

# QATAR NATIONAL REPORT

2023 / 2024



Global  
Entrepreneurship  
Monitor

QDB

بنك قطر للتنمية  
QATAR DEVELOPMENT BANK



## ACKNOWLEDGEMENT

We would like to express our deep appreciation to the Global Entrepreneurship Monitor (GEM) team for granting us the opportunity to undertake this project and for their unwavering guidance and support throughout the entire study process.

Our heartfelt gratitude goes to the Planning and Statistics Authority (PSA) of Qatar and all the other organizations involved in this project. Their immense assistance and unwavering support were instrumental in facilitating the collection of relevant data, effective project management, and the production of this comprehensive report. The invaluable support provided by the PSA of Qatar, along with the collaboration of other organizations, made this endeavor possible.

We would also like to extend our sincere thanks to the national experts who participated in the National Experts Survey, generously sharing their insightful opinions on Qatar's entrepreneurial landscape. A significant portion of this report relies on the invaluable information they provided and the time they dedicated to this endeavor.

Furthermore, our gratitude extends to all the participants of the Adult Population Survey. Their willingness to provide the necessary information enabled us to conduct an extensive and in-depth study, offering readers a holistic understanding of Qatar's entrepreneurial ecosystem.

## FOREWORD

For eight consecutive years, Qatar Development Bank (QDB) has proudly represented Qatar in the esteemed Global Entrepreneurship Monitor (GEM) study. This annual study holds significant value in assessing entrepreneurship ecosystems worldwide, providing a comprehensive understanding of the global entrepreneurial landscape.

The GEM study relies on two influential surveys: the Adult Population Survey (APS) and the National Expert Survey (NES). By delving into the motivations, characteristics, and aspirations of individuals venturing into entrepreneurship, the APS sheds light on the entrepreneurial mindset within Qatar. Meanwhile, the NES evaluates the Entrepreneurship Framework Conditions (EFCs) through expert judgments, providing an in-depth analysis of our ecosystem's strengths and areas for further improvement.

I am delighted to share with you some noteworthy findings from the APS results. Qatar has witnessed a significant increase in entrepreneurial activity, with the Total Early-Stage Entrepreneurial Activity (TEA) rate reaching an impressive 14.3%, up from 10.7% in the previous year. This surge is a testament to our society's growing preference for entrepreneurship, as evidenced by 82.2% of adults in Qatar acknowledging it as a desirable career choice, the highest rate in the past 5 years.

Equally important is our commitment to environmental sustainability and social responsibility. As we celebrate the progress in entrepreneurial endeavors, we are mindful of the impact on our surroundings and communities. It is encouraging to note that 84.5% of established business owners consider social implications when making decisions, while 85.6% of early-stage entrepreneurs prioritize environmental implications. Furthermore, an impressive 67.9% prioritize social and/or environmental impact over profitability or growth. These results reflect entrepreneurs' connection to their community and maintaining a sustainable and inclusive business environment.

The remarkable progress in entrepreneurial activity is a testament to Qatar's sound ecosystem and supportive business environment, as reflected in Qatar's score of 5.9 in the National Entrepreneurship Context Index (NECI). This surpasses the global average of 4.7, securing the 5<sup>th</sup> global rank and 3<sup>rd</sup> in the MENA region.



These results showcase the commitment of all ecosystem players in Qatar to build a thriving business environment. QDB has played a pivotal role in this achievement, providing QAR 1.16 billion in direct lending to over 1,100 SMEs—an increase of 21% from the previous year. Additionally, QDB has invested approximately QAR 92 million in over 140 startups and incubated more than 550 startups. We have facilitated access to global markets, with supported exporters generating a total export volume of QAR 1.5 billion. Furthermore, we have provided training to over 6,000 startups, SMEs, and entrepreneurs, while publishing around 28 reports and conducting industry-related studies. These efforts reflect QDB's commitment to empowering entrepreneurs and driving Qatar's entrepreneurial ecosystem forward.

I am immensely proud of the achievements we have collectively made, and I extend my gratitude to all those who have contributed to this success. Together, we will continue to drive Qatar's entrepreneurial landscape forward, creating a vibrant and inclusive ecosystem that serves as a catalyst for economic prosperity.

**Abdulrahman Hesham Al-Sowaidi**  
Chief Executive Officer  
Qatar Development Bank (QDB)

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## EXECUTIVE SUMMARY

The 25<sup>th</sup> annual survey of the Global Entrepreneurship Monitor (GEM) was carried out in 2023. Research teams and academic specialists from 49 countries gathered and evaluated information on a wide range of metrics related to entrepreneurs and their companies. The GEM survey evaluates attitudes and self-perceptions toward entrepreneurship as well as the goals, motives, and other attributes of individuals who identify as entrepreneurs or business owners.

The Qatar National Report 2023/2024 evaluates many aspects of individual entrepreneurs and their endeavors, along with the perspectives of Qatari society on these undertakings, in order to track entrepreneurship throughout the company lifecycle.

Selected key conclusions from the report are discussed in the following sections:

### ENTREPRENEURIAL ACTIVITY

	Adults in Qatar (18-64)	14.3% TEA
		4.4% EB

9.7% of adults in Qatar are involved in setting up business (nascent entrepreneurs), compared to 5.1% of adults who are managing a new company (new business owners). In 2023, Total Early-Stage Entrepreneurial Activity (TEA) rate which comprises of entrepreneurs who have launched or are managing a new company reached 14.3%.


After declining continuously for two years, from 17.2% in 2020 to 10.7% in 2022, Qatar's TEA rate rose in 2023, reaching 14.3% in 2023, as mentioned previously. Both new business ownership and nascent entrepreneurship rates climbed from 4.1% and 6.8% in the previous year to 5.1% and 9.7% in 2023, respectively, exhibiting similar patterns to the TEA rate. This indicates entrepreneurial fervor has gained traction, as implied by these trends in early-stage entrepreneurial activity.

This year has witnessed an increase in the percentage of established business ownership, similar to prior stages of the entrepreneurial journey. The proportion of Qatar's adult population within an Established Business (EB) increased from 3.9% in 2022 to 4.4% in 2023.

The discontinuation rate showed an annual tendency of increase, peaking at 9.6% in 2023. However, the TEA rate (14.3%) and the established business rate (4.4%) combined suggest that Qatar's entrepreneurship market has grown substantially.

Most early-stage and established business owners are catering to consumer services sector. The percentage of early-stage entrepreneurs who stated they worked in the consumer services sector increased to 59.4% in 2023 from 40.7% in the previous year. Similarly, the percentage of established businesses in the consumer services sector increased from 38.8% in 2022 to 47.3% in 2023.

### SOCIETAL VALUES ABOUT ENTREPRENEURSHIP


	Adults in Qatar (18-64)	82.2% Desirable Career Choice
		90.3% High Degree of Respect

Similar to the previous year, significant proportion of adult population within Qatar thinks that the country's society encourages and promotes entrepreneurship.

The percentage of adults within Qatar (18 to 64 years old) who view entrepreneurship as a desirable career option climbed from 79.6% in 2022 to 82.2% in 2023, marking the highest level over the previous five years (2019–2023).

Moreover, most respondents to the 2023 study stated that successful entrepreneurs have a high degree of respect and standing in the Qatari society (90.3% in 2023) which is the highest in last five years (2019-2023).

### SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP


	Adults in Qatar (18-64)	68.0% Possess Knowledge and Skills
		68.7% Opportunities Available for Business Launch

The percentage of adults in Qatar who think they possess the knowledge, skills, and experience needed to launch a business has risen from 64.1% in 2022 to 68.0% in 2023.

Similar percentage of adults (68.7%) stated that they thought there would be good opportunities to launch a business over the following six months in their local area.


After a significant decline the previous year, the percentage of adults in Qatar who do not already participate in entrepreneurial activity but who say they aim to start a new business or work for oneself over the next three years increased to 47.4% in 2023 from 43.6% in 2022.

### ENTREPRENEURIAL TALENT

	Adults in Qatar (18-64)	78.5% Long-Term Career Plan Focused
		86.3% Highly Innovative

Statements that 'Every decision you make is part of your long-term career plan' and 'Other people think that you are highly innovative' are widely accepted by adults in Qatar (78.5% and 86.3%, respectively). This placement suggests that the adult population in Qatar has a long-term outlook and a strong belief in their innovativeness.

### MOTIVATIONS AND ASPIRATIONS

	Top Motivation	77.4% 'Great Wealth or High Income' (Early-Stage Entrepreneurs)
		82.5% 'Great Wealth or High Income' (Established Business Owners)

The desire 'To build great wealth or very high income' is the primary driving force behind starting a business for early-stage entrepreneurs and established business owners. Nearly four out of five early-stage entrepreneurs (77.4%) and established owners (82.5%) in Qatar have this motivation.


The lowest motivation for early-stage entrepreneurs was 'To continue a family tradition' (38.4%) and for established business owners was 'To make a difference in the world' (49.8%).

### IMPACT CHARACTERISTICS OF ENTREPRENEURSHIP

	Persons Employed	2.3 Nascent Entrepreneurs
		25.7 New Business Owners
		65.1 Established Business Owners

New business owners employ an average of 25.7 individuals (a large rise from 12.0 in 2022) while nascent entrepreneurs employ an average of 2.3 persons (an increase from 0.8 in 2022). In Qatar, established business owners employ an average of 65.1 workers, a significant rise from 34.5 workers on average in 2022.

Like last year, most of the entrepreneurs in Qatar (84.7% of EB and 75.0% of TEA) anticipate hiring six or more employees in the next five years.

	25% Revenue Outside Qatar	11.9% Early-Stage Entrepreneurs
		12.1% Established Business Owners

The percentage of early-stage business owners who expect at least 25% of their income from sources outside Qatar has steadily climbed from 10.2% in 2021 to 11.9% in 2023. This shows that firms in Qatar are increasingly looking outside the country ('Born Global') for incremental revenues. Similarly, the proportion of established business owners that anticipate obtaining at least 25% of their revenue from sources outside of Qatar increased from 5.1% in 2021 to 12.1% in 2023. Considering the business scope, it is encouraging to see that 27.6% of early-stage business owners and 32.9% of established business owners have clientele outside of Qatar. Based on the trend of these indicators, it can be seen that business owners in Qatar are becoming more globally oriented.



DEMOGRAPHICS – ENTREPRENEURIAL ACTIVITY

	TEA Rate	15.4% Male
		13.1% Female

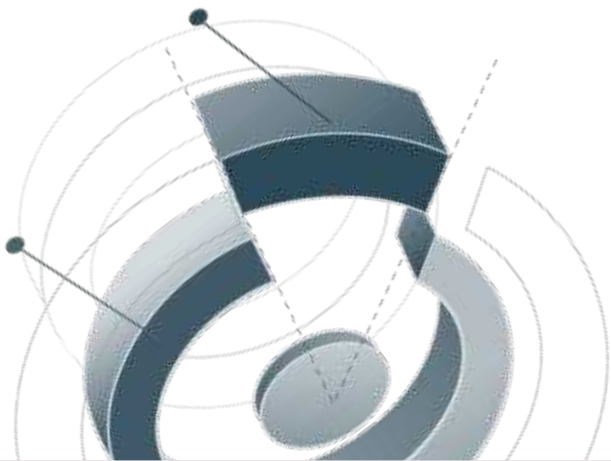
In 2023, it was found that the TEA rate for males was higher than females (15.4% and 13.1% respectively), and a similar trend is observed within established business owners (Males – 5.4% and Females – 2.4%). Additionally, males in Qatar report a higher business discontinuance rate than females (9.9% and 8.2% respectively).

	TEA Rate	22.1% Qatari Nationals
		13.3% Expats


In line with the preceding two years, the majority of newly set-up companies in Qatar are founded by Qatari nationals rather than expats (22.1% against 13.3%, respectively). Additionally, Qatari nationals are more likely than expats to own and manage an existing firm (14.1% against 2.1%, respectively) and report a greater rate of business discontinuance (15.3% against 8.3%, respectively).

In Qatar, the proportion of early-stage entrepreneurs is highest among those aged 45–54 (15.9%), while the lowest number is seen among younger individuals (18–24 years old), at 12.9%. The age group of 55–64 accounts for the largest percentage of established business owners (8.3%). The group of people in the 45–54 age range has the highest business discontinuance rate (12.5%).

The most active participants in the Early-Stage and Established Business phases of the entrepreneurship process in Qatar are those who hold a master's degree or a PhD. (22.9% and 5.4%, respectively). The entrepreneurs who hold a master's degree or a PhD., and the entrepreneurs who hold a college degree or community degree have the highest business discontinuance rate (10.9%).




INVESTMENT

	Top Financing Source	70.1% Personal Savings (Early-Stage Entrepreneurs)
		64.5% Personal Savings (Established Business Owners)


Similar to the previous year, majority of the early-stage entrepreneurs and owners of established businesses finance their ventures using personal savings (70.1% and 64.5% respectively). Reliance on personal, commercial or loans from family members has decreased for established business owners as compared to the prior year. Aside from the rise in capital generation from friends and family, early-stage entrepreneurs' funding sources have mostly followed similar trends as that of the established business owners.

SOCIAL AND ENVIRONMENTAL VALUES

	Early-Stage Entrepreneurs	85.6% Consider Environmental Implications
		82.2% Consider Social Implications
		67.9% Prioritize Environment/Social impact over profitability

When deciding how to proceed with their firm, 84.5% of established business owners and 82.2% of early-stage entrepreneurs in Qatar concur that they always take social repercussions into account. A comparable high percentage of early-stage and established business owners (85.6% and 83.9%, respectively) concur that they always take the environment into account when making decisions about the direction of their companies. 67.9% of early-stage entrepreneurs and 60.1% of established business owners have also stated that they place a higher priority on their company's social and/or environmental impact than on growth or profitability.

ENTREPRENEURSHIP FRAMEWORK CONDITIONS (EFCs)

	5.9	NECI Score
	5/49	Global Ranking
	3/7	MENA Ranking

Qatar's 2023 NECI total score of 5.9 is higher than the world average of 4.7. From 5.5 in 2021, the NECI score has steadily climbed over the last two years. It is placed 5<sup>th</sup> among the 49 countries participating in the National Expert Survey (NES) and 3<sup>rd</sup> amid the MENA benchmarked countries.

The main factors behind the consistent growth over the past two years have been the upturn in scores for the framework conditions:

- Sufficiency of financing for entrepreneurs
- Ease of obtaining finance for entrepreneurs
- Government policies: support and relevance
- Government policies: taxes and bureaucracy
- Internal market dynamics
- Physical infrastructure

Overall, Qatar records a high ranking in the NES for a number of framework conditions in 2023. Out of the 49 countries participating in the NES, it is ranked in the top 10 for the below.

- Ease of obtaining finance for entrepreneurs (5.0)
- Government policies: support and relevance (5.8)
- Government policies: taxes and bureaucracy (6.3)
- Government entrepreneurship programs (5.9)
- Entrepreneurial education and training at school stage (6.3)
- Entrepreneurial education and training at post-school stage (6.5)
- Research and development (R and D) transfer (5.4)
- Commercial and services infrastructure (6.0)
- Physical infrastructure (7.2)
- Business sustainability by governments/policymakers through new regulations/laws (6.1)
- Support for women's entrepreneurship in terms of services, regulations, and cultural norms (5.9).
- Cultural and social norms (6.7)





# INTRODUCTION

## GEM IN QATAR

A key factor in the prosperity and well-being of society is entrepreneurship. It is also a powerful force for economic expansion. It encourages the vital innovation needed to solve some of society's biggest problems as well as explores new possibilities, increases productivity, and generates new jobs<sup>1</sup>. In order to make critical decisions that support healthy entrepreneurial ecosystems and encourage sustainable forms of entrepreneurship, governments and other stakeholders will require more reliable data. Global Entrepreneurship Monitor (GEM), which has been in operation for 20+ years, has consistently supported these initiatives by giving decision-makers insightful advice on how to effectively encourage entrepreneurship to resurrect growth and prosperity.

In 2023, GEM conducted its annual survey-based research on entrepreneurship and entrepreneurship ecosystems around the world. 49 countries from across the globe, including Qatar, participated in this survey. As a GEM partner for the State of Qatar, Qatar Development Bank (QDB) has been involved in this global project for 8 years already.

## QATAR ECONOMY IN 2023

As it works to diversify its economy and transition to a knowledge-based economy, Qatar has recognized the importance of entrepreneurship as a catalyst for innovation and growth. The Third National Development Strategy (NDS3) will steer the changes that will enhance the business climate, labor market dynamics, and human capital. It will also build on the present progress and offer guidance. In addition to strengthening climate resilience and the green transition, achieving National Vision 2030 calls for rapidly developing digitalization while closely monitoring potential risks.

Qatar's economy is in a strong position all around. Its current account balance stands at a surplus of 17.6% of GDP in 2023. Qatar's fiscal situation appears to be favorable, as seen by its fiscal balance to GDP ratio of 10.8% in 2023, which is expected to remain stable over the next five years. The high Debt to GDP ratio will be mitigated to 32.3% by 2028 thanks to the solid foreign currency reserves of the central bank, the liquid foreign currency assets of the sovereign fund, and the growth in foreign currency income from hydrocarbon sales. Inflation has moderated following monetary policy tightening in tandem with the U.S. Federal Reserve, consistent with the currency peg to the U.S. dollar<sup>2</sup>.

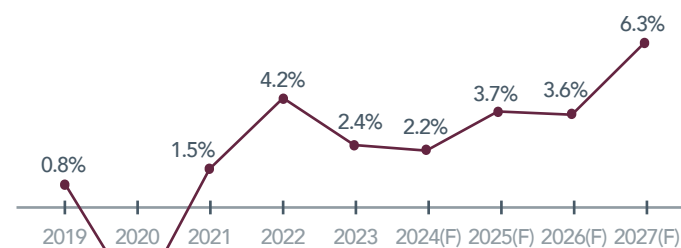
The entrepreneurial landscape in Qatar is reflected in the GEM Qatar National Report 2023/2024. In addition to offering statistics and variables for the country within the year, it also provides comparative analysis trends over the past five years (2019 – 2023). The study includes data from the 48 other countries that participated in the GEM National Experts Survey (NES) and the 45 other countries that participated in the GEM Adults Population Survey (APS) for comparative analysis. As part of the APS, 3,001 people between the ages of 18 and 64 were surveyed in 2023. 44 experts responded with their opinions of the NES's entrepreneurship framework conditions.

The report analyzes the present conditions of Qatar's entrepreneurial ecosystem from multiple perspectives which are important and also shows evolution of these variables over the past. For example, this report provides the levels of participation in Qatar within various phases of the business journey—its conception, the starting of a new business, and the mature phase of established business ownership. It also explains these levels by studying multiple factors associated with the entrepreneur, such as motivations and aspirations, self-perceptions about entrepreneurship, entrepreneurial talent and others.

The policy makers have played an active role in supporting diversification within the economy. They have taken multiple steps which include significant investments in research & development, human capital development through education and training programs, increase of capital to entities supporting the development of the entrepreneurial ecosystem. Due to these strategies and the above-mentioned strong performance of the economy, the IMF has projected the economy to grow over the coming years as seen in Figure 1.

Figure 1

GDP Growth Rates (Qatar)



Source: (International Monetary Fund Country Data - Qatar, n.d.)

## SME OUTLOOK - QATAR

SMEs in Qatar have a significant role in the national economy, much like their influence on the global economy. SMEs account for 97% of Qatar's registered private sector businesses (25,000+). SMEs have been principally active in the sectors of tourism and hospitality, information technology, retail and real estate<sup>3</sup>.

Owing to the SMEs' increasing significance in the country's economy, the Qatari government has increased its commitment to facilitate its growth and provide the relevant support. Many policies and efforts are in place to promote this segment, some of which include streamlined business registration processes, reduced bureaucratic hurdles and enhanced accessibility to funding. Various financial institutions in Qatar have been encouraged to allocate a portion of their lending portfolios specially for the SME sector, ensuring that they have access to the capital needed for expansion. Additionally, government-sponsored incubators, accelerators, and business development programs have been introduced to help entrepreneurs acquire the skills, knowledge, and resources necessary for success<sup>3</sup>.

As stated in National Development Strategy (NDS3), the third and final national strategy plan designed to meet the goals and aspirations of Qatar's National Vision 2030, the government plans to take the below actions in order to maintain the high levels of support, expand the SME market size and achieve multiple targets (e.g., 6% CAGR in SME contribution to non-hydrocarbon GDP, 7% of credit to SMEs, 70% VC funding from private sector, 0.1% of GDP in start-up funding):

- Advancing the 'SME Digital Transformation Program'
- Introducing new regulations regarding alternative financing (e.g. fintech)
- Revising Public Private Partnership (PPP) schemes
- Enhancing access to capital markets
- Increasing banking credit

The information above makes it clear that the State of Qatar recognizes the significance of the SME market in the country, is dedicated to offering SMEs all possible support, has solid plans for carrying out its initiatives, and has high aims to produce ground-breaking results for the country's entrepreneurial environment.



<sup>1</sup> Nexford University, 2024 - Role of Entrepreneurship in Economic Development  
(<https://www.nexford.edu/insights/role-of-entrepreneurship-in-economic-growth>)

<sup>2</sup> International Monetary Fund - Article IV Consultation (Press Release; and Staff Report, Qatar), 24/043

<sup>3</sup> Qatar Chamber, 2022 - SMEs represent 97 percent of Qatari private sector institutions, says Qatar Chamber Chairman  
(<https://www.qatarchamber.com/97-per-smes-of-qatari-private-sector-2022/>)



# ABOUT GEM

## GEM

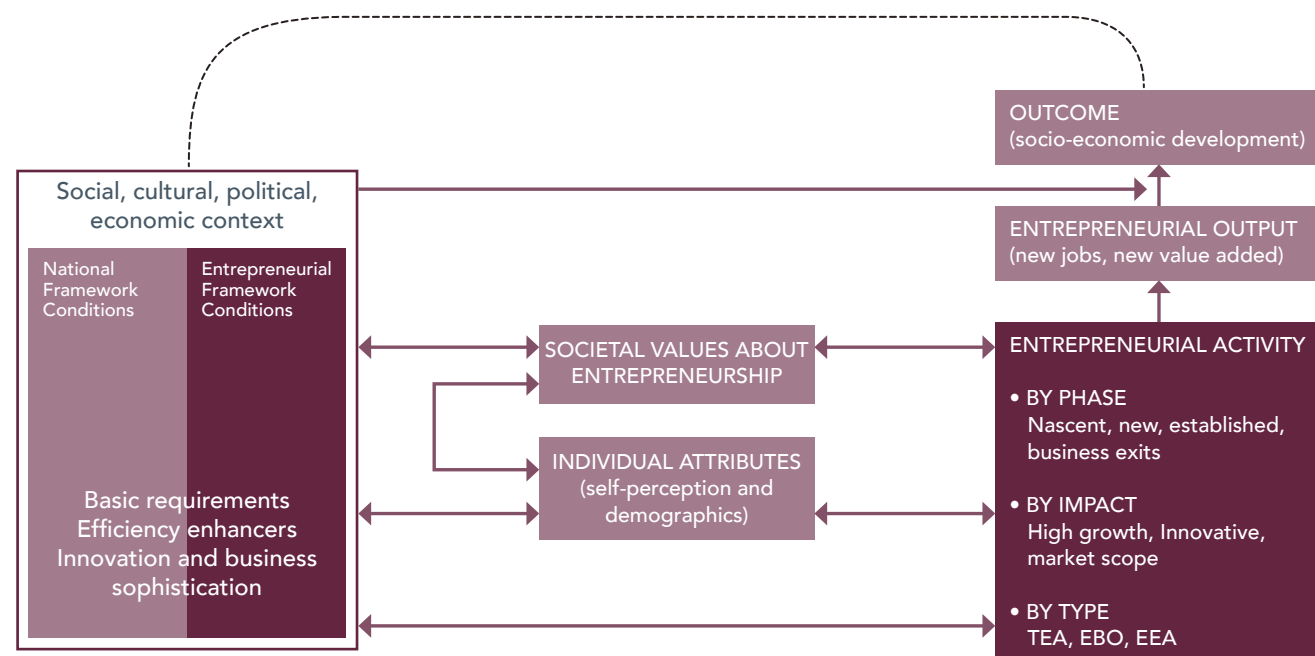
The Global Entrepreneurship Monitor (GEM), which began in 1999 as a collaboration between Babson College (USA) and London Business School (UK), is a long-term joint research project which aims to quantify and track entrepreneurship. GEM conducts global survey-based research on entrepreneurship and entrepreneurial ecosystems. GEM is a networked cooperative made up mostly of national country teams connected to top universities. It is an international research resource that gets information on entrepreneurship straight from business owners themselves. As a result, GEM data and technologies are distinct and advantageous to many stakeholder groups, which include policymakers, academics, the entrepreneurs, sponsors, international organizations and major other groups. GEM has an outstanding and reputable history, which includes 20+

years of data, information from economies throughout the globe and involvement of some 300+ academic and research institutions.

The GEM Conceptual Framework shown in Figure 2, demonstrates how the environment and entrepreneurship interact. The framework demonstrates how societal values and personal characteristics are directly and indirectly impacted by the social, cultural, political, and economic environment on entrepreneurship. National Framework Conditions and Entrepreneurial Framework Conditions are two categories into which the social, cultural, political, and economic setting can be divided. National Framework Conditions and Entrepreneurial Framework Conditions could be said to influence entrepreneurial activity, lead to economic development and through which society can advance.

Figure 2

The GEM Conceptual Framework



(Global Entrepreneurship Monitor 2022/2023 Global Report)

## ADULT POPULATION SURVEY (APS)

### OVERVIEW

The GEM 'Adult Population Survey' (APS) is a special tool for assessing the level and nature of entrepreneurship globally. GEM National Teams administer it to a minimum of 2,000 respondents (aged 18–64) from a relevant national sample. The national sample is structured to reflect the overall population in terms of age, gender and location. Investigating the function of the individual in the course of the entrepreneurial process is the aim. Not only are

commercial attributes emphasized, but also the reasons behind people launching and operating businesses, the steps involved in establishing and managing a firm, and attitudes associated to entrepreneurship. Through conducting surveys on people's opinions and behaviors, APS research provides information on the individual decision-making process that goes into launching a business and the future growth of that enterprise.

### FRAMEWORK

The APS helps collect information on a variety of topics related to each individual entrepreneur as well as the ecosystem of entrepreneurs. These aspects are:

- Societal Values of Entrepreneurship
- Self-Perception About Entrepreneurship
- Entrepreneurial Talent
- Motivations and Aspirations
- Impact Characteristics
- Social and Environmental Values
- Entrepreneurial Activity

### Societal Values of Entrepreneurship

Creating a supportive culture that encourages entrepreneurship is largely dependent on how society views entrepreneurs.

In the APS, societal values about entrepreneurship are measured through the following indicators:

- 1. Good career choice:** People consider starting a new business a desirable career choice.
- 2. High status to successful entrepreneurs:** People successful at starting a new business have a high level of status and respect.
- 3. Media attention for entrepreneurship:** Stories are often seen in the public media and/or internet about successful new businesses.
- 4. Preference for an equal standard of living for all:** People within the society favor a similar standard of living for all.
- 5. Often see businesses that aim to solve social problems:** It is common to encounter businesses whose main goal is to alleviate social problems.

### Self-Perceptions about Entrepreneurship

An individual's impression of entrepreneurship can greatly influence their decision to embark on an entrepreneurial path and it is crucial to grasp this perspective.

The APS employs the following factors to gauge respondents' self-perceptions regarding entrepreneurship:

- 1. Entrepreneurial affiliation:** Personally know someone who, in the last two years, launched a business or went self-employed.
- 2. Perceived opportunities:** There will be excellent chances to launch a business in the neighborhood/area in the next six months.
- 3. Perceived ease of starting a business:** It is simple to launch a business in Qatar.
- 4. Perceived capabilities:** Possess the information, abilities, and background needed to launch a new company.
- 5. Fear of failure:** Fear of not succeeding stops from launching a company.
- 6. Entrepreneurial intention:** Either by themselves or in collaboration with others, planning to launch a new company—including any kind of self-employment—within the next three years.



## Entrepreneurial Talent

It is widely accepted that a person's personality, goals, and aptitude have a significant role in their choice to launch a business.

The following criteria are used by the APS to evaluate respondents' entrepreneurial talent:

- 1. Innovation:** Some believe the individual to be quite inventive.
- 2. Long-Term Goals:** Each choice a person takes is a component of their long-term career plan.
- 3. Proactivity:** The person hardly ever takes advantage of lucrative opportunities, even when he sees them.
- 4. Opportunism:** Even if he is well knowledgeable in the field, the person hardly ever recognizes commercial chances.

## Motivations and Aspirations

One of the main elements influencing the caliber of entrepreneurial endeavors is motivation and aspirations for entrepreneurship.

The APS Survey assesses respondents' motives and ambitions using the following criteria:

1. To make a difference in the world.
2. To build great wealth or very high income.
3. To continue a family tradition.
4. To earn a living because jobs are scarce.

## Impact Characteristics

This aspect examines the possible effects of entrepreneurship by evaluating a number of variables related to the quantity and caliber of new company ventures within the country.

The impact characteristics of the respondents' entrepreneurial activities are evaluated by the APS using the following criteria:

- 1. Job Growth Expectations:** The current workforce size and the projected workforce size over the next five years.
- 2. Internationalization:** Number of businesses anticipated to receive 25% or more of their revenues from outside the country.
- 3. Innovation:** Products/services or technology/procedures new to the area where the respondent lives, new to Qatar, or new to the world.

## Social and Environmental Values

Following the release of the United Nations 2030 Agenda and its 17 Sustainable Development Goals, stakeholders and experts worldwide have directed more of their attention toward the ways in which entrepreneurship might help achieve these goals. In light of this, GEM introduced a new set of indicators in 2021 to examine entrepreneurship for the first time in terms of how it contributes to efforts towards global sustainability.

The APS assesses entrepreneurs' social and environmental values based on the following standards:

1. Kept the social and environmental effects in mind while making decisions regarding the direction of the company.
2. Given the company's social and/or environmental effect more weight than its growth or profitability.
3. Taken any action in the last year to reduce the business's negative effects on the environment or to increase its positive effects on society.
4. Aware of the 17 United Nations Sustainable Development Goals.
5. Identified any of the Sustainable Development Goals which are a priority for the business and defined a set of clear objectives, actions, and key performance indicators.

## Entrepreneurial Activity

Figure 3 shows GEM's key entrepreneurship indicators, which measure entrepreneurial activity at several stages. It comprises aspiring business owners who are in the process of starting their own company, as well as business owners and managers who already have an established company under their belt. Furthermore, GEM assesses the type and rate of firm closures. This has led to the availability of indicators at various stages of the entrepreneurial stages, which are significant from the perspective of the country's analysis.

The APS uses the following standards to assess respondents' entrepreneurial activity:

- 1. Total Early-Stage Entrepreneurial Activity (TEA):** The proportion of adults who have operated an entrepreneurial enterprise for up to 3.5 years in the market.
- 2. Established Business Ownership (EBO):** The proportion of adults who have operated an entrepreneurial enterprise for more than 3.5 years in the market.
- 3. Entrepreneurial Employee Activity (EEA):** The proportion of adult workers who launch or manage a business on behalf of their employer

As mentioned before, TEA is one of the most important metrics within the complete GEM project, as it shows the percentage of adults who are actively involved in launching or managing a new company.

To assess it comprehensively and be more precise, TEA is broken down into two sub-groups, which are:

- 1. Nascent Entrepreneurs :** Those who have not paid salary for three months.
- 2. New Business Owners :** Those who are running a new business and have paid wages for more than three months but less than 3.5 years.

It is crucial to measure both the overall indicator and its two sub-elements because they offer insights on the prospects for established enterprises in the economy going forward.

