

A YEAR OF BREAKTHROUGHS
AND ACHIEVEMENTS

2024

ANNUAL
REPORT
2024



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H.E. Ali bin Ahmed Al Kuwari

Chairman, Qatar Development Bank



After a quarter century of progress, Qatar Development Bank has embarked on a new journey this year, focusing on sustainable development, innovation, and leadership. Over the past year, we have worked diligently to plan and pave the way for a new chapter of economic achievements for Qatar's entrepreneurship ecosystem. This aligns with the directives of His Highness Sheikh Tamim bin Hamad Al Thani, the Amir of the State of Qatar, and with Qatar National Vision, which aims to diversify and increase the contribution of small and medium-sized enterprises to the national economy.

At Qatar Development Bank, we remain committed to our integrated approach, which involves planning, evaluating, and setting goals, and we focus on advancing our services and programs. We have made substantial progress in line with the ongoing global advancements in digital transformation, entrepreneurship,

innovative industries, and the sustainable circular economy. To this end, we have established several strategic partnerships and collaborated with both national and international partners to enhance the effectiveness of our programs and services.

As we embark on this new phase of empowering the private sector, we reaffirm our commitment to our national role. We will continue to support the growth of the business sector and prioritize key economic clusters in alignment with the Third National Development Strategy, contributing to achieving its goals.

Finally, I would like to extend my heartfelt thanks to all members of Qatar Development Bank team, senior management and staff alike,—for their hard work and dedication.

Abdulrahman Bin Hesham Al Sowaidi

CEO of Qatar Development Bank



In a year marked by developments and initiatives, we at Qatar Development Bank reaffirmed our commitment to supporting and empowering the private sector, guided by the goals of Qatar National Vision 2030. We aim to contribute to the transition toward a diversified, sustainable, and knowledge-based economy. With the support and guidance of His Highness Sheikh Tamim bin Hamad Al Thani, the Emir of Qatar, we have set the stage for new beginnings, striving toward more significant goals and higher ambitions.

In this year of successful milestones, we are pleased to present a comprehensive overview of our key achievements over the past months. We take pride in highlighting our team's efforts to empower the private sector, support small and medium-sized enterprises, and encourage startups across various stages and sectors.

This year, innovation has been at the core of our efforts. We introduced several new programs and initiatives, tailored to meet the evolving needs of entrepreneurs as they strive for excellence. We also strengthened our support for the Qatari private sector, aiming to increase its contribution to the national economy through exports to global markets.

To this end, we rolled out various initiatives to elevate the national entrepreneurship ecosystem to international standards. We are also proud to have launched Qatar Development Bank's 2025–2030 strategy, which aligns with the aspirations of entrepreneurs and the private sector, in response to the goals and vision of the Third National Development Strategy to diversify the economy and empower the private sector to play a greater role in driving economic development.

Looking back on these milestones, we have evaluated our future goals and made significant efforts to plan for the year ahead. With renewed confidence and determination, we approach the coming year with high hopes and ambitious strategic plans, all aimed at advancing toward a sustainable economy to ensure a prosperous future for Qatar.



QATAR DEVELOPMENT BANK'S VISION AND MISSION

The year 2024 was marked by efforts to renew Qatar Development Bank's strategic vision and mission, embarking on a new journey aligned with the country's national progress. In this context, and in line with Qatar's National Vision, the Third National Development Strategy, and the Third Financial Sector Strategy, Qatar Development Bank launched its 2025–2030 strategy at the end of the year. The aim is to enhance support for entrepreneurship while focusing on priority economic clusters.



KEY MILESTONES AND ACHIEVEMENTS IN 2024



THE BEGINNING OF A NEW JOURNEY

2024 featured numerous achievements and successes at Qatar Development Bank, driven by continuous efforts and constructive work in line with the Third National Development Strategy and the Third Financial Sector Strategy. These strategies focused on enhancing innovation, improving performance efficiency, and safeguarding investor interests, all of which helped solidify Qatar's position as an attractive investment destination in line with Qatar National Vision 2030. Through organized efforts over the past years, the bank made significant strides toward meeting the goals of the Third National Development Strategy, which now serves as a strong foundation and starting point for formulating an updated strategy for the bank's future business plan.

This year was marked by new ventures and plans, with the bank launching various new initiatives and programs as part of its ongoing efforts to update its services and bolster its impact. Additionally, the year saw numerous collaborative initiatives, successful partnerships, and growing ties with national partners, international institutions, and global organizations that share common goals, ambitions, and values. These efforts enriched the entrepreneurial landscape within Qatar's business ecosystem, creating enhanced opportunities. Furthermore, the bank made significant progress in its journey toward excellence and leadership in the digital transformation of Qatar's business ecosystem, as evidenced by several global awards and recognitions.

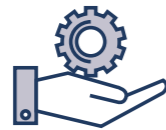


Digital Transformation in the Bank's Operations

In 2024, we continued to strengthen our position in digital transformation, striving for operational excellence in our services. This year marked significant progress in digitizing our services and streamlining operations by adopting the latest technologies. We successfully enhanced our customer experience and improved service efficiency for those benefiting from the bank's offerings. Some of our key advancements include:



The launch of Qatar Development Bank's new website



Developing the digital journey for financing clients



The launch of the national platform **Binaa** for contractors and consultants



Awards and Recognitions

In 2024, Qatar Development Bank accomplished remarkable achievements in multiple fields. We expanded our programs and consolidated our position as a leading institution in enabling and supporting entrepreneurship in Qatar. This was demonstrated by the bank receiving prestigious awards, recognizing our prominent role in supporting innovation and enhancing the business ecosystem.

From the American Global Finance magazine



Best SME Bank Award

Best Trade Finance Provider in Qatar Award

Best Digital Bank in the Middle East Award

Best Digital Bank in Qatar Award

MEED Banking Excellence Awards 2024



Best Digital Bank in Qatar Award



Guidelines and Knowledge-Sharing

At Qatar Development Bank, we are committed to providing comprehensive support to entrepreneurs and investors by offering valuable knowledge and resources to foster the entrepreneurial ecosystem. In 2024, a set of guidelines was introduced to help entrepreneurs better understand procedures and services and gain access to resources to support them on their entrepreneurial journey. These guidelines include:



SME Directory

Cybersecurity Manual for SMEs 2024

SME Business Guidebook



Updated Strategy for Qatar Development Bank 2025-2030

In 2024, we presented an updated vision for the Bank's strategy to support and develop the local entrepreneurship ecosystem. Our focus was primarily on studying the objectives of the Third National Development Strategy and identifying how they can align with our efforts. This was achieved by reassessing and organizing our activities, initiatives, and programs to focus more deeply on priority economic clusters.

QATAR DEVELOPMENT BANK STRATEGY 2025–2030

“The launch of the new strategy for Qatar Development Bank aligns with the third phase of Qatar’s National Strategy, complementing the goals and aspirations of Qatar Vision 2030. We are confident in the importance of our contribution to achieving this vision from our position in developing the private sector and growing the national economy, by providing it with the best initiatives, programs, and plans that match its aspirations. At Qatar Development Bank, we reaffirm our commitment to achieving the goals of this strategy and our constant efforts to develop the local entrepreneurship ecosystem.”



Farha Ahmed Al-Kuwari
Executive Director of Strategy



Bank’s Strategy Framework

In alignment with Qatar’s National Vision and the Third National Development Strategy, along with the Third Financial Sector Strategy, Qatar Development Bank launched the updated strategy at the end of this year. The strategy focuses on enabling entrepreneurship and prioritizing economic clusters.

