

# QATAR'S STARTUP ENVIRONMENT



A Detailed Overview



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## Foreword



Startups are vital to economies as they drive innovation, create jobs and foster growth. Globally, startups account for 15% of job creation in many countries (16) and contribute significantly to Gross Domestic Product (GDP) and international trade. The global startup economy accumulated almost \$7.6 trillion between 2021 and 2023 and is on a consistent rise (64). Startups introduce products, technologies and business models that disrupt industries. Developing a thriving startup ecosystem is important for any nation aiming to transition towards a knowledge-based economy.

Startups are powerful drivers for attracting foreign direct investment (FDI). Innovative startups with scalable solutions tend to attract interest from international venture capitalists and angel investors seeking high-growth opportunities. This influx of FDI stimulates knowledge transfer, technology commercialisation and job creation (68). By fostering an environment for startups, countries can position themselves as investment hubs and reap the benefits of FDI including increased productivity and economic diversification.

A well-rounded startup ecosystem includes key elements like access to finance, skilled talent pools, supportive regulations, modern infrastructure and an entrepreneurial culture (25). The presence of business incubators, accelerators, co-working spaces and mentoring play a vital role in helping startups through various stages (64). An integrated approach involving all stakeholders – policymakers, corporations, investors, academia and entrepreneurs – is key to developing a thriving startup ecosystem that drives long-term economic diversification and sustainable growth.

Qatar's startup ecosystem is an integral part of the economic development agenda as it lays the foundation for a knowledge-based economy. Over the years, the startup environment of the State of Qatar has grown and transformed into a full-fledged ecosystem. Qatar's entrepreneurship ecosystem—the bedrock of a successful startup ecosystem – was ranked 5th globally according to the Global Entrepreneurship Monitor in 2023 (19). The progress is owing to concerted efforts from stakeholders, including Qatar Development Bank (QDB), Qatar Foundation (QF), Qatar Science & Technology Park (QSTP), Qatar Free Zones Authority (QFZ), Qatar Financial Centre (QFC), Ministry of Communications and Information Technology (MCIT), TASMU and other public and private sector players. Continuous efforts in setting incubation programs, alternative funding options and skill training translated into creating new opportunities and possibilities for aspiring entrepreneurs to market and commercialise their products.

The Investment Promotion Agency Qatar (Invest Qatar) is responsible for attracting FDI in sectors accelerating economic development. Invest Qatar recently launched "Startup Qatar," a one-stop platform that caters to all business requirements and serves as the single comprehensive national resource for information, support and opportunities offered to startups. The platform supports startups and entrepreneurs by providing access to information about Qatar's ecosystem and capital including programmes, incentives, grants and registration process.

As Qatar pushes forward with its National Vision 2030 to build a knowledge-based economy, developing a vibrant startup environment has become a key priority. This report provides an in-depth assessment of Qatar's growing startup ecosystem and its role in driving economic diversification and innovation. The report highlights the economic and cultural impact of a robust startup ecosystem in Qatar, including GDP growth, job creation, foreign investment attraction and entrepreneurial spirit. It reviews and benchmarks global patterns and top startup centres to identify practices beneficial for Qatar's ecosystem enhancement. The report also outlines Qatar's current programmes and initiatives and offers insights to policymakers, investors, entrepreneurs and other stakeholders aiming to develop Qatar's startup landscape further.

## 02

# Executive Summary

Startup ecosystems contribute to both economic growth and employment opportunities in a country's economy. These innovation hubs have significant job multipliers, especially in the tech industry, where it is estimated that for every job, five more jobs are created (63), which is important for economic growth. Furthermore, the ecosystem has increasing returns to scale since the value produced in the entire economic community increases with the number of startups. It is estimated that an ecosystem that is three times larger generates five times more economic value (63).

The report outlines the features, benefits and contributions of startup ecosystems to Qatar's economy. It examines global trends as well as leading startup ecosystems—Estonia, Singapore and Chile—to identify common elements and strategies that can further improve Qatar's ecosystem. Critical elements were identified including a comparative analysis to summarise the key features that can be attractive to international startups looking to expand into Qatar. Qatar has been accelerating the development of its multifaceted startup ecosystem with a focus on science and innovation technology, sports, tourism, fashion and design. Qatar has recently allocated a \$2.5 billion incentive package for AI as it moves towards a digital transformation by investing more in technology (67).

Crucial factors for the startup ecosystem include innovation, talent, capital, market base, culture, business environment and knowledge. With the presence and growth of accelerators and incubator programs, training and mentorship, ample funding options and capacity-building streams, Qatar's startup ecosystem is an intersection of opportunity and strategic support.

QF houses eight universities, QSTP, Qatar Research Development and Innovation Council (QRDI) and four research institutes all within the same vicinity—QF's unique Education City. With the recent launch of Qatar Precision Health Institute (QPHI), Qatar is establishing itself as an R&D hub in the region and globally (14). In addition, Qatar has taken significant steps to further enhance its ecosystem for technology and innovation. These include:

- ▼ Formulating an innovation strategy
- ▼ Increasing R&D investment to support innovation
- ▼ Further expanding and improving funding options for entrepreneurs
- ▼ Attracting talent and startups to Qatar through talent-based policies
- ▼ Developing entrepreneurial skills in the population and producing a pipeline of Qatar-based talents
- ▼ Expanding the ICT sector to digitisation across Qatar
- ▼ Developing a national AI strategy to build an AI research and innovation ecosystem in Qatar (33)

## 03

## Introduction

Startups are newly established businesses, typically in the early stages of development, that have innovative business ideas and play a crucial role in economic and job growth. In the United States, startups are responsible for 20% of gross job creation. As they develop into high-growth companies, they generate up to 50% of the jobs (10). Startups are dependent on collaborations between public and private actors to succeed and empower through distinct factors such as government support, funding avenues and mentoring, also known as a Startup ecosystem.

Startup ecosystems comprise various key elements that support startups and promote innovation. Effective ecosystems establish the ideal business environment for startups to thrive, ultimately contributing to economic growth and job creation. Based on their characteristics, startup ecosystems can be categorised into five archetypes.

**Table 2.1 Startup Ecosystem Archetypes (63).**

Archetype	Description	Examples
 <b>Founders of Tech</b>	An ecosystem with a first-mover advantage, both regionally and globally.	Silicon Valley, Seattle, Boston.
 <b>Global Business Hubs</b>	Ecosystem situated within a global business centre.	New York City, London, Singapore.
 <b>R&amp;D Powerhouses</b>	An ecosystem that emphasises technology production.	Stockholm.
 <b>Large Protected Markets</b>	An ecosystem characterised by its protected market.	Beijing, Shanghai, Jakarta.
 <b>Cosmopolitan Creatives</b>	An ecosystem known for its openness and life quality.	Melbourne, Berlin.

The inner workings of the startup ecosystems can be broken down into several elements. The ecosystem creates a synergy and enables the different elements to work collaboratively.

**Table 2.2 Startup Ecosystem Elements [62] [46] [11].**

Prerequisites			
			
Knowledge	Talent	Capital	Culture
Support systems			
			
Government	Finance	Education	Others
<ul style="list-style-type: none"> <li>▀ Authorities</li> <li>▀ Regulators</li> </ul>	<ul style="list-style-type: none"> <li>▀ Venture capital companies</li> <li>▀ MSME finance</li> <li>▀ Angel investors</li> <li>▀ Seed financing</li> </ul>	<ul style="list-style-type: none"> <li>▀ Universities</li> <li>▀ Training</li> <li>▀ Mentoring</li> <li>▀ Research institutes</li> </ul>	<ul style="list-style-type: none"> <li>▀ Incubators</li> <li>▀ Accelerators</li> <li>▀ Service provider organisations (accounting, legal, consulting)</li> <li>▀ Infrastructure</li> <li>▀ Network and associations</li> <li>▀ Event organisers</li> </ul>
Other factors			
			
External	Internal		
<ul style="list-style-type: none"> <li>▀ State of the financial system</li> <li>▀ Transitions in large companies</li> <li>▀ Location of the ecosystem</li> </ul>	<ul style="list-style-type: none"> <li>▀ Success or failure of startups</li> <li>▀ Resource flow within the ecosystem</li> </ul>		

\*Based on Team Analysis

The table outlines the distinctive elements of startup ecosystems. Prerequisites are fundamental components necessary for building and growing a startup ecosystem. Innovation is essential for the formation of new startups and access to capital is crucial for funding new ventures.

