Opportunities in Qatar

Qatar continues to be a resilient and diverse market despite regional unrest and some uncertainty in the global market. The U.S.-Qatar political, commercial, economic, and security relationship remains strong. U.S. companies have performed well in the market with awards in defense and other sectors, and even though the recent embargo on Qatar isolated the country from its Gulf neighbors, it has opened new opportunities for U.S. firms. The government has continued its focus on initiatives and efforts to diversify the economy and reduce spending on non-essential areas, under the plan known as Qatar National Vision 2030. Qatar’s infrastructure and transportation sector has been a key focus of spending, with projects such as expanding Hamad International Airport, concluding the last phase of the new Hamad Port by 2020, completing several road and highways projects, and debuting the first phases of the Doha Metro and the Lusail Light Rail transit project in 2019. Qatar will host the 2022 FIFA World Cup, the world’s largest sporting event, for which it is constructing eight stadiums.

The top opportunities for Virginia exporters in Qatar include:

- Architecture Engineering & Construction
- Automotive Parts
- Aviation & Defense
- Education Training and Equipment
- Information and Communication Technology
- Medical Equipment and Services
- Oil & Gas Field Machinery Equipment
- Safety and Security Equipment

“The people we were able to meet with as a result of this trade mission were high level decision makers that typically take us a long time to reach. The research and insights gained on this trip will help us keep our competitive advantage!”

- Trade Mission to the United Kingdom

“This trip turned out to be an excellent opportunity to build relationships with five qualified Mexican companies that can and will support my business going forward.”

- Trade Mission to Mexico

“The trade mission to Colombia was one of the best events we have attended. The meetings matched our search criteria, we were productive in our efforts to obtain new client contacts, and we gained new insight into our industry in Colombia.”

- Trade Mission to Colombia

“I have visited Saudi Arabia before, but the success I had in this trip was above and beyond our expectations. We have a few opportunities that may result in business. We are now developing proposals and evaluating partnerships.”

- Trade Mission to Saudi Arabia

Trade Mission Details

Dates: November 10 - 13, 2019

Fee: $2,500 (fee does not include airfare, lodging and meals)

Registration Deadline: September 13, 2019

Questions?
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