



ΥΠΟΥΡΓΕΙΟ ΕΞΩΤΕΡΙΚΩΝ  
Β1 Διεύθυνση  
Σχεδιασμού Εξωστρέφειας και Συντονισμού Φορέων  
Εξωστρέφειας

ΑΔΙΑΒΑΘΜΗΤΟ  
ΚΑΝΟΝΙΚΟ

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Αθήνα, 17 Μαρτίου 2022  
Α.Π.: 14933

**ΠΡΟΣ :** - ΠΙΝΑΚΑ ΑΠΟΔΕΚΤΩΝ (μ.σ. - μ.η.)

**ΚΟΙΝ.** - Πρεσβεία Ντόχα  
:  
- Enterprise Greece  
Υπ' όψιν κ. Διευθύνοντος Συμβούλου

**Ε.Δ.:** - Διπλ. Γραφείο κ. Πρωθυπουργού  
- Διπλ. Γραφείο κ. Υπουργού  
- Διπλ. Γραφείο κ. ΑΝΥΠΕΞ  
- Διπλ. Γραφείο Υφυπουργού κ. Φραγκογιάννη  
- Γραφείο κ. Γενικού Γραμματέα  
- Γραφείο κ. Γεν. Γραμματέα ΔΟΣ & Εξωστρέφειας  
- Γραφείο κας Β' Γενικής Διευθύντριας  
- Β5 Δ/νση

(χ.σ)

**ΘΕΜΑ** Πρόσκληση συμμετοχής σε Διεθνείς Εκθέσεις “Project Qatar” και “Property : Qatar” (Ντόχα, 6-9 Ιουνίου 2022).

**ΣΧΕΤ.:** Έγγραφο Πρεσβείας της Ελλάδας στη Ντόχα ΑΣ 1450.1/10/ΑΣ 175/ 01.03.2022

Σύμφωνα με ενημέρωση που μας περιήλθε από την Πρεσβεία της Ελλάδας στη Ντόχα, το διάστημα 6-9 Ιουνίου 2022, προγραμματίζεται να λάβουν χώρα στο Διεθνές Εκθεσιακό Κέντρο Ντόχας (Doha Exhibition & Convention Center-DECC), οι Εκθέσεις “Project Qatar” και “Property Qatar” 2022 υπό την αιγίδα του Πρωθυπουργού και Υπουργού Εσωτερικών του Κατάρ.

Η “Project Qatar” θα αποτελέσει την 18η Έκθεση οικοδομικών υλικών και τεχνολογίας, η οποία αφορά στον κατασκευαστικό τομέα. Επιπρόσθετα, η “Property Qatar” εστιάζει στον τομέα αξιοποίησης ακίνητης περιουσίας (real estate) και προγραμματίζεται ενόψει και της διοργάνωσης των Αγώνων Παγκόσμιου Κυπέλλου FIFA 2022, η οποία αναμένεται να έχει θετικό αντίκτυπο στην αγορά ακινήτων της χώρας.

Διαβιβάζεται συνημμένως ενημερωτικό υλικό, ενώ προς πληρέστερη ενημέρωσή σας, μπορείτε να επισκεφθείτε την ιστοσελίδα <https://projectqatar.com>

Παρακαλούμε για την ενημέρωση των μελών σας.

Ο Διευθυντής

Συν: 1 ηλ. αρχείο pdf (8 σελ.)

Απόστολος Μιχαλόπουλος  
Σύμβουλος ΟΕΥ Α'