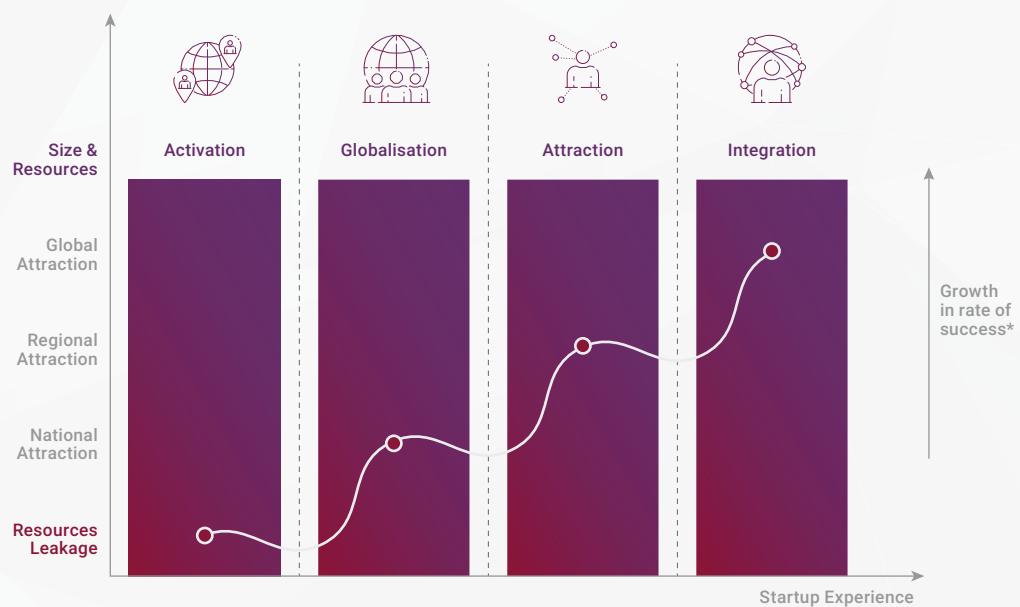
Attracting talented individuals to work in startups is also important and the ecosystem must connect to the market base it aims to serve. Both the culture and the business environment in the country are important contextual factors that can either facilitate or hinder the creation and development of the ecosystem.

Additionally, knowledge, encompassing universities, research institutions, industry expertise, and collaboration with experienced professionals, plays a vital role in the success of startups. The table also demonstrates the support systems available to the ecosystem, divided into four main categories, each with its actors and components. These stakeholders collectively form the ecosystem. Startup ecosystems are influenced by both external and internal factors, and the table provides examples of the most significant effects.



## The Ecosystem Lifecycle Model [64]

Startup Genome has devised an “Ecosystem Lifecycle Model” to explain the four different phases that ecosystems go through and each phase has its objectives and challenges.



\* As ecosystems advance across the lifecycle, they have higher rates of success, i.e. a higher proportion of the ecosystem receives funding, becomes scaleups and has successful exits.

First, the ecosystem enters the **activation** phase. At this stage, the ecosystem has limited experience with startups and it only produces 1000 or fewer startups. The main goal is to increase the startup output and increase funding. The ecosystem needs to encourage and support local entrepreneurs and build a synergy within the community. The main challenge at this stage, however, is the lack of experience and the leak of resources to other ecosystems.

In the **globalisation** phase, the output is typically around 800-1200 startups. The goal is to build global connectedness with other ecosystems and to support the startups in their global reach. Qatar is in the globalisation stage and needs to address the challenges so that it can move to the **attraction** phase.\*

In the third stage, the ecosystem transitions to an **attraction** phase. This is often due to startups doing well globally, such as unicorns—a startup valued at over \$1 billion. At this stage, the ecosystem attracts global resources and talents. To make use of the resources and further develop the ecosystem, devising policy programs that build on the attraction and facilitate immigration is essential.

Lastly, the ecosystem ends up in the **integration** phase. The ecosystem has successfully attracted global resources and achieved a high degree of global connectedness—factors that greatly benefit the startups in their market reach. The objectives in this final stage include further integration on different levels—global, national and local—to capture resources within and outside the ecosystem. By sharing its resources and know-how, it can boost the economy with new technologies, strengthen other sectors and create new startups over time. (64).

## 04

# Benefits of a Successful Startup Ecosystem in Qatar

The startup ecosystem holds huge potential for Qatar's economy as they are proven to be the engine of economic growth and job creation. They also attract investments to the country by fostering the establishment of successful startups within the ecosystem (15). Research has shown that while startups face significant challenges, each startup is part of a larger collaborative ecosystem including the startups that don't succeed providing valuable experience and insights, paving the way for future successes. (59).

Qatar has already recognised the benefits associated with startups and a thriving ecosystem. Qatar's National Vision (QNV) 2030, launched in 2008, aims to transform the country into an advanced nation capable of sustaining its development and providing a high standard of living for its population and future generations. The QNV 2030 seeks to achieve this through four pillars, including economic and human development. As a prerequisite for this development, the QNV 2030 emphasises the importance of establishing a strong entrepreneurial environment, as outlined in Table 3.1.

**Table 3.1 QNV on the Importance of Startups (18).**

	<p><b>Economic Development</b></p> <ul style="list-style-type: none"><li>■ Development of a competitive and <b>diversified economy</b> capable of meeting the needs of and securing a high standard of living for, all its people for the present and the future.</li><li>■ Converting these natural assets into financial wealth provides a means to invest in world-class infrastructure; build efficient delivery mechanisms for public services; create a highly skilled and productive labour force; and <b>support the development of entrepreneurship and innovation capabilities</b>.</li><li>■ Training and support for entrepreneurs is an essential precondition for enabling the private sector to carry out its required role, besides <b>providing financial and non-financial support mechanisms that will help incubate and grow small and medium scale enterprises</b>.</li></ul>
	<p><b>Human Development</b></p> <ul style="list-style-type: none"><li>■ In order to further support human development, Qatar will aspire to be an active centre in the fields of <b>scientific research and intellectual activity</b>.</li><li>■ Qatar aims to build a modern world-class educational system that provides first-rate education. The system will also encourage analytical and critical thinking, as well as <b>creativity and innovation</b>.</li><li>■ A <b>significant international role</b> in cultural and intellectual activity and scientific research.</li></ul>

Qatar's Third National Development Strategy (NDS3) announced in 2024, echoes the significance of startup ecosystems. The strategy highlights economic diversification as the way forward for Qatar's economy and how innovation and entrepreneurship are key pieces in achieving this (42). For example, one objective focuses on the expansion of the private sector and its contribution to the GDP. One of the strategies to achieve this is to create a business-led innovation ecosystem across sectors to facilitate and support entrepreneurship, expand the SMEs and foster disruptive innovation (42). NDS3 also emphasises the R&D sector and projects Qatar to be in the top 30 for the Global Innovation Index by doubling R&D expenditure by 2030. Furthermore, Qatar plans to increase startup funding equal to 0.1% of its GDP with 70% of the funding coming from private sector VCs (42). This, in turn, would feed a robust private sector that drives growth.

