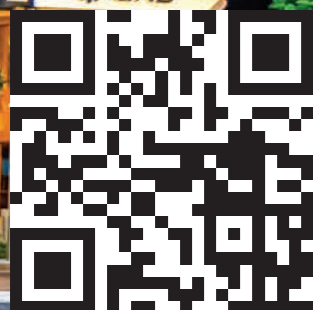




**YEARS OF  
DEVELOPMENT**

**ANNUAL  
REPORT 2023**



Scan to watch a video

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# FOREWORD BY THE CHAIRMAN

## H.E. Mr. Ali Bin Ahmad Al-Kuwari

### Chairman of the Board of Directors



Since the inception of Qatar Development Bank a quarter of a century ago, our journey has entailed considerable challenges as well as great successes and achievements – attained by the grace of God. Today, we stand with a rich legacy at hand, looking forward to the future with renewed hope, and a growing sense of drive, and determination.

At the 25-year milestone, we envision the future of the private sector in Qatar with full recognition of its critical importance to our national economy. We are committed to supporting it with all our expertise, resources, and capabilities to help it thrive and grow sustainably. These efforts are in line with the directives of His Highness Sheikh Tamim bin Hamad Al Thani, may God protect him, and contribute significantly to our country's National Vision of fostering a diversified, knowledge-based economy. This requires maximizing the contribution of small and medium enterprises and Qatari entrepreneurs to the Gross Domestic Product and the prosperity of the national economy.

At Qatar Development Bank, we have adopted an integrated approach, through which we have engaged with the business ecosystem, and collaborated with government partners, and experts within this domain. Therefore, any achievement we make is an achievement for all, reflecting positively on all aspects of the entire network, and simultaneously supporting all entrepreneurial initiatives and their innovative business models through a sophisticated

infrastructure of relevant policies, finance solutions, and digital technology. This acts as a booster for businesses and a driver for them to achieve greater successes, starting from developing ideas for startup ventures up to exporting to international markets.

We are committed to this integrated ecosystem and to working on its continuous development. We believe in our renewed role in supporting entrepreneurs in their journey of growth in the coming years and endeavoring to catalyze and celebrate their achievements across sectors.

I would like to extend my sincere acknowledgment and appreciation for the significant contributions made by every member of the Qatar Development Bank team, from our top executives to all our dedicated employees. I am deeply grateful for their tireless efforts and would like to extend hearty congratulations to them on the momentous occasion of the bank's 25th anniversary. I pray that God continues to bless us with even greater accolades in the years ahead.

# MESSAGE FROM THE CEO

## Mr. Abdulrahman Bin Hesham Al Sowaidi

Chief Executive Officer  
of Qatar Development Bank



## A Quarter of a Century of Development

Over the course of more than 25 years since its establishment, we at Qatar Development Bank have journeyed on the path of success alongside our entrepreneurs, who are the fundamental pillars of this leading national development institution. Together, we have made significant accomplishments, with the support and trust of the wise leadership and guidance of His Highness Sheikh Tamim bin Hamad Al Thani, the Amir of the State of Qatar. We are proud of the tangible positive impact these achievements have had on our national economy.

As we look back at our track record in 2023, marked by a wealth of initiatives and programs launched and successes attained, we also provide a comprehensive and detailed overview of our approach towards supporting small and medium-sized enterprises in Qatar. We highlight the synergy of our efforts in providing them with financial support, access to data and capability, and enabling their expansion into regional and global markets. From the very beginning of our development journey, we have been committed to driving industrial development and economic diversification, and expanding the horizons of joint entrepreneurial work. This has established us as the primary support arm of the private sector in Qatar.

This is clearly demonstrated by the significant advancements we achieved in 2023 in our programs and initiatives, particularly in our new business incubators and accelerators. These are focused on technological transformation and operational excellence, impacting a wide range of industries. We have embedded these innovative endeavors within our work in order to create a business model that is exemplary, anticipates the future, and keeps pace with technological developments and contemporary models in business management.

We launched our digital portal to provide infrastructure that is aligned with our ambitions to adopt digital transformation as a methodology in our entrepreneurial ecosystem. In addition, in 2023, we have diversified our financing and investment solutions to open the doors of creativity and innovation for startups and small and medium-sized enterprises, driving them to grow and upscale. In our pursuit of genuinely effective and sustainable growth, we have dedicated efforts to enhancing our initiatives in support of Qatari exporters. This includes providing them with financing options to ensure their services and products – or their export journey – and by actively promoting their work in regional and international forums.

As we reflect on these achievements, we seize the opportunity to extend our sincere gratitude to all those who have contributed to our success, every member of the Qatar Development Bank family, past and present, as well as the esteemed executive administrations. We are committed to advancing with unwavering determination and enthusiasm, alongside our national and international partners. Our aim is to sustain our track record of success, fostering a dynamic and innovative private sector built upon the pillars of knowledge, innovation, and initiative. By prioritizing sustainability and fostering profound achievements, we collectively strive to shape a future defined by leadership and prosperity for Qatar.

# MISSION AND VISION

# VISION

Contributing to the efforts aimed at:



## Diversifying

Qatar's national economy and advancing its private sector



## Promoting

Innovation and competitiveness on an international level



## Developing and Empowering

Qatari entrepreneurs and SMEs

# MISSION



## Driving

The economic development of Qatar



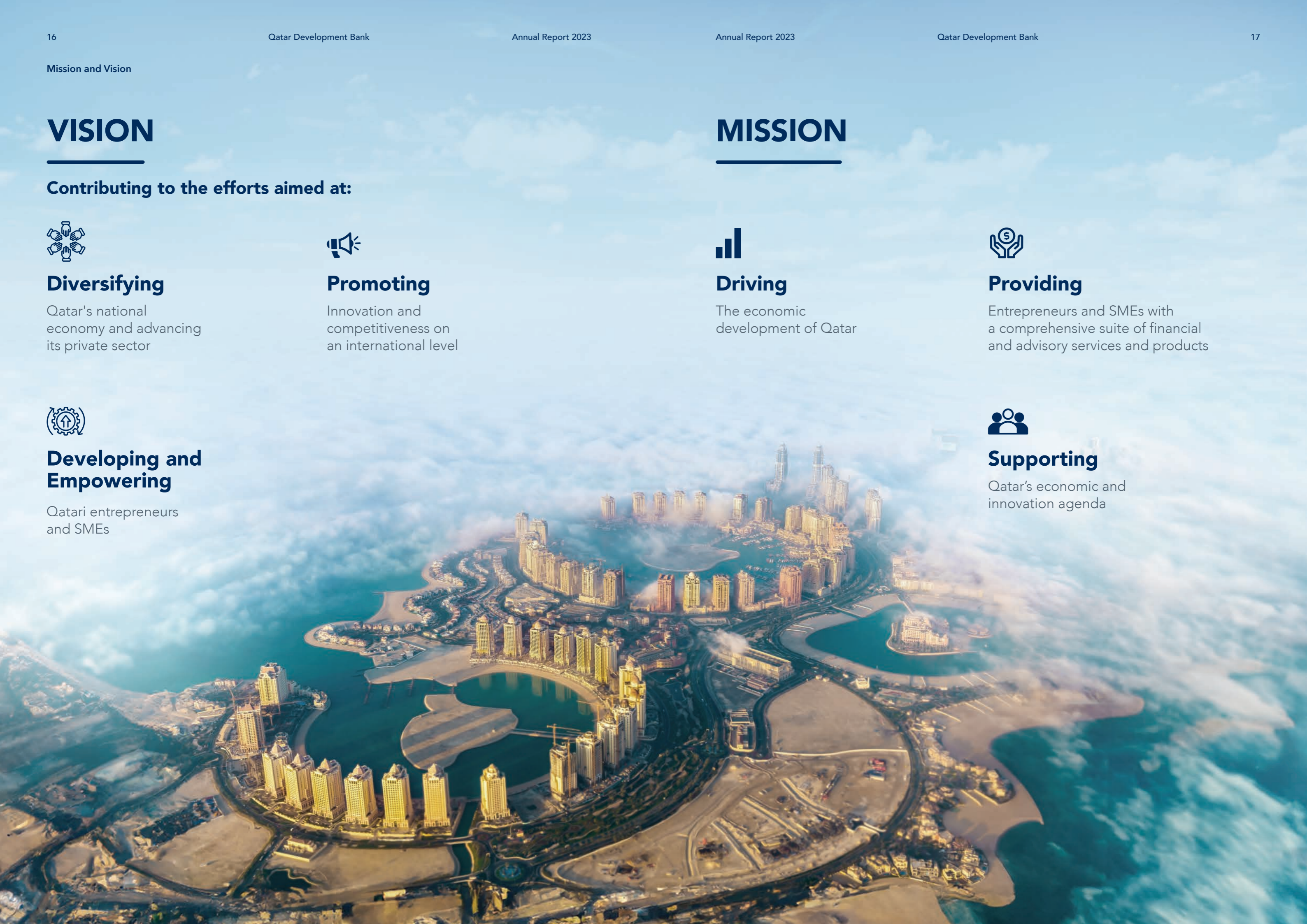
## Providing

Entrepreneurs and SMEs with a comprehensive suite of financial and advisory services and products



## Supporting

Qatar's economic and innovation agenda



# A 25-YEAR JOURNEY OF ACHIEVEMENTS

## QDB's CEOs Over the Years

### 1997



**Mr. Maqbool Habib Khalfan**  
Qatar Development Bank - 1st CEO

During the founding period, Qatar Industrial Development Bank was established with a capital of 200 million Qatari riyals. This marked the inception of the bank, initiating the development of its strategies, framework of work, and provision of support to the industrial sector in Qatar.

### 2006



**H.E. Sheikh Hamad Bin Nasser Al Thani**  
Qatar Development Bank - 2nd CEO

This period witnessed significant strategic developments, including the rebranding of Qatar Industrial Development Bank to Qatar Development Bank. Additionally, the bank's capital was increased from 200 million to 10 billion Qatari riyals. Furthermore, the bank commenced offering financing for housing loans and other initiatives, establishing itself as a key contributor to the growth of the private sector in the state.

### 2009



**H.E. Mansour Bin Ibrahim Al Mahmoud**  
Qatar Development Bank - 3rd CEO

During this era, the bank achieved numerous milestones, expanding its activities to support entrepreneurs and SMEs. Notably, it launched the Al Dhameen program, which significantly stimulated the financial sector's engagement in investment operations for promising projects. Additionally, this period saw the establishment of the Qatar Export Development & Promotion Agency, "Tasdeer," along with other impactful initiatives.

### 2013



**H.E. Abdulaziz Bin Nasser Al-Khalifa**  
Qatar Development Bank - 4th CEO

During this transformative period in the bank's journey, a series of strategic initiatives were undertaken, reshaping QDB into the prominent developmental powerhouse it is today. This included the integration of Enterprise Qatar into QDB, consolidating efforts to support SMEs, and the launching of the Qatar Business Incubation Center (QBIC), establishing itself as the largest development business incubator in the MENA region. Furthermore, initiatives such as the SME Equity (Istithmar) and a range of incubators and financing projects were introduced to expedite business growth.