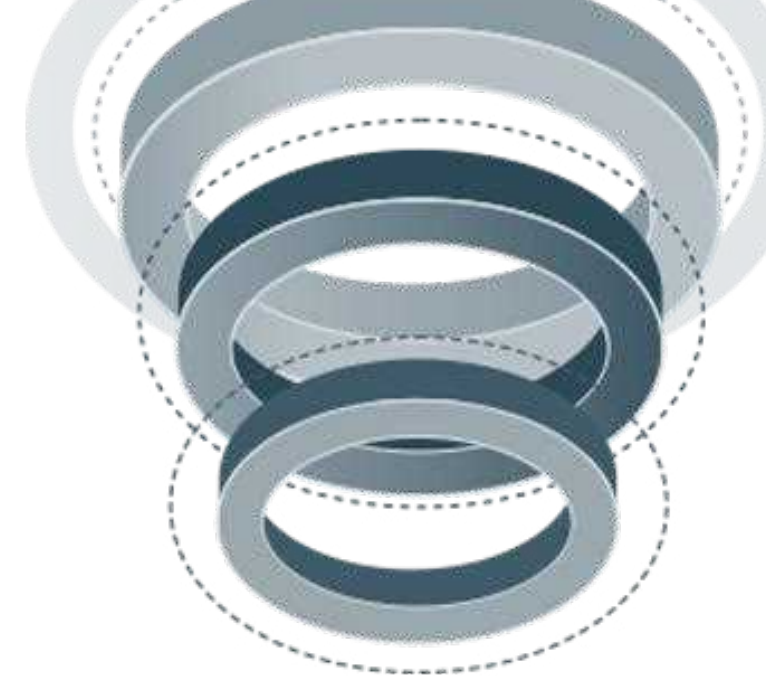
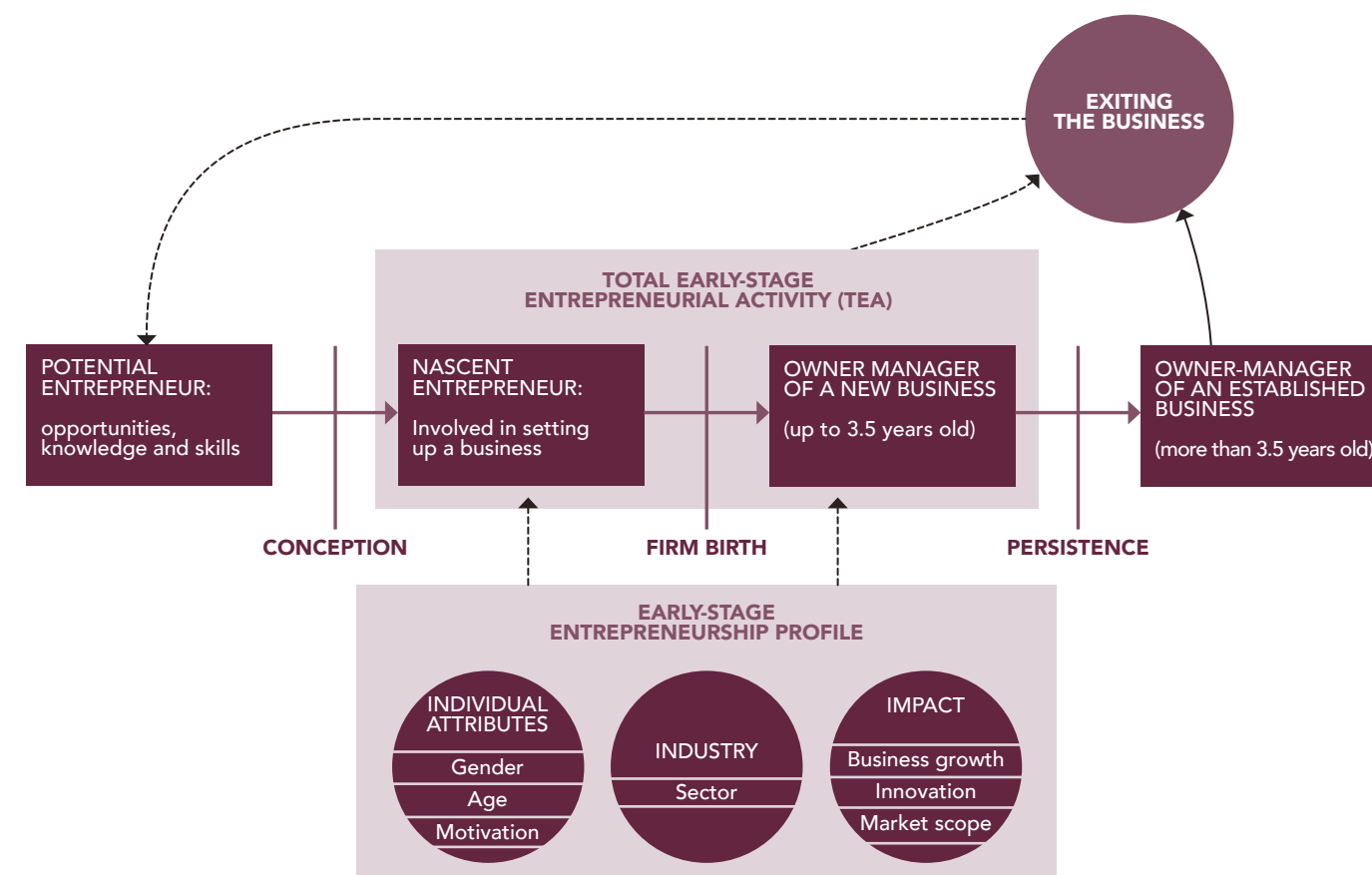


Figure 3

The Entrepreneurial Process



(Global Entrepreneurship Monitor 2022/2023 Global Report)

In 2023, 3,001 interviews were carried for The Adult Population Study (APS) in Qatar. The interviewees were drawn at random from the adult population spanning all genders and nationalities and ages within 18 to 64. A structured questionnaire in the respondent's choice language (either English or Arabic) was used during the interview process. (see Table 1)

The countries participating in the research project are only provided the access to the data when it has been examined by specialists at Global Entrepreneurship Research Association (GERA) for consistency, quality control, and standard statistical computations. It is very much possible to conduct reliable cross-national analysis because the data is harmonized through the GEM study approach.

Table 1

APS Questionnaire 2023 - 'Introduction' Section

	Strongly Agree	Somewhat agree	Neither agree nor disagree	Somewhat disagree	Strongly disagree	Don't Know	Refused
You rarely see business opportunities, even if you are very knowledgeable in the area.							
Even when you spot a profitable opportunity, you rarely act on it.							
Other people think you are highly innovative.							
Every decision you make is part of your long-term career plan.							
	Strongly Agree	Somewhat agree	Neither agree nor disagree	Somewhat disagree	Strongly disagree	Don't Know	Refused
In Qatar, most people would prefer that everyone had a similar standard of living.							
In Qatar, those successful at starting a new business have a high level of status and respect.							
In Qatar, most people consider starting a new business a desirable career choice.							

Source: (GEM Adult Population Survey, 2023)

OVERVIEW

According to GEM, there is a relationship between the dynamics of entrepreneurship and factors that help or impede the formation of new businesses. These requirements are referred to as Entrepreneurial Framework Conditions (EFCs) in the GEM approach. The EFCs may be viewed as crucial information in comprehending the formation and expansion of enterprises. Business dynamics are determined by the state of these variables, which also have a direct impact on the availability of entrepreneurial opportunities, entrepreneurial capability and entrepreneurial inclinations.

FRAMEWORK

Expert opinions on a variety of topics are gathered using the NES, each of which was created to capture a distinct aspect of a particular EFC.

**1. Entrepreneurial Finance :** The accessibility of funding for small and medium-sized businesses (SMEs) in the form of loan and equity (including grants and subsidies). This EFC has two components:

- a. Sufficiency of financing for entrepreneurs
- b. Ease of obtaining finance for entrepreneurs

**2. Government Policy :** The extent to which public policies support entrepreneurship. This EFC has two components:

- a. Government policies: support and relevance
- b. Government policies: taxes and bureaucracy

**3. Government Entrepreneurship Programs :** The presence and quality of programs directly assisting SMEs at all levels of government (national, regional, municipal).

**4. Entrepreneurship Education and Training :** The extent to which training in creating or managing SMEs is incorporated within the education and training system at all levels. This EFC has two components:

- a. Entrepreneurial education and training at school stage
- b. Entrepreneurial education and training at post-school stage

As part of the conventional GEM approach, the National Experts Survey (NES) evaluates a number of EFCs in addition to a few other entrepreneurship-related issues and the goal is to get the opinions of the country's top professionals. The NES continues to be an important source of standardized, globally comparable data that particularly tackles the environmental elements that support or undermine the success of start-up and expanding businesses.

**5. Research and Development (R and D) transfer :** The extent to which national research and development will lead to new commercial opportunities and is available to SMEs.

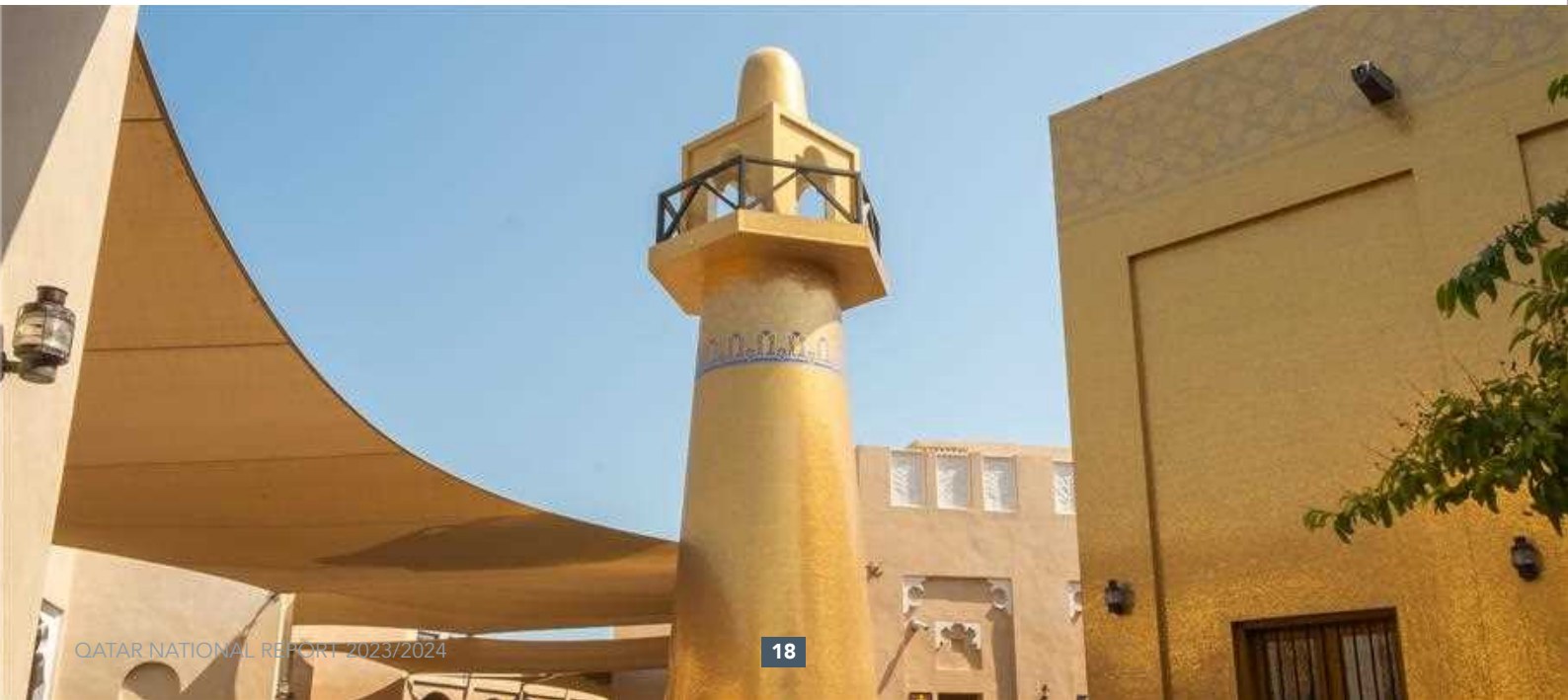
**6. Commercial and Services Infrastructure :** The presence of property rights, commercial, accounting and other legal and assessment services and institutions that support or promote SMEs.

**7. Market Openness :** The level of change in markets from year to year and the extent to which new firms are free to enter existing markets. This EFC has two components:

- a. Internal market dynamics
- b. Internal market burdens or entry regulations

**8. Physical Infrastructure :** Ease of access to physical resources (communication, land, space, utilities, transportation) at a price that does not discriminate against SMEs.

**9. Cultural and Social Norms :** The extent to which social and cultural norms encourage or allow actions leading to new business methods or activities that can potentially increase personal wealth and income.





Every year, special topics are also taken into consideration which cover key developments that are seen to be either significant future variables or to be having an influence on the present global entrepreneurial ecosystem. The special topics for 2023 are:

- 1. Good practices of social contribution and social responsibility in new and growing firms
- 2. Economic performance in new and growing firms
- 3. Good environmental practices by new and growing firms

METHODOLOGY

Experts who evaluate the average condition of these EFCs are the target audience for the NES survey. A minimum of 36 carefully selected experts are given the NES survey questionnaire (see Table 2) in each economy (the minimum sample consists of four experts for each EFC). On a Likert scale, they are asked to rate each of the assertions from totally false to totally truthful. Using all of the information gathered by teams, GEM generates a

How is the NECI Calculated

The atmosphere fostering entrepreneurship is evaluated by National Entrepreneurship Context Index (NECI), which measures the average scores provided by national experts on each of the above-mentioned EFCs. Ranking economies according to how well they foster and promote entrepreneurship is made possible by this index. The degree to which experts agree on a ten-point Likert scale is used by the NECI to weigh scores for these conditions. Additionally, they provide relevance scores for each assertion, indicating how important it is for that particular area of their economy to

- 4. Sustainability by new and growing firms
- 5. Business sustainability by governments/policy makers through new regulations/laws
- 6. Support for women's entrepreneurship in terms of services, regulations, and cultural norms
- 7. Accessibility of resources (such as financing and markets) for men compared to women in developing entrepreneurial activities

NES Global Individual level file. This outcome provides a well-founded, albeit subjective, diagnosis of the average condition of the entrepreneurial environment.

Every country taking part in the NES is required to use a uniform NES questionnaire that is locally translated into extra languages (Qatar uses Arabic, for example). A total of 44 national specialists were interviewed in Qatar.

encourage and support entrepreneurship. The importance values of each expert are multiplied by their ratings for the assertions (which have been rescaled to 10 points). To create a unique weighted NECI score, the results for each framework condition are then added together and divided by the total of the important values. NECI values are then calculated for each framework condition by averaging these scores across all specialists in the economy. The overall NECI value represents the average of the factors, which is used to rank the economies.



Table 2

NES Questionnaire 2023 - 'Entrepreneurial Finance' Section

Topic A1: Finance (sufficiency) In my country there is sufficient...		CF					NFNT					CT
A01	equity funding (understood as entrepreneurs' own financial resources) available for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
A02	debt funding (understood as bank loans and similar) available for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
A03	government subsidies available for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
A04	informal investor funding (family, friends and colleagues who are private individuals other than founders) for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
A05	professional business angel funding (individuals who provide capital in exchange for convertible debt or ownership equity) for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
A06	venture capital funding (pooled investment funds for private equity stakes) for new and growing firms.	0	1	2	3	4	5	6	7	8	9	10
A07	IPO (initial public offering) funding available for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
A08	micro funding (for example crowdfunding from a large number of individuals contributing a relatively small amount, typically via the internet) for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
Topic A2: Ease of getting financing in my country it is easy ....												
A09	to get debt funding (bank loans and similar for new and growing firms)	0	1	2	3	4	5	6	7	8	9	10
A10	to hire financial support services at reasonable cost for new and growing firms	0	1	2	3	4	5	6	7	8	9	10
A11	for nascent entrepreneurs to get enough seed capital to cover start-up and early-stage expenses of a new business	0	1	2	3	4	5	6	7	8	9	10
A12	to attract investors / funds to make a new business grow once the start-up phase has completed	0	1	2	3	4	5	6	7	8	9	10

Note: CF = completely false, NFNT = nor false neither true, CT = completely true, DK = don't know, NA = not applicable

Source: (GEM National Experts Survey, 2023)



# 1 SOCIETAL VALUES, SELF-PERCEPTIONS, AND ENTREPRENEURIAL TALENT

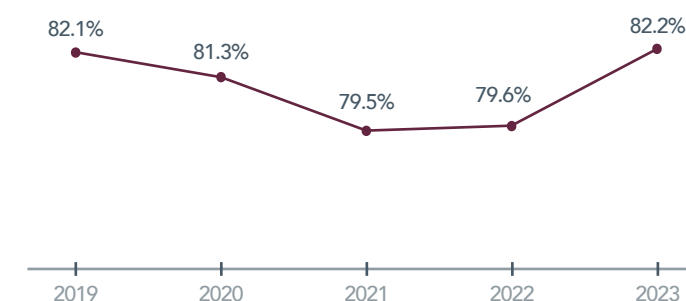
## 1.1 SOCIETAL VALUES ABOUT ENTREPRENEURSHIP

Comparable to the preceding year, all the parameter values show that a considerable proportion of adults within Qatar believe that the society supports entrepreneurship and has an encouraging attitude toward it. In comparison with last year, certain metrics indicate an upsurge.

The percentage of adults within Qatar (18 to 64 years old) who view entrepreneurship as a desirable career choice climbed from 79.6% in 2022 to 82.2% in 2023, marking the highest level over the previous five years (2019–2023). (see Figure 4)

Figure 4

**Starting a new business a desirable career choice, 2019 – 2023**

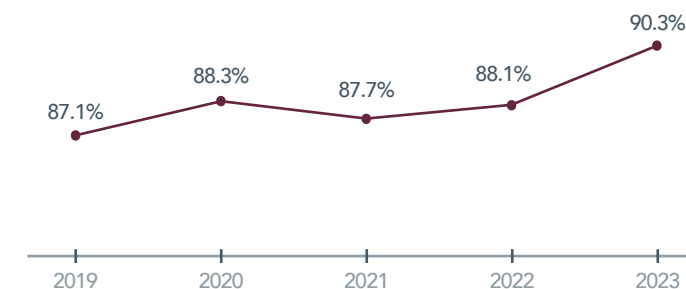


Source: (Qatar Adult Population Survey, 2019-2023)

Furthermore, according to the majority of adults surveyed in 2023, the society in Qatar gives successful entrepreneurs a high degree of esteem and status. The percentage of adults who concur has gone up from 88.1% in 2022 to 90.3% in 2023. Additionally, this indicator has achieved its highest point in the previous five-year record (2019–2023). (see Figure 5)

Figure 5

**Those successful at starting a new business have a high level of status and respect, 2019 – 2023**

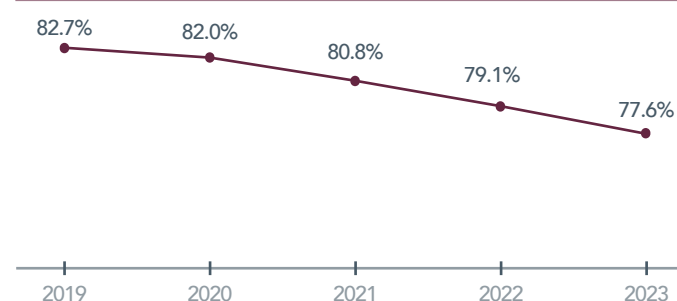


Source: (Qatar Adult Population Survey, 2019-2023)

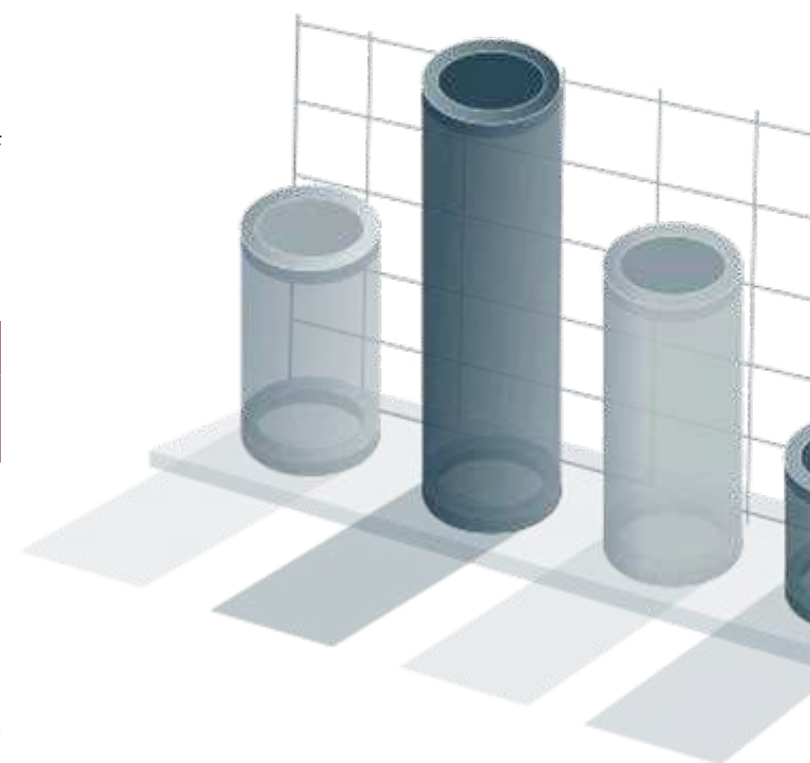
A sizable segment of Qatar's adult population thinks that successful entrepreneurship projects receive a lot of media coverage and attention (both public and online). But, over the past five years, there has been a decline in the percentage of adults having this belief (82.7% in 2019 to 77.6% in 2023). (see Figure 6)

Figure 6

**You often see stories in the public media and/or Internet about successful new businesses, 2019 – 2023**



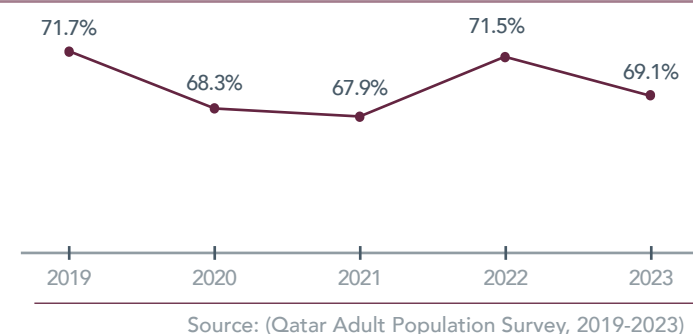
Source: (Qatar Adult Population Survey, 2019-2023)





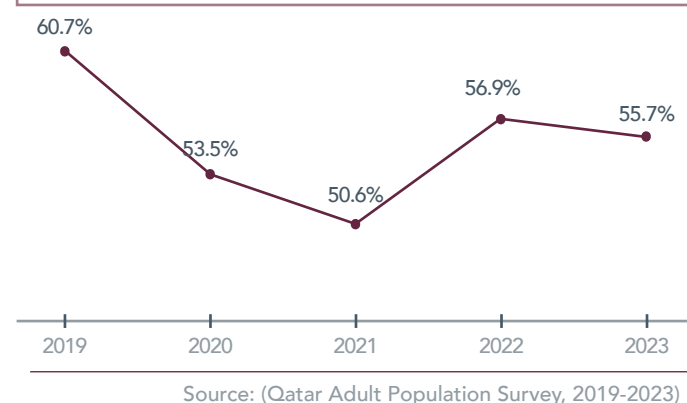
The trend associated with the percentage of Qatar's adult population who would prefer that everyone have the same standard of life has fluctuated over five-year analysis period (2019–2023). In the first three years of the five-year analysis period (2019–2023), the percentage of the adult population that favored a similar standard of living for all fell (from 71.7% in 2019 to 67.9% in 2021); in 2022, there was a notable increase from the previous year (from 67.9% in 2021 to 71.5% in 2022); in 2023, the trend reverted and the rates fell to 69.1% in 2023. (see Figure 7)

**Figure 7**  
Most people would prefer that everyone had a similar standard of living, 2019 – 2023



The percentage of adults in Qatar's APS who frequently saw companies as having their primary goal of solving social issues followed a similar moving trend to the one for the GEM indicator of 'similar standard of living.' The rates decreased in the first three years (from 60.7% in 2019 to 50.6% in 2021), significantly improved in 2022 (from 50.6% in 2021 to 56.9% in 2022), then decreased again in 2023 to 55.7%. (see Figure 8)

**Figure 8**  
You often see businesses whose primary objective is solving social problems, 2019 – 2023

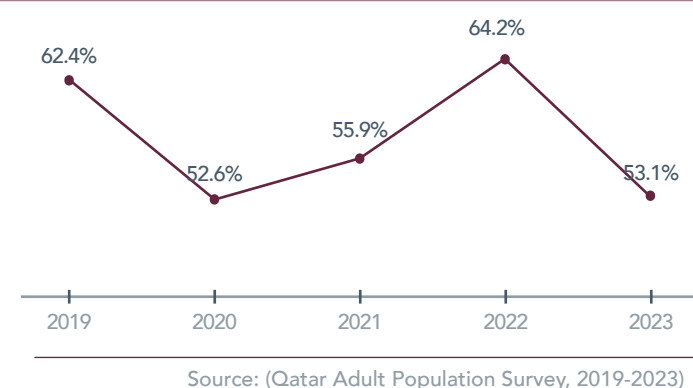


## 1.2 SELF-PERCEPTIONS ABOUT ENTREPRENEURSHIP

The adult population in Qatar has a strong self-perception of entrepreneurship, according to the values within 2023. Trends within a handful of the indicators, however, point to the need for action to improve these indicators.

The proportion of adults within Qatar who directly know an entrepreneur had steadily increased over the preceding two years, peaking at 64.2% in 2022, the highest level for the five-year period (2019–2023), from 52.6% in 2020. This growing trend has ceased, and the percentage of adults with entrepreneurial affiliations has drastically decreased to the second lowest place (53.1%) within the five-year period (2019–2023). The position of this indicator indicates that individuals either have less access to or interact with entrepreneurs less frequently. (see Figure 9)

**Figure 9**  
Entrepreneurial Affiliations, 2019 – 2023



Seeing opportunities is one of the most essential traits of a profitable business owner. In 2022, 81.0% of adults in Qatar said they thought there would be strong chances to launch a business over the following six months in their local area. However, in 2023, 68.7% of adults in Qatar expressed having this optimistic view. The indicator value is at its lowest point over the previous five years (2019–2023). (see Figure 10)

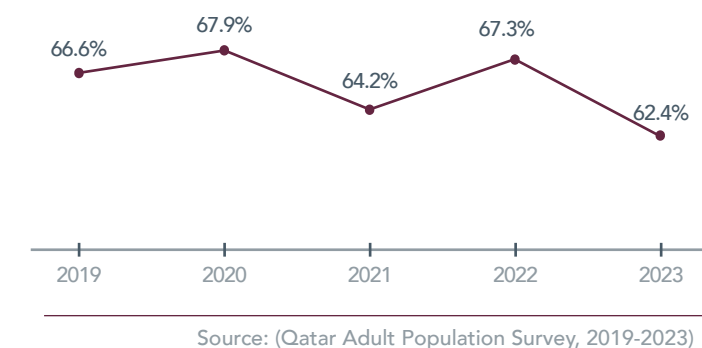
However, there has been an increase in the confidence that aspiring business owners have to utilize the opportunities. The percentage of adults in Qatar who think they possess the know-how, expertise, and experience needed to launch a business has risen from 64.1% in 2022 to 68.0% in 2023. (see Figure 10)

**Figure 10**  
Perceived opportunities and capabilities, 2019 – 2023



The percentage of the Qatar adult population who think it's easy to launch a business in the country has dropped from 67.3% in 2022 to 62.4% in 2023, following a rise the year before. The indicator has decreased to its lowest level over the 2019–2023 period. (see Figure 11)

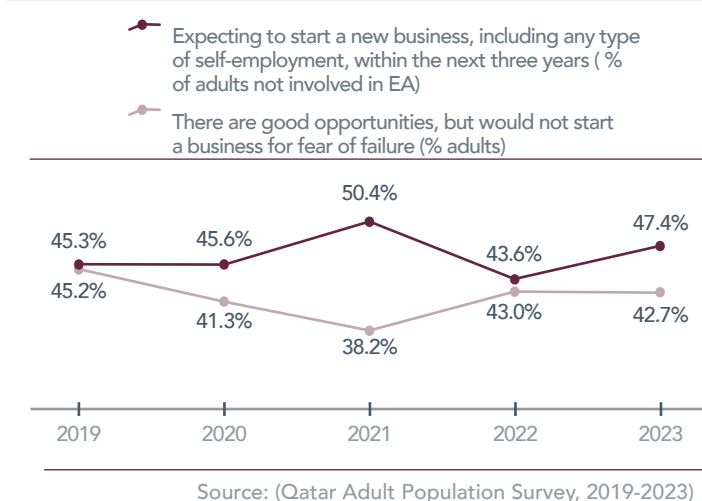
**Figure 11**  
Perceived Ease of Starting a Business, 2019 – 2023



The percentage of adults within Qatar who do not already engage in entrepreneurial activity but who say they plan to launch a new company or work for themselves within the next three years jumped from 43.6% in 2022 to 47.4% in 2023, following a notable decline the year before. (see Figure 12)

A favorable trend was shown by the metric assessing the 'Fear of Failure' in the Qatari market but the change was minimal. The percentage of Qatar adult population who believe there are high chances to launch a business, but they said they would be afraid of failing has dropped in 2023 (42.7%) following a significant increase the prior year (43.0%). (see Figure 12)

**Figure 12**  
Entrepreneurial Intentions and fear of failure (those who see opportunities), 2019 – 2023



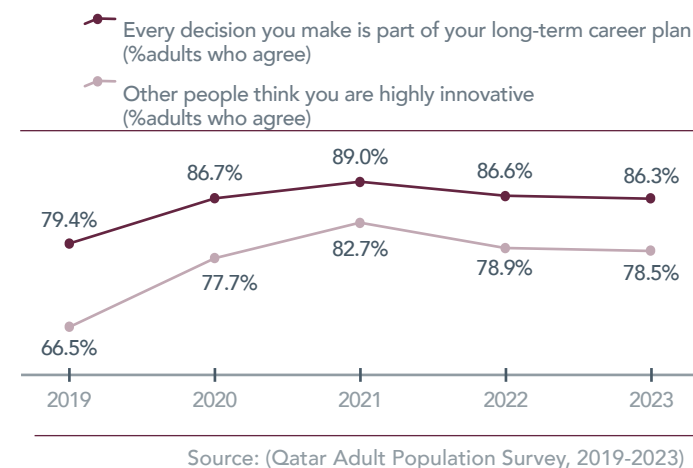


### 1.3 ENTREPRENEURIAL TALENT

The position in 2023 for a number of metrics in this section show that majority of the adults in Qatar strongly believe that they are innovative and have long-term career goals. Qatar has a huge potential to expand its number of active entrepreneurs, as the market views having long-term career goals and the belief in being innovative as essential skill components for beginning a firm.