### NDS3 Targets

	<b>Effective Collaboration</b>		<b>Access to Funding</b>
Innovation output to input ratio of <b>0.64</b> of on GII	<b>0.1%</b> of GDP in startup funding	<b>70</b> investment deals in startup	<b>70%</b> VC funding from private sector

More specifically, a well-developed startup ecosystem can generate benefits for Qatar including:

### Economic Growth



- ▀ Startup ecosystems enable exponential growth and the value created in the ecosystem has a spill-over effect on the rest of the economy (63). Startups also bring additional economic advantages as they are primarily responsible for high growth output and productivity growth (22).
- ▀ It has been proven that the number of startups in the economy is positively correlated with GDP growth (63). Research shows a positive correlation between the number of startups and GDP growth. Successful small-scale startup ecosystems typically generate 200-250 new startups annually, with each startup creating 1.1 to 6 jobs on average. Based on these estimates, developing a thriving startup ecosystem in Qatar could potentially boost its annual GDP by up to 2.5% through job creation alone (78). This is in line with the NDS3 goal of increasing the number of labour force in skilled and high-skilled jobs (42).
- ▀ The expansion of the ICT sector is particularly beneficial since it contributes to the digital economy—a market that is responsible for 15.5% of global GDP and has grown 2.5 times faster than the global GDP in the last decade (28). ICT investments are also proven to boost economic growth and global competitiveness (36)(58).

### Job Creation



- ▀ Startups, as part of SMEs, are responsible for high levels of job creation in the economy. Startups in the United States, for instance, are mainly responsible for the net job growth, at an estimated 3 million jobs annually between 1995-2005 (22).
- ▀ With a successful ecosystem in place, up to 6,000 direct and indirect jobs could be created annually in Qatar's economy because of the large job multiplier (63)(31).
- ▀ Qatar's strategy to shift towards a highly skilled labour force mirrors successful models in Estonia and Singapore, where a high concentration of engineers and tech sector employees significantly contributes to their leading startup ecosystems.



## Economic Diversification

- ▀ In the last two decades, Qatar has made significant progress toward diversifying its economy and moving away from hydrocarbon dependency. In 2000, the oil and gas sector made up 59% of Qatar's GDP and in 2022 this number had dropped to 37% (41). A startup ecosystem can accelerate the economic diversification process by focusing on lucrative and high-growth industries like ICT.



## FDI attraction

- ▀ A startup ecosystem would enable Qatar to attract foreign investment as ecosystems facilitate the development of modern technologies and create synergies (56). Channels for attracting investment include:
  - ▀ Investments and funding to grow and expand.
  - ▀ Technologies and innovation support to attract businesses
  - ▀ A conducive business environment that supports startups and talent in Qatar.
- ▀ Startup investment opportunities are growing, both regionally and globally. In 2023, global venture investments reached \$315 billion (9). In the Middle East, venture capitalists invested \$6.8 billion in 2022 (8), demonstrating that this is an underrepresented market with huge potential. The creation and growth of a startup ecosystem in Qatar will tap into more opportunities and attract FDI.



## Other benefits

- ▀ New startups lead to an increase in innovation (66), which can boost Qatar's position in the global innovation rankings. Currently, Qatar ranks 1st in infrastructure for innovation according to the Global Innovation Index (75). The expansion of technology, such as computer science, machine learning and deep tech, will improve Qatar's innovation capabilities in other sectors.
- ▀ By increasing access to existing startup accelerators for international startup founders, Qatar can significantly increase early-stage deals (17).
- ▀ Startup ecosystems will increase seed capital, which can encourage further venture capital and increase research and development in Qatar (7).



## 05

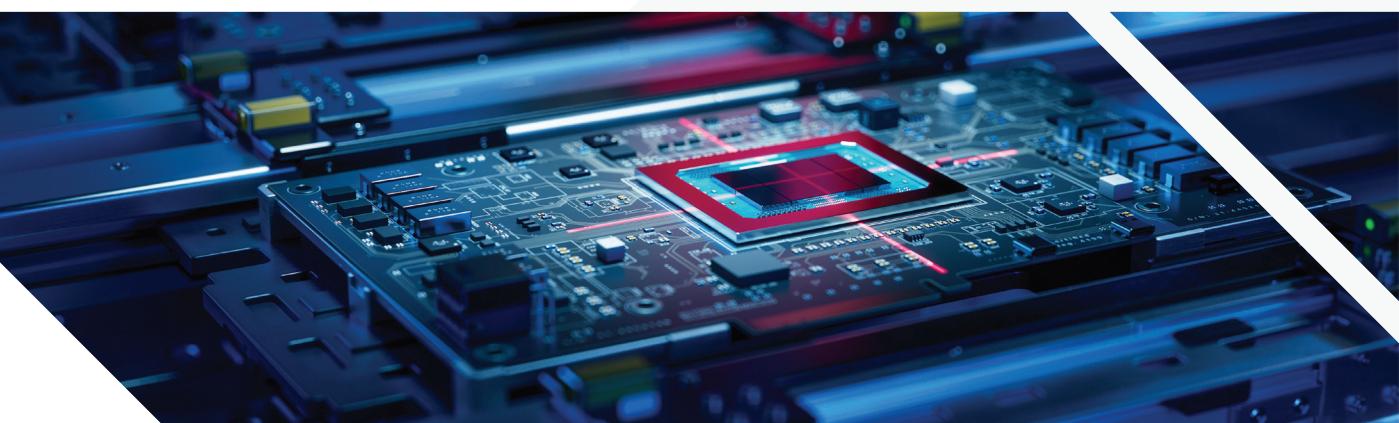
# Global Trends

The global startup economy has been growing consistently. Between 2021-2023, it reached a value of \$7.6 trillion (64). One of the most prominent global trends shaping startup ecosystems is the rapid growth of artificial intelligence (AI), deep tech and robotics startups. These startups leverage cutting-edge technologies like large language models to develop innovative solutions across various industries. The global AI market is expected to reach \$1.3 trillion by 2032, growing at a compound annual growth rate (CAGR) of 42% during the forecast period (2023-2032) (2). While general-purpose AI platforms continue to be developed, there is a growing demand for industry-specific AI applications tailored to unique sector needs. For instance, AI startups in healthcare are creating solutions for drug discovery, personalised medicine and medical imaging analysis, while those in finance are developing tools for fraud detection, risk assessment and investment management (32)(35).

Another key trend that is shaping startups is the rise of environmental, social, and governance (ESG). As concerns over sustainability and social responsibility grow, there is increasing demand for innovative solutions that address these challenges. ESG startups are developing products and services aimed at reducing carbon footprints, promoting ethical business practices and creating positive social impact. These startups attract significant investment from socially conscious investors and large corporations seeking to enhance their ESG credentials. According to PwC, more than a quarter of all venture capital funding is going to climate technology companies (44). The ESG startup ecosystem is rapidly expanding, with new ventures emerging across sectors such as renewable energy, sustainable agriculture, ethical fashion and impact investing.

Furthermore, the COVID-19 pandemic has accelerated the adoption of digital technologies and remote work practices, creating new opportunities for startups. In the United States, new business applications increased by 24% in 2020 compared to the previous year, with similar trends observed in many European countries (4)(73). The pandemic has driven the rapid growth of online services, remote work solutions and AI-powered technologies across various industries (37) (72). Startups offering innovative solutions in areas such as telemedicine, e-commerce, cybersecurity and supply chain optimisation have seen increased interest and investment. Moreover, the widespread adoption of remote work has fuelled demand for collaboration tools, virtual communication platforms and cloud-based solutions. Startups that can provide seamless and secure remote work experiences are well-positioned to thrive in this new paradigm.

These global trends, driven by advancements in AI, deep tech, robotics, ESG initiatives and the acceleration of digitisation and remote work, are reshaping startup ecosystems worldwide. They are creating new investment opportunities, fostering innovation and redefining the way businesses operate across industries.



## 5.1 Leading Ecosystems

Certain ecosystems have been exceptionally successful in supporting startups and generating growth and investment. According to the 2024 Global Startup Ecosystem Report, the United States is ahead of all other countries thanks to its renowned ecosystems in Silicon Valley, New York and Boston (64). Other nations that also rank high are the United Kingdom, Canada, Germany, Australia, Chile, Singapore and Estonia (64).

