



**Monday 2nd & Tuesday 3rd March 2020**

**Doha-Qatar**

After two successful SME conferences with both Germany and Turkey, the Qatar Chamber of Commerce and Industry (QCCI) have invited the United Kingdom (UK) to partner with them for Qatar Chamber's 3rd SME conference 2020 as the main country of focus for this year's event.

SMEs are crucial to Qatar's National Vision 2030, which has set a number of strategic goals, including building a diversified economy. The event represents an opportunity for SMEs to network, share best practice and develop successful business relationships.

At the most recent Qatar/UK Joint Economic Trade Committee, our Ministers agreed that Qatar and the UK will work together to share expertise in the areas of entrepreneurship development, business leadership and capability building of SMEs, which the 3rd SME conference will support.

The objective of this conference is to increase trade between Qatar and the UK by working together through SMEs.

The event will offer a unique platform for UK SMEs to understand what opportunities are available in Qatar, and to meet buyers and investors, whilst serving as a forum for both Qatar and the UK to share good practice and lessons learned, particularly those that are applicable to SMEs.

Under the Patronage of HE Ali bin Ahmed Al-Kuwari - Minister of Commerce and Industry, the conference will focus on the UK and hear from them the experiences and best practice taking place at international level in order to provide SMEs with a business environment where they can thrive.



## **Agenda**

**Monday 2nd March 2020  
Salwa Ballroom**

### **09:30-11:00 SME Registration**

### **10:15-10:45 Breakfast Briefing (for British Delegates Only)**

Breakfast Briefing on Doing Business in Qatar (for British Delegates Only)

Speakers:

- Links Group (Business set up specialists) – Andrew Nixon (Consultant)
- Clyde & Co (Legal advisory firm) – Lee Keane (Partner)
- UK Export Finance – David Moleshead (Senior Counsellor)

### **11:00-11:20: Opening Ceremony**

- Welcome speech by Saleh bin Hamad Al Sharqi, Director General Qatar Chamber of Commerce and Industry
- Welcome speech by Simon Penney, Her Majesty's Trade Commissioner
- Welcome speech by Abdulaziz bin Nasser Al-Khalifa, CEO Qatar Development Bank
- Welcome speech by H.E. Mr. Saleh bin Majid Al-Khulaifi, Acting Undersecretary for Trade Affairs, Ministry of Commerce and Industry
- SME Entrepreneurs Success Video

### **11:20-12:00: Session 1 - Law and Investment**

This first session will provide an overview of the SME Sector in the UK and Qatar, including discussing the rules and regulations surrounding business in the UK, the implications to the UK market after the UK Exits the European Union (EU) as well as the current business opportunities in the UK for Qatari business and vice versa.



This session will touch upon the UK and Qatar business and regulatory environment, including tax regulations, talent and why the UK and Qatar are both ideal investment destinations and great places for SMEs to develop.

**Moderator: Angus Scott, beIN Sports**

**Speakers:**

- Al-Sulaiti Law Firm – Mathieu R.Faupin, Senior Legal Consultant & Head of International Department
- Investment Promoting Agency- Hamad Rashid Al-Naimi, Manager of Investor relations
- Department for International Trade– Alpesh Patel- Ministerial & Strategic Relationships, Global Entrepreneur Programme (Asia-Pac, Mid-East)
- HMRC – David Price, Head of the Tax Treaty Team

**12:00-12:45: Session 2 - Sports and Tourism**

This session will discuss the opportunities for SMEs within the Sports Economy and Tourism sectors in Qatar.

It will cover the future of Qatar's sports sector up to and after the FIFA World Cup Qatar 2022 and its legacy. The aim is to present the experience of the UK after hosting the Olympic Games in 2012 and transforming the sports infrastructure into a legacy for all.

The discussions will continue about how SMEs can help deliver Qatar's tourism strategy.

**Moderator: Angus Scott, beIN Sports**

**Speakers:**



- Qatar Development Bank – Ibrahim Al-Mannai, Executive Director of Advisory and Incubation
- World Champion Athlete and Qatar Businesswoman – MBE Liz McColgan
- The Edge Picture Company - Poppy Clinton, Country Manager

**12.45-13:00: Coffee Break**

**13:00-14:00: Session 3 - Connected Qatar**

Technology is at the heart of transforming countries and their citizens' lives. Qatar aims to harness the power of tech to deliver outcomes and benefits to its citizens, residents and visitors to drive the sustainable, diversified, economic agenda as set out in Qatar's Vision 2030.

This session will explore what opportunities exist in Qatar for SMEs, including an overview of the country's tech scene, connectivity and #TASMU programme led by the Ministry of Transport.

**Moderator: Angus Scott, beIN Sports**

**Speakers:**

- Ministry of Transport and Communication (MOTC) Omar Shaath, Project Manager (TASMU) & Noor Abu Khadija, project Manager (TASMU DIGITAL Valley )
- Qatar Science Technology Park - Abdullah Al Naimi, Investment Associate
- Aurigo – Professor David Keane, CEO RDM Group
- Finboot – Nish Kotchea, Co-Founder & Chairman of Finboot Ltd and Deputy Chairman of London Chamber of Commerce

**Networking Lunch and Meet the Buyer: 14:00-15:30**

**Gala Dinner hosted by Qatar Chamber-Doha Golf Club Lusail: 19:30**



**Tuesday 3rd March 2020  
Rayyan Ballroom**

**9:00-10:30 – Doing Business in Qatar**

How do you set up an SME in Qatar?

This session will focus on the rules, regulations, and practicalities of what you need to know.

You will learn from relevant entities who will also be available to answer your questions on how to do business in Qatar.

Moderator: Daniel Phillips- Deputy Director for Trade and Investment

- Qatar Chamber of Commerce and Industry (QCCI) - Ahmad Adel, Communication Coordinator
- Qatar Free Zone- Fahad Ali Al Kuwari- Head of Market Intelligence
- SME growth Trajectory Video and Presentation - Al Sharqi Holding, Omar Dadah Al Dam

**11:00: Afternoon Site Visits (previous registration required)**

- Qatar Free Zone
- Qatar Business Incubation Centre
- Jahez (QBIC)
- GWC - Logistics Village Qatar