Real Estate Insider

January 2025

KPMG in Qatar

—

Issued in February 2025

Retail Sector (1/2)

Qatar Duty Free turnover up 18% in busy 2024; 25 new concepts beckon in 2025

Qatar Duty Free (QDF) saw an 18% growth in revenue during the fiscal year 2024, owing to robust passenger traffic, the launch of new retail concepts, and expanded product selections. The expansion underscores QDF's commitment to improving the shopping experience at Hamad International Airport, with ambitions to introduce novel concepts and luxury brand collaborations in 2025. This milestone highlights QDF's contribution to Qatar's tourist and retail sectors, as well as its status as a prominent global duty-free operator.

Snoonu and PayLater sign strategic MoU to revolutionize BNPL services in Qatar's E-commerce sector

Snoonu, Qatar's leading super app, has partnered with Pay Later, the first licensed Buy Now, Pay Later (BNPL) platform in Qatar, to enhance the digital shopping experience. This partnership allows Snoonu users to split payments into manageable installments, making high-quality services more accessible and affordable. The collaboration aims to improve financial flexibility and drive growth in Qatar's rapidly expanding e-commerce sector. It is expected to benefit both consumers and merchants by increasing purchasing power, fostering loyalty, and supporting sales growth.

Travelex unveils latest store at Qatar's Hamad International Airport

Travelex has opened its 13th outlet at Hamad International Airport (HIA), including its second location in the Arrivals Meet & Greet area, offering currency exchange for 45 currencies and global money transfer services. Along with nine retail outlets and four mobile kiosks, the expansion aligns with Qatar's growing tourism and HIA's recognition as the World's Best Airport 2024. The December 15 launch event featured key officials, with Travelex highlighting its commitment to simplifying travel money access for visitors.

Qatar's retail sector projects CAGR 5% growth by 2030

Qatar's retail sector is expected to develop at a compound annual growth rate (CAGR) of 5% by 2030, propelled by population growth, increased consumer spending, and the expansion of contemporary retail infrastructure. Increased investments in shopping malls, e-commerce platforms, and premium retail experiences are also helping to drive sector growth. This continuous development trajectory demonstrates Qatar's commitment to diversifying its economy and increasing its appeal as a retail destination.

Sources: Gulf Times, The Peninsula Qatar, TR Business, Passenger Terminal Today

Retail Sector (2/2)

Lulu Group Launches 'India Utsav 2025' to Celebrate Indian Heritage

Lulu Group has launched the vibrant "India Utsav" festival to mark India's 75th Republic Day. The 10-day event, inaugurated by Indian ambassador Vipul, showcases Indian food, spices, traditional wear, and cultural diversity. It highlights over 4,000 Indian products available year-round, with special focus on organic items, millets, and traditional foods like biryanis and curries. Lulu's "Buy 2, Get 1 Free" promotion runs through February 5, offering discounts on international fashion brands.

Max Relaunches Mall of Qatar Store After Overhaul

Max at Mall of Qatar has undergone a complete renovation, unveiling a fresh new look aimed at enhancing the shopping experience. The relaunch event was attended by Nitin Grover, DGM of Finance, and Rajgopal, Head of Marketing at Landmark Group Qatar, along with the Landmark Group team. The newly renovated store promises an upgraded and exciting shopping environment for customers.

Sources: Gulf Times, The Peninsula Qatar

Commercial Sector

Qatari bank Dukhan posts record $356mln net profit for FY2024

Dukhan Bank reported a record $356 million net profit for fiscal year 2024, demonstrating significant growth and financial performance. The bank's growth was fueled by increased revenue from core banking activities, strategic investments, and effective cost control. Dukhan Bank's results demonstrate its commitment to innovation and banking excellence, bolstering its position as Qatar's leading financial institution.

UBS Signs Contract for New Office in Msheireb Downtown Doha

Msheireb Properties and UBS have celebrated the signing of a contract for UBS's new office in Msheireb Downtown Doha, set to house the wealth management business in Qatar. The office will feature a dedicated client area and be located in the smart and sustainable Doha Design District 1, with a planned move in late 2025. UBS's new location will provide an environment that fosters growth and innovation, aligning with Msheireb Downtown Doha's vision as a top destination for global businesses. The district is known for its sustainability features, cutting-edge infrastructure, and prime location.

QIB named 'Best Islamic Bank in the GCC' from World Union of Arab Bankers

Qatar Islamic Bank (QIB) has been named Best Islamic Bank in the GCC by the World Union of Arab Bankers, honoring its commitment to innovation, client service, and Sharia-compliant financial solutions. The award recognizes QIB's leadership in the Islamic banking sector and its contributions to ethical finance. This success demonstrates QIB's dedication to providing high-quality services while also promoting regional economic growth.

The Communications Regulatory Authority (CRA) awards first postal license to Qatar Post

The Communications Regulatory Authority (CRA) has granted Qatar Post its first postal license under the new Law Regulating Postal Services, a key step toward modernizing the postal sector. This action is consistent with Qatar's National Vision 2030, which promotes competition, improves services, and encourages innovation. The licensing procedure, which is now in its initial phase, has designated Qatar Post as the public postal operator, with additional service providers expected to be approved by April 2025. This program demonstrates the CRA's dedication to building a dynamic, technologically advanced, and consumer-focused postal ecosystem.

Sources: Gulf Times, Zawya, The Peninsula Qatar

Hospitality & Tourism Sector

Qatar's Hospitality Sector Attains New Record, Surpasses 10 Million Room Nights For First Time

Qatar's hospitality business set a new record in 2024, topping 10 million hotel nights for the first time, indicating a strong year for tourism and international events. This record-breaking success was fueled by high-profile events like the Formula One Grand Prix and the FIFA Intercontinental Cup, as well as increased interest in Qatar's luxury lodgings and cultural activities. The outstanding performance reflects the country's sustained investment in hospitality infrastructure, as well as its strategic goal of positioning itself as a top worldwide destination for both leisure and business travelers.