In 2023, near eight in ten adults within Qatar (78.5%) believe that others find them to be highly innovative. The proportion of this indicator rose between 2019 and 2021, reaching a peak of 82.7% in that year. Then, over the next two years, it decreased to 78.5% by 2023. However, the decline from 2022 has been minimal (78.9% in 2022 to 78.5% in 2023). (see Figure 13)

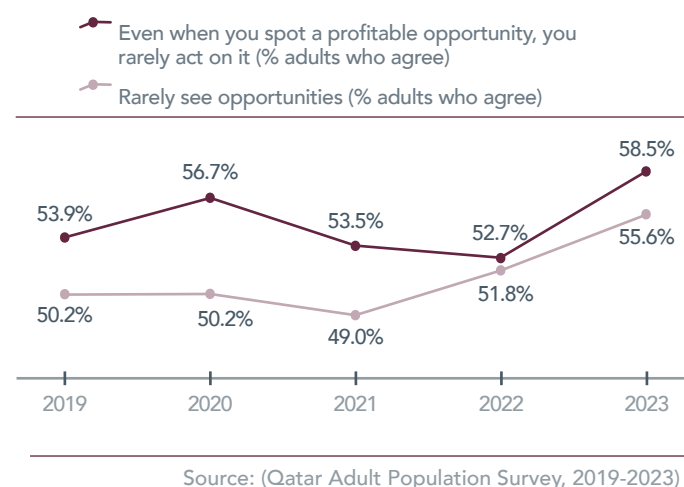
**Figure 13**  
**Innovation & Long-Term Goals, 2019 – 2023**



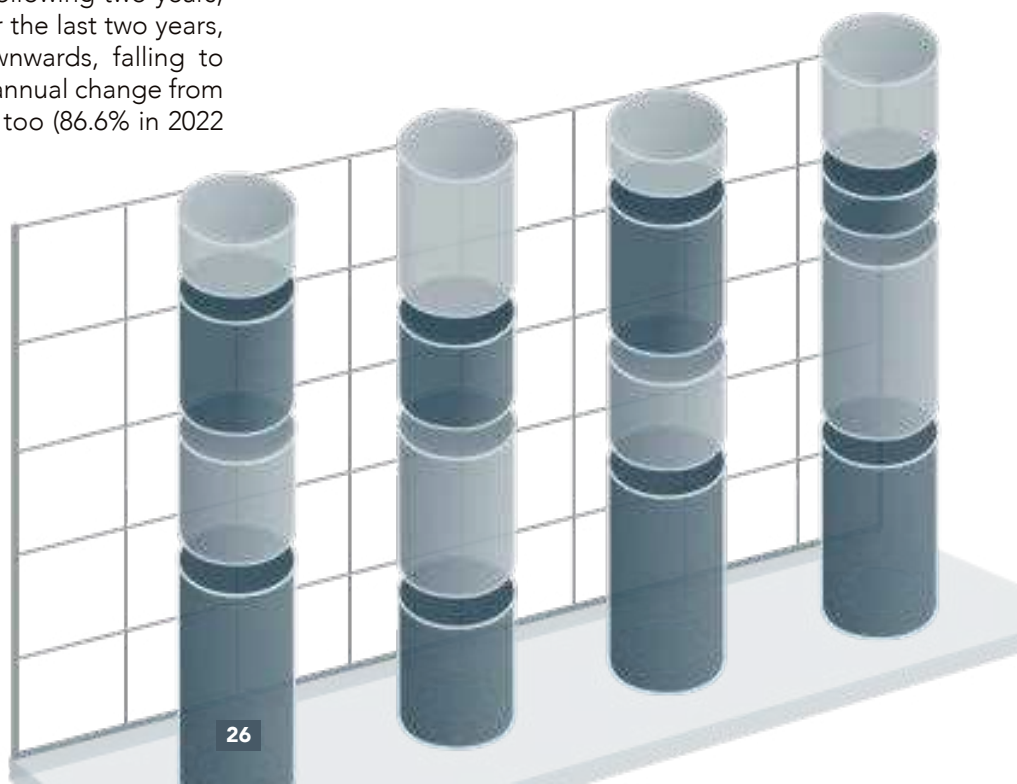
Adults in Qatar are more likely (86.3%) to agree that they have a long-term career strategy and that they make decisions based on accomplishing this aim. This indicator has followed a similar trend as the previous measure (Innovation). This metric began to trend upwards from 2019 and continued to do so for the following two years, peaking at 89.0% in 2021. However, for the last two years, the indicator has been trending downwards, falling to 86.3% in 2023. For this parameter, the annual change from the previous year has been negligible too (86.6% in 2022 to 86.3% in 2023). (see Figure 13)

Over the last two years, there has been an upward movement trend in the percentage of adults within Qatar who believe that they rarely find a profitable opportunity, rising from 49.0% in 2021 to 55.6% in 2023. Over the course of the five-year analysis period (2019–2023), the yearly change in 2023 was the biggest, and the outcome in 2023 took the highest spot. (see Figure 14)

**Figure 14**  
**Opportunism & Proactivity, 2019 – 2023**



The percentage of Qatar adult population who concur that they hardly ever take advantage of opportunities, even when they do encounter one that could be advantageous, began to rise in 2019 and then steadily declined over the next two years, falling from 56.7% in 2020 to 52.7% in 2022. But in 2023, the indicator's tendency shifted in the other direction, increasing to 58.5%. Over the course of the five-year analysis period (2019–2023), the proportion has also reached its greatest position, in line with the prior measure (opportunism). (see Figure 14)





# 2

## ENTREPRENEURIAL ACTIVITY AND MOTIVATIONS

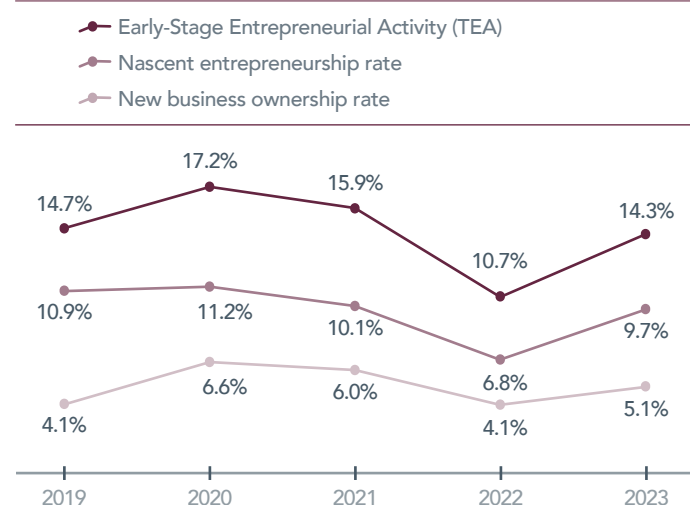
### 2.1 ENTREPRENEURIAL ACTIVITY

#### 2.1.1 EARLY-STAGE ENTREPRENEURIAL ACTIVITY IN QATAR

In Qatar, 5.1% of adults are running a new business (new business owners), while 9.7% of persons are in the early stages of beginning a business (nascent entrepreneurs). In 2023, one in seven adults in Qatar (14.3%) launched or manage a new company (TEA). (see Figure 15)

The Total early-stage Entrepreneurial Activity (TEA) rate in Qatar significantly increased in 2023 following a two-year trend of steady declines, from 17.2% in 2020 to 10.7% in 2022. From 10.7% in the prior year, it increased and reached 14.3% in 2023. Similar trends can be seen in the rates of nascent entrepreneurship and new business ownership, which increased from 6.8% and 4.1% in the previous year to 9.7% and 5.1% in 2023, respectively. The country's entrepreneurship market is growing in size and sophistication, as indicated by these trends in entrepreneurial activity. (see Figure 15)

**Figure 15**  
Early-stage entrepreneurial activity in Qatar, 2019 – 2023



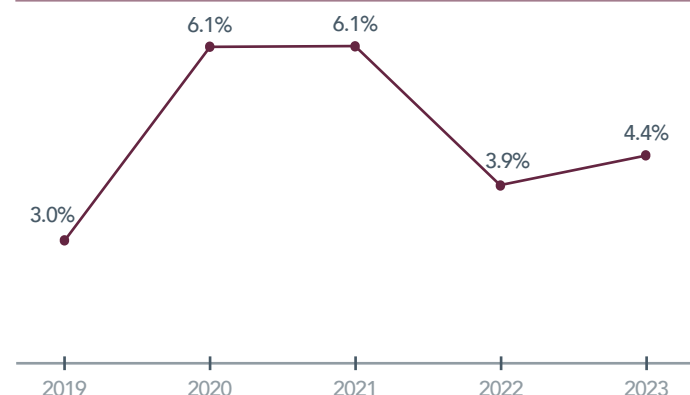
Source: (Qatar Adult Population Survey, 2019-2023)

#### 2.1.2 ESTABLISHED BUSINESS IN QATAR

Like the earlier stages of the entrepreneurial journey, this year has seen a rise in the percentage of established business ownership. This growing trend, has led to the rise of the percentage of Qatar adult population with an established business from 3.9% in 2022 to 4.4% in 2023. (see Figure 16)

In 2023, the percentage of adults in Qatar who are beginning and operating a new business is larger than the percentage of individuals who are running established businesses. A shift in the trend and an increase in the ownership of established businesses in 2023 point to an improvement in the ease of starting and maintaining new businesses.

**Figure 16**  
Established business ownership rate in Qatar, 2019 – 2023



Source: (Qatar Adult Population Survey, 2019-2023)



— 2.1.3 SECTOR DISTRIBUTION OF ENTREPRENEURIAL ACTIVITY IN QATAR

The four main categories into which the GEM APS divides entrepreneurial activity are:

- **Extractive** : Includes agriculture and mining
- **Transformative** : Includes manufacturing and logistics
- **Business Services** : Includes ICT and professional services
- **Consumer Services** : Includes retailing, restaurants and personal services.

The consumer services sector has maintained its level of importance for early-stage entrepreneurs in Qatar. The majority of early-stage entrepreneurs work in the consumer services industry. Moreover, the proportion of early-stage entrepreneurs operating in this industry has grown. In 2023, 59.4% of early-stage entrepreneurs said they functioned within the consumer services industry, up from 40.7% the year before. In the business services industry, the percentage of early-stage entrepreneurs fell from 27.5% in 2022 to 19.0% in 2023. When the extractive and transformative sectors are taken into account, the bulk of early-stage entrepreneurs in Qatar are engaged in the transformative sector, but the percentage working in this industry has steadily decreased, going from 33.7% in 2021 to 20.8% in 2023. (see Table 3)

Table 3					
Sector Distribution as % TEA in Qatar, 2019 – 2023					
	2019	2020	2021	2022	2023
Business Services	26.1%	15.0%	17.8%	27.5%	19.0%
Consumer Services	55.4%	47.6%	46.2%	40.7%	59.4%
Extractive Sector	0.8%	2.4%	2.3%	0.3%	0.9%
Transformative	17.7%	35.0%	33.7%	31.5%	20.8%

Source: (Qatar Adult Population Survey, 2019-2023)

— 2.1.4 BUSINESS OWNERSHIP IN QATAR

GEM determines whether businesses were founded on their own or sponsored through joint ownership with the person's employer. The percentage of sponsored early-stage businesses rose from 2.5% in 2022 to 4.7% in 2023, indicating that one in every twenty entrepreneurs who launch or oversee a new company receive sponsorship from their companies. In contrast, just 1.6% of well-established companies are sponsored by their employers. After falling from 12.9% in 2020 to 8.3% in 2022, Qatar's independent early-stage entrepreneurship levels increased to 9.6% in 2023. Following a similar trend, 2.9% of well-established companies operate independently, an increase from 2022 levels of 2.7%. (see Table 5)

Similar to the early-stage entrepreneurs, the majority of established business owners work in the consumer services industry. The proportion of established business owners working in this industry has also shown an upward trend, increasing from 38.8% in 2022 to 47.3% in 2023. A significant proportion of established business owners in Qatar are engaged in the transformative sector, but over the past two years, the proportion working in the sector has steadily dropped, going from 43.8% in 2021 to 33.0% in 2023. (see Table 4)

Table 4					
Sector Distribution as % EB in Qatar, 2019 – 2023					
	2019	2020	2021	2022	2023
Business Services	30.4%	23.3%	18.0%	18.2%	18.9%
Consumer Services	45.9%	31.3%	35.5%	38.8%	47.3%
Extractive Sector	2.8%	1.7%	2.8%	0.8%	0.8%
Transformative	20.8%	43.6%	43.8%	42.2%	33.0%

Source: (Qatar Adult Population Survey, 2019-2023)

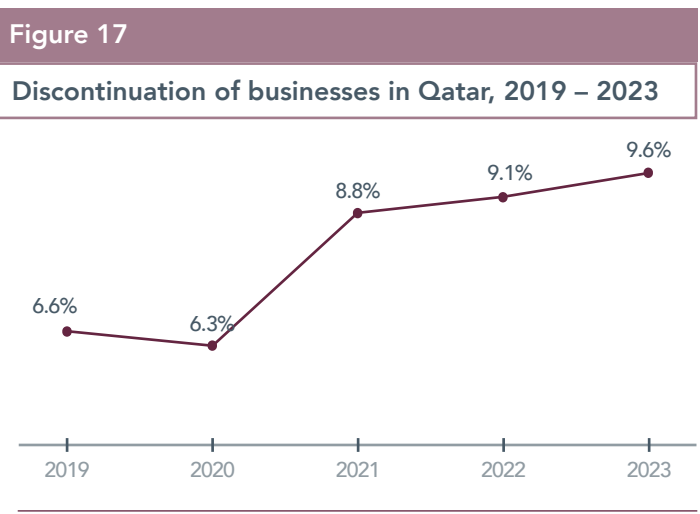


Table 5					
Sponsored and Independent % TEA and EB in Qatar, 2019 – 2023					
	2019	2020	2021	2022	2023
Sponsored Business - EB	1.5%	2.2%	2.3%	1.2%	1.6%
Independent Business - EB	1.5%	3.9%	3.8%	2.7%	2.9%
Sponsored Business - TEA	6.0%	4.3%	5.0%	2.5%	4.7%
Independent Business - TEA	8.7%	12.9%	10.8%	8.3%	9.6%

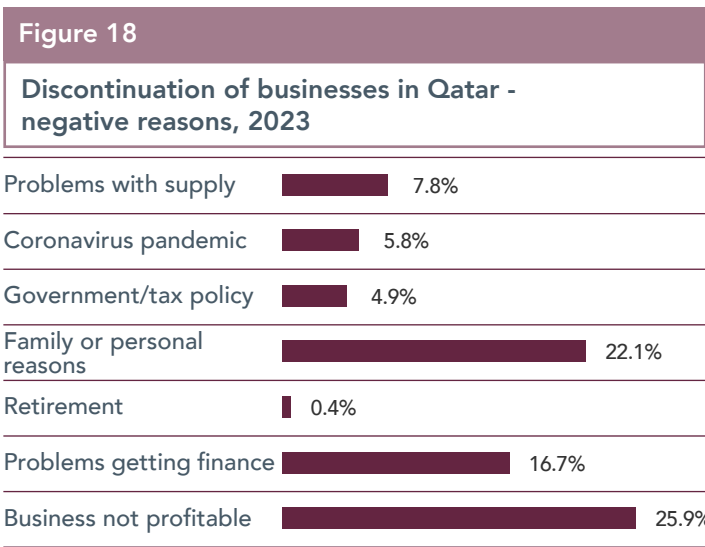
Source: (Qatar Adult Population Survey, 2019-2023)

— 2.1.5 BUSINESS DISCONTINUANCE IN QATAR

Business discontinuance rates are an important indicator of the sustainability of entrepreneurship in an economy. In 2023, the rate of business discontinuance in Qatar, as a proportion of all adults, is one in ten. 7.5% of Qatar's adult population report to have exited a business that was discontinued and 2.1% report to have exited a business that has continued. The business discontinuance rates have increased consistently from 6.3% in 2020 to 9.6% in 2023. (see Figure 17)

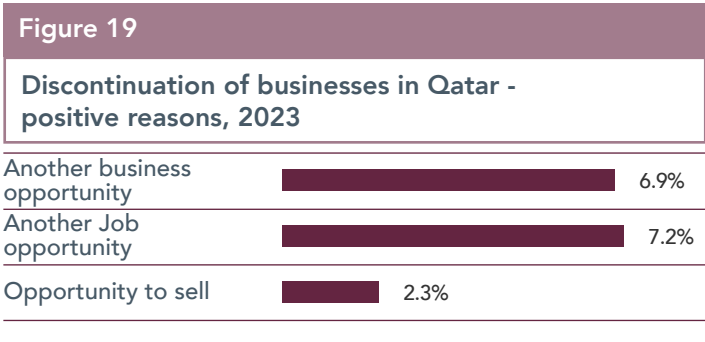


There are many reasons for owners to exit businesses. There can be multiple positive and negative reasons for the exit. In Qatar, the most prevalent negative reason was lack of profitability and family or personal reasons (25.9% and 22.1% respectively). The adults have also discontinued their business due to problems getting the finance (16.7%). (see Figure 18)



Source: (GEM Adult Population Survey, 2023)

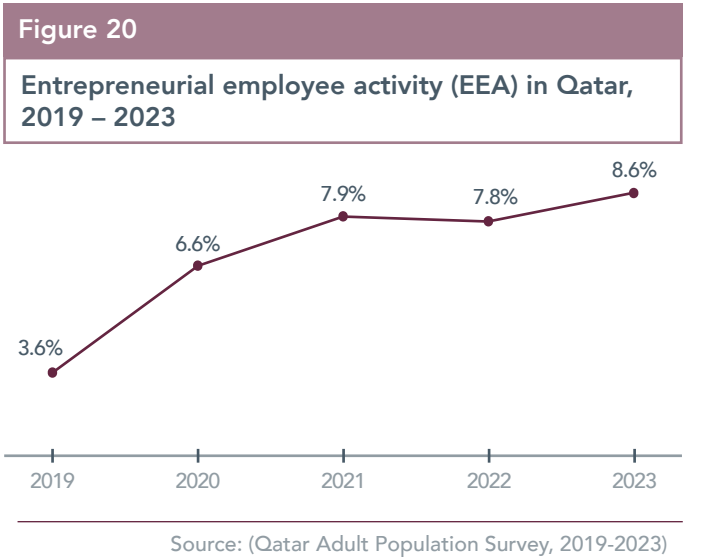
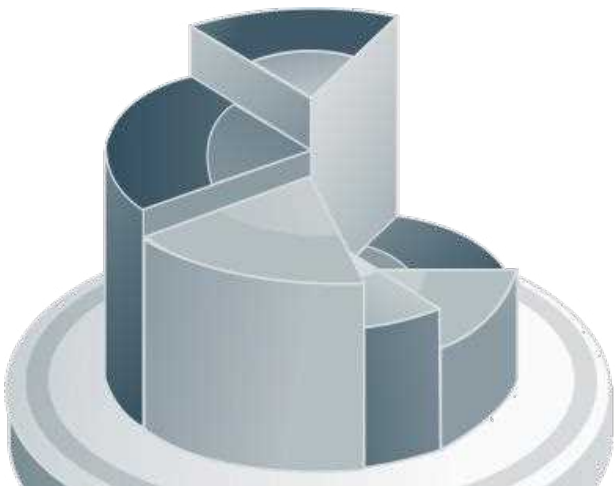
In the contrary, the most prevalent positive reasons for business discontinuance were another job or business opportunity (7.2% and 6.9% respectively). (see Figure 19)



Source: (GEM Adult Population Survey, 2023)

— 2.1.6 ENTREPRENEURIAL EMPLOYEE ACTIVITY IN QATAR

8.6% of adult workers in 2023 claim to have worked on creating new initiatives for their main employer within the previous three years. Qatar's level of entrepreneurial employee activity has increased from 7.8% in 2022. (see Figure 20)





## 2.2 MOTIVATIONS AND ASPIRATIONS

The trends and the position of the parameters within this section indicate that the major motivations for the entrepreneurs in Qatar are financial, but approximately 40.0% plus of the entrepreneurs (early-stage and established) within Qatar have global oriented motivations to start a business – ‘Make a difference in the world’.

The desire ‘To build great wealth or very high income’ is the primary driving force behind business startup for early-stage entrepreneurs. This motivation is shared by nearly four out of five early-stage entrepreneurs in Qatar (77.4% of TEA). The prior year saw a rise in the proportion of early-stage entrepreneurs with this motive; however, this year has showed an opposite trend, declining from 82.0% in 2022. (see Figure 21)

Like last year, ‘To earn a living because jobs are scarce’ is ranked as the 2<sup>nd</sup> reason early-stage entrepreneurs started a business, and ‘To make a difference in the world’ is ranked 3<sup>rd</sup>. Relative to the previous year, the percentage of early-stage entrepreneurs who founded their businesses in order to make a livelihood due to a lack of jobs has climbed, rising from 59.9% in 2022 to 62.7% in 2023, indicating a weakening of a positive perception regarding the Qatar economy by potential entrepreneurs. Similar trends were seen in the percentage of early-stage business owners who were driven to make a difference in the world, which rose from 46.9% in 2022 to 48.6% in 2023. (see Figure 21)

Similar to the previous four years (2019–2022), ‘To continue a family tradition’ is the least common reason given by early-stage entrepreneurs in Qatar for starting a business. It has also climbed this year, growing from 32.5% in 2022 to 38.4% in 2023, in line with the patterns of the prior indicators. (see Figure 21)

Figure 21

**Motivations and Aspirations of TEA in Qatar (somewhat/strongly agree as %), 2019 – 2023**



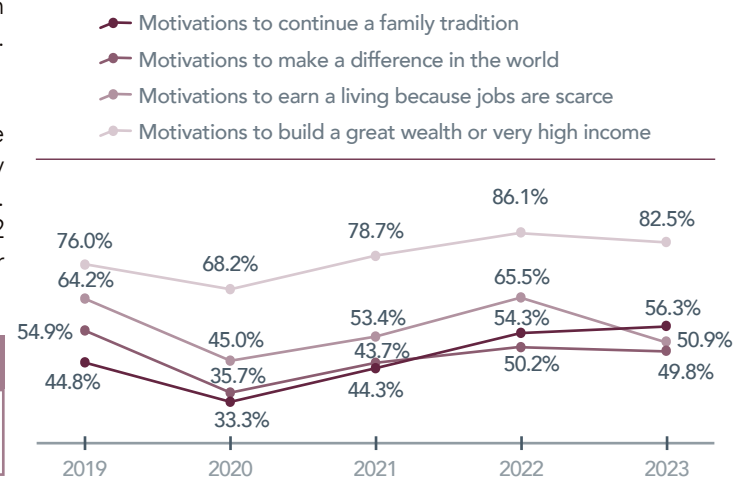
Source: (Qatar Adult Population Survey, 2019-2023)

‘To build great wealth or very high income’ is the primary driving force behind established firm owners, much like it is for early-stage entrepreneurs in Qatar. This is the driving force behind more than 4 out of 5 established business owners in Qatar (82.5%). This motivation indicator’s trajectory for established firm owners is similar to that of early-stage entrepreneurs. It has decreased from 86.1% in 2022. (see Figure 22)

The percentage of established business owners who cite ‘To continue a family tradition’ as their reason for starting a business, has increased from 33.3% in 2020 to 56.3% in 2023. This positive movement has led to an increase in its ranking from 3<sup>rd</sup> position in 2022 to 2<sup>nd</sup> position in 2023 within the indicators. The percentage of established business owners who were inspired to launch a venture due to a lack of employment has sharply declined, from 65.5% in 2022 to 50.9% in 2023, placing this motivation indicator in 3<sup>rd</sup> place. This pattern indicates that established business owners’ perceptions of the economy have substantially improved. (see Figure 22)

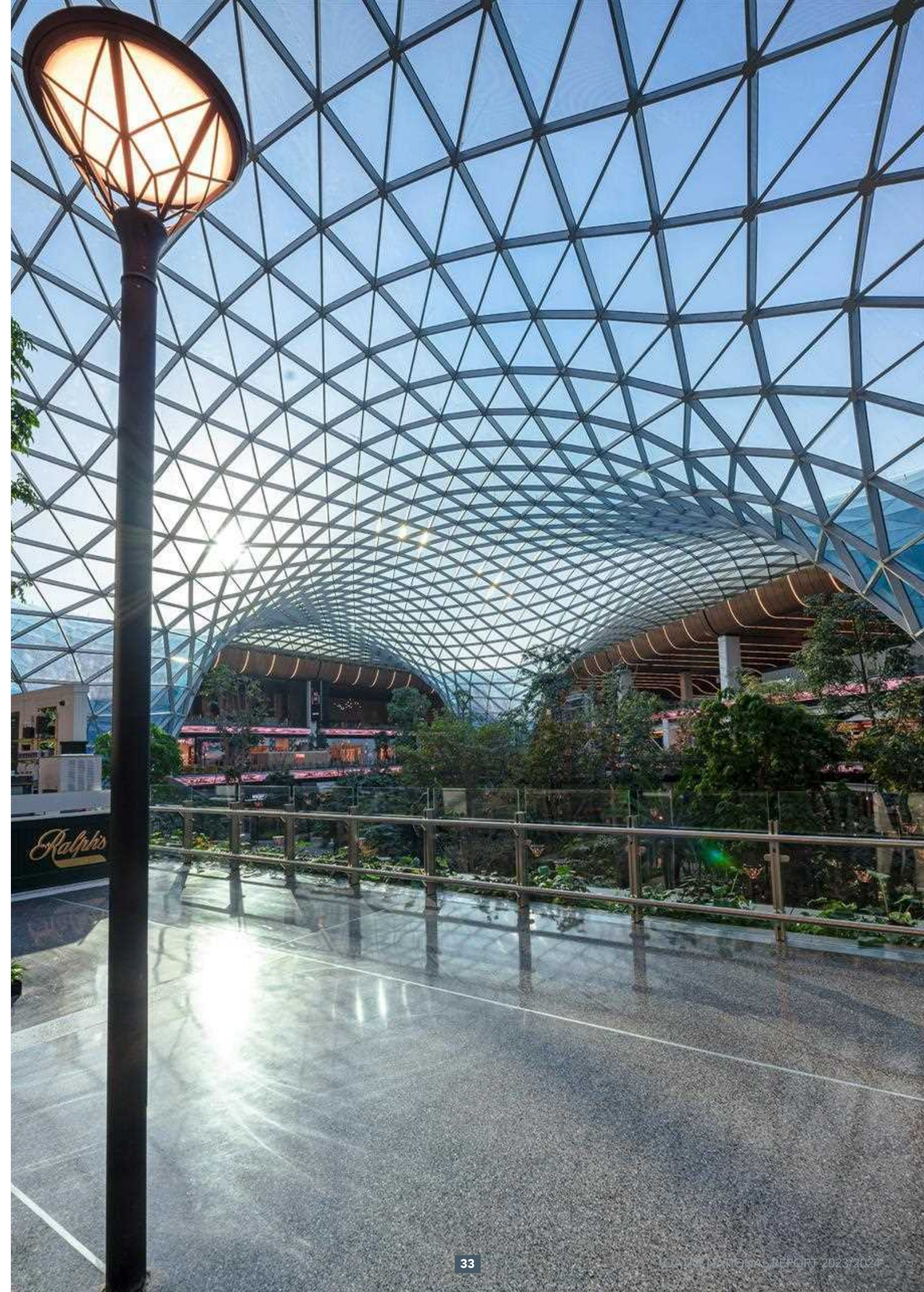
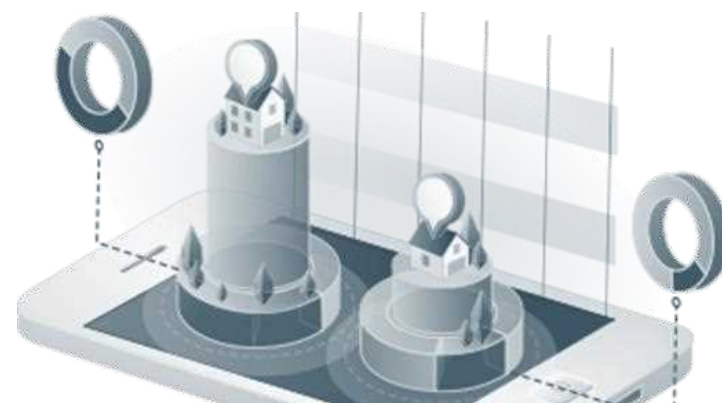
Figure 22

**Motivations and Aspirations of EB in Qatar (somewhat/strongly agree as %), 2019 – 2023**



Source: (Qatar Adult Population Survey, 2019-2023)

The lowest motivation for established business owners in Qatar to start a business is ‘To make a difference in the world’. It has decreased from 50.2% in 2022 to 49.8% in 2023. As the decline has been minimal, it can still be considered that near half of the established business owners have a global motive to start a business. (see Figure 22)





# 3

## IMPACT CHARACTERISTICS OF ENTREPRENEURSHIP

### 3.1 JOB GROWTH EXPECTATIONS

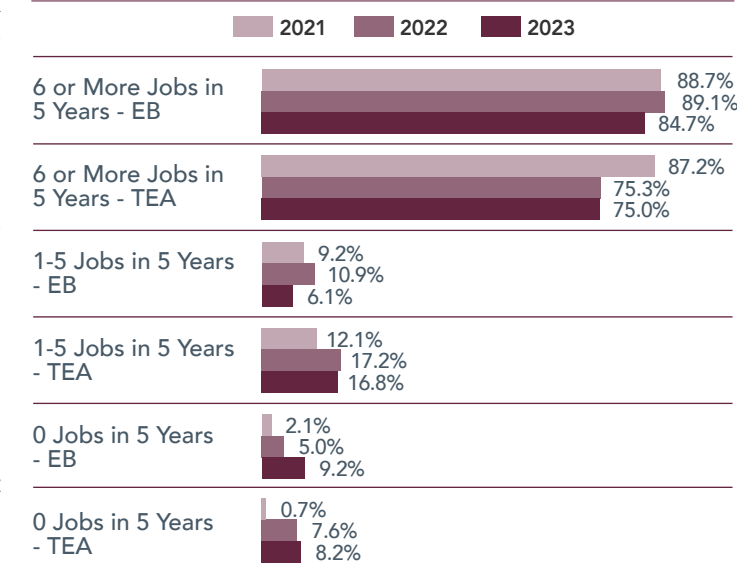
The number of people that both early-stage and established firm owners presently employ, as well as anticipate hiring over the next five years, is how job-creation projections are calculated. The discrepancy between these figures will be useful in determining the growth projections. Employing six or more people is regarded as indicative of medium to high-growth entrepreneurs.

Businesses with zero or few employees and those with hundreds of employees are all considered to be engaging in entrepreneurial activities. New business owners employ an average of 25.7 individuals (a large rise from 12.0 in 2022) while nascent entrepreneurs employ an average of 2.3 persons (an increase from 0.8 in 2022). In Qatar, established business owners employ an average of 65.1 workers, a significant rise from 34.5 workers on average in 2022.

Like last year, most of the entrepreneurs in Qatar (84.7% of EB and 75.0% of TEA) anticipate hiring six or more employees in the next five years. These rankings for Qatar show that business owners within the country have ambitious plans to expand their companies and have high growth expectations of the economy. (see Figure 23)

Figure 23

#### Job growth expectations among early-stage entrepreneurs and established businesses, 2021 – 2023



Source: (Qatar Adult Population Survey, 2021-2023)

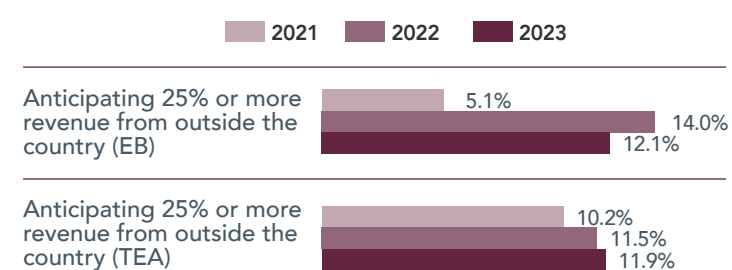
### 3.2 INTERNATIONALIZATION

When a business generates 25% or more of its sales from clients outside of their country, GEM considers the owner to have a strong international orientation.

The majority of entrepreneurs in Qatar anticipate more income from domestic clients in 2023 as opposed to foreign ones, suggesting a preference for domestic clients. Near nine out of 10 businesses in Qatar, both early-stage and established, believe they will primarily serve local clients, demonstrating the low levels of international orientation that these business people exhibit. For only 11.9% of early-stage entrepreneurs and 12.1% of established enterprises, the revenue generated by international sales account for at least 25% of the revenue. The percentage of early-stage business owners who expect at least 25% of their income from sources outside Qatar has steadily climbed since 2021, which is encouraging. Between 2021 and 2023, the percentage of early-stage Entrepreneurs with an international focus increased from 10.2% to 11.9%. Even if the percentage of established business owners who have international orientation has dropped from 14.0% in 2022 to 12.1% in 2023, it is still far higher than it was in 2021 (5.1%). (see Figure 24)

Figure 24

#### International Orientation of TEA and EB, 2021 – 2023

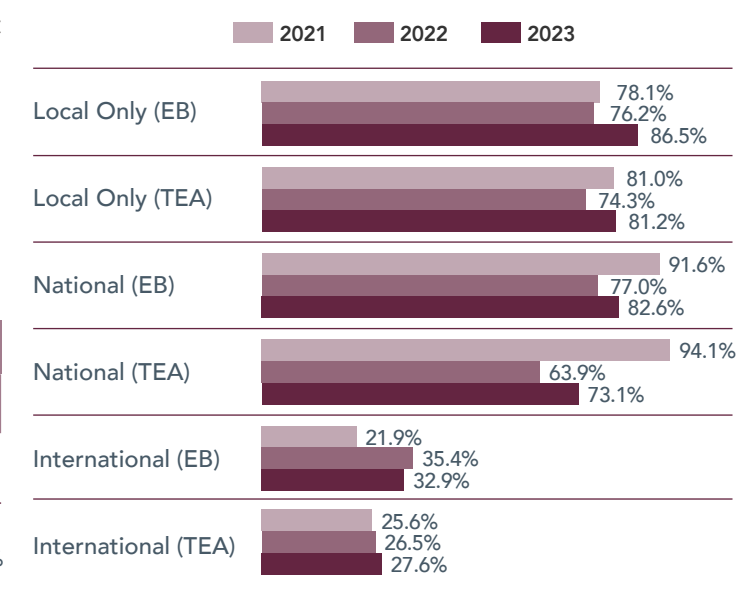


Source: (Qatar Adult Population Survey, 2021-2023)

Similar to the previous year, the majority of entrepreneurs in Qatar solely cater to their local or national clientele. A quarter of entrepreneurs in their early stages (27.6%) have clients in foreign markets; this represents a marginal increase from 26.5% in 2022. More than three out of ten established business owners (32.9%) have clients outside of Qatar. This represents a marginal decrease from 35.4% in 2022. (see Figure 25)

Figure 25

#### Business Scope of TEA and EB, 2021 – 2023



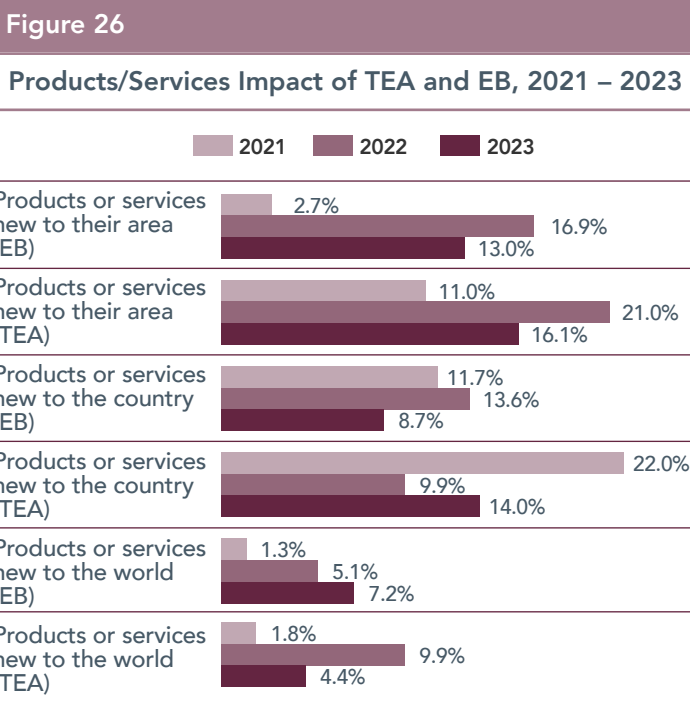
Source: (Qatar Adult Population Survey, 2021-2023)



3.3 PRODUCTS OR SERVICES

In line with 2022, the majority of business owners (early-stage and established) for this year stated that they provide goods or services that are new to their area (16.1% and 13.0%, respectively). The percentage of early-stage entrepreneurs reporting to provide goods or services that are latest to the country has grown dramatically, from 9.9% in 2022 to 14.0% in 2023. Conversely, the proportion of well-established business owners reporting to provide newly introduced goods or services to the country has shifted in the other direction. It has decreased from 13.6% in 2022 to 8.7% in 2023. (see Figure 26)

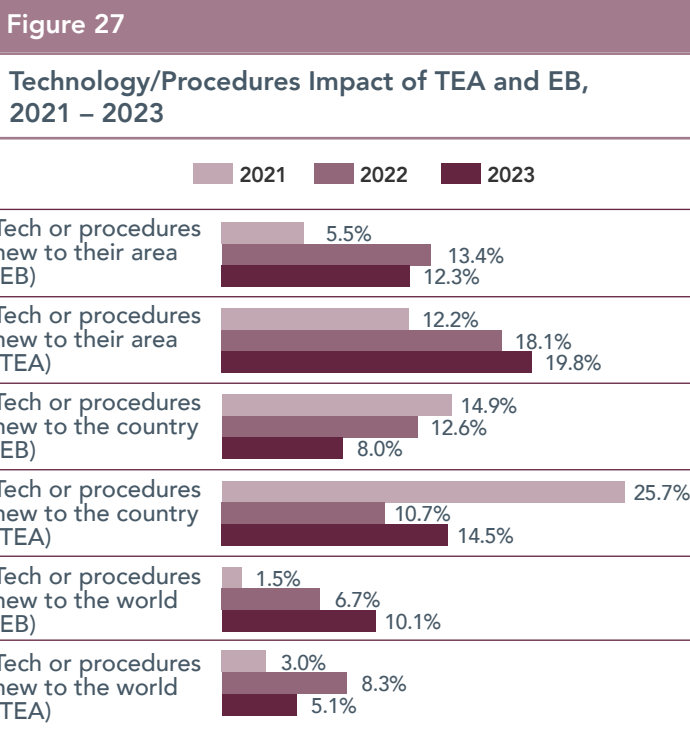
The percentage of early-stage entrepreneurs in Qatar who state that their product or service offering is unique to the global market has declined, From 9.9% in 2022 to 4.4% in 2023. Conversely, the percentage of established business owners in Qatar, who say that their product or service is new to the global market has gone up from 5.1% in 2022 to 7.2% in 2023. (See Figure 26)