### 2021



**Mr. Abdulrahman Bin Hesham Al-Sowaidi**  
Qatar Development Bank - 5th CEO

Continuing the trajectory of development, this phase has seen an intensified pace of progress through a series of strategic manoeuvres, broadening the reach and effectiveness of the bank's endeavours. Key advancements include the launch of the revamped edition of the Al Dhameen Program, the Technology and Digitalization Solutions Financing, and the Green Finance Program. Additionally, the period saw the establishment of Rasmal Ventures LLC, the Advanced Manufacturing Hub, and the QDB Digital Portal, further enhancing the bank's role in facilitating economic growth, innovation, and digital transformation.

# 1997



Qatar Industrial Development Bank established with a Capital of QAR 200 Mn

# 2006



Qatar Industrial Development Bank rebrands to Qatar Development Bank

# 2008



Capital increased from **QAR 200 Mn** to **QAR 10 Bn**



**Housing Loans Service** is launched

# 2010



**Al Dhameen Program** is launched

# 2011



Qatar Export Development & Promotion Agency (**Tasdeer**) is launched

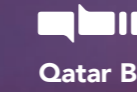
# 2014



**Enterprise Qatar** is merged with QDB



**Aswaq Al Furjan 1** is launched



**Qatar Business Incubation Center (QBIC)** is launched



**SME Equity (Istithmar)** is launched

# 2015



Industrial Business Accelerator **Jahiz 1** is launched



**Venture Capital Fund** is launched



**ooredoo Digital & Beyond** incubator launched in partnership with Ooredoo

# 2016



**Moushtarayat Procurement and Contracting Conference and Exhibition** is launched



Industrial Business Accelerator **Jahiz 2** is launched



**SME Excellence Award** is inaugurated

# 2017



**ROWAD Entrepreneurship Award** is inaugurated

# 2018



**Aswaq Al Furjan 2** is launched



**Qatar SportsTech Incubator and Accelerator** is launched



**Investment Forum** is inaugurated

# 2020



**National Response Guarantee Program** is launched, to offset COVID impact



**Qatar FinTech Hub** is launched



**Aswaq Al Ezzab 1** is launched



**Aswaq Al Furjan 3** is launched

# 2021



Region's 1st Model Factory - **Factory One** - is launched



**Scale7 Fashion & Design Incubator** is launched



**Go Global Export Accelerator Program** is launched

# 2022



Revamped edition of **Al Dhameen Program** is launched for Micro-enterprises



**Moushtarayat Digital Platform** for governmental & non-governmental contracting is launched



The **Advanced Manufacturing Hub** is launched in collaboration with the Ministry of Commerce and Industry, and in partnership with the World Economic Forum



Organized the first **National Qualifiers** competition for the Entrepreneurship World Cup (EWC)

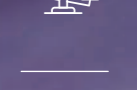


**Technology and Digitalization Solution Financing** is launched

# 2023



**Rasmal Ventures LLC** is launched



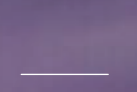
**Green Financing Program** is launched for financing clean energy and eco-friendly projects



**QDB Digital Portal** is launched



**Qatar Exchange Venture Market Program (QEVMP)** is launched to list SMEs on QSE's Venture Market



**QQUOTO** **New Mobility Incubator** is launched in partnership with Q-Auto/ Volkswagen



Launched largest edition of **Rowad Entrepreneurship Conference**, hosting the 3rd annual GCC Entrepreneurship Forum, and the 1st GCC Hackathon competition



**National Response Guarantee Program (NRGP) Portfolio Buyout** is launched



**Co-Investment Program** is launched



# THE ROLE OF QATAR DEVELOPMENT BANK IN NATIONAL DEVELOPMENT

## The Role of Qatar Development Bank in National Development



Economic development is a crucial component of the Qatar National Vision 2030, acting as a primary driver for comprehensive development by creating more opportunities and enhancing quality of life. Guided by the wisdom of the State of Qatar's government, Qatar Development Bank was founded as a catalyst for the growth of startups, small and medium-sized enterprises, and the private sector at large.

**Our mission** is to bridge gaps and tackle challenges alongside Qatari entrepreneurs, offering holistic services that bolster the private sector's development in the country. At Qatar Development Bank, we are committed to fostering the evolution of Qatar's economy by striking a balance between an oil-based and a knowledge-based economy.

This approach is pivotal in diversifying the Qatari economy and ensuring a stable and sustainable business environment. Moreover, the Third National Development Strategy guides us towards the prudent management of the Qatari economy, focusing on enhancing competitiveness, attracting more investments, and stimulating growth.

### Partner in Success: From the Birth of a Business Idea to Accessing Global Markets

At Qatar Development Bank, we take pride in being a crucial partner in the growth journey of entrepreneurs and small and medium-sized enterprises in Qatar. Our services begin with incubating and developing the idea, turning it into a tangible product, and offering marketing opportunities to ensure access to global markets through exports.

We meet the needs of entrepreneurs at every stage of their growth, enabling them to compete at the national and international levels by providing them with comprehensive support in a variety of ways, including:



Access to finance



Access to capability



Access to local, regional,  
and international markets

### Leading, and Embracing Responsibility

The pivotal role of QDB is underscored by the significant presence of SMEs in Qatar's private sector. Current estimates suggest that SMEs comprise over 95% of private sector companies. Through QDB's efforts in offering suitable infrastructure, supportive incentives, and essential financial and advisory support, Qatar has established itself as an appealing environment for SMEs.

### Building a Robust, Sustainable Economy

At Qatar Development Bank, we collaborate with a diverse array of partners, encompassing government agencies, semi-government organizations, and both national and international private institutions. Our aim is to invigorate the private sector, contributing to the creation of a knowledge-based, diversified, and integrated economy. We deliver on this objective by empowering and supporting Qatari entrepreneurs and SMEs, eliminating the obstacles they face, and providing a wide range of promising investment opportunities for Qatari businesses. Through these efforts, we contribute to sustainable economic growth, improve the economic development cycle, and help achieve Qatar National Vision 2030.

## The Role of Qatar Development Bank in National Development

### Qatar National Vision 2030 and National Development Strategy and its Relation to the National Strategy for SMEs

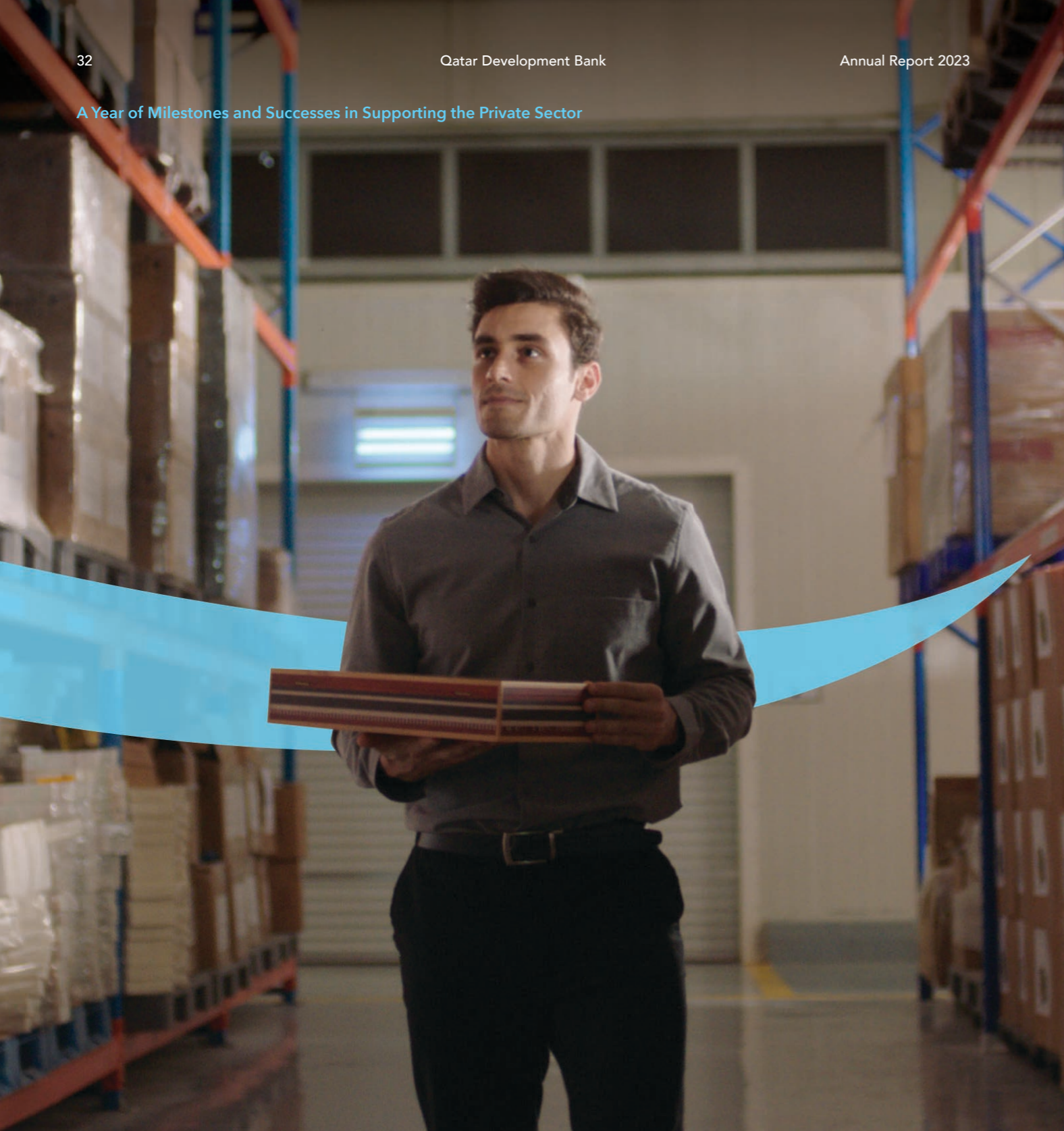
The Third National Development Strategy (NDS3) builds on the pillars of Qatar National Vision 2030 in order to achieve seven outcomes: sustainable economic growth, financial sustainability, environmental sustainability, future-ready workforce, a cohesive society, a high-quality life, and government excellence. The third National Development Strategy also features a chapter on transitioning from strategy to implementation, benefiting from lessons learned from past challenges and relying on a robust governance model to ensure the timely achievement of the desired outcomes and ambitions.

Consequently, Qatar places significant emphasis on the SME sector as a primary engine for economic diversification. SMEs are vital contributors to the enhancement of the state's industrial and productive capabilities and are crucial in achieving its strategic development goals. This underscores the nation's firm conviction that developing this promising sector is essential for aligning with its economic policies within the framework of the National Vision 2030.



