PHDCCI BUSINESS DELEGATION TO

QATAR & KUWAIT

20-26 September 2025

20-23
Sep 2025
Doha, Qatar

24-26
Sep 2025
Kuwait City, Kuwait

A Report by

International Affairs Committee, PHDCCI

MESSAGE

Mr. Hemant Jain
President
PHD Chamber of Commerce and Industry (PHDCCI)

India and Qatar share a strong relationship rooted in historical, cultural, and economic ties. Over the years, both nations have forged a robust trade partnership supported by collaboration in energy, infrastructure, petrochemicals, information technology, and services. Similarly, India and Kuwait have enjoyed long-standing and cordial relations characterized by dynamic trade engagement and deep people-to-people connections. Kuwait remains a key economic partner and a major supplier of crude oil and petroleum products to India.

PHDCCI organized a Business Delegation to Qatar and Kuwait from 20–26 September 2025, with the objective of strengthening bilateral economic relations, exploring new avenues for trade and investment, and fostering meaningful partnerships across sectors of mutual interest. This initiative marks an important step in our ongoing efforts to deepen India's economic engagement with the Gulf region—one of our most vital trade and investment partners. The visit provided an excellent platform to explore cooperation in diverse areas such as infrastructure, construction, renewable energy, healthcare, information technology, logistics, and food processing.

We extend our heartfelt gratitude to H.E. Mr. Vipul, Ambassador of India to Qatar, and H.E. Dr. Adarsh Swaika, Ambassador of India to Kuwait, for their invaluable support, guidance, and cooperation in ensuring the success of this visit. The delegation held structured and insightful meetings with the Ministry of Commerce and Industry, Invest Qatar, Qatar Chamber of Commerce & Industry (QCCI), Qatar Financial Centre (QFC), Indian Business & Professionals Council (IBPC), and the Qatar Free Zones Authority (QFZ), among others.

India shares long-standing cultural and economic ties with both Qatar and Kuwait. The vibrant Indian diaspora—comprising over 800,000 in Qatar and more than one million in Kuwait—continues to play a pivotal role in strengthening these bonds of friendship and mutual growth. Through this delegation, PHDCCI reaffirmed its role as a bridge between Indian industry and global markets, facilitating partnerships that drive economic progress and shared prosperity.

The insights and outcomes captured in this report reflect the immense potential for enhancing bilateral trade and investment between India and the Gulf region. I extend my sincere appreciation to all delegates, partner organizations, and the PHDCCI team for their collective efforts in making this mission a success.

MESSAGE

Mr. Aditya Paul Berlia
Chair, International Affairs Committee for Gulf
PHD Chamber of Commerce and Industry (PHDCCI)

It gives me immense pleasure to present the Business Delegation Report of the PHD Chamber of Commerce and Industry (PHDCCI) for the visit to Qatar and Kuwait from 20–26 September 2025.

The Gulf region has long been one of India's most important economic partners, and PHDCCI has been consistently engaged in fostering stronger commercial and investment linkages with these dynamic markets. This business delegation to Qatar and Kuwait was organized with the objective of deepening bilateral engagement, identifying new avenues for cooperation, and supporting Indian enterprises in expanding their global footprint.

India's enduring relations with both Qatar and Kuwait are reinforced by the presence of a vibrant and industrious Indian diaspora that continues to contribute significantly to the development of the region while fostering goodwill and cultural exchange. The visit also highlighted India's growing strengths in innovation, manufacturing, and services—sectors that align closely with the economic diversification and sustainability goals of the Gulf countries.

As Chair of the International Affairs Committee for Gulf, I take great pride in the pivotal role that PHDCCI continues to play in connecting Indian industry with global partners. Through sustained engagement and meaningful collaboration, we aim to strengthen India's contribution to the Gulf's growth story and promote mutually beneficial cooperation across key sectors.

I extend my sincere appreciation to the Embassies of India in Doha and Kuwait, the participating companies, and the PHDCCI team for their dedication and support in making this delegation a success.

MESSAGE

Dr. Ranjeet Mehta
CEO & Secretary General
PHD Chamber of Commerce and Industry (PHDCCI)

PHDCCI has consistently been at the forefront of promoting cooperation between India and the Gulf countries through various trade and investment initiatives. Over the years, the Chamber has undertaken several strategic business delegations and collaborative programmes aimed at deepening India's engagement with this vital region.