Qatar tourism spending surges 38%

Qatar's tourist sector had a spectacular 38% growth in spending in 2024, owing to an increase in international visitors and high-profile events such as the Formula 1 Grand Prix and FIFA Intercontinental Cup. Investments in luxury lodgings, shopping experiences, and cultural attractions aided the expansion even more. This spike demonstrates Qatar's successful efforts to market itself as a global destination for leisure and business travel, while also contributing considerably to the country's economic growth.

Travel and tourism share to Qatar GDP may account for 13% in 2034

According to the World Travel and Tourism Council (WTTC), travel and tourism's contribution of Qatar's GDP is expected to increase to 13% by 2034, demonstrating the sector's rapid expansion and strategic importance. Investments in infrastructure, major events, and luxury tourism experiences are propelling this growth. The estimate is consistent with Qatar's efforts to diversify its economy, highlighting tourism as a vital driver of long-term growth and international competitiveness.

300,000 visitors celebrate New Year at Qatar's Lusail City

Qatar's Lusail City staged a stunning New Year's celebration, drawing 300,000 guests to its lively activities. The event included spectacular fireworks, live music, and cultural presentations, cementing Qatar's rising reputation as a global event and tourism destination. Lusail City's cutting-edge infrastructure and numerous attractions served as the ideal background for the festivities, reaffirming the city's reputation as a major urban and entertainment destination.

Sources: The Peninsula Qatar, Gulf Times, The Star, Gulf Today

Education Sector (1/3)

Education Ministry launches Warif academy for students with multiple disabilities in Qatar

Qatar's Ministry of Education and Higher Education has established the country's first academy for students with different disabilities. This innovative effort strives to deliver specialized educational services, bespoke learning programs, and cutting-edge facilities to meet the unique needs of each student. The academy stresses inclusivity and overall development, providing students with the tools they need to be independent and integrate into society. This achievement demonstrates Qatar's dedication to expanding educational opportunities for all and creating an inclusive learning environment.

Qatar sets a model in developing education sector: ALECSO Director-General

The Director-General of ALECSO (Arab League Educational, Cultural, and Scientific Organization) lauded Qatar's tremendous progress in expanding its education sector, citing it as an example for other countries. Qatar has made investments in contemporary educational facilities, integrated technology into learning, and launched efforts to promote diversity and creativity. These efforts have boosted the country's education system by aligning it with global norms and meeting the requirements of a rapidly changing globe.

Carnegie Mellon Qatar awarded three QRDI Academic Research Grants

Carnegie Mellon University in Qatar (CMU-Q) has been awarded three QRDI Academic Research Grants for projects focused on undergraduate writing support, Qatar quantum materials, and indoor geo-locating using cellular infrastructure. The projects will be led by faculty members Pia Gómez-Laich, Silvia Pessoa, Thomas Mitchell, Khaled Harras, Moustafa Youssef, Mohamed Zayed, Mahmoud Abdel-Hafiez, and Bruce Normand. CMU-Q's Dean, Michael Trick, praised the recognition from the QRDI Council, highlighting the university's strong tradition of research and innovation. The QRDI Academic Research Grants support research in strategic fields aligned with Qatar's development goals.

Ministry of Education Celebrates International Day of Education Under Theme "Education is Everyone's Responsibility"

From January 19 to 23, the Ministry of Education and Higher Education will commemorate International Day of Education with activities themed "Education is Everyone's Responsibility." Schools across Qatar will hold workshops, exhibitions, and competitions to highlight education's role in community building. A special session on January 22 will cover subjects such as AI in education and investing, with talks from Education Above All and Teach For Qatar highlighting collaboration to improve educational quality and innovation.

Sources: The Peninsula, Zawya, Ministry of Education and Higher Education

Education Sector (2/3)

Strategic partnership to promote Arabic language and national identity in private schools

The Ministry of Education and Higher Education, in conjunction with Qatar Foundation's "Rasikh" project, has established a strategic cooperation to enhance the Arabic language and fortify national identity in private schools. The initiative focuses on enhancing Arabic proficiency, integrating local culture into international curricula, and showcasing the contributions of Islamic civilization. It also emphasizes teaching Islamic religion as a foundation for universal moral values. By providing innovative educational resources and cultural training, this partnership aims to prepare students as global ambassadors of Qatar's language, identity, and values, while fostering pride in their heritage

Doha Institute Hosts Eighth Annual Career Fair

The Doha Institute for Graduate Studies (DI) hosted its eighth Career Fair, with over 40 public and private sector organizations. The event allowed students and graduates to explore job opportunities, engage with employers, and learn about training programs. DI officials emphasized the fair's role in connecting students with the Qatari labor market and helping them develop career-relevant skills. The fair featured diverse sectors, including education, business, media, and technology.

Aspire Academy recognised for students' safety

Aspire Academy has earned recognition from ChildSafeguarding.com, reflecting its commitment to student safety and fostering a secure environment for development. This milestone involved 80 employees from the Education and Student Affairs Directorate completing online training for accreditation. ChildSafeguarding.com, the first global child protection training platform for educational institutions, provides tailored eLearning solutions to prioritize child safety. Aspire Academy's Principal, Jassem Al Jaber, emphasized the importance of high child protection standards and fostering a secure, balanced environment. The Academy plans to expand training efforts and advance its recognition while maintaining its focus on student welfare and a high-quality learning model.

Qatar's MoECC Promotes Environmental Sustainability and Awareness Among School Students

The Ministry of Environment and Climate Change (MoECC) recently presented a series of environmental awareness lectures to students, including a session on sustainability at Smaisma Primary School for Boys. The initiative, aimed at promoting sustainability and protecting natural resources, aligns with Qatar's National Vision 2030. The lectures covered essential topics like resource preservation, sustainability practices, and the impact of hazardous materials. The MoECC's program also includes interactive activities to engage students and foster environmental awareness, preparing them to contribute to sustainable development..

