



**IGTD EXIM  
CHAMBER OF  
COMMERCE**

# **REPORT ON BUSINESS DELEGATION TO QATAR**

## **2024**

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**IGTD EXIM**  
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**A Report on**  
**Business Delegation to**  
**QATAR**

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## Message from the Chairman



Dear Members,

I am pleased to present the detailed report of our successful Business Delegation to QATAR, organized by the IGTD EXIM CHAMBER OF COMMERCE. Our mission was to strengthen trade ties and explore potential business opportunities in collaboration with our counterparts in QATAR. I extend my gratitude to all delegates for their active participation and dedication towards advancing economic relations between India and QATAR. Also, I Extend My gratitude to the Indian Ambassador's In QATAR for their extraordinary support for Indian Delegation. I am deeply thankful to Embassy of India, Doha Qatar, also Qatar chamber of commerce and industry for their support.

Sincerely,  
KDSushma  
Chairman,  
IGTD EXIM CHAMBER OF COMMERCE

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## -An In-Depth Overview of India-Qatar Trade and Economic Relations

India and Qatar share a vibrant and growing trade relationship, built on a foundation of mutual economic interests and cultural ties. Over the years, this partnership has evolved into a comprehensive framework that spans trade, investments, and strategic collaborations. Qatar, as one of the world's leading exporters of liquefied natural gas (LNG), plays a pivotal role in fulfilling India's energy needs, ensuring the energy security of one of the world's fastest-growing economies. In addition to LNG, India imports petrochemicals and fertilizers, which are essential for its industrial and agricultural sectors. On the other hand, India's exports to Qatar reflect its economic diversity, with key sectors including agricultural products such as rice, spices, and fresh fruits, alongside engineering goods, machinery, textiles, and processed foods.

Investments and services form another critical pillar of India-Qatar economic relations. Qatari investments in India are steadily growing, with significant capital directed toward real estate, hospitality, and infrastructure projects. Conversely, Indian companies have become key players in Qatar's economic diversification initiatives, particularly in construction, IT, and healthcare, contributing to projects aligned with Qatar's Vision 2030.



A significant Indian diaspora, numbering over 700,000 and representing the largest expatriate community in Qatar, further strengthens this relationship. Indian professionals contribute to critical sectors such as engineering, healthcare, and education, enhancing the socio-economic fabric of Qatar while fostering cultural linkages between the two nations.

## -An In-Depth Overview of India-Qatar Trade and Economic Relations

In recent years, high-level visits, business forums, and trade delegations have amplified the momentum in bilateral trade relations. Initiatives like the India-Qatar Business Forum and delegations led by trade bodies such as IGTD EXIM Chamber of Commerce have facilitated collaborations in emerging sectors, including FMCG, processed foods, and agri-products. These engagements have not only expanded trade but also simplified regulations, enhanced market connectivity, and unlocked new opportunities for both countries.

Looking ahead, the future of India-Qatar trade and economic relations appears promising, with potential areas of growth in renewable energy, technology, and infrastructure development. Both nations are exploring synergies in solar energy, digital transformation, and smart city projects, aligning with global trends and sustainable development goals. This evolving partnership is a testament to the mutual trust and strategic vision shared by India and Qatar, emphasizing economic cooperation that transcends traditional trade and investment boundaries.

In conclusion, the India-Qatar trade and economic partnership stands as a model of bilateral cooperation, blending economic, cultural, and strategic dimensions. As this relationship continues to grow, it is poised to significantly contribute to the prosperity and global integration of both nations.



## **-India-Qatar Bilateral Trade: A Strategic and Multifaceted Economic Partnership**

India and Qatar share a long-standing and dynamic trade relationship, characterized by strategic collaborations, mutual economic interests, and growing bilateral engagement. Over the years, this partnership has evolved into a comprehensive framework for trade, investments, and cultural exchange, benefiting both nations significantly. As Qatar stands as one of the world's largest exporters of liquefied natural gas (LNG), it plays a pivotal role in meeting India's growing energy demands, ensuring energy security for one of the fastest-growing economies in the world. Qatar's reliable energy exports are complemented by India's robust and diversified exports to Qatar, which include agricultural products such as rice, spices, fresh fruits, and vegetables, as well as engineering goods, machinery, textiles, and garments.