This new strategy relies on three integrated pillars



Innovation Support

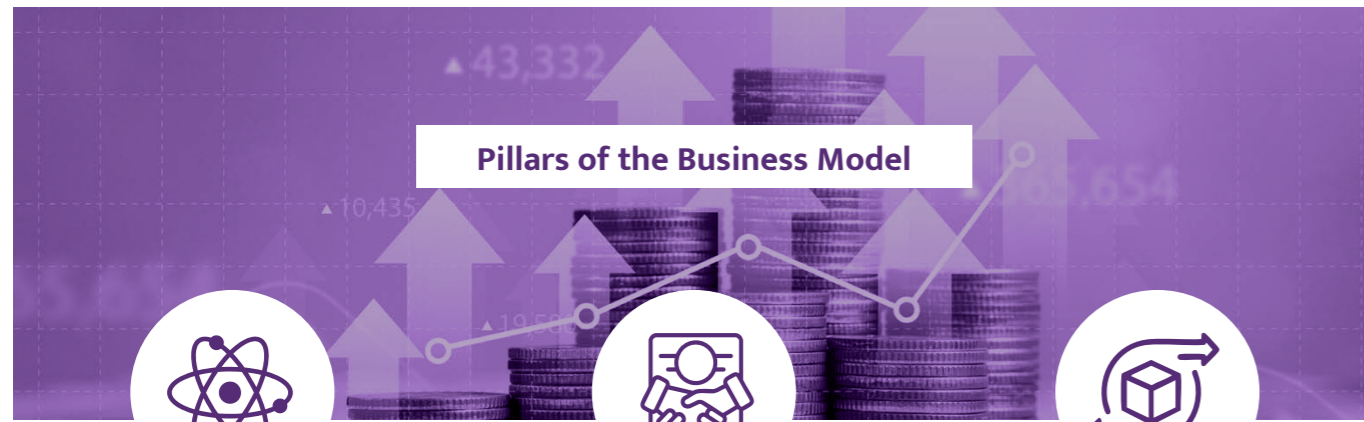


Local Enterprises Development



Export Ecosystem Enablement





Pillars of the Business Model

Innovation Support

Providing incubation, acceleration, and investment services for startups

Local Business Development

Providing financial and advisory support to local companies to enhance their growth and competitiveness

Activating the Export Ecosystem

Providing export development, promotion, and financing services to support exports

Targets	Targets	Targets
Enabling the growth of the startup ecosystem, accelerating its path to maturity, and supporting the foundations for attracting private capital	<ul style="list-style-type: none"> Supporting the development of a flexible, productive, and competitive private sector Enabling financial institutions to better support and finance the private sector Addressing funding gaps to support underfinanced companies 	Facilitating export activities for private sector companies, positioning the Bank as a gateway to strategic markets beyond Qatar
Operating Model		
Digital Infrastructure		
Environmental, Social, and Corporate Governance (ESG) Practices and Principles		

The new strategy aims to achieve digital transformation, environmental, social, and governance (ESG), and promote innovation and creativity, focusing on strategic partnerships to facilitate achieving these objectives.



Key Changes in Our New Business Model



Transitioning from direct support to empowerment, both for the entrepreneurial ecosystem and our partners in this journey



Expanding the customer base, benefiting from the Bank's financing and consulting services to include all companies based in Qatar and those registered in Qatar's free zones



Expanding the Bank's international presence through Qatar Export Promotion Offices targeting priority markets



Expanding the base of Qatari export support customers to include international buyers from Qatari exporters, focusing on service exporters



To achieve the strategy's objectives



A detailed plan consisting of **18 initiatives** has been developed



113 projects



These initiatives form the **foundation of Qatar Development Bank's 2030 roadmap**



Our Responsibility in National Development and Contribution to Qatar Vision 2030

In line with the Third National Development Strategy of Qatar 2024–2030 we reaffirm our ongoing efforts in playing our developmental role in Qatar's economic journey towards achieving the goals and aspirations of Qatar Vision 2030.

Looking at the national pillars of economic, human, environmental, and institutional development, we are committed to supporting the private sector and entrepreneurs in Qatar, ensuring the diversity of economic sectors, and creating an investment environment that meets the private sector's aspirations while confirming Qatar's position as an innovation hub and preferred investment destination.

Qatar Development Bank's 2025–2030 strategy aligns with the Third National Development Strategy and the Third Financial Sector Strategy.



OUR PILLARS



Innovation Support



Local Enterprise Development



Export Ecosystem Enablement

INNOVATION SUPPORT



“At Qatar Development Bank, we recognize the crucial role innovation plays in driving pioneering and distinguished work. We are committed to identifying and nurturing innovative and creative talents in the Qatari market. Our goal is to empower, strengthen, and support these talents, whether through incubation and development or by facilitating external investment opportunities. Fostering innovation is a core pillar of our strategic approach, aligned with the objectives of the Third National Development Strategy.”



Mr. Mohammed Abdul Salam Al-Emadi

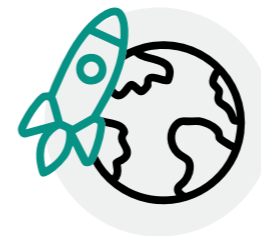
Executive Director of Investment and Incubation



Innovation Drives Investment

We are committed to supporting the Qatari private sector by helping it launch and incubate innovative businesses and start-ups. Our goal is to develop the skills of business founders, accelerate their growth, and enable them to compete locally. In doing so, they can contribute to the development of the Qatari economy and drive national progress.

The support we provide is rooted in our belief in the critical role that innovation plays in fostering economic growth and achieving global excellence. To this end, we offer solutions to **incubate, accelerate, and invest in innovation** in Qatar through the following initiatives:



Investing in start-ups or facilitating access to foreign investments



Offering incubation and business acceleration programs for start-ups or connecting them with third-party experts and specialists



QDB's Business Incubators and Accelerators

Bringing ideas to life, and empowering talents to embark on inspiring journeys



1500

Applications
to join Qatar Development
Bank's business incubators
and accelerators



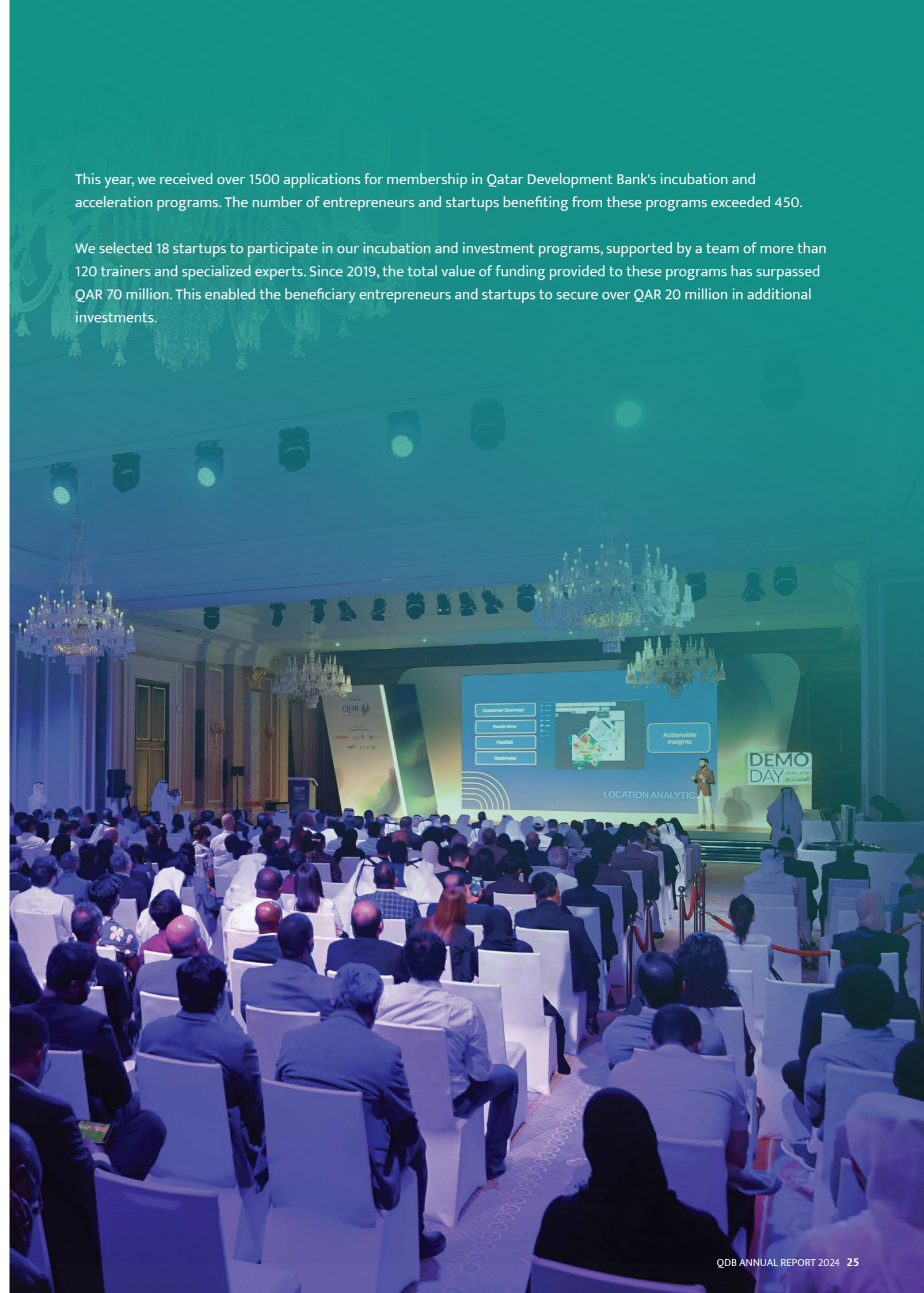
+450

Beneficiaries
including entrepreneurs
and startups



This year, we received over 1500 applications for membership in Qatar Development Bank's incubation and acceleration programs. The number of entrepreneurs and startups benefiting from these programs exceeded 450.