It gives me great pleasure to present the Business Delegation Report of the PHD Chamber of Commerce and Industry (PHDCCI) for the visit to Qatar and Kuwait from 20–26 September 2025. With the valuable support and guidance of the Embassy of India in Qatar and the Embassy of India in Kuwait, this delegation marked another significant milestone in our ongoing efforts to connect Indian enterprises with global opportunities.

The visit provided a unique platform for Indian businesses to engage with government agencies, chambers of commerce, and leading corporations in both countries. Discussions focused on enhancing collaboration in key sectors such as infrastructure, energy, healthcare, information technology, renewable energy, food processing, and logistics—areas where India and the Gulf region share strong complementarities and mutual growth potential.

India's deep-rooted partnership with Qatar and Kuwait is further strengthened by the vibrant Indian community residing in these countries. Their contribution to the socio-economic development of their host nations and their role as ambassadors of goodwill continue to fortify the bonds of friendship and cooperation between our nations.

This report captures the key outcomes, opportunities, and insights from the visit and highlights the immense scope for expanding bilateral trade and investment. At PHDCCI, we remain steadfast in our commitment to serve as a catalyst for India's global economic engagement. Through our International Affairs and Trade Fairs Division, we continue to collaborate closely with foreign missions, trade promotion agencies, and business councils to facilitate mutually beneficial partnerships.

I am confident that this report will serve as a valuable reference for Indian businesses, policymakers, and stakeholders, providing a comprehensive understanding of the evolving business landscape between India–Qatar and India–Kuwait, and the tremendous opportunities it holds for the future.

COUNTRY FACTSHEET – QATAR

Location: Middle East, peninsula bordering the Persian Gulf and Saudi Arabia

Capital: Doha

Official Languages: Arabic (official), English commonly used as a second language

Area: **Total**: 11,586 sq km
Land: 11,586 sq km
Water: 0 sq km

Population: 2,552,088 (2024 est.)

GDP-Per-Capita (PPP): $317.064 billion (2024 est.)

GDP-Composition by sector:

- **Agriculture:** 0.3% (2024 est.)
- **Industry:** 58.5% (2024 est.)
- **Services:** 45.9% (2024 est.)

Agriculture Products: dates, chicken, tomatoes, camel milk, vegetables, cucumbers/gherkins, pumpkins/squash, eggs, sheep milk, eggplants (2023)

Industries: liquefied natural gas, crude oil production and refining, ammonia, fertilizer, petrochemicals, steel reinforcing bars, cement, commercial ship repair

Exchange Rates: Qatari rials (QAR) per US dollar - 3.64 (2024 est.)

Exports: $125.216 billion (2024 est.)

Exports Commodities: natural gas, crude petroleum, refined petroleum, plastics, fertilizers (2023)

Exports Partners: China 18%, India 11%, S. Korea 10%, Japan 7%, Pakistan 6% (2023)

Imports: $69.692 billion (2024 est.)

Import Commodities: gas turbines, cars, aircraft, iron pipes, ships (2023)

Import Partners: USA 12%, China 12%, UAE 9%, UK 7%, India 5% (2023)

India – Qatar Trade and Investment

Values in US $ Millions

S.No.	Year	2020 - 2021	2021 - 2022	2022 - 2023	2023 - 2024	2024 - 2025
1	**Export**	1,284.82	1,837.75	1,966.78	1,700.01	1,682.48
2	%Growth		43.04	7.02	-13.56	-1.03
3	India's Total Export	291,808.48	422,004.40	451,070.00	437,072.03	437,704.58
4	%Growth		44.62	6.89	-3.10	0.14
5	%Share	0.44	0.44	0.44	0.39	0.38
6	**Import**	7,930.15	13,193.70	16,808.10	12,342.51	12,463.79
7	%Growth		66.37	27.39	-26.57	0.98
8	India's Total Import	394,435.88	613,052.05	715,968.90	678,214.77	721,200.22
9	%Growth		55.43	16.79	-5.27	6.34
10	%Share	2.01	2.15	2.35	1.82	1.73
11.	**Total Trade**	9,214.97	15,031.45	18,774.87	14,042.51	14,146.26
12	%Growth		63.12	24.90	-25.21	0.74
13.	India's Total Trade	686,244.36	1,035,056.45	1,167,038.89	1,115,286.81	1,158,904.80
14	%Growth		50.83	12.75	-4.43	3.91
15	%Share	1.34	1.45	1.61	1.26	1.22
16.	**Trade Balance**	-6,645.33	-11,355.95	-14,841.32	-10,642.50	-10,781.31
17.	India's Trade Balance	-102,627.40	-191,047.65	-264,898.90	-241,142.74	-283,495.65

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.

