

COUNTRY INFORMATION SHEET: QATAR



Why Select the Qatari Market?

There are a number of reasons to choose Qatar as an export destination such as:

- Qatar's 2.4 million people purchased £2.3 billion of British goods in 2018
- English is widely spoken
- there are strong UK-Qatar cultural and historical ties as many Qataris have studied in the UK, have UK homes and visit regularly
- there is considerable capital spending by the Qatari government on education, healthcare, infrastructure and transportation
- it is expected to have the highest real growth in the Gulf Cooperation Council (GCC) region over the next few years

Summary

An independent state situated on a peninsula in the Arabian Gulf bordered by Saudi Arabia and the United Arab Emirates.

Cities

Capital: Doha

Principal Ports

Doha, Halul Island, Umm Sa'id (Musay'id)

Population

2.6 million

International Country Code

QA

Language(s)

Arabic (official), English commonly used as a second language

Challenges

- Qatar is a highly-competitive market. UK companies need to check pricing is competitive as the Qatari Riyal is tied to the US dollar.
- Risks stemming from 49%/51% business ownership share rules in favour of Qatari nationals. Foreign enterprise will always be the junior partner. Foreign investment is restricted in some sectors.
- A contract should be signed before undertaking any work or projects in Qatar.
- a lack of transparency in the market especially in relation to government procurement
- preferential treatment given to suppliers using local content in government procurement.
- In June 2017, Qatar became the subject of a blockade implemented by four Arab States (Saudi Arabia, United Arab Emirates, Egypt and Bahrain).

For more in-country support and advice

Qatar - British Business Forum

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DOCUMENTATION GUIDE

CERTIFICATE OF ORIGIN

Shipments from the UK may have to be supported by a Certificate of Origin (CO) obtained from the local Chamber of Commerce, certified by the Arab-British Chamber and legalised by the embassy (generally arranged by the Chamber); there will be fees for this. See the Arab-British Certificates of Origin topic for further information on legalisation fees.

In some cases, instead of the Arab-British CO, an EC CO may be acceptable to Qatar customs (though there may be a small administration fee or penalty imposed in Qatar on your customer).

The following clause should be shown on the CO: *"We hereby declare: that the origin of the mentioned merchandise is; that the merchandise has been manufactured by; and that this merchandise is made from raw materials originating only in"*

Note: Although UK Chambers of Commerce will stamp an EU CO for Qatar it cannot be legalised, so exporters must be prepared to issue a letter of indemnity to protect the Chamber from any potential action against them if there is a problem at import. Goods entering Qatar with an EC CO from the UK may be subject to delays at import and may incur penalties. An Israeli boycott declaration is not required though some Qatar importers may still request one.

COMMERCIAL INVOICE

Invoices are to be issued in four signed originals. Invoices must include a full and accurate description of goods, first six digits of the commodity code (HS code), transport details, weights and dimensions, value and currency of the supply including separate indication of additional costs such as freight and insurance, the shipping term (the Incoterms' 2010 rule, country of origin, name and address of the manufacturer, and the full addresses of all parties concerned. Must include the following declaration:

We hereby declare: that the origin of the mentioned merchandise is ...; that the merchandise has been manufactured by ...; and that this merchandise is made from raw materials originating only in ...

To be presented together with CO as a set for certification and legalisation by the Qatari Embassy in the country of origin or by the customs authorities at the port of entry into Qatar.