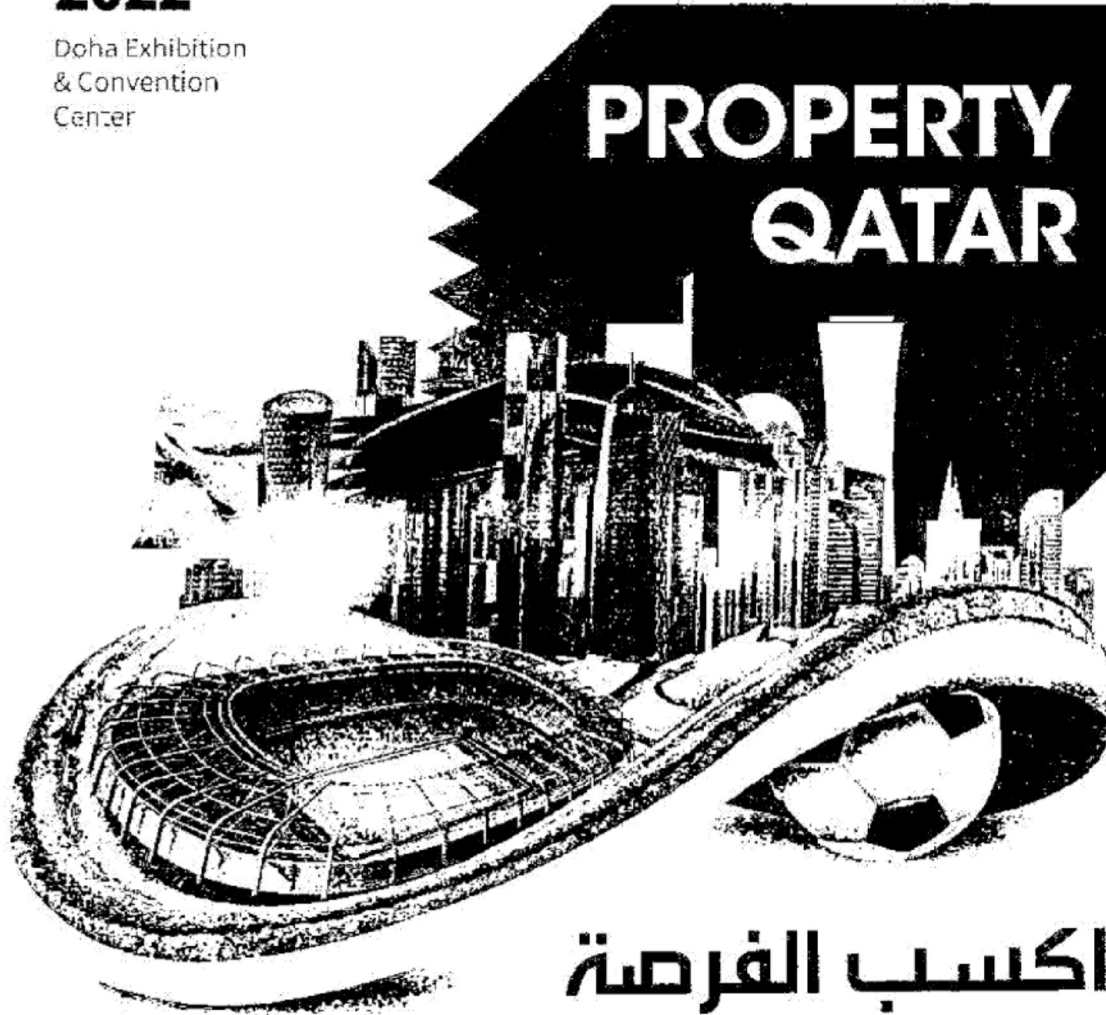
◆  
**6 - 9**  
**JUNE**  
**2022**

Doha Exhibition  
 & Convention  
 Center

*Special Edition*

CONCURRENT WITH

**PROJECT  
 QATAR**



**اكسب الفرصة**

**WIN YOUR 2022  
 OPPORTUNITY**



[projectqatar.com](http://projectqatar.com)

# A NEW PLATFORM FOR THE ACCELERATING GROWTH IN QATAR'S REAL ESTATE MARKET

The upcoming FIFA World Cup in Qatar in November/December 2022 is starting to positively impact the real estate market in Qatar. A significant number of new and upcoming developments are being reserved to accommodate travelling supporters, while demand is also increasing from companies looking to house staff in the lead up to, and during, the tournament. At the same time, the lifting of COVID-related restrictions in allowed a full return of staff to workplaces, providing a boost to the retail and office real estate sectors.