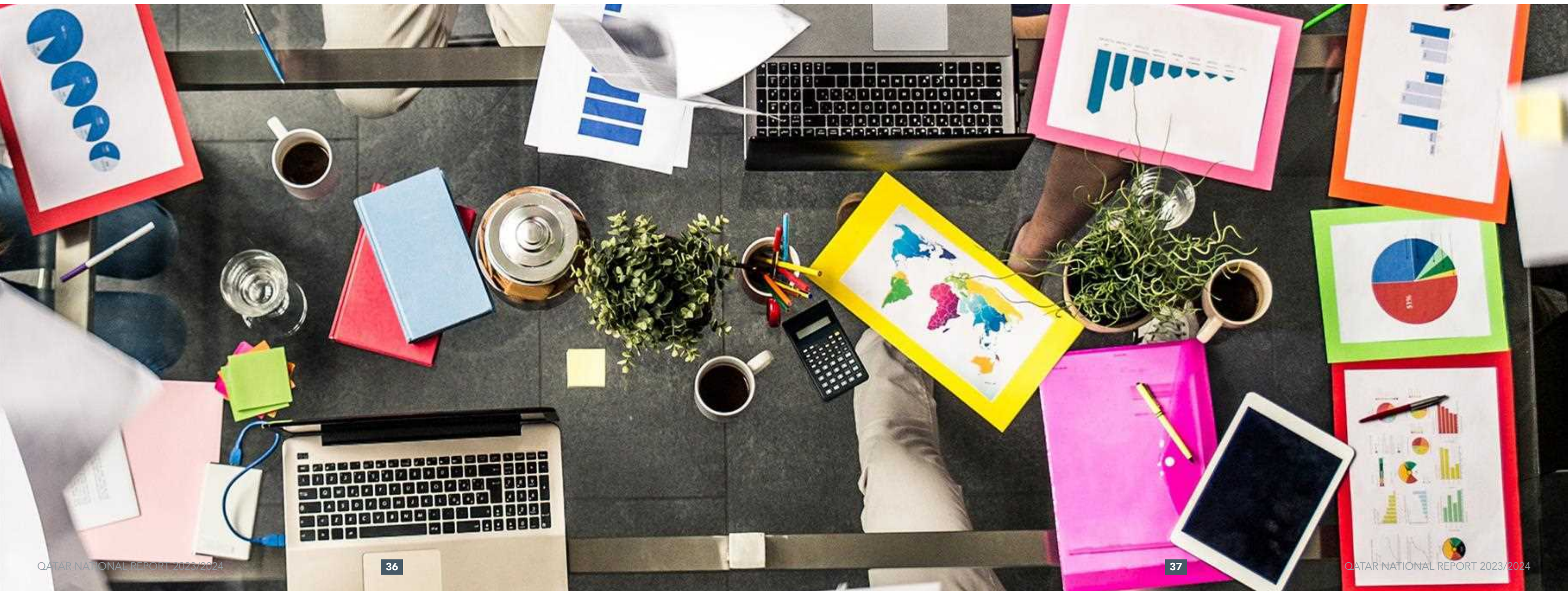
Source: (Qatar Adult Population Survey, 2021-2023)

As of 2023, both early-stage and established business owners report to use technology or processes that are new to their area (TEA – 19.8% and EB – 12.3%). The percentage of established business owners, utilizing technologies and procedures new and innovative for the country has decreased from 12.6% in 2022 to 8.0% in 2023. However, early-stage entrepreneurs utilizing technologies or procedures that are new to the country grew from 10.7% in 2022 to 14.5% in 2023. (see Figure 27)

In 2023, the proportion of established business entrepreneurs who report to use technology and processes new to the world has shown an increase from the previous year. This has increased from 6.7% in 2022 to 10.1% in 2023. The proportion of early-stage entrepreneurs who report to use technology and processes new to the world has moved the opposite direction. It has reduced from 8.3% in 2022 to 5.1% in 2023. (see Figure 27)



Source: (Qatar Adult Population Survey, 2021-2023)





# 4

## WHO ARE QATAR'S ENTREPRENEURS?

### 4.1 GENDER

In 2023, it was found that the TEA rate for males was 15.4%, while for females was 13.1%. This represents a change from the previous year (2022), when there was a greater TEA rate among females. In Qatar, a greater proportion of males than females run and own existing companies or engage in entrepreneurial employment. Additionally, males in Qatar report a higher percentage of business discontinuance than females (8.2% versus 9.9%, respectively). (see Table 6)

When it comes to the 'Social Values about Entrepreneurship', females in Qatar hold stronger opinions than males. More females than males think that becoming an entrepreneur is a good professional choice, that successful entrepreneurs have great status and receive media attention, that society in Qatar prefers a comparable standard of life, and that enterprises focus on solving social problems. (see Table 6)

Males are more likely than females to think that starting a business in Qatar is easy (64.6% of males versus 54.1% of females). In addition, males are more likely than females to think they are capable of launching a new company and to have personal experience with an entrepreneur. However, females are more likely than males to say that they would not start a business because they are afraid of failing (42.5% versus 39.7%, respectively). Females are also more likely than males to have entrepreneurial intentions (51.3% versus 45.6% respectively), and this may be related to their greater conviction that there are attractive business opportunities out there in the Qatar Market (74.1% versus 67.4%, respectively). (see Table 6)

The narrow difference between males and females in 2023 on a number of Entrepreneurial Talent measures indicates that both sexes have a very comparable propensity for entrepreneurship. Females believe they are more innovative than males do, and they are also slightly less likely than males to view business opportunities as rare. Conversely, males are less likely to be reluctant to start a business if they sense an opportunity and are more likely to consider their career path while making the required decisions. (see Table 6)

More than 70% of Qatar's early-stage entrepreneurs, both male and female (71.6% and 84.7%, respectively), state that their motivation for launching a new company is to 'build great wealth or a very high income'. In 2023, more female early-stage entrepreneurs than male early-stage entrepreneurs are driven to launch a new company in order to change the world (55.9% versus 54.0%, respectively) or because the job availability within the market is scarce (71.5% versus 68.9%, respectively). In Qatar, male early-stage entrepreneurs are more likely than female early-stage entrepreneurs to be driven to launch a business by family customs (50.4% versus 45.8%, respectively). (see Table 6)

Table 6

#### Entrepreneurship characteristics by gender in Qatar, 2023

Entrepreneurial Activity	Qatar	Male	Female
Nascent entrepreneurship rate	9.7%	9.9%	9.7%
New business ownership rate	5.1%	6.0%	4.2%
Early-stage entrepreneurial activity (TEA)	14.3%	15.4%	13.1%
Entrepreneurial employee activity (EEA)	4.4%	10.7%	5.0%
Established business ownership rate (EB)	8.6%	5.4%	2.4%
Discontinuation of businesses	9.6%	9.9%	8.2%

#### Societal Values about Entrepreneurship

Entrepreneurship as a good career choice	82.2%	80.2%	86.2%
High status to successful entrepreneurs	90.3%	88.8%	91.6%
Media attention for entrepreneurship	77.6%	75.2%	82.6%
Similar standard of living	69.1%	67.6%	69.9%
Businesses that primarily aim to solve social problems	55.7%	53.5%	59.0%

#### Self-Perceptions about Entrepreneurship

Personally, know an entrepreneur	53.1%	57.1%	47.9%
Perceived opportunities	68.7%	67.4%	74.1%
Perceived ease of starting a business	62.4%	64.6%	54.1%
Perceived capabilities	68.0%	71.7%	59.3%
Fear of failure (% of 18-64 seeing opportunities)	42.7%	39.7%	42.5%
Entrepreneurial intentions	47.4%	45.6%	51.3%

#### Entrepreneurial Talent

Rarely see business opportunities	55.6%	54.9%	54.2%
Even when you spot a profitable opportunity, you rarely act on it	58.5%	58.3%	59.9%
Other people think that you are highly innovative	78.5%	78.1%	84.9%
Every decision is part of a career plan	86.3%	87.0%	83.8%

#### Motivations and Aspirations of Early-stage Entrepreneurs

To make a difference in the world	54.5%	54.0%	55.9%
To build great wealth or a very high income	82.4%	71.6%	84.7%
To continue a family tradition	49.1%	50.4%	45.8%
To earn a living because jobs are scarce	69.6%	68.9%	71.5%

Source: (Qatar Adult Population Survey, 2023)



4.2 NATIONALITY

In line with the patterns of the preceding two years, Qatari nationals are more likely than expats to launch and run new enterprises in Qatar (TEA – 22.1% and 13.3%, EB – 14.1% and 2.7%, respectively). In comparison to expats, Qatari nationals are also more likely to report a greater business discontinuance rate. In 2023, there was a shift in the pattern whereby Qatari nationals were more likely than expats to engage in entrepreneurial employee activities. (see Table 7)

According to the results for 2023, Qatari nationals are more likely than expats to think that starting their own business is a good career choice and that successful entrepreneurs receive media attention. Qatari nationals also hold a stronger conviction that society’s members desire a uniform standard of living. However, expats are more inclined to think that prosperous business people have a high social position and that companies primarily address social issues. (see Table 7)

Like the results from 2022, a higher number of expats relative to the Qatari nationals believe that there will be chances to launch a business in the next 6 months (69.3% versus 68.0%, respectively) and have confidence in their own skills. However, compared to expats, Qatari nationals have higher entrepreneurial intentions, which may be explained by their greater conviction in the ease of starting a firm and greater ties to other entrepreneurs. Compared to expats, a greater percentage of Qatari nationals express a fear of failure. (see Table 7)

Expats, compared to Qatari nationals are more likely to think that others view them as highly innovative (80.6% versus 76.4%, respectively) and that their decisions are part of a long-term career plan (86.7% versus 83.8%, respectively). They are also more in number than Qatari nationals to rarely see business opportunities even if they are well knowledgeable in the field (56.0% versus 48.6%, respectively). Their readiness to seize an opportunity when they see one is almost identical to that of a Qatari national (58.8% versus 58.5% respectively). (see Table 7)

Early-stage expat entrepreneurs are more driven to launch a business in order ‘To build great wealth or a very high income’ than Qatari nationals are (82.6% versus 81.7%, respectively). Additionally, expat entrepreneurs are more likely than Qatari nationals to be driven to launch a company in order to carry on a family legacy (49.9% versus 45.4%, respectively) and change the world (55.9% versus 47.6%, respectively). One of the other main reasons for expats to start a business, compared to Qatari nationals, is the limitation in the available employment opportunities (74.3% versus 47.2%, respectively). (see Table 7)

Table 7			
Entrepreneurship characteristics by nationality in Qatar, 2023			
Entrepreneurial Activity	Qatar	Qatari	Expat
Nascent entrepreneurship rate	9.7%	13.5%	9.1%
New business ownership rate	5.1%	10.0%	4.7%
Early-stage entrepreneurial activity (TEA)	14.3%	22.1%	13.3%
Entrepreneurial employee activity (EEA)	4.4%	12.3%	8.6%
Established business ownership rate (EB)	8.6%	14.1%	2.7%
Discontinuation of businesses	9.6%	15.3%	8.3%
Societal Values about Entrepreneurship			
Entrepreneurship as a good career choice	82.2%	84.0%	81.3%
High status to successful entrepreneurs	90.3%	85.7%	90.3%
Media attention for entrepreneurship	77.6%	78.3%	76.7%
Similar standard of living	69.1%	77.4%	66.3%
Businesses that primarily aim to solve social problems	55.7%	44.2%	56.9%
Self-Perceptions about Entrepreneurship			
Personally, know an entrepreneur	53.1%	68.0%	52.1%
Perceived opportunities	68.7%	68.0%	69.3%
Perceived ease of starting a business	62.4%	62.6%	61.9%
Perceived capabilities	68.0%	67.1%	69.0%
Fear of failure (% of 18-64 seeing opportunities)	42.7%	41.7%	40.2%
Entrepreneurial intentions	47.4%	49.4%	46.7%
Entrepreneurial Talent			
Rarely see business opportunities	55.6%	48.6%	56.0%
Even when you spot a profitable opportunity, you rarely act on it	58.5%	58.5%	58.8%
Other people think that you are highly innovative	78.5%	76.4%	80.6%
Every decision is part of a career plan	86.3%	83.8%	86.7%
Motivations and Aspirations of Early-stage Entrepreneurs			
To make a difference in the world	54.5%	47.6%	55.9%
To build great wealth or a very high income	82.4%	81.7%	82.6%
To continue a family tradition	49.1%	45.4%	49.9%
To earn a living because jobs are scarce	69.6%	47.2%	74.3%

Source: (Qatar Adult Population Survey, 2023)

4.3 AGE PROFILE

The age group of 45-54 years old has the greatest TEA rate (15.9%) and the highest company discontinuance rate (12.5%) in Qatar in 2023. The age groups of 35–44 and 55–64 had the second and third highest rates of entrepreneurship, at 15.3% and 14.9%, respectively. The younger adults, those between the ages of 18-24, have the lowest TEA rate (12.9%). (see Table 8)

Overall, younger persons in Qatar have a good attitude toward entrepreneurship. Adults between the ages of 18-24 believe that starting their own business is a good career move (86.2%), that having a similar quality of living is preferred (70.7%), and that companies are mostly founded to address societal problems (60.0%). The oldest age group studied (55–64) feels that entrepreneurs receive greater attention from the media (79.2%), whereas persons in their early years (25–34) think that successful entrepreneurs are accorded high status (92.0%). (see Table 8)

According to survey data, people’s perceptions of how easy it is to establish a business in Qatar get stronger as they get older, with those in the 18–24 age group believing it to be the hardest (57.5%) and those in the 55–64 age group believing it to be the easiest (66.0%). The majority of adults who are between the ages of 55-64 (47.0%) fear business failure. When it comes to entrepreneurial intents, the younger age group—particularly the 18–24 age range—has the highest levels (52.1%), which may be related to their strong sense of belief in the prospects that are out there. The middle-aged adults (25–34 and 35–44) hold a stronger belief in their abilities and skills, as well as affiliation with an entrepreneur. (see Table 8)

Younger adults in the 35–44 age group are most likely to say that they rarely act on business opportunities, even when they recognize a lucrative one (60.0%), while adults in the 55–64 age range are less likely to say that they rarely see business opportunities (50.9%). Adults between the ages of 25-34 are most likely with the belief that they are considered highly innovative (82.6%). Individuals between the ages of 35-44 are most likely to make decisions related to their career strategy (87.7%). (see Table 8)

Early-stage entrepreneurs between the ages of 18-24 are more likely to be driven to launch a new company in an effort ‘To build great wealth or a very high income’ (87.1%), whereas those with ages between 55-64 are more likely to desire to make a living since employment opportunities are few (78.3%). The middle-aged adults (35–44) say that starting a business will probably be done to change the world (57.1%) or carry on a family tradition (50.0%). (see Table 8)

Table 8						
Entrepreneurship characteristics by age in Qatar, 2023						
Entrepreneurial Activity	Qatar	18-24	25-34	35-44	45-54	55-64
Nascent entrepreneurship rate	9.7%	7.3%	9.4%	10.5%	11.5%	10.1%
New business ownership rate	5.1%	6.0%	5.4%	5.7%	5.5%	5.4%
Early-stage entrepreneurial activity (TEA)	14.3%	12.9%	14.4%	15.3%	15.9%	14.9%
Entrepreneurial employee activity (EEA)	4.4%	4.3%	8.6%	10.7%	10.3%	11.9%
Established business ownership rate (EB)	8.6%	1.7%	3.0%	5.4%	7.8%	8.3%
Discontinuation of businesses	9.6%	8.4%	8.4%	9.6%	12.5%	10.7%
Societal Values about Entrepreneurship						
Entrepreneurship as a good career choice	82.2%	86.2%	82.5%	80.5%	78.8%	84.2%
High status to successful entrepreneurs	90.3%	90.6%	92.0%	87.1%	88.7%	87.7%
Media attention for entrepreneurship	77.6%	78.7%	76.7%	76.2%	77.7%	79.2%
Similar standard of living	69.1%	70.7%	68.5%	67.3%	68.9%	65.2%
Businesses that primarily aim to solve social problems	55.7%	60.0%	55.6%	53.7%	54.5%	48.8%
Self-Perceptions about Entrepreneurship						
Personally, know an entrepreneur	53.1%	53.5%	54.6%	57.4%	50.8%	52.7%
Perceived opportunities	68.7%	76.5%	71.1%	66.0%	66.1%	67.6%
Perceived ease of starting a business	62.4%	57.5%	59.9%	63.1%	65.7%	66.0%
Perceived capabilities	68.0%	56.4%	71.3%	71.7%	67.3%	57.0%
Fear of failure (% of 18-64 seeing opportunities)	42.7%	42.1%	39.6%	39.6%	40.9%	47.0%
Entrepreneurial intentions	47.4%	52.1%	48.1%	46.2%	46.3%	38.2%
Entrepreneurial Talent						
Rarely see business opportunities	55.6%	51.7%	55.7%	55.1%	55.2%	50.9%
Even when you spot a profitable opportunity, you rarely act on it	58.5%	58.7%	58.2%	60.0%	58.8%	54.7%
Other people think that you are highly innovative	78.5%	73.7%	82.6%	80.8%	76.6%	75.7%
Every decision is part of a career plan	86.3%	79.3%	86.6%	87.7%	86.8%	85.1%
Motivations and Aspirations of Early-stage Entrepreneurs						
To make a difference in the world	54.5%	55.1%	55.1%	57.1%	48.4%	48.3%
To build great wealth or a very high income	82.4%	87.1%	85.5%	81.0%	76.3%	73.3%
To continue a family tradition	49.1%	49.7%	48.5%	50.0%	48.9%	46.7%
To earn a living because jobs are scarce	69.6%	66.0%	69.6%	72.7%	62.4%	78.3%

Source: (Qatar Adult Population Survey, 2023)



4.4 EDUCATION

A master’s and/or PhD. degree holder from a university makes up the majority of early-stage entrepreneurs in Qatar (22.8%). This educated class continues to dominate employee entrepreneurship as well as established firm ownership. This category shares the greatest discontinuance rate with the adults who meet the requirements for college (10.9%). (see Table 9)

Adults in Qatar with less education—up to high school, college/Community—strongly believe that becoming an entrepreneur is a smart professional choice (88.6%). They also perceive entrepreneurs as having high status (92.0%), and the media frequently features tales about them (84.7%). They also think that businesses are founded primarily to address social problems (67.8%) and that society in Qatar prefers a comparable standard of living (73.8%). (see Table 9)

Adults with a master’s and/or PhD. degree have the strongest affiliation with entrepreneurs (64.0%) and the strongest self-belief in their own talents (77.6%). The strong position within these previous variables can be connected with their stronger willingness to go towards entrepreneurship (entrepreneurial intentions) (51.8%). Even though adults with only a high school education are likely to see chances, they also tend to express a deep fear of failing (42.4%). Adults with college degrees think it’s simple to launch a business in Qatar (66.2%). (see Table 9)

Those with only a high school education are less likely to say that they don’t see many business chances (52.4%). Even when a profitable opportunity is seen, the adults with graduate degrees are most likely to say that they rarely take advantage of it (65.3%). Those with a masters and/or PhD. degree are more prone to think that they are extremely innovative in the eyes of others (85.5%). The majority of persons with a master’s and/or PhD. degree, or college/community education base every decision they make on their career strategy (89.4%). (see Table 9)

The main reasons early-stage entrepreneurs with only a high school degree start a business are to build great wealth (84.0%) or carry on a family legacy (57.2%). Early-stage entrepreneurs with a master’s and/or PhD. degree are more likely to be driven to make a difference to the world (65.5%). Adults with education levels up to college are highly motivated to create their own businesses due to a lack of job opportunities in the market (75.8%). (see Table 9)

Table 9					
Entrepreneurship characteristics by education level in Qatar, 2023					
Entrepreneurial Activity	Qatar	Up to High School	College /Community	University /Graduate	Masters and/or PhD.
Nascent entrepreneurship rate	9.7%	7.8%	7.7%	9.9%	15.1%
New business ownership rate	5.1%	5.4%	5.4%	4.9%	9.1%
Early-stage entrepreneurial activity (TEA)	14.3%	12.3%	12.5%	14.5%	22.8%
Entrepreneurial employee activity (EEA)	4.4%	6.8%	8.5%	9.8%	12.3%
Established business ownership rate (EB)	8.6%	3.8%	4.3%	4.6%	5.4%
Discontinuation of businesses	9.6%	8.2%	10.9%	9.5%	10.9%
Societal Values about Entrepreneurship					
Entrepreneurship as a good career choice	82.2%	86.7%	88.6%	80.2%	73.8%
High status to successful entrepreneurs	90.3%	89.7%	92.0%	89.3%	88.8%
Media attention for entrepreneurship	77.6%	78.4%	84.7%	74.7%	75.3%
Similar standard of living	69.1%	69.7%	73.8%	68.0%	59.7%
Businesses that primarily aim to solve social problems	55.7%	57.0%	67.8%	52.8%	45.0%
Self-Perceptions about Entrepreneurship					
Personally, know an entrepreneur	53.1%	43.8%	52.0%	57.2%	64.0%
Perceived opportunities	68.7%	73.7%	70.1%	68.3%	64.8%
Perceived ease of starting a business	62.4%	64.6%	66.2%	60.7%	57.3%
Perceived capabilities	68.0%	54.0%	62.3%	73.3%	77.6%
Fear of failure (% of 18-64 seeing opportunities)	42.7%	42.4%	41.8%	39.8%	38.2%
Entrepreneurial intentions	47.4%	50.7%	45.4%	46.6%	51.8%
Entrepreneurial Talent					
Rarely see business opportunities	55.6%	52.4%	56.1%	54.9%	53.7%
Even when you spot a profitable opportunity, you rarely act on it	58.5%	57.7%	65.3%	56.7%	60.1%
Other people think that you are highly innovative	78.5%	72.2%	78.8%	81.7%	85.5%
Every decision is part of a career plan	86.3%	82.2%	89.4%	86.3%	89.4%
Motivations and Aspirations of Early-stage Entrepreneurs					
To make a difference in the world	54.5%	52.0%	56.9%	51.4%	65.5%
To build great wealth or a very high income	82.4%	84.0%	79.1%	82.6%	82.2%
To continue a family tradition	49.1%	57.2%	56.2%	44.4%	48.3%
To earn a living because jobs are scarce	69.6%	69.1%	75.8%	69.7%	63.8%

Source: (Qatar Adult Population Survey, 2023)





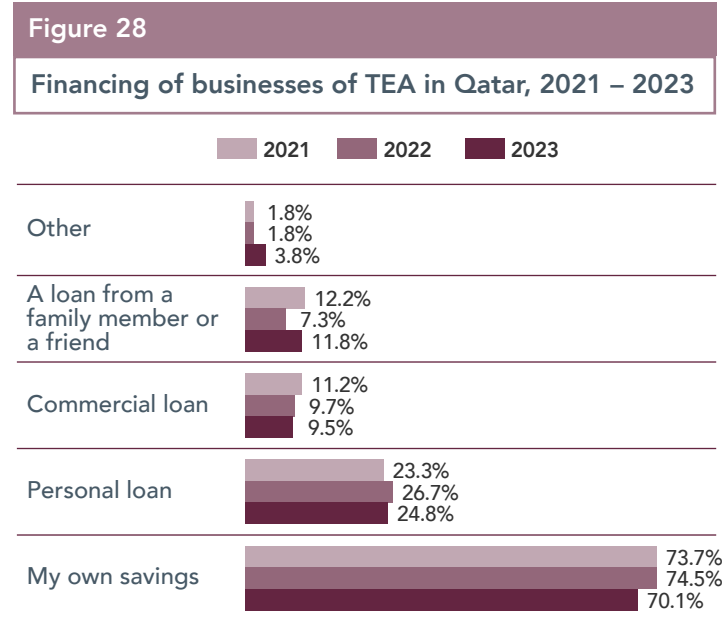
# 5

## INVESTMENT

### 5.1 FINANCING OF BUSINESS

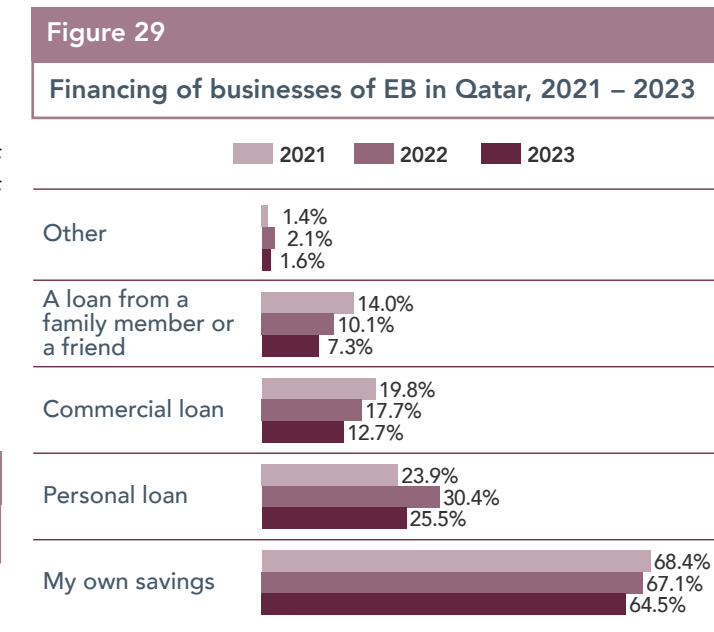
The ability to obtain funding is a major challenge that all entrepreneurs face. A person's motivation to enter the entrepreneurial market is usually influenced by a variety of factors related to funding, such as how easy it is to access the required cash and how many sources are available.

Throughout the course of the three-year period (2021–2023), the percentage of early-stage entrepreneurs who finance their business with their own savings has been the primary source of funding, however it has shrunk from the year before, going from 74.5% in 2022 to 70.1% in 2023. The 'Personal Loan' and the 'Loan from a family member or friend' have been the next main sources of finance for an early-stage business. Similar to the trend in personal savings, the percentage of early-stage entrepreneurs supporting their ventures using 'Personal Loans' fell from 26.7% in 2022 to 24.8% in 2023. The percentage of 'loans from family or friends' has increased from 7.3% in 2022 to 11.8% in 2023, showing growth in contrast to the trends of above-mentioned sources of funding. The percentage of early-stage entrepreneurs obtaining Commercial Loans has similarly declined, albeit very slightly, from 9.7% in 2022 to 9.5% in 2023. 2.8% of early-stage entrepreneurs generated the required funds from Alternative Investments such as Venture Capital, Angel Investors and Seed Funding. These early-stage entrepreneurs fall under the 'Other' category. (see Figure 28)

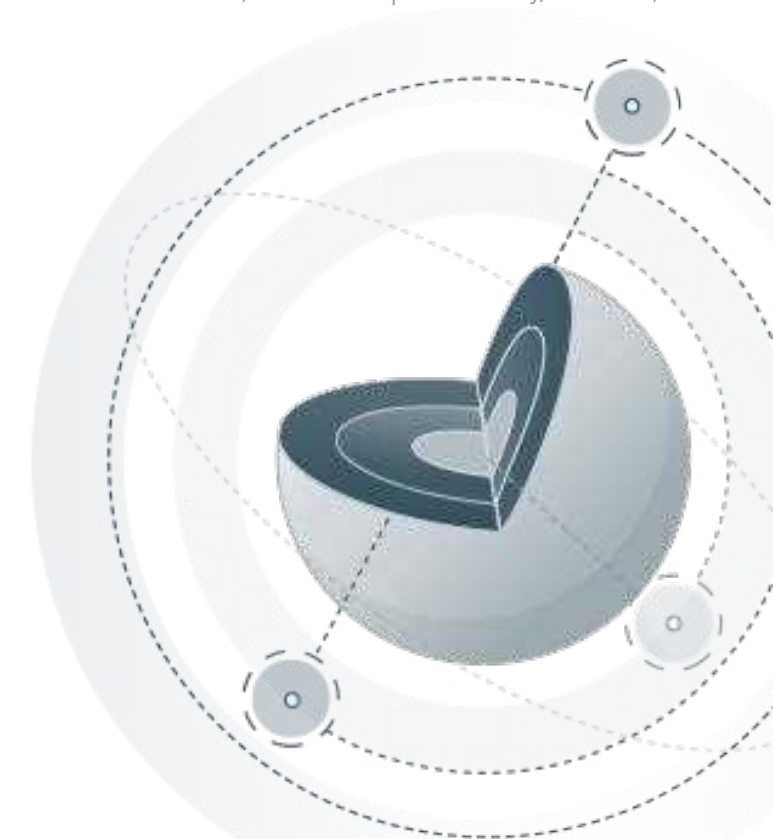


Source: (Qatar Adult Population Survey, 2021-2023)

Likewise, the primary financial source for established business owners to support their venture is their personal savings. This has been the leading source, but during the last three years, its share has steadily declined, going from 68.4% in 2021 to 64.5% in 2023. Compared to the prior year, the percentage of established business owners who depend on personal and commercial loans to fund their operations has exhibited a similar trend to that of early-stage entrepreneurs. Rates for commercial loans have decreased from 17.7% in 2022 to 12.7% in 2023, while the percentage of established business owners obtaining personal loans has decreased from 30.4% in 2022 to 25.5% in 2023. (see Figure 29)



Source: (Qatar Adult Population Survey, 2021-2023)



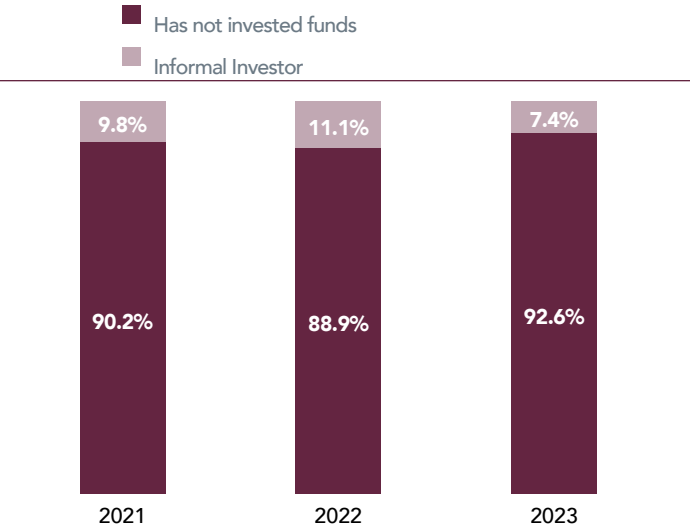


5.2 INFORMAL INVESTMENT ACTIVITY

The provision of investment capital to businesses by friends, family, coworkers, neighbors, strangers, or through any other unofficial financing channel is what GEM refers to as 'informal' investment. This type of investment is monitored because it can play a strong role in helping entrepreneurs launch their businesses and grow them to the point where they can draw in expansion capital or provide the required funding for support on their own.

According to Figure 31 the most common relationship type between informal investors and beneficiaries in 2023 is 'A friend or neighbor' or 'close family member' which is consistent with the previous two years. However, this year, the top spot has changed. The category for 'A friend or neighbor' decreased from 43.1% in 2022 to 26.6% in 2023 and the rate for 'Close family member, grew from 37.3% in 2022 to 49.3% in 2023, placing it as the top group for informal investments.