We selected 18 startups to participate in our incubation and investment programs, supported by a team of more than 120 trainers and specialized experts. Since 2019, the total value of funding provided to these programs has surpassed QAR 70 million. This enabled the beneficiary entrepreneurs and startups to secure over QAR 20 million in additional investments.



Qatar Business Incubation Center

Lean Accelerator Program

Cohort 7
42 applications
10 startups qualified to participate in the Investment Readiness Camp

Lean Coach Program

Cohort 6
202 applications
17 participants

Lean Entrepreneurship Program

Cohort 18
164 applications
40 startups participated, showcasing their initial products

QBIC Demo Day

17th edition
14 startups participated
 Over **460 attendees**
 Over **50 investors**



Digital and Beyond Incubator

127 membership
26 trained startups
16 exhibiting companies
2 incubated and invested companies



Qatar FinTech Hub

Cohort 6
 12- week **training program**
exhibiting companies
13 startups
350 applications from various countries worldwide



Qatar SportsTech

46 membership applications
14 trained startups
9 exhibiting companies
2 incubated and invested companies
2 hackathon winners



Qatar Creative and Cultural Industries Hub (Scale7)

Scale7 Hackathon – 5th edition
148 applications
55 talented participants
9 startups
 Scale7 Hackathon with Geekdom
21 applications
9 participating teams



Transportation Solutions Incubator

62 membership applications
19 startups trained
11 exhibiting companies
3 incubated and invested companies
3 hackathon winners



هاكاثون قطر للابتكار Qatar Innovation Hackathon 2024

We hosted the **Qatar Innovation Hackathon 2024**, bringing together business incubators and accelerators from various industries under the theme "**Unleash Your Ideas, Unlock the Future.**" The event was held in collaboration with **26 specialized partners**. We invited innovative and ambitious entrepreneurs to present their creative solutions across **six specialized fields**. Over **445 applications** were received, with **84 startups** qualifying to showcase their innovative ideas in **17 challenges** spanning various sectors. Participants underwent intensive training, benefiting from the expertise of **50 trainers**, **more than 450 mentoring sessions**, and **25 workshops**.



Success Story

Hairat Jewellery

"The idea behind Hairaat Jewellery was born out of the need for jewellery inspired by Qatar's surroundings and its rich heritage. Like any business in its early stages, we faced numerous challenges. However, Qatar Development Bank has supported us at various stages, becoming a valuable partner we are proud to work with. Through the Scale7 incubator and business accelerator (Cultural and Creative Industries Hub), they provided us with office space for designers and connected us with companies and investors. This support has enabled us to shift production from abroad to within Qatar, by helping us access raw materials from global supply chains."

Nada Al Sulaiti,

Qatari Jewelry Designer and Founder of Hairaat Jewellery



Investment Opportunities

Developing the Investment Landscape and Realizing Opportunities



Total investment portfolio of Qatar Development Bank

Over **QAR 300 million**
23.5% growth compared to 2023



Capital disbursed amounts

QAR 108.7 million
18% year-on-year growth



The number of small and medium-sized companies receiving investments

rises to **47**, showing a
34% growth year-on-year

In recent years, we have made significant strides, particularly in developing our investment portfolio and expanding our focus on technology startups and emerging sectors. We have supported these initiatives either through direct investments via Qatar Development Bank's investment arm or through our incubation and business acceleration programs, which empower startups to access local and regional markets.



Aligned with the priority sectors of the Third National Development Strategy, Qatar Development Bank has invested in **over 35 startups** in the technology sector. The value of our direct investments and commitments to date exceeds **QAR 250 million**, with approximately **QAR 100 million allocated directly to companies.**



MAGNITT

As part of our commitment to providing valuable information and research data to enrich the knowledge base of small and medium-sized enterprises and entrepreneurs in Qatar, we collaborated with Magnitt research institution to present **the fourth edition of the Venture Capital Report** at the beginning of the year. The report reviews the performance of Qatar's venture capital ecosystem during 2023, as well as capital flows, including those directed to tech startups. It also highlights the bank's contributions to this sector and its development. Key findings include:



Qatar maintained its position among the five most active countries in the Middle East and North Africa (MENA) region, accounting for approximately 6% of total deals in the region during 2023



Venture capital spending in Qatar during 2023 reached QAR 43 million, with investments in 187 startups and a total of 224 venture capital deals



Qatar sustained a compound annual growth rate (CAGR) of 17% in investment volume and 10% in the number of deals over the past five years



The top five performing sectors in venture capital received 77% of total capital flows in Qatar during 2023. The industrial sector led with 36% of total spending, followed by the financial technology sector at 15%, and healthcare technology, which accounted for 12%



Programs and Initiatives to Invest in Innovation in 2024

New Solutions for a New Reality

Throughout 2024, we, alongside our national and international partners, have been committed to advancing Qatar's investment landscape by creating investment opportunities, attracting foreign investors, or fostering an environment conducive to successful ventures. Additionally, we have showcased Qatari products by participating in major global investment conferences and events. This year, we also launched several new programs and products that reinforce Qatar's position as a dynamic hub for bold investments and promising future opportunities in the region.



Startup Qatar

The program was introduced during the Web Summit 2024 held in Doha as part of the **Startup Qatar** initiative, launched by the Investment Promotion Agency in Qatar, in collaboration with various partners. The initiative aims to attract tech companies by offering direct investments of up to **\$500,000** for early-stage companies and up to **\$5 million for high-growth companies** seeking to expand their operations in Qatar and the wider region.



Over 2700 applications received since the program's launch



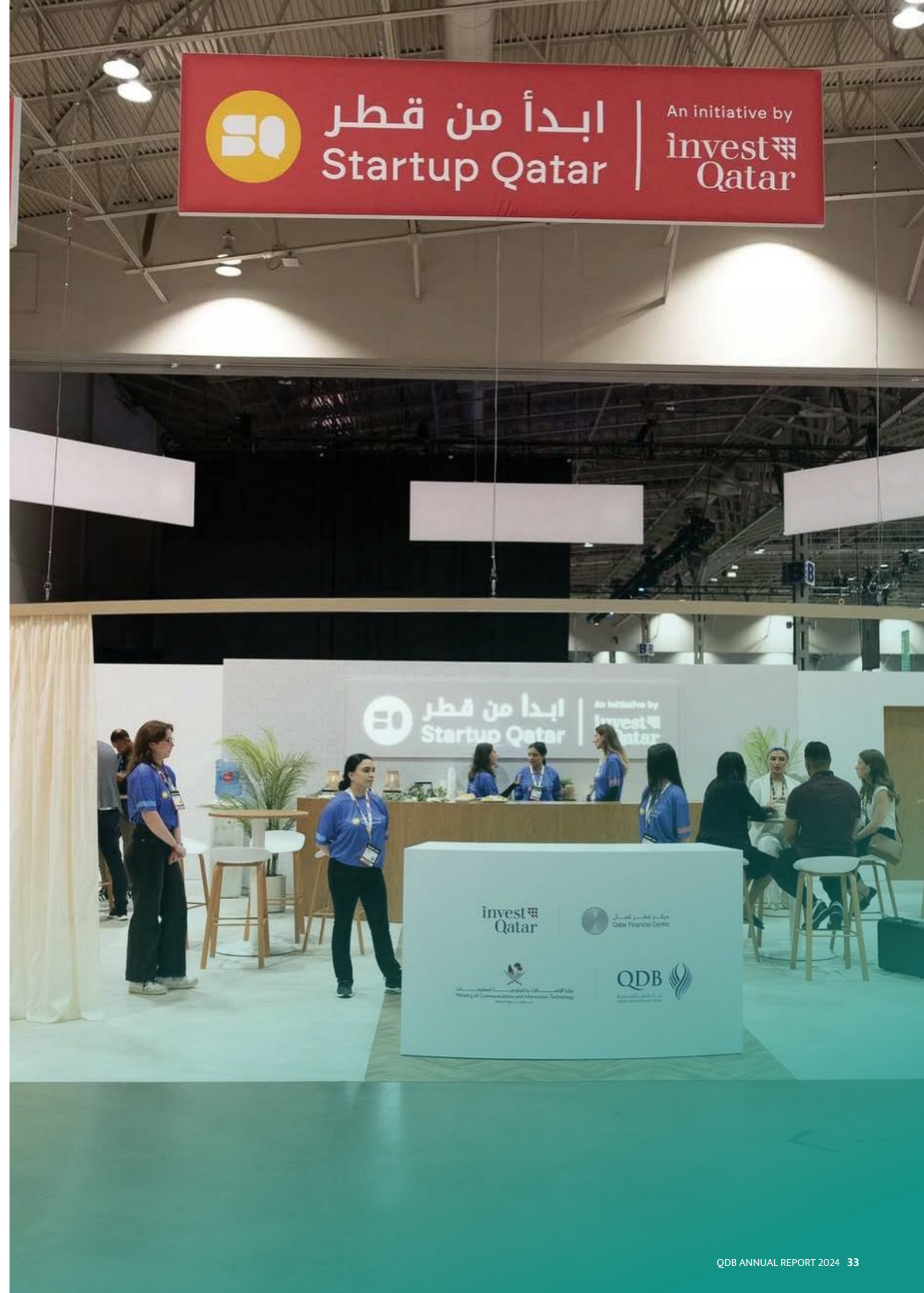
Over QAR 70 million in investments and commitments to date spread across sectors such as e-learning, financial technology and climate technology among others