Keeping an eye on these shifts and changes in the Real estate market in Qatar, IFP Qatar, the leading organizer of specialized trade events in Qatar, is bringing together decision makers, International and local experts, and main players in the Real estate industry together under one roof for the first time in Qatar, to foregather in Property Qatar.

Property Qatar will be taking place from 6 to 9 June 2022 concurrently with Project Qatar, the country's flagship trade exhibition for the construction industry reaching its 18th edition in 2022, which makes it undisputedly the longest running trade event in Qatar.

With a vibrant growth trajectory across the Real Estate industry of Qatar, the event comes with a dynamic and investment intensive backdrop, and with the aim to focus on the opportunities and challenges in the Qatari real estate market, by engaging key stakeholders in networking activities, presentations, and panel discussions providing an unprecedented platform to introduce innovative solutions and new technologies shaping the future of Real Estate, while at the same time enabling meaningful and productive exchange of knowledge, opportunities and ideas amongst all participants.

## POWERED BY

For 18 consecutive years now, Project Qatar, the International Trade Exhibition for Construction Material and Technology, has been shaping the construction industry in Qatar. Building on its vital role and rich legacy in the market, Project Qatar will be a driving force for Property Qatar, ensuring that the latest enjoys the same level of attendance and support.

## PROJECT QATAR



## PROPERTY DEVELOPMENT

Property Qatar will be Connecting B2B and B2C buyers and investors with developers, architects, consultants, government entities and other stakeholders, allowing exhibitors the perfect opportunity to establish their brand and showcase their projects.



CONNECTING THE WORLD TO LOCAL INVESTMENT OPPORTUNITIES

## FACILITY MANAGEMENT

Facilities Management professionals play a crucial role in ensuring every built asset operates safely and efficiently, maintaining and enhancing its value. This zone seeks to drive transformation within facilities

OPERATING AND MAINTAINING SAFELY AND EFFICIENTLY ALL BUILT PROJECTS IN QATAR

management, bringing the entire facilities management supply chain together to share expertise and explore solutions for making facilities management more sustainable.

## QATAR PROPERTY MARKET

With all eyes on Qatar in the upcoming period, and the regional ties coming back to normal, affirmation of the COVID-19 vaccine and winning the bid to host the Asian Games in 2030, the market sentiments are reaching a new high. Today, Qatar is experiencing increased real estate transactions. During the last six months of 2021 alone, the value of real estate deals exceeded QAR15billion, which is quite encouraging. The advent

BUILDING ON SOLID FOUNDATIONS

of new real estate products in the form of integrated townships along with a host of entertainment offerings. Projects such as The Qetalfan Island and Lusail Seef are attracting considerable interest from buyers as well as investors. Moreover, with Qatar opening its property market to foreigners and rewarding buyers with permanent residency, Qatar property market is only bound to keep growing.





# MARKET INSIGHT

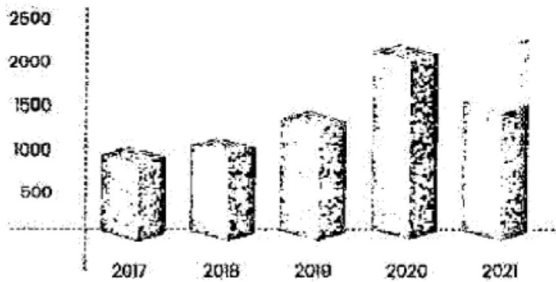


## RESIDENTIAL MARKET

**INCREASE IN RESIDENTIAL SALES AS PURCHASERS TAKE ADVANTAGE OF RESIDENCY PERMIT BENEFITS**

Following an increase of residential sales by 58% in 2020, sales volumes have increased further in recent months, with y/y growth of 10%+ expected by year end

No. of residential property sales, Qatar, 2017-2021 (forecast for y/e 2021)