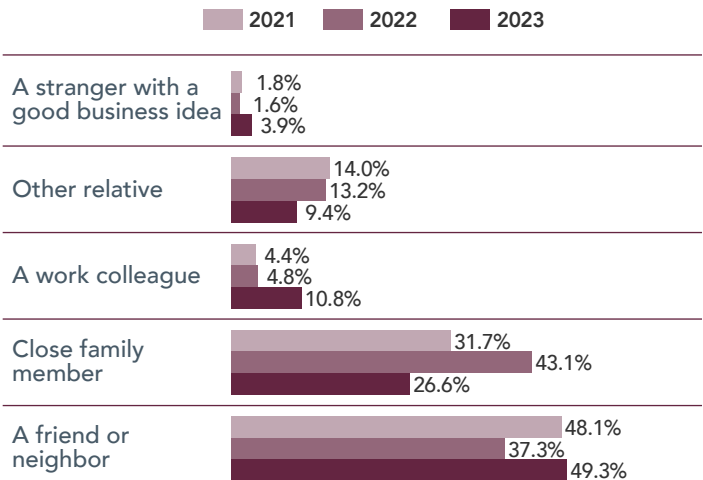
Figure 30  
Informal investment activity in Qatar, 2021 – 2023



Source: (Qatar Adult Population Survey, 2021-2023)

As of 2023, 7.4% of Qatar’s adult population is classified as an informal investor, meaning that they have contributed money directly to a new business (not including stock or mutual fund purchases) that someone else has started within the previous three years. The rates for this year reduced from the previous year (11.1%) and this year’s trend reversal has caused the rates to drop to their lowest point during the 3-year analysis period (2021–2023). (see Figure 30)

Figure 31  
Relationship of the person that received most recent personal investment, 2021 – 2023



Source: (Qatar Adult Population Survey, 2021-2023)

When compared to the prior year, there has been a noticeable amount of variability in the other categories, 'A work colleague' and 'Other relative'. The size of 'A work colleague' investor has more than doubled from 4.8% in 2022 to 10.8% in 2023, while the percentage of investors categorized within the 'Other relative' group has reduced from 13.2% in 2022 to 9.4% in 2023. In contrast to the prior year, the remaining category, 'A stranger with a good business idea' has stayed at similar levels. (see Figure 31)





# 6

## SOCIAL AND ENVIRONMENTAL VALUES

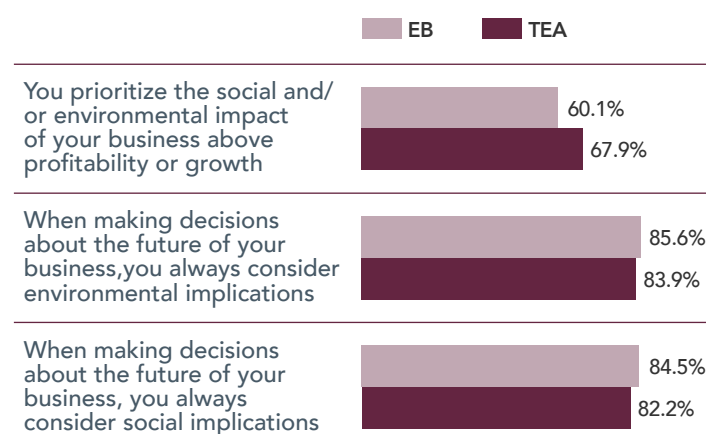
### 6.1 IMPORTANCE OF SOCIAL AND ENVIRONMENTAL VALUES

More than eight out of ten established business owners and early-stage entrepreneurs in Qatar concur that they constantly take social and environmental consequences into account when making decisions regarding the direction of their companies (see Figure 32). Approximately 60.1% of established business owners and 67.9% of early-stage entrepreneurs say that they place a higher priority on their company's social and/or environmental impact than on growth or profitability.

The percentage of established business owners and early-stage entrepreneurs who have made efforts to reduce their company's environmental effect in the last year is displayed in Figure 33. In Qatar, over half of established business owners (55.0%) and near half of early-stage entrepreneurs (46.9%) say they have taken actions in the last year to reduce the environmental effect of their companies. Over the past year, a comparable percentage of established business owners (53.6%) and early-stage entrepreneurs (47.4%) say they have taken action to maximize their company's social effect. (see Figure 34)

Figure 32

Importance of social and environmental values for TEA and EB in Qatar, 2023

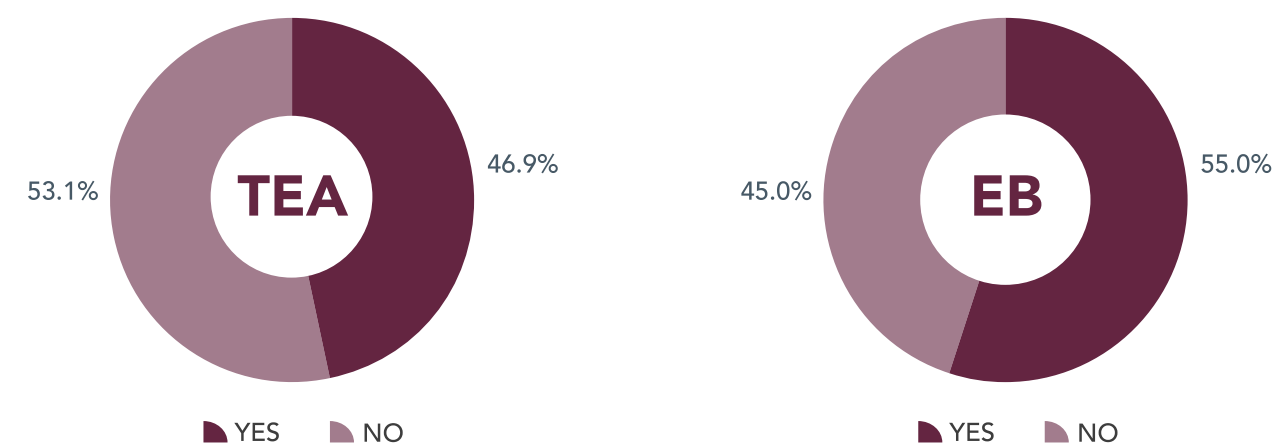


Source: (GEM Adult Population Survey, 2023)



Figure 33

TEA and EB taking any steps to minimize the environmental impact of their business over the past year, 2023

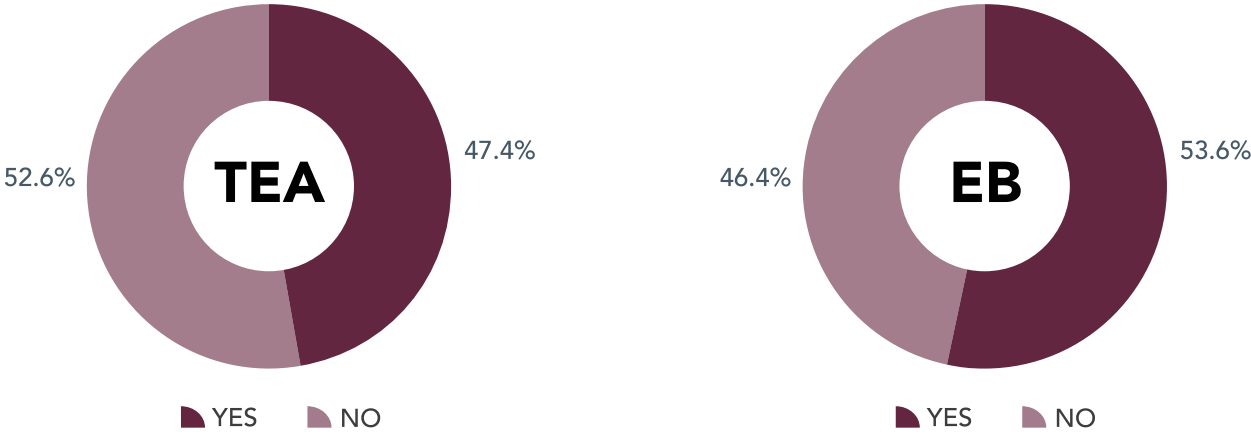


Source: (GEM Adult Population Survey, 2023)



Figure 34

TEA and EB taking any steps to maximize the social impact of their business over the past year, 2023



Source: (GEM Adult Population Survey, 2023)

6.2 AWARENESS OF THE 17 UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS

The Sustainable Development Goals (SDGs) or Global Goals are a global development agenda negotiated over a two-year period at the United Nations. They were agreed by all 193 member countries of the UN on 25<sup>th</sup> September 2015. The SDGs provide a framework to ensure that by end of 2030, peace and prosperity is achieved by all within the globe. The 17 SDGs are integrated—they recognize that action in one area will affect outcomes in others, and that development must balance social, economic and environmental sustainability (see Figure 35). The 17 SDGs are outlined below:

- 1. No Poverty** End poverty in all its forms everywhere
- 2. Zero Hunger** End hunger, achieve food security and improved nutrition and promote sustainable agriculture
- 3. Good Health and Well-being** Ensure healthy lives and promote well-being for all at all ages
- 4. Quality Education** Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all
- 5. Gender Equality** Achieve gender equality and empower all women and girls
- 6. Clean Water and Sanitation** Ensure availability and sustainable management of water and sanitation for all
- 7. Affordable and Clean Energy** Ensure access to affordable, reliable, sustainable and modern energy for all

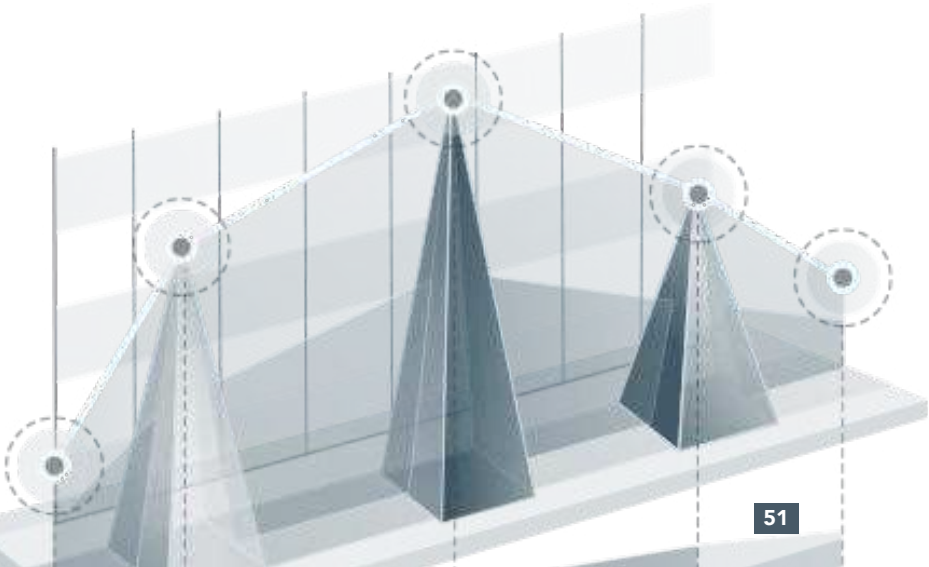
- 8. Decent Work and Economic Growth** Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all
- 9. Industry, Innovation and Infrastructure** Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation
- 10. Reduced Inequalities** Reduce inequality within and among countries
- 11. Sustainable Cities and Communities** Make cities and human settlements inclusive, safe, resilient and sustainable
- 12. Responsible Consumption and Production** Ensure sustainable consumption and production patterns
- 13. Climate Action** Take urgent action to combat climate change and its impacts
- 14. Life Below Water** Conserve and sustainably use the oceans, seas and marine resources for sustainable development
- 15. Life on Land** Protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss
- 16. Peace, Justice and Strong Institutions** Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels
- 17. Partnerships for the Goals** Strengthen the means of implementation and revitalize the global partnership for sustainable development

Figure 35

17 United Nations Sustainable Development Goals



Source: (United Nations Development Program, 2023)





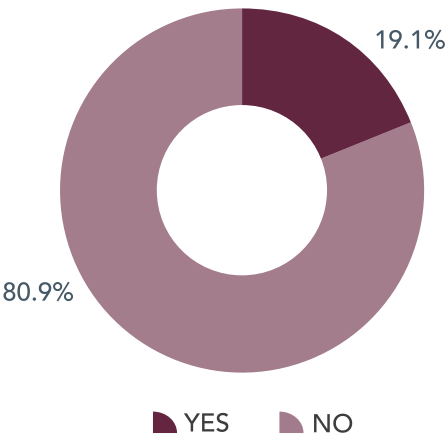
In Qatar, 19.1% of nascent and new business owners are aware of the 17 United Nations SDGs. Near seven in ten within the early-stage entrepreneurs have identified the goals which are a priority to their business and have created a clear set of targets, activities, and key performance indicators based on those goals. (see Figure 36)

A similar proportion of established business owners (21.6%) are aware of the 17 United Nations SDGs. Amongst them, 83.0% have identified the goals which are a priority to their business and defined a set of clear objectives, actions and key performance indicators according to those goals. (see Figure 37)

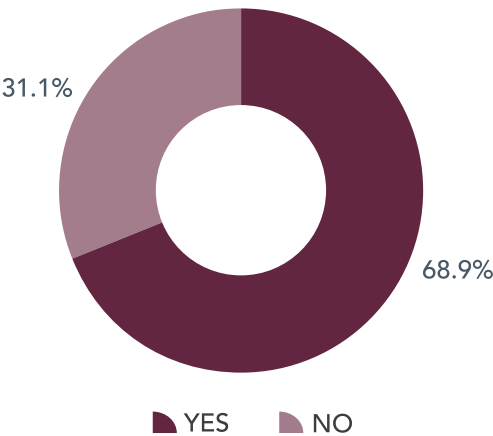
Figure 36

Awareness of the 17 United Nations Sustainable Development Goals (% of TEA), 2023

Are you aware of the 17 United Nations Sustainable Development Goals – the 2030 agenda for sustainable development – published in 2015



Have you identified any of the goals which are a priority for your business and defined a set of clear objectives, actions and Key Performance Indicators?

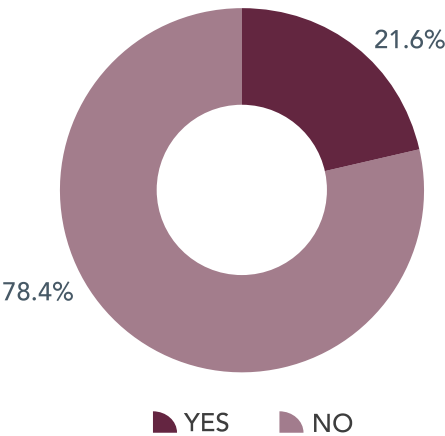


Source: (GEM Adult Population Survey, 2023)

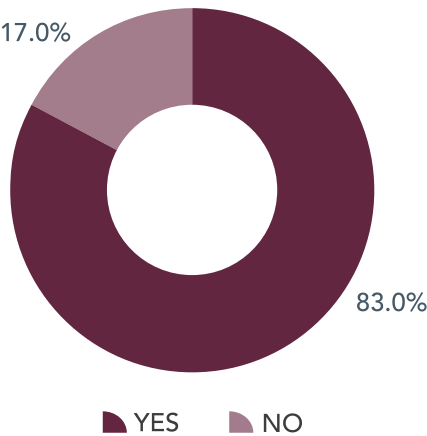
Figure 37

Awareness of the 17 United Nations Sustainable Development Goals (% of EB), 2023

Are you aware of the 17 United Nations Sustainable Development Goals – the 2030 agenda for sustainable development – published in 2015



Have you identified any of the goals which are a priority for your business and defined a set of clear objectives, actions and Key Performance Indicators?



Source: (GEM Adult Population Survey, 2023)





# 7

## QATAR'S ENTREPRENEURSHIP FRAMEWORK CONDITIONS

### 7.1 NATIONAL ENTREPRENEURSHIP CONTEXT INDEX (NECI)

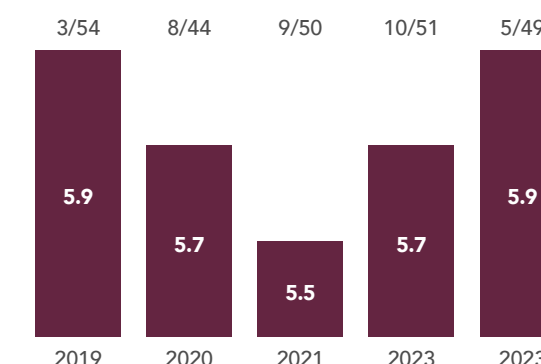
Figure 38, displays Qatar's performance on the NECI since 2019. Qatar has consistently improved its overall score over the last two years. It rose from 5.5 in 2021 to 5.9 in 2023, reaching levels akin to those of 2019 and placing it 5<sup>th</sup> internationally among the 49 countries that took part in the NES. Additionally, as in the previous year, Qatar's NECI total score is higher than the NES global average (4.7).

The improvement in scores for the below framework criteria has been the primary driver of the steady growth over the last two years.

- Sufficiency of financing for entrepreneurs
- Ease of obtaining finance for entrepreneurs
- Government policies: support and relevance
- Government policies: taxes and bureaucracy
- Physical infrastructure

Figure 38

National Entrepreneurship Context Index (NECI) in Qatar, 2019 – 2023



Source: (GEM National Expert Survey, 2019-2023)

### 7.2 ENTREPRENEURSHIP FRAMEWORK CONDITIONS (EFCs)

Figure 39 compares Qatar's performance on each of the EFCs to the global GEM averages. Aside from 'Good environmental practices by new and growing firms', Qatar achieves scores for all EFCs that are higher than the global GEM average.

Overall, Qatar records a high ranking in the NES for a number of framework conditions in 2023. Out of the 49 member countries in the NES, it is ranked in the top 10 for the below.

- Ease of obtaining finance for entrepreneurs (5.0)
- Government policies: support and relevance (5.8)
- Government policies: taxes and bureaucracy (6.3)
- Government entrepreneurship programs (5.9)
- Entrepreneurial education and training at school stage (6.3)
- Entrepreneurial education and training at post-school stage (6.5)
- Research and development (R and D) transfer (5.4)
- Commercial and services infrastructure (6.0)
- Physical infrastructure (7.2)
- Cultural and social norms (6.7)
- Business sustainability by governments/policy makers through new regulations/laws (6.1)
- Support for women's entrepreneurship in terms of services, regulations, and cultural norms (5.9)

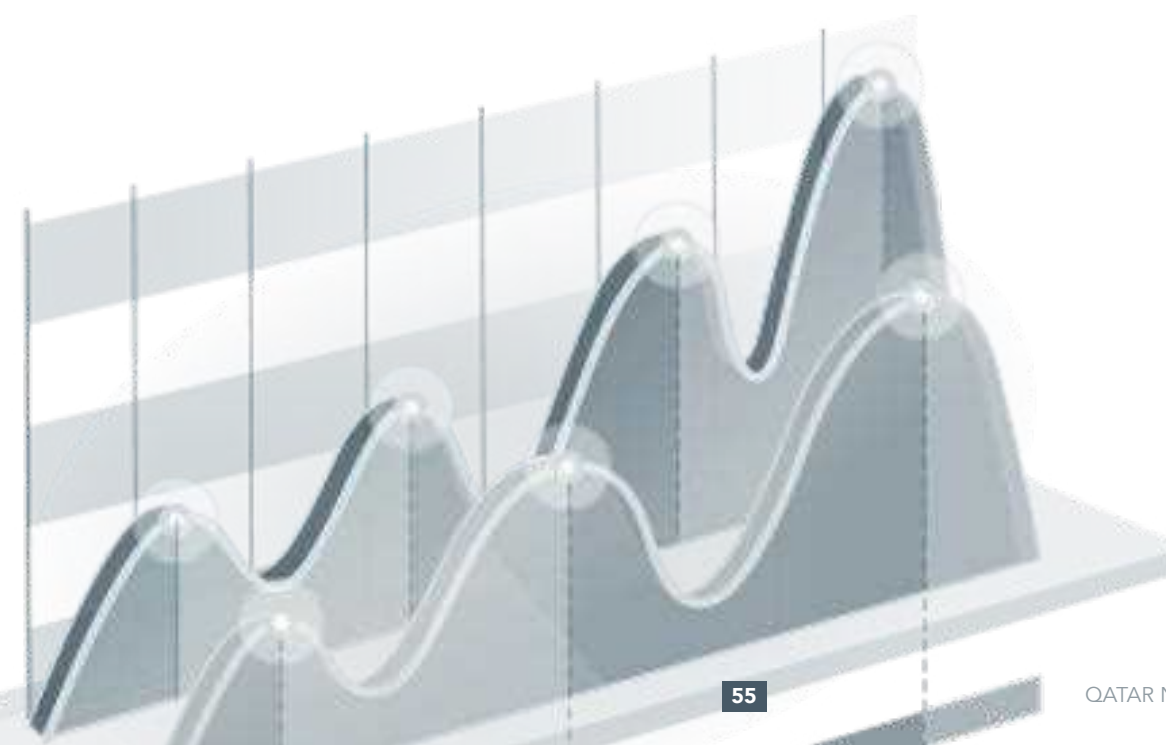
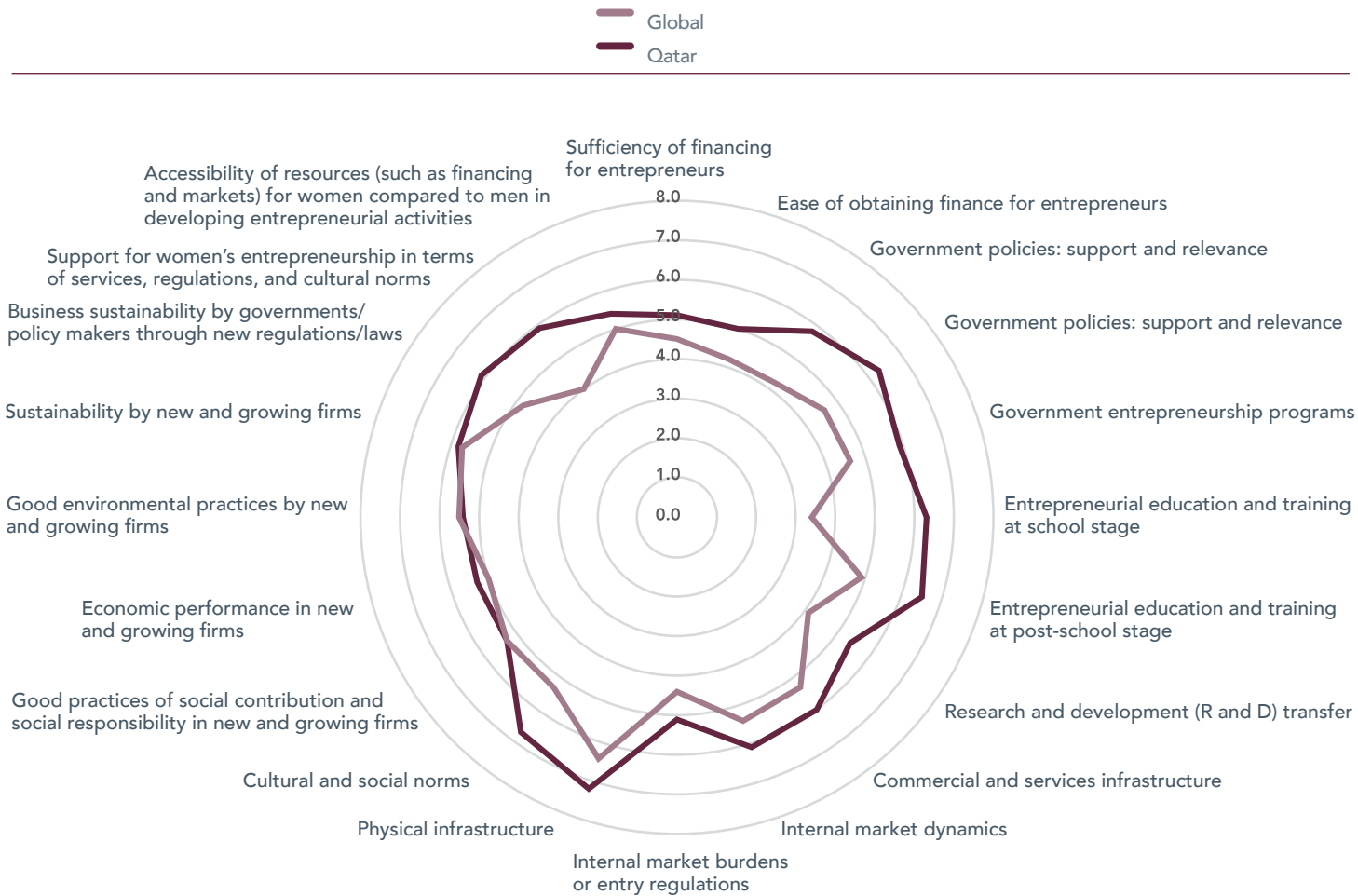




Figure 39

Expert rating of the Entrepreneurship Framework Conditions, 2023



Source: (GEM National Experts Survey, 2023)

Table 10

Ratings of the national entrepreneurial framework conditions (NECI), 2019 – 2023

	2019	2020	2021	2022	2023
Sufficiency of financing for entrepreneurs	5.4	5.1	4.6	4.8	5.1
Ease of obtaining finance for entrepreneurs	N/A	N/A	4.7	4.8	5.0
Government policies: support and relevance	6.0	5.5	5.2	5.2	5.8
Government policies: taxes and bureaucracy	6.1	5.8	5.3	5.7	6.3
Government entrepreneurship programs	6.1	5.7	5.6	5.8	5.9
Entrepreneurial education and training at school stage	5.2	5.3	5.3	5.7	6.3
Entrepreneurial education and training at post-school stage	6.3	6.0	6.2	6.2	6.5
Research and development (R & D) transfer	5.2	5.4	5.2	5.6	5.4
Commercial and services infrastructure	5.7	5.8	6.0	6.0	6.0
Internal market dynamics	5.9	5.8	5.5	6.0	6.1
Internal market burdens or entry regulations	5.1	4.8	5.1	5.1	5.1
Physical infrastructure	7.5	7.1	6.9	6.6	7.2
Cultural and social norms	6.4	5.9	6.1	6.7	6.7
Good practices of social contribution and social responsibility in new and growing firms	N/A	N/A	N/A	5.4	5.3
Economic performance in new and growing firms	N/A	N/A	N/A	5.3	5.3
Good environmental practices by new and growing firms	N/A	N/A	N/A	5.8	5.4
Sustainability by new and growing firms	N/A	N/A	N/A	6.2	5.8
Business sustainability by governments/policy makers through new regulations/laws	N/A	N/A	N/A	6.0	6.1
Support for women's entrepreneurship in terms of services, regulations, and cultural norms	N/A	N/A	N/A	N/A	5.9
Accessibility of resources (such as financing and markets) for women compared to men in developing entrepreneurial activities	N/A	N/A	N/A	N/A	5.4

Source: (Qatar National Experts Survey, 2019-2023)

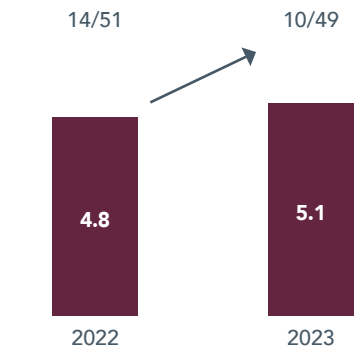


7.2.1 ENTREPRENEURIAL FINANCE

The availability of enough financial resources and assistance for new and growing enterprises has been rated by national experts as being more readily available in 2023 (see Figure 40), up from 4.8 in 2022 to 5.1 in 2023 (Global ranking of 10<sup>th</sup> position).

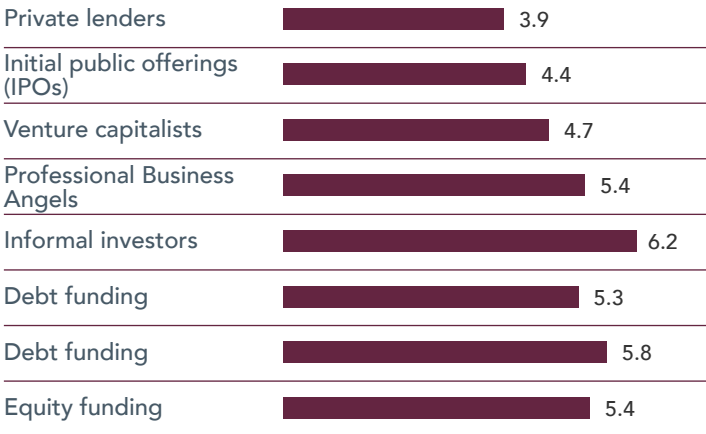
The high ratings for informal investors (friends, family, and coworkers) (6.2), debt funding (5.8) and equity funding (5.4), professional business angels (5.4) are the main factors for the increase. (see Figure 41)

Figure 40  
Sufficiency of financing for entrepreneurs 2022 - 2023



Source: (GEM National Experts Survey, 2022 and 2023)

Figure 41  
Sufficiency of financing for entrepreneurs - Breakup 2023



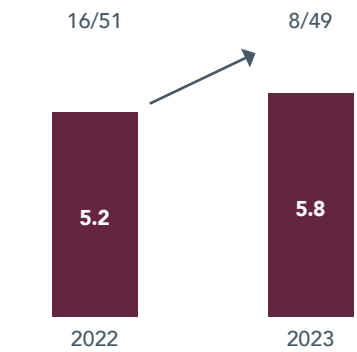
Source: (GEM National Experts Survey, 2023)

7.2.2 GOVERNMENT POLICIES

Expert assessments for entrepreneurship as a pertinent economic issue in the formulation of government policies have gone up from 5.2 in 2022 to 5.8 in 2023. The worldwide ranking increased from 16<sup>th</sup> in 2022 to 8<sup>th</sup> in 2023 as a result of the indicator's substantial rise. (see Figure 44)

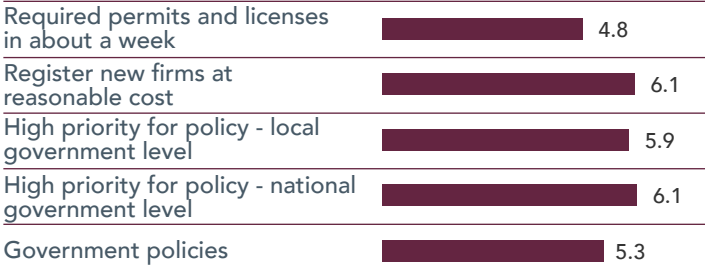
The primary cause of the increase are the experts' high ratings of the aspect that both national (6.1) and local (5.9) levels of government place importance on supporting businesses during the policy-making process as well as the registration of new firms is at reasonable costs (6.1). (see Figure 45)

Figure 44  
Government policies: support and relevance 2022 - 2023



Source: (GEM National Experts Survey, 2022 and 2023)

Figure 45  
Government policies: support and relevance - Breakup 2023

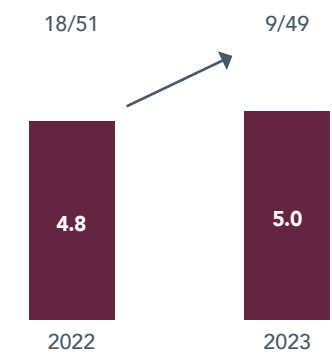


Source: (GEM National Experts Survey, 2023)

Experts evaluating the degree to which it is simple for start-ups and new enterprises to secure funding have rated Qatar at 5.0 in 2023, up from 4.8 the year before. The growth of the indicator has impacted the rankings significantly, increasing the global ranking from 18<sup>th</sup> in 2022 to 9<sup>th</sup> in 2023. (see Figure 42)

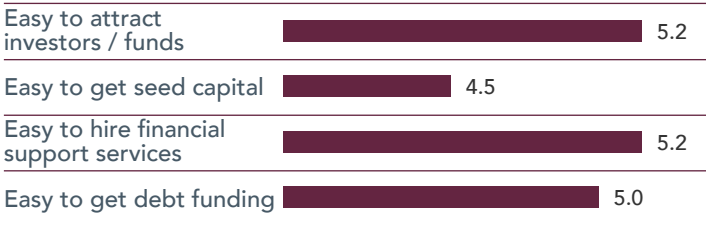
The high scores for the ease to attract investors/funds (5.2), hiring financial support services (5.2) and the ease to get debt funding (5.0) contributed to the growth of the indicator. (see Figure 43)

Figure 42  
Ease of obtaining finance for entrepreneurs, 2022 - 2023



Source: (GEM National Experts Survey, 2022 and 2023)

Figure 43  
Ease of obtaining finance for entrepreneurs - Breakup 2023

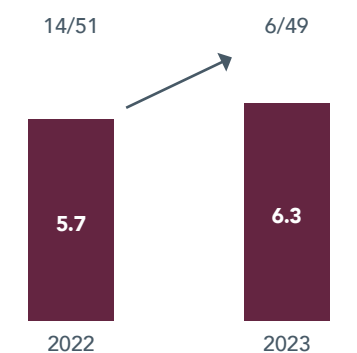


Source: (GEM National Experts Survey, 2023)

Experts have rated the creation of government policies (taxes and regulations) that encourage entrepreneurship within the economy as being better in 2023 (6.3) than in 2022 (5.7). The growth has led to increase in the global rankings too. The global rankings of Qatar for this indicator have increased from 14<sup>th</sup> in 2022 to 6<sup>th</sup> in 2023. (see Figure 46)

The primary reason for the increase this year is the top ratings for taxes not being a burden for new and growing firms (7.8) and comparatively higher ratings compared to last year regarding the regulations enforced consistently (7.1). (see Figure 47)

Figure 46  
Government policies: taxes and bureaucracy 2022 - 2023



Source: (GEM National Experts Survey, 2022 and 2023)

Figure 47  
Government policies: taxes and bureaucracy - Breakup 2023



Source: (GEM National Experts Survey, 2023)

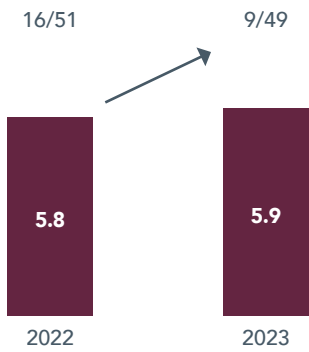


— 7.2.3 GOVERNMENT ENTREPRENEURSHIP PROGRAMS

The experts for the EFC regarding availability and caliber of government programs that directly support SMEs at all governmental levels have assigned Qatar a score of 5.9 this year, up from 5.8 in 2022. The global ranking of Qatar has significantly improved as a result of the indicator's growth, moving up from 16<sup>th</sup> in 2022 to 9<sup>th</sup> in 2023. (see Figure 48)

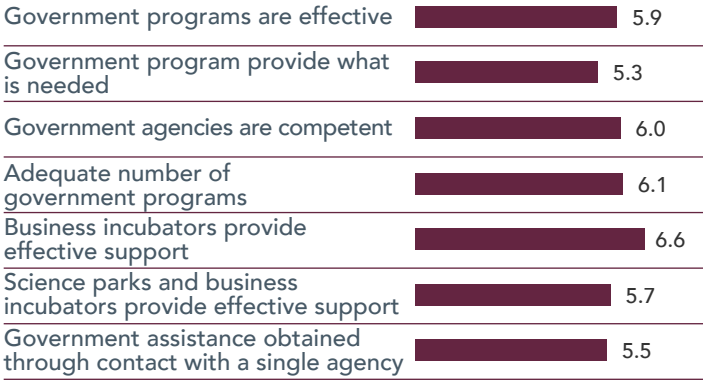
The presence of business incubators in Qatar and their efficacy in offering support receive the highest ranking from experts (6.6), followed by an adequate number of government programs (6.1) and the competency of government personnel (6.0). (see Figure 49)