India's export portfolio reflects its competitive edge in multiple sectors, enabling it to cater to Qatar's diverse market needs. In addition to trade in goods, the services sector has emerged as a significant area of bilateral cooperation. Indian companies, particularly in IT, construction, and infrastructure, have actively contributed to Qatar's economic diversification goals as outlined in its Vision 2030. Similarly, Qatari investments in India are growing steadily, with significant capital flowing into real estate, hospitality, and infrastructure projects, underscoring the trust and confidence between the two nations.

The trade relationship extends beyond mere economic transactions, encompassing strategic collaborations in emerging sectors. Energy remains the cornerstone of this relationship, with India importing substantial quantities of LNG and fertilizers, vital for its industrial and agricultural growth. On the other hand, Qatar has increasingly relied on Indian expertise and talent, with a substantial Indian diaspora playing a key role in its workforce across various sectors, from healthcare to infrastructure development.

## -India-Qatar Bilateral Trade: A Strategic and Multifaceted Economic Partnership

This bilateral trade partnership is further strengthened through high-level dialogues, trade delegations, and policy initiatives aimed at enhancing connectivity, simplifying trade regulations, and exploring new avenues of collaboration. Both nations have actively participated in multilateral forums and bilateral discussions, fostering an environment of mutual growth and innovation. The recent engagement of business delegations and trade organizations highlights the immense potential for expanding cooperation in sectors such as FMCG, processed foods, spices, and technology-driven industries.

The India-Qatar bilateral trade relationship not only reflects the strong economic ties between the two nations but also underscores their shared vision for sustainable development and global integration. As both countries continue to explore new opportunities and deepen their cooperation, the partnership is poised to achieve greater heights, contributing significantly to the economic prosperity of the region and beyond.



## Exploring Qatar : A Journey of Trade, Opportunities, and Collaboration

Our journey to Qatar as part of the Delegation was an enriching experience, blending trade insights, cultural exchanges, and unparalleled hospitality. From the moment we arrived in Doha on November 11, 2024, we were greeted with warm hospitality at the Radisson Blu Hotel, our base for the trip. The hotel provided a perfect blend of comfort and luxury, ensuring our stay was as productive as it was relaxing. The journey begins with a visit to LuLu Hypermarket, reflecting Qatar's robust retail sector that bridges local and international products. Al Saliya Fruit and Vegetable Market and Megamart represent Qatar's commitment to food security and the diversity of its supply chains. These visits underscore the importance of understanding market dynamics and consumer preferences in this rapidly evolving economy.

The Buyer-Seller Meet, a centerpiece of the trip, promotes bilateral trade and collaboration. Facilitated by the Indian Embassy, this event provides a platform for meaningful dialogue, fostering partnerships that align with both nations' economic aspirations.



Explorations into cold storage facilities and insights into Qatari food standards further emphasize the nation's dedication to quality and efficiency. This showcases Qatar's meticulous approach to trade operations, making it a reliable partner in the global marketplace. This journey not only strengthens trade ties but also enriches understanding of Qatar's unique business culture and its alignment with global standards, offering unparalleled opportunities for collaboration and growth.

## India-Qatar Business Delegation - Day 1 Highlights

The first evening of our journey in Doha, Qatar, was marked by a fascinating visit to the LuLu Hypermarket from 4:00 PM to 6:00 PM. This outing offered an excellent introduction to Qatar's thriving retail sector and its emphasis on global commerce. LuLu Hypermarket, renowned as a one-stop destination for diverse shopping needs, showcased a wide array of products, from fresh produce and international groceries to electronics and lifestyle essentials. As we explored its vibrant aisles, it became evident how the hypermarket seamlessly blends local and international offerings, reflecting Qatar's multicultural fabric and commitment to quality.



The visit provided insights into consumer preferences in Qatar, highlighting the country's reliance on imports and its demand for high-quality goods. It also sparked discussions on potential trade opportunities, particularly in sectors such as fresh produce, packaged foods, and specialty items.

This engaging and informative experience set the tone for the rest of our itinerary, emphasizing the dynamic trade opportunities that Qatar offers. The hospitality and organization at LuLu Hypermarket made our first evening in Doha both productive and memorable.