Source: Planning and Statistics Authority

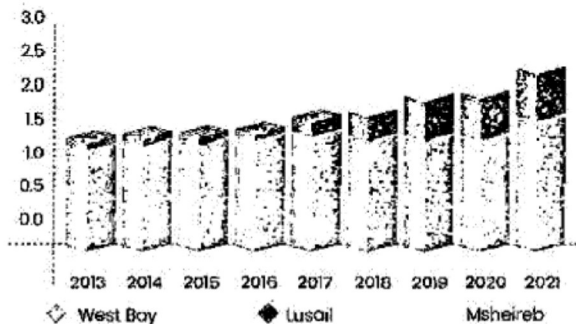


## OFFICE MARKET

**NEW OFFICE DEALS IN THE PIPELINE**

Estimates show that the overall leasable office supply in Qatar is in the region of 5 million SQM, of which 49% is in West Bay, Lusail and Msheireb; Doha's prime commercial districts

Grade A office supply (West Bay, Lusail, Msheireb), Doha, (million sqm) 2013-2021



Source: Cushman & Wakefield

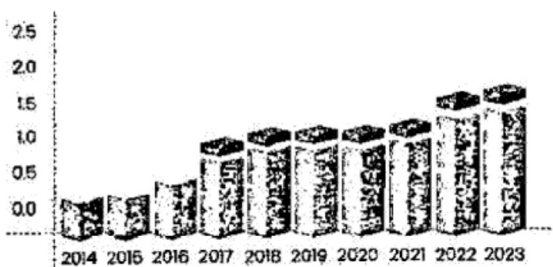


## RETAIL MARKET

**HIGH PROFILE RETAIL BRANDS SET TO OPEN IN QATAR**

The retail sector, which was severely impacted by the pandemic, has recovered gradually throughout the year, with footfall returning to pre-pandemic levels. Overall supply of accommodation had been expected to grow significantly in 2021; however, the proposed openings of Doha Mall and Place Vendome are now expected to occur in 2022. Estimates expect more than 500,000 SQM of new retail GLA to open in the next 24 months.

Organised retail supply, Qatar (sqm/millions) year end 2014-2023(t)



Al Wakra & Al Khor Malls
  Neighbourhood Malls, Doha
  Retail Malls (20,000 sq m+), Doha

Source: Cushman & Wakefield

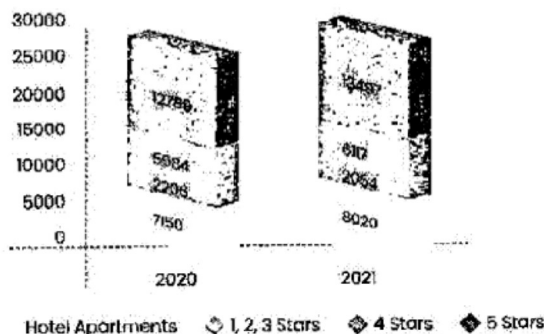


## HOSPITALITY MARKET

**A SHARP INCREASE IN SUPPLY IS EXPECTED**

The supply of hotel keys in Qatar reached 29,586 by the end of June 2021. This reflected a 7% y/y increase. Almost 1,400 hotel keys were added to the market in the first six months of the year. Based on projected supply for the FIFA World Cup in November 2022, estimates expect around 15,000 keys to be delivered in the next 12 months, representing an unprecedented increase in the supply of hotel accommodation.

