In 2017, Qatar ranked 40th among U.S. export destinations and 74th among Virginia export destinations. Some of the top opportunities for U.S. exporters in Qatar include:

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

### Top Virginia Exports to Qatar

<table>
<thead>
<tr>
<th>Export Category</th>
<th>2017 Value</th>
<th>Change 2017/2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Commodity Chapters</td>
<td>$14.1</td>
<td>-31%</td>
</tr>
<tr>
<td>Industrial Machinery</td>
<td>$2.8</td>
<td>11%</td>
</tr>
<tr>
<td>Electrical Machinery</td>
<td>$2.4</td>
<td>-20%</td>
</tr>
<tr>
<td>Aircraft &amp; Spacecraft</td>
<td>$2.0</td>
<td>260%</td>
</tr>
<tr>
<td>Plastics</td>
<td>$1.1</td>
<td>36%</td>
</tr>
<tr>
<td>Meat</td>
<td>$1.0</td>
<td>-82%</td>
</tr>
<tr>
<td>Medical Instruments</td>
<td>$0.9</td>
<td>-1%</td>
</tr>
<tr>
<td>Furniture</td>
<td>$0.9</td>
<td>-22%</td>
</tr>
<tr>
<td>Beverages</td>
<td>$0.5</td>
<td>223%</td>
</tr>
<tr>
<td>Toys And Games</td>
<td>$0.5</td>
<td>-21%</td>
</tr>
<tr>
<td>Special Classifications</td>
<td>$0.3</td>
<td>60%</td>
</tr>
</tbody>
</table>

(U.S. Central Intelligence Agency)

### U.S. Exports to Qatar

In US$ Billions

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$4.2</td>
</tr>
<tr>
<td>2016</td>
<td>$4.9</td>
</tr>
<tr>
<td>2017</td>
<td>$3.1</td>
</tr>
</tbody>
</table>

(World Trade Atlas)
Opportunities in Qatar for Exporters

Oil and Gas Equipment and Services

The state of Qatar is among the largest exporters 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 commitment and relationship to Qatar is strong in view of its physical presence in Qatar. Former Defense Secretary Hagel renewed a 10-year defense cooperation agreement between the United States and Qatar in 2013. Major purchases since 2014 have included Apache helicopters, Javelin missiles, and PAC 3 Patriot systems. An Air Force Training Academy is planned.

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

IT Services and Equipment

2016 saw the merger of ictQatar with the Ministry of Transportation to form the second largest ministry. That year, a $1.6 billion 5-year initiative was launched to transform Doha into a leading city for connectivity. There is also an E-Government 2020 objective. Total IT spending in Qatar stood at $1.9 billion in 2016.

The best prospects for U.S. exporters include:
- Smart City Solutions
- Cybersecurity
- E-Health
- Financial Technology
- E-Government Solutions

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

(US Commercial Service)
FAST FACTS

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, including a metro system, light rail system, new port, roads, stadiums, and related sporting infrastructure. Qatar has responded to a 2017 regional embargo by establishing new trade routes and recently investing in the faltering Turkish economy.

(CIA World Factbook)

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.
- 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.

Qatar is very westernized. Approximately 80% of the population are ex-patriate workers

- Qatari frequently do business with foreigners and are quick to forgive them for not behaving like Qatari. However, the following behaviors should be avoided: drinking alcohol, improper dress, behaving over familiarly with women, and challenging Islam.

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

**Qatar Overview**
Global Edge - Michigan State University

**Qatar Country Commercial Guide**
U.S. Commercial Service

**Doing Business in Qatar**
United Kingdom Trade & Investment

**Ease of Doing Business Report**
World Bank