Figure 48  
Government Entrepreneurship Programs 2022 - 2023

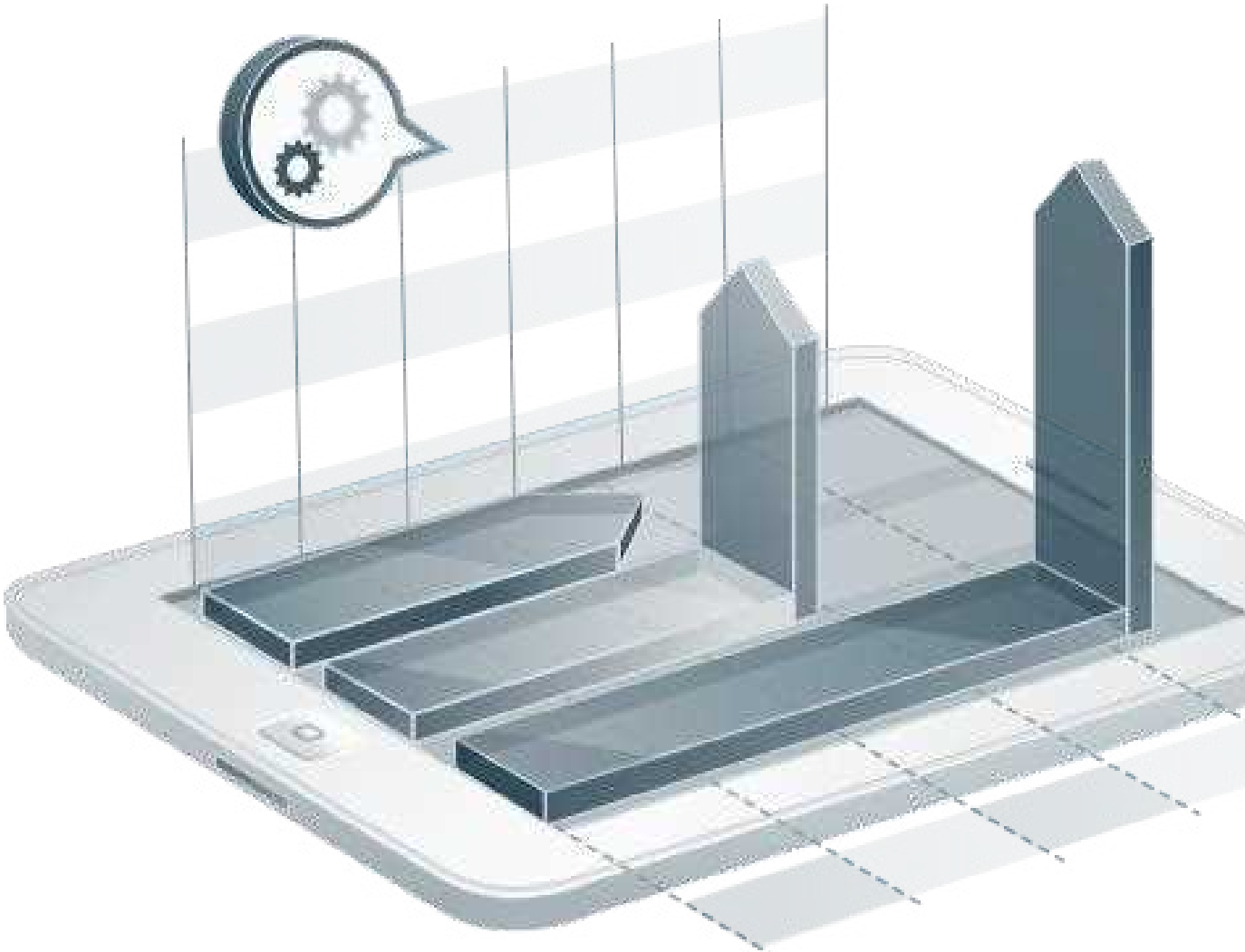


Source: (GEM National Experts Survey, 2022 and 2023)

Figure 49  
Government Entrepreneurship Programs - Breakup 2023



Source: (GEM National Experts Survey, 2023)

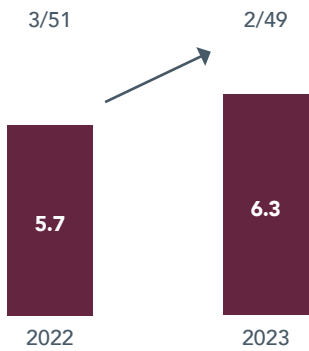


— 7.2.4 ENTREPRENEURIAL EDUCATION AND TRAINING

The rating for the entrepreneurial level of education at primary and secondary school in Qatar (6.3) increased from the previous year (5.7). Qatar was ranked 3<sup>rd</sup> in 2022 and the growth in this metric has improved its position further in 2023 (2<sup>nd</sup> position). (see Figure 50)

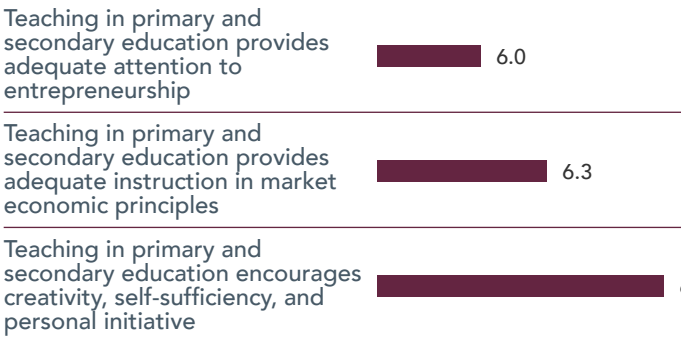
The increase in the indicator was because a substantially high score was given to 'teaching in primary and secondary education encourages creativity, self-sufficiency, and personal initiative' (6.7). (see Figure 51)

Figure 50  
Entrepreneurial education and training at school stage 2022 - 2023



Source: (GEM National Experts Survey, 2022 and 2023)

Figure 51  
Entrepreneurial education and training at school stage - Breakup 2023



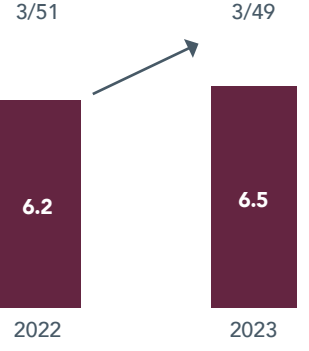
Source: (GEM National Experts Survey, 2023)



Relative to the previous year, Qatar experts assess and rate post-secondary education and training (college, university, and professional education) more positively too at 6.5. For this indicator, Qatar is ranked globally within the top 3 (3<sup>rd</sup> position). (see Figure 52)

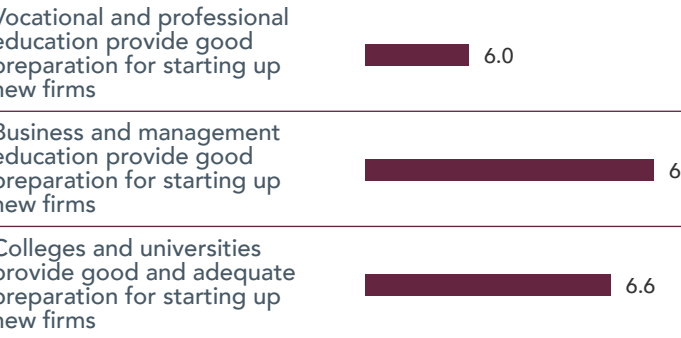
The factors for the increase are the high scores given to the provision of good management and business education for start-up firms (6.8) and the provision of good and adequate preparation for start-up firms by colleges/universities (6.6). (see Figure 53)

Figure 52  
Entrepreneurial education and training at post-school stage 2022 - 2023



Source: (GEM National Experts Survey, 2022 and 2023)

Figure 53  
Entrepreneurial education and training at post-school stage - Breakup 2023



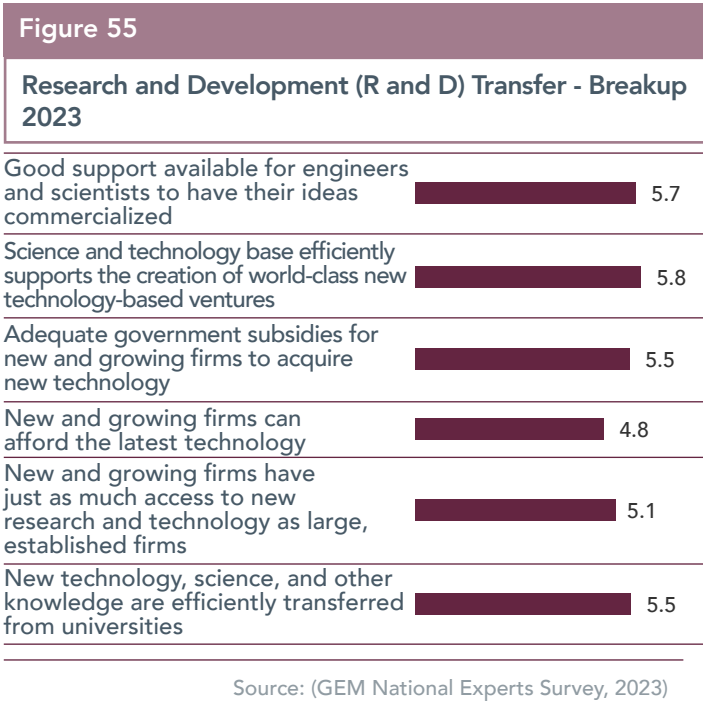
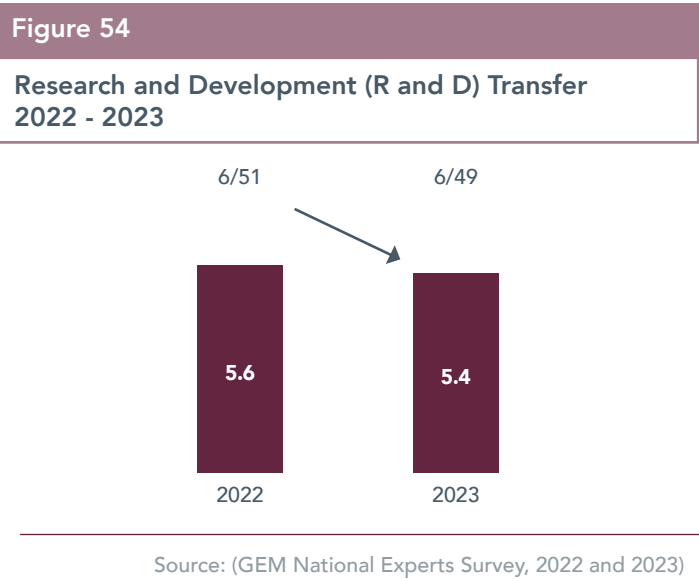
Source: (GEM National Experts Survey, 2023)



— 7.2.5 RESEARCH AND DEVELOPMENT (R AND D) TRANSFER

In 2023, the rating for R&D transfer conditions in Qatar is 5.4, a decrease from 5.6 in 2022. The global rankings associated with this indicator has still been maintained at the 6<sup>th</sup> position, even though there has been a decline. (see Figure 54)

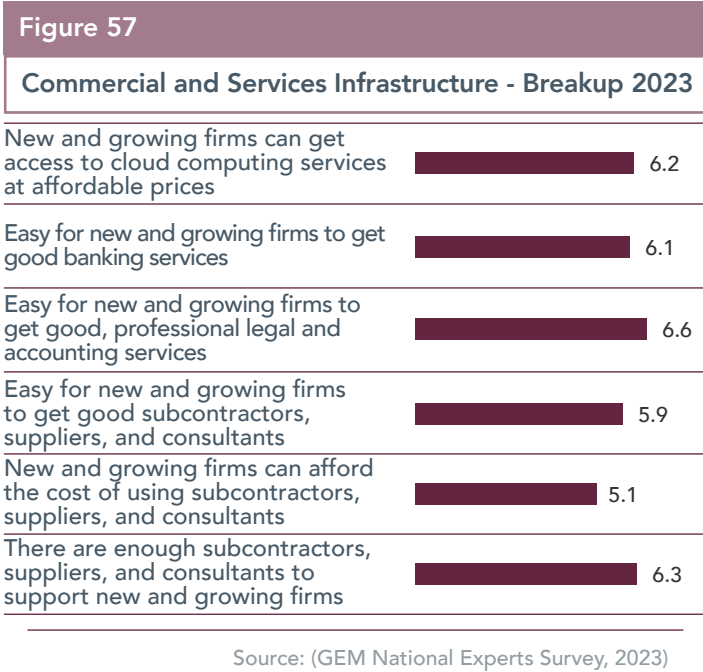
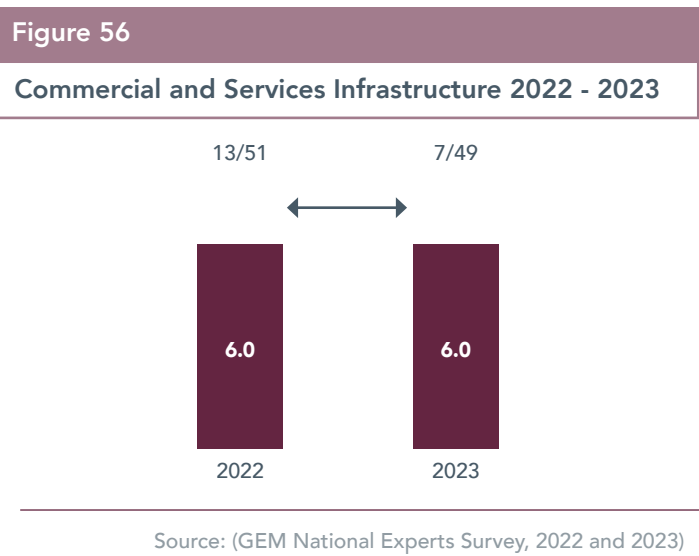
The low ratings for ‘new and growing firms have just as much access to new research and technology as large, established firms’ (5.1) and ‘new and growing firms can afford the latest technology’ (4.8) were the main contributing reasons. (see Figure 55)



— 7.2.6 COMMERCIAL AND SERVICES INFRASTRUCTURE

The rating for the commercial infrastructure and professional services condition in Qatar (6.0) remained consistent to the previous year (6.0). Due to maintenance of similar levels to the previous year rather than a decline as seen by the majority of the other benchmarked countries, the ranking of Qatar for this indicator has improved from 13<sup>th</sup> in 2022 to 7<sup>th</sup> in 2023. (see Figure 56)

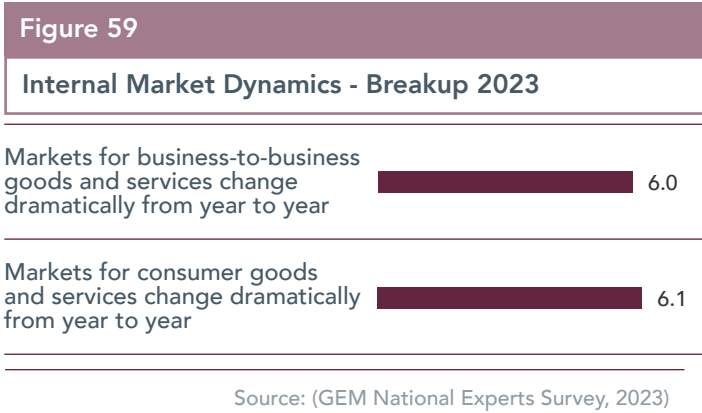
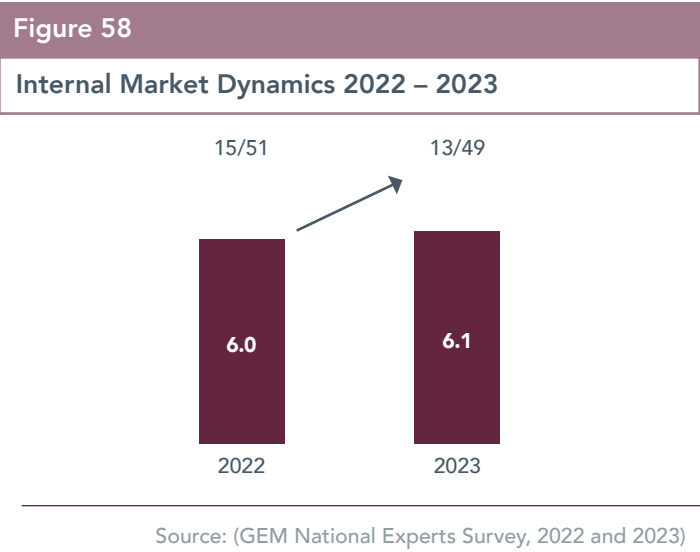
Experts rate the capacity of emerging and expanding businesses to obtain high-quality, professional legal and accounting services (6.6), the availability of sufficient subcontractors, suppliers, and consultants to offer the necessary support (6.3), and access to cloud computing (6.2) high. (see Figure 57)



— 7.2.7 MARKET OPENNESS

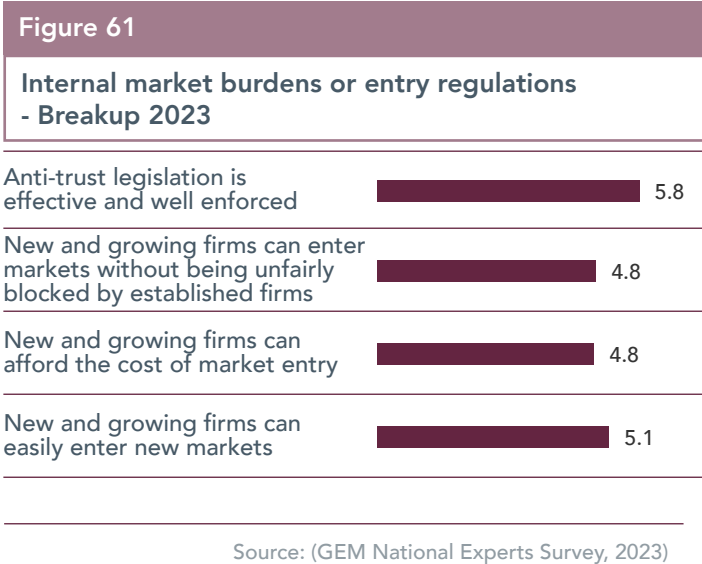
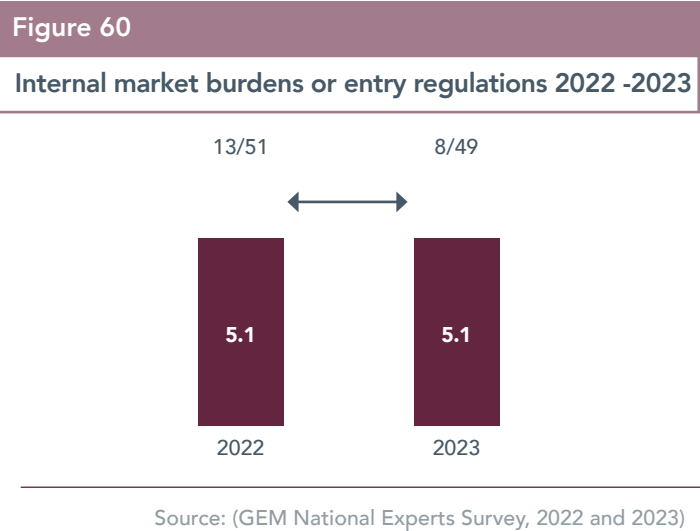
The national experts’ rating for the internal market dynamics framework condition has increased from the previous year from 6.0 in 2022 to 6.1 in 2023 (Figure 58). Because of this pillar’s inverse scaling, the lower value is considered better. Therefore, according to local experts, Qatar’s business environment has become less stable when compared to the previous year.

This movement in value is associated to an increase in rating given by the experts for ‘the dramatic change in consumer products and services markets’ and ‘dramatic change in business-to-business products and services markets’ (6.1 and 6.0 respectively). (see Figure 59)



Qatar has maintained a comparable rating (5.1) for market burdens and entry restrictions from the previous year, suggesting that the barriers to market entry are about the same as they were the previous year. (see Figure 60)

Regarding anti-trust legislation being effective and well enforced (5.8) and new and growing firms can easily enter markets (5.1), experts note improvements from the previous year. (see Figure 61)



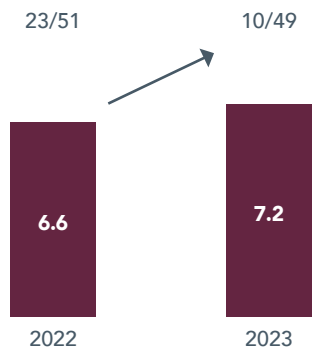


7.2.8 PHYSICAL INFRASTRUCTURE

For Qatar, the most highly scored NECI pillar is the state of the physical infrastructure. Within the past five years, specialists have regularly rated this condition as the best, with the exception of the prior year. This year, the annual improvement has been noteworthy, with ratings rising from 6.6 in 2022 to 7.2 in 2023. This upward movement has also led to a significant rise in the global ranking of Qatar regarding the indicator, which moved upwards from 23<sup>rd</sup> in 2022 to 10<sup>th</sup> in 2023. (see Figure 62)

Figure 62

Physical Infrastructure 2022 -2023

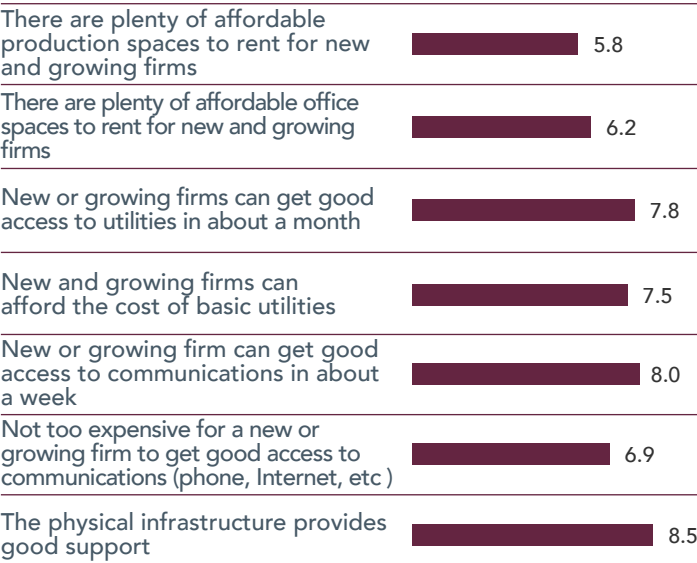


Source: (GEM National Experts Survey, 2022 and 2023)

The primary cause of this year’s increase is the considerable improvement in ‘the physical infrastructure provides good support’ (8.5), ‘good access to communications (telephone, internet, and others) in about a week’ (8.0), ‘good access to utilities (gas, water, electricity, sewer) in about a month’ (7.8), ‘basic utilities (gas, water, electricity, sewer) being affordable’ (7.5). (see Figure 63)

Figure 63

Physical Infrastructure - Breakup 2023



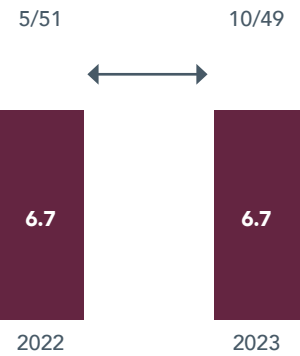
Source: (GEM National Experts Survey, 2023)

7.2.9 CULTURAL AND SOCIAL NORMS

Similar to the previous year, experts have given a rating of 6.7 for the Cultural and Social Norms EFC. Due to the annual improvement for this indicator within majority of the benchmarked countries, the ranking for this indicator has reduced from 5<sup>th</sup> in 2022 to 10<sup>th</sup> in 2023. (see Figure 64)

Figure 64

Cultural and Social Norms 2022 - 2023

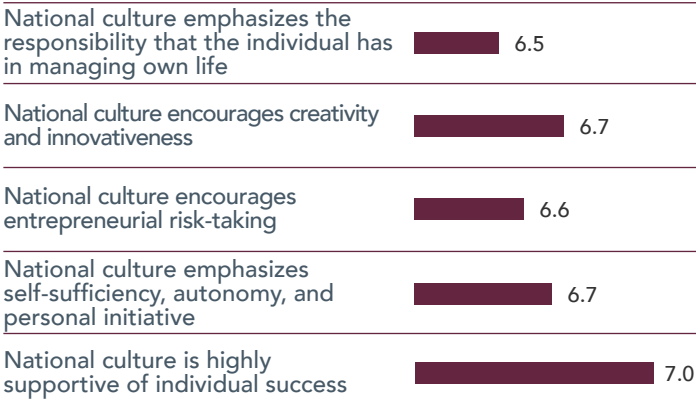


Source: (GEM National Experts Survey, 2022 and 2023)

According to experts, the top scores are given to the opinion that Qatar’s national culture provides strong support for individual achievement (7.0), emphasizes self-sufficiency (6.7) and fosters creativity and innovation (6.7). ‘The national culture emphasizes the responsibility that the individual (rather than the collective) has in managing his or her own life’ is the condition’s parameter that the experts gave the lowest rating (6.5). (see Figure 65)

Figure 65

Cultural and Social Norms - Breakup 2023



Source: (GEM National Experts Survey, 2023)





In 2023, GEM invited experts to evaluate and offer their opinions on the special topics selected for the survey, using a similar process to previous ones.

This includes the evaluation of seven key components:

1. Good practices of social contribution and social responsibility in new and growing firms

Experts rate this condition 5.3 which is at similar levels to the global average of 5.3. Qatar is ranked in the 24<sup>th</sup> position globally for this indicator. (see Figure 66)

The specialists that are taking part in this survey have strong opinions that investors are especially keen to fund startups that prioritize social responsibility, and that both new and expanding companies are incorporating social responsibility into their operations, in the current business environment.

2. Economic performance in new and growing firms

Qatar records a high rate (5.3) for this condition compared to the global average (5.0). For this indicator, Qatar is placed at the 19<sup>th</sup> position globally. (see Figure 66)

The national experts through their ratings have stated that stakeholders and investors tend to be pleased with the financial results of the new and growing businesses within the Qatar market they have invested in. The experts through their ratings have also stated that members of minority groups within the Qatar market that found new businesses have access to the same economic opportunities as other new businesses found by the majority groups in Qatar.

3. Good environmental practices by new and growing firms

Experts rate Qatar 5.4 on this condition, which is slightly lower than the global average of 5.5. Qatar is ranked in 30<sup>th</sup> position within the global countries participating in the GEM NES survey 2023. (see Figure 66)

According to the survey, national experts have determined that the majority of new and expanding businesses prioritize energy efficiency methods in their operations and view environmental issues as possible opportunities. However, the experts have also noted that there is a relative lack of adoption of ecologically friendly production or service delivery methods.

4. Sustainability by new and growing firms

Qatar records a rate of 5.8 on this condition, a marginally higher rate than the global average (5.7). Qatar is globally placed 20<sup>th</sup> for this indicator. (see Figure 66)

According to experts, the national culture places a high value on sustainability practices. As a result, there are notable examples of entrepreneurial activity linked to the Sustainable Development Goals (SDGs) in the Qatar market.

5. Business sustainability by governments/policy makers through new regulations/laws

Qatar records a rate of 6.1 on this condition, a significantly higher rate than the global average (4.8). Qatar is placed within the top 10 position globally for this indicator (7<sup>th</sup>). (see Figure 66)

Due to their strong belief that the national government has unique policies, such as grants, special rights, and/or tax breaks, that assist sustainability-focused enterprises, national experts have awarded this criterion a high ranking.

6. Support for female’s entrepreneurship in terms of services, regulations, and cultural norms

For this condition, relative to the global average (4.0), Qatar records a substantial higher rate of 5.9. Similar to the previous condition, Qatar is ranked within the Top 10 globally for this indicator (6<sup>th</sup>). (see Figure 66)

According to national experts, the culture in Qatar supports females just as much as males in starting their own businesses or going self-employed. Their ratings also indicate their opinion that there are enough support services available in the Qatar market (child care, home services, after-school programs, elder care, other) for females to be able to manage their businesses after having children.

7. Accessibility of resources (such as financing and markets) for male compared to females in developing entrepreneurial activities

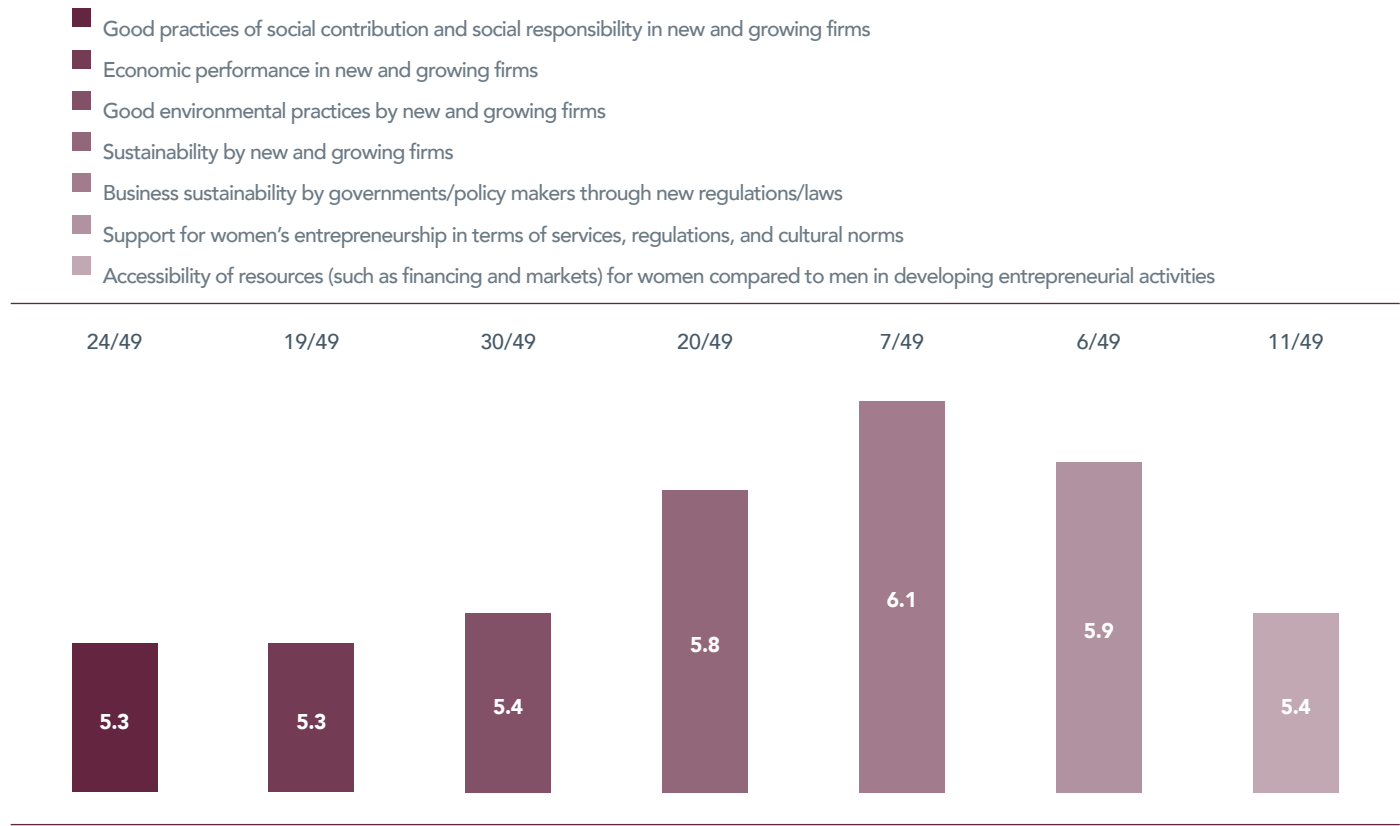
Qatar records a rate of 5.4, greater than the global average of 5.0. For this condition, Qatar is ranked globally 11<sup>th</sup>. (see Figure 66)

According to national experts, male entrepreneurs typically have greater access to markets and governmental procurement than female entrepreneurs do. About the ease with which male entrepreneurs may secure seed money or other forms of finance in comparison to their female counterparts, expert’s opinions are near neutral.