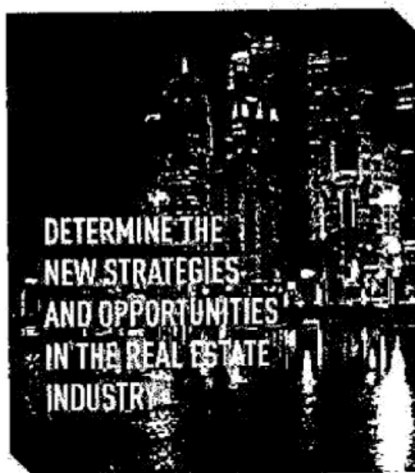
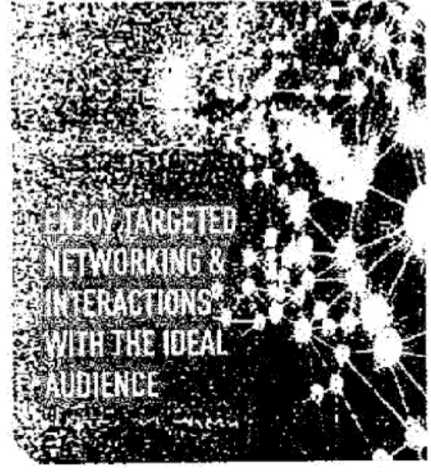
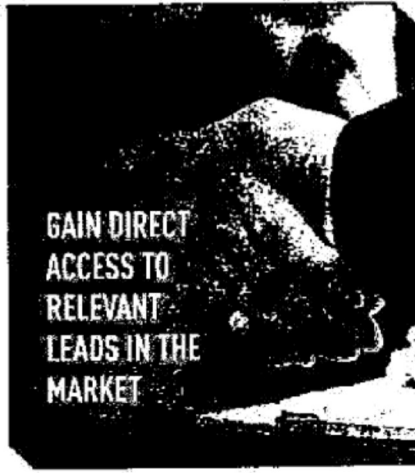
Hotel keys by classification June 2020 v June 2021



Source: NTC

# EXHIBIT'S PROFILES

- Asset & Property Management
- Consultants
- Developers
- Engineering Services
- Facility Management
- Government – Semi Government
- Human Resources Consultants
- Insurance Companies
- Law Firms
- Leasing companies
- Project Developers
- Project Management Companies
- Property Advisors
- Property Portals
- Real Estate Brokers
- Real Estate Consultants
- Real Estate Development Consultants
- Real Estate Investors
- Real Estate Marketing
- Real estate Owners
- Real Estate Solution Providers
- Service Providers
- Urban Planners



# THE VENUE

## Doha Exhibition & Convention Center

Project Qatar 2022 will be held at the Doha Exhibition & Convention Center (DECC), a state-of-the-art venue located at the heart of the Qatari capital.

The 47,700 SQM venue includes five column-free halls spreading over 30,000 SQM and contains a main foyer, bistros, public restrooms, prayer rooms, a loading zone, storage, circulation space, and a car park that can accommodate nearly 5,000 vehicles and a multi-function hall. Located in the lively West Bay area, the DECC is easily accessible from several routes and will be connected to the Sheraton Park through an underground tunnel that will bring visitors to the naturally crescent-shaped Doha Corniche. The venue is also located 15 minutes away from Hamad International Airport and numerous hotels.

# THE ORGANIZER

## International Fairs & Promotions

IFP Qatar is part of IFP Group, the Middle East's leading trade fair organizer. In the last 40 years, IFP has organized over 480 international trade fairs and conferences throughout the region and has established a client base of more than 35 governments and thousands of international companies and trade associations.

IFP works across a wide range of sectors and has delivered the region's most important events. The company's international trade fairs are designed to be ideal and dynamic platforms for foreign and local companies doing business in the Middle East and seeking exposure to top regional buyers and decision-makers.

Our unique blend of services enables both participants and visitors to reach qualified buyers and key decision-makers, generate new leads, and gain solid access to Middle East's lucrative markets. Our leading events are all certified by UFI, the Global Association of the Exhibition Industry. UFI approved events are reserved for exhibitions of high quality that meet or exceed internationally recognized standards of organization.

