

# 7<sup>th</sup>

**Qatar Exhibition & Forum  
for Investment and Finance**

**D O H A , Q A T A R  
11 - 14 NOVEMBER 2012  
Doha Exhibition Centre**



**Q** 2012  
**Money**

[www.qmoney.info](http://www.qmoney.info)

# Welcome To QMoney 2012

In 2012, QMoney celebrates its 7th edition. Established in 2001, QMoney has evolved with the finance and it remains the middle east largest and most well established event of its kind. It is the only show to deliver an audience with a specific interest products and solutions for the Accounting and Finance sector.

With 25 years experience MPR has a deep understanding of what exhibitors and visitors want from an exhibition and our team delivers this every step of the way. The service and support you will receive as an exhibitor is second to none and we are on call to make sure you have a successful show.



# Message From Jaber Al Mansouri



After six consecutive successes achieved in 1998, 1999, 2001, 2003, 2008 & 2010, now QMoney 2012 is back bigger, better and more international. QMoney 2012 showing one of the most ambitious, investment and banking opportunity.

QMoney 2012 can offer the opportunity to showcase your products and services to a captive sophisticated audience. All major banks, financial institutions, investment companies, businessmen are contributing to this event.

We are certain that your participation in this prestigious exhibition will have tremendous positive effects on the success of this event and the achievement of its objectives, because your participation will increase communications and the exchange of ideas among business and private investors.

بعد النجاحات المتتالية التي تحققت في 1998، 1999، 2001، 2003، 2008 و 2010 QMoney، 2012 ينعقد بدعم محلي و دولي أكبر وأفضل.

و يعتبر هذا الحدث فرصة للمستثمرين و لرجال الأعمال لفتح آفاق جديدة للقطاع المصرفي بدولة قطر و تعزيز العلاقات التجارية بين الدول.

يقدم هذا المعرض أحدث المنتجات والخدمات للبنوك والمؤسسات المالية والشركات الاستثمارية في مختلف المجالات.

نحن على يقين من أن مشاركتكم في هذا المعرض سيكون لها آثار إيجابية كبيرة على نجاح هذا الحدث وتحقيق أهدافه، وذلك لأن مشاركتكم ستزيد الاتصالات وتبادل الأفكار بين رجال الأعمال والمستثمرين من القطاع الخاص.

*Jaber Al Mansouri  
President and General Manager  
Maraya Public Relations*

# Qatar

a country of unlimited growth potential



**Qatar is on its way to reporting the highest economic growth in the world for another year**

Qatar is definitely one of the winners springing from the global financial crisis. While the western economies and some of the Emirate's neighbors suffered heavily or partially from the crunch, powerful growth helped Qatar withstand the downturn and build the fundamentals of growth for decades to come.