Participating companies from Singapore, Saudi Arabia, Oman, the UAE, Türkiye, the UK, and the USA

Beneficiaries of the program are encouraged to relocate their headquarters or part of their operations to Qatar where **we provide full support, including office space, residential units**, and a conducive environment for business growth and excellence.

Additionally, in cooperation with the Qatar Financial Centre, we have waived registration and renewal fees for start-ups. Through our partnership with the Qatar Research, Development, and Innovation Council, we facilitate bilateral meetings to connect companies with national institutions and businesses, enabling them to evaluate and implement innovative technological solutions.



6th Qatar Investment Forum

 **+450** participants and attendees

As part of the 10th edition of the **Rowad** conference, we organized the 6th edition of the Qatar Investment Forum, creating a unified platform for investors, experts, and leading innovative startups to come together. This event provided an opportunity to exchange expertise and insights on key investment opportunities, while fostering collaboration with leaders in the local, regional, and international business and investment sectors. During the forum, we also announced several new investment programs:



Partial Guarantee Investment Program

We aim to expand venture capital investments in Qatar by mitigating investment risks and encouraging direct investment in local companies. Through this program, Qatar Development Bank provides guarantees for investments, thereby reducing potential risks to investors' capital within defined time frames. The program targets individual investors, investment clubs, and funds interested in investing in Qatari startups.



Talent Community Program

Launched in partnership with Qatar Science and Technology Park, the Qatar Research, Development and Innovation Council, and the Ministry of Communications and Information Technology, the program received strong interest at launch, with over **80 applications**. It aims to attract talented individuals to join Qatari startups by offering temporary housing for global talents affiliated with QDB-backed startups and those within the **Startup Qatar** investment program portfolio.

With a focus on sectors such as technology, research, innovative product development, and artificial intelligence, the program is designed to attract and retain global talent to collaborate and share expertise within Qatar.



A Roadmap for Supporting Innovation in the Near Future

A Comprehensive Vision with Integrated Steps

Our goal for the upcoming year is to continue driving innovation through both direct and indirect investments, as well as by incubating and accelerating innovative businesses. Our focus is on:



Early-stage startups within key economic clusters outlined in the Third National Development Strategy, including manufacturing industries, logistics services, and the tourism sector. Additionally, we will prioritize sectors such as education, financial technology, information technology, digital services, and sustainability. We will also support agricultural technology, health services, and green technology projects



Expanding our customer base to include international startups looking to establish a presence in the State of Qatar



Increasing investment volumes and expanding joint investments to include companies in the pre-founding and founding stages. This will involve supporting angel investment networks and offering capital guarantees

Success Story

“We were thrilled to participate in the Web Summit in Lisbon as part of the Qatar Pavilion, alongside the four startups selected for the **Startup Qatar** investment program. This experience provided us with the opportunity to connect with global policymakers, gain valuable insights, and present our artificial intelligence solutions, showcasing the potential of local innovation in driving global change. Programs like these reflect QDB’s commitment to advancing technological development and artificial intelligence initiatives, empowering local innovators in alignment with Qatar’s Vision 2030.”

Nour Alnahhas,
Co-Founder and CEO of Nybl

LOCAL ENTERPRISE DEVELOPMENT

“Developing the private sector in Qatar is the core focus of our work, guided by a strategic plan aligned with Qatar’s national strategy and vision. Our goal is to help build a diversified, knowledge-based economy. To achieve this, our support for the private sector and local projects goes beyond just financial and material assistance. We also prioritize providing advisory services, developing capabilities and talents, and equipping individuals with the knowledge and skills necessary for fostering a strong and prosperous economy.”



Dr. Hamad Salem Mejegheer
Executive Director of SMEs Development



Developing Expertise and Fostering Knowledge

Towards a Knowledge-Based Economy

Building skills, expertise, and capabilities is a central focus of our work at Qatar Development Bank, as we believe that knowledge is the foundation for growth and the fastest path to realizing ambitions. In 2024, we successfully fostered a culture of entrepreneurship and creative thinking within the business community. We also helped entrepreneurs enhance their skills through specialized guides, training sessions, interactive workshops, and digital learning opportunities that empower clients and entrepreneurs to launch new ventures, turn ideas into tangible projects or expand their existing businesses.



Trained and empowered over 6,000 startups, small and medium-sized enterprises, and entrepreneurs through workshops, training sessions, and capacity-building programs



Published 33 specialized reports and studies in the business field



Programs to Develop Entrepreneurial Projects and Ideas in 2024

QDB Learning Initiatives

QDB is committed to nurturing a knowledge-based entrepreneurship ecosystem by offering a series of specialized workshops and diverse digital activities. These initiatives aim to enhance the skills of entrepreneurs seeking new ways to acquire and refine expertise, thereby supporting the sustainability and growth of their businesses in alignment with Qatar's efforts to build a diversified, knowledge-driven national economy.



Specialized Workshops

24 specialized workshops and sessions focused on launching startups and expanding businesses

1208 attendees and beneficiaries

448 participants attended the awareness workshops

96% satisfaction rate with regards to workshops and sessions

Student Competitions to Foster Entrepreneurial Skills and Spirit

This year, we pursued our efforts to promote an entrepreneurial culture within Qatari society in collaboration with national partners from the Ministry of Education and Higher Education, and other knowledge partners to reach a broad audience of youth, equipping them with the skills and knowledge necessary to develop their ideas and transform them into projects that can contribute to the national economy.

"Ana Raed" Program



This year, we concluded the second edition of the **Ana Raed** program with great success, in cooperation with the Ministry of Education and Higher Education. The program fosters a culture of entrepreneurship among school students and encourages creative thinking.



33 government schools participated, marking an 18% increase over the previous year (2022-2023)



24 advisory sessions and 8 training sessions were organized by the Qatar Development Bank team



182 students presented distinguished projects



مسابقة الفكرة الوطنية لريادة الأعمال
5 مايو، 2024

Al Fikra National Entrepreneurship Competition
May, 2024



"Al-Fikra" National Competition

In partnership with Qatar University, we hosted the second edition of the National Entrepreneurship Competition "Al-Fikra". The competition brought together student teams and faculty members from various universities across Qatar, offering a unique platform for young entrepreneurs to showcase their projects and ideas to a panel of distinguished experts and investors. Participants gained access to financial and advisory support to help transform their projects into viable, sustainable businesses.



This year, 469 participants from 191 teams applied for the competition



164 teams advancing to the final rounds



101 teams from the "Beginners Track"



63 teams from the "Experts Track"



Cybersecurity Manual

We launched the Cybersecurity Guide for SMEs in collaboration with the National Cybersecurity Agency. The guide aims to raise awareness of cybersecurity threats and provide practical guidance for SMEs in Qatar to protect their businesses from cyberattacks.



The guide covers common cyber risks



Provides guidance on implementing basic security controls



Offers tips for enhancing security awareness among employees



Outlines practical steps to secure systems and data



SME Guidebook

This year, we launched the 2024 SME Guide with the Ministry of Commerce and Industry. The guide aims to facilitate access to essential information for SMEs and provide resources and support for entrepreneurs and business owners in Qatar, whether they are establishing a company or expanding an existing business.