For more info, please visit [www.ifpexpo.com](http://www.ifpexpo.com)



# SECURE YOUR SPACE

To enquire about exhibiting and sponsoring:

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Sales Consultant  
P.O. Box: 22376 Doha, Qatar  
Phone: +974 4432 9900 Ext: 691  
Mobile: +974 6631 3664  
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The 18<sup>th</sup> International  
Construction Technology &  
Building Materials Exhibition

**6 - 9 JUNE 2022**

Doha Exhibition and Convention Center (DECC)

**COMPANY INFORMATION**

M.O. No. \_\_\_\_\_ CR \_\_\_\_\_

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Street: \_\_\_\_\_

P.O. Box: \_\_\_\_\_ Postcode, City: \_\_\_\_\_

Country: \_\_\_\_\_ Telephone: \_\_\_\_\_

Mobile: \_\_\_\_\_ Website: \_\_\_\_\_

Email: \_\_\_\_\_

**EXHIBITION COORDINATOR**

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Telephone: \_\_\_\_\_ Website: \_\_\_\_\_

Email: \_\_\_\_\_

**PAYMENT TERMS**

• 50% on application of other items \_\_\_\_\_ USD

• Balance due 1 month prior to show opening \_\_\_\_\_ USD

TOTAL USD \_\_\_\_\_

REMARK: \_\_\_\_\_

**DESCRIPTION OF EXHIBITS:**

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**1 - SHELL STAND WITH FITTINGS**

Minimum Space 12 SQM

**\$ 495 per SQM**



- > 5 Chairs
- > 1 Table
- > 1 Cabinet
- > Carpet Flooring
- > White Panel
- > Fascia Board with Exhibitor Name
- > Lighting
- > 500 W Socket

**2 - SPACE ONLY**

Minimum Space 24 SQM

**\$ 450 per SQM**

- > Bare-floor space
- > Build your own stand

**INSIDE AREA**

Space Type	Price USD / SQM	Space Requested	Total sqm	Total Price USD
Shell Stand with Fittings	\$ 495	x m		
Space Only	\$ 450	x m		
Total Price				

**The above price includes**

- Free access to B2B Matchmaking Platform
- Free access to Conference sessions
- Free access to Training & Workshops

We agree to abide by and be subject to the Rules and Regulations set out over and in the exhibitors' manual, receipt of which shall hereby acknowledge and any amendments which may be made by the Organizers or relevant authorities. We agree to pay the above total amount as per the agreed mode of payment.

Signed By: \_\_\_\_\_

Position: \_\_\_\_\_

Date: \_\_\_\_\_ Signature: \_\_\_\_\_

**ACCEPTED FOR AND ON BEHALF OF THE ORGANIZERS**  
(To be completed by the Organizers)

Stand /m \_\_\_\_\_ Date: \_\_\_\_\_ Signature: \_\_\_\_\_

Project Qatar, P.O. Box 11206, M. 12907, P.O. Box 65476, Doha, Qatar.  
Tel: +965 59991111 Fax: +965 5999888

PLEASE PRINT, THEN FOLD & RETURN IT TO THE FOLLOWING ADDRESS:

info@rtexpo.com

projectqatar.com

## Terms & Conditions

1. Application for space at the Exhibition shall be made on the form overleaf and shall be duly signed by the authorized person for and on behalf of the Exhibitor. Following the receipt of the SCF together with the down payment, the Organizer reserves the right to refuse any SCF at their absolute discretion, without necessarily giving the reasons for such refusal.

2. Unless otherwise agreed overleaf, the payment structure for the booked space is as follows:

- ▶ 50% upon signature of SCF + total amount of AED
- ▶ 50% by date specified on the SCF

Where the SCF is signed after the final payment date specified on the SCF, the total amount shall be due and paid with the SCF. This amount shall be for the booked space, details of which are set out overleaf. The Exhibitor will not be allowed to enter or take over their space or stands if the payment terms specified on the SCF are not fully honored. Interest at a rate of 1% p.a. month shall be charged on all outstanding amounts for a period exceeding 14 (fourteen) days after the due date of payment until settlement is made.

3. Any additional equipment and / or services, such as but not limited to furniture, power supply, telephone lines, catering by the Exhibitor, shall be provided separately.