**NATIONAL VISION 2030 AIMS TO MAKE QATAR A FULLY ADVANCED COUNTRY BY 2030.**

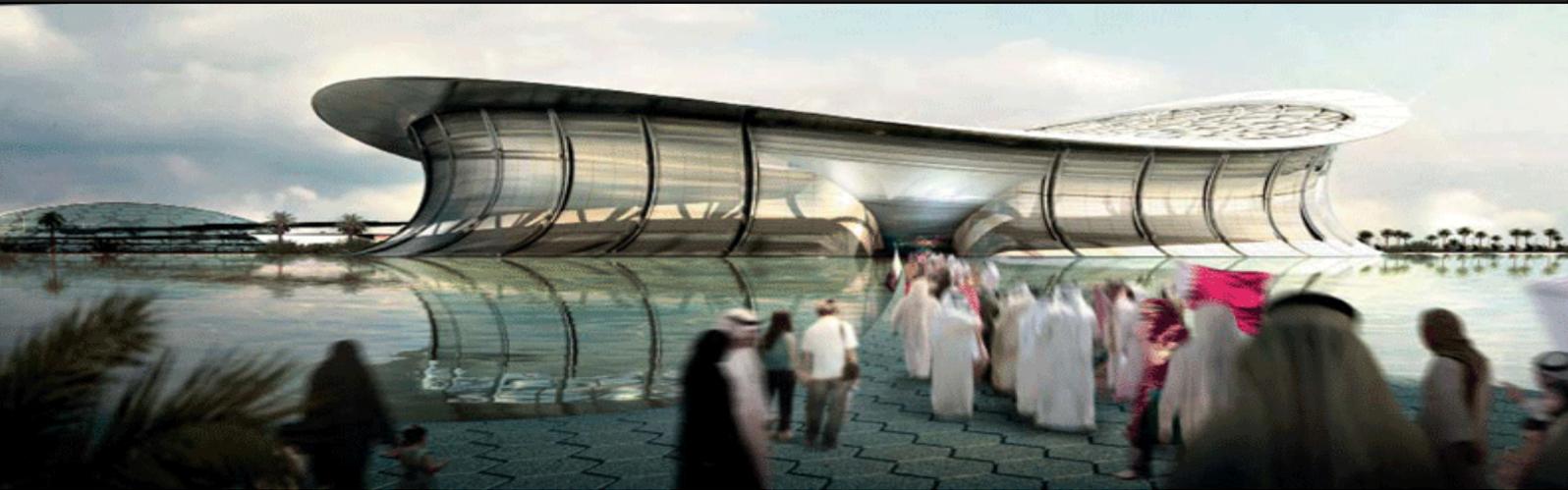
Qatar National Vision 2030, launched by HH the Heir Apparent Sheikh Tamim bin Hamad al-Thani, builds a bridge between the present and the future, and envisages a vibrant and prosperous country. The National Vision aims at transforming Qatar into an advanced country by 2030, capable of sustaining its own development and providing a high standard of living for everyone in a country experiencing rapid population growth.

Qatar is currently witnessing huge rates of population expansion. During the 2004-2008 period, population grew at an average of 15.2% to reach 1.45 million in 2008, and by 5.3% in 2009 to reach 1.63 million. This growth is inducing Qatar to develop large-scale projects and spend more in diverse areas including electricity, water, roads, and airports. Notably, several new independent water and power plants and associated substations are planned, with the government hoping to attract considerable foreign participation. In addition, a massive road-building program is in place. Qatar will continue to develop huge infrastructure to achieve the Vision 2030. Roads, schools, hospitals, stadiums, and power plants will be the focus of Qatar's infrastructure development. In addition, Qatar is bidding to host the World Cup

in 2022, thus it will attempt to show FIFA's deciding committee that it's capable of handling huge masses and facilitating transportation for them. As a result, transportation projects will continue to increase and more infrastructure projects will be streaming to be completed.

# Qatar

## Major Projects



### **LUSAIL CITY**

200,000 people will call Lusail City home when it opens later this year. Located on the coast, approximately 15 km north of Doha's center, the 35 sq km urban development will have two marinas, residential areas, island resorts, commercial districts, luxury shopping and leisure facilities, and an entertainment district. The project's budget is estimated at \$5.5 billion.



### **NEW DOHA INTERNATIONAL AIRPORT**

The \$5 billion New Doha International Airport will cover over 22 sq km upon its inauguration in 2011, making it one of the biggest airports in the world. With an opening day capacity of 24 million passengers, the airport can handle 30 times the current population in Doha. It will also make its mark as the first airport to fully accommodate the Airbus A380, the largest passenger plane ever built.



### **EDUCATION CITY**

An initiative of the Qatar Foundation for Education, Science and Community Development, Education City comprises 14 sq km of educational facilities. Some of the world's leading universities have branches on the campus, including Carnegie Mellon University in Qatar, Georgetown University School of Foreign Service in Qatar, and Northwestern University in Qatar. Dedicated to building human capital, Education City strives to set the standard for educational excellence not just in Qatar, but in the Middle East and beyond.

# Qatar

## International Investment Strategy



### **QATAR SPORTS INVESTMENTS ACQUIRED MAJORITY STAKE OF PARIS SAINT GERMAIN**

Qatar Sports Investments acquired a 70 per cent ownership stake in Paris Saint-Germain.

PSG said its American owner, Colony Capital, will keep 30 per cent of the shares. Financial terms of the deal were not announced. QSI was set up in 2005 by Qatari prince Sheik Tamim Bin Hamad Al Thani.

The fund's previous investments include a golf club and health spa in Doha - Associated Press is reporting.



### **QATARI DIAR FINANCES \$700 MILLION IN CITY CENTER WASHINGTON DC**

The real estate sovereign wealth enterprise of the Qatar Investment Authority, Qatari Diar, is financing \$700 million in the development of City Center DC.