# A YEAR OF MILESTONES AND SUCCESSES IN SUPPORTING THE PRIVATE SECTOR

## A Year of Milestones and Successes in Supporting the Private Sector



The year 2023 at Qatar Development Bank was marked by operational excellence and numerous significant achievements. This year was particularly momentous as we celebrated the silver jubilee of the bank's founding, a milestone that marks twenty-five years of continual growth and transformation.

From an industrial development bank, we have evolved into the primary support arm for the private sector in Qatar, becoming a comprehensive hub for entrepreneurs.

The 2023's success held special significance as it built upon the substantial momentum provided by the World Cup hosted in the country. This event significantly boosted the business sector, and the success achieved by the bank's clients during this period was remarkable. Our focus shifted to exporting

our accrued experience and capabilities to new markets, both regionally and internationally.

Furthermore, the awards we presented played a crucial role in motivating the private sector. By recognizing the hard work and successes achieved in Qatar, especially towards the end of 2022, these awards highlighted innovative solutions that have significantly contributed to the sector's comprehensive development, particularly in the realms of startups and small and medium-sized enterprises.



## The honors and awards that Qatar Development Bank garnered in 2023

In 2023, our journey reached a significant milestone as we were honored with two prestigious awards, recognized as some of the most esteemed accolades in the banking sector:

1



**The Banking Excellence Award as the best sustainable bank in the MENA region for the second consecutive time, offered by the Middle East Economic Digest (MEED).**

(In recognition of QDB's innovative financing solutions and their long-term positive societal, environmental and economic impacts)

2



**The Gold award for the SME Financier of the year in the MENA region offered by the SME Finance Forum, an entity affiliated to the International Finance Corporation.**

(This award is the culmination of the bank's tireless efforts to provide the entrepreneurial ecosystem with the best direct and indirect financing solutions).

A Year of Milestones and Successes in Supporting the Private Sector

## Key Projects and Accomplishments in Qatar Development Bank's Pillars of Operation in 2023

Every step of the entrepreneurial journey, from seed to harvest, is met with our unwavering support and tailored solutions. We are committed to developing the private sector and diversifying the national economy through knowledge and innovation,

in line with Qatar's National Vision. Fueled by the needs of entrepreneurs and the private sector, we launched a dynamic array of new services, initiatives, and programs in 2023, propelling progress and driving success.



### Access to Finance

We are constantly innovating to create new paths for accessing capital.

1

Financing clean energy and environmentally friendly projects (Green financing)

New financing solutions for innovative projects.

2

Rasmal Ventures Fund Initiative

Providing support for the venture capital ecosystem.

3

QDB digital portal

An integrated, seamless digital banking experience.

4

Co-Investment Program

Supporting economic diversification by encouraging private-sector investment initiatives.



### Access to Knowledge and Capacity Building Programs

New initiatives to foster an entrepreneurial culture in the private sector, nurture national talent, and continuously develop their skills.

1

The Mobility Incubator

In collaboration with Q-Auto/ Volkswagen

2

The inauguration of the Center of Excellence for digital capacity development at Factory One

in cooperation with Phillips Education and Haas, a company specialized in manufacturing technology.



### Access to Markets

We are building a national product that competes on a global scale.

1

International Exhibitions Sponsorship Program (Minha)

Offered by Qatar Export Development and Promotion Agency "TASDEER"

2

B2B Event during the "Made In Qatar 2023 " exhibition

Facilitating procurement opportunities and coordinating meetings for companies to form partnerships and conclude agreements during the Made in Qatar exhibition.



### Effective Partnerships

Varied local and international partnerships with:

- Microsoft Qatar
- Doha Expo
- Q-Auto/Volkswagen
- Free Zones Authority
- Qatar Stock Exchange
- HAAS/Phillips Education
- Singapore Management University



### Supporting Government Agenda

Supporting government projects with initiatives related to real estate development and housing loans for citizens.

1

The National Response Guarantee Program (NRGP) Portfolio

Flexible financing options for improving corporate cash flows.

2

Launching the guidebook How to Build your Home

A QDB guide for citizens on home construction and design processes.

A Year of Milestones and Successes in Supporting the Private Sector



## QATAR DEVELOPMENT BANK CELEBRATES ENTREPRENEURS

A thriving entrepreneurial ecosystem calls for honoring its pioneers and celebrating their accomplishments.



### SME Excellence List

We kicked off 2023 by celebrating the SMEs Excellence List, which recognizes the top-performing SMEs in Qatar. The list honors businesses that have excelled in their field, created sustainable business models, achieved growth, and made a positive impact on the national economy.

#### The list of winners of SME Excellence Awards

## 2022



In the field of  
**Information Technology**

ADGS Deep Tech  
Ibtechar Digital Solutions  
Redlogik Solutions  
Arita Solutions  
Sadad Payment Solutions  
Hyperthink Systems  
Flora Group  
Twyla Technology



In the field of  
**Healthcare**

Qatar Care  
The Sister Medical Care  
Elite Medical Center  
Nutree Wellness & Holistic Center



In the field of  
**Manufacturing field**

Suhail Battery Recycling Factory  
Qatar Technology for Aluminium and Steel  
Alurays Middle East Lighting Manufacturing  
RAK Detergents Factory  
Qatar German Gasket Factory  
Spectra Arts  
Crystal Dry Ice Factory  
Sigma Metal Industries  
ITAG International  
Qatar Pipeline and Fittings

A Year of Milestones and Successes in Supporting the Private Sector



The list of winners of SME Excellence Awards 2022



In the field of **Marketing & Electronics**

- Qommunication
- New Era Controls
- Cosette Solutions
- Kon Mobedaa Graphics (Be Creative Brand Studio)
- Nefash Animation
- The Creative Union



In the field of **Education**

- Noon International Academy
- Aamal Center for Special Needs
- Qatar Institute for Speech and Hearing
- International Academy for Intercultural Development (IAID)



In the field of **Fashion & Design**

- Al-Judy Uniforms
- Sheikha Style Boutique



In the field of **Shipping and Transportation**

- Balhambar Boats Factory
- Top Marina Trading
- Aman Car Solutions



In the field of **Services & Trading**

- New State Services
- Control Engineering Trading and Contracting (CETC)
- Al Nahdi Group
- Future Gate
- Al Tabaaiion Trading and Contracting
- Al Foreman for Maintenance and Trading Solutions
- Al-Faytri for Trading and Building Maintenance
- Central Air Conditioning Trading and Services
- Central Ventilation Systems
- Micro Gulf Trading and Contracting



In the field of **Food & Beverage**

- Fantasy Events
- Fresh Meat Factory
- Empire Coffee

A Year of Milestones and Successes in Supporting the Private Sector



### Rowad Awards 2023

At the end of the 2023, in the fourth edition of the most prestigious national award, "Rowad Qatar," we honored the best-performing Qatari companies in 2023 across five categories.

### 2023's winners were:



Best business in Qatar award went to **Seashore Steel**



Best employer award went to **Snoonu**



Award for best business in innovation and technology field went to **Applab**



Best exporting business award went to **Qatar Aluminium Extrusion Co.**



Award for best business in sustainability field went to **The National Group for Agriculture and Animal Products "Mazzraty"**



"The 'Rowad' conference is not just a national leadership celebration, but today, it has evolved into a unique Gulf celebration. It stands as a beacon for exploring new horizons of joint efforts and constructive cooperation. We are committed to fulfilling our objectives in creating a rich, cross-border environment unified by a single vision. The Rowad Qatar Awards foster positive competition and enhances the competitive abilities of our emerging projects and startups, not only within Qatar and the region but also on a global scale".

**Abdulrahman Bin Hesham Al-Sowaidi**  
Chief Executive Officer

This summary only skims the surface; behind it lies a multitude of efforts, challenges, and intricate details that have enriched our journey and solidified our conviction in our goals and path. Each award, accomplishment, or recognition is the result of creative thinking, tireless dedication, and relentless effort to realize a vision and materialize it into tangible reality.

For a comprehensive understanding of our journey with entrepreneurship, and for more information on any of the entities, bodies, or companies that have contributed the success of the private sector, we invite you to visit our website at [qdb.qa](http://qdb.qa)

# OUR PILLARS

ACCESS TO FINANCE

ACCESS TO ADVISORY SERVICES  
AND CAPABILITY DEVELOPMENT

ACCESS TO MARKETS

# ACCESS TO FINANCE



## FINANCIAL SUPPORT STRATEGIES FOR SMALL AND MEDIUM ENTERPRISES



“ At Qatar Development Bank, our focus is on bolstering small and medium-sized enterprises by providing them, along with entrepreneurs, the financial support necessary to effectively navigate challenges. This support aims to help them expand their businesses and advance on their success journey. In 2023, we achieved significant leaps both in terms of the quantity and quality of our financing initiatives. This progress is evident in the total value of our direct loans portfolio, financing guarantees for small and medium-sized companies, and other innovative financing initiatives, including support for Qatari exporters, investment opportunities for start-ups, and more. Our goal is to equip the business sector in the State of Qatar with all the necessary tools and facilities to achieve sustainable growth and to compete effectively in both local and global markets ” .

**Ali Mohammed Alhassan Al Mohannadi**  
Executive Director of Business Finance

We are constantly innovating and developing new mechanisms to help support small and medium-sized enterprises and entrepreneurs in overcoming the financial challenges they face. This aligns with our commitment to achieving the sustainable development goals as outlined in Qatar National Vision 2030.

In 2023, we launched a suite of innovative programs to diversify access to financial support for startups. These programs are designed to develop a vibrant national business ecosystem that provides startups and SMEs with the resources they need to succeed and excel.

Our Pillars: Access to Finance



## Financing Solutions for Stimulating Business

This approach is based on providing a wide range of programs that offer tailored and carefully-studied support to all business spectrums across various specializations.



The total direct financing loans for manufacturing companies amounted to

**6.71 Bn QAR.**



The number of beneficiary companies reached

**505**

which is a testament to the success of these financing mechanisms in stimulating the national economy and generating profits.

Among the companies that benefited from this program is Armor Hazardous Waste Treatment Company which specializes in the treatment of medical and hazardous waste, in addition to animal waste. Medical waste is collected from hospitals, clinics, medical centers, and laboratories, while animal waste is collected from animal farms (sheep, goats, and poultry).

Armor Hazardous Waste Treatment Company



## Green Financing Program

At Qatar Development Bank, we believe that our role extends to protecting the environment. Therefore, we encourage and adopt practices and policies that support environmental sustainability. In line with this commitment, we launched the Green Financing Program to support environmentally friendly projects in the local entrepreneurial ecosystem. The program provides financing to SMEs that are seeking to introduce green and sustainable projects, and expand their green infrastructure in order to reduce energy costs, environmental degradation, and carbon footprint arising from their operations. The program also supports SMEs that manufacture green products with a green environmental footprint.