Rankings use different indicators to evaluate the performance of a startup ecosystem. The common strategy is to look at three dimensions—quantity, quality and business environment.

- The quantity covers the number of startups in the ecosystem and the number of accelerators, co-working spaces, startup events, etc. This provides an understanding of the size and capability of the ecosystem.
- Quality supplements the previous indicator by looking at the data in depth. It characterises the customer base, the presence of unicorns and pantheon companies, monthly visits and global influencers.
- Finally, the business environment is used to evaluate the ecosystem from a macro perspective (65).

Another way of ranking ecosystems splits this framework into factors with further detail. They consider the performance of the ecosystem through the startup success, exits and ecosystem value. The access, quality and activity of funding are other important factors. Market reach considers globally leading companies and local market reach. Rankings also emphasise the connectedness of the ecosystem, which focuses on the local connectedness and the infrastructure in the country. Lastly, knowledge covers the patents and research activity in the country (63).

### Evaluation Criteria for Rankings

	 <b>Quantity Aspects</b>	 <b>Quality Aspects</b>	 <b>Business Environment</b>
<b>Definition</b>	The number of startups, accelerators, co-working spaces, startup events, etc in the ecosystem.	The customer base, the presence of unicorns and pantheon companies, monthly visits and global influencers.	The ecosystem from a macro perspective.

These factors are not to be viewed as distinct, separate elements. Instead, they are interconnected and reinforce each other. They need to be followed closely to build a globally successful ecosystem. Considering the ranking methods, the report considers the following to evaluate the performance of its ecosystem:

- Monitoring the number of startups and support actors (incubators, accelerators, etc.) in the country.
- Tracking indicators for startup quality, such as unicorns, pantheons, customer base and global influencers.
- Improving the business environment, including access to funding, market reach and attracting talent.
- Fostering research and development (R&D) activities and promoting innovation through patents and research output.

## 5.2 Country Examples

The countries highlighted below are some of the leading startup hubs both at the regional as well as global levels. For example, Singapore is one of the leading startup ecosystems in Asia. Moreover, Chile is also home to renowned startup hubs and incubators. Also, Estonia remains Europe's "unicorn factory," as it has the highest number of funded startups per capita and the most billion-dollar companies per capita. (63). Some of the common elements that made these hubs successful are summarised below.

**Table 4.2 Common Elements of Estonia, Singapore and Chile (64), (60)**

Elements	 Estonia	 Singapore	 Chile
 Research & Development	Estonia spends around 1.75% of its GDP on R&D. In addition, it has a powerful education system R&D centre and universities that make Estonia a very attractive place for startups. (71)	Singapore spent 2.1% of its GDP on R&D in 2020. Also, Singapore has an above-average number of researchers per 1000 employees. The country also pledged to spend \$25 billion in R&D in the next five years in 2020.	According to Organisation for Economic Co-operation and Development (OECD), Chile spent 2.72% of their GDP on research and development in 2021 alone (39).
 High-skilled labour	Estonia's education system and its talent attraction-oriented migration policy ensure the availability of required skills at the local market. Estonia has an 80% employment rate, 7% higher than the EU average as of 2021 (40).	Singapore boasts a very high share of skilled workers with six in 10 being employed in high-skilled employment. The world-class education system is the main factor contributing to this high-skill labour force (57).	Chile invests significantly in education, spending 6.6% of its GDP on primary to tertiary educational institutions, which is higher than the OECD average of 4.9% (38).
 Government Support	Estonian government supports and pursues entrepreneur-friendly tax policies. It has also put in place many incentives to attract foreign investors, especially in sectors like IT and some other niche segments like FinTech.	Singapore's government plays a critical role in cultivating the ecosystem. It runs multiple platforms under different jurisdictions that help startups access government assistance, funding, accelerators and other support services.	Chile has various government initiatives to support startups. These include grants, funding programmes and accelerators. For example, the Startup Chile programme, launched by the Chilean government, provides equity-free funding, mentorship and office space to selected startups from around the world (60)(61).
 Access to funding	Startups in Estonia utilise funding opportunities available through the <a href="#">Foundation KredEx</a> and the European Regional Development Fund, with €7 million dedicated to startups.	The government continually supports the ecosystem with programmes and funding. The government also manages multiple grants that provide early-stage financing for startups registered in Singapore.	Startups in Chile have access to various funding opportunities through government programmes and private investors to provide grants and venture capital to support early-stage and growing startups. Notable programmes include CORFO (Corporation for the Promotion of Production), which offers co-financing and loans to startups (5).

In an effort to boost their startup ecosystems, several other countries have also established functions within their ecosystems to attract entrepreneurs and startups. La French Tech and GIN Austria are only a few examples of organisations that provide funding, visas, mentoring and other support for entrepreneurs to establish their startups in their ecosystems (29)(20).

Based on these examples, a successful startup ecosystem would consist of the following key elements:

- Investing in R&D is a key element that fosters successful startup ecosystems. Creating stronger ties between academic institutions and the private sector is also essential to transfer knowledge and technology, which enables startups to leverage cutting-edge research to create innovative products and services.
- Having a highly skilled labour force is also an important element in creating a successful startup ecosystem. This can be achieved through both improving the skillset of the existing labour force and attracting talent to the market for driving innovation and productivity.
- Finally, access to funding is critical for startups to grow. Accelerators, venture capital investment and angel investors are all key components of a thriving startup ecosystem, providing the necessary capital and mentorship to help startups overcome financial barriers and achieve long-term success. The strategies to achieve these objectives will be explored further in the following section.



## 06

# Qatar's Startup Ecosystem

By actively embracing these global trends and investing in cutting-edge technologies, Qatar is fostering an environment that supports the development of its startup ecosystem, enabling innovation and positioning the country as a hub for entrepreneurial growth and sustainability. Currently, Qatar hosts around 1,000 startups with immense potential for growth (6). Qatar performs exceptionally well on global indices for innovation, including ICTs, ecological sustainability and general infrastructure. According to the Global Innovation Index, Qatar ranks 1st globally in General Infrastructure for innovation (75).

Following the global trends, Qatar is further positioning itself as a leader in the AI sector within the region. At the Qatar Economic Forum 2024, H.E. Prime Minister Sheikh Mohammed bin Abdulrahman Al Thani announced that the state has committed \$2.5 billion in incentives to advance its programs in AI, technology and innovation. This includes the Arab Artificial Intelligence Project, aimed at enriching large Arabic models and preserving Arab identity (3)(67). Furthermore, Qatar Free Zones Authority (QFZ) signed an MoU with Germany's ZE-KI (Centre for Tangible Artificial Intelligence and Digitalisation) during the annual Qatar Economic Forum to set up an AI research centre in Qatar, further boosting the country's Artificial Intelligence cluster (21).



## Innovation and Talent Development

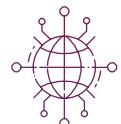
Qatar is developing a pipeline of local talent to support its ambition to become a leading hub for tech innovation and entrepreneurship. Qatar ranks 1st globally in attracting international students, according to INSEAD's Global Talent Competitiveness Index 2023 report (26). Local universities such as Qatar University and Hamad Bin Khalifa University (HBKU) host world-class research centres like Qatar Computing Research Institute (QCRI) and Qatar Biomedical Research Institute (QBRI). Qatar Center for Artificial Intelligence (QCAI) is an initiative under QCRI. Furthermore, leading global universities like Carnegie Mellon University and Georgetown University have campuses in Education City under QF (49). The Education City Innovative Entrepreneurship Program supports entrepreneurs through training, funding and ecosystem development, prioritising women, students and researchers (23). Recently, QF launched the QF Alumni Entrepreneurship Fund to empower alumni to transform innovative ideas into startups by providing funding, skills development and resources (55). Additionally, QRDI offers research grants aligned with Qatar's long-term goals (50).





