



# HQ 2017 FOOD QATAR

7 - 9 NOV 2017  
DOHA EXHIBITION  
& CONVENTION CENTER

**GRAB  
A SLICE  
OF QATAR'S  
FOOD  
MARKET**

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



# SEIZE THE OPPORTUNITY TO FILL THE GAP IN QATAR'S FOOD IMPORTS

The opportunity presenting itself in Qatar's food market is at an all-time high. The time to grab your market share is now! The country's food sector is heavily dependent on imports. Although local production of vegetables, meat, and some crops can cover 80% of the market's needs in some seasons, **Qatar still imports over 90% of its food.**

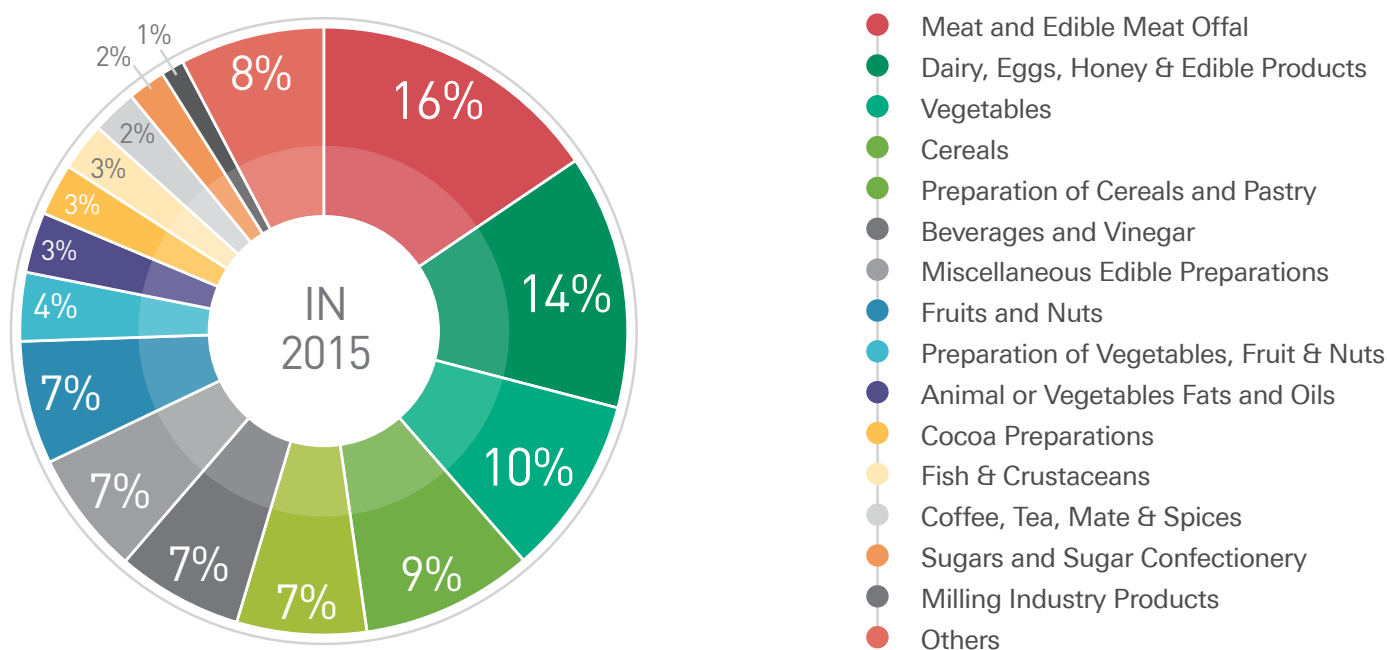
Qatar's steadily growing population, instantaneous rise in food demand, and strong purchasing power spells good fortune for international food producers and vendors looking to fill the gap and capitalize on unmissable business opportunities.

A visible shift of consumption trends to high-value products coupled with a steady increase in tourist arrivals in Qatar year-on-year is also contributing to a higher demand for quality food and catering.