The program covers the cost of equipment and devices in various fields such as: renewable energy, waste management, water treatment, recycling, cleantech, as well as projects that promote energy efficiency and reduce carbon footprint. The program offers competitive profit rates and a long term financing repayment period with an extended grace period.

**Al Haya Waste Management** and Projects Co. which operates in the field of hydrocarbon waste management, e-waste management, and others, has also been one of the beneficiaries of the program. The company also provides a new technical service for managing household waste in a cost-effective and efficient way treating and managing solid waste.

Al Haya Waste Management



## Financial Support for Free-Zone registered Qatari Businesses

Building on our role in providing easy access to financial and advisory services to all business sectors in the country, we partnered with the Free Zones Authority to launch an initiative to enhance the investment landscape in Qatar by offering support to free zone registered Qatari businesses and helping them kick start and expand their operations. Through this initiative, we provide investors with access to a broad range of financial, advisory, development, and export promotion and financing services and programs. This would bolster the remarkable economic renaissance that Qatar is witnessing, and attract high-caliber foreign investments.



## Qatar Exchange Venture Market Program (QEVM)

The program is a joint initiative between Qatar Stock Exchange (QSE) and QDB to assist potential SMEs in listing their businesses in the Qatar Venture Exchange Market. Our support includes assisting Qatari shareholding companies meet QEVM's minimum listing and regulatory requirements.



**Our Pillars:** Access to Finance

## Al Dhameen Program

Through this program, we encourage banks to finance projects that have the potential to succeed, but are unable to provide the necessary guarantees or accounting records to prove their eligibility for financing. Through this service, the bank does not provide direct financing to SMEs, but rather issues a letter of guarantee to the financing bank, guaranteeing repayment of 100% of the allocated funds, which ensures that the project owner has easy access to financing.



The bank has provided financing guarantees totaling up to:

### QAR 1.2 Bn for SMEs

A revamped version of the program has been launched to expand the scope offered services to include micro-enterprises.



## Al Dhameen Program Partner Banks

The list of partner banks participating in the program include:

**QNB, Doha Bank, Ahli Bank, Qatar International Islamic Bank, Qatar Islamic Bank, Masraf Al Rayan, Al Jazeera Finance, and Dukhan Bank.**

“At Al Dhameen Program, we seek to develop the financing ecosystem for small and medium-sized enterprises. In collaboration with our partner banks and financial institutions, we have managed to achieve many successes, and we have worked on tailoring programs that meet the needs of entrepreneurs in the easiest and fastest way possible”.

**Hamad Al Kuwari**

Senior Manager of Al Dhameen Department

“Thanks to the new terms and conditions of Al Dhameen Program that were designed to better serve the interests of borrowers and partner banks, we are confident that the program will optimally support entrepreneurship projects”.

**Khalid Ahmed Al-Sada**

Senior Executive VP: Group Corporate & Institutional





## The National Response Guarantee Program (NRGP) Portfolio Buy-out

Following the outbreak of the Covid-19 pandemic in 2020, the National Response Guarantee Program (NRGP) was kicked off to support the private sector. The program has proved to be a success by providing its services to over 4,200 companies, with total guarantees amounting to

**3.6 Bn QAR.**

In line with our ongoing efforts to update the program, QDB has launched a new amendment offering beneficiaries the opportunity to transfer NRGP loans from partner banks to the QDB portfolio. This allows for flexible financing options (i.e., lower profit rate and affordable repayment terms), which will contribute to facilitating the repayment of existing facilities.



Our Pillars: Access to Finance



## The Launch of QDB Digital Portal

Building on years of digital transformation efforts, QDB launched its groundbreaking digital portal, directly responding to the current requirements of direct financing its customers.

The digital portal offers a comprehensive range of one-stop-shop banking services tailored for direct financing customers. This makes it easier for customers to carry out their banking transactions.

The portal also offers a mobile app that allows customers to stay up-to-date on their transactions and financial facilities.

**97%** of eligible companies have been onboarded on QDB Digital

“The digital portal service team provides valuable support, in addition to the portal’s features that allow users to track financial facilities easily and quickly”.

Sigma Plastic Co.



“What stands out the most about the digital portal is its ease of use, high efficiency, and clear requirements, which makes it superior to traditional and local banking systems”.

Al Amer Factory for Aluminum Foils



**Our Pillars:** Access to Finance



## Our Investment Portfolio

### Investment as an Approach to Fostering Businesses

Through our investment arm, we aspire to support Qatari startup and entrepreneurial companies and projects, while also enhancing Qatar's position as a leading attractive investment destination. Our total direct and indirect investments have exceeded

**QAR 260 Mn**

Our investment subsidiaries have effectively generated over 825 high-quality employment opportunities.

### Snoonu

**Snoonu:**

**Activity:**  
Delivery and e-commerce app evolving to super app

QDB's investment in the company:

**QAR 14.25 Mn**

**Successes:**

Visible fast growing company in Qatar, expanding to the region, enhancing its capabilities through artificial intelligence to improve company operations and customer experience.



**Else Labs:**

**Activity:**  
Inventor of Oliver, an automated cooking appliance

QDB's investment in the company:

**QAR 10.2 Mn**

**Successes:**

Developed product from idea to a manufactured product, providing innovative cooking solutions to major companies in the market.



**Kanari AI:**

**Activity:**  
Providing innovative technologies for Arabic dialects recognition, and converting speech to voice and vice versa

QDB's investment in the company:

**QAR 1.825 Mn**

**Successes:**

Transforming scientific research into a commercial product, being acknowledged for tech excellence by major tech companies, and securing large contracts for speech transcription with government agencies.

### urbanpoint

**Urbanpoint:**

**Activity:**  
BOGOF app and a telecom loyalty program platform

QDB's investment in the company:

**QAR 3.8 Mn**

**Successes:**

Regional expansion through leading telecom companies, and evolving to fintech through continuous product development.



**Metadoc:**

**Activity:**  
tech-enabled healthcare provider

QDB's investment in the company:

**QAR 5.95 Mn**

**Successes:**

Regional expansion, and attracting international investors



**CYTOMATE**

**Cytomate:**

**Activity:**  
The region's leading cyber security company

QDB's investment in the company:

**QAR 1.8 Mn**

**Successes:**

Signing international distribution agreements with local and regional cyber security companies and achieving market entry in a record time.

Our Pillars: Access to Finance



# The Evolution of the Investment Department:

## A Tour of the Past 8 Years Sequential Timeline of Achievements | 2016-2023



**Our Pillars:** Access to Finance

## Investment Forum: An Entrepreneurial Oasis

The Investment Forum is a significant annual event that focuses on entrepreneurship investment opportunities from both Qatar and around the world. Its primary goal is to connect entrepreneurs with investors and capital sources interested in a variety of entrepreneurial projects. The Investment Forum exemplifies our dedication to nurturing the entrepreneurial ecosystem in Qatar, supporting startups in their growth journey, and contributing to the economic diversification of the country in line with Qatar's National Vision 2030.

The 5th edition of the Investment Forum was held in collaboration with Refinitiv, a London Stock Exchange Group business, and in partnership with the Ministry of Commerce and Industry and the Doha Tech Angels (DTA) investment club. The forum discussed best practices in closing investment deals and efforts to overcome challenges in the investment landscape.

## The third edition of the "Qatar Venture Investment Report"

Qatar Development Bank issued the third edition of the "Qatar Venture Investment Report 2022" in cooperation with the MAGNiTT venture investment research platform.

The report is part of our ongoing efforts to support the national entrepreneurship ecosystem by providing the most specialized studies and reports. This is of paramount importance to business development and stimulation.

Venture capital is the key to unlocking the full potential of entrepreneurs, by providing them with access to the resources they need to succeed. It is a critical component of our financing ecosystem, and we are committed to working with our partners to make it more accessible to startups in Qatar.

# WE ARE ALWAYS PUSHING THE BOUNDARIES OF POSSIBILITY

## New Product: Co-Investment Program

Through the program, the bank provides part of the required capital for a target startup of up to 3.65 million QAR (\$1 million) per deal, thus reducing the risks carried by individual and corporate investors. This will mitigate risks for individual investors and investment companies, meeting the needs of present and future entrepreneurs while fulfilling the demands for pioneering work and innovation. Additionally, it will incentivize the private sector to participate in the venture capital sector.

## A Round Table Exploring Listing and Public Offering Readiness

QDB, in collaboration with the Qatar Stock Exchange, convened the inaugural round table to discuss mechanisms of listing startups and SMEs on stock exchanges. This session holds significant importance as it reflects QDB's commitment to partnering with stakeholders to offer diverse financing avenues for companies, encompassing public financial markets.



## Rasmal An Initiative for Success

Rasmal is the first independent company managing a venture capital fund in Qatar. The new company aims to become an active player in the Middle East and North Africa (MENA) region's burgeoning startup and innovation ecosystem. The newly launched Fund manager aims to target high performing startups in fast-growing technology sectors. It also seeks to boost the venture capital ecosystem, and to enhance and support the investment ecosystem in general. Rasmal's establishment is a milestone in Qatar's continued efforts to foster a thriving innovation ecosystem.

Dr Shaikha Al Jabir, Partner at Rasmal Ventures, said: "MENA has seen a dynamic and evolving venture capital landscape in recent years. According to a report by MAGNiTT, in 2022 alone the amount of funding in the region reached \$3.2 billion, with 627 registered deals and a remarkable uptick in exits. For our team, this offers an attractive opportunity to establish our base in a thriving market within a regulated environment. We strongly believe that Qatar's stable economic outlook and well-regulated infrastructure will appeal to Qatar-based, as well as international, investors".



# ACCESS TO ADVISORY SERVICES AND CAPABILITY DEVELOPMENT

## BUILDING PROJECTS ON SOLID GROUND



“Entrepreneurs are the foundation of any entrepreneurial ecosystem. That is why it is very important to hone their skills and develop their knowledge to pave the way for the success of the entire entrepreneurial process and drive economic growth. This is our approach at Qatar Development Bank, where we give human development the attention it deserves in order for the human capital to thrive and progress”.

**Dr. Hamad Salem Mejegheer**  
Executive Director of Advisory & Incubation

## Entrepreneurship: A Culture and Knowledge



The number of beneficiaries of our training programs:

**3678** trainees



The number of beneficiaries of our capability development programs:

**1116**



The number of university students reached:

**336** students

## The Education Sector is Our Gateway to the Future

At Qatar Development Bank, we believe in the limitless potential of young people equipped with knowledge and education. Hence, our numerous initiatives aimed at the education sector in Qatar are a testament to this belief and a commitment to taking it to new heights. We are proud to be a source of support for the education sector in Qatar and to contribute to nurturing the seeds of excellence in entrepreneurship among students, whether in schools, universities, or research institutions.