COUNTRY FACTSHEET – KUWAIT

Location: Middle East, bordering the Persian Gulf, between Iraq and Saudi Arabia

Capital: Kuwait City

Official Languages: Arabic (official), English widely spoken

Area: **Total:** 17,818 sq km
Land: 17,818 sq km
Water: 0 sq km

Population: 3,138,355 (2024 est.)

GDP-Per-Capita (PPP): $225.947 billion (2024 est.)

GDP-Composition by sector:
- **Agriculture:** 0.5% (2024 est.)
- **Industry:** 57.1% (2024 est.)
- **Services:** 55.9% (2024 est.)

Agriculture Products: dates, eggs, milk, tomatoes, chicken, lamb/mutton, cucumbers/gherkins, vegetables, maize, eggplants (2023)

Industries: dates, eggs, milk, tomatoes, chicken, lamb/mutton, cucumbers/gherkins, vegetables, maize, eggplants (2023)

Exchange Rates: Kuwaiti dinars (KD) per US dollar – 0.307 (2024 est.)

Exports: $89.71 billion (2024 est.)

Exports Commodities: crude petroleum, refined petroleum, natural gas, hydrocarbons, plastics (2023)

Exports Partners: China 25%, India 13%, Japan 13%, Taiwan 7%, UK 5% (2023)

Imports: $61.521 billion (2024 est.)

Import Commodities: cars, natural gas, garments, broadcasting equipment, packaged medicine (2023)

Import Partners: China 18%, UAE 10%, USA 9%, Saudi Arabia 6%, Japan 6% (2023)

India – Kuwait Trade and Investment

Values in US $ Millions

S.No.	Year	2020 - 2021	2021 - 2022	2022 - 2023	2023 - 2024	2024 - 2025
1	**Export**	1,054.20	1,241.93	1,560.45	2,103.22	1,934.81
2	%Growth		17.81	25.65	34.78	-8.01
3	India's Total Export	291,808.48	422,004.40	451,070.00	437,072.03	437,704.58
4	%Growth		44.62	6.89	-3.10	0.14
5	%Share	0.36	0.29	0.35	0.48	0.44
6	**Import**	5,214.15	11,001.76	12,247.37	8,362.82	8,285.74
7	%Growth		111.00	11.32	-31.72	-0.92
8	India's Total Import	394,435.88	613,052.05	715,968.90	678,214.77	721,200.22
9	%Growth		55.43	16.79	-5.27	6.34
10	%Share	1.32	1.79	1.71	1.23	1.15
11.	**Total Trade**	6,268.34	12,243.68	13,807.82	10,466.04	10,220.54
12	%Growth		95.33	12.78	-24.20	-2.35
13.	India's Total Trade	686,244.36	1,035,056.45	1,167,038.89	1,115,286.81	1,158,904.80
14	%Growth		50.83	12.75	-4.43	3.91
15	%Share	0.91	1.18	1.18	0.94	0.88
16.	**Trade Balance**	-4,159.95	-9,759.83	-10,686.92	-6,259.60	-6,350.93
17.	India's Trade Balance	-102,627.40	-191,047.65	-264,898.90	-241,142.74	-283,495.65

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.

Introduction


India shares a strong and multifaceted partnership with both Qatar and Kuwait, anchored in energy cooperation, trade, and robust people-to-people ties. Qatar serves as a key supplier of liquefied natural gas (LNG) and petrochemicals, contributing significantly to India's energy security, while Kuwait remains an important source of crude oil for India's expanding energy requirements. Bilateral trade reached approximately **USD 18 billion with Qatar and USD 13.5 billion** with Kuwait in 2023–24, with energy products forming the bulk of imports, complemented by Indian exports of food products, textiles, engineering goods, chemicals, and machinery. Beyond hydrocarbons, India is collaborating with both nations in sectors including infrastructure, healthcare, information technology, renewable energy, and food security. The sizeable Indian diaspora—over 800,000 in Qatar and more than one million in Kuwait—continues to play a pivotal role in strengthening bilateral goodwill. Institutional mechanisms such as joint business councils, chambers of commerce, and ministerial commissions have further deepened economic dialogue and fostered collaboration in emerging domains such as fintech, the digital economy, and renewable energy, underscoring Qatar and Kuwait as strategic partners for India in the Gulf region.