## Capital Availability

Qatar's strong economy provides abundant capital for startups with various public and private funds for startups. Qatar is the fourth wealthiest country in the world on a GDP (PPP) per capita basis (70), making it a lucrative market for entrepreneurs. Qatar ranks 4th globally in SME financing, indicating its commitment to startups (69). Startups in Qatar can access funding through various avenues, including government programs, venture capital companies, angel investors and seed investors. According to Qatari respondents, startup costs account for 76% of total financing costs (47). There are currently seven domestic venture capital avenues for startups in Qatar (30). Programs like the NUMU, Ithmar and Al Dhameen by QDB offer financial support to startups in different sectors (52)(53)(54). QDB also supports startups through various startup competitions and hackathons. The ROWAD Awards by QDB recognise and honour exceptional entrepreneurs and small and medium enterprises (SMEs) in Qatar across various categories, celebrating their achievements and contributions to the country's economic development with awards ranging from 250,000 QAR to 350,000 QAR (51). Qatar Innovation Hackathon is another annual hackathon organised in collaboration with QDB and multiple entities in Qatar to provide funding and support to promising young startups in Qatar (48).



## Market Base

Qatar offers seamless market access and connectivity, located at the gateway between East and West with 2.5 billion people worth \$8.5 trillion in combined GDP all within 3,000km.



## Culture and Business Environment

Entrepreneurial attitudes have improved significantly in Qatar, with 79.6% of the population believing that entrepreneurship is a good career choice (45). Qatari government also supports the business environment as Qatar ranks 2nd globally for tax policies according to the IMD World Competitiveness Ranking 2023 (24).



## Support Systems

Qatar ranks third globally for ICT development and initiatives like the Digital Transformation of Small & Medium Business Enterprises and the TASMU programme aim to enhance the ICT sector through empowering startups (34). The Research to Startup Program (RTS) and the Digital Incubation Center (DIC) are also examples of programs that support tech innovation and startup growth (13).

By leveraging these strengths, Qatar's startup ecosystem is well-positioned to become a global leader in innovation and entrepreneurship.

Qatar's ranking in global indices and economic data.

Index/Ranking	Ranking	Source
 <b>Global Competitiveness</b>	3rd in the region	Arab Monetary Fund Competitiveness Index 2022 (1)
 <b>ICT Development</b>	3rd globally	ITU ICT Development Index 2023 (27)
 <b>Innovation</b>	1st globally in General Infrastructure	WIPO Global Innovation Index 2023 (74)
 <b>Global Connectedness</b>	24th out of 169	DHL (12)
 <b>GDP (PPP) per capita</b>	5th in the world	World Bank
 <b>Business Environment</b>	1st in the region for business efficiency	IMD World Competitiveness Ranking 2023.
 <b>Skill of Future Workforce</b>	6th out of 141	WEF, The Global Competitiveness Report 2019
 <b>Financing SMEs</b>	4th out of 141	WEF, The Global Competitiveness Report 2019 (69)
 <b>Talent Attractiveness</b>	1st out of 134 for attracting international students	INSEAD, The Global Talent Competitiveness index 2023
 <b>Global Entrepreneurship Index</b>	5th globally	Global Entrepreneurship Monitor 2023-2024

## 6.1 Available Startup Programs in Qatar

Qatar offers a comprehensive ecosystem of support for startups, with numerous programmes, funds and initiatives available across various sectors. The ecosystem also includes specialised programmes like Qatar Fintech Hub for fintech startups and Qatar SportsTech for sports-related ventures. Recent initiatives like Startup Qatar, launched by Invest Qatar, offer a centralised platform for startups to access resources, including funding for up to \$5 million for established startups expanding into Qatar. Educational institutions like HBKU offer entrepreneurship programmes and innovation funds.

It is also worth noting the existence of private Venture Capital firms to support startups with funding and guidance. Rasmal Ventures is a venture capital firm that supports startups looking to raise from pre-series A up to Series B (76). Golden Gate Ventures announced a \$100 million MENA Fund during the Qatar Economic Forum 2024 with plans to establish a regional office in Qatar to support startups focusing on cleantech, fintech, health tech, B2B AI, deep tech and more (77). (For the full list of funds and programs, check Appendix).

## 6.2 Invest Qatar and Startup Qatar

Startup Qatar, led by Invest Qatar with the direction and endorsement of His Excellency, the Prime Minister, is a collaborative effort involving multiple stakeholders. This initiative aims to develop a robust startup ecosystem in Qatar by facilitating access to resources, providing targeted financial support and advocating for policy improvements.

The programme focuses on achieving the following:

### Increased Access to Information:

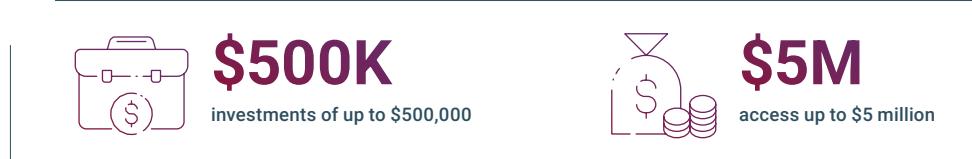


The initiative was launched ahead of the inaugural edition of the world's largest technology event in the region, Web Summit Qatar 2024. The Startup Qatar pavilion at Web Summit Qatar enabled attendees to connect with all the key stakeholders in Qatar's startup ecosystem, including the Ministry of Commerce and Industry, the Ministry of Communications and Information Technology, QDB, QFC, QSTP, QFZ, Media City Qatar, Qatar Manpower Solutions (Jusour) and Sport Accelerator.

### Startup Qatar Investment Program:



The Startup Qatar Investment Program, offered by Qatar Development Bank (QDB), provides financial support to startups. New startups can receive investments of up to \$500,000, while established startups looking to expand into Qatar can access up to \$5 million. Additionally, startups benefit from exemptions on registration and licensing fees at the Qatar Financial Centre (QFC) and a five-year tax exemption.



### Advocacy for Ecosystem Development:



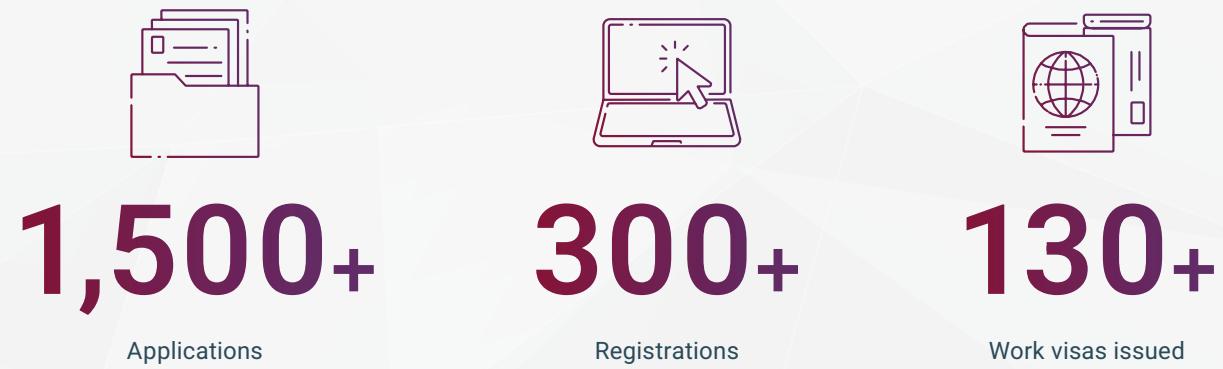
The initiative aims to gather feedback from startups to advocate for the development of a supportive ecosystem. This feedback will inform policymaking and contribute to creating an environment conducive to innovation and growth.

This programme recognises the role of FDI in developing a successful startup ecosystem. FDI helps the attraction, development and retention of key elements essential for startup success, including skilled talent, financial resources, support services, market opportunities and a business culture. This strategic approach creates a relationship between FDI and the domestic startup scene, ultimately strengthening Qatar's position as an attractive destination for both international investors and innovative entrepreneurs.