In this spirit, we launched “Al FIKRA 2023”, a national entrepreneurship competition designed specifically

for startup teams led by the higher education sector. We organized it in partnership with the Strategic Innovation, Entrepreneurship and Economic Development Office at Qatar University, with the aim of providing members of the university academic community with the opportunity to develop their creative ideas and valuable knowledge outputs and translate them into outcomes with real economic impact. A total of 179 participants took part in the competition in 2023.

The “Ana Raed” program, which we launched in partnership with the Business Administration Department of the Ministry’s Educational Guidance Department, is another example of our commitment to supporting entrepreneurship. The program aims to empower and develop the entrepreneurial spirit and innovation among government school students, and to promote the culture of realizing the importance of entrepreneurship among them. We seek to stand by young people from the beginning, to equip them with knowledge, to inspire them to excel and be creative, and to put their potential in the context of development so that they can be future leaders in the business sector.

A total of 85 projects were submitted by students, and six schools in total ranked amongst the competition’s winners.

In addition to that, we continued our collaborative initiatives with Qatari universities in 2023 to encourage the innovative ideas and future projects of our young entrepreneurs through a variety of pre-incubation programs for startups, including:

- **Startup Pre-Incubation Program in collaboration with Qatar University (QU)**
- **Education City Innovative Entrepreneurship Program in collaboration with Hamad Bin Khalifa University’s (HBKU)**
- **Business Gateway Competition in collaboration with University of Doha for Science & Technology (UDST)**

Moreover, we organized a training program on venture capital investments in collaboration with the Qatar Finance and Business Academy.

**Our Pillars:** Access to Advisory Services and Capability Development



## Providing knowledge

is one of the pillars of our development approach

Believing in the importance of making information and data widely available as part of our research efforts, the Research Department has issued a number of sectoral reports, studies, research, and entrepreneurship reports that enrich the knowledge base of Qatar's business sectors, projects, and small and medium-sized enterprises. These include:

**Female Entrepreneurship Report, 2023**

**SMEs' Lending Status in Qatar, 2021**

**Qatar Venture Investment Report, 2022**

**Global Entrepreneurship Monitor – Qatar National Report, 2022**

**Governance, Risk and Compliance Guidance Manual**

**Global Startup Ecosystem Report, 2022**

In order to provide entrepreneurs with the information they need to invest and expand their businesses beyond Qatar, we continued to provide the necessary support for Qatari private sector exports through a wide range of high-level services, including 10 qualitative reports specifically targeting Qatari exporters. These reports aim to enrich their knowledge and provide valuable information about the opportunities available in promising markets regionally and globally, including studies on the Japanese, Indian, Egyptian, and other markets.

## 6 reports and studies

specializing in entrepreneurship and SMEs

## 10 export sector

-specific reports

## 2693 downloads

of publications and reports from our website

Qatar Development Bank also contributes to a group of national and international reports by providing information and data that help to develop them, including economic indicators, investment reports, and others.

**Our Pillars:** Access to Advisory Services and Capability Development

## Climbing to the top:

World-Class Advisory Services for Businesses with Big Ambitions

QDB offers a wide range of advisory services to support and mentor entrepreneurs throughout their development journey and build their capacities

### Ooqood Legal Advisory:

This service was designed to help entrepreneurs run their business based on a sound legal basis.

### Eyada for Supporting Struggling Companies:

The service was designed to aid SMEs that are struggling, experiencing a decline in sales, or facing obstacles due to their operating costs or other factors. The goal is to contribute to the continuity of these businesses and support them in diagnosing and treating whatever is negatively affecting their profitability and growth.

### ISO Grant:

The service helps Qatari SMEs enhance their products, services, systems and procedures in par with international best practices, which leads the business to run more efficiently and optimize profits.

### Cost Analysis and Expense Reduction for SMEs:

This product aims to provide a grant "Minha" to SMEs to equip them in applying proper costing methods which could mitigate possible losses and allow them to be more competitive in the market.

### Business Consultancy and Mentoring

Customized consultation sessions with our advisors, providing guidance and support on successful project launching.

### Tadqeeq

The service offers support to entrepreneurs in accounting & bookkeeping services, and annual Audit & taxation services via specialized local and international firms.

### Marketing and PR services

These are specialized services to help companies in developing their marketing strategy and implement the needed activities to promote their products/ services.

### Franchise Program

It enables entrepreneurs to license their successful brands, products or services and deliver them in another geographical area.

## Advisory Services Numbers

**835 Beneficiaries**

from our advisory services

**26% Increase**

in the number of beneficiaries

**699**

Free advisory services offered

**13.7 Mn QAR**

in total cost savings from free consultations

**139**

On-spot advisory sessions conducted

**136**

Grant-based advisory services offered

Our Pillars: Access to Advisory Services and Capability Development



### Incubating Success and Accelerating Growth

At Qatar Development Bank, we work to provide a wide range of incubation and capacity-building platforms to support ambitious businesses, beginning from idea stage, all the way to accessing global markets. We offer startups the tools they need to build their capabilities across a broad range of industries and specializations. We invest in success and believe in change. We work hard alongside entrepreneurs, startups & scale-ups to identify and provide the tools and resources they need to develop their businesses, and to open new horizons for growth and progress, with the aim of enabling them to find their unique market position. We help them create the added value that is desired by society and the state.



### Qatar FinTech Hub

Qatar FinTech Hub supports entrepreneurs in the financial technology sector. It is the first of its kind, and only, local incubator dedicated to fostering the growth of the financial sector. It was established in partnership with the Qatar Central Bank, Qatar Financial Centre, and Ernst & Young.

FinTech incubates

**57 active startups**

Total value of companies supported:

**1.77 Bn QAR**

The value of outward investment for venture Capital:

**25 Mn QAR**

Among the companies that graduated from this incubator and which received the Excellence Award for startup companies in 2022 is Twyla Technology specialized in electronic payment solutions, e-commerce, and e-health services.



Other active companies with FinTech include:



### Industrial Business Incubator: Jahiz 1 and Jahiz 2 Facilities

Jahiz initiative provides ready-to-operate manufacturing facilities to SME owners through a seven-year incubation program. The initiative's integrated facilities, tools, services, and support make "Jahiz" the ideal platform for starting and developing an industrial project at competitive prices. The initiative is a partnership between the Ministry of Commerce and Industry, the Ministry of Municipality, and the Qatar Chamber.

#### Jahiz 1

Total Area

**91,860 m<sup>2</sup>**

No. of Factories

**30**

Target Sectors

**Chemicals, plastics, wood, electronics, metals**

#### Jahiz 2

Total Area

**50,500 m<sup>2</sup>**

No. of Factories

**15**

Target Sectors

**Food industries, indoor vertical farming**

**34 ready-to-operate factories**

**178 manufactured products**

**7 factories have reached the export stage**

**Over QAR 438 Mn in total revenue**

Beneficiary factories include:



Our Pillars: Access to Advisory Services and Capability Development



### Scale7 Incubator and Accelerator

The first Fashion & Design business incubator in Qatar, established by QDB in partnership with M7 under Qatar Museums, is specifically targeted at promising entrepreneurs and innovators. It is designed for those who aspire to create and produce Qatari-based brands with a global reach. The incubator focuses on nurturing innovative startups within the realms of fashion technology, design, and sustainability, providing a platform for creative ideas to flourish and make an impact on the global stage.

Total value of the companies:

**7 Mn QAR**

Total investments in the companies:

**500,000 QAR**

**Beneficiary companies:**

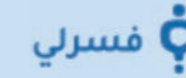


### Qatar Business Incubation Center (QBIC)

QBIC is one of the largest mixed-use business incubators in the MENA region. It offers a number of capability development programs:

- Lean Startup Program
- Lean Acceleration Program for established & promising companies
- Lean Manufacturing Program
- Lean Coach Program

**Beneficiary companies include:**



**Our Pillars:** Access to Advisory Services and Capability Development



## Ooredoo's Digital & Beyond Incubator – in partnership with QBIC

Digital & Beyond is a specialized incubator dedicated to the development & acceleration of promising and fast-growing technology-focused startups in Qatar.

Incubated Startups Under the Investment Product (Current Portfolio)

**9**

Total Valuation Cap of the Incubated  
**42.6 Mn QAR**

Total Investment in Incubated  
**1.9 Mn QAR**

### Beneficiary companies include:



#### DEBITO - DIGITIZING TRADITIONAL RETAIL

- Debito offers a suite of tools that help small businesses streamline their operations, boost revenue, and provide credit-oriented services to customers.
- They have 700 paying merchants onboarded and looking to raise a seed round.



#### PMOBYTES – EFFORTLESS PROJECT MANAGEMENT

- PMOBytes's QPunch unites teams to collaborate and communicate effectively to deliver Projects on time and within budget through a subscription-based revenue model.
- They have over 100 corporate clients and subscriptions and looking to raise a seed round.



#### CLEVERIC SOLUTIONS – ELEVATING HOSPITALITY OPERATIONS

- A unified platform that enhances the guest experience for hospitality businesses by streamlining order management and automating compliance.
- They have 90 restaurants onboarded and looking to raise a seed round.



## Qatar SportsTech Incubator and Accelerator

SportsTech is the first-of-its-kind startup accelerator in the sport sector in the region. It offers its services for developing startups in the field of sport technology. It was established in partnership with beIN Media Group and Aspire Zone Foundation.

Number of incubated companies:

**30**

Total value of companies:

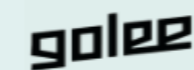
**690 Mn QAR**

Value of outward investment for venture capital:

**18 Mn QAR**

### Beneficiary companies include:







## Factory One

It is the first-of-its-kind industrial capability center in Qatar and the region. It seeks to empower SMEs to achieve operational excellence and enhance their competitive capabilities in global markets. It is the fruit of cooperation between QDB, the Ministry of Commerce and Industry, and McKinsey & Company.

### Training programs by Factory One:

- Introduction to Lean Model Factory
- Lean Fundamentals Training
- Startups Program
- Learn and Transform Program
- Kaizen Journey Program
- SIRI (Smart Industry Readiness Index) assessment of companies' readiness for digitalization

In 2023, nine industrial organizations benefited from our Learning and Transform Program, resulting in a remarkable 35% increase in productivity and a saving of over 300 square meters in factory space.

Furthermore, we have established several partnerships with premier international and local companies within the technology sector. These collaborations are set to significantly bolster our capacity to empower local businesses through the adoption of advanced digital solutions.

Our Pillars: Access to Advisory Services and Capability Development

**In 2023: Launching the Haas Technical Education Center**

In a strategic collaboration with Philips Education and Haas, renowned for their expertise in manufacturing technology, we have established the first Haas Technical Education Center in the region. This initiative is designed to bolster Qatari industrial companies by enhancing their capabilities in advanced manufacturing. The comprehensive training program encompasses design, manufacturing simulation, CNC machine operation for precision cutting and turning, and advanced 3D printing techniques. Our goal is to foster the development of local factories, enhance the skills of their workforce, and boost productivity, ultimately elevating technological manufacturing practices among all industrial beneficiaries and honing their competitive edge.