The **PHD Chamber of Commerce and Industry (PHDCCI)** organized a **Business Delegation to Qatar and Kuwait from 20–26 September 2025**, aimed at strengthening bilateral economic ties, exploring trade opportunities, and fostering investment partnerships in key sectors.

The delegation was led by **Mr. Sanjay Beswal**, Co-Chair – International Affairs Committee for Gulf, PHDCCI, and comprised senior industry leaders and entrepreneurs representing diverse sectors such as **Consulting Services, IT & ICT, Organic Food, Textiles & Apparel, Toy Manufacturing, Chemicals and industry representation**.

The delegation included:

- **Mr. Sanjay Beswal**, Director, Andees Consulting LLP
- **Mr. Amit Singh**, Founder & Managing Director, Teliolabs Communication
- **Mr. Yug Patel**, Head of International Online Sale, Geo-Fresh Organic Pvt. Ltd.
- **Mr. Rakesh Kapoor**, Proprietor, Vishesh Apparels
- **Mr. Rahul Luthra**, Founder, All Seasons Impex Pvt. Ltd.
- **Mr. Ajay Kumar Todi**, CEO, KLJ Organic Qatar WLL
- **Mr. Sanjay Kumar Jain**, Senior Sales and Marketing Manager, Blue Star Qatar WLL
- **Mr. Niraj**, Director – International Affairs, PHDCCI

Together, the delegates represented **India's strengths in consulting, technology, food processing, manufacturing, and industrial sectors**, making the delegation a strong platform to explore synergies with business and government stakeholders in Qatar and Kuwait.

QATAR, DOHA

Meeting with H.E. Mr. Vipul, Ambassador of India to Qatar, Doha, 21st September 2025






The PHDCCI delegation called on H.E. Mr. Vipul, Ambassador of India to Qatar on 21st September 2025 at the Embassy of India in Doha. He was accompanied by Mr. Sandeep Kumar, Deputy Chief of Mission and Mr. Deepak Pundir, Attache (Commerce), Embassy of India, Qatar.

H.E. Mr. Vipul, Ambassador of India to Qatar welcomed the PHDCCI delegation and acknowledged the Chamber's role in fostering bilateral economic engagement. He noted that the present environment is conducive for strengthening trade and investment ties between India and Qatar and assured the delegation of the Embassy's support in facilitating business linkages. He informed that the Indian Diaspora in Qatar are important as there are over 8,00,000 presently.

He informed that the current bilateral trade between the two countries stands at around **USD 15 billion, with approximately USD 1.5 billion Qatari FDI in India,** particularly in sectors such as telecom, retail, healthcare, power, and housing. He highlighted that strong investment incentives are being offered through Invest Qatar, including support for setup, leasing, and staffing costs.

He also emphasized the advantages of operating in **Qatar's Free Zones (such as Ras Bufontas and Um Alhoul),** which provide a favorable regulatory and tax environment, 100% foreign ownership, and streamlined customs processes.

The Ambassador further informed that Qatar and India have set a target to **double bilateral trade to USD 30 billion by 2030**. He underlined significant opportunities for Indian companies in Construction and Real Estate, Renewable Energy & Clean Technology, Technology & Digital Solutions, Logistics & Supply Chain, and Tourism, Hospitality & Events.

His Excellency concluded by assuring the delegation that the upcoming meetings with various agencies in Qatar over the next few days would be highly valuable in shaping their business plans.

Mr. Sanjay Beswal, Co-Chair – International Affairs Committee for Gulf, PHDCCI, and the leader of the delegation, expressed gratitude to His Excellency and his team for their support and coordination in arranging meetings with various stakeholders in Doha during the delegation's visit. He briefed about PHDCCI and its international engagements worldwide, highlighting its role in supporting and promoting Indian industry to explore new geographies. He then invited the delegation members to introduce themselves and share their business interests, before requesting the Ambassador to provide insights on the business environment and opportunities in Qatar.

During the meeting, the delegates highlighted that India and Qatar share historical bonds of friendship, built on a strong foundation of close people-to-people ties. They emphasized that the multifaceted bilateral relationship encompasses vibrant cooperation across diverse sectors, including trade, energy, investment, connectivity, culture, education, health, defence, and security, among others.