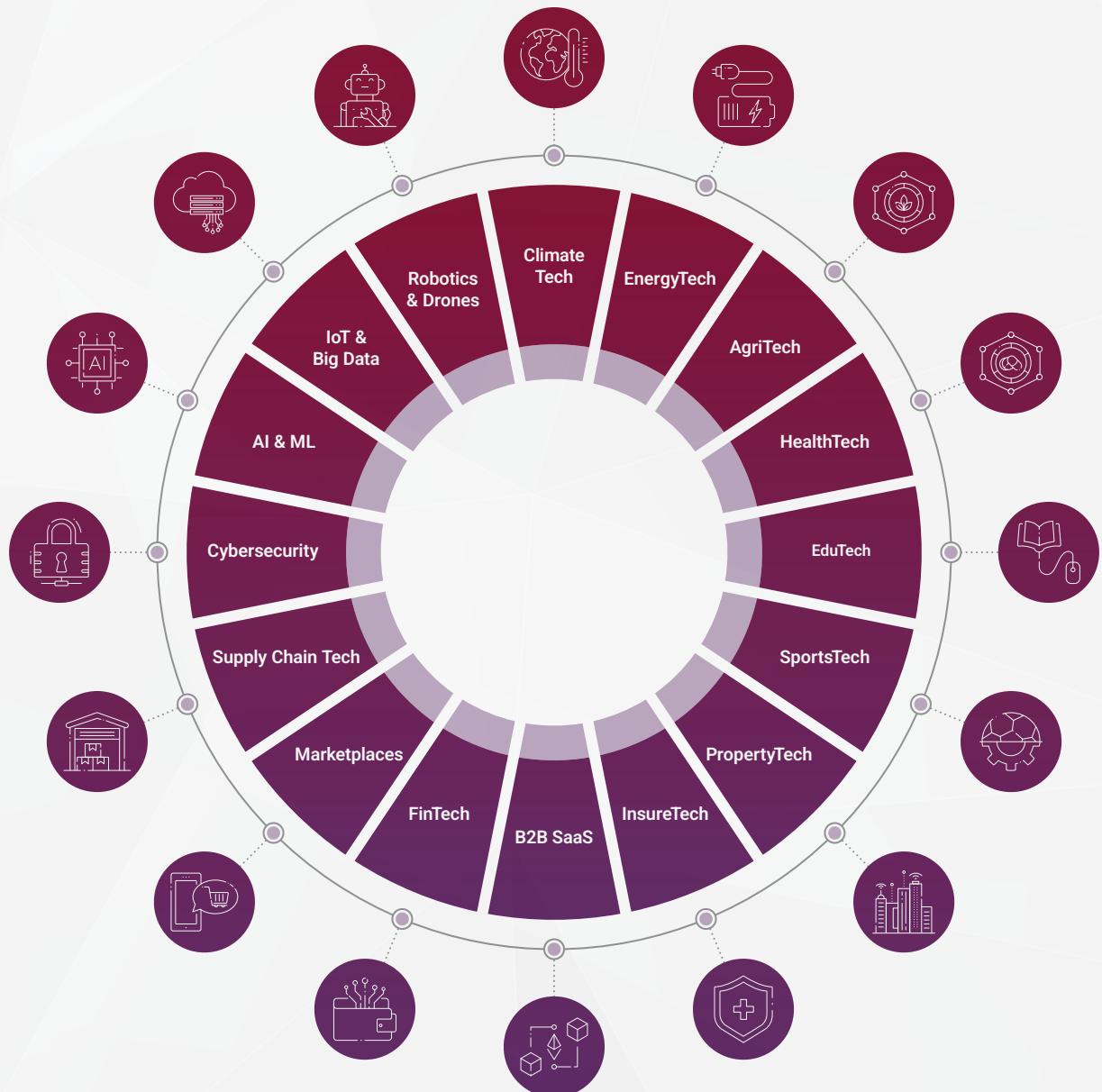
Launched ahead of the inaugural Web Summit Qatar 2024, the initiative offers exclusive benefits to qualified startups in partnership with QFC, including:

- ▀ 100% foreign ownership
- ▀ 100% repatriation of profits
- ▀ Tax waiver in line with international standards
- ▀ No registration fee
- ▀ No annual fees for the first five years
- ▀ World-class judicial system based on English common law
- ▀ Trading in any currency

Since its inception, Startup Qatar has received more than 1,500 startup applications showing interest in joining the programme and establishing their ventures in Qatar.



The programme is open to startups in any sector but startups in the following list are given priority:



## 07

# Concluding Remarks

Qatar's startup ecosystem is a vital engine of economic development and diversification. The efforts of entrepreneurs, academic and research institutions, and public and private sectors have significantly strengthened the ecosystem in recent years. This progress is evident in the well-connected and established network of startups that is now poised to capitalise on numerous opportunities for growth and success.

A prime example of this progress is Invest Qatar's "Startup Qatar" initiative. This initiative provides comprehensive support to startups, offering resources such as funding, business setup and registration support, access to information and other support services. By enhancing the local business environment and attracting foreign direct investment, "Startup Qatar" aims to aid the growth of new ventures and position Qatar as a key player in the global startup landscape. This initiative underscores the significant progress Qatar has made in fostering entrepreneurship and developing a robust startup sector.

By examining the key elements of leading global startup ecosystems, we can identify several critical factors and policies essential for establishing and maintaining a successful ecosystem. These include a national innovation strategy, high R&D investment levels, diverse funding options for SMEs, talent and startup attraction strategies, an entrepreneurial culture and robust support systems. For any startup ecosystem to thrive, it must be built on these foundational elements.

The development of Qatar's startup ecosystem is an ongoing process, continuously evolving to match global standards. Public and private stakeholders are committed to improving the foundational elements of the ecosystem, including education, R&D, funding, support systems and entrepreneurship competitions.



## Appendix

### 360 Nautica

Venture Capital/Angel Investor



Venture Capital/Angel Investor



Incubation programme for startups focusing on digital technology.



Investment, mentoring and networking.



Commercially registered company, digital technology product or service and market traction.

### Bedaya Center for Entrepreneurship and Career Development

Advising service founded by QDB and Silatech



Entrepreneur Counselling Sessions



30-minute advisory sessions for aspiring entrepreneurs.



Advice and evaluation on project formulation, marketing plan, etc.



-

### Bedaya Station



A service station to help entrepreneurs create and build their projects.



Visual design, photography, clearing government transactions, social media management and creating a business plan.



Qatari citizens or residents. Prices for services range from QAR 400 – QAR 6000.

## Digital Incubation Center (DIC)

Startup incubator



### Idea Camp



A five-week programme for entrepreneurs with a business idea in technology (IOT, AI, Advanced Analytics).



Training courses.



Technology-related idea.

### DIC Startup Track – Two-year programme

#### 1. Startup Track



A one-year programme for startups with a market-ready product.



A one-year incubation programme for an existing startup business.



Training courses, support services, mentoring, office space and networking. Support in obtaining funding from financial institutions.



Training courses, support services, mentoring, office space and networking. Support in obtaining funding from financial institutions.



Qatari resident.



Businesses should work on either web enablement, e-commerce or cloud.

## Doha Tech Angels

Venture Capital/Angel Investor registered with QFC



### Venture Capital/Angel Investor



An opportunity for startups to pitch their idea to angel investors.



Potential investment.



Digital technology product or service that is commercially ready. Paying or non-paying customers. At least two full-time team members. Some initial funding has already been raised.

## Nama

Centre for Youth and Entrepreneur Empowerment



### Tarweej



Incubator programme.



Support services, training and networking.



Conditions: 18-45 years old.

### Entrepreneurship Training and Consultation Services



A service station to help entrepreneurs create and build their projects.



Visual design, photography, clearing government transactions, social media management and creating a business plan.



Qatari citizens or residents. Prices for services range from QAR 400 – QAR 6000.

## Qatar Business Incubation Center (QBIC)

Startup incubator founded by QDB and Nama



### Lean Startup



An 11-week practical course once a year.



Training courses with an opportunity to pitch at the end and be selected to raise QAR 250,000 and the join the one year incubator programme.