Figure 66

GEM- Special Topics 2023



Source: (GEM National Experts Survey, 2023)





# 8

## COMPARATIVE ANALYSIS – MENA

### 8.1 ADULT POPULATION SURVEY (APS)

#### 8.1.1 SOCIETAL VALUES OF ENTREPRENEURSHIP

For majority of the GEM indicators within this class, Qatar is ranked within the top 3 out of all the nations in the MENA benchmarked. For the GEM indicators, 'High Status to Successful Entrepreneurs', 'People prefer an equal standard of living for all' and 'Often see businesses that aim to solve social problems, Qatar is ranked 2<sup>nd</sup> in

the MENA benchmarked group of countries. This shows that, in contrast to majority of the MENA countries, the adult population in Qatar believe more strongly that their society is supportive of entrepreneurship, and as a result, they take up more entrepreneurial activities. (see Table 11)

Table 11

Societal values about entrepreneurship in MENA countries, 2023

	Good Career Choice		High Status to Successful Entrepreneurs		Media Attention for Entrepreneurship		People Prefer an equal standard of living for all		Often see business that aim to solve social problems	
	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK
Qatar	82.2%	6/41	90.3%	3/41	77.6%	14/41	69.1%	13/38	55.7%	6/37
Iran	48.4%	37/41	86.1%	10/41	42.8%	40/41	67.8%	14/38	39.7%	21/37
Morocco	83.0%	5/41	82.2%	15/41	80.5%	10/41	75.7%	6/38	54.4%	8/37
Saudi Arabia	95.7%	1/41	95.4%	1/41	94.2%	1/41	-	-	91.1%	1/37
Oman	78.1%	11/41	83.8%	14/41	84.9%	5/41	66.6%	15/38	45.7%	15/37
Jordan	78.1%	12/41	86.3%	8/41	81.1%	8/41	59.3%	23/38	33.2%	28/37

Source: (GEM Adult Population Survey, 2023)

#### 8.1.2 SELF-PERCEPTION ABOUT ENTREPRENEURSHIP

Considering the parameters of 'Self-Perception about Entrepreneurship', Qatar ranks within the top-tier amongst the MENA benchmarked countries for the metrics 'Perceived Ease of Starting a Business' and 'Entrepreneurial Intentions' (2<sup>nd</sup> respectively). This suggests that the adult community in Qatar has a strong drive to start a business and strongly believes that the governmental infrastructure will facilitate the establishment of a firm, in contrast to other

adult groups in the MENA region. According to the 2023 'Entrepreneurial Affiliations' index, Qatar has a significantly low ranking relative to the other benchmarked countries (5<sup>th</sup>). This shows that the adult population in Qatar may not have easy access to the network of business owners, which is crucial for providing the necessary direction and mentoring. (see Table 12)

Table 12

Self-perceptions about entrepreneurship in MENA countries, 2023

	Entrepreneurial Affiliations		Perceived Opportunities		Perceived Ease of Starting a Business		Perceived Capabilities		Fear of Failure (Opportunity)		Entrepreneurial Intentions	
	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK
Qatar	53.1%	25/46	68.7%	10/46	62.4%	13/46	68.0%	18/46	42.7%	27/46	47.4%	6/46
Iran	53.5%	24/46	26.5%	45/46	13.6%	45/46	60.9%	21/46	23.8%	45/46	17.7%	22/46
Morocco	45.6%	36/46	70.7%	6/46	51.3%	19/46	68.2%	17/46	32.6%	41/46	23.4%	16/46
Saudi Arabia	87.9%	1/46	93.2%	1/46	92.4%	1/46	90.8%	1/46	60.8%	3/46	38.5%	10/46
Oman	60.5%	14/46	68.7%	9/46	56.8%	16/46	72.9%	11/46	38.1%	36/46	66.1%	1/46
Jordan	56.7%	19/46	47.7%	33/46	36.5%	34/46	73.2%	10/46	52.1%	11/46	47.0%	7/46

Source: (GEM Adult Population Survey, 2023)



— 8.1.3 ENTREPRENEURIAL TALENT

For the parameters, ‘Other people think that you are highly innovative’ and ‘Every decision you make is part of your long-term career plan’, Qatar is placed within the top-tier regionally and has a high ranking within the global benchmarked countries (8<sup>th</sup> and 5<sup>th</sup>, respectively). This placement indicates that the adult-population within Qatar has a strong belief in their innovativeness and have

long-term career plans. Given that the market views these as essential skill components for establishing a firm, it can be said that Qatar has a great potential to grow its number of active entrepreneurs. Based on the results and ranking for the ‘Proactivity’ characteristic, it can be concluded that Qatar adult population is the most proactive within the MENA region. (see Table 13)

Table 13  
Entrepreneurial Talent in MENA countries, 2023

	Rarely see business opportunities		Even if you see an opportunity, you rarely act on it		Other people think that you are highly innovative		Every decision you make is part of your long-term career plan	
	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK
Qatar	55.6%	10/32	58.5%	26/32	78.5%	8/32	86.3%	5/32
Iran	-	-	-	-	-	-	-	-
Morocco	67.8%	4/32	60.5%	24/32	77.7%	9/32	78.0%	12/32
Saudi Arabia	69.6%	3/32	80.5%	2/32	91.7%	1/32	91.3%	2/32
Oman	48.9%	18/32	67.1%	14/32	84.0%	3/32	83.3%	9/32
Jordan	74.1%	1/32	65.5%	17/32	77.5%	11/32	82.0%	10/32

Source: (GEM Adult Population Survey, 2023)

— 8.1.4 ENTREPRENEURIAL ACTIVITY

Qatar boasts the highest rate of nascent entrepreneurship in the MENA. This suggests that the adult population in Qatar has been more proactive in starting enterprises this year, leading to a highest potential increase of the state’s entrepreneurship activity relative to other MENA benchmarked countries. Owing to the aforementioned growth and the yearly rise in new business ownership rate, Qatar’s TEA rate has significantly increased, placing

it at the top tier of the region’s rankings (3<sup>rd</sup>). Even though the region’s established business ownership rate is low (5<sup>th</sup>), but the annual increase in the rate indicates that the country’s entrepreneurial activity levels are trending towards the wanted direction, which is encouraging. Based on a combination of the increasing yearly trend of TEA rate and the established business rate, Qatar’s entrepreneurship market appears to have expanded. (see Table 14)

Table 14  
Rates of entrepreneurship activity in MENA countries, 2023

	Nascent entrepreneurship rate		New Business Ownership rate		TEA		Established Business Rate		EEA		Discontinuation of Business	
	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK
Qatar	9.7%	15/46	5.1%	18/46	14.3%	17/46	4.4%	38/46	8.6%	25/46	9.6%	10/46
Iran	4.5%	36/46	5.2%	17/46	9.8%	32/46	9.8%	12/46	8.4%	28/46	5.2%	18/46
Morocco	3.1%	43/46	3.3%	32/46	6.3%	44/46	6.8%	23/46	5.4%	39/46	5.2%	19/46
Saudi Arabia	8.7%	19/46	17.0%	1/46	25.3%	6/46	13.6%	5/46	18.7%	4/46	8.4%	11/46
Oman	6.8%	31/46	5.0%	20/46	10.6%	28/46	3.2%	45/46	13.2%	12/46	13.0%	1/46
Jordan	8.3%	23/46	8.2%	9/46	15.7%	15/46	7.2%	21/46	9.7%	19/46	10.6%	6/46

Source: (GEM Adult Population Survey, 2023)





8.1.5 MOTIVATIONS AND ASPIRATIONS

Out of all the MENA countries, Qatar has the lowest percentage of early-stage entrepreneurs who say they launch a business to make ends meet due to a lack of work. This indicates that, in comparison to the other MENA countries, the adult population in Qatar has a more optimistic attitude on the current state of the economy. Regarding Qatar’s 2<sup>nd</sup> ranking regionally associated with the motivation ‘To make a difference in the world’ indicates that the adult community within Qatar is more

global oriented relative to other MENA countries, which suggests the potential of international expansion for Qatar’s entrepreneurial structure. In terms of the regional ranking for the reason ‘To build a great wealth or very high income’, Qatar is ranked in the middle, indicating that the adult population in Qatar pays non-financial factors equal weight with financial considerations while setting up a firm. Put another way, multifaceted aims behind the business. (see Table 15)

Table 15  
Motivations and Aspirations of TEA in MENA Countries, 2023

	To make a difference in the world		To build a great wealth or very high income		To continue a family tradition		To earn a living because jobs are scarce	
	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK
Qatar	48.6%	20/45	77.4%	10/45	38.4%	11/45	62.7%	29/45
Iran	37.3%	34/45	94.7%	1/45	18.5%	40/45	66.9%	23/45
Morocco	18.2%	43/45	50.2%	32/45	25.4%	32/45	80.9%	12/45
Saudi Arabia	70.6%	4/45	90.9%	2/45	72.2%	2/45	90.9%	3/45
Oman	42.3%	28/45	64.3%	17/45	38.3%	12/45	63.8%	27/45
Jordan	20.7%	40/45	60.6%	18/45	26.4%	30/45	95.1%	1/45

Source: (GEM Adult Population Survey, 2023)

8.1.6 SOCIAL AND ENVIRONMENTAL VALUES

Qatar is the highest-ranked country in the MENA region and globally ranked 9<sup>th</sup> for the percentage of early-stage entrepreneurs that constantly think about the environmental effects. This strongly points out to importance given to the environment by the adult community within Qatar. Having the 2<sup>nd</sup> ranking regionally, indicates that the importance given to social implications

by the early-stage entrepreneurs within Qatar is no further behind. Qatar ranks in the top two regionally for the bulk of the metrics, indicating that early-stage entrepreneurs in Qatar place a high value on social and environmental repercussions and constantly consider them while making business choices. (see Table 16)

Table 16  
Importance of social and environmental values for TEA in MENA, 2023

	When making decisions about the future of your business, you always consider social implications (% of TEA)		When making decisions about the future of your business, you always consider environmental implications (% of TEA)		You prioritize the social and/or environmental impact of your business above profitability or growth (% of TEA)		Early-stage business owners and managers who took steps to minimize the environmental impact of their business over the past year		Early-stage business owners and managers who took steps to maximize the social impact of their business over the past year	
	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK	SCORE	RANK
Qatar	82.2%	15/45	83.9%	9/45	67.9%	14/45	46.9%	30/45	47.4%	20/45
Iran	46.4%	44/45	47.3%	44/45	35.6%	40/45	38.7%	41/45	31.5%	39/45
Morocco	62.7%	36/45	68.9%	28/45	56.6%	25/45	30.0%	45/45	34.8%	37/45
Saudi Arabia	85.3%	9/45	78.7%	18/45	79.9%	4/45	67.2%	4/45	68.3%	3/45
Oman	63.8%	35/45	68.2%	29/45	61.7%	21/45	52.9%	26/45	47.3%	21/45
Jordan	79.6%	18/45	72.1%	26/45	65.3%	16/45	43.0%	34/45	37.0%	31/45

Source: (GEM Adult Population Survey, 2023)

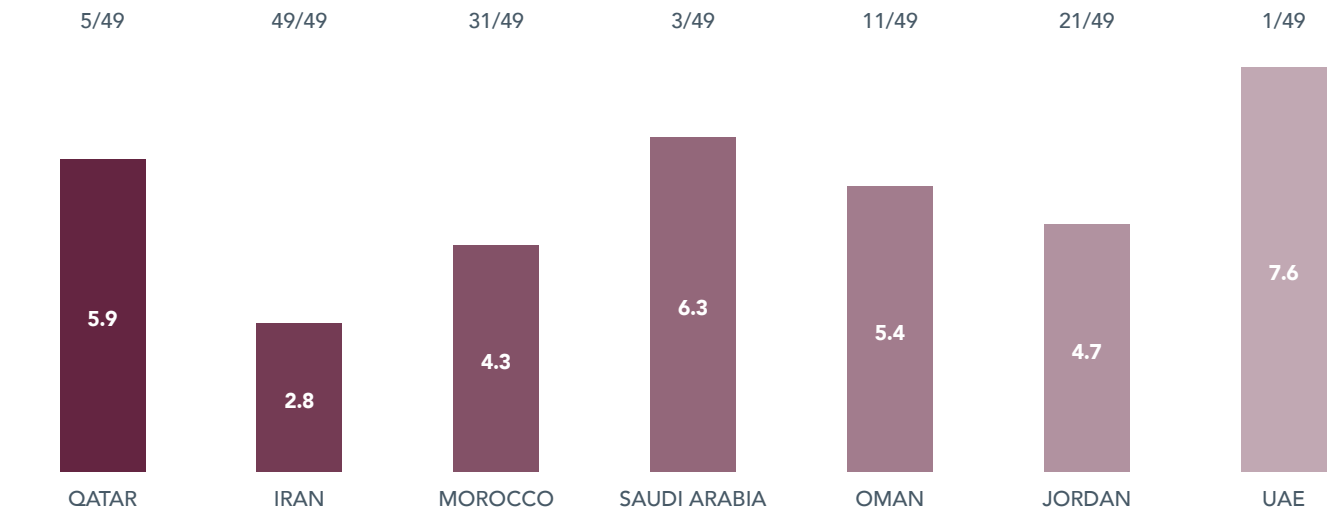
8.2 NATIONAL EXPERT SURVEY (NES)

8.2.1 NATIONAL ENTREPRENEURSHIP CONTEXT INDEX (NECI)

For its high annual scores for a number of Entrepreneurial Framework Conditions, Qatar has the 3<sup>rd</sup> highest NECI among the MENA benchmarked countries, which is in line with the rankings from the previous two years. It is ranked lower than Saudi Arabia, which is ranked 3<sup>rd</sup> overall globally (6.3), and the United Arab Emirates, which is ranked 1<sup>st</sup>

globally (7.6). The fact that Qatar has managed to remain in the top tier of the region shows that the country's decision-makers and stakeholders have continued to focus on the subject, and economic experts have consistently acknowledged this by awarding Qatar high scores on a number of framework conditions. (see Figure 67)

Figure 67  
National Entrepreneurship Context Index (NECI) in MENA Countries, 2023



Source: (GEM National Experts Survey, 2023)





8.2.2 ENTREPRENEURSHIP FRAMEWORK CONDITIONS (EFCs)

Figure 68 compares Qatar’s performance on each of the EFCs to the MENA average. Qatar achieves scores for all EFCs that are higher than the MENA average.

The EFCs with the biggest difference are below:

- Entrepreneurial education and training at school stage (2.1)
- Entrepreneurial education and training at post-school stage (1.3)
- Support for women’s entrepreneurship in terms of services, regulations, and cultural norms (1.0)
- Government policies: taxes and bureaucracy (1.0)
- Research and development (R and D) transfer (0.8)
- Business sustainability by governments/ policy makers through new regulations/laws (0.8)

The big difference within these above-mentioned indicators suggests that, Qatar has a relatively strong infrastructure in place for the entrepreneurial education and training, which shall help provide the needed training for an individual to enter the entrepreneurship market. The significantly higher scores for ‘Government Policies’ and ‘Business Sustainability’ indicates that the government and relevant stakeholder are taking the required steps to facilitate the entrepreneurship market of the country as well as providing the needed support to maintain it. The higher scores for the Research and Development transfer signifies that the market is always kept up to date with the technological changes so as to help it maintain its suitability levels for the domestic and international markets. The inclusion of the EFC – Support for women’s entrepreneurship, within the above list shows that the needed support by the society and government is provided to the women base within Qatar and therefore in the process facilitating the increase of the entrepreneurship market further.

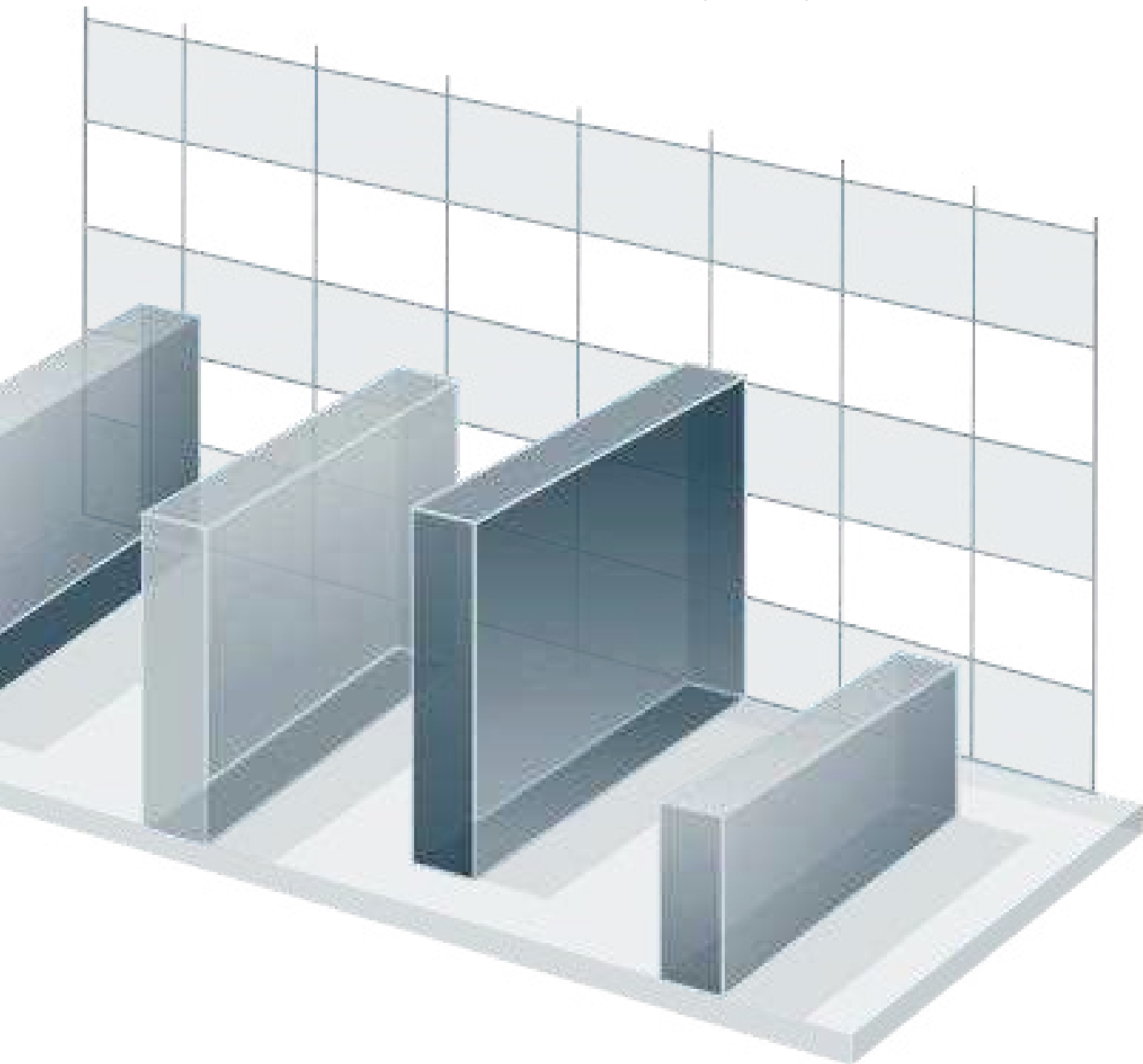
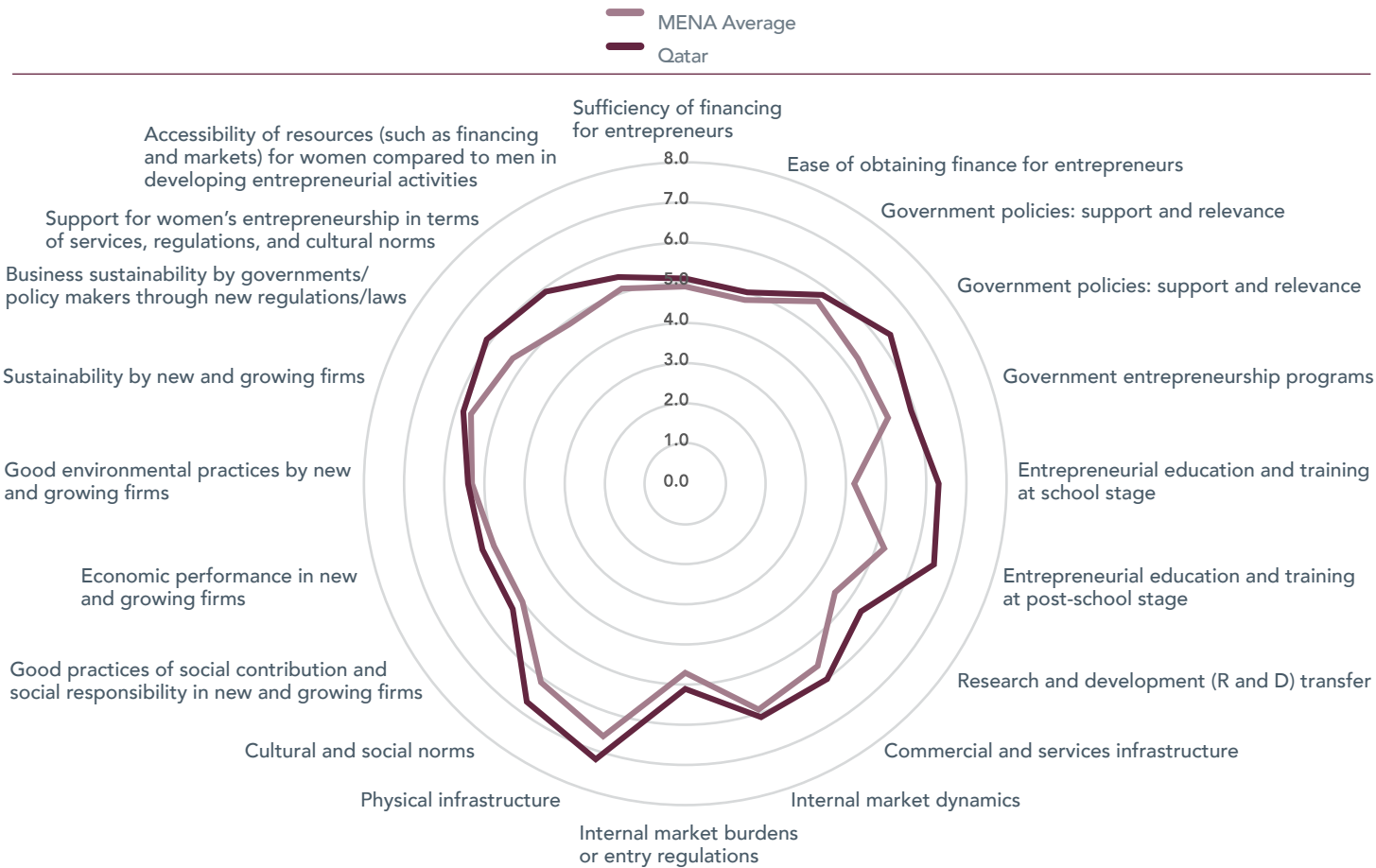


Figure 68

Expert rating of the Entrepreneurship Framework Conditions - MENA, 2023



Source: ((GEM National Experts Survey, 2023)

Similar to its ranking for the NECI, Qatar is ranked 3<sup>rd</sup> within the MENA region for majority of the EFCs. This indicates that the experts within the country have an optimistic opinion regarding the conditions of a diversified range of aspects related to the economy, ranging from ‘Sufficiency of financing for entrepreneurs’ to ‘Physical Infrastructure’. However, a number of EFCs have come out with a ranking different from the standard average, both higher and lower. For the below it has the variable rankings:

- Entrepreneurial education and training at school stage (2<sup>nd</sup>)
- Entrepreneurial education and training at post-school stage (2<sup>nd</sup>)
- Research and development (R & D) transfer (2<sup>nd</sup>)
- Accessibility of resources (such as financing and markets) for men compared to women in developing entrepreneurial activities (2<sup>nd</sup>)
- Government policies: support and relevance (4<sup>th</sup>)
- Cultural and social norms (4<sup>th</sup>)
- Good environmental practices by new and growing firms (4<sup>th</sup>)
- Sustainability by new and growing firms (4<sup>th</sup>)
- Internal Market Dynamics (5<sup>th</sup>)

The high rankings for the first 3 EFCs indicate the high infrastructure level for the required education and training to the potential entrepreneurs at all education levels and the effective transfer of the required technological research and development to entrepreneur market, which shall help the entrepreneurs maintain the relevance levels of the products and services offered to the market. In comparison to other MENA countries, men in Qatar are given greater access to financial resources and markets, as evidenced by the high ranking of the EFC (accessibility to resources for men compared to women in developing entrepreneurial activities). The following 4 EFCs - Government Policies, Cultural and Social Norms, Good Environment Practices and Business Sustainability are ranked low regionally but as these have scores near or above 6.0, indicates that the experts do still have a positive opinion regarding their country in relation to these EFCs. The lower ranking and high score for the ‘Internal Market Dynamics’ can be concerning for the decision makers (due to the inverse scaling of this pillar, the lower value is seen as superior), as this indicates that Qatar market is considered less stable than majority of the other MENA benchmarked countries. (see Table 17)



Table 17														
Ratings of the Entrepreneurial Framework Conditions (EFCs) in MENA Region, 2023														
	QATAR		IRAN		MOROCCO		SAUDI ARABIA		OMAN		JORDAN		UAE	
	SCORE	MENA RANK	SCORE	MENA RANK	SCORE	MENA RANK	SCORE	MENA RANK	SCORE	MENA RANK	SCORE	MENA RANK	SCORE	MENA RANK
Sufficiency of financing for entrepreneurs	5.1	3	2.8	7	3.7	6	6.5	2	4.7	4	4.3	5	7.3	1
Ease of obtaining finance for entrepreneurs	5.0	3	2.6	7	3.9	6	5.6	2	4.8	4	4.3	5	7.2	1
Government policies: support and relevance	5.8	4	2.3	7	5.7	5	6.6	2	5.9	3	5.0	6	7.9	1
Government policies: taxes and bureaucracy	6.3	3	2.6	7	4.6	6	6.4	2	5.1	4	4.7	5	7.5	1
Government entrepreneurship programs	5.9	3	2.5	7	4.4	6	6.4	2	5.2	4	5.1	5	7.5	1
Entrepreneurial education and training at school stage	6.3	2	1.3	7	2.1	6	4.4	4	5.0	3	2.9	5	7.7	1
Entrepreneurial education and training at post-school stage	6.5	2	2.9	7	4.1	5	5.5	4	5.6	3	3.7	6	7.8	1
Research and development (R & D) transfer	5.4	2	2.1	7	3.2	6	5.1	3	4.7	4	3.7	5	7.8	1
Commercial and services infrastructure	6.0	3	2.7	7	5.3	6	6.3	2	5.4	5	5.6	4	7.8	1
Internal market dynamics	6.1	5	4.4	1	4.9	2	7.2	6	5.8	4	5.1	3	8.0	7
Internal market burdens or entry regulations	5.1	3	2.1	7	3.5	6	6.0	2	4.6	4	4.4	5	7.3	1
Physical infrastructure	7.2	3	3.8	7	6.2	6	8.0	1	6.7	5	6.9	4	7.6	2
Cultural and social norms	6.7	4	4.1	7	4.5	6	7.4	2	6.8	3	5.1	5	8.1	1
Good practices of social contribution and social responsibility in new and growing firms	5.3	3	2.1	7	3.8	6	6.0	2	5.3	4	4.8	5	7.9	1
Economic performance in new and growing firms	5.3	3	2.2	7	4.5	6	5.9	2	5.0	4	4.3	5	7.7	1
Good environmental practices by new and growing firms	5.4	4	2.9	7	4.3	6	5.8	2	5.6	3	4.9	5	7.9	1
Sustainability by new and growing firms	5.8	4	2.9	7	4.3	6	6.4	3	6.6	2	5.0	5	8.1	1
Business sustainability by governments/policy makers through new regulations/laws	6.1	3	2.4	7	4.0	6	6.4	2	5.8	4	4.6	5	8.1	1
Support for women's entrepreneurship in terms of services, regulations, and cultural norms	5.9	3	1.7	7	2.9	6	6.4	2	5.5	4	3.6	5	8.0	1
Accessibility of resources (such as financing and markets) for men compared to women in developing entrepreneurial activities	5.4	2	5.2	4	4.9	5	4.4	6	2.8	7	5.3	3	7.4	1

Source: (GEM National Experts Survey, 2023)





# CONCLUSION

The 2023/2024 GEM's National Expert Survey (NES) and the Qatar Adult Population Survey (APS) results have assisted in comprehending the factors influencing the country's entrepreneurial eco-system.

## GEM ENTREPRENEURIAL ACTIVITY INDICATORS

After declining steadily during the previous two years (2020–2022), all metrics of early-stage entrepreneurial activity (Nascent, New-Business, and TEA) have increased in 2023 (9.7%, 5.1% and 14.3% respectively), which indicates that the nation's entrepreneurship eco-system has become more conducive for early-stage entrepreneurs. In addition, the established business rates in 2023 (4.4%) has also increased from 2022 levels (3.9%) following similar trajectory. However, the Business discontinuance rate has also increased from 2022 (9.1%) to 2023 (9.6%) implying higher exits from business in line with higher TEA activities. A healthy entrepreneurial society requires people to be active in all phases of the entrepreneurial process. Qatar has highest proportion of Nascent stage entrepreneurs within MENA region. This implies that government initiatives to promote entrepreneurship within the country have been effective.

## EARLY-STAGE ENTREPRENEURSHIP PROFILE

The TEA rate for males was 15.4%, while for females was 13.1% in 2023 implying males are more likely to start or own a new business. Qatari nationals (TEA rate 22.1%) are more likely than expats (TEA rate 13.3%) to launch and run new enterprises in Qatar. The age group of 45-54 years old has the highest TEA rate (15.9%) and the age group of 18-24, has the lowest TEA rate (12.9%).

Early-stage entrepreneurs have shown a significant impact in terms of job creation in Qatar as new business owners employ an average of 25.7 individuals (a large rise from 12.0 in 2022) while nascent entrepreneurs employ an average of 2.3 persons (an increase from 0.8 in 2022). Similarly, established business owners employ an average of 65.1 workers, a significant rise from 34.5 workers on average in 2022. Robust hiring plans in the future also underpin the confidence of entrepreneurs about the market potential locally and abroad. Entrepreneurs in Qatar are increasingly looking at generating sales from the international market which is evident from the steady rise of business owners (11.9%) expecting at least 25% of their income from sources outside Qatar. Additionally, significant proportion of entrepreneurs have been able to diversify their client base as one-third of established business owners (32.9%) and over a quarter of entrepreneurs in their early phases (27.6%) have clientele outside of Qatar.

## INVESTMENT

Similar to the previous year, the primary source of capital for the early-stage entrepreneurs and established businesses has been personal savings (70.1% and 74.5%, respectively). A number of the early-stage entrepreneurs and established businesses do access the 'Personal loans' (24.8% and 25.5%, respectively) and 'Commercial Loans' (9.5% and 12.7%, respectively), but utilization of these sources for capital by both the type of entrepreneurs has shown a declining trend. These indicate that the access to the financing market of Qatar can be further strengthened and, in the process, motivate the potential entrepreneurs to enter the market and encourage established businesses to take further calculated risks for expansion.

## QATAR'S ENTREPRENEURSHIP FRAMEWORK CONDITIONS

Qatar's NECI index has consistently improved over the last two years rising from 5.5 in 2021 to 5.9 in 2023, reaching levels akin to those of 2019 and placing Qatar in the 5<sup>th</sup> place internationally among the 49 countries that took part in the NES. Additionally, as in the previous year, Qatar's NECI total score is higher than the NES global average (4.7). There have been significant improvement in multiple EFCs, 'Sufficiency of financing for entrepreneurs', 'Ease of obtaining finance for entrepreneurs', Government policies: support and relevance, 'Government policies: taxes and bureaucracy' and 'Physical Infrastructure'. These specifics show that the national experts in Qatar, this year, have shown satisfaction regarding the efforts made by the policymakers to provide relevant support to the entrepreneurship eco-system and have a positive view of the country's current state.

## OVERALL CONCLUSION

The current year's findings demonstrate that, in comparison to last year, the state of the entrepreneurial market has steadily improved. The national experts' scores and the trends in entrepreneurial activity have verified that the Qatari government and its affiliated organizations, like QDB, are fulfilling their relevant roles in advancing the entrepreneurship eco-system. With the advent of Qatar's Third National Development Strategy (NDS3), the state of Qatar is making coherent efforts to offer entrepreneurs a globally leading business environment through robust economy & infrastructure, enabling government policies, access to funding, and talent pool to access international markets.



