

# INDEX

QATAR

**13-15 NOVEMBER 2018**

DOHA EXHIBITION AND CONVENTION CENTRE



إندكس

**ACCESS QATAR'S MULTI-BILLION  
DOLLAR INTERIORS MARKET**

**+5,000**  
ATTENDEES

**+5,000**  
SQM

**+250**  
EXHIBITORS



# INDEX QATAR: YOUR PROVEN GATEWAY TO THE MIDDLE EAST'S WEALTHIEST AND FASTEST GROWING INTERIORS MARKET

Following on from the truly international success of INDEX Qatar 2017, we are excited to announce that the leading interiors exhibition will be returning to Doha Exhibition and Convention Centre on the 13th-15th November 2018.

INDEX Qatar is structured around the most important interiors and fit-out products that the Qatari market is now urgently sourcing new suppliers for: furniture & furnishings, surfaces & coverings, lighting, kitchen, bathroom and bedroom and textiles.

Over the course of three busy days, INDEX Qatar will bring over 250 regional and international suppliers in to Doha to meet and do business with over 5,000 local architects, designers, product specifiers and procurement specialists.

The event is the only exhibition exclusively dedicated to bringing together suppliers with specifiers overseeing interiors projects within the hospitality, residential and commercial sectors in Qatar.

INDEX Qatar is part of DMG's leading portfolio of interiors, design and construction exhibitions, which bring suppliers, manufacturers and sellers to meet over 200,000 key buyers and specifiers in the marketplaces each year.



## REALISING A NATIONAL VISION

A rapidly expanding Gulf nation, Qatar has been diversifying its economy for the future by using income from its large gas reserves to bankroll regional and global ambitions.

As one of the wealthiest nations on the planet, the country is continuing to develop a series of large-scale infrastructure, real estate, hospitality and commercial projects that are backed by "Qatar National Vision 2030" and the hosting of the FIFA World Cup 2022.

With over US\$220+ billion in government investment, the social and economic vision is in motion to create a modern international state that operates as a cultural and commercial hub in the Middle East. This makes Qatar arguably the largest untapped business opportunity for interior, fit-out and construction suppliers of any market in the Middle East.

INDEX Qatar brings together the project managers, architects, designers and Government officials with an unparalleled demand for local and international interior and fit-out products to build and furnish the wide range of developments.

■ A very high calibre of visitor and great footfall made INDEX Qatar a great platform for us. We look forward to exhibiting in 2018.

Managing Director, Moroccan Bazaar

## The Numbers Behind The Growth

### Hospitality

**20,700**  
hotel rooms at the end of 2016, up 30% from 2014

**26,000**  
rooms (56 hotels and 13 hotel apartment buildings) currently under construction

**60,000**  
rooms must be available by 2022

**90,000**  
rooms are planned by 2030

### Office

**5.3m**  
square metres in existence by mid-2016

**7m+**  
more planned by the end of 2018

### Residential

**145,000**  
completed residential units in 2016

**28,000**  
more units expected by 2019

### Retail

**843,000sqm**  
of gross leasable area are currently available across 15 purpose built malls

**1.85sqm**  
of gross leasable area are under construction across 11 new retail malls



“A well organised event and great football meant that we saw a lot of serious buyers that were more than comfortable placing orders.”

Managing director, Sara Design Studio



IF YOU PROVIDE THE FOLLOWING PRODUCTS, INDEX QATAR IS WHERE YOU NEED TO BE:

Furniture & Furnishings  
Office  
Lighting  
Ceramics

Kitchen & Bathroom  
Home Accessories  
Surfaces & Finishes  
Retail  
Textiles

Flooring  
Stone & Marble  
Artificial Stone  
Technology & Equipment



## WHY INDEX QATAR:

# SHOWCASE YOUR PRODUCTS TO THE INDUSTRY

From speaking to the buyers in Qatar, the most intense period of procurement will be over the next 12-18 months. Exhibiting and getting face-to-face with 5,000 local Qatari buyers is the most effective way to build relations and sales in the region and put your products in front of leading buyers during the peak of their sourcing.

Whether you are looking to launch or grow in Qatar, exhibiting at INDEX Qatar is your gateway to a lucrative and growing interiors market:

Establish your business as a go-to brand in the minds of the people procuring for a wide range of projects in Qatar

Develop new business in one of the fastest developing interiors markets in the world

Use the platform to launch a product in a room packed full of potential buyers

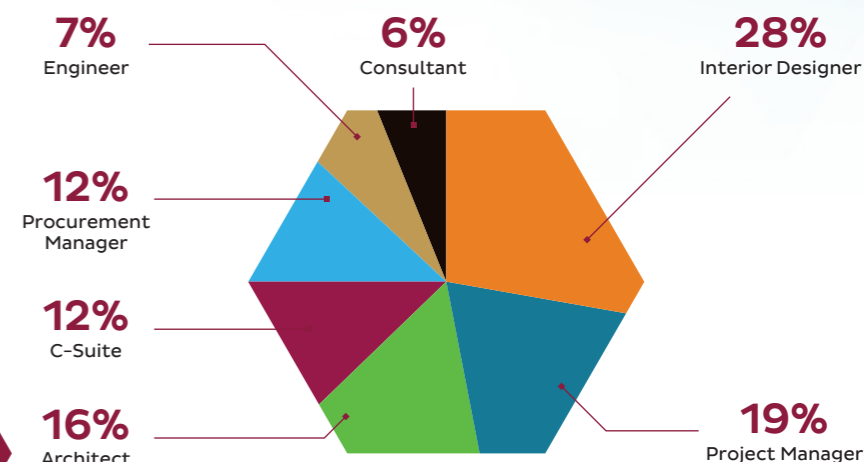
Get valuable face-to-face time at Qatar's biggest gathering of interiors professionals, across four days, under one roof