In continuation of the longstanding engagement and cooperation between India and Qatar, **HH Sheikh Tamim bin Hamad Al-Thani, Amir of the State of Qatar,** undertook a State Visit to India from 17–18 February 2025 at the invitation **of Prime Minister Narendra Modi**, accompanied by a high-level delegation comprising senior ministers, officials, and business leaders.

Both sides reaffirmed the historic depth of India–Qatar relations and their evolving strategic partnership, underpinned by strong ties in energy, trade, and people-to-people exchanges. The two sides noted the growing collaboration in finance and digital connectivity, highlighted by the introduction of **India's Unified Payments Interface (UPI) in Qatar**, with plans for a nationwide rollout and the exploration of bilateral trade settlements in local currencies. The decision of **Qatar National Bank to establish an office in Gujarat India's GIFT City** was also welcomed as an important step toward deeper financial integration and investment facilitation.

Beyond economic engagement, both leaders reiterated their firm commitment to combating terrorism in all its forms and agreed to **strengthen cooperation in intelligence sharing, cyber security, and the prevention of transnational crimes**.

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Meeting with Ministry of Commerce and Industry, Qatar, 21st September 2025

The Embassy of India, Qatar arranged a meeting with senior government officers of the Ministry of Commerce and Industry, State of Qatar on 21st September 2025 at their office.

Qatar's Ministry of Commerce & Industry (Doha) and India's Ministry of Commerce & Industry (New Delhi) maintain a pragmatic, fast-growing trade relationship anchored in energy but rapidly diversifying into investment, food security, infrastructure and services. Bilateral trade has been roughly USD 14–15 billion in recent years (2023–25). In February 2025 both governments set an ambition to double trade to USD 28 billion within five years and to explore a CEPA — opening a pathway for expanded market access, inflows of investment, and institutional cooperation across industry, logistics and energy. Continued engagement between the two ministries (policy coordination, MOUs, trade delegations and Invest-to-Invest initiatives) will be critical to translate political goals into concrete commercial outcomes

Mr. Saleh Majid Al-Khulaifi, **Deputy Under Secretary for Industrial Affairs and Business Development** and **Mr. Hamad Mohammed Al-Nasr**, **Director, Department of Trade Development and Investment Promotion** represented Ministry of Commerce and Industry, State of Qatar. **Mr. Sandeep Kumar, Deputy Chief of Mission** and **Mr. Deepak Pundir, Attache (Commerce), Embassy of India, Doha** accompanied the PHDCCI delegation in the meeting.

Mr. Saleh Majid Ai-Khulaifi while welcoming the PHDCCI Business Delegation to Qatar highlighted that Qatar's economic diversification agenda under the Qatar National Vision 2030 has opened new avenues for international businesses, including Indian SMEs. Bilateral trade between India and Qatar is already significant, and there is strong potential to expand cooperation across multiple sectors. The Ministry of Commerce and Industry (MOCI) contributes to the Qatar National Vision 2030 by executing its Ministry of Commerce and Industry Strategy 2024-2030. This strategy focuses on economic diversification through institutional excellence, enhancing the business environment, developing local industries, facilitating trade, and ensuring consumer protection. The goal is to boost the non-oil economy, achieve a 3.4% compound annual growth rate in non-oil sectors by 2030, attract USD100 billion in foreign direct investment by 2030, and support the overall transition to a knowledge-based economy outlined in the national vision. He informed that Invest Qatar offers attractive incentives for foreign investors, such as support for setup, leasing, and staffing costs.

Mr. Hamad Mohammed Al-Nasr highlighted that SMEs can benefit from 100% foreign ownership, tax exemptions, and streamlined customs processes in Free Zones like **Ras Bufontas and Um Alhoul**. The Public–Private Partnerships (PPP) are encouraged in key infrastructure and service sectors. Indian SMEs were encouraged to explore joint ventures, partnerships, and local agency arrangements to effectively enter the Qatari market. He informed that the Ministry acknowledged the strong reputation of Indian companies in terms of cost competitiveness, technical expertise, and adaptability. There are over 20,000 India Qatar Joint Ventures registered in Qatar and **KLJ Organic Qatar** is one of the case study.