**Q AUTO  
كيو أوتو  
Mobility Incubator  
in Partnership with  
Q-Auto/Volkswagen**

This program is a product of a partnership with Q-Auto, the national dealer of Volkswagen, Germany, with the aim of providing startups in the mobility solutions field with a specialized program that nurtures their innovations for smart transportation and infrastructure solutions.



**Events**

**Business Incubator and Accelerator (BIA) Hackathon**

In 2023, we designed a hackathon for business incubators and accelerators, inviting all aspiring entrepreneurs in Qatar to share their innovative ideas and solutions to address challenges in several sectors specializing in digital transformation. The hackathon challenges covered a variety of fields, including: fashiontech, fintech, sportstech, enhancing customer experience, and operational solutions for digital transformation.

The hackathon spanned three days, after more than 300 applications were submitted, of which more than 100 projects and ideas were accepted in various fields of digital transformation and artificial intelligence. The hackathon featured more than 220 training workshops, with 46 trainers and mentors, and the qualified participants in the challenges presented more than 60 new innovative ideas to the jury, of which 19 teams won.

**Business Incubator and Accelerator (BIA) Demo Days**

The business incubators and accelerators at Qatar Development Bank are dedicated to nurturing and training entrepreneurs, focusing on the development of their business models to ensure they are primed for launch and poised for growth. This nurturing process is showcased in the Demo Days, which are held for each of the incubators across a diverse range of fields and topics. These events demonstrate the readiness and potential of the entrepreneurs' projects for development and expansion.

The BIA Demo Days play a pivotal role in supporting Qatar's entrepreneurship ecosystem. These events, aligning with the Qatar National Vision 2030, are integral in supporting SMEs from ideation to export stages, empowering them to compete locally and globally. Our support and early-stage funding are crucial in helping participating startups

develop their business models before pitching to investors on Demo Day, aiming to secure new investments to fuel their growth.

**In 2023, we presented a special edition of Demo Day, which included all of our incubators and accelerators, with the participation of 10 promising Qatari startups with innovative projects.**



Our Pillars: Access to Advisory Services and Capability Development

### "ROWAD" Entrepreneurship Conference

We seek to develop Rowad Conference into the leading initiative in the entrepreneurship ecosystem in Qatar, offering a variety of knowledge-based events and activities that would enrich the culture of entrepreneurship in the society through workshops and panel discussions featuring entrepreneurs, experts, and specialists from a wide range of fields. The conference aims to create an environment that fosters collaboration among startups, small and medium-sized enterprises. It also seeks to enable

a culture of entrepreneurship and communication among influential key players, as well as exchange ideas and explore opportunities, to hone skills, advance the private sector and promote a knowledge-based economy.

The 2023 edition of the Rowad Conference broke new ground with its regional focus, hosting the third annual Gulf Startup Forum in Doha and launching the Rowad Gulf hackathon, designed specifically for this occasion to attract innovative Gulf startups to compete in five key challenges in the field of digital transformation and its solutions. The success of the conference this year was crowned with more than 3,000 visitors attending a variety of activities and events, including more than 30 workshops and over 70 startups participating in the startup exhibition.



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TRAVEL PARTNER

جهاز قطر للاستثمار  
QATAR INVESTMENT AUTHORITY



# ACCESS TO MARKETS

## QATAR CREATES AND EXPORTS: NATIONAL PRODUCTS BREAK NEW GROUND LOCALLY AND GLOBALLY



"We journey with entrepreneurs on their quest to discover promising opportunities in local and regional markets, ultimately bringing Qatari products to the global stage. Our strategy is to localize opportunities, empower businesses locally, and then strengthen them with the knowledge and tools they need to reach new frontiers".

### Khalid Abdullah Al Mana

Executive Director of Qatar Export Development, Finance, and Promotion Agency



## Localizing Opportunities: Building Trust in the Quality of Our Products and Services

Over QAR 500 Mn in Deals  
Through Localization of  
Opportunities for Qatari  
Companies in 2023

## Localizing Opportunities and Promoting Local Competitiveness

QDB's Business Localization Department is primarily responsible for linking SMEs with local buyers and enabling them to secure a share of the local market to ensure their strong presence and sustainability. This year, we launched a new version of the annual SME directory, listing 673 manufacturers with the aim of introducing these companies to local buyers and facilitating their access to the procurement departments of public and private enterprises.



## Moushtarayat Digital Platform

The platform is an integrated space for entrepreneurs and SMEs. Registered companies can benefit from the wide range of high-end programs on offer, including training and mentorship programs, discussion sessions, exhibitions, B2B matchmaking events, and access to a diverse range of local contracts.

Number of companies listed in the SME Directory:

**673**

Total Workshops held:

**32**

Total number of tenders uploaded  
to Moushtarayat platform in 2023:

**669**

Total number of companies registered  
on the Moushtarayat platform:

**756**

## The Competitiveness of Qatari Products in the National Market

In an effort to open up markets for SMEs, the bank supports their participation in several local exhibitions, including:

### Made in Qatar Exhibition

Since its inception in 2009, the exhibition represents a major industrial platform that brings together local companies and factories under one umbrella. The main purpose of the exhibition is to support and promote Qatari products both locally and globally in a bid to achieve self-sufficiency and reduce dependence on imports. QDB regularly participates in the exhibition as a strategic sponsor. The Bank's booth showcases the most important services offered to support the private sector and its endeavors.

Number of workshops:

**2**

B2B Meetings:

**652**

Purchase opportunities:

**1752**

ROI:

**378%**

Our Pillars: Access to Markets

### Project Qatar

Project Qatar, the International Construction Technology and Building Materials Exhibition, is the country's premier business exhibition specialized in construction and related industries. Through 19 editions to date, the exhibition offers an opportunity to access the thriving Qatari construction market, in addition to the possibility of securing new business deals with companies of all sizes.

Number of attending and exhibiting companies:

**18**

Value of expected deals concluded during the latest edition of the exhibition is:

**13.1 Mn QAR**

### The Big 5 Construct Qatar

The exhibition brings together building and construction professionals to showcase and evaluate products, attend professional development courses, and use networking tools to forge business relationships and find new products. It is the largest gathering for the building and construction industry in Qatar.

Number of exhibiting companies:

**24**

Value of actual agreements:

**5.1 Mn QAR**

Expected Deals:

**21.1 Mn QAR**

### Business Opportunities Localization with Ashghal Public Works Authority

The value of the deals that the national companies have concluded through the partnership with Ashghal is

**375 Mn QAR**

Purchase opportunities:

**72**

Companies:

**91**

### Business Opportunities Localization with Qatar Airways

The value of the deals signed between private sector companies and Qatar Airways amounted to

**120 Mn QAR**

with 76 deals successfully concluded.

Purchase opportunities:

**26**

Companies:

**55**



## Our Pillars: Access to Markets



We support our national products in their journey to international markets through our export arm, Qatar Export Development & Promotion Agency.

## Financing solutions

Number of importing countries

**98**

Number of exporting companies this year

**124**

The total value of non-oil exports by clients of Qatar Export Development & Promotion Agency amounted to **1.5 Bn QAR**.

The value of export insurance amounted to **39 Mn QAR**.

The value of credit facilities provided in the area of export financing reached **711 Mn QAR**.

The value of international contracts concluded this year amounted to **1.29 Bn QAR**.

Number of actively engaged beneficiaries amounted to **142**.

## Promotion

Total Number of exhibitions

**8**

Total number of matchmaking events

**10**

16 companies from the construction material sector participated in the **Turkeybuild Exhibition in Istanbul**.

22 companies from the construction material sector participated in the **Big 5 Construct Exhibition in Cairo**.

20 Qatari companies from various local sectors and industries participated in the **trade mission to the Republic of Iraq**.

About 331 matchmaking events were held during the trade mission to Iraq, with approximately **209 Mn QAR** worth of preliminary contracts resulting from the mission.

10 Qatari SMEs participated in **"Biban 23"** SME and entrepreneurship forum in the Kingdom of Saudi Arabia.

10 Qatari companies participated in the Plastindia exhibition held in India, one of the largest trade fairs to market Qatari products in new markets. The value of the deals resulting from this exhibition exceeded **71 Mn QAR**.

14 Qatari companies exhibited their products and services in the Kuwait Build & Design Week exhibition, one of Kuwait's leading trade and consumer exhibitions in the building, construction, and interior design sector. **24 Mn QAR** worth of commercial deals were concluded during the exhibition.

17 Qatari companies from the construction sector participated in the Big 5 Construct Saudi Exhibition. This exhibition featured more than 170 matchmaking events and a number of deals worth over **150 Mn QAR**.

## Developing

Developing companies' export readiness is also one of TASDEER's missions

15 new Qatari exporters have been trained, qualified and equipped with the **necessary expertise and skills to access global markets**.

10 workshops and nearly **100 training sessions** were held to develop the capabilities of exporters and equip them with the necessary skills to access global markets through:

- One of our pivotal activities is the "Go Global" Export Accelerator Program, which helped the Qatar Export Development and Promotion Agency "Tasdeer" win second place in the World Trade Promotion Organization (WTPO) Awards recognizing the world's outstanding trade promotion organizations.
- The program is implemented in partnership with prestigious educational institutions, namely HEC Paris Graduate School of Business during the first edition, and the Singapore Management University in the second edition.

Encouraging SMEs and local brands to expand and **go global** through the franchise development program.

Partnering with international freight agencies such as **Qatar Airways Cargo** to assist exporting companies in the perfume industry.

Developing companies' export readiness is also one of **TASDEER's** missions.

Our Pillars: Access to Markets



**A Success Story with TASDEER**

The Qatar Aluminium Extrusion Company (Qalex)

The value of the deals that the national companies have concluded through the partnership with

The company won the Rowad Award as the best exporter in Qatar for 2023

The company's influence spans numerous facets within the State of Qatar, with its products being distributed across all Arab nations, as well as Australia, Canada, and the United States. Furthermore, the company is actively engaged in projects alongside Google.

**From Qatar to the World**

Bin Aman Plastic Industries

From a local factory to a global player, this Qatari company has expanded its reach through exports to regional markets in Kuwait, Oman, Jordan, and to European markets, such as Germany and Spain.

“ At Bin Aman Factory, we aim to provide the best manufacturing services to the local market and to compete in regional and global markets. We take pride in our export journey, which presents a distinguished image of the national entrepreneurship ecosystem and its future prospects ”.