Acquire first-hand market intelligence and win business from the international developers now entering the market

## YOUR ACCESS TO QATAR'S INTERIOR BUYERS

INDEX Qatar connects you with more than 5,000 key buyers responsible for designing and procuring for a wide range of projects in the State. They are attending to learn, source and order from new suppliers and manufacturers.

### A TRACK RECORD OF ATTRACTING KEY DECISION MAKERS



### KEY REASONS FOR VISITORS ATTENDING



### INDUSTRIES CURRENTLY SOURCING INTERIOR PRODUCTS:

- Hospitality • Residential • Commercial • Retail
- Design and Architecture Firms • High Net Worth Individuals

“A great showcase of local and international architectural and interior design products and services. Look forward to the next INDEX Qatar already!”

Architectural Lead, ASTAD Project Management



# WHY QATAR IS ONE OF THE FASTEST GROWING INTERIORS MARKETS

There are a variety of planned and continuing projects at different stages of their design, construction and finishing in Qatar. Interior and fit-out spend in the country is likely to increase from US\$247 million in 2017 to US\$486 million in 2018 due to new developments ahead of the 2022 FIFA World Cup and 2030 National Vision.

Qatar is an exciting opportunity for local and international interior and fit-out suppliers to meet this overwhelming demand and supply the products for a host of hospitality, retail, commercial and residential projects. Some of the staggering projects underway include:

## SALWA RESORT Project budget: US\$1 billion

The ambitious waterfront resort is designed to become one of the largest resorts and residential projects in the Middle East. Salwa Beach Resort & Villas will include hotels, water park, marina, dive center, cinemas, pools, health club, spa and a considerable retail space.

## AL WAAB CITY Project budget: US\$3.2 billion

Al Waab City Development in Doha covers an area of 1.25 million sqm. The city will include mixed-use residential and apartment units housing around 8,000 people, anchor, and low-rise office space. The heart of city is Barahat Al Waab a 44,000 sqm yard which will become a central urban gathering space for tourists, guests and residents of the city. Features include: 4,200 residential units, 300-room hotel, commercial units (200,000 square meters), retail outlets (88,000 square meters).

## NORTH GATE SHOPPING MALL & OFFICE BUILDINGS Project budget: US\$290 million

3-storey shopping mall comprising built-up area of 396,130sqm and six office buildings each having 5 floors. Project includes: 398 shops, 15 cinema halls, visitor attractions including the Crystal Garden, market street dining and Shamal Hall, 2-level car park to accommodate 4,000 cars.



“The quality of the visitors and other exhibitors was really strong, and the Qatari market gave us a tremendous response. The Qatari people have a great approach which will take them a long way on their road to World Cup 2022 and 2030 Vision, and I look forward to seeing what’s to come in the market.”

Architectural Lead, ASTAD Project Management

## ABRAJ QUARTIER Project budget: US\$500 million

The Abraj Quartier, or “Neighbourhood of Towers,” is a major component of a large and ambitious mixed-use development in Doha known as The Pearl. The Abraj Quartier will include 2,200 residential units and a total of more than 350,000sqm of built area.

## FIFA WORLD CUP STADIUMS Project budget: US\$8-10 billion

Construction and subsequent repurposing of sporting stadiums across the country in preparation for the 2022 football world cup. **Features include:** 9 new state-of-the-art stadiums • 7 city sites • 3 renovated stadiums • Zero-carbon emitting and climate controlled • Regeneration / development of local facilities • Total capacity of over 600,000 seats

## MSHEIREB DOWNTOWN DOHA REGENERATION PROJECT Project budget: US\$4.5 billion

The world’s first fully sustainable downtown regeneration project, conserving yet modernising the historical downtown of Doha in a mixed-use development. The project covers 31 hectares and will feature premier office space, retail, leisure facilities, town houses, upscale apartments, hotels, museums, civic services, cultural and entertainment venues.

## HAMAD INTERNATIONAL AIRPORT EXPANSION Project budget: US\$15.5 billion

An additional 400,000 sqm extension to the existing airport terminal including a major expansion of airport facilities to bring existing capacity from 30m to 53m passengers annually. There will be a new 1.3 kilometre concourse, 64 new check in counters and 18,000 sqm of retail and food and beverage space.





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**BOOK  
YOUR STAND  
TODAY:**



**SPACE ONLY STAND**  
**US \$400 per sqm**

This option is for companies  
who wish to build their own  
stand.



**ALL-IN PACKAGE /  
SHELL STAND**  
**US \$450 per sqm**

This option includes shell  
construction, carpet tiles, walling,  
fascia with company name and  
stand number, power point &  
spotlights.

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