Sources: The Peninsula, Gulf Times

Education Sector (3/3)

Balancing Technology and Education: The Impact of Smartphone Bans on Student Well-being and Academic Growth

In response to the increasing apprehensions regarding student distraction and cyberbullying, the Qatar Foundation (QF) has implemented a ban on smartphone use in its institutions, commencing with the sixth grade. This initiative aims to foster face-to-face interactions, enhance participation in group activities, and reduce reliance on technology during school hours. Inspired by similar measures in countries like France, Estonia, and Finland, QF emphasizes the importance of balancing technology use in education. The policy includes educating staff on effective technology integration and supporting parents with workshops on screen time management and digital literacy. QF remains committed to monitoring and evaluating the ban's impact to ensure the well-being and academic growth of its students

Sources: Gulf Times

Healthcare Sector (1/2)

ATOS Medical Center Partners With TISKON AI To Transform Patient-Centered Healthcare In Qatar

ATOS Medical Center has teamed with TISKON AI to improve patient-centered healthcare in Qatar by integrating modern artificial intelligence technology. This alliance seeks to expedite diagnostic processes, increase treatment accuracy, and deliver tailored care. The initiative's goal is to enhance healthcare delivery, minimize patient wait times, and improve the entire patient experience by employing AI-powered solutions. This collaboration demonstrates Qatar's dedication to using new solutions to improve its healthcare system.

Qatar’s healthcare system ranked among top 20

Qatar's healthcare system has been ranked among the top 20 in the world, demonstrating the country's dedication to providing high-quality medical services and modern healthcare infrastructure. The rating focuses on Qatar's achievements in healthcare innovation, patient care, and accessibility. Significant investments in sophisticated medical facilities and cutting-edge technology, as well as an emphasis on preventive care and public health programs, are all important factors. This success reinforces Qatar's position as a global leader in healthcare quality.

MoPH Conducts Inspection Campaign in Industrial Area to Ensure Food Safety

The Ministry of Public Health (MoPH) conducted a comprehensive inspection campaign across restaurants and cafeterias in Qatar’s Industrial Area to ensure food safety compliance with the Food Safety Code of Practice. The campaign involved 1,038 inspection visits, including 555 follow-ups, and the collection of 320 food samples for analysis. All samples met safety standards. The campaign emphasized inspecting high-risk food handling and preparation practices, with a focus on improving compliance. The MoPH also provided training sessions to food establishment staff to enhance adherence to health and safety standards.

MoPH launches annual vaccination campaign

The Ministry of Public Health (MoPH), in collaboration with the Ministry of Education and the Primary Health Care Corporation, has launched its annual vaccination campaign for Year 10 students across Qatar's schools. The Tdap vaccination, which protects against tetanus, diphtheria, and whooping cough, is administered during the campaign with parental agreement. An awareness workshop for medical staff emphasized the vaccine's role in boosting immunity and ensuring a safe learning environment.

Sources: The Peninsula Qatar , MENAFN, Gulf Times, Zawya

Health care Sector (2/2)

HMC sees over three million outpatient visits in 2024

In 2024, Hamad Medical Corporation (HMC) recorded more than 3.1 million outpatient visits, a 24% increase from the first half of the year. The Department of Laboratory Medicine and Pathology performed more than 24 million tests, a 7.27% increase in the second half of the year. Throughout the year, HMC's 'Nesma'ak' customer support helpline received more than 1.7 million calls. These figures highlight HMC's commitment to providing comprehensive healthcare services to the Qatari population.

Sources: The Peninsula Qatar

Property and Facility Management Sector

Waseef excells in maintaining real estate projects in Qatar

Waseef, Qatar's top property management business, has been honored for its outstanding performance in preserving and managing significant real estate developments throughout the country. The company's comprehensive services include property management, tenant relations, and infrastructure maintenance, all of which maintain high quality and efficiency requirements. Waseef's dedication to excellence contributes to the long-term worth and appeal of Qatar's real estate assets, bolstering the company's reputation as a reliable property management firm.

Sources: The Peninsula Qatar

Port & Marina Sector

Old Doha Port boosts global presence through strategic maritime ties

Old Doha Port is raising its international profile by forming strategic marine relationships to increase trade and tourism. These agreements are part of an endeavor to establish the port as a major regional hub for cruise tourism and marine activity. The port's contemporary facilities and services appeal to both trade and pleasure, helping Qatar's economy diversify and strengthen its position in global marine networks.

Qatar ports drive economic growth

Qatar's ports, notably Hamad Port, contribute significantly to economic growth by permitting greater trade volumes and efficient cargo processing. With upgraded infrastructure and increased operational capacity, ports have become critical to enhancing regional and worldwide trade. They also help Qatar achieve its economic diversification goals by attracting global logistics and maritime industries, bolstering the country's position as a major player in the global shipping industry.

Plan afoot to make Doha Port 'most popular' travel destination in region

Qatar has launched plans to make Doha Port one of the region's most attractive tourism destinations. The plan aims to attract international visitors by improving port infrastructure, increasing cruise tourism, and combining cultural and leisure attractions. The project, which focuses on improving visitor experiences and promoting Qatar's rich legacy, intends to establish Doha Port as a regional and global tourism destination, contributing to the country's economic diversification efforts.

Hamad Port sees record-breaking RORO operations in 2024

In 2024, Hamad Port achieved unprecedented RORO (roll-on/roll-off) operations, which is indicative of its increasing significance as a regional logistics center. The port's advanced infrastructure and efficient handling of vehicle and machinery shipments have contributed to this milestone. This achievement underscores Qatar's strategic investments in its maritime sector to enhance trade operations and support economic diversification.