**Faraj Mouftah Al Hamad**

General Manager - Factory Owner



Our Pillars: Access to Markets

# A GLOBAL FOOTPRINT: OUR EXPORTS ATLAS



- 1 United Arab Emirates
- 2 Iraq
- 3 Kuwait
- 4 Saudi Arabia
- 5 India
- 6 United States of America
- 7 Oman
- 8 Algeria
- 9 Pakistan
- 10 Tunisia
- 11 Nigeria
- 12 Belgium
- 13 Egypt
- 14 Lebanon
- 15 Germany
- 16 Spain
- 17 Jordan
- 18 Morocco
- 19 Bangladesh
- 20 Bahrain
- 21 Mexico
- 22 Cyprus
- 23 Palestine
- 24 Italy

- 25 Congo
- 26 Indonesia
- 27 Vietnam
- 28 Paraguay
- 29 Sri Lanka
- 30 Kenya
- 31 Mali
- 32 Malaysia
- 33 Turkey
- 34 Yemen
- 35 Canada
- 36 Somalia

- 37 United Kingdom
- 38 Singapore
- 39 South Africa
- 40 Poland
- 41 Sudan
- 42 Peru
- 43 Ethiopia
- 44 Australia
- 45 Sierra Leone
- 46 France
- 47 Ghana
- 48 Venezuela

- 49 Tanzania
- 50 Ivory Coast
- 51 Guinea
- 52 Brazil
- 53 Djibouti
- 54 Liberia
- 55 Albania
- 56 Netherlands
- 57 Sweden
- 58 Libya
- 59 Portugal
- 60 Senegal

- 61 Greece
- 62 Uganda
- 63 Angola
- 64 Cameroon
- 65 South Korea
- 66 Mozambique
- 67 Burkina Faso
- 68 El Salvador
- 69 Central African Republic
- 70 Ireland
- 71 Thailand
- 72 Hong Kong

- 73 Bulgaria
- 74 Maldives
- 75 Togo
- 76 Gabon
- 77 Malta
- 78 Burundi
- 79 Brunei Darussalam
- 80 Nepal
- 81 Japan
- 82 Gambia
- 83 Romania
- 84 Czech
- 85 Ukraine
- 86 Switzerland
- 87 Finland
- 88 Seychelles
- 89 Belarus
- 90 Colombia
- 91 Latvia
- 92 Barbados
- 93 Denmark
- 94 China
- 95 Lithuania
- 96 Panama
- 97 Dominican Republic
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# INTEGRATED ECOSYSTEM



WE TAKE OUR ENTREPRENEURS ON A JOURNEY TO SUCCESS, WITH THE HELP OF LEADING **PARTNERS FROM QATAR, AND BEYOND**



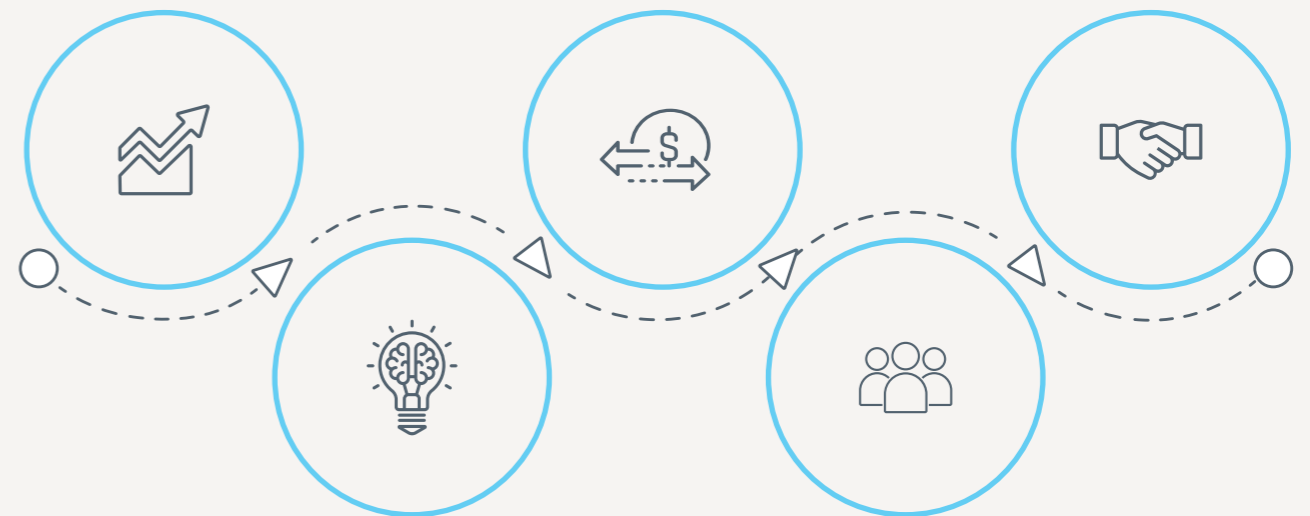
“Entrepreneurship ecosystems cannot succeed in isolation. Every ecosystem is built on diverse and interconnected entities. That is why we believe in the importance of teamwork and the need to create change through supportive partnerships that can help us achieve a diversified, knowledge-based and sustainable economy”.

**Farha Ahmed Al Kuwari**

Executive Director of Strategy and Business Development

At Qatar Development Bank, we work in collaboration with our local partners to develop **the Qatari Business Ecosystem**

In serving startups, entrepreneurs, and SMEs, we are committed to building partnerships both locally and internationally in order to:



**Open up**  
new horizons for this key sector of the national economy,

**Create**  
a rich ecosystem that encourages innovation and creativity.

**Build bridges**  
of communication with key players in business ecosystems locally and globally,

**Strengthen**  
our activities as part of our strategic partnerships pillar, which will help us enhance our contribution to the Qatari economy.

**Support**  
the country’s vision for the future.

## Integrated Ecosystem



## Ministerial Local Stakeholders

Ministry of Commerce and Industry

Ministry of Finance

Ministry of Communications & Information Technology

Ministry of Environment & Climate Change

Ministry of Public Health

Ministry of Education

Ministry of Foreign Affairs

Ministry of Municipality

Ministry of Labor

Ministry of Social Development & Family

Ministry of Culture

Ministry of Sports & Youth



## Local Chambers, Clubs & Associations

Qatar Scientific Club

Qatar Research Development and Innovation Council (QRDI)

Doha Tech Angels (DTA)

Qatar Chamber of Commerce and Industry



## Local Banks & Financial Institutions

Qatar Central Bank

Qatar Financial Center

Qatar National Bank

Dukhan Bank

Doha Bank

Alahli Bank

Qatar International Islamic Bank

Qatar Islamic Bank

Masraf Alrayan

Aljazeera Finance

Commercial Bank

United Bank Limited

Iran EXIM Bank

First Finance

Arab Bank

HSBC

Mashreq Bank

Standard Chartered

BNP Paribas



## Local Corporations & Authorities

Government Communication Office

General Customs Authority

Qatar Free Zone Authority

Qatar Foundation

Qatar Museums

Planning and Statistics Authority

Qatar General Electricity and Water Corporation

Public Works Authority – Ashghal

Qatar Tourism

Qatar Management Agency

Ooredoo

Qatar Airways

Aspire Academy

Social Development Center – Nama

Gulf Organisation for Research & Development (GORD)

Qatar Science & Technology Park

Qatar Energy

Al-Meera Consumer Goods



## International Partners

International Trade Centre

Global Entrepreneurship Network

World Economic Forum

Startup Genome



## Education & Research Sector

Qatar University

Hamad Bin Khalifa University (HBKU)

Community College of Qatar (CCQ)

HEC Paris in Qatar



## Business Opportunities Localization with SME Majlis:

SME Majlis is a platform designed to bring together all members of the ecosystem in Qatar including entrepreneurs, government agencies, and private sector organizations. The platform aims to promote the exchange of ideas and the exploration of current challenges facing the sector, particularly how Qatar Development Bank can work to support the business ecosystem.

Number of successful previous editions:

**7**

Number of entrepreneurs invited for each edition:

over **250**

Number of challenges resolved:

**80**

## Local Partnerships in 2023

At Qatar Development Bank, the leading champion of innovative ideas and entrepreneurship in Qatar, we strive to develop local partnerships to cultivate a cohesive national collaboration network. These partnerships are essential to achieving the goals of diversifying the national economy in line with Qatar National Vision 2030.



### Expo 2023 Doha

We are proud to have signed a partnership agreement with Expo 2023 Doha to establish a culture of innovation and entrepreneurship during this global event. Qatar Development Bank serves as a development partner, hosting events and activities that focus on promoting innovation and sustainable businesses and supporting entrepreneurs. Additionally, QDB hosts activities geared towards educating young entrepreneurs on sustainable development while raising financial awareness. QDB extends its support to the Expo in keeping with its strategic commitment to offering comprehensive support to entrepreneurs and fostering innovation across key sectors to achieve Qatar National Vision 2030.

“ We are pleased to cooperate with Qatar Development Bank, the country’s first supporter of creative ideas and entrepreneurial efforts, in the context of Expo’s keenness to support pioneering efforts in the field of sustainability as well as foster innovation in the field of modern agriculture. There is no doubt that our cooperation will provide valuable opportunities for Qatari and foreign entrepreneurs participating in the Expo, and consolidate the event’s commitment to enhancing the country’s attractiveness as a global destination for creative ideas and sustainable initiatives ”.

**Mr. Mohamed Ali Al-Khoury**  
Secretary General of Expo 2023 Doha



### Ooredoo, the Qatari Telecommunications Giant

Qatar Development Bank has a well-established partnership with Ooredoo. Together, we have launched a number of joint initiatives, including the Digital & Beyond Incubator designed to encourage the creation of technology startups by providing a comprehensive range of empowering and financing solutions.

Commenting on the renewed partnership between Ooredoo and QDB’s Qatar Business Incubation Center(QBIC)

“ We are thrilled to renew our partnership with the Qatar Development Bank affiliated QBIC incubator through the Digital & Beyond incubator. This collaboration reaffirms our commitment to promoting innovation, supporting Qatar’s fast-growing technology startups, and contributing to their development. Through the Digital & Beyond Incubator, we empower and accelerate these promising projects, drive forward the country’s digital landscape, and support the next generation of innovators and entrepreneurs in Qatar by providing the tools and resources they need to succeed ”.

**H.E Sheikh Ali Bin Jabor Al-Thani**  
CEO of Ooredoo



### Qatar Research, Development and Innovation (QRDI) Council

Qatar Development Bank is collaborating with the Council through programs that enhance the skills of entrepreneurs and provide them with all the necessary training to succeed both domestically and overseas, in addition to exchanging experiences and successful practices. This collaboration also contributes to strengthening the position of entrepreneurial projects and companies operating in Qatar. We inaugurated our agreement with the Council by launching a product development program to serve entrepreneurs. We will be also cooperating on developing policy recommendations that would enhance the innovation ecosystem.

“ The partnership with QDB represents an important step towards building a positive growth environment for SMEs. It also helps bolster innovative activities in leading national companies, international enterprises, and SMEs ”.