A reliable reference containing all the necessary information on the policies and procedures required to start, launch, and manage a company in Qatar



Includes information relevant to business owners or those about to establish a business, covering topics such as protecting intellectual property, business establishment, growth, employment, import/export, and mergers and acquisitions



Detailed information on required procedures, necessary documents, fees, and costs associated with each stage



Global Entrepreneurship Monitor Report 2023/2024

In collaboration with the Global Entrepreneurship Monitor, we issued the 2023/2024 report on Qatar. This essential annual study is conducted in cooperation with the Babson College in the U.S. and the London Business School. The report highlighted significant growth in entrepreneurial activity in Qatar, reflected by the rise in early-stage entrepreneurial activity, increased ownership of existing companies, and a concentration of activity in the services sector. Key findings include:



Qatar ranked third in the MENA region and fifth globally in the local entrepreneurship index



Early-stage entrepreneurship activity increased to 14.3%, up from 10.7% the previous year



Qatar ranked third in the region for business owners' interest in social and environmental values



Qatari society's interest in entrepreneurship has grown, with 82.2% of participants expressing interest, marking the highest percentage in the past five years



Rowad Entrepreneurship Conference in Qatar



The **Rowad Entrepreneurship Conference** is one of Qatar's most significant events focused on entrepreneurship. It offers a comprehensive platform for entrepreneurs and SMEs in Qatar to showcase their work, exchange experiences, and learn about the latest global entrepreneurial and economic trends. The conference features bilateral meetings, training sessions, and an exhibition featuring participating companies.

Last year, under the esteemed patronage of His Excellency Sheikh Mohammed bin Abdulrahman bin Jassim Al Thani, Qatar's Prime Minister and Minister of Foreign Affairs, we presented the largest edition of the conference. The 10th edition hosted the Arab SME Summit 2024 in cooperation with the United Nations ESCWA Committee, under the theme "Navigating Digital Horizons."



Various events are held over **3 days**



35 workshops and discussion sessions



More than **5000** visitors and participants from **22** Arab countries



More than **50** experts and speakers from leading regional entities



Over **120** startups and SMEs participated in the exhibition



1400 participants



100 advisory sessions



Over **2200** bilateral meetings and new partnerships formed

Success Story

Participating Companies at the "Rowad" Conference



Ibtechar

"Qatar Development Bank has been a steadfast supporter in our journey at Ibtechar, providing essential resources and support that enabled us to innovate, expand, and make an impact. Their commitment to fostering entrepreneurship and innovation has not only accelerated our growth but also strengthened the entrepreneurship ecosystem in Qatar, paving the way for sustainable development."

Naif Al-Ibrahim
Co-Founder & CEO, Ibtechar



Enbat

"For me, entrepreneurship is not just about building companies; it is about making an impact, challenging norms, and making sustainable choices that shape a better future. Every step is an opportunity to inspire change and leave the world better than we found it."

Ghanim Al-Sulaiti
Founder & CEO, Enbat





Localization of Business Growth and National Procurement

Sustainability, Cooperation, and Growth in the Qatari Market

At Qatar Development Bank, we believe in the private sector's national capabilities, as reflected in its products and services. To support collaborative initiatives and joint projects, our Business Localization Team works to provide strategic programs that strengthen national cooperation, encourage the localization of supply chains, and promote the development of the Qatari market.

Over the past year, we have accomplished the following:

Facilitated **10 coordination meetings** between institutions and companies

Enabled more than **740 local companies** to access localization opportunities in the Qatari market

Localizing opportunities valued at **QAR 1.12 billion**, representing a **135%** growth compared to the previous year

Provided **competitive financing** to local companies to purchase national raw materials and services, with a profit rate capped at 2.5%, aimed at stimulating the localization of supply chains

Government Procurement Forum 2024

In collaboration with the Ministry of Commerce and Industry, the Ministry of Finance, and Qatar Chamber, we organized the second edition of the Government Procurement Forum in 2024. This platform showcases upcoming government projects, ensuring transparency in project submissions and fostering a supportive environment for local companies. It also aims to attract private sector companies, entrepreneurs, and investors. Next year, over 3,000 tenders are expected to be launched across 21 economic sectors and more than 189 economic activities.

SME Directory

In an additional step to support local companies, reduce dependence on imports, and increase local job opportunities, we updated the SME Directory, which provides comprehensive information on Qatari manufacturing SMEs to local buyers and facilitates their access to local contracts and purchases in the public and private sectors. We also featured services companies alongside manufacturing firms to localize supply chains and promote Qatari services. The SME Directory represents a unified platform that facilitates local buyers' access to locally available Qatari products. It contributes to generating new business opportunities and enhancing their competitiveness regarding quality and cost.





Advanced Industrial and Manufacturing Facilities in Qatar

For smart industry and distinguished lean production



“Jahiz” Facilities

As part of its efforts to accelerate smart industrial growth, QDB has started the “**Jahiz 3**” initiative, proposing 16 modular Ready Built Factories to support the next generation of local manufacturers. Aligned with Qatar’s Third National Development Strategy 2024–2030, the initiative aims to boost advanced manufacturing, drive innovation, reduce production time and costs, enhance product quality, and expand export opportunities. It also promotes Industry 4.0 practices and supports value-added projects that contribute to import substitution and private sector diversification.



Factory One

At Qatar Development Bank, we are committed to advancing manufacturing in Qatar by supporting private-sector manufacturing companies. Our goal is to help them streamline operations, achieve operational excellence, and harness the tools of the Fourth Industrial Revolution to drive the innovative industry forward. Since Factory One’s inception as the first center for industrial capability development in Qatar and the region, we have achieved several milestones:

Assisted **58** companies in digitizing their businesses

Increased the productivity of manufacturing companies by **20%**

Generated an estimated **QAR 120** million in additional revenues for participating companies

Trained over **30** experts from public and private entities to assess the digital maturity of small and medium enterprises

Increased the number of SIRI Certified Assessors in the country from **1** CSA in 2022 to **16** CSA, in collaboration with our partners

Strategic Partnerships

Over the years, we have fostered key partnerships to support the technology and manufacturing sectors, which are vital to Qatar’s digital transformation and growing role in the smart industry regionally and globally. Our strategic partners include:



Programs and Initiatives



Digital Transformation Initiative: This initiative helps SMEs adopt advanced technological solutions, enhance their capabilities, and capitalize on growth opportunities in the digital economy. It includes a portal for self-assessment of digital readiness, enabling businesses to identify gaps and areas for improvement in their digital transformation journey.



Digital Grant: Provides financial support of up to \$100,000 for early-stage startups, helping them kick-start their digital transformation.



Digital Loan Initiative: This initiative offers low-interest financing for SMEs in advanced growth stages to support their digital transformation journey, with repayment terms of up to 15 years.

Success Story

Suhail Industrial Holding Group

“Our participation in the Advanced Industry Program has enriched our experience in this field, providing us with valuable insights and best practices in subtractive manufacturing. The program has significantly enhanced our knowledge and skills, enabling us to implement innovative solutions and improve operational efficiency in our business.”

Omar Atiyeh
Plant Manager, Suhail Industrial Holding Group



Advisory Services: Guiding Your Path to Success

We Support You on Your Journey to Excellence

Our advisory and guidance services are crucial in the integrated support we offer to Qatar's private sector. We focus on helping SMEs grow and expand and assisting entrepreneurs in launching new projects. This year, we have revamped our services to align with the evolving needs of businesses, offering tailored packages for each stage of the entrepreneurial journey. We aim to ensure that those seeking support access the best services designed to meet their needs.

Over **6400** companies benefiting from advisory services

360 beneficiaries of advisory and guidance services

Over QAR **36** million granted in advisory services



Advisory Programs and Initiatives in 2024

This year, we introduced three new advisory packages to provide comprehensive support to startups in their early stages and SMEs aiming to expand or improve performance. These packages include field consultations and thorough assessments of company operations, focusing on developing strategic business plans and improving overall performance. Additionally, we emphasize using technical solutions to enhance efficiency and competitiveness.