City Center DC is a 10-acre project located in Washington DC, covering 4.5 city blocks. [Content protected for Sovereign Wealth Fund Institute Standard subscribers only.]



### **QATARI DIAR PLANS TO INVEST IN MONTENEGRO RESORT DEVELOPMENT**

The Qatari Diar Real Estate Investment Co, which is a sovereign wealth enterprise of the Qatar Investment Authority (QIA), plans to invest €250 million (US\$ 337.4) in developing an Adriatic resort in Montenegro. The Qatari sovereign wealth enterprise has been active in redeveloping hospitality properties in Europe. The resort project will include a luxury hotel, apartments, retail shopping, and villas. Tivat is attracting high-net worth people due to its beautiful location and development of a new port project (Porto Montenegro project).

# QMoney

## The Event



### About QMoney

QMoney brings together some of the most influential members of the global financial and business community to discuss developments and trends in the dynamic markets of Qatar. This is your opportunity to build up contacts, gather the latest market intelligence, and explore business opportunities in Qatar and the rest of The Middle east.

### Venue

Doha Exhibition Center is the Middle East's leading exhibition, convention and conference venue, offering of prime space and hosting over 90 major events every year. Providing unmatched facilities and world-class professional support, DHC has enabled a diverse range of events to grow to international prominence.

Situated in the business heart of Doha, one of the fastest growing cities in the world, DHC's flexible and versatile meeting spaces and impressive facilities are designed to meet the highest expectations.

### Exhibitor's Profile

#### Banks & Finance House

- ❖ Bank & Bankers
- ❖ Transfer & Exchange Centre
- ❖ Brokers & Exchange companies
- ❖ Finance Centre & Finance market
- ❖ Stock Brokers & Stock Market
- ❖ Financing & Investment Portfolio

#### Various Investments

- ❖ Trades & Investment Group
- ❖ Legal & training Consultant
- ❖ Industrial Cities
- ❖ Investment Promotion
- ❖ Auditors & patents
- ❖ Business Board Council

- ❖ Free Zone, Jetty Companies
- ❖ Investment Companies as Medicals, Agriculture, Real estate, Industries & Educational

#### Real Estate

- ❖ Real Estate Companies & Consultants
- ❖ Resorts, Villages & Hotel Investment
- ❖ Real Estate Developers
- ❖ Architects
- ❖ Contractors
- ❖ Project management Companies

#### Services

- ❖ Services Support Companies
- ❖ Insurance & re-insurance Companies
- ❖ computer Software & hardware Companies

### Visitors Profile

The visitor audience is made up of decision-makers and end-users from primarily Qatar businesses across all sectors.

Typical job titles of attendees include:

- ❖ Finance Director
- ❖ Company Secretary
- ❖ CEO
- ❖ Managing Director
- ❖ Accountant
- ❖ Financial Manager
- ❖ Systems Accountant
- ❖ IT Director
- ❖ Project Manager
- ❖ Technology Advisor

# QMoney

## Strategic Benefits



### Benefit for Investors

The attending audience at QMoney will gain invaluable insights in international investment practices and opportunities including:

- Analyzing country-specific investment potential
- Assessing the risks attached to investing in a given country and gathering strategies to help insulate investment
- Review the country's political stability, taxation framework, foreign business operations, cultural environment
- Building reliable investment portfolios while changing primary investment locations
- Identifying investment options in a transitioning economy
- Forming strategic bonds with government institutions presenting projects
- Review investment performances and ROI opportunities
- Defining actionable strategies to better understand complex investment decisions
- Exchanging lessons learnt & best practices from top private & public investors
- Diagnosing high performance potential in overseas investment opportunities
- Devising comprehensive investment plan to remove obstacle and avoid Blind spots
- • Seizing PPP and PFI options

### QMoney 2012's 5 Unique Selling Points Benefits for Investors

- Real-time value assessment
- Step-by-step investment guidelines
- Substantial asset monetization prospects
- Limitless Networking opportunities
- Guaranteed ROI

### Benefits for Government Agencies & Private Sector Companies

QMoney is an opportunity and a tribune for national & foreign government authorities & agencies to:

- Offer realistic facts & figures checked economic briefing
- Communicate on countries economic health, present key growth sectors and future directions
- Market multi-sector projects & country's key benefits to foreign individual & institutional investors
- Discuss taxation, physicality & regulation for investment in public projects
- Disclose the benefits of outbound and inbound investment
- Present financiers with suitable investment options (PPP or PPA, Hybrid)
- Provide methodologies to facilitate direct investment in government-led projects
- Strengthen investors' confidence in the sustainability and longevity of ongoing or planned projects
- Submitting tenders for municipal, regional & countrywide infrastructure development Projects

# QMoney

## 2012 B To B Meetings



### QMoney 2012 B2B Meetings

The **QMoney B2B Meetings** will offer ideal opportunities to interact with international project developers & promoters. The **QMoney 2012 B2B Meetings** form a dedicated platform for exclusive one-on-one meetings offering detailed information about all participating investors and their strategic business needs through a secure platform.

A sophisticated web-based scheduling system enables participants to select one-on-one business meetings that fit their current priorities, preferences and expectations. The one-on-one business meeting will be discreetly located at the venue location.

By setting appointments with targeted investors on the QMoney B2B designated web-portal project promoters will be able to schedule a minimum of 10 B2B meetings with investors & financiers.

QMoney B2B aims at becoming your client portfolio builder and long-term business relationship enabler.

### B2B Meeting Participant's Profile

- Government certified Project Promoters
- Certified Private Promoters
- Individual Investors
- Entrepreneurs
- Chairman, President & C-level executives from:
- Financial sectors
- Energy
- Agribusiness
- Telecommunications
- Construction
- Real Estate Companies
- Tourism & Hospitality
- Mining
- Transportation
- Law firms
- Consultancies

### Conference Topics:

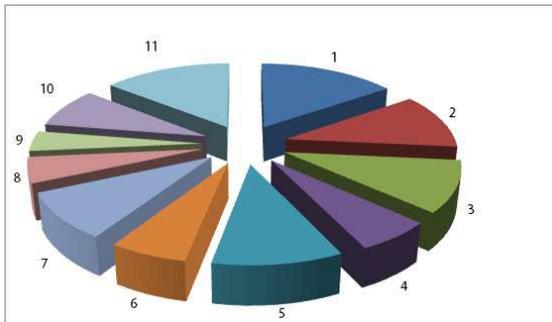
- Agribusiness, Export & Waste Management
- Capital Markets & Financial Institutions Sustainability
- Government Investment Strategies
- Investment Trends in Energy, Renewable & Transportation Infrastructure Projects
- Islamic Finance
- Natural Resource Sector Investment (Mining, Iron Ore, Raw Material)
- Telecommunications & New Media Technologies
- Tourism, Hospitality & Real Estate Market Solidity
- Sovereign risk management & divestment
- Economic Governance & monetary policies
- Analysis of stock markets, financial services performance
- Updates international trade & foreign investment regulation
- Assessment of bailouts, current trends in public finance in mature markets

# QMoney

## 2010 Edition Statistics

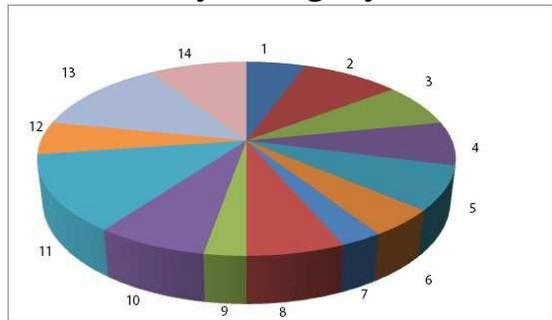


### Exhibitor's Profile



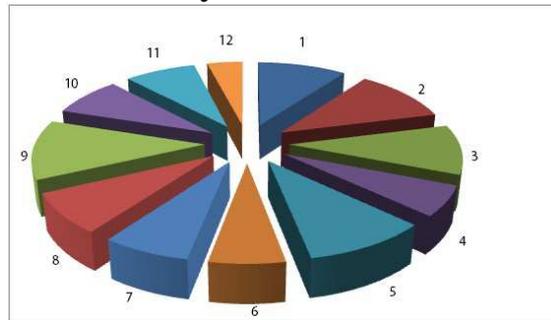
1. Ministries & Departments - 15%
2. Investment Promotion Agencies - 11%
3. banks Financial Institutions - 10%
4. International Organizations - 6%
5. Tourism boards - 10%
6. Energy & Environment Boards - 6%
7. Infrastructure Development Sector - 9%
8. Health Sector - 5%
9. Education - 4%
10. Urban Planning - 8%
11. Private Sector (Industries) - 14%