Sources: The Peninsula Qatar, Gulf Time

Warehouse & Logistic Sector

E-commerce boom to drive 10% freight growth

Qatar Airways Cargo projects a 10% growth in freight volumes fueled by the global e-commerce boom and increased demand for efficient logistics solutions. The airline is expanding its cargo services and investing in advanced technologies to enhance its operational capacity and meet growing market needs. This growth reflects Qatar Airways' pivotal role in supporting global trade and logistics, reinforcing its position as a leader in air cargo services.

Qatar: GWC posts $47mn net profit in 2024; focuses on expansion

Gulf Warehousing Company (GWC) announced a net profit of QAR 172 million ($47.18 million) for 2024, with total revenues amounting to QAR 1.582 billion and operating profits of QAR 306 million. The Board of Directors has recommended a 10% cash dividend of QAR 0.10 per share. In 2024, GWC expanded its regional presence by signing agreements to develop 200,000 square meters of Grade 'A' logistics facilities across key locations in Saudi Arabia and launching a logistics hub in Oman's Khazaen Economic City. The company also advanced its support for micro, small, and medium-sized enterprises (MSMEs) with the launch of the second phase of Al Wukair Logistics Park, offering over 900 units optimized for warehousing and light industry.

GWC plans to further strengthen presence in key regional markets

GWC, Qatar's largest logistics provider, has announced plans to expand its position in major regional markets by using its strong infrastructure and supply chain management experience. The company intends to expand its client base, improve its service portfolio, and capitalize on growth prospects in logistics and warehousing throughout the region. This strategic project demonstrates GWC's commitment to assisting Qatar's economic diversification and establishing itself as a worldwide logistics leader.

Sources: Business Times, Gulf Times, Zawya

Key Industry Insights (1/4)

Qatar’s hosting of events in 2025 strengthens regional economy

Qatar's ambitious event schedule for 2025, which includes international conferences, sports tournaments, and cultural festivals, is expected to considerably enhance the regional economy. Major events such as the World Petroleum Congress and the Asian Athletics Championships will draw visitors from all over the world, bolstering Qatar's reputation as a business and tourism hub. These events are projected to boost sectors such as hotel, retail, and transportation, so promoting economic diversity. Qatar's sustained investment in infrastructure and event management demonstrates its commitment to promoting regional cooperation and economic progress.

Qatar's Real Estate Trading Volume Exceeds $71.70 Million in Early January

Real estate trading in Qatar reached over $71.70 million during the period from December 29 to January 2, with residential unit sales contributing $2.9 million. The trading included vacant lands, homes, apartment buildings, shops, and residential complexes, concentrated in municipalities like Doha, Al Rayyan, and Al Wakrah, as well as areas such as The Pearl Island and Lusail 69. The previous period, from December 22–26, saw a trading volume of over $72.5 million.

Qatar safest country for expats to live in 2025

A new survey declared Qatar the safest country for expatriates to live in 2025. The ranking highlights Qatar's low crime rates, political stability, and strong infrastructure, making it an excellent choice for both people and families. The country's solid healthcare system, efficient public services, and dedication to communal well-being all add to its appeal. This distinction demonstrates Qatar's commitment to delivering a safe and high-quality living environment for both citizens and expats.

Qatar offers foreign investors competitive business climate

Qatar offers a competitive business climate, driven by its resilient economy, which has seen a 6% average GDP growth over the past 15 years. The country ranks first in economic resilience and financial markets in the GCC, with strong credit ratings. Qatar’s Digital Agenda (DA) 2030 aims to create a knowledge-based economy, generating QR40bn and 26,000 jobs in the ICT sector by 2030. The strategy focuses on digital infrastructure, economy, innovation, government, technologies, and society. AI projects, such as the Ministry of Labor's labor market data platform and the Ministry of Municipality’s smart waste management program, highlight Qatar’s commitment to technological advancement.

Sources: Zawya, The Peninsula Qatar

Key Industry Insights (2/4)

Qatar's online services market sees upsurge in demand

Qatar's e-services market is set to experience significant growth, with revenue from online services projected to reach QR5.9bn ($1,628m) by 2025. Analysts predict a steady annual growth rate of 12.58% through 2029, bringing the market volume to $2,615m. The online food delivery sector is also expected to see strong growth, with a revenue increase of 28.1% by 2026. By the end of 2024, the online food delivery market in Qatar is forecasted to reach $1,616m, with 1.8 million users expected by 2029. Government-driven digital transformation and rising online service usage are key drivers of this growth, strengthening Qatar's position as a leader in the digital market.

Qatar banks profitable and benefit from strong capitalization

Qatar's banking sector is benefiting from strong capitalization and liquidity, with S&P projecting continued profitability driven by LNG production growth and its impact on non-hydrocarbon sectors. Banks are well-capitalized, maintaining capital ratios above the central bank's requirements. Profitability is expected to remain stable, despite a slight drop in net interest margins due to lower interest rates. Non-performing loans (NPLs) are expected to stay modest in 2025, improving in 2026 as the economy strengthens with LNG expansion. The geopolitical outlook remains stable, and local funding will support credit growth in 2025-26, with domestic deposits rising by 5% in 2024.

Qatar employment, wages continue to rise strongly at end of 2024

Qatar's non-energy private sector saw strong growth in December 2024, with the PMI staying at 52.9. Key drivers included rising employment and wages, increased demand for goods and services, and higher business activity. Although wage inflation eased, firms continued to discount prices slightly. The financial services sector showed optimism, with growth in employment and business. The outlook for 2025 remains positive, driven by infrastructure investment, population growth, and stable market conditions.