Starting Up

Designed to support entrepreneurs and startups, this package offers specialized consulting services to lay a solid foundation for a successful project launch. It includes:

Detailed market reports

Practical guides and models to help build an integrated business plan based on best practices and real data

Direct consultations to navigate government procedures required to establish and manage businesses, simplifying the startup process, and minimizing associated risks



Scaling Up

Targeting companies looking to enhance performance and expand, this package offers comprehensive advisory support for local and international growth. The package includes a thorough analysis of the company's current situation:

To identify gaps in administrative, technical, and financial processes

Develop a strategic plan to improve overall performance by optimizing internal operations, elevating product and service quality, and boosting competitiveness

Prepare companies for export by assessing export readiness and creating a strategic roadmap for global market success



Business Turnaround

Designed for companies facing significant challenges that require restructuring or a complete strategic overhaul, this package offers specialized consultations to identify core issues and implement practical solutions to ensure sustainability. It includes:

Expert assessments of the company's current situation

Recommendations based on global best practices to guide companies back toward growth

Executive solutions to help restore financial and administrative balance, leading to profitability

Guidance on enhancing market value and planning for a successful exit strategy if necessary



Financing Local Projects

Empowering the Private Sector

“Our efforts in providing financial support for local projects are rooted in our commitment to ensuring the financial sustainability of Qatar’s private sector. We aim to assist entrepreneurs who are ready to enter the business world by offering the necessary financing. This support is not only provided directly but also in collaboration with financial institutions and partners across Qatar, always focusing on meeting the needs of our clients at every stage.”



Mr. Ali Mohammed Al-Mohannadi

Executive Director of Business Finance

By the end of 2024, direct financing reached QAR 6.40 billion, with a year-on-year growth rate of 33%. Indirect financing totaled QAR 730 million, benefiting more than 1,400 SMEs.

Key Highlights:

Over 1000 SMEs have benefited from direct financing to date

More than QAR 1.5 billion in direct financing was disbursed in 2024

More than 470 companies benefited from direct financing in 2024

Over QAR 900 million in indirect financing was provided through the Al Dhameen program

Over 150 beneficiaries of the Al Dhameen program in 2024



Direct Financing Programs and Initiatives in 2024

Milestones in the Journey of the National Response Guarantee Program

The National Response Guarantee Program was launched in 2020 as part of the response to the COVID-19 pandemic. Its purpose was to support the private sector by providing essential financial resources and offering 100% guarantees through Qatar Development Bank to local banks, totaling QAR 5 billion. The program was designed to help private companies weather the immediate challenges posed by the pandemic, including paying salaries and rent.

Qatar Development Bank has continuously **updated and improved the National Response Guarantee Program** since its inception

Over 4000 beneficiaries have received support

The total value of issued guarantees stands at **QAR 3 billion**

Qatar Development Bank's Financing Portfolio: As part of our ongoing efforts to adapt to businesses' needs, Qatar Development Bank launched a new financing portfolio under the **National Response Guarantee Program**. This portfolio aimed to ensure the financial sustainability of the private sector by allowing customers to transfer remaining facilities from partner banks to Qatar Development Bank, with flexible financing options

End of the Program: In line with the Emiri grant and the Council of Ministers' directives to waive loans for companies benefiting from the **National Response Guarantee Program**, Qatar Development Bank officially announced the program's conclusion after four years of supporting the private sector through the pandemic

Building on this legacy and in line with the program's objectives, we launched this year the **"Support"**, Financing Program for Working Capital, offering zero-profit financing for eligible clients

Support Program

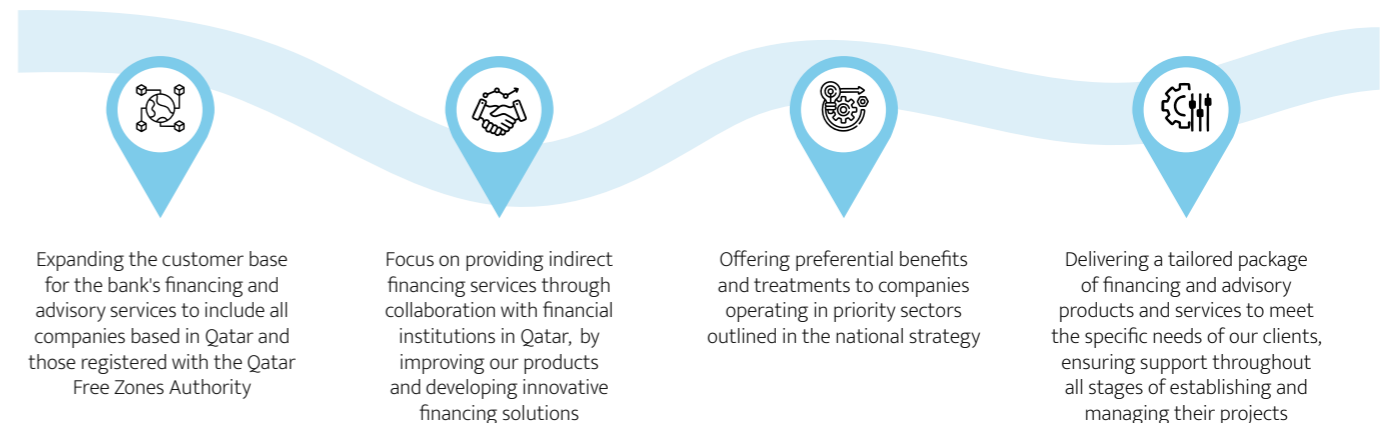
Following the directives of His Highness the Amir Sheikh Tamim bin Hamad Al Thani, the Council of Ministers issued instructions to waive outstanding loans for companies that benefited from the National Response Guarantee Program during the COVID-19 pandemic. In line with this initiative, this year we introduced the Support program, which provides short-term financing to active companies that received financing under the National Guarantees Response Program and had repaid over 75% of their loans by October 9, 2024.



Roadmap for Local Business Development in the Near Future

Increased Competitiveness and Effective Partnerships

In the coming year, we aim to offer a broader range of services and programs for entrepreneurs, while also empowering our partners in the national entrepreneurship ecosystem through the following initiatives:



THE EXPORT ECOSYSTEM ENABLEMENT



“Building an effective export system requires a vision that extends beyond supporting local companies, positioning them as strong, global partners. At Qatar Development Bank, we are committed to providing strategic opportunities that enable exporters to overcome barriers and establish sustainable economic connections, highlighting the value of Qatari products in every new market. This is our goal with the launch of our new brand, Qatar Exports—to enhance the competitiveness of Qatari products and strengthen Qatar’s global presence, in line with our belief in the vital role that Qatari exports play in advancing Qatar’s position in international trade.”



Mr. Khalid Abdullah Al-Mana
Vice President of Enterprise Development



Qatar’s non-hydrocarbon products and services exports have exceeded **QAR 2.7 billion**



55% year-on-year Growth



Access to **108 global markets**

مبادرات قطر QATAR EXPORTS

For decades, Qatar Development Bank has been dedicated to financing exporters in non-hydrocarbon sectors, focusing on SMEs and the manufacturing sector. Supporting and financing export-oriented businesses is a cornerstone of our work. In 2024, we launched the **Qatar Exports** brand, in line with the bank’s updated export strategy and the continuous growth of the Qatari business sector, as Qatari products increasingly compete on the global stage. This step is strategically significant in boosting the competitiveness of Qatari exporters in international markets, which will, in turn, support the export sector and contribute to realizing Qatar National Vision 2030, aiming to diversify the national economy and reduce dependence on the energy sector.

Throughout the year, we have continued to offer crucial support through the Tasdeer agency to activate a comprehensive system that assists the private sector in its global expansion. This includes developing, financing, and promoting **Qatar Exports**. The system features innovative tools, such as financing and insurance programs, as well as strategies to empower exporters through training and qualifications. Additionally, we provide precise market research and organize targeted events to expand international business networks.



Qatar Export Development

Enhancing Exporters' Skills to Boost Business Growth

At the heart of global economic transformation, capacity development is a strategic step that enables Qatari companies to expand beyond local markets and compete on a global scale. At Qatar Development Bank, we understand that export success depends not only on the quality of products but also on the skills and expertise of exporters. As such, the bank's initiatives focus on developing local competencies through innovative programs like the **Go Global** Export Acceleration Program and interactive workshops that blend practical and theoretical training.



The fourth edition of the **Go Global Export Acceleration Program**, with the participation of 15 advanced companies



Financial grants provided to export companies to strengthen their export strategies, supported by external consultants



183 workshops and individual training sessions for export companies, led by industry experts



Over **630** exporters trained in export practices

Success Story

"The Go Global program has shown positive results, and we are starting export operations to selected countries."

