OPEN SPACE



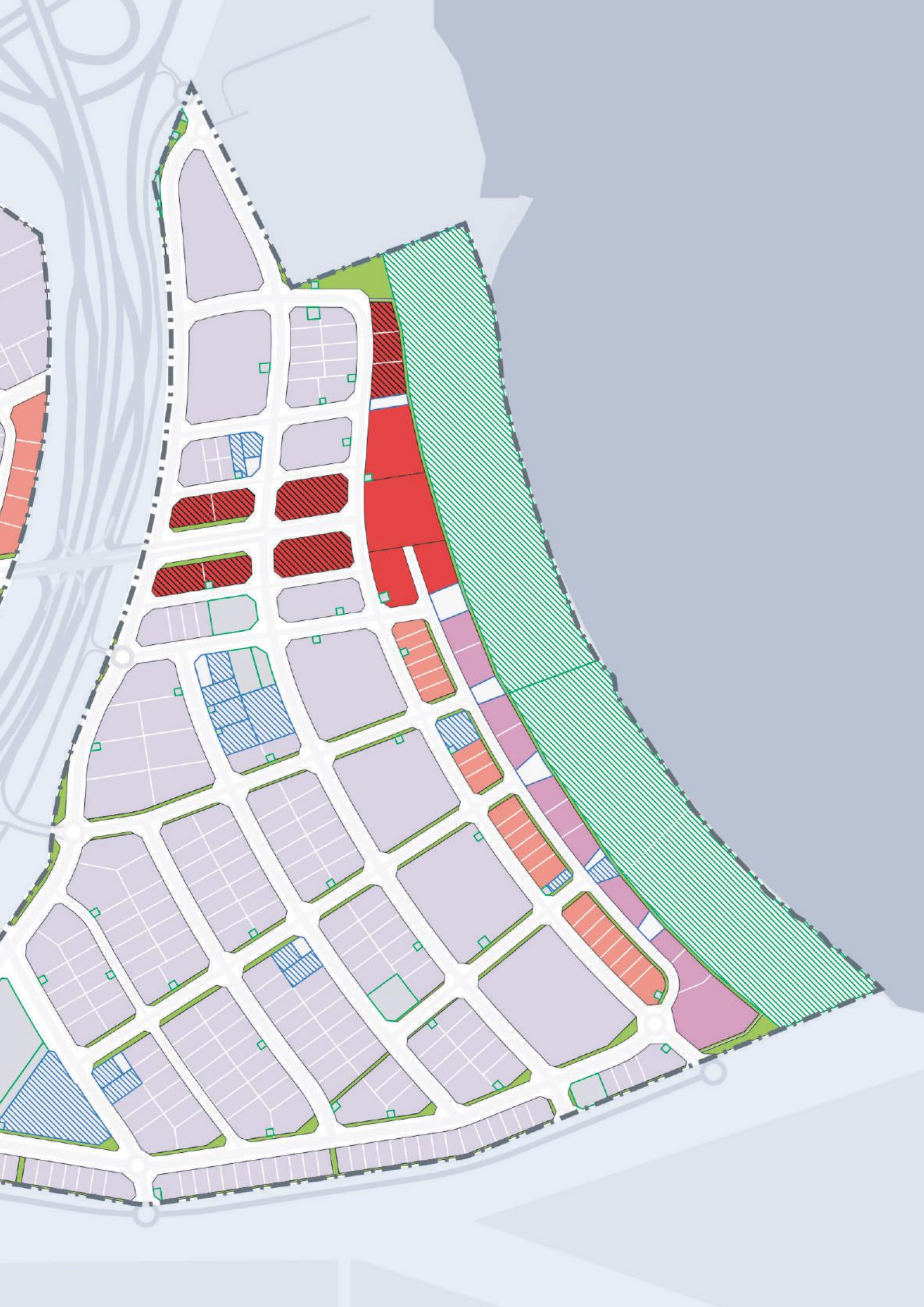
PARK (ACTIVE RECREATION)



INFRASTRUCTURE









# Ras Bufontas Airport Free Zone











Tailored to meet your needs

# THE SECTORS

As a new organization, we are able to tailor solutions for companies which choose to operate in the free zones and evolve to best suit their needs. To achieve this, we have initially focused on three key sectors: Logistics, Chemicals and Emerging Technology.