Conditions: Qatari citizen or Qatari resident with a Qatari partner.

### Lean Acceleration



An acceleration programme for startups with high potential.



Resources: Training courses that finish with a showcase event pitching for VCs and angel investors.



Qatari citizen or Qatari resident with a Qatari partner. Have an active product or service with recurring revenue. One full-time co-founder and enough funds to develop a product for four months.

### Lean Manufacturing

 Description	A six-week training programme to develop manufacturing process.	 Resources	Training courses and practical sessions. Opportunity to receive subsidies for factory, office space and coaching.
 Conditions	Qatari citizen or resident. Either own or be part of a manufacturing business.		

### Lean Coach

 Description	A six-month programme to train coaches for startups.	 Resources	QBIC startup coach certification, opportunity to receive a one-year paid contract with QBIC.
 Conditions	Qatari citizen or resident. A minimum of seven years of experience in business or academia with deep knowledge in one business area.		

### Mix & Match

 Description	Programme to connect entrepreneurs with potential partners.	 Resources	One-on-one meetings with business partners.
 Conditions	-		

### Ooredoo Digital & Beyond Incubator

 Description	Incubator dedicated to the development and acceleration of promising technology-focused startups and SMEs based in Qatar.	 Resources	Developmental programs, expert coaches, support services and funding of up to QAR 250,000.
 Conditions	-		

## Qatar Development Bank (QDB)



### NUMU



A platform for direct financing for existing businesses.



Direct financing, guidance and support services.



Businesses in the manufacturing and industrial sector.

### Ithmar



Shari'a compliant equity financing programme for startups.



Funding up to 90% of the project with a limit of QAR 900,000.



Qatari citizens or Qatari residents with a Qatari partner. Above 18. All sectors except contracting, trade and real estate. Ability to contribute 10% of the total investment needed.

### Direct lending



Financing solutions to startups and existing businesses.



Funding up to 60% of the total value of the project. Funding for equipment and machinery, salaries and rents.



Businesses in manufacturing, health care, education, agriculture, services, livestock or fisheries sector. High entrepreneurial score, use of raw material, environment friendly, etc.

### ROWAD Awards – Qatar Entrepreneurship Award



An award celebrating successful entrepreneurs in seven different categories.



Prize money of QAR 100,000.



An SME that has excelled in either innovation, localisation, exporting, sustainability, quality. SME and microbusiness of the year.

### Al Fikra Business Case Competition

 Description	A business competition created together with Enterprise Qatar, MITEF, Silatech and CMU-Q with three categories.	 Resources	Awards ranging from QAR 5000 – QAR 50,000 together with QAR 100,000 worth of advisory services.
 Conditions	-		

### Al Dhameen

 Description	Guarantee programme for startups and SMEs.	 Resources	A guaranteed letter to a bank that promises to repay up to 100% of the funds accessed by a startup.
 Conditions	Qatari citizen. A company headquartered in Qatar with an annual turnover of less than QAR 30 million. Excluded sectors are agriculture, real estate, non-oil mining and quarrying, financial, fishing and livestock, wholesale and retail and insurance.		

### Khutwa Retirees Program

 Description	A three-week training programme.	 Resources	Training courses and coaching.
 Conditions	Qatari retirees.		

### Business Consultancy & Mentoring

 Description	Consultancy session for new or existing businesses.	 Resources	Advice and guidance on the best course of action for the business.
 Conditions	Qatari male and female entrepreneurs and aspiring entrepreneurs who wish to start their businesses.		

### Tadqeq

 Description	Accounting services for Qatari startups and SMEs.	 Resources	Two main services – accounting and bookkeeping for one year and annual audit and taxation services available up to three times.
 Conditions	Qatari-owned startup or SME.		

## Oqood



Legal advisory services for Qatari startups and SMEs.



Two main services – legal consultancy and legal services.



Qatari-owned startup or SME.

## Marketing services



Marketing services for Qatari startups and SMEs.



Assistance in developing a marketing strategy including branding, marketing campaign, marketing and PR consultancy, social media management, website development and product packaging.



Qatari-owned startup or SME.

## Eyada



Turnaround plan for Qatari startups and SMEs.



A diagnostic review laying the foundation for a turnaround plan and support for its implementation.



Qatari-owned startup or SME.

## Entrepreneurship Leave Program (ELP)



Programme that allows Qataris to take a career break while focusing on developing their business.



A two-year paid leave on par with the monthly salary up to QAR 50,000 a month.



Qatari citizen and government employee over 18 years old. Minimum three years of work experience and one year with the current employer. At least 25% ownership of an SME. Consent from Board of Directors to participate.

## Moushtarayat Platform



## Description

A digital gateway that helps entrepreneurs and SMEs access local business opportunities by collaborating with governmental, semi-governmental and private enterprises.



## Resources

Training programs and access to governmental, semi-governmental and private tenders in Qatar.



## Conditions

-

## Pre-seed Investment



## Description

An early-stage fund offering to companies operating within QDB's Incubation and Acceleration portfolio.



## Resources

A funding of up to QAR 250,000.



## Conditions

Graduates from various incubation and business acceleration programmes within QDB.

## Co-Investment



## Description

The programme aims to co-invest with other individual investor(s) and public/private entities or other institutions in early-stage, startups and SMEs.



## Resources

Co-investment amount up to QAR 3.65 million per deal.



## Conditions

Early-stage start-ups and SMEs, with a focus on high-tech and innovative technologies.

## Jahiz



## Description

Jahiz aims to support the industrial sector in Qatar to create a sustainable economic environment that contributes to diversify the local economy in line with Qatar National Vision 2030.



## Resources

Lease ready-to-operate manufacturing facilities and debt financing up to 70% of project cost.



## Conditions

Valid commercial registration including the industrial activity.

## Mentorship Programme



### Description

The mentorship programme connects startup companies throughout Qatar with industry experts and experienced entrepreneurs who are willing to share accumulated knowledge and experience.



### Resources

Mentorship, networking.



### Conditions

Qatari entrepreneurs or teams with active Qatari partners who own and operate viable businesses.

## Young Entrepreneur



### Description

This programme is designed to encourage entrepreneurship to the youth who will lead the future. The programme will consist of workshops, trainings concluding in a competition which will qualify the winners to showcase their products in an exhibition or any exhibition by QDB.



### Resources

Network and growth opportunities.



### Conditions

Students aged between 12–17-year-old who have business ideas or products.

## Qatar Fintech Hub (QFTH)

Startup incubator and accelerator



## Incubator Program



### Description

A three-month incubator programme for fintech startups.



### Resources

Cash investment up to \$40,000, mentoring, networking, workshops, company registration fee at QFC waived for one year.



### Conditions

Fintechs with an MVP, between pre-revenue and initial revenue and willing to start an office in Qatar.

## Accelerator Program



### Description

A three-month accelerator programme for fintech startups.



### Resources

Cash investment up to \$100,000, mentoring, networking, workshops, company registration fee at QFC waived for one year.



### Conditions

Conditions: Fintechs with a proven Product-Market fit, experienced leadership, established revenues and investments, aiming for global expansion and willing to start an office in Qatar.

### Hackathon Program

	Description	Competition where participants are asked to solve certain challenges.		Resources	The three winning teams get the opportunity to enter QFTH's Incubation Program.
	Conditions	-			

### Qatar Science and Technology Park (QSTP)

Free zone business park

واحة قطر للعلوم والتقانولوجيا  
QATAR SCIENCE & TECHNOLOGY PARK

عاصمة موسعة قطر  
Member of Qatar Foundation

### Stars of Science

	Description	A 12-week televised competition.		Resources	Mentoring during the competition and \$600,000 as a 1 <sup>st</sup> prize to scale business.
	Conditions	18-35 years old of Arab descent.			

### XLR8

	Description	10-week training programme.		Resources	Mentoring, training, networking.
	Conditions	Qatari residents.			