**Engineer Omar Ali Al Ansari**  
Secretary-General of QRDI Council



## Qatar Stock Exchange

Qatar Development Bank and the Qatar Stock Exchange have launched a new financing program to cover the costs of listing startup companies on the Qatar Stock Exchange and assisting promising SMEs in the process of listing their business on the QE Venture Market (QEVM) to become publicly listed companies.

**“** Qatar Stock Exchange and Qatar Development Bank share one goal, which is to support the success of SMEs and their economic contribution to the national economy, in line with the strategy of economic diversification and self-reliance set out in the Qatar National Vision **”**.

**Mr. Abdulaziz Nasser Al-Emadi**  
Acting CEO of Qatar Stock Exchange



## Free Zone Authority

Qatar Free Zones Authority (QFZ) and Qatar Development Bank have been collaborating on a joint initiative to enhance Qatar's investment landscape, supporting investors operating in free zones through a broad range of financial and advisory programs and services to ensure an ecosystem conducive to investment.

**“** Partnership with QDB falls in line with efforts to enhance our partnerships with leading Qatari institutions and contribute to the growth, development and diversification of the national economy, in line with the goals of Qatar National Vision 2030 **”**.

**H.E Sheikh Mohammed bin Hamad bin Faisal Al-Thani**  
CEO Qatar Free Zones Authority



## Q-Auto, the Local Agent of Volkswagen

The fruit of our partnership with Q-Auto is a specialized mobility incubation program designed to support entrepreneurs develop their projects through a supportive and enabling ecosystem that nurtures innovative mobility projects and solutions.

**“** We are delighted to announce our strategic partnership with QDB, which is an important milestone in Q-Auto's commitment to foster innovation and entrepreneurship in Qatar's rapidly growing transport sector **”**.

**Mr. Ahmed Shariefi**  
Managing director of Q-Auto

## International Partnerships



### Phillips Education

The cooperation with Phillips Education and its partner, Haas, came through the inauguration of Haas Technical Education Center (HTEC), the first-of-its-kind in the region. This partnership provides optimal access to the best technological manufacturing practices for all beneficiary manufacturing companies, sharpening their competitive capabilities. This partnership complements our initiatives in the field of digital transformation for manufacturing companies, supporting their ambitions in local and international markets.

“ Phillips’ expertise completes the vision and mission of QDB’s Factory One, which will indubitably help keep Qatari manufacturers updated on the manufacturing cutting-edge technologies from the best in this field, and to connect with our network of international strategic partners ”.

**Mr. Rakshit Kejriwal**

Global President of Phillips Education



### Partnership with World Economic Forum

It commenced with the initiation of the Advanced Manufacturing Hub-Qatar, which was launched in collaboration with the Ministry of Commerce and Industry and in partnership with the World Economic Forum. This collaboration is strategically designed to elevate Qatar as a hub for advanced economic and manufacturing activities. The platform brings together a diverse community of various organizations from industry sectors, governments, private sector, and members of the entrepreneurial ecosystem. It serves as a vital space for cooperation and coordination among leaders of industrial institutions, major national companies, and small and medium enterprise owners



### Partnership with Microsoft Qatar

One of the highlights of 2023 was the partnership with tech giant, Microsoft Qatar with the aim of empowering startups and SMEs, accelerating their digital transformation journey, and fostering innovation. Microsoft offers digital capacity-building programs that enable entrepreneurs to leverage the capabilities of modern cloud technology in launching a successful business.

“ Startups and SMEs play a pivotal role in accelerating Qatar’s transformation to a diversified, knowledge-based digital economy. Through this partnership, we will work to empower institutions in this vital sector with the latest technology ”.

**Lana Khalaf**

General manager of Microsoft Qatar

## Integrated Ecosystem

**Enterprise  
Singapore**

## Enterprise Singapore

Qatar Development Bank signed a cooperation agreement with Enterprise Singapore to exchange expertise in the fields of digitalization, entrepreneurship, capacity building, and market access in support of the entrepreneurship ecosystem in Qatar.



## Singapore Management University (SMU)

Qatar Development Bank has a collaborative partnership with Singapore Management University (SMU) to qualify SME companies wishing to export for the first time through the "Go Global" program, or SMEs that are already exporting and want to expand and develop their export activities.

" SMU is thrilled about our collaboration with QDB across diverse fronts. As your academic partner in the Go Global Programme, we aim to elevate standards for emerging and established exporters in Qatar who are customers of QDB. Additionally, our workshops will focus on empowering QDB's SMEs through capacity development initiatives. Furthermore, we eagerly anticipate hosting QDB colleagues in Singapore as part of our Public Programmes, fostering an enriching exchange of insights and knowledge " .

**Dr Flocy Josephi**

Head Commercial of SMU Executive Development



# OUR COMMITMENT TO SUPPORTING THE GOVERNMENT'S INITIATIVES

Our Commitment to Supporting the Government's Initiatives



# OUR COMMITMENT TO SUPPORTING THE GOVERNMENT'S INITIATIVES

We launch initiatives and offer services aimed at developing real estate services for citizens.



## Housing Services:

The Housing Loans Department at Qatar Development Bank is responsible for managing a portfolio of housing loans that are sponsored and funded by the government for eligible Qatari citizens.

Number of citizens benefiting from housing loans:

Approximately **36,000** Qatari citizens

Value of housing loans:

Over **26 Bn QAR** of outstanding loans

Over **1.2 Bn QAR** disbursed as loans



## How to Build Your Home:

As part of our ongoing commitment to supporting the housing loans initiative in 2023, we released the guidebook How to Build Your Home. The guidebook serves as a source of information and advice on the home construction process. The service complements our efforts to manage and facilitate the housing loan portfolio sponsored and funded by the government for eligible Qatari citizens in line with Qatar's social development goals and National Vision 2030.

The importance of the guidebook and its prominent features:

**It directs citizens to the correct information and prevents them from being misled or obstructed in the process of building a home.**

**It provides a comprehensive explanation of the rights and obligations of citizens in relation to housing loans and the construction process.**

**It provides several designs, and sets out the standards and conditions of construction, from basic building materials to elements of comfort and entertainment.**

**It complies with the building standards within Qatar, taking into account Qatari cultural elements and the foundations of contemporary sustainability.**



**In 2023, we launched the QDB Housing Loan application to streamline services and facilitate rapid electronic processing of applications.**

# ABOUT QATAR DEVELOPMENT BANK

# A Story of Leadership in Innovation

## Qatar Development Bank's success is powered by a team of Innovators

Our ascent to this stage of national impact comes as no accident. The vibrant and innovative work culture we built at Qatar Development Bank was essential to our ability to fulfill our national obligations. As we work with pioneers and innovators, we are dedicated to upholding innovation and creativity as a daily practice. We concentrate on making the workplace at Qatar Development Bank a space for constructive engagement and the rich exchange of ideas and initiatives, by embodying the values and ideas that we strive to promote in society.

At Qatar Development Bank, we have been working since the onset as a national development champion, committed to driving industrial development and economic diversification in our country. Over the past years, we have made many significant leaps and have expanded the horizons of our operations and offerings to become the main supporting arm of the private sector in Qatar, and an integrated hub for the entrepreneurship domain. Through our various business incubator and accelerators, we play a vital role in nurturing new businesses and preparing them for the future. From this point, we set out to explore new areas of work in a variety of fields, including industry, technology, sports, and more. We did this by launching incubators and accelerators in these

fields, and by partnering with government and private entities to support our strategic goals in line with Qatar National Vision 2030.

As Qatar Development Bank's services diversify, our geographical footprint across Qatar broadens. Centered at our headquarters on Grand Hamad Street, our reach extends to various sectors to foster innovation and entrepreneurship. At Msheireb Downtown Qatar, the Scale7 Incubator & Accelerator focuses on fashion and design, while our FinTech initiative is centered in the heart of Doha. And then there is Qatar Business Incubation Center, conveniently located in the New Industry Area where this vibrant hub of multiple incubators thrives, all dedicated to fostering business excellence and innovation. Our collaborations include working with Ooredoo at the Digital & Beyond Incubator and partnering with Q-Auto (Volkswagen) at the Mobility Incubator, while we support sports innovation through our Sports Tech Incubator. Within the QBIC premises, Factory One empowers SMEs with industrial capabilities, and "Jahiz" offers ready-to-operate facilities.

**Though our presence spans different locations and specialties, our core goal is unwavering: to nurture Qatari entrepreneurship and champion the creative and innovative pursuits that drive our private sector's prosperity.**



# WHAT'S AHEAD

## New Year, New Challenges, and Longstanding Ambition

2023 was a remarkable year marked by a series of achievements and successes across all key pillars of our work at Qatar Development Bank. We launched several new financing initiatives and witnessed substantial growth in the number of beneficiaries of our financing, advisory, capacity building and incubation programs as well as our export promotion and development services. Driven by these successes, we to continue to forge ahead towards achieving our goals for 2024 ensuring it is yet another exceptional record of relentless dedication and ambitious pursuits.



### New Horizons for Digital Transformation

In 2024, we aspire to blaze new trails in technological transformation and expand digital development in the bank's operations and the private sector through a diverse portfolio of programs, initiatives, and partnerships. We also plan to upgrade the services of the bank's digital portal launched in 2023 to empower our direct finance clients of small and medium-sized enterprises. This will allow them to reap the benefits of the portal's features and the exceptional banking experience we offer. This upgrade is necessary to meet the current and future needs of our clients and to provide a state-of-the-art, integrated digital infrastructure that can handle future challenges. On the other hand, and to strengthen the manufacturing entrepreneurship ecosystem and support the technical and digital capabilities of Qatari manufacturing companies, we will follow up on the digital transformation plans for our Model Factory, "Factory One" and its beneficiaries, which already began at the end of 2023 with the opening of the Center of Excellence for digital capacity development in cooperation with HAAS/Phillips Education, a leader in manufacturing technology.



### Innovative Financing Solutions: A Lifeline for Fledgling Businesses

We aim to develop and diversify our financing services and solutions through three pillars: encouraging our local bank partners to offer more financing solutions for SMEs, innovating new solutions to support and sustain struggling businesses, addressing all factors that negatively affect their profitability and growth. In addition, we seek to provide new financing solutions to support Qatari exports, bolster their competitiveness, and explore more opportunities for them in global markets.



### Fostering Qatar's Entrepreneurial Culture

We continue to shape the desired future of the private sector in Qatar by creating a supportive entrepreneurial ecosystem. 2024 will witness the launch of the third phase of the manufacturing initiative "Jahiz" which provides ready-to-operate industrial facilities at competitive prices for starting and developing manufacturing projects. Jahiz 3 will be an industrial technology park, ready to incubate 16 factories with a modular design that allows factories to be dismantled or re-assembled on demand. It will serve the fields of chemical and plastic manufacturing, light metals, rubber, and food technology. We are also in the process of creating a new business incubator specialized in cybersecurity, electric transportation, and energy tech.

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YEARS OF  
DEVELOPMENT

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**QDB**  
بنك قطر للتنمية  
QATAR DEVELOPMENT BANK