## Day 2 Highlights – Tuesday, November 12, 2024

Our second day in Doha began early, packed with visits that offered a deep dive into Qatar's trade dynamics and market infrastructure.



We explored the Al Saliya Fruit and Vegetable Market, a hub for fresh produce distribution in Qatar. The market provided valuable insights into the sourcing, logistics, and quality standards maintained in the Qatari food supply chain. It was impressive to see the efficient operations and the emphasis on meeting both local demand and international standards. Our visit continued to Megamart , a premier retail chain catering to a diverse customer base.

The experience highlighted Qatar's vibrant consumer market and the demand for high-quality, imported goods. Observing the variety of products on display emphasized the country's openness to global trade and its focus on satisfying the needs of a multicultural population. The day concluded with a Buyer-Seller Meet at the Radisson Blu Hotel, organized with the support of the Indian Embassy in Doha. This event brought together key stakeholders, fostering meaningful interactions between Indian and Qatari businesses. It served as an excellent platform for networking, exploring trade collaborations, and understanding the synergies between the two nations.

The discussions underscored the mutual interest in strengthening economic ties and tapping into new opportunities for growth. Day 2 was a blend of exploration and engagement, offering a comprehensive view of Qatar's markets while paving the way for future collaborations.

## Day 3 Highlights – Wednesday, November 13, 2024



The final day of our journey in Doha centered around understanding Qatar's commitment to quality and food safety, providing a fitting conclusion to an insightful trip.

We began the day with a visit to a cold storage facility, a vital component of Qatar's food supply chain. The facility showcased the advanced technologies and meticulous processes used to maintain optimal storage conditions for perishable goods. This visit emphasized the nation's dedication to ensuring food safety, quality, and compliance with international standards. The session included a comprehensive briefing on Qatari food standards, covering the country's stringent regulations and protocols to ensure that all food products meet the highest quality benchmarks. It offered valuable insights into the opportunities and challenges for exporters looking to enter the Qatari market.

Following the morning session, we checked out from the Radisson Blu Hotel, reflecting on the productive and enlightening experiences of the past three days.

As we bid farewell to Doha, we carried back not only memories of Qatar's vibrant trade ecosystem but also actionable insights and opportunities for strengthening trade relationships between our nations. Day 3 was an excellent conclusion, reinforcing the importance of quality and innovation in global trade, leaving us inspired by Qatar's vision for excellence.

## Strengthening Trade Ties: A Successful Conclusion of the Indian Business Delegation to Doha, Qatar



The Indian business delegation organized by IGTD Exim Chamber of Commerce marked a significant milestone in fostering trade relations with Qatar. This visit to Doha, from November 11–13, 2024, offered invaluable opportunities to explore the dynamic Qatari market, understand its trade practices, and establish collaborative connections.

Hosted at the luxurious Radisson Blu Hotel, the delegation experienced Qatar's seamless blend of modern infrastructure and traditional hospitality. Key highlights included visits to major retail and distribution hubs, where the delegation gained insights into Qatar's robust supply chains, quality standards, and consumer preferences. The emphasis on advanced logistics, sustainability, and innovation reflected Qatar's commitment to excellence in trade practices.

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The Buyer-Seller Meet, supported by the Indian Embassy in Doha, served as a pivotal moment in the delegation's itinerary. This event facilitated productive discussions, enabling Indian and Qatari businesses to explore potential partnerships and identify areas of mutual growth. It underscored the importance of bilateral trade and the shared vision of fostering economic collaboration. In addition to exploring trade opportunities, the delegation delved into Qatar's stringent food standards and quality assurance protocols, offering valuable knowledge for Indian exporters seeking to enter or expand in the Qatari market. This successful mission reaffirmed the strong ties between India and Qatar and showcased the potential for furthering economic cooperation. The delegation's visit has set the stage for a future enriched with opportunities, mutual growth, and a continued commitment to strengthening trade alliances between the two nations.

Strengthening trade ties with Qatar requires a multifaceted approach, focusing on enhancing bilateral trade agreements and highlighting investment opportunities in sectors like energy, infrastructure, real estate, and education. Organizing trade delegations and missions can foster relationships between businesses and government officials, creating new avenues for collaboration.

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