Mr. Sandeep Kumar, Deputy Head of Mission thanked the Ministry of Commerce and Industry for the support they have extended to the Indian Industry over the years and this is the moment where the Industry from both the nations can benefit. He informed that the upcoming visit of the Hon'ble Minister of Commerce and Industry of India to Qatar for bilateral trade, investment, and economic cooperation is a big step in strengthening the trade relation between the two countries.

Meeting with Indian Business & Professionals Council (IBPC), Doha, Qatar, 21st Sep 2025













The Embassy of India, Qatar arranged an interactive session with the members of Indian Business & Professionals Council (IBPC) on 21st September 2025 at Hotel ibis, Doha.

Mr. Thaha Muhammed, President, IBPC along with Mr. Abdul Sathar, Vice President, IBPC and over 40 members were present in the session. **Mr. Sandeep Kumar, Deputy Chief of Mission and Mr. Deepak Pundir, Attache (Commerce), Embassy of India, Doha** accompanied the PHDCCI delegation in the meeting.

The **Indian Business and Professionals Council (IBPC)**, a key business and professional organization functioning under the aegis of the **Embassy of India in Qatar**, serves as a vital platform for promoting trade, commerce, and bilateral investments between India and Qatar.

Sandeep Kumar, Deputy Chief of Mission at the Embassy of India in Doha, highlighted the significance of India-Qatar trade relations during an interactive session with visiting PHDCCI delegates, organised by IBPC Qatar at Ibis Hotel in Doha.

India's PHD Chamber of Commerce explores growth opportunities in Qatar at IBPC event

TRIBUNE NEWS NETWORK
DOHA

THE Indian Business and Professionals Council (IBPC) Qatar, in association with the Embassy of India, organized an exclusive interactive session with the visiting delegates of the PHD Chamber of Commerce and Industry (PHDCCI), India, on Sunday, at Ibis Hotel, Doha.

The delegation comprised leading companies representing key sectors including Healthcare & Wellness, Food Processing & Agri Products, Automobile & Spare Parts, Information Technology & Digital Services, Textiles & Garments, Construction & Infrastructure, and Renewable Energy. The session provided a valuable platform for meaningful networking and the exploration of potential business expansion opportunities in Qatar for the delegates' respective products and services.

Trade ties

The session provided a valuable platform for meaningful networking and the exploration of potential business expansion opportunities in Qatar for the delegates' respective products and services.

The session was opened and moderated by Rony Paul, Vice President – Trade and Investments, IBPC Qatar. Sandeep Kumar, Deputy Chief of Mission at the Embassy of India, Doha, delivered his remarks and spoke about the importance of India–Qatar bilateral trade relations. Thaha Muhammed Abdul Kareem, President of IBPC Qatar, gave the presidential address, highlighting opportunities for trade and introducing IBPC Qatar to the delegates from India. He emphasized how the relationship between India and Qatar has been strengthening, particularly with the visit of the Emir of Qatar to India in February 2025, which further opened avenues for collaboration. He also noted the improving trade relations and the growing opportunities for businesses on both sides.

The PHD Chamber of Commerce and Industry (PHDCCI) presented an overview of its activities, after which each delegate introduced their company and areas of business interest. Established in 1905, PHDCCI is a not-for-profit, industry-led, and industry-managed apex chamber in India. Positioning itself as the "Voice of Industry & Trade," it extends its reach to over 150,000 large, medium, and small enterprises across the nation.

With strong national and international linkages, PHDCCI actively shapes economic and industrial policies at both central and state levels. It is represented on more than 130 advisory and consultative bodies, ensuring that the voice of Indian industry is heard before policy announcements.

Comprising a **Board of Governors** and an **Executive Committee**, the IBPC works closely with its affiliated associations representing diverse business sectors and professional groups to facilitate business engagement, manufacturing and trading partnerships, and joint ventures.

The Council actively collaborates with the Embassy to strengthen economic linkages and create new opportunities for collaboration between the business communities of both countries.

Mr. Muhammed informed that as a non-profit organization and Apex body under the Embassy of India, IBPC provides a platform for Indian businesses and professionals to enhance Indo-Qatar trade and professional relations. IBPC acts as a platform to introduce Indian businesses and professionals to opportunities that project their expertise and strengths in various disciplines for prospective alliances with business & trade organizations operating in Qatar. It also aims to provide a reciprocal interface for business and trade organizations established in Qatar to explore business & networking opportunities in India. He welcomed the PHDCCI Business delegation to Qatar at an opportune time and extended all the support to the Indian delegation.