Mr. Khalid Al-Hajri
CEO, Qatol Company



Workshops for Skills Development

These workshops focus on international trade and aim to equip exporters with the skills necessary to ensure their businesses' success. Delivered in collaboration with distinguished partners, the sessions cover a wide range of topics including risk management in international business, customs duties and procedures in target markets, e-commerce, market entry and expansion strategies, sustainable export practices, and product adaptation mechanisms to meet the diverse needs of global markets.



Market Studies and Research Reports

20 Publications and Reports in 2024

These reports and studies are essential for building accurate and effective export strategies. Today, exporters cannot expand without a deep understanding of the target markets. By offering comprehensive market studies and in-depth analyses, we equip Qatari companies with the tools to identify business opportunities, analyze competition, and understand shifting market trends. Additionally, we provide actionable insights that help companies develop flexible export strategies tailored to the specific requirements of each market.

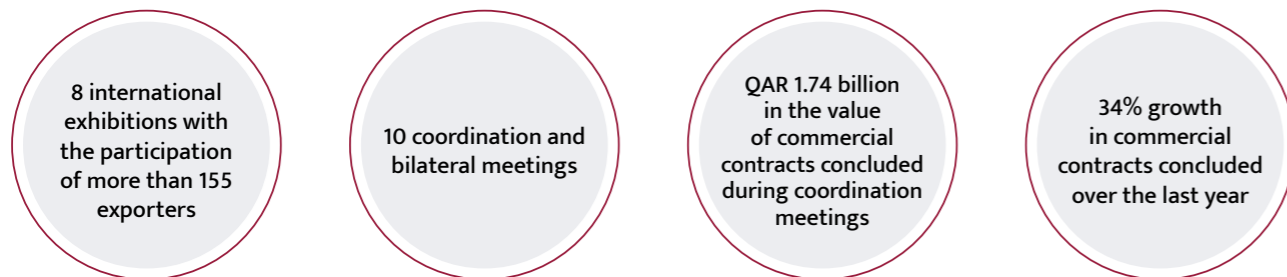


Promoting Qatari Exports

Bolstering Our Exports' Global Reach

Exhibitions and Coordination Meetings

International exhibitions play a pivotal role in enhancing the presence of Qatari products on the global stage and opening new horizons for Qatari exporters. These exhibitions have contributed to tangible results by strengthening trade ties, resulting in new export contracts, and highlighting the competitiveness of Qatari products in international markets. These events align with the bank's vision to enhance Qatar's position as a global center for trade and industry, as they contribute to creating strategic opportunities for exporters to expand and reach new markets.



International Participations and Distinguished Trade Missions in 2024



Saudi Infrastructure Exhibition

Number of participating companies: **14**
Generated opportunities: **+140**
Confirmed orders: **QAR 69.5 million**



LEAP Exhibition

Number of participating companies: **14**
Generated opportunities: **+89**
Confirmed orders: **QAR 11.8 million**



Big 5 Exhibition - Saudi Arabia

Number of participating companies: **18**
Generated opportunities: **+149**
Confirmed orders: **QAR 81.9 million**



Korea Build Exhibition

Number of participating companies: **8**
Generated opportunities: **+83**
Confirmed orders: **QAR 174.3 million**



Exporting Industrial Products to Saudi Arabia

In partnership with **Qatar University**
Number of participating companies: 49
Overall satisfaction: 88.9%



Exporting Food and Agricultural Products to Saudi Arabia

In partnership with **Qatar University**
Number of participating companies: 16
Overall satisfaction: 100%



Adapting Products for International Markets

In partnership with **Singapore Management University**
Number of participating companies: 34
Overall satisfaction: 92.4%



Big 5 Exhibition – UAE

Number of participating companies: 18
Generated opportunities: 198
Confirmed orders: 134 QAR million



Qatar - South Korea Trade Mission

Number of participating companies: 21
Generated Opportunities: +128
Bilateral meetings: 120
Confirmed orders: QAR 168.5 million



Qatar - Iraq Trade Mission

Number of participating companies: 21
Opportunities generated: +210
Bilateral meetings: 251 meetings
Confirmed orders: QAR 333 million



Qatar - UAE Trade Mission

Number of participating companies: 29
Generated opportunities: +320
Bilateral meetings: 270
Confirmed orders: QAR 615 million

Success Story

“QALEX has made the most of the opportunities provided by Tasdeer to participate in international exhibitions and coordination meetings, during which we have concluded contracts worth millions of riyals with foreign buyers. We believe such initiatives will further support QALEX in exploring new markets, finding reliable buyers, and concluding profitable deals with them.”

Abdul Rahman Al Ansari
Chairman of the Board of Directors, Qatar
Aluminum Extrusion Company



Qatar Export Financing

As part of our efforts to enhance Qatar's position as a global trading hub, financing is critical in supporting Qatari exporters, enabling them to access international markets confidently and sustainably. Qatar Development Bank offers integrated solutions through its financing programs, including export financing and credit risk insurance. These programs are designed to meet the needs of exporters across various sectors and sizes. In 2024, we saw significant growth in financing, with:



Go Global to Boost Qatari Exports

Your Gateway to Global Markets

To further support Qatari exporters and expand their global presence, we introduced a new suite of programs under the **Go Global** initiative. This strategic package includes the **Buyers Credit program, the Internationalization Financing Scheme, the Overseas Contract Financing program, and the Post-Shipment Risk Cover—Whole Turnover program.**

Buyers' Credit Program

This program offers innovative financing solutions, including loans, guarantees, and credit insurance, allowing international buyers to access financing for up to **20 years**. It aims to increase demand for Qatari goods and services and integrate them into major global markets. In 2024, we approved long-term credit limits worth **QAR 2.7 billion** for buyers in the region.

The program's launch was supported by creating a specialized team, ensuring greater efficiency.

Program Launch



QDB signed a series of agreements and memoranda of understanding to ensure the program's success, including a reinsurance agreement with Türk Exim and MoUs with esteemed international institutions such as the International Islamic Trade Finance Corporation (ITFC) and export credit agencies including SACE and US Exim. These partnerships aim to expand joint project collaboration and enhance export opportunities.



Internationalization Financing Scheme

This program offers flexible financing options, including direct and indirect financing through QDB's partnerships with local and international financial institutions. It facilitates financing for international projects through guaranteed loans for expansion costs or direct financing using flexible mechanisms.

In 2024, the program opened new horizons for Qatari companies, enabling them to target new markets and diversify revenue streams. The bank also worked on strengthening partnerships with international institutions, facilitating financing for expansion projects, and ensuring their sustainability.

Overseas Contract Financing Program

Focused on supporting Qatari companies involved in international projects, this program provides indirect financing, guaranteeing loans from Qatari partner banks or international financial institutions to finance international contracts. It covers costs for ready projects, construction projects, and technical and consulting agreements with medium- and long-term plans.



Post-Shipment Risk Cover—Whole Turnover

The **Post-Shipment Risk Cover – Whole Turnover** provides comprehensive insurance solutions to mitigate the financial risks associated with export operations. The program enhances the efficiency of insurance processes by reducing costs and streamlining procedures, ultimately speeding up export operations.

Program Launch

In 2024, the program led to a significant increase in insurance coverage for Qatari exports to Saudi Arabia, which rose **sixfold** in value compared to the previous year to **QAR 30 million**.



Roadmap for the Near Future: Activating the Export System

Comprehensive Vision and Integrated Steps

In the coming year, we aim further to support the Qatari export system through the following initiatives:



Expanding the target customer base to include international buyers from Qatari exporters and enhancing the focus on service offerings



Developing diverse products and services to promote, develop, and finance exports



Offering preferential services to companies in the priority sectors outlined in the Third National Development Strategy



Expanding Qatar Development Bank's international presence by establishing offices to promote Qatari exports, focusing on priority markets

SUPPORTING NATIONAL INITIATIVES AND PROJECTS



National Projects Support System

“We at Qatar Development Bank are committed to playing a key role in achieving sustainable economic and social development by supporting projects and initiatives that contribute to the goals of the Third National Development Strategy. Through various programs, we strive to set new standards in project efficiency and provide integrated solutions that meet the needs of citizens while supporting their aspirations.”



Mr. Essa Ali Al Kuwari

Vice President of Operations



Housing Loan Initiatives

In 2024, we focused on enhancing the efficiency and sustainability of the housing sector by developing an integrated, comprehensive system aimed at achieving the highest quality standards in all stages of real estate operations. This initiative seeks to meet citizens' aspirations, improve housing construction processes, facilitate construction procedures, and ensure adherence to top-quality standards, in cooperation with the relevant ministries. Additionally, we launched market initiatives designed to stimulate local economic activity and meet the population's daily needs.