### Investors By Category



1. Sovereign fund - 6%
2. Private equity - 10%
3. Hedge funds - 8%
4. Asset management - 8%
5. Islamic Banks - 8%
6. Mutual fund - 5%
7. Pension Fund - 3%
8. Real estate fund - 7%
9. Merchant banks - 3%
10. Private investors - 8%
11. Investment banks - 14%
12. Venture capital firms - 6%
13. Families - 14%
14. commercial banks - 10%

### Investors By Sectors

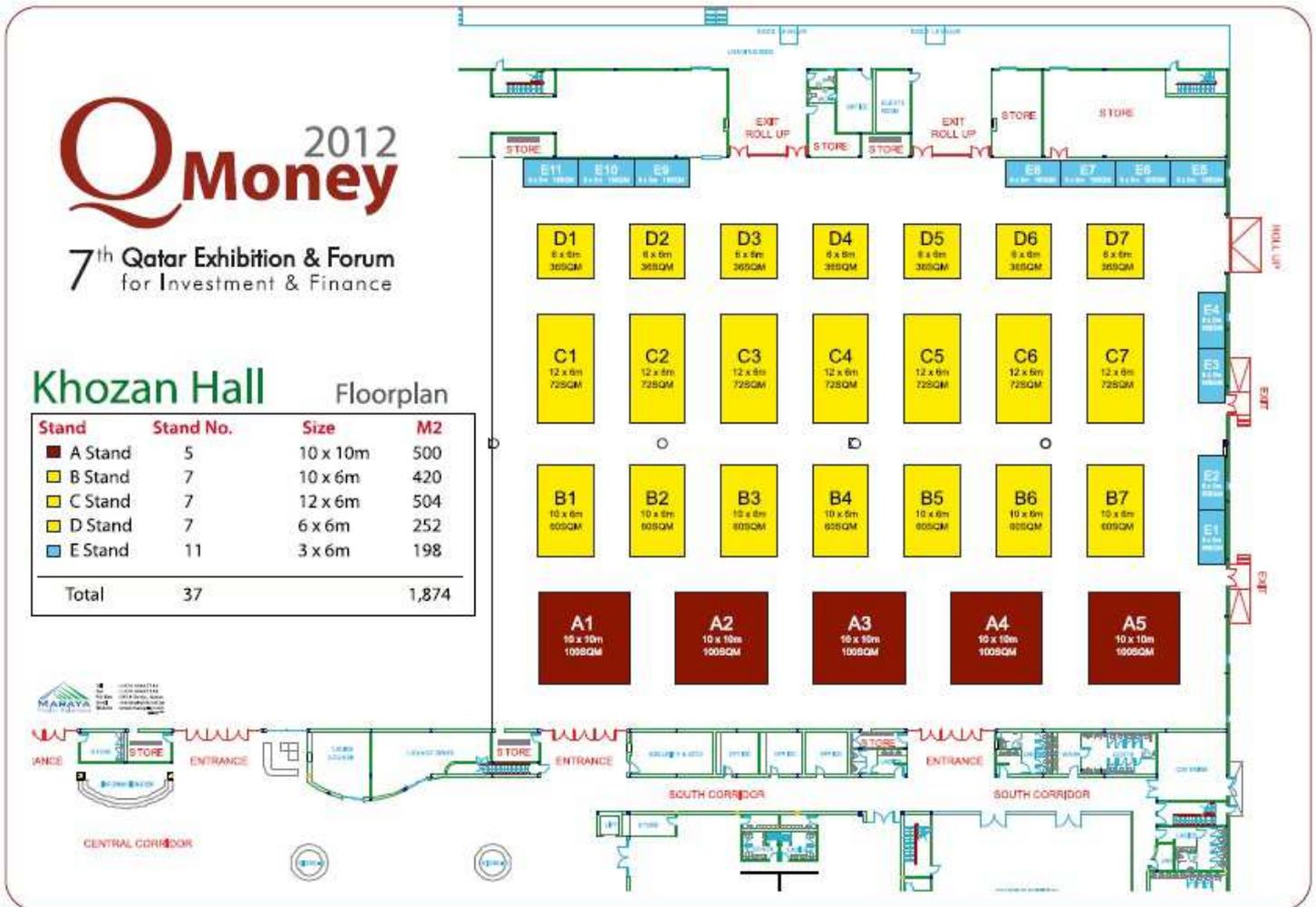


1. Banking & Financial services - 10%
2. Food Industry - 11%
3. Healthcare & Pharmaceutical Industry - 10%
4. Hospitality - 6%
5. Industrial - 10%
6. Distribution & Retails - 6%
7. Oil & Gas - 7%
8. Petrochemical - 8%
9. Property Development - 12%
10. Renewable - 8%
11. Sport Infrastructure - 8%
12. Agriculture - 4%



# QMoney

## Floor Plan



# QM Money

## General Conditions

### Confirmation Of Exhibit Stand Or Open Space

Be deemed to be acceptance to the terms and conditions of participation by the exhibitor.

### Allocation Of Space

Organizer, at their sole discretion, allocate space to the exhibitor in a manner, they consider the best with accordance with the category of the exhibitors. The organizer shall reserve the rights:

- To reallocate stand or open space allotted to the exhibitor at any time prior build up commencement of the exhibition premises.
- To alter the size and dimensions of the exhibition hall.
- To transfer or alter entrance and exits to the exhibition hall.
- To undertake any other structural alternation should an exceptional circumstances demand it?. Such relocation shall be at absolute discretion of the organizers and the exhibitors shall have no right to claim compensation as a result thereof.

### Stand Or Open Space Condition

It is not allowed to use the stand or open space for any other purpose. It is also not allowed to rehire the stand to any party without getting a prior written approval from the organizer.

### Withdraw/Refund

Under no circumstances, whatsoever, any payment made by the exhibitor would be refunded in case of cancellation or withdrawal.

### Cancellation Policy

1. stand or open stand application from received by email confirmation, cancellation will be accepted (3 month) before the exhibition.
2. any stand or open space reduced will attract a 25% of the reduced stand size rent.