Mr. Sandeep Kumar reiterated the active support of the Indian Embassy to the Business Delegation in arranging meeting with their counterparts in Qatar and ensured that such engagements will be regular in future as the government of both the countries are actively engaged in strengthening the trade relations. He further added that **PHDCCI with its legacy of 120 years** will play a vital role in engaging the Qatari companies with their potential partners in India.

The meeting highlighted the commitment of both organizations to strengthening bilateral business ties, fostering investment opportunities, and advancing sustainable economic collaboration between India and Qatar.

Meeting with Invest Qatar, Doha, 22nd September 2025

On the second day of the PHDCCI Business Delegation's visit to Qatar, the Embassy of India in Doha facilitated a meeting with the senior leadership of Invest Qatar on 22 September 2025 at the Invest Qatar headquarters.

Mr. Jeroen Carl Maria Nijland, Director of Investor Relations and Mr. Yanal Qatami, Senior Executive Investor Relations represented Invest Qatar and **Mr. Sandeep Kumar, Deputy Chief of Mission and Mr. Deepak Pundir, Attache (Commerce), Embassy of India, Doha** accompanied the PHDCCI delegation in the meeting.

Invest Qatar is the government agency responsible for promoting **foreign direct investment (FDI)** in Qatar by attracting international investors and guiding them through the local business environment. It serves as a gateway to investment opportunities, connecting investors with local partners and providing comprehensive market insights to support ventures from initial setup to expansion. The agency works closely with **Indian authorities**, including **Invest India** and other trade and investment bodies, to facilitate bilateral investment flows and create opportunities for Indian businesses in Qatar.

Mr. Nijland warmly welcomed the PHDCCI delegation and commended the Chamber's efforts to connect Indian businesses with Qatar's growing economy. He outlined the role of Invest Qatar as the country's investment promotion agency, responsible for attracting FDI, offering incentives, facilitating business set-up and stakeholder engagement, and building partnerships with international agencies to foster bilateral investment.

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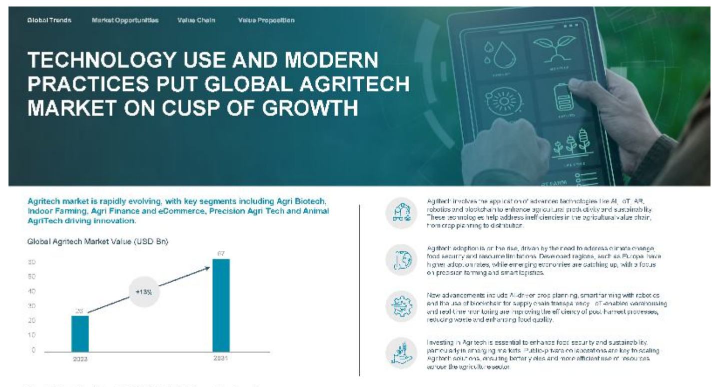
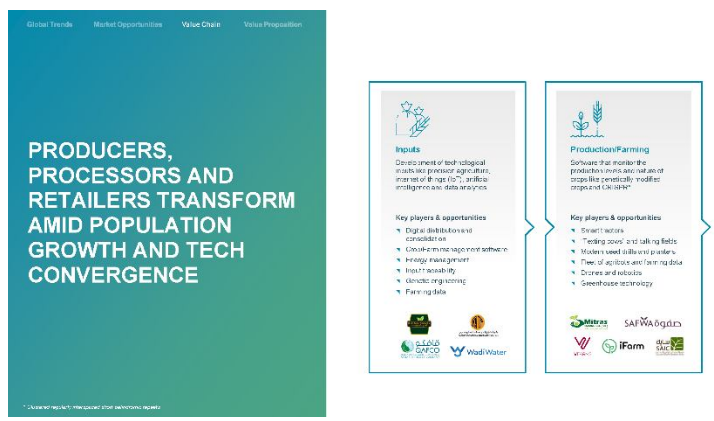
Mr. Sanjay Beswal, on behalf of PHDCCI, thanked Invest Qatar for hosting the delegation and facilitating discussions on trade and investment partnerships. He outlined PHDCCI's role as a catalyst for industry-led initiatives and international collaborations, and invited delegation members to introduce themselves and present their business interests.