+41000

Total number of citizens benefiting from the housing loan program

+7000

Total payment requests processed in 2024

QAR +935 million

Total value of loans disbursed in 2024



“Binaa” National Platform

In October 2024, we launched the “Binaa” national platform as a significant step towards developing the housing sector and improving efficiency in implementing housing projects in partnership with the Ministries of Finance and Municipality. The platform aims to register and accredit locally classified consulting offices and contractors, serving as an innovative link between citizens benefiting from the housing loan program and companies qualified to work on their projects.

The platform offers interactive tools that streamline the process of selecting the most suitable service providers through precise matching mechanisms. It also displays customer reviews and highlights previous projects.



Increased Service Visibility

Companies can expand their reach through the search and filter feature, making it easier for customers to find and select services



Customer Reviews and Ratings

The platform's customer rating system helps companies build a positive reputation, leading to future job opportunities



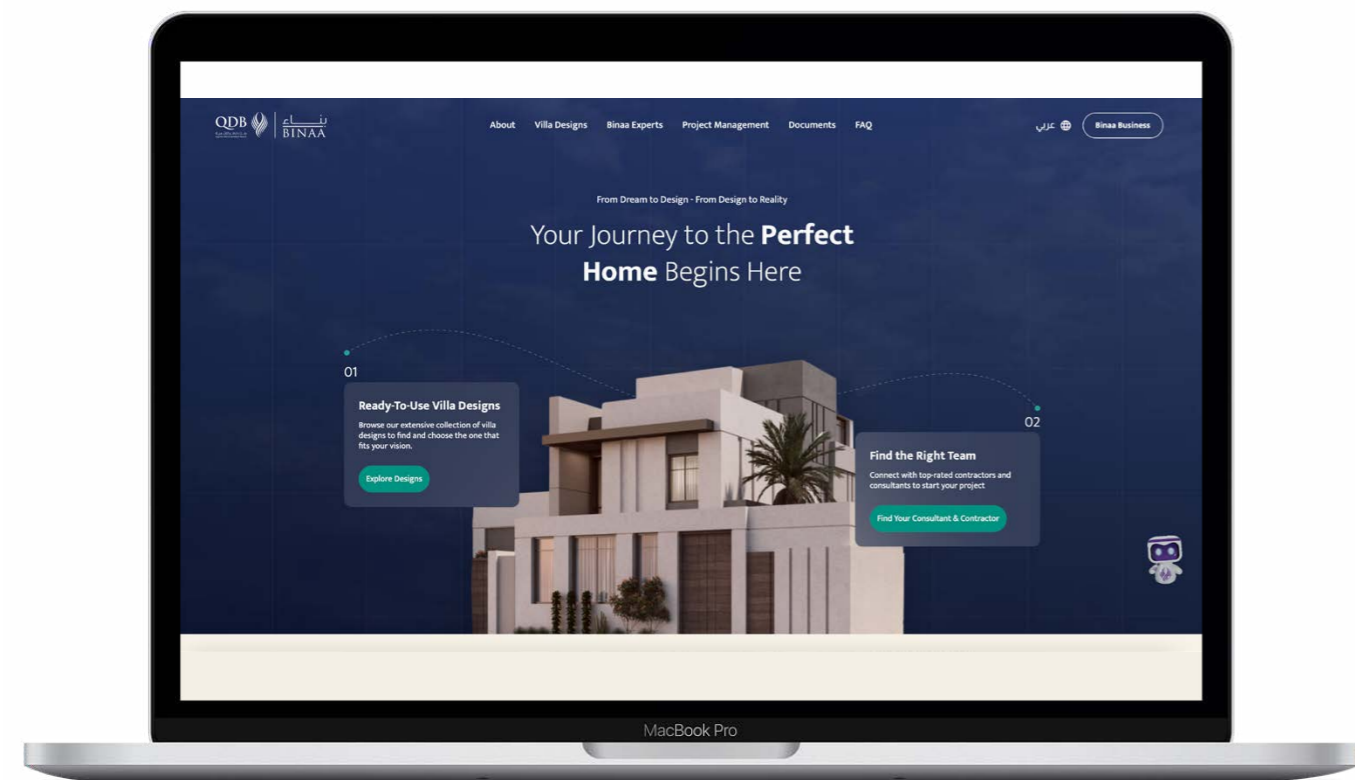
Access to a Larger Customer Base

The platform enables contractors and consultants to connect with potential customers seeking services for home construction projects



Enhanced Communication

The platform facilitates direct communication with customers, making it easier to respond to inquiries and secure new projects



“Binaa” Ready-to-Use Villa Designs

To further support the housing sector and streamline the efficient execution of residential projects, Qatar Development Bank has developed a range of free, ready-made villa designs for nationals planning to build their new homes. In addition, the Bank offers a list of qualified contractors and consultants, enabling individuals to select the most suitable team to deliver their project with precision and professionalism. Through “Binaa”, QDB provides an integrated, seamless journey that ensures quality and efficiency from start to finish.





FUTURE ASPIRATIONS AND PROSPECTS



About Qatar Development Bank

Qatar Development Bank was established in 1997 as a government-affiliated development institution to strengthen the national business ecosystem, promote industrial development, and drive economic diversification in Qatar's private sector.

Over the past quarter-century, Qatar Development Bank has achieved several significant milestones. It has become a key player in supporting national entrepreneurship and the private sector and contributing to the creation of a diversified, knowledge-based economy.

The bank's strategy aligns with Qatar National Vision 2030, the Third National Development Strategy, and the Third Financial Sector Strategy. Its vision focuses on building a prosperous future for Qatar's business ecosystem, propelling Qatar toward a sustainable and successful future.

Qatar Development Bank's support model is built on three integrated pillars: fostering innovation by incubating and accelerating entrepreneurial ideas and investing in start-ups; developing local businesses through financial and advisory support; and enhancing the export system to boost Qatari exports and increase the competitiveness of Qatari products in global markets. Additionally, the bank is actively collaborating on several national initiatives with various government partners.

The bank's core pillars focus on diversifying measures to support social and economic development, optimizing the use of available resources to achieve environmental, social, institutional governance, and digital transformation goals, and fostering innovation and creativity. The bank also strongly emphasizes collaboration and forging enriching partnerships, both locally and globally.



A Look Ahead to 2025

Qatar Development Bank will play a pivotal role in empowering and developing the private sector, aligning with the country's strategic direction as outlined in the Third National Development Strategy. This empowerment will be realized through various products and services designed to support the local economy.

We are adopting a proactive approach to supporting the national entrepreneurship system, anticipating and addressing its needs with initiatives tailored specifically for this purpose.

We will design and launch the "National Financing Portal," which will significantly enhance SMEs' access to financing. We will share more details about this initiative throughout 2025.

We will establish strategic partnerships with key stakeholders and financial institutions, while expanding our role as an enabler of private sector development.

Through our updated strategy, we aim to support priority economic sectors and advance the national entrepreneurship ecosystem, whether by empowering entrepreneurs early or strengthening national institutions supporting entrepreneurs in later stages.

As part of our financing services, Qatar Development Bank will work to encourage local commercial banks to provide various financing options for the SME sector. This will be achieved through the updated "Al-Dhameen" program, offering attractive terms for both banks and companies.

We aim to foster joint investments by attracting private sector investors and supporting local angel investment.

We will provide comprehensive and seamless services to SMEs by conducting in-depth studies of each company's operations and offering a tailored package of services, including advisory, financing, and more. This will allow each client to embark on a development journey with Qatar Development Bank that is perfectly aligned with their unique circumstances, needs, and goals.

QDB's 2030 Goals

Qatar Development Bank's 2025–2030 strategy is built on three core pillars: Innovation Support, Local Enterprise Development, and Export Ecosystem Enablement.



Through the Innovation Support pillar, the Bank aims to achieve a **24%** growth in the value of early-stage funding disbursed by QDB. This includes empowering **4** private business incubators and accelerators



Under Local Enterprise Development, the Bank targets raising its share of indirect financing to represent **25%** of the total financing portfolio, while also aiming to increase SMEs' contribution to non-hydrocarbon GDP by **6%**. Additionally, **80%** of total financing is to be directed toward underserved sectors.



With the Export Ecosystem Enablement pillar, QDB seeks to increase SMEs' contribution to non-hydrocarbon exports to **3.6%**, alongside achieving a **14%** growth in exports that benefits from supported Bank's services.

