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## Qatar

### Export Opportunities in Qatar

In 2016, Qatar ranked 40th among U.S. export destinations and 75th among Virginia export destinations. Some of the top opportunities for U.S. exporters in Qatar include:

- » Travel & Tourism
- » Defense Sales
- » Architecture, Construction & Engineering
- » Medical Equipment and Services
- » Oil and Gas Equipment and Services
- » Security and Safety Equipment
- » Architecture Engineering & Construction

### Map of Qatar



(U.S. Central Intelligence Agency)

### Top Virginia Exports to Qatar

Export Category	2016 Value	Change 2016/2015
All Commodity Chapters	\$ 20.4	-26%
Meat	\$ 5.2	541%
Electrical Machinery	\$ 3.0	-22%
Industrial Machinery	\$ 2.6	-58%
Glass And Glassware	\$ 1.3	1416%
Furniture	\$ 1.1	239%
Arms And Ammunition	\$ 1.0	5343%
Medical Instruments	\$ 0.9	-73%
Plastics	\$ 0.8	113%
Misc. Edible Preparation	\$ 0.6	377%
Iron Or Steel	\$ 0.6	-5%

In US\$ millions (World Trade Atlas)

### U.S. Exports to Qatar



In US\$ billions (World Trade Atlas)



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## Opportunities in Qatar for Exporters

### Oil & Gas Field Machinery Equipment

The state of Qatar is the largest exporter of liquefied natural gas (LNG) in the world, and the country's exports of LNG, crude oil, and petroleum provide the major portion of government revenues. Qatar enjoys a reserve of approximately 14.6 billion barrels of crude oil and 910 trillion cubic feet of natural gas. These reserves would translate into 13.7% of the world total and will be sufficient to support planned production of natural gas for over 200 years. The best prospects include:

- » Oil and gas field machinery and equipment
- » Oil and gas field services

### Defense Sales

The U.S. Military strategic partnership in Qatar has made great strides since 1992 and become more robust since 9/11. The U.S. military commitment and relationship to Qatar is strong in view of its physical presence in Qatar. During Defense Secretary Hagel's visit to Qatar in 2013, the defense cooperation agreement between the United States and Qatar was renewed for 10 years. Top opportunities for U.S. exporters include:

- » Military aircraft (fixed and rotary wing)
- » Small arms and ammunition
- » Anti-tank weapons systems
- » Integrated air and missile defense systems

This information is adapted from the U.S. Commercial Service. [Click here for more export opportunities.](#)

### Medical Equipment and Services

The Qatari Government is constantly upgrading the quality health services using technology, international expertise and knowledge. In Qatar, healthcare services are either free or highly subsidized. According to industry estimates, the market for medical equipment will grow over the next five years. The best prospects for U.S. exporters include:

- » Medical equipment and supplies
- » Training
- » Equipment for persons with special needs
- » Healthcare technology
- » Specialized medical services

### Safety and Security Equipment

High economic and demographic growth and the changing geopolitical climate have led to an increased focus on security. There has been a noticeable increase in security procedures in private and government establishments. Qataris recognize the need to secure vulnerable offshore assets, and other high profile facilities. Furthermore, high-tech integrated security systems are required for the 2022 FIFA World Cup. Top prospects include:

- » CCTV surveillance
- » Fire protection equipment
- » Communications systems
- » Uninterruptible Power Supply

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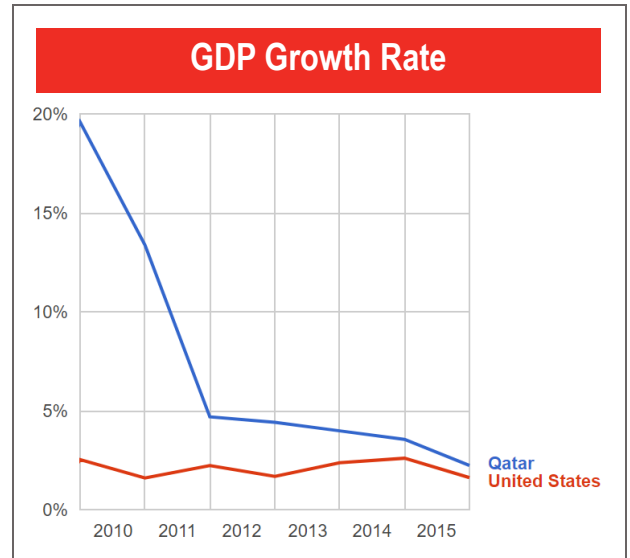
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## Economic Overview

Qatar has prospered in the last several years with continued high real GDP growth, but low oil prices have dampened the outlook. Qatar was the only Gulf Cooperation Council member that did not experience a budget deficit in 2015, but it project a \$12.8 billion deficit, 6% of GDP in 2016.

GDP is driven largely by the oil and gas sector, however, growth in manufacturing, construction, and financial services have lifted the non-oil sectors to just over half of Qatar’s nominal GDP. Oil and gas have made Qatar the world’s highest per capita income country and the country with the lowest unemployment. Economic policy is focused on sustaining Qatar’s non-associated natural gas reserves and increasing private and foreign investment in non-energy sectors, but oil and gas still account for roughly 92% of export earnings, and 56% of government revenues.



Qatar’s successful 2022 World Cup bid is accelerating large-scale infrastructure projects such as Qatar’s metro system, light rail system, construction of a new port, roads, stadiums, and related sporting infrastructure.

(U.S. Central Intelligence Agency)

## Cultural Guide

- » Arabic is the national language of Qatar, but English is widely spoken, especially in business situations.
- » Normal business hours in Qatar are 8 AM to noon and 4 PM to 7 PM Saturday through Thursday. Many offices are closed on Friday.
- » At meetings, always shake hands with the most senior person first. Not shaking hands when meeting or saying goodbye is considered rude. If meeting with a woman, wait for her to initiate a handshake.
- » Appointments should be made shortly before your visit, as business schedules change frequently on short notice. Although you should be punctual, it is not unusual for Qatari business people to arrive to a meeting late.
- » Qataris frequently do business with foreigners and are quick to forgive them for not behaving like Qataris. However, the following behaviors should be avoided: drinking alcohol, improper dress, behaving over familiarly with women, and challenging Islam.

**Qatar is very westernized. Approximately 80% of the population are expatriate workers.**

(Enterprise Ireland, US Commercial Services, IOR Global Services )

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Virginia Economic Development Partnership - International Trade offers a number of export-related services to Virginia businesses, including trade missions and market research by our Global Network of in-country consultants. These services are available to all Virginia exporters.

For more information, please visit our website: [ExportVirginia.org](http://ExportVirginia.org)

## Additional Resources: Market Reports

[Qatar Country Commercial Guide](#)

[Doing Business in Qatar](#)

[Ease of Doing Business Report](#)

U.S. Commercial Service

United Kingdom Trade & Investment

World Bank

## Online Resources

[Qatar Overview](#)

Global Edge - Michigan State University

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