# APPENDIX

Table 18

## Entrepreneurial activity (% of adults aged 18-64)

An equals sign (=) indicates that the ranking position is tied with another economy or economies

Economy	Total Early-Stage Entrepreneurial Activity (TEA)		Established Business Ownership Rate (EBO)		Informal Investment	
	SCORE	RANK/46	SCORE	RANK/46	SCORE	RANK/46
Brazil	18.6	13	11.9	8	9.3	5
Canada	19.8	11	7.8	16=	6.0	9
Chile	31.1	4	5.3	31	22.8	1
China	6.8	40=	4.2	39=	4.4	19=
Colombia	23.6	7=	3.4	44	2.7	36
Croatia	13.2	20=	5.2	32=	3.0	32=
Cyprus	11.0	25	8.2	14	3.5	29
Ecuador	32.7	1	24.0	1	3.1	30=
Estonia	13.1	20=	7.9	15	4.1	22
France	10.8	26	4.6	36	5.8	11=
Germany	7.7	37	4.1	41	4.0	23
Greece	6.7	42=	14.7	3	2.6	37
Guatemala	32.4	2	13.2	6	10.7	3
Hungary	9.9	31	7.4	19	2.0	42
India	12.0	22	12.4	7	2.8	34=
Iran	9.8	32	9.8	12	3.1	30=
Israel	8.7	35	3.5	43	1.8	43=
Italy	8.3	36	7.8	16=	1.8	43=
Jordan	15.7	15	7.2	21	10.0	4
Latvia	14.3	17=	10.7	11	4.8	17
Lithuania	6.7	42=	14.6	4	3.9	24
Luxembourg	9.7	33	4.2	39=	6.5	8
Mexico	16.8	14	3.2	45=	2.3	40
Morocco	6.3	44	6.8	23	4.2	21
Netherlands	13.7	19	6.9	22	5.8	11=
Norway	6.9	39	7.6	18	5.3	14=
Oman	10.6	28	3.2	45=	3.6	26=
Panama	31.3	3	5.1	34=	6.6	7
Poland	2.6	46	11.6	10	2.5	38
Puerto Rico	22.3	10	6.0	27	3.0	32=
Qatar	14.3	17=	4.4	38	5.9	10
Romania	5.9	45	5.1	34=	0.5	45
Saudi Arabia	25.3	6	13.6	5	19.9	2
Slovakia	10.8	27	4.0	42	3.7	25
Slovenia	7.1	38	8.8	13	3.6	26=
South Africa	11.1	24	5.9	28	3.6	26=
South Korea	10.2	30	19.7	2	2.1	41
Spain	6.8	40=	6.7	24=	2.8	34=
Sweden	9.3	34	5.5	30	5.3	14=
Switzerland	10.3	29	5.8	29	8.4	6
Thailand	23.6	7=	11.8	9	5.4	13
Ukraine	19.6	12	5.2	32=	-	-
United Kingdom	11.8	23	6.3	26	2.4	39
United States	14.7	16	6.7	24=	4.5	18
Uruguay	26.2	5	7.3	20	5.1	16
Venezuela	22.7	9	4.5	37	4.4	19=

Source: (GEM Adult Population Survey, 2023)



Table 19						
Self-perceptions about entrepreneurship (% of adults aged 18-64 who somewhat or strongly agree)						
Economy	Entrepreneurial Affiliations	Perceived Opportunities	Perceived Ease of Starting a Business	Perceived Capabilities	Fear of Failure (Opportunity)	Entrepreneurial Intentions
Brazil	70.9	65.4	43.1	65.9	46.9	48.7
Canada	51.6	62.6	63.7	56.7	54.6	14.3
Chile	72.6	59.4	49.9	75.7	40.9	53.1
China	56.1	69.2	31.4	55.8	64.5	5.6
Colombia	72.4	60.0	46.2	72.2	34.9	18.5
Croatia	71.8	64.1	40.9	73.6	45.9	21.6
Cyprus	66.9	39.8	50.0	60.5	53.3	21.3
Ecuador	65.6	54.3	46.5	75.1	31.7	57.4
Estonia	44.3	49.5	77.3	46.8	40.9	14.9
France	60.5	50.9	50.5	49.5	40.1	13.4
Germany	36.5	41.4	36.1	42.2	38.6	7.7
Greece	33.1	45.3	34.7	53.8	53.2	9.1
Guatemala	73.0	71.8	47.5	78.9	41.3	44.2
Hungary	51.0	28.2	45.8	38.3	34.4	8.2
India	56.8	82.5	81.1	81.6	62.8	19.5
Iran	53.5	26.5	13.6	60.9	23.8	17.6
Israel	68.4	47.1	15.6	36.9	40.8	15.1
Italy	46.3	33.7	17.7	50.8	48.5	10.4
Jordan	56.7	47.7	36.5	73.2	52.1	47.0
Latvia	43.9	43.0	32.7	52.4	47.0	17.9
Lithuania	70.0	61.2	42.3	57.1	34.6	11.7
Luxembourg	45.8	49.3	60.4	50.2	47.3	12.6
Mexico	55.3	61.5	50.3	69.2	46.1	24.6
Morocco	45.6	70.7	51.3	68.2	32.6	23.4
Netherlands	60.4	67.4	80.4	46.0	40.3	16.0
Norway	49.2	68.0	76.7	54.6	43.1	9.3
Oman	60.5	68.7	56.8	72.9	38.1	66.0
Panama	48.8	52.5	53.8	76.6	41.4	43.9
Poland	46.1	73.6	83.2	48.0	52.3	2.6
Puerto Rico	68.0	63.3	27.9	71.4	42.7	27.0
Qatar	53.1	68.7	62.4	68.0	42.7	47.4
Romania	45.5	55.7	36.0	52.6	58.1	5.8
Saudi Arabia	87.9	93.2	92.4	90.8	60.8	38.5
Slovakia	59.8	32.9	24.2	50.7	48.1	9.9
Slovenia	55.4	50.2	62.6	62.8	44.2	15.4
South Africa	39	64.1	61.9	69.2	59.5	7.5
South Korea	37.9	37.9	38.7	55.4	26.8	24.9
Spain	48.3	30.7	29.9	53.2	46.2	9.6
Sweden	51.5	69.0	79.7	47.2	43.4	10.7
Switzerland	54.2	52.5	67.5	44.9	36.4	10.0
Thailand	22.5	79.4	78.1	76.5	48.0	30.2
Ukraine	60.6	37.3	38.9	57.2	47.3	48.5
United Kingdom	52.9	47.2	63.2	52.8	53.2	11.2
United States	44.5	53.8	55.9	49.0	44.6	12.1
Uruguay	60.2	58.3	39.9	69.8	51.7	35.8
Venezuela	62.0	65.8	45.9	84.1	30.3	49.6

Source: (GEM Adult Population Survey, 2023)

Table 20				
Entrepreneurial talent (% of adults aged 18-64 who somewhat or strongly agree)				
Economy	Rarely see business opportunities	Even if you see an opportunity, they rarely act on it	Other people think that you are highly innovative	Every decision you make is part of your long-term career plan
Brazil	-	-	-	-
Canada	40.5	77.3	57.5	68.5
Chile	39.9	60.6	53.6	83.8
China	64.8	70.9	57.1	88.9
Colombia	44.3	53.4	44.6	77.9
Croatia	49.1	71.5	60.0	76.6
Cyprus	51.2	62.8	54.5	71.4
Ecuador	-	-	-	-
Estonia	39.1	75.5	58.2	51.5
France	38.3	54.8	42.3	65.0
Germany	-	-	-	-
Greece	53.1	56.2	45.3	76.8
Guatemala	-	-	-	-
Hungary	49.6	69.5	57.7	71.5
India	72.2	76.2	62.7	87.7
Iran	-	-	-	-
Israel	42.6	79.1	56.9	68.5
Italy	57.7	63.8	49.2	75.4
Jordan	74.1	65.5	61.3	82.0
Latvia	55.9	73.8	63.3	74.3
Lithuania	41.7	55.7	44.6	66.3
Luxembourg	-	-	-	-
Mexico	47.8	53.2	46.3	71.3
Morocco	67.8	60.5	53.3	78.0
Netherlands	-	-	-	-
Norway	43.9	82.8	71.2	53.8
Oman	48.9	67.1	50.1	83.3
Panama	52.4	70.8	57.2	84.6
Poland	-	-	-	-
Puerto Rico	58.2	64.4	50.6	85.3
Qatar	55.6	58.5	50.9	86.3
Romania	52.5	72.8	63.6	77.6
Saudi Arabia	69.6	80.5	63.3	91.3
Slovakia	42.7	66.1	57.0	63.7
Slovenia	-	-	-	-
South Africa	-	-	-	-
South Korea	62.6	72.9	49.0	75.9
Spain	40.1	59.0	48.5	59.3
Sweden	21.3	66.7	44.6	49.6
Switzerland	41.3	65.4	54.0	36.9
Thailand	43.2	57.7	40.3	92.8
Ukraine	-	-	-	-
United Kingdom	-	-	-	-
United States	-	-	-	-
Uruguay	53.2	64.2	59.3	79.1
Venezuela	-	-	-	-

Source: (GEM Adult Population Survey, 2023)



Table 21				
Motivations and Aspirations (% of TEA who somewhat or strongly agree)				
Economy	To make a difference in the world	To build a great wealth or very high income	To continue a family tradition	To earn a living because jobs are scarce
Brazil	76.5	66.6	36.3	74.1
Canada	62.3	69.1	41.6	67.2
Chile	57.6	60.1	28.0	73.6
China	18.2	42.0	28.5	69.0
Colombia	48.5	53.5	35.4	80.4
Croatia	35.5	54.3	24.7	59.1
Cyprus	39.7	85.4	27.1	65.5
Ecuador	42.7	40.2	41.0	90.8
Estonia	33.4	39.9	17.4	54.6
France	19.9	43.7	17.5	43.2
Germany	50.4	56.3	31.4	46.7
Greece	26.1	55.6	34.6	72.3
Guatemala	80.6	84.7	52.4	89.4
Hungary	45.8	80.1	30.3	89.8
India	83.8	81.0	75.2	87.8
Iran	37.3	94.7	18.5	66.9
Israel	38.3	75.0	23.1	48.0
Italy	35.3	56.1	31.5	58.2
Jordan	20.7	60.6	26.4	95.1
Latvia	43.5	43.5	29.6	64.0
Lithuania	42.4	52.0	22.4	83.7
Luxembourg	50.6	46.6	32.7	47.2
Mexico	62.8	55.6	55.1	81.7
Morocco	18.2	50.2	25.4	80.9
Netherlands	47.7	45.4	25.9	38.2
Norway	37.4	34.3	19.4	25.3
Oman	42.3	64.3	38.3	63.8
Panama	68.0	55.4	51.2	78.4
Poland	20.5	39.6	9.7	62.8
Puerto Rico	69.3	47.3	31.1	64.5
Qatar	48.6	77.4	38.4	62.7
Romania	66.6	77.8	35.7	87.5
Saudi Arabia	70.6	90.9	72.2	90.9
Slovakia	37.1	37.6	24.3	70.4
Slovenia	56.1	53.6	29.0	49.1
South Africa	61.4	64.9	47.2	69.4
South Korea	3.9	82.6	5.4	28.3
Spain	37.6	37.2	21.7	57.1
Sweden	43.1	53.7	26.4	29.1
Switzerland	53.6	39.2	8.8	40.6
Thailand	50.3	78.7	66.9	82.0
Ukraine	-	-	-	-
United Kingdom	58.8	66.6	20.5	61.4
United States	63.7	66.7	35.0	62.5
Uruguay	39.7	51.1	32.7	69.2
Venezuela	68.4	53.7	52.5	91.0

Source: (GEM Adult Population Survey, 2023)

Table 22						
Importance of Social and Environmental Values (% of adults aged 18-64 who somewhat or strongly agree)						
Economy	The % of those who make decisions about the future of their business, always considering social implications)		The % of those who make decisions about the future of their business, always considering environmental implications		The % of those who prioritize the social and/or environmental impact of their business above profitability or growth	
	% TEA	% EBO	% TEA	% EBO	% TEA	% EBO
Brazil	89.2	86.9	90.4	91.7	84.0	82.9
Canada	71.3	76.5	65.7	69.7	64.9	52.9
Chile	82.7	77.2	83.0	81.8	76.4	70.6
China	82.8	71.8	82.5	87.3	62.2	61.3
Colombia	64.4	64.9	63.9	70.9	51.9	69.3
Croatia	78.9	85.8	77.8	85.1	65.9	72.9
Cyprus	13.0	13.4	12.0	15.9	20.6	22.4
Ecuador	65.1	66.0	67.6	70.4	59.8	63.0
Estonia	55.0	56.8	61.6	57.1	33.1	28.6
France	66.6	56.4	67.1	62.2	53.2	43.9
Germany	72.8	70.0	70.6	63.5	50.7	42.6
Greece	71.3	73.1	78.8	77.2	59.9	59.0
Guatemala	93.2	89.3	93.0	89.7	83.0	85.8
Hungary	72.3	57.9	77.4	77.8	43.7	31.3
India	90.9	86.7	81.6	83.8	87.0	85.6
Iran	46.4	38.5	47.3	39.3	35.6	22.0
Israel	58.5	46.9	48.8	43.4	31.4	42.2
Italy	73.2	76.0	79.8	75.5	68.9	70.5
Jordan	79.6	74.3	72.1	67.8	65.3	65.9
Latvia	75.8	61.4	77.5	67.9	40.9	34.8
Lithuania	60.6	79.7	52.4	68.8	40.4	55.0
Luxembourg	73.6	69.1	75.9	71.8	53.8	47.8
Mexico	82.6	80.0	83.7	85.0	72.1	79.8
Morocco	62.7	60.5	68.9	69.9	56.6	62.1
Netherlands	60.6	62.4	59.1	61.3	51.3	48.6
Norway	50.2	63.1	65.9	70.3	40.7	43.9
Oman	63.8	49.5	68.2	67.0	61.7	42.6
Panama	83.7	86.5	90.2	86.6	77.2	77.0
Poland	85.9	92.2	88.9	90.5	24.3	40.0
Puerto Rico	89.4	83.3	89.8	92.6	74.9	69.5
Qatar	82.2	84.5	83.9	85.6	67.9	60.1
Romania	84.0	73.8	82.7	77.1	74.6	57.2
Saudi Arabia	85.3	88.3	78.7	81.5	79.9	83.9
Slovakia	80.3	79.5	80.5	78.3	62.6	61.7
Slovenia	74.0	89.8	77.7	89.6	64.5	67.6
South Africa	68.4	73.1	60.9	66.4	59.4	64.7
South Korea	66.4	49.6	58.4	81.8	32.6	19.4
Spain	60.1	62.2	58.8	65.2	44.2	49.9
Sweden	60.1	48.8	53.8	51.2	48.9	34.7
Switzerland	70.9	67.3	75.4	75.6	52.0	48.3
Thailand	87.4	74.4	87.8	85.6	78.1	69.9
Ukraine	-	-	-	-	-	-
United Kingdom	80.8	70.7	72.6	68.1	56.4	51.5
United States	67.3	37.9	61.2	36.7	54.2	34.5
Uruguay	86.1	79.9	90.8	88.8	75.3	78.7
Venezuela	92.3	89.6	90.7	91.1	74.4	72.3

Source: (GEM Adult Population Survey, 2023)



Table 23

Entrepreneurial activity by gender (% of adults aged 18-64)

Economy	Total Early-Stage Entrepreneurial Activity (TEA) by gender		Established Business Ownership (EBO) by gender	
	Male	Female	Male	Female
Brazil	22.8	14.7	15.9	8.0
Canada	24.2	15.4	9.0	6.5
Chile	32.0	30.2	5.5	5.0
China	6.3	7.3	5.4	2.9
Colombia	20.7	26.1	4.3	2.5
Croatia	16.4	9.9	6.6	3.8
Cyprus	14.5	7.6	9.9	6.4
Ecuador	31.9	33.4	26.8	21.1
Estonia	16.2	9.9	9.7	6.1
France	12.5	9.0	5.9	3.3
Germany	9.3	6.0	5.5	2.7
Greece	7.5	5.9	16.4	13.0
Guatemala	36.2	28.8	16.8	9.8
Hungary	12.7	7.1	9.7	5.1
India	14.6	9.3	18.0	6.6
Iran	10.7	8.8	13.8	5.9
Israel	9.9	7.7	3.5	3.5
Italy	10.3	6.3	11.0	4.5
Jordan	19.9	10.7	10.6	3.2
Latvia	16.5	12.2	13.8	7.5
Lithuania	6.1	7.2	16.5	12.7
Luxembourg	10.6	8.7	5.7	2.6
Mexico	17.7	16.1	3.7	2.7
Morocco	8.1	4.6	10.8	3.0
Netherlands	15.2	12.2	9.2	4.7
Norway	8.8	4.9	8.2	6.9
Oman	13.0	8.2	3.8	2.5
Panama	34.1	28.5	6.2	3.9
Poland	2.8	2.4	12.4	10.9
Puerto Rico	24.8	20.0	8.5	3.8
Qatar	14.4	13.8	4.9	3.0
Romania	6.8	4.9	6.3	3.9
Saudi Arabia	27.1	23.0	13.7	13.5
Slovakia	12.6	8.9	4.4	3.5
Slovenia	9.0	5.0	12.8	4.6
South Africa	12.7	9.7	7.9	4.1
South Korea	12.7	7.7	24.3	14.9
Spain	7.5	6.1	7.4	6.0
Sweden	11.1	7.3	8.0	2.8
Switzerland	10.8	9.7	6.7	5.0
Thailand	22.8	24.5	13.3	10.3
Ukraine	-	-	-	-
United Kingdom	13.3	10.3	7.7	4.9
United States	16	13.4	7.6	5.9
Uruguay	28.8	23.9	10.0	4.8
Venezuela	24.0	21.4	6.0	2.9

Source: (GEM Adult Population Survey, 2023)

Table 24

Entrepreneurial activity by age (% of adults aged 18-64)

Economy	Total Early-Stage Entrepreneurial Activity (TEA) by age					Established Business Ownership (EBO) by age				
	18-24	25-34	35-44	45-54	55-64	18-24	25-34	35-44	45-54	55-64
Brazil	20.4	22.9	20.9	16.6	9.4	2.8	9.8	14.0	14.7	17.7
Canada	35.8	28.8	18.7	15.1	7.4	7.5	8.3	7.6	8.6	6.8
Chile	28.7	34.1	30.7	35.0	24.6	1.3	2.3	5.6	8.9	8.7
China	9.5	8.6	7.1	6.1	3.7	1.4	3.3	5.9	6.6	1.8
Colombia	20.4	28.2	25.3	25.7	14.4	1.8	2.4	4.6	3.1	5.0
Croatia	17.7	19.9	16.7	9.7	6.1	1.1	2.2	8.0	7.4	4.5
Cyprus	6.7	14.6	13.9	10.4	7.8	1.3	4.7	9.0	10.9	13.5
Ecuador	31.7	36.1	34.9	29.5	26.5	7.9	20.4	29.8	35.6	37.0
Estonia	11.7	20.4	17.2	8.8	6.4	1.4	4.1	8.9	8.5	13.3
France	11.6	15.6	11.8	9.5	6.2	0.2	3.2	7.0	5.0	5.8
Germany	11.0	13.3	8.4	5.7	3.0	0.6	3.1	3.9	6.6	4.5
Greece	8.6	6.8	6.4	7.7	4.2	11.5	14.2	15.5	15.9	16.0
Guatemala	32.2	37.9	31.1	29.6	22.3	3.5	10.9	16.3	24.1	22.1
Hungary	9.9	13.4	14.2	7.2	4.2	1.4	3.6	7.2	10.9	11.4
India	10.2	14.9	14.3	10.1	6.8	6.4	15.1	13.2	15.7	12.4
Iran	7.2	15.7	10.2	5.7	1.4	1.2	5.4	12.7	18.6	15.4
Israel	8.5	10.1	8.8	8.8	7.0	0.6	1.7	4.0	5.1	6.7
Italy	6.6	14.9	9.9	7.5	3.5	2.2	5.4	8.6	11.7	6.9
Jordan	13.3	19.0	16.5	14.0	11.9	2.6	6.6	8.4	11.6	12.5
Latvia	20.3	23.4	18.0	10.3	3.7	1.3	8.3	13.2	12.7	12.2
Lithuania	10.7	11.6	9.3	3.1	1.7	0.4	11.0	14.8	22.2	16.6
Luxembourg	11.8	13.6	12.1	6.4	4.3	4.3	4.1	3.1	5.6	4.0
Mexico	14.6	21.0	19.0	14.5	11.9	1.9	3.2	6.0	1.9	1.7
Morocco	3.3	7.6	10.2	7.4	2.5	0.5	4.9	10.7	15.9	9.2
Netherlands	23.3	15.1	18.2	9.0	7.1	6.2	6.8	5.5	6.4	9.2
Norway	1.4	6.6	10.9	8.1	5.4	0.4	3.6	5.7	14.3	11.7
Oman	9.7	11.9	12.6	9.8	3.8	1.1	4.1	5.5	2.3	1.3
Panama	27.1	37.2	32.1	29.6	28.2	2.2	4.4	5.5	8.0	5.0
Poland	1.2	6.7	3.0	1.1	0.2	0.2	3.9	17.5	18.7	10.4
Puerto Rico	31.7	30.9	26.4	16.3	9.6	1.5	5.3	7.1	7.6	7.3
Qatar	12.9	13.7	14.7	15.8	14.0	2.0	2.8	5.1	7.6	8.9
Romania	9.7	9.6	7.0	3.1	1.5	2.4	4.4	6.5	5.7	4.8
Saudi Arabia	24.4	23.6	25.6	28.1	26.1	5.0	14.4	15.1	17.3	13.7
Slovakia	21.2	17.0	11.8	5.2	3.4	4.1	4.6	4.1	3.9	3.2
Slovenia	5.0	12.9	8.8	5.6	3.1	-	6.1	8.8	12.7	11.3
South Africa	9.0	12.7	11.1	10.1	11.9	1.8	6.1	5.9	8.4	8.8
South Korea	8.8	8.5	15.0	9.1	9.3	3.1	11.5	18.8	27.0	27.4
Spain	2.6	10.6	10.6	4.7	4.4	1.2	2.8	6.5	8.1	11.4
Sweden	14.0	11.0	9.2	6.7	6.9	3.1	3.6	5.6	5.4	9.1
Switzerland	5.1	11.2	13.4	9.6	9.6	-	2.1	6.2	8.2	9.8
Thailand	17.7	26.7	31.4	21.2	19.2	1.7	8.2	13.2	16.6	16.9
Ukraine	-	-	-	-	-	-	-	-	-	-
United Kingdom	15.9	14.8	10.7	12.2	6.4	1.8	2.1	8.2	6.2	11.7
United States	24.1	17.6	15.8	11.4	7.3	0.8	6.1	7.3	8.1	9.6
Uruguay	25.7	35.0	30.0	21.7	15.0	1.8	6.4	8.8	10.3	8.9
Venezuela	22.4	23.4	25.4	24.3	16.2	0.7	3.9	7.6	3.7	6.8

Source: (GEM Adult Population Survey, 2023)



Table 25								
Entrepreneurial activity by Education (% of adults aged 18-64)								
Economy	Total Early-Stage Entrepreneurial Activity (TEA) by education				Established Business Ownership (EBO) by education			
	Lower	Secondary	Post-secondary	Graduate	Lower	Secondary	Post-secondary	Graduate
Brazil	14.1	19.3	22.1	31.4	13.8	10.1	13.5	6.0
Canada	19.4	22.0	19.3	19.8	6.8	7.5	7.3	11.0
Chile	27.9	28.1	32.7	28.2	10.8	5.2	4.7	7.8
China	2.9	5.9	9.1	13.6	3.1	4.1	4.8	3.3
Colombia	23.4	24.6	22.6	25.3	6.3	2.6	2.8	4.6
Croatia	2.4	12.2	12.7	27.1	1.1	4.4	7.1	5.1
Cyprus	12.1	9.0	12.4	10.3	9.0	7.5	9.0	7.3
Ecuador	30.7	33.1	38.3	11.6	28.7	21.4	20.4	40.7
Estonia	8.9	11.3	12.7	18.5	3.1	4.4	9.6	13.0
France	7.0	8.0	11.5	14.2	1.9	3.5	4.2	7.6
Germany	4.5	6.8	10.9	-	3.9	2.8	5.8	-
Greece	4.3	6.2	6.8	13.6	12.7	13.6	16.2	14.7
Guatemala	29.2	34.5	40.6	34.4	13.6	12.3	14.8	55.7
Hungary	5.9	10.5	9.5	16.5	4.7	5.9	9.9	13.1
India	4.7	10.4	13.8	22.6	5.0	6.3	17.3	16.0
Iran	2.7	9.0	10.7	11.6	12.3	14.0	6.3	9.8
Israel	13.8	7.7	8.1	12.9	4.7	-	3.0	6.9
Italy	5.1	6.3	15.3	10.6	5.7	7.3	6.7	9.5
Jordan	14.4	14.3	18.5	33.0	7.6	7.5	5.8	7.6
Latvia	6.1	11.6	19.1	14.4	-	9.1	10.6	16.2
Lithuania	3.7	6.3	7.4	-	2.3	12.1	18.0	-
Luxembourg	9.7	5.5	12.0	13.0	4.1	3.0	4.6	5.3
Mexico	11.7	15.6	24.3	35.5	2.8	2.6	3.9	14.7
Morocco	6.9	5.5	6.0	7.0	10.8	5.8	2.7	4.2
Netherlands	10.9	14.7	14.0	13.5	8.2	4.2	10.6	8.6
Norway	2.7	7.0	7.4	7.5	2.6	7.5	6.7	9.6
Oman	9.8	19.8	10.2	-	3.3	6.7	1.9	-
Panama	27.6	28.0	34.2	41.5	4.3	6.0	5.3	7.1
Poland	2.2	2.2	2.0	3.2	6.8	9.6	8.2	15.6
Puerto Rico	14.7	15.1	24.7	26.0	5.5	2.9	6.5	9.5
Qatar	11.4	-	13.8	22.1	3.2	-	4.4	5.5
Romania	-	1.2	5.4	9.1	-	2.5	4.2	7.6
Saudi Arabia	20.0	27.4	24.5	25.3	16.3	12.0	14.9	10.1
Slovakia	8.0	10.6	7.9	13.4	4.1	4.3	2.7	4.2
Slovenia	1.8	6.4	8.2	13.5	8.8	7.5	10.2	7.8
South Africa	9.1	10.5	14.0	8.7	3.6	5.5	8.3	24.9
South Korea	8.1	9.5	10.4	14.1	9.3	18.7	21.5	19.5
Spain	5.0	6.1	7.0	9.9	6.6	6.4	7.6	6.1
Sweden	14.0	8.7	9.3	26.7	12.4	4.4	6.4	7.3
Switzerland	9.7	7.8	11.6	7.0	-	3.5	7.1	6.6
Thailand	11.8	18.1	34.6	36.9	9.0	13.2	12.6	22.1
Ukraine	-	-	-	-	-	-	-	-
United Kingdom	7.0	9.6	10.0	14.8	4.1	10.4	5.0	7.3
United States	18.1	13.4	15.2	13.4	1.4	6.1	7.1	10.7
Uruguay	27.1	26.5	28.1	21.6	6.3	8.3	9.4	19.4
Venezuela	18.4	22.3	28.1	22.5	4.4	3.6	5.0	16.5

Source: (GEM Adult Population Survey, 2023)

Table 26				
Sector distribution of Total Early-Stage Entrepreneurial Activity (% of TEA)				
Economy	Business oriented services	Consumer oriented services	Extractive sector	Transforming sector
Brazil	17.3	58.0	3.7	21.1
Canada	29.6	52.9	1.9	15.6
Chile	15.8	60.0	3.4	20.8
China	8.8	73.7	3.4	14.1
Colombia	3.9	79.0	1.7	15.4
Croatia	33.5	36.4	8.0	22.2
Cyprus	25.1	53.9	5.7	15.3
Ecuador	3.7	75.0	7.5	13.7
Estonia	22.9	44.2	6.2	26.7
France	32.6	47.4	2.6	17.4
Germany	31.6	55.3	3.9	9.2
Greece	22.5	52.4	6.1	19.0
Guatemala	4.1	78.8	3.9	13.1
Hungary	25.4	40.8	5.4	28.4
India	2.3	74.9	4.8	18.0
Iran	22.5	49.3	3.9	24.3
Israel	36.3	56.2	0.0	7.6
Italy	28.1	51.2	7.3	13.4
Jordan	7.2	69.0	3.4	20.4
Latvia	21.8	48.6	4.4	25.2
Lithuania	30.0	44.3	3.6	22.0
Luxembourg	28.9	53.9	4.1	13.1
Mexico	7.6	51.0	0.2	41.2
Morocco	4.4	70.1	7.1	18.4
Netherlands	23.6	53.2	2.6	20.5
Norway	33.9	40.0	9.1	17.0
Oman	7.7	62.3	1.4	28.6
Panama	11.2	65.4	6.3	17.1
Poland	21.7	53.6	3.4	21.3
Puerto Rico	20.9	59.5	0.9	18.7
Qatar	19.0	59.4	0.9	20.7
Romania	13.6	51.3	8.6	26.5
Saudi Arabia	4.4	86.0	0.5	9.1
Slovakia	31.4	38.0	6.1	24.5
Slovenia	31.2	43.9	5.8	19.1
South Africa	3.6	73.9	1.2	21.4
South Korea	15.9	57.4	1.9	24.7
Spain	34.5	48.0	2.7	14.8
Sweden	30.7	51.2	6.9	11.2
Switzerland	42.6	41.5	4.4	11.6
Thailand	4.3	70.3	5.8	19.7
Ukraine	-	-	-	-
United Kingdom	28.1	58.5	0.6	12.8
United States	16.9	62.3	4.2	16.6
Uruguay	8.9	57.0	9.6	24.6
Venezuela	4.1	68.9	5.0	22.0

Source: (GEM Adult Population Survey, 2023)



Table 27								
Entrepreneurial expectations and scope (% of TEA and EBO respectively)								
Economy	International Orientation of TEA - % of revenue expected from abroad				International Orientation of EBO - % of revenue expected from abroad			
	None	1-25%	25-75%	75-100%	None	1-25%	25-75%	75-100%
Brazil	96.9	1.5	1.4	0.3	94.8	4.2	1.0	-
Canada	68.1	10.8	14.5	6.6	75.1	8.3	5.7	10.9
Chile	96.0	0.9	1.7	1.3	97.5	0.0	1.3	1.2
China	91.3	5.0	2.5	1.3	90.9	9.1	-	-
Colombia	93.7	4.3	1.1	0.9	84.5	12.4	-	3.1
Croatia	62.7	12.9	10.5	13.9	40.2	21.7	17.9	20.2
Cyprus	58.3	19.3	12.2	10.2	59.3	21.9	6.6	12.2
Ecuador	96.7	2.3	0.7	0.3	95.5	3.8	0.7	-
Estonia	50.6	19.8	15.7	13.8	58.0	20.6	13.9	7.6
France	67.0	15.9	11.6	5.5	57.9	25.5	11.0	5.5
Germany	59.6	16.5	17.9	6.0	66.0	17.6	4.7	11.7
Greece	60.4	19.6	10.8	9.2	70.5	19.9	5.6	4.0
Guatemala	97.0	1.6	0.7	0.6	96.0	1.4	1.9	0.6
Hungary	74.0	17.0	4.6	4.4	86.8	7.7	2.5	3.0
India	98.4	0.1	0.4	1.0	97.8	0.3	1.1	0.8
Iran	90.5	7.1	2.4	-	91.0	7.4	0.7	0.9
Israel	75.9	10.5	9.0	4.5	65.7	22.6	10.2	1.5
Italy	71.0	18.6	9.1	1.3	70.0	16.6	8.2	5.3
Jordan	87.1	7.1	4.9	1.0	89.3	6.9	1.4	2.5
Latvia	51.9	23.1	16.5	8.5	52.5	26.7	10.5	10.3
Lithuania	86.9	8.2	3.5	1.4	90.1	7.5	2.1	0.3
Luxembourg	43.5	16.8	24.2	15.5	29.5	25.8	23.8	20.9
Mexico	89.9	5.7	3.3	1.2	76.4	4.6	12.6	6.4
Morocco	95.7	2.1	1.1	1.1	95.1	3.5	1.0	0.5
Netherlands	66.7	15.5	14.9	2.8	61.2	22.0	11.6	5.2
Norway	78.2	7.0	9.2	5.6	74.5	16.5	3.5	5.5
Oman	87.4	7.6	4.3	0.7	78.4	11.9	6.1	3.6
Panama	88.9	5.8	3.3	2.0	78.0	14.9	7.1	0.0
Poland	93.2	4.4	1.9	0.5	92.4	5.4	1.8	0.4
Puerto Rico	70.6	19.2	8.4	1.8	63.2	27.1	6.8	2.9
Qatar	79.4	8.8	8.3	3.6	72.0	15.9	10.7	1.5
Romania	91.9	0.8	6.4	1.0	86.6	8.1	3.1	2.3
Saudi Arabia	93.1	1.6	4.3	1.1	90.8	1.9	7.2	0.2
Slovakia	70.8	19.2	5.3	4.7	70.7	16.4	4.2	8.7
Slovenia	49.9	24.5	13.4	12.2	49.7	33.2	9.8	7.3
South Africa	81.2	5.7	9.2	3.9	70.4	9.4	13.7	6.5
South Korea	91.7	6.4	1.0	1.0	95.4	3.8	0.6	0.3
Spain	68.1	14.0	11.2	6.7	73.1	15.8	6.6	4.5
Sweden	69.6	10.1	10.0	10.4	72.2	15.2	6.5	6.1
Switzerland	65.8	14.7	9.4	10.1	52.6	30.5	7.9	9.0
Thailand	77.5	14.0	7.4	1.1	71.7	20.6	7.7	0.0
Ukraine	-	-	-	-	-	-	-	-
United Kingdom	63.7	16.9	13.3	6.1	70.3	17.5	5.5	6.7
United States	69.4	12.2	16.5	1.9	71.6	12.4	10.8	5.3
Uruguay	91.5	5.7	1.6	1.2	86.5	7.3	4.6	1.6
Venezuela	94.8	2.6	1.5	1.2	86.2	8.4	5.4	-

Source: (GEM Adult Population Survey, 2023)

Table 28			
National Entrepreneurship Context Index, ranking and number of Entrepreneurial Framework Conditions (EFCs) scored as sufficient or better (score ≥5)			
Economy	NECI Score	Rank/49	Number of Entrepreneurial Framework Conditions (EFCs) scored as sufficient or better/13
Argentina	3.9	42	3
Brazil	3.8	45	2
Canada	4.8	16	5
Chile	4.6	23	4
China (PRC)	5.4	10	8
Colombia	4.1	37	3
Croatia	4.3	31	2
Cyprus	4.0	38	1
Ecuador	3.9	43	2
Estonia	5.9	6	11
France	4.9	12	7
Germany	4.8	15	4
Greece	4.6	21	3
Guatemala	3.8	46	4
Hungary	4.5	25	4
India	6.5	2	13
Iran	2.8	49	0
Israel	4.0	40	3
Italy	4.5	26	1
Japan	4.4	27	3
Jordan	4.7	20	5
Latvia	4.9	13	6
Lithuania	6.1	4	12
Luxembourg	4.6	24	2
Mexico	3.9	41	3
Morocco	4.3	29	3
Netherlands	5.9	5	13
Norway	4.7	19	3
Oman	5.4	11	8
Panama	4.2	35	3
Poland	4.2	33	3
Puerto Rico	4.2	36	4
Qatar	5.9	7	12
Republic of Korea	5.8	8	12
Romania	4.3	28	3
Saudi Arabia	6.3	3	12
Slovak Republic	4.0	39	2
Slovenia	4.8	17	4
South Africa	3.6	47	1
Spain	3.8	44	1
Sweden	4.7	18	3
Switzerland	5.5	9	9
Thailand	4.2	34	3
Ukraine	4.3	30	4
United Arab Emirates	7.6	1	13
United Kingdom	4.6	22	5
United States	4.8	14	3
Uruguay	4.3	32	4
Venezuela	3.2	48	3

Source: (GEM National Experts Survey, 2023)



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