## UNPARALLELED SECTOR EXPERTISE

We are particularly focused on certain key sectors where Qatar has a strong value proposition, which we've identified as primarily being in logistics, chemicals and emerging technologies.

We are creating specialized cluster areas within the zones for these sectors, allowing companies in those sectors to benefit from a growing community of like-minded organizations, dedicated research and innovation facilities and partnership opportunities. Clustered activities licensed by the Qatar Free Zones Authority under the Licensing Regulations 2018 are listed below. The list may be updated from time to time, so interested parties are advised to contact the Authority directly for further information.

### Cluster Activities Schedule

<b>Industrial Products and Services</b>	Projects supplying products and services to more than one the identified clusters and / or, chemicals, plastics & rubber, metals, minerals, paper, packaging, textiles, wood products and/or services
<b>Pharmaceuticals, Life Sciences and Medical Services</b>	Healthcare, medical devices, biotechnologies
<b>Automotive &amp; Transport Equipment</b>	Auto components, automotive OEM, miscellaneous transport equipment
<b>Aerospace and Aviation Activities</b>	Aerospace, air transport, passengers and aircrafts assistance
<b>Energy and Environmental Technologies</b>	Alternative or renewable energy, recycling, environmental control systems, services for environment, energy production and efficiency
<b>Construction and Real Estate</b>	Real estate and building, construction materials, construction machinery and equipment, building products and parts
<b>Food and Beverages</b>	All food, beverage and related projects
<b>Consumer Goods</b>	Consumer electronics, accessories, cutlery, DIY, jewelry, toys
<b>Marine Activities and Services</b>	Port related activities and services, maritime transport
<b>Logistics and Warehousing</b>	Warehousing, includes production of bulk container, bulk storage, transportation pipe production
<b>Information and Communication Technologies (ICT)</b>	Electronics, software and IT services, communications, broadcasting, business machines and office equipment
<b>Media and Design Services</b>	Digital media, media, multi-media, video games, education, training, publishing, news, printing, music, design services, film, broadcasting, TV, architecture, advertising, market research, PR, theatre, cinema
<b>Financial Services and Insurance</b>	Financial analysts, banks, trading, investment funds, venture capital funds, hedge fund management, lending, management of money and assets, insurance, consumer-finance, commercial loans, brokerages, capital market services, foreign exchange services
<b>Professional and Business Services</b>	Legal, accountancy, real estate advisors, consultancy, HR, market research
<b>Leisure and Hospitality</b>	Hotels, restaurants, leisure and entertainment
<b>Retail Trade</b>	All consumer products retail activities, all retail from other sectors, all restaurants





## Logistics

Benefit from the unparalleled accessibility, connectivity and capacity of Hamad Port and Hamad Airport. Our port has a current yearly cargo capacity of 2 million TEU, while the airport transports 25 million passengers and 2 million tons of cargo a year.

# 1



## Chemicals

Tap into globally attractive end user industries and diverse market segments, such as advanced textiles and engineered materials, by capitalizing on Qatar's vast natural gas reserves and competitively priced inputs.

# 2



## Emerging Technologies

Qatar's small size, powerful infrastructure, high internet and smartphone penetration and the continued growth of its tech sector all make it an excellent hub for tech operations, across automotive, marine, aviation, pharma and more.

# 3



# LOGISTICS

**Qatar has strong logistics fundamentals, with leading infrastructure and connectivity across air and sea. This offers a wide range opportunities, particularly within pharmaceuticals, electronic waste management, e-commerce, and high-value item storage.**

## Competitive Advantages



### **Market Reach**

Located in the heart of the Middle East, Qatar is perfectly positioned to reach a substantial market share. Within a 3,000 kilometer radius there are 2 billion people and 6 trillion USD in combined GDP, including India, Iraq, Kuwait, Iran and many countries in eastern Africa.