4. In case the Exhibitor wishes to request to cancel his space booking, he shall be liable to pay the full or part of the amount agreed overleaf according to the following terms:

- ▶ 50% of total amount, if the cancellation occurs anytime after the signature of the SCF and up to 60 days prior to the exhibition's opening date (90th day included)
- ▶ 70% of total amount if the cancellation occurs anytime between 60 days and 30 days prior to the exhibition's opening date (60th day included)
- ▶ 100% of total amount if a cancellation occurs within 30 days prior to the exhibition's opening date

The cancellation request should be addressed in writing by the Exhibitor to the concerned person(s) working at the Organizer. In addition to the cancellation charges, when applicable, the Exhibitor shall be liable for any specific consequent amount incurred by the Organizer on behalf of the Exhibitor.

5. If the Exhibitor fails to exhibit for any reason, he shall be liable to settle the full amount specified in the SCF plus any additional amounts incurred by the Organizer on behalf of the Exhibitor.

6. If the Exhibitor declares bankruptcy or is in receivership and/or being liquidated, the SCF shall be the Exhibitor's responsibility and all monies paid by the Exhibitor will be retained by the Organizer as their absolute right.

7. At all times, the Organizer and all who are associated with him shall not be responsible at all for the safety of the Exhibitor's staff, agents, contractors or attendees, nor shall they be responsible for any exhibits, stands or any other property or whatever kind brought into the Exhibition by the Exhibitor or its servants, agents, contractors or visitors or members of the public. In all circumstances, the maximum liability of the Organizer towards the Exhibitor, whether contractual or non-contractual, shall not exceed the value of the SCF.

8. These General Terms and Conditions shall govern the relationship between the Organizer and the Exhibitor and shall apply to all the services, whether current or future, that shall be rendered by the Organizer to the Exhibitor unless otherwise provided for in a separate agreement. The Organizer reserves the right to alter, add to or amend any of these conditions, and the decision of the Organizer is binding should any disagreement on the interpretation of these regulations arise.

9. The Exhibitor shall ensure that they are fully covered by an insurance policy insuring, but not restricted to, all risks insurance of the property exhibits or articles brought to the Exhibition, or any stand or public liability and comprehensive protection against any loss or damage caused by any circumstance whatsoever whether by reason of fire, water, theft, accident or any other cause. The Exhibitor shall insure against, indemnify and hold the Organizer harmless in respect of all amounts, claims, demands and expenses to which the Organizer may in anyway be subject as a result of any loss or injury arising to any person (including members of the public or the Organizer's staff, agents or contractors) or property that occur or arises as a result of any act or omission of the Exhibitor, its servants, agents or contractors or visitors. If the Organizer so demand, the Exhibitor shall provide to the Organizer that the Exhibitor has adequate insurance cover acceptable by the Organizer. The Exhibitor must ensure that his temporary stand and the stand of his servants, agents or contractors are insured against claims for workmen's compensation. The period for which such insurance shall be maintained shall run from the time the Exhibitor and/or any of its servants, agents or contractors first enter the Exhibition grounds, and until the Exhibitor and any of his servants, agents or contractors leave the grounds at the end of the event period and all the stands and properties are being removed.

10. The Exhibitor shall abide by these General Terms & Conditions and by the Venue Regulations, Exhibit for stand further abided by the Organizer's and Venue's Health Care measures such as: Temperature checks, numbers of exhibitor staff per stand/sqft, visitors' allowance per hall, crowd controls, Stand hygiene etc. Furthermore, during the exhibition, the Exhibitor shall be the guardian of his occupied Space. The Exhibitor shall be solely responsible for his property exhibits or articles brought by the exhibitor in addition to taking all proper health care measures. The Exhibitor further undertakes not to exhibit any un-audio or counterfeit material or any material that might breach the intellectual property rights of any third party. In all circumstances, the Exhibitor shall fully indemnify and hold Organizer harmless against any claim, suit, liability or demand to which the Organizer may be exposed to as a result of any unlawful act or breach committed by the Exhibitor.