Ministry of Justice accredits new batch of Qatari experts across professions

The Ministry of Justice (MoJ) has accredited 17 new Qatari experts in various fields, including accounting, real estate, finance, engineering, and cybersecurity. These experts took the legal oath and were added to the MoJ's experts list, in line with Law No. (16) of 2017. They will assist Qatari judicial authorities in technical aspects of cases. The MoJ, under the guidance of Minister H E Ibrahim bin Ali bin Issa Al Mohannadi, aims to create an integrated expertise system to support the country's legal and judicial needs.

Sources: Zawya, The Peninsula Qatar, Gulf Times

Key Industry Insights (3/4)

Qatar Shows Rapid Growth in Human Capital and Tech Ecosystem

Qatar ranks highly on the Oxford Insights AI Readiness Index 2024, thanks to significant investments in AI research through institutions like the Qatar Computing Research Institute (QCRI) and HBKU, which offer programs to upskill STEM graduates. Manail Anis Ahmed, Responsible AI Mentor at Princeton University, emphasized that AI development is seen as a measure of national innovation. Qatar is emerging as a regional leader, using AI in business, government, health, and education, with WISE Qatar focusing on integrating AI into education to prepare students for an AI-driven workforce. Ahmed believes AI will amplify efficiencies rather than replace jobs, stressing the importance of an AI-ready workforce. She is optimistic about AI’s potential, especially for women in Qatar.

QCB launches 1st phase of primary dealer framework in collaboration with Bloomberg

Qatar Central Bank (QCB) has launched the first phase of its Primary Dealer framework with Bloomberg, marking a major step in developing Qatar's capital markets. This initiative aligns with QCB's Third Financial Sector Strategy and supports Qatar National Vision 2030 by modernizing market infrastructure to attract foreign investment. The framework includes Bloomberg's Auction System, streamlining local currency debt issuance, and Bloomberg AIM for comprehensive investment management. This collaboration enhances market efficiency, transparency, and investor confidence. Future phases will focus on cross-border access, scalability, and deepening liquidity. The initiative aims to reinforce Qatar’s position as a financial hub in the region.

Media City Qatar explores AI's role in media evolution

Media City Qatar (MCQ) collaborated with Al Jazeera Media Institute for the 'Al Jazeera Conference on Artificial Intelligence in Media' conducted on January 11-12, 2025, in Doha. The event featured panel discussions and workshops exploring AI's evolving role in journalism, content personalization, and immersive storytelling. MCQ's CEO, Eng. Jassim Mohamed Al Khori, emphasized the partnership's alignment with Qatar's leadership in media innovation. This collaboration underscores MCQ's commitment to advancing AI technologies in media, supporting Qatar's National Vision 2030 by fostering partnerships and integrating cutting-edge technologies

MoECC raises awareness of environmental issues

The Ministry of Environment and Climate Change (MoECC), in collaboration with Visit Qatar, organized activities at Ras Abrouq to advocate for ecotourism and enhance environmental awareness. The initiative showcased Ras Abrouq’s unique natural and heritage features, including its population of gazelles and oryx, while emphasizing sustainable tourism aligned with Qatar National Vision 2030. Faisal Falah Al Rumaihi, Head of the Ras Abrouq Unit, highlighted efforts to protect the reserve’s ecosystem through waste management, noise control, and wildlife preservation during tourism activities.

Sources: Zawya, The Peninsula Qatar

Key Industry Insights (4/4)

Prime Minister Launches Ministry of Commerce and Industry Strategy and Qatar National Manufacturing Strategy 2024–2030

On January 9, 2025, His Excellency Sheikh Mohammed bin Abdulrahman bin Jassim Al Thani, Prime Minister and Minister of Foreign Affairs, launched the Ministry of Commerce and Industry and Qatar National Manufacturing Strategies 2024–2030. The strategies aim to diversify the economy, enhance the manufacturing sector, and increase global competitiveness. Key targets include a 3.4% annual growth for non-hydrocarbon GDP, attracting $100 billion in foreign investments, and supporting SMEs. The strategies also prioritize digital transformation, innovation, and sustainability for long-term economic development.

Qatar emerges as least stressed country in MENA region

The 2025 Global Emotions Report by CEOWorld Magazine ranks Qatar as the least stressed country in the Middle East and North Africa (MENA) region and 11th worldwide. The report assessed 197 countries based on work-related stress, financial stress, social and family stress, and health and safety stress. Qatar's high standard of living, strong social policies, and sustainable economic development contribute to its low stress levels. In the Gulf Cooperation Council (GCC), the United Arab Emirates follows, ranked 25th globally.

Qatar Airways Group Renews Partnership with PSG Until 2028

Qatar Airways Group has extended its partnership with Paris Saint-Germain (PSG) Football Club through 2028, strengthening the collaboration between Qatar Duty Free and Hamad International Airport. This renewed deal will enhance engagement with PSG's 220 million global fans through initiatives such as hospitality offerings, loyalty programs, and lifestyle experiences. Qatar Airways' logo will remain visible on PSG's team shirts and training apparel. The partnership, which exemplifies excellence and innovation, will also feature global campaigns and exclusive promotions for Privilege Club members, further cementing Qatar Airways' growing sponsorship portfolio.

Building permit issuance jumped threefold in fourth quarter of 2024

In Q4 2024, Qatar’s construction sector saw a significant surge in building permit issuances, with 13,442 permits granted, almost three times more than the 4,332 permits issued in Q3 2024. The Ministry of Municipality's report revealed that Al Rayan Municipality led with 3,909 permits, followed by Doha (2,926 permits) and Al Wakra (2,304 permits). Other municipalities, including Al Daayen, Umm Salal, and Al Khor, also saw notable increases. Additionally, the real estate market saw QR 292,832,914 in transactions between January 5-9, 2025, with sales concentrated in areas like Doha, Lusail, and The Pearl.