### **Accessibility and Connectivity**

Ras Bufontas Free Zone has an airport within 6 kilometers, and Umm Alhoul free zone is directly connected to a port. This ease of accessibility means an increase in shipping speed and a decrease in hassle, saving your company time and money and resulting in a more enjoyable customer service experience.



### **Award Winning Infrastructure**

Hamad International Airport was the first airport in the MENA region to be awarded ISO-certification, and is ranked internationally as the 5th best airport in the world. Attributing to its success is advanced scanning technology and quick ramp transfer, leading to an accelerated shipping process. Hamad Port is the world's biggest greenfield port project, and was recently celebrated as a finalist for the Innovation Award at the prestigious Lloyd's List Awards for Maritime Intelligence. Contributing factors include environmentally friendly building methodology and inventive inspection practices.



### **Capacity**

Hamad Port offers more than 15 direct shipping lines, and connects to 40 different ports across 3 continents. With a current yearly cargo capacity of 2 million TEU it currently controls 27% of trade in the GCC region, but has huge capacity to expand given that it still undergoing construction.

Hamad International Airport completes over 220,000 flights a year, transporting 35 million passengers and 2 million tons of cargo. In total there are 54 shipping destinations worldwide.



# CHEMICALS

Umm Alhoul will house a world-class chemicals cluster, enhancing Qatar's strong chemicals landscape. The proposed chemicals cluster is a 5–6 square kilometer area within the free zone that has been positioned to offer chemical companies, ranging from startups and SMEs to large multinational corporations, the best access to infrastructure, resources, logistics, and services.

## Competitive Advantages



### Natural Gas Reserves

Tap into globally attractive end user industries and diverse market segments, such as engineered materials, advanced textiles, and food ingredients by capitalizing on Qatar's natural gas holdings and abundant supply of hydrocarbon resources.



### Strategic Location

Umm Alhoul is adjacent to Hamad Port, a leading deep sea port with a current capacity of 7.5 million containers, which can be utilized for imports and exports. Additionally, the site is located close to the well-established Mesaieed Industrial City, a center for petrochemicals and oil refining activities of Qatar Petroleum, QAPCO, QChem and QAFCO, QAFAC and others.



### Competitively Priced Inputs

Qatar has access to one of the world's largest natural gas reserves, providing the opportunity for key feedstocks, raw materials, and utilities to be arranged at competitive prices.



### World-Class Infrastructure

Qatar Free Zones Authority is working with leading infrastructure developers to create best-in-class infrastructure for Free Zone tenants to provide necessities such as fuel gas, power, water, along with a centralized effluent and hazardous waste treatment facility.





# EMERGING TECHNOLOGY

**Qatar is ranked in the top 10 countries in the world for the growth of innovative companies and 15th globally for companies embracing disruptive ideas.**

We are focusing business development efforts to attract and build clusters in emerging particularly focused on technologies including artificial intelligence, robotics, drones, automotive technologies, cybersecurity, 3D Printing, Blockchain, Virtual reality, the Internet of Things (IoT), data analytics and computing power.

## Competitive Advantages



### 5G Implementation

Qatar's telecom operators will roll out their 5G networks, offering immense capability for technologically focused industries such as IoT, artificial intelligence and autonomous vehicles.



### Competitively Priced Energy Costs

Operational inputs of industries within the Technology Sector are energy intensive. Due to world-leading liquefied natural gas production, Qatar is able to offer stable and price-effective energy solutions, setting the benchmark for energy and utility costs in the Gulf region.



### Workforce

Qatar's prominent universities provide educated and adaptable individuals, often with significant STEM experience. It is also easy to bring in foreign workers – there is no individual income tax on attractive salaries and administrative costs of employing foreign workers in Qatar are among the lowest in the region.



