COUNTRY CONFERENCE

Qatar

CCI FRANCE INTERNATIONAL

GCC - FRANCE BUSINESS FORUM

Connecting communities, sharing expertise

CCI FRANCE INTERNATIONAL

CCI FRANCE UAE

CCI FRANCE BAHREÏN FCCIB

CCI FRANCE QATAR MAISON DE LA FRANCE

CAFS Conseil d'Affaires Franco-Saoudien

OFA Oman France Amitié

Pakistan-France Business Alliance

AMBASSADE DE FRANCE AUX ÉMIRATS ARABES UNIS

Business France

SPONSORS

CRÉDIT AGRICOLE CORPORATE & INVESTMENT BANK

FAB First Abu Dhabi Bank

fives Industry can do it

T&C GROUP TROUVAY & CAUVIN Channelling all energies

GIG GULF

VEOLIA

EURO GROUP CONSULTING

Key Indicators

- **Population :** 2 800 000
- **GDP:** $218 billion ($356 billion in PPP)
- **Growth: 2.4 %**

Major Trends

- **Economic Diversification**:
  - Third phase of *Qatar National Vision 2030* launched, focusing on technology, innovation, and sustainable economic transition.
  - Development of nine key clusters: advanced manufacturing, logistics, tourism, healthcare, financial services, technology, education, AI, and creative industries.
- **Energy Transition**:
  - Upcoming energy developments support a promising economic outlook.
- **Tourism and Events**:
  - Strong infrastructure legacy post–World Cup.
  - Growing focus on tourism, hospitality, and sports sectors.
- **Regional Cooperation (GCC)**:
  - Ongoing integration in transport, trade, and mobility.
  - Multi-country opportunities across GCC markets.
  - Doha is increasingly viewed as a credible alternative to Dubai or Riyadh as a regional hub.

Flagship Projects

- **Invest Qatar initiatives**:
  - *Data Gateway* tool for B2B and international partnerships.
  - *Financial incentive program* ($1 billion) to support local operational costs.
  - *Startup support programs*: AQAM (QAR 1 million fund-of-funds), QDB programs for startups and scale-ups.
  - Major events: *Qatar Economic Forum*, *Doha Forum*, *Web Summit* (attendance doubled in one year).
- **Regulatory milestones**:
  - 100% foreign ownership (since 2020/2021).
  - Competitive corporate tax rate (10% on local income).
  - Digital and fintech regulatory modernization.
  - Streamlined judicial and arbitration procedures.
- **Hosting entities and frameworks**:

- *Qatar Financial Centre (QFC)* – flexible, investor-friendly framework.
- *Ministry of Commerce and Industry* – alternative registration and licensing options.

Business Insights

- **Key Sectors**:
  - Energy, Sports, sustainability, tourism, technology/digital, food security, agri-tech, healthcare, and infrastructure.
  - Cross-sector collaboration between France and Qatar: technology, AI, security, and creative industries.
- **Regulatory and Business Environment**:
  - Modern, investor-friendly ecosystem.
  - Multiple jurisdictions adapted to various business activities.
  - Importance of robust contractual agreements even under 100% foreign ownership.
  - Continuity agreements between Qatar and the EU reflect mutual trust and strategic cooperation.
- **Business Culture & Entry Strategy**:
  - Relationship- and trust-based market.
  - Long-term commitment and preparation are essential.
  - SMEs encouraged to build autonomy, develop local skills, and leverage cluster dynamics.
  - Support available from structures such as *BVI* and *Boost* programs.
- **French Banks' Role**:
  - Support for both multinational entry and Qatari entities expanding abroad.
  - Expertise in sustainable, Islamic, and structured financing.
  - Active networking across local and international ecosystems.

Recommendations & Tips

- **For French Companies / Investors**:
  - Align business strategies with *Qatar National Vision 2030* clusters.
  - Focus on innovation, AI, creative industries, sustainability, and advanced manufacturing.
  - **Engage early with CCI France Qatar** to ensure a smooth market entry.
  - Attend upcoming networking events (Web Summit, Economic Forum, LNG2026) to explore partnerships.
  - Commit long-term and build trusted local relationships.
- **For SMEs**:
  - Study the market carefully and prepare detailed entry strategies.
  - Use institutional support programs (BVI, Boost).
  - Offer tangible added value and maintain strong organizational capacity.
- **For Legal and Financial Advisors**:
  - Develop localized best-practice toolkits.
  - Educate SMEs on local regulations and contractual nuances.
  - Expand offerings in sustainable finance and capital markets.

- **For Policymakers:**
  - Strengthen promotion of the *Data Gateway* platform.
  - Expand financial incentives and startup support.

Overall Conclusion

Qatar positions itself as a **key regional business hub —** ambitious, stable, and increasingly open to international partnerships.
Opportunities for French companies are strong, especially in tech, AI, energy, tourism, and sustainability.
Success depends on **strategic preparation, long-term presence, and partnership-driven approaches** in a market where **trust and relationships** remain the foundation of business success.
Regional GCC integration further enhances Qatar's attractiveness as a gateway for wider Middle East expansion.