Sources: The Peninsula Qatar, TR Business, Ministry of Commerce and Industry

Key Events (1/5)

Alfardan Premier Motors Hosts Exclusive Defender Road Trip in Qatar

Alfardan Premier Motors organized an exclusive road trip showcasing the Land Rover Defender's capabilities across Qatar’s landscapes. The journey featured city drives and desert tracks, highlighting the vehicle’s versatility. Guests also engaged in traditional activities, experiencing both Qatar’s culture and the Defender’s advanced technology, luxury, and strength.

Shop Qatar 2025 kicks-off with spectacular celebrations

Shop Qatar 2025, the country's greatest retail and entertainment festival, has officially begun with spectacular events that include live concerts, fashion presentations, and tempting shopping discounts. The festival brings together both local and international businesses, giving exclusive deals and discounts at Qatar's malls and retail stores. With additional attractions such as raffles and cultural events, Shop Qatar hopes to increase retail sales and improve the shopping and leisure experience for both residents and tourists, confirming Qatar's status as a major shopping destination.

Qatar Kite Festival 2025 Draws Large Crowds at Old Doha Port

The Qatar Kite Festival 2025, ongoing at Old Doha Port, has drawn large crowds of citizens, residents, and tourists. The festival features a vibrant display of hundreds of kites, including traditional and modern designs, showcasing cultural unity and creativity. Participants from countries such as Belgium, China, and Italy have displayed their national symbols through kites, contributing to the global celebration. The event has received praise for its high standards of organization and hospitality. Attendees, including children and adults, are enjoying the spectacle, and favorable weather has made this year’s festival particularly successful. The event concludes on January 25.

Ministry of Labour Launches Second Edition of Career Camp for University Students

Qatar is preparing for the second Web Summit, which is expected to set new attendance and worldwide participation records. The event, which is set to take place at the Doha Exhibition & Convention Centre, will bring together renowned tech innovators, entrepreneurs, and industry executives to explore emerging technologies, digital transformation, and innovation trends. The summit, which focuses on promoting collaboration and exhibiting Qatar's tech ecosystem, strengthens the country's status as a global technology and innovation powerhouse.

Sources: Zawya, Ministry of Labour

Key Events (2/5)

Honey festival to begin on January 9

Qatar will conduct its annual Honey Festival at Al Mazrouah Yard beginning January 9, 2025. The event will showcase a wide range of locally made and imported honey products, drawing both residents and visitors. The event's goal is to raise awareness of the nutritional and health benefits of honey, as well as to support local beekeepers and producers. The festival's exhibitions, sales, and educational programs highlight Qatar's dedication to supporting agricultural initiatives and encouraging community engagement.

Doha Marathon 2025 by Ooredoo

The 13th edition of the Doha Marathon 2025, organized by Ooredoo, will take place on Friday with 15,000 participants from 140 countries, including 1,300 international competitors. The event will feature 42km, 21km, 10km, and 5km races along the Corniche, promoting physical fitness and sports awareness. This year’s marathon will also include athletes with disabilities competing in the 21km race. The marathon has earned the Gold Label from World Athletics for two consecutive years, meeting international standards. The Qatar Athletics Federation is overseeing the event, with Mutaz Barshim expected to launch the race.

Qatar Investment and Innovation Conference 2025 explores regional economic opportunities

The Qatar Investment and Innovation Conference 2025, hosted by Msheireb Properties and The Business Year, focused on regional economic opportunities and innovation. Key speakers included Eng Ali Al Kuwari, Hamad Al Nasr, and Dr. Khalid Bin Klefeekh Al Hajri. Discussions highlighted sustainable urban development, Qatar's economic diversification efforts, and the role of the private sector in driving innovation. Panels covered topics like economic zones, technology in infrastructure, and the impact of private investment on regional connectivity, concluding with a call for collaboration to foster growth and innovation in the GCC.

Ministry of Labour honours entities for efforts to enhance work environment in Qatar

The Ministry of Labour (MoL) highlighted cooperation between the public and commercial sectors to accomplish strategic goals and recognized important organizations for their efforts to enhancing Qatar's workplace. In line with national development plans, MoL has worked over the past three years to establish a productive and appealing workplace, as underlined by Assistant Undersecretary HE Sheikha Najwa bint Abdulrahman Al Thani. In addition to encouraging international talent and raising Qatari residents' involvement in important economic areas, these measures have improved Qatar's standing both domestically and abroad.

Sources: The Peninsula Qatar, Qatar Tribune

Key Events (3/5)

Katara opens Creativity Forum Exhibition featuring domestic, international artists

The second edition of the Creativity Forum Exhibition, which features artwork by artists in Qatar, Kuwait, Saudi Arabia, Syria, Morocco, and Iran, was opened by the Cultural Village Foundation (Katara). The exhibition offers a forum for cross-cultural interaction and the sharing of creative skills by showcasing a wide variety of artistic styles and approaches. Among the notable attendees are artists Hassan Al Mulla and Mona Al Sada from Qatar, Dr. Walid Sarab from Kuwait, and numerous locals. Additionally, Mona Al Sada hosted an open panel discussion that promoted conversation on artistic techniques and teamwork.

KAHRAMAA Organizes Digital Leadership Event

A delegation from Onagawa Town, Japan, visited Qatar to convey heartfelt gratitude for the support extended after the devastating 2011 earthquake and tsunami. Qatar's assistance, through the Qatar Friendship Fund, enabled the construction of a new school and the Maskar Fish Processing Facility, both crucial for rebuilding the community. The delegation, including students and educators, met with Qatari schools and officials, fostering cultural exchange and mutual understanding. Their visit highlighted the strong ties between Qatar and Japan, emphasizing the impact of international solidarity and cooperation in overcoming crises and building lasting friendships.