### Changes/Consequential

Organizer has the full rights to cancel or postpone the date of exhibition under unforeseen circumstances and will not be responsible for any consequential loss caused due to this cancellation. If, in the opinion of the organizer, by rearrangement or postponement of the period of the exhibition, or by a substitution of another hall or building, or any other reasonable matter, the exhibition can be carried through, the contract for space shall be binding upon the parties, except as the size and position, as to any modification, substitution or rearrangement they consider necessary as shall be determined by the organizer, in such case, the exhibitor cannot cancel his participation or claim any compensation.

### Jurisdiction

The organizer shall reserve the right to alter, add to or amend any of the above mentioned terms and conditions and the decision of the organizer shall be final. No alteration, addition, amendment or waiver to any of these conditions, shall operate to release any exhibitor from this contract. The implementation of these terms and conditions or supplementary stipulations laid down by the organizer shall be judged according to the law of courts of Qatar.

### Specific Stand Or Open Space Allocation

All applications for space will be confirmed, only if 50% advance payment is received on time. If not, organizer has the right to allocate the stand to any other exhibitor without any notice what so ever.

### Conditions Applying To The Exhibition Order

1. Exhibitor will be responsible for any damage to the walls or floors as maybe occupied by the exhibitor.
2. Exhibitor will comply with all rules and regulations of the authority having control over the site.
3. Exhibitor will keep clean and tidy his stand or open space occupied to the satisfaction of the organizer.
4. No electrical work will be undertaken save with the consent of the organizer and then only by an electrical contractor to be approved by the organizer.
5. organizer will be not responsible to any loss or damage to any stand or open space or contents.
6. Insurance should be made by the exhibitor. Exhibitor is responsible to any loss or damage caused to others and he should compensate them.
7. All display material must be removed from the side by the exhibitor after the closing exhibition and before 10 AM of the following day.
8. The exhibitor agreed to be bound by the conditions as specified.



# Maraya Public Relations

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قطر Qatar   
الهيئة العامة للسياحة  
Qatar Tourism Authority