11. The Organizer shall not in any event be held responsible for any restrictions or conditions which prevent the construction, erection, completion, alteration or dismantling of stands at the entry, placement or removal of exhibits or for the failure of any service or amenity as provided by the hall landlords or other third parties.

12. The contracted party for a pavilion is responsible for ensuring that all exhibits within the pavilion are fully aware of and agree to abide by these General Terms and Conditions and by the Rules and Regulations of the venue.

13. The Exhibitor must not transfer, dispose of part with or otherwise submit all or any part of his exhibition space, whether for exhibition construction or otherwise. The Exhibitor must, if he is an agent, distributor or licensee, mention at the time of Application the name of the Product(s) whom he/she represents during the exhibition. This does not prohibit an Exhibitor displaying the products of a principal for whom he becomes a distributor or licensee after the time of Application with the prior written permission of the Organizer.

14. The Organizer shall not be liable to the Exhibitor by reason of any cancellation or partial opening of the exhibition, either in whole or in part, for any nonperformance of their obligations under this Contract or any amendments or alterations to all or any of the Rules and Regulations of the exhibition. In each case to the extent that such occurrence is due to any circumstances not within the control of the Organizer or that can be classified as Force Majeure event which includes but is not be limited by acts of god, epidemics, pandemics, severe weather conditions, lightning, fire, acts of terrorism, wars, national emergencies, insurrections, riots, labor disputes, boycotts, governmental restrictions, exceptional banking restrictions, power failure, etc. In the event the Exhibition is cancelled or postponed due to any of the above reasons for any reason of the "force", the Exhibitor shall exhibit in the new dates of the Exhibition for its next edition, with the same conditions of this SCF and the Organizer shall provide the Exhibitor with a credit note for the value of the payment made under this SCF. Should the Exhibitor decide to completely withdraw from the Event due to a Force Majeure event and to have its monies reimbursed, the Organizer will reimburse the Exhibitor with the amount of the SCF less 25 % as an indemnity to the Organizer against such withdrawal.

15. The Exhibitor should submit to the Organizer all necessary documents for visa application two months before the opening of the show. The Exhibitor will bear any liability, whatsoever, if the two-month deadline is not respected. The Exhibitor will inform the Organizer within the aforementioned deadline of the visa adopted for the visa application and the case will proceed not to go through the Organizer. The role of the Organizer is to facilitate the application of the visa ONLY. The Organizer will not be held responsible in any way if the request of the visa is declined by the relevant authorities.

16. If the Organizer does not exercise, or takes time in exercising, any of its rights set under this Agreement, this shall not constitute by any means a waiver by the Organizer of that particular right.

17. The Organizer reserves the right to terminate this Agreement at any time and forbid the Exhibitor from exhibiting in the exhibition in the event the Exhibitor does not abide by these General Terms and Conditions, or in the event the Organizer deems for reasonable causes that the Exhibitor's participation in the Exhibition might endanger it, or might give rise to any sort of liability.

18. These General Terms and Conditions shall be governed by the Qatar laws. Any conflict concerning the conclusion, execution, validity, interpretation, termination or dissolution of this contract or related to shall be resolved by arbitration according to the rules of Qatar International Center for Conciliation and Arbitration of the Qatar Chamber of Commerce & Industry. The number of arbitrators shall be one and the language used shall be English. The losing party shall bear a litigation cost including legal and attorney fees.

19. The Exhibitor declares that he has read and approved the General Terms & Conditions. The Exhibitor's signature of this SCF (whether on its face or overleaf) shall be a proof that he has read and approved all the provisions of the General Terms & Conditions.

Exhibitor's Signature \_\_\_\_\_ Date \_\_\_\_\_

PLEASE SIGN THIS FORM & RETURN IT TO THE FOLLOWING ADDRESS:

✉ [info@ifpexpc.com](mailto:info@ifpexpc.com)

🌐 [projectqatar.com](http://projectqatar.com)



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