Public Participates in Education Above All Foundation's Walk for Education Fair

MIA Park hosted the Walk for Education: CSR & Sustainability Fair, organized by the Education Above All (EAA) Foundation to mark the UN International Day of Education. Thousands joined symbolic walks and activities, emphasizing education's role in sustainable development. Proceeds will support Assalam Schools, helping marginalized children access quality education. Sponsors like QNB and Carrefour highlighted the importance of partnerships in promoting educational initiatives.

Qatar participates in 15th General Assembly of IRENA

Qatar attended the International Renewable Energy Agency's (IRENA) 15th General Assembly, which took place in Abu Dhabi. HE Sheikh Mishal bin Jabor Al-Thani, Senior Advisor for Energy Policy and International Relations at Qatar Energy, and HE Dr. Sultan bin Salmeen Al Mansouri, Qatar's Ambassador to the United Arab Emirates, were part of the delegation. Member states use the assembly as a forum to talk about developments in renewable energy and plans to improve sustainable development around the world.

Sources: The Peninsula Qatar, Gulf Times

Key Events (4/5)

Global drone light show leader sets up in Umm Alhoul Free Zone

Qatar's technology and entertainment sectors have received a substantial boost as a result of the establishment of operations by a prominent global drone light display company in the Umm Alhoul Free Zone. The company plans to leverage Qatar's advanced infrastructure to deliver cutting-edge drone shows for events and celebrations. This development aligns with Qatar’s focus on fostering innovation and attracting high-tech industries to support economic diversification.

Ministry of Environment and Climate Change Promotes Ecotourism and Environmental Awareness at Sealine Season

The Ministry of Environment and Climate Change (MoECC) is actively participating in the Sealine Season, an event organized by Visit Qatar in collaboration with various partners to promote sustainable ecotourism. The event highlights the ecological significance of the Sealine Reserve, known for its rich biodiversity. Through educational trips, exhibitions, sports activities, and programs, the MoECC aims to raise awareness about preserving ecosystems and wildlife. The event features interactive displays, including a showcase of the Arabian oryx, and encourages sustainable practices among visitors to help conserve Qatar's natural resources.

Maritime conference to explore sustainable shipping, digitalisation

Under the sponsorship of Minister of Transportation H E Sheikh Mohammed bin Abdulla bin Mohammed Al Thani, the first Seatrade Maritime Qatar Conference and Exhibition is set for February 4-5, 2025, at the Sheraton Doha Hotel & Resort. The event, which is being hosted by the Ministry of Transport and organized by Mwani Qatar and Seatrade Maritime, will bring together experts, decision-makers, and specialists to talk about important subjects like financing environmentally friendly fleets, the energy transition, digitalization in the maritime sector, and safe and sustainable shipping. This project is in line with Qatar's strategic goal of becoming a major hub for regional trade and logistics.

Ferrari Middle East Hosts Thrilling Passione Ferrari Club Challenge at Lusail Circuit

Ferrari Middle East hosted the second round of the Passione Ferrari Club Challenge Middle East’s Season Five at Lusail International Circuit in Qatar on January 24-25. The event featured thrilling on-track driving, exclusive parades, and coaching sessions led by Ferrari experts. The weekend began with a Ferrari parade from Kempinski Marsa Malaz Hotel to the Circuit. Participants showcased their skills with the 488 Challenge Evo and the debut of the 296 Challenge. The event saw record-breaking participation with 25 Challenge cars and 27 members. The next stop in the series will be in Bahrain on February 14-15.

Sources: The Peninsula Qatar, Gulf Times

Key Events (5/5)

Qatar to Host 2027 FIBA Basketball World Cup

The 2027 FIBA Basketball World Cup will be the first to be held in the Middle East, with Doha set to host the prestigious event from August 27 to September 12, 2027. The event's logo, unveiled by FIBA and the Local Organizing Committee, features the Bisht, a royal Arab cloak, wrapping around the Naismith Trophy, symbolizing achievement, pride, and Qatar's embrace of global basketball. The logo also celebrates Qatar's rich heritage and commitment to showcasing Arab culture through this landmark event.

Qatar Tourism Hosts 21st Doha Jewellery and Watches Exhibition

Qatar Tourism is set to host the 21st edition of the Doha Jewellery and Watches Exhibition (DJWE) from January 30 to February 5, 2025, at the Doha Exhibition and Convention Centre. Featuring over 500 brands from 30 countries, the exhibition will highlight luxury jewellery and watch collections, including pavilions from Qatar, Turkey, and India, while supporting local talent and cultural exchange

Qatar Participates in Ministerial Roundtable at Future Minerals Forum 2025

Qatar, led by H.E. Dr. Ahmed bin Mohammed Al-Sayed, Minister of State for Foreign Trade Affairs, participated in the ministerial roundtable on mineral resources at the Fourth Future Minerals Forum (FMF) in Riyadh from January 14 to 16, 2025. The discussions focused on advancing initiatives from the third FMF edition, including developing a strategic framework for critical minerals, producing green minerals, and establishing Centers of Excellence for investment and capacity building. During the event, H.E. Dr. Al-Sayed also held bilateral meetings with Saudi officials and the Minister of Energy and Mining from Peru, exploring trade partnerships and opportunities for cooperation.