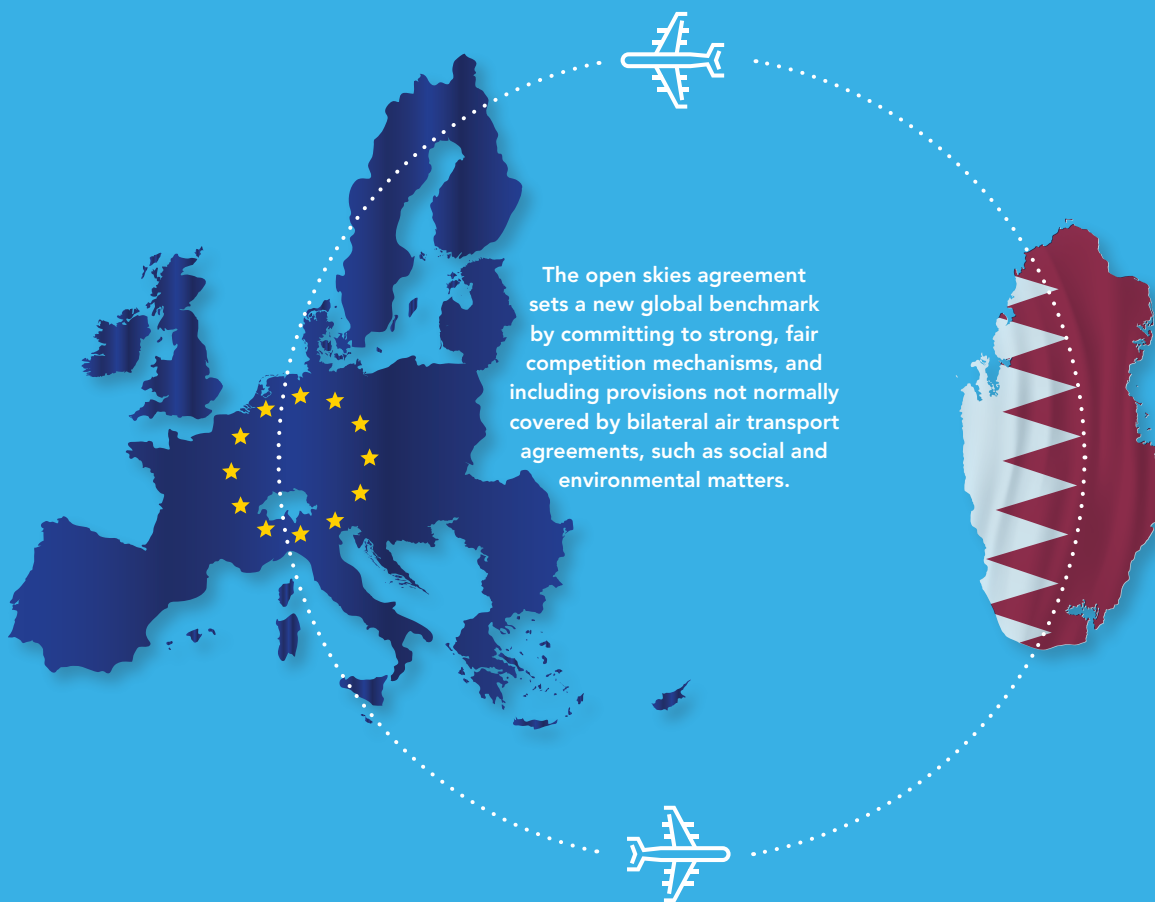
### Value Chain Optimization

Technology companies in the free zones will benefit from a pre-existing network of potential partners customers, as part of the country's robust value chain. Qatar's national industries provide local market opportunities, as well as the potential to pilot, test and market emerging technologies from a free zone base.



## ENHANCED CONNECTIVITY

**Qatar has signed a landmark open skies agreement with the European Union. The agreement, signed in March 2019, allows air carriers from the 28 European Union member states, and Qatar unlimited and unrestricted access to their respective territories. It is the first agreement of its kind with a GCC member state.**



The open skies agreement sets a new global benchmark by committing to strong, fair competition mechanisms, and including provisions not normally covered by bilateral air transport agreements, such as social and environmental matters.

Enhanced connectivity for both partners providing important advantages and benefits to Qatar.



Wider Qatar Airways' network



Enhanced inter-carrier cooperation



Liberalized mobility rights



Unlimited flights



Increased tourism and trade



Promoting high standards for global aviation







Explore the wealth of opportunities  
in Qatar Free Zones

# YOUR NEXT STEPS

Qatar Free Zones offer an unparalleled and exciting business opportunity, supported by a world class team of industry specialists who can advise you on the best options.