### QSTP Incubation Center

	Description	Incubation programme targeting tech startups.		Resources	Incorporation in QSTP Free Zone, support services, training, access to funding, co-working spaces.
	Conditions	Qatari citizens or residents. One founder working full-time in the startup. The full-time co-owners own at least 20% of the business.			

## Research To Startup



## Description

Support the research community in Qatar by providing a complementary pathway to commercialise intellectual property and launch new tech startups.



## Resources

Matching co-founders, mentoring, training, networking, seed-investment.



## Conditions

A team of with a senior tech professional and a high commercial potential IP that is ready to be licensed.

## Product Development Fund



## Description

Funding opportunity.



## Resources

Funding of up to 50% of the total budget as a grant.



## Conditions

Local SME or startup in the private sector, with at least 20% Qatari share ownership.

## Tech Venture Fund



## Description

Funding opportunity.



## Resources

Funding size from \$100,000 - \$3,000,000 depending on the startup's raising round.



## Conditions

Local innovative startups and international startups looking to scale in the region.

## Qatar SportsTech



Startup accelerator founded by QDB

## EntelaQ



## Description

A three-month pre-accelerator programme twice a year.



## Resources

Access to partners, investors and mentors. Mentoring sessions, workshops and marketing services. One-year paid QFC company registration and up to three months working space in Aspire Zone.



## Conditions

Young Qatari residents.

### Accelerator Programme



#### Description

A three-month accelerator programme for 10 startups outside of Qatar that are required to travel to Qatar for the programme and invited to set up their businesses there.



#### Resources

Training courses, mentoring support services, office space and events.



#### Conditions

Have a working MVP and more than one team member. Business active in one of four categories – athlete and team, fan and viewer, mega sports events and e-sports. Aim to register a branch in Qatar.

### Scale 7

Startup incubator founded by QDB



### Hackathon



#### Description

Three-day competition to create a business solution in either fashion gaming or circular economy/sustainability.



#### Resources

Workshops and mentoring. Winners receive four hours of mentorship and two months access to co-working space to develop their idea.



#### Conditions

–

### Incubation Program



#### Description

A three-month programme for startups in the idea stage.



#### Resources

Workshops, mentoring and networking.



#### Conditions

Idea related to fashion, design or technology.

### Acceleration Program



#### Description

A three-month programme for startups in the scale-up stage.



#### Resources

Workshops, mentoring and networking.



#### Conditions

Business related to fashion, design or technology.

## Sports Accelerator

A startup accelerator



### The Sport Accelerator



Description

An accelerator programme targeting international businesses looking to establish themselves in Qatar.



Resources

Facilitating business incorporation in either the Ministry of Economy and Commerce or Qatar Financial Centre, mentoring and support services.



Conditions

Established sports-related business.

## Qatar Investment Authority (QIA)



جهاز قطر للاستثمار  
QATAR INVESTMENT AUTHORITY

### Venture Capital



Description

A \$1 billion fund for startups to get funding at later stages (post series A).



Resources

Potential investment.



Conditions

Programme will place a priority focus on the tech sector, fintech, edtech and healthcare sector.

## Startup Qatar Investment Program founded by QDB



### START



Description

Funding opportunity.



Resources

Funding of up to \$500,000, mentorship, support and perks.



Conditions

Entrepreneurs with a Proof of Concept (PoC) or Minimum Viable Product (MVP) who seek funding to establish their operations in the Qatari market.

## GROW



Funding opportunity.



Funding of up to \$5 million, mentorship, support and perks.



Already established startups seeking funding to expand their operations into the Qatari market.

## Doha Venture Capital (DVC)



## Venture Capital



Funding opportunity.



Potential Venture Investment and supported by a team with an international investment track record.



Global high-growth companies and businesses looking to base themselves in Qatar.

## Hamad Bin Khalifa University



Member of Qatar Foundation

## The Education City Innovative Entrepreneurship Program



Capacity building workshops targeting tech startups in Education City.



Mentoring, workshops and funding of up to QAR 100,000.



Candidates who have innovative business ideas and who have an active Education City (EC) affiliation. Priority will be given to women entrepreneurs, students and researchers in the target audience segment.

## Innovative Start-Up Fund (ISF)



The fund aims to support HBKU entrepreneurs who have innovative business ideas with high potential.



Funding of up to QAR 100,000 for 12 months.



HBKU entrepreneurs with a company registration certificate.

### Industrial Innovation Fund (IIF)



The fund aims to support local, collaborative academia and industry-driven innovations, targeted at increasing the local capacity, responsiveness and private enterprise.



Funding of up to QAR 200,000.



Only HBKU faculty, researchers, scientists and staff are eligible to submit the application.

### Social Innovation Fund (SOCIF)



Funding opportunity for startups with novel solutions, products, business models and policies focusing on social challenges.



Funding of up to QAR 100,000 for 12 months.



Only HBKU faculty, researchers, scientists and staff are eligible to submit the application.

### Student Innovation Fund (SIF)



Funding opportunity for HBKU students to pursue their ideas.



Funding of up to 80,000 QAR for eight months.



Only HBKU students are eligible to submit the application.

### QF Alumni Entrepreneurship Fund



#### Alumni Fund



Fund is designed for QF alumni to grow their early-stage innovative ideas and startups into successful ventures by providing tailored guidance, funding and expert support.



Incubation, advisory and a funding of up to QAR 500,000.



The applicant must be an alumnus of QF Universities with a company registration certificate.

## Founder Institute



FOUNDER  
INSTITUTE  
TUNISIA

### Mentorship



Programme for pre-seed entrepreneurs to help them get traction and funding.



Mentorship.



-

## WISE



### WISE Edtech Accelerator



Accelerator for EdTech Founders.



Bootcamps, coaching, mentorship and networking.



An established startup with traction and an MVP.

## TASMU Accelerator



### TASMU Accelerator



Accelerator for EdTech Founders.



Incubation, funding of up to QAR 200,000 for top three startups in the cohort with no equity taken and no-cost Qatar registration.



Startups in transportation and logistics, healthcare, environment and tourism industries are eligible to apply for 2024 batch.

## QRDI Council



### Alchemist Doha



Pre-seed fund for distinctive tech entrepreneurs in emerging markets.



Funding and support from Alchemist and QRDI teams.



Promising founders with compelling products and early market traction.

### Technology Development Grant (TDG)



Support companies seeking to conduct R&D to develop a new product, process or service.



Funding of up to QAR 10 million for a duration of up to three years.



Any company incorporated in Qatar is eligible to apply for the grant. Companies outside Qatar should incorporate in Qatar if awarded with the grant.

### Qatar Open Innovation (QOI)



The programme connects strategic entities within Qatar with a global pool of innovators and technical experts



Funding of up to \$100k and support from a strategic entity in Qatar



Announced with each opportunity.

### Knowledge Transfer Partnership Qatar (KTP-Q)



Qatari-registered businesses with Qatar's knowledge institutions (universities and research institutes) to deliver business-led innovation projects.



Funding up to QAR 500,000 per year on a co-funding basis, for up to three years.



The application must be made by a Qatari based knowledge institution, working with a Qatari based business partner.

### Industry innovation Challenge (IIC)

Description	Initiative to revolutionise sustainability in Qatar's maritime industry.	Resources	Funding up to \$1 million.
Conditions	Winning projects will receive \$100,000 and need to establish a local presence in Qatar to access the funding beyond the initial amount.		
<b>Qatar Spain Innovation Program (QASIP)</b>			
Description	An opportunity for Qatari companies partnering with Spanish companies for innovation projects.	Resources	Funding up to QAR 500,000.
Conditions	An application must involve participants from Spain and Qatar with company registration in their respective locations.		
<b>Innovation Capability Building Program</b>			
Description	A five-day programme aimed at talent in different sectors and designed to inspire and equip participants with innovative solutions for their ministries and sectors.	Resources	Mentorship and training.
Conditions	Applicants should be government, business, R&D-based startups and SMEs leaders in Qatar or people who are planning to launch an innovation career in Qatar.		

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