- Qatar imported 1.89 million tons of different agriculture products in 2015
- Qatar imported \$5.87 billion worth of foodstuff in 2015
- Food consumption in Qatar is expected to reach 2.2 million metric tons by 2019
- Food consumption in Qatar is expected to grow at a CAGR of 5.5% between 2014 and 2019

Source: Alpen Capital

## QATAR'S FOOD IMPORTS BY CATEGORY



## TOP CATEGORIES OF FOOD IMPORTS IN 2015



**\$1.04 BILLION**

PREPARED FOOD,  
BEVERAGES & TOBACCO



**\$989.5 MILLION**

VEGETABLES &  
FRUITS



**\$942.6 MILLION**

MEAT, FISH, DAIRY, ETC.

## TOP COUNTRIES EXPORTING FOOD TO QATAR IN 2015

**31.15%**  
GCC REGION

**10.13%**  
INDIA

**6.33%**  
AUSTRALIA

**5.68%**  
BRAZIL

**4.35%**  
USA

**3.61%**  
NETHERLANDS

**2.63%**  
FRANCE



# HQ-FOOD QATAR: A PLATFORM FOR QATAR'S VORACIOUS FOOD MARKET

As a new addition to Hospitality Qatar, the country's premier International Hospitality and HORECA Trade Show, HQ-Food Qatar is a platform particularly designed to serve the food and catering industry.

In response to a swelling demand for high-quality food products, HQ-Food Qatar provides the central stage for food and agricultural produce traders, suppliers, manufacturers, and other industry specialists, to meet major buyers and ink sizeable deals.



## WHY EXHIBIT

- Grab this timely opportunity to fill the gap in Qatar's food imports
- Gain access to Qatar's large and lucrative food market
- Take advantage of our B2B platform to meet representatives of large supermarket chains and retailers
- Position your business amidst a high concentration of buyers and sign agreements on the spot

## EXHIBITS PROFILES



- Fresh Fruits & Vegetables
- Fresh-cut, Convenience & Catering
- Bakery Products
- Bottled Water & Other Beverages
- Butter, Oil & Fats
- Cereals, Grains & Rice
- Coffee and Tea
- Dairy & Eggs
- Fast Foods & Snacks
- Fresh, Canned & Dry Foods
- Frozen & Chilled Foods
- Meat & Poultry
- Nuts and Spices
- Organic Products
- Processed Food
- Seafood
- Sugar, Confectionary & Chocolate

## The Organizer

IFP Qatar is part of IFP Group, the Middle East's leading trade fair organizer with representative offices across the world. For over 34 years, IFP has organized over 500 international trade fairs and conferences throughout the region, and has established a client base of over 35 governments and hundreds of international companies and trade associations.

IFP works across a wide range of sectors and has delivered some of 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 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.

## The Venue

HQ-Food Qatar 2017 will take place at the Doha Exhibition and Convention Center (DECC). This novel state-of-the-art venue is nestled in the heart of Doha's City Center, a stone throw away from hotels and luxury shopping destinations in the city.

Located just behind the City Center Doha in West Bay, the 47,700sqm venue boasts a modern exhibition hall, modular wall system, high-tech meeting and conference rooms, an exquisite VIP hosting suite and underground parking for 3,000 cars.

The exhibition facility pillar-free halls can easily take big vehicles, boats and other big machines and equipment. It also has 330 'sun wells' to allow natural light to brighten the hall, reducing its carbon footprint in terms of energy use.

# BOOK YOUR SPACE

To enquire about exhibiting and sponsoring:

### Local Enquires

Mr. Karim Raffoul  
Acting Project Manager  
Tel: +974 4432 9900 | Ext: 683  
Fax: +974 4443 2891  
Email: karim.raffoul@ifpqatar.com

### International Enquires

Ms. Leyla Tay  
Tel: +961 5 959 111 Ext. 172  
Fax: +961 5 955 361  
Email: leyla.tay@ifpexpo.com



### IFP | International Fairs & Promotions

Ibn Seena Street, Al Muntazah Area,  
P.O. Box: 22376, Doha, Qatar  
Tel: +974 4432 9900  
Fax: +974 4443 2891  
Email: info@ifpqatar.com  
ifpqatar.com