## GETTING STARTED

We are dedicated to industries and companies that have the potential to contribute significantly to Qatar's economic diversification and sustainable growth.

We are also looking for companies that:

- ▶ **Operate in one of our target sectors**
- ▶ **Plan to use their position in Qatar to trade regionally and/or internationally**
- ▶ **Demonstrate the financial capability to undertake the proposed investment**

**Your journey begins now. To lease land on the free zones and begin the next phase of your company's growth, follow these steps:**



**Explore opportunities** and find out more on our website at [fza.gov.qa](http://fza.gov.qa), or by emailing our business development team at [investors@fza.gov.qa](mailto:investors@fza.gov.qa)



**Complete an online enquiry** on our website



**QFZA's Business Development team** will contact you to discuss your plans in more detail



If approved, you'll receive your plot and be ready to put your plans into action, with our continued support



**Your application will be evaluated** against our criteria and we will notify you promptly of our decision



If your business plan is eligible, we will provide you with a formal application form and can help arrange a site visit





## OUR PEOPLE

### **Ahmad Al-Sayed**

*Minister of State  
Chairman of the Board of Directors*



Ahmed Al-Sayed served as Chief Executive Officer of Qatar Investment Authority and Qatar Holding, where he played a critical role to build, oversee and manage the Qatar Sovereign Wealth Fund. During his tenure, he executed mega deals such as the QIA/QH's investment in Credit Suisse and Barclays Bank, engineered the Merger of VW and Porsche as well as Xstrata and Glencore, the take-over of Songbird and Canary Warf Group, and the acquisition of Harrods Group, Iberdrola Energy, Tiffany, Heathrow Airport and others.

Prior to QIA, Al-Sayed held key roles in various local and international institutions, including the Supreme Council for Economic Affairs and Investment. Al-Sayed has also served as board member for different local and international companies like Qatar National Bank, Canary Wharf Group and Volkswagen Group, Vice Chairman of Qatar Exchange and Executive Chairman of Harrods Ltd.

Al-Sayed holds an MBA with Trium Global (from LSE, NYU Stern, HEC Paris), and a Master of International Banking & Financial Law from Boston University, and an LLB from Qatar University.

### **Lim Meng Hui**

*CEO*



Lim Meng Hui previously held a range of roles managing free zone developments in Asia, including as Executive Director of Singapore Suzhou Township Development Pte Ltd, which invested in the 400-square kilometre China-Singapore Suzhou Industrial Park (SIP). SIP was ranked first among China's 219 state-level economic zones by China's Ministry of Commerce in 2018.

Meng Hui has also served as Chief Executive Officer of Guangdong-Macau Traditional Chinese Medicine Technology Industrial Park in Zhuhai Special Zone and as the master developer behind the 30 square kilometer eco city jointly developed by China and Singapore. Before joining the private sector, he served 14 years in the Singapore government, where he covered various market and industry portfolios in International Enterprise Singapore (IES).

### **Abdulla Al-Misnad**

*Deputy CEO*



Abdulla al-Misnad was previously Director of the Public Projects Department in Qatar's Ministry of Finances, where his responsibilities included managing the State's \$200 billion infrastructure budget. He currently serves as a member of Qatar's Research Development and Innovation Council, a body responsible for coordinating research and innovation policy in Qatar.

Before joining the public sector, Abdulla developed large oil and gas projects for Shell, with a focus on deploying cutting-edge technology to promote sustainability. He was also a fellow with Qatar's Science and Technology Park.



## A DEDICATED **SUPPORT TEAM**



Our team of industry specialists will help you every step of the way, from finding the most suitable location within our zones to optimize your business, to helping you navigate the setup process.

We will put our industry expertise to use in helping you enter the market and maximize your position in it, in Qatar and beyond.

Fully serviced plots come in different sizes to suit specific industry needs, and facilities are flexible, meaning that you can choose to build your own facilities, hire QFZA to build it for you to exact specifications, or use pre-built facilities.

### **For additional information please contact:**

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