Sources: Doha News, Qatar, Qatar Tourism, Ministry of Commerce and Industry

February

Week 1

No of events - 9

- Talbeen Elgorb Play — Leisure
- 2nd Innovation Digital Economy Summit — Business
- Myriam Fares Concert — Leisure
- Al Adaid Desert Challenge — Sports
- Seatrade Maritime Qatar — Business
- 12th Qatar International Agricultural Exhibition 2025 — Business
- Al Doctor Theatrical Play — Leisure
- Geekend — Leisure
- Aseel Hameem ft Maha Ftouni Concert — Leisure
- Global Champions Arabians Tour 2025 — Sports

Week 2

No of events - 9

- Education City Triathlon — Sports
- Qatar International Food Festival 2025 — Leisure
- Illusion Show — Leisure
- Match for Hope 2025 — Sports
- Qatar Sports Show — Sports
- Qatar Olympic Committee Half Marathon 2025 — Sports
- UV Glow Run — Leisure
- Qatar National Sports Day at Msheireb — Sports
- Qatar National Sports Day at Sheraton Doha Hotel — Sports
- Education City Mountain Bike Trail Races — Sports
- The 3rd Souq Waqif International Dates Festival — Leisure

Week 3

No of events - 8

- Qatar ExxonMobil Open 2025 — Sports
- ONE 171: Qatar — Sports
- Night Run For All 2025 — Sports
- Web Summit Qatar 2025 — Business
- Halal Qatar Festival — Leisure
- Health and Lifestyle Expo — Business
- Visit Qatar E1 Doha GP — Sports
- Munawar Faruqui live in Qatar — Leisure

Week 4

No of events - 1

- Qatar 1812 KM: FIA World Endurance Championship 2025 — Sports

Business | Leisure | Sports

March

Total no of events - 29

Source: Visit Qatar

We undertake a wide array of advisory services in the real estate sector,

delivering value across the entire spectrum of real estate assets (1/2)

Residential
- Residential focused mixed use
- High end & mid end Residential, Service Apartment, Branded Residential
- Residential villa compound development

Hospitality, Tourism and Entertainment
- 3,4- & 5-Star Hotels and Resorts
- Boutique Hotels/ Resorts
- Wellness Developments & Spas
- Business Hotels
- Serviced apartments
- Clubs
- Exhibition and convention centers
- Amusement and theme parks
- Water Parks
- Family entertainment centers (FECs)

Education and Healthcare
- K+12 Education (American, Canadian, British, Indian-CBSE)
- SEN focused Education
- University
- General Healthcare (including IPD & OPD)
- Specialized Healthcare (Ex: Mother & Baby, Ortho)
- Ambulatory Care & Clinics

Commercial Office
- Commercial Office – Grade A & B
- Transit Oriented Development (TOD)
- Co-Working Space
- Data Centers

Industrial/ Warehouse/ Economic Zones/Ports/ Logistics
- **Economic Zones**
- Industrial
- Warehousing (2PL & 3 PL) & Logistics

Retail
- Retail Mall
- Traditional Retail – Souq
- Neighborhood & Transit Retail
- Hyper-market & Retail High-Street
- Tourism focused concept retail

We undertake a wide array of advisory services in the real estate sector,

delivering value across the entire spectrum of real estate assets (2/2)

We can support you enhance your RE portfolio's performance and maximize returns…

Real Estate Advisory Services

Corporate & RE Strategy and Business Plan Development

- Defining vision, mission, values, goals and objectives – both at Corporate and Project Level.
- 3 – 5 Year Financial and Business Plan.
- Market Entry Strategies; e.g. FM & PM Business, REITS, etc.
- Strategic Initiatives – Current, Mid and Long term.

Market Research Studies

- Assisting Clients in taking market knowledge based decisions for real estate, hospitality, education, healthcare, retail, tourism & entertainment related projects.

Facility Management Advisory, LC, Reserve Fund/Sinking Fund Assessment

- Assisting Clients in Facility & Property Management industry ranging from Public Private Partnership support, Market sizing, Strategy development, Business plan, Feasibility, Asset Due Diligence, CAM charges development to Benchmarking studies both from Developer and FM service provider perspective.
- Assessment for Reserve/ Sinking funds for numerous real estate asset portfolios at any stage of the life cycle.

Financial Model Development / Financial Model Review / Audit

- Creating / validating / auditing complex financial models and scenarios for possible business venture, funding, PPP transaction etc.

Real Estate Asset Valuation

Valuation of RE Portfolio for:

- Financial Reporting Purpose, and Enabling management to take informed decisions for their transactions.
- Insurance purpose
- Securitization purpose

Asset Management Advisory: Portfolio Optimization & Performance Maximization

Assessing the As-Is performance of the portfolio and basis projected future performance of the market, developing strategy initiatives with roadmaps to maximize the portfolio performance at low-to-moderate market risk.

Business Performance Reviews & Development of Operation Plan

Developing and reviewing business performance and recommending on changes required.

Detailed Market Assessment & Financial Feasibility Studies

Understand the viability of the proposed development / business leading to Project Portfolio Management (PPM).

KPMG

Contact us

Venkat Krishnaswamy
Partner,
Head of Advisory
KPMG in Qatar

kvenkatesh@kpmg.com
M : +974 5554 1024

Sayantan Pande
Director,
Head of Infrastructure & Real Estate Advisory
KPMG in Qatar

sayantanpande@kpmg.com
M : +974 3330 9793

Rishu Gupta
Manager,
Infrastructure & Real Estate Advisory
KPMG in Qatar

guptar@kpmg.com
M: +974 6653 7641

Fathi Melhem
Senior Consultant,
Infrastructure & Real Estate Advisory
KPMG in Qatar

fathimelhem@kpmg.com
M: +974 6650 0752

Firas Moukhadder
Senior Consultant,
Infrastructure & Real Estate Advisory
KPMG in Qatar

fmoukhadder@kpmg.com
M: +974 7783 8458

Ayman Takkoush
Consultant,
Infrastructure & Real Estate Advisory
KPMG in Qatar

atakoush@kpmg.com
M: +974 5594 1619

Iheb Salhi
Consultant,
Infrastructure & Real Estate Advisory
KPMG in Qatar

ihebs@kpmg.com
M: +974 3348 3571

Feras Abu Ghoush
Consultant,
Infrastructure & Real Estate Advisory
KPMG in Qatar

ferasabughoush@kpmg.com
M: +974 6655 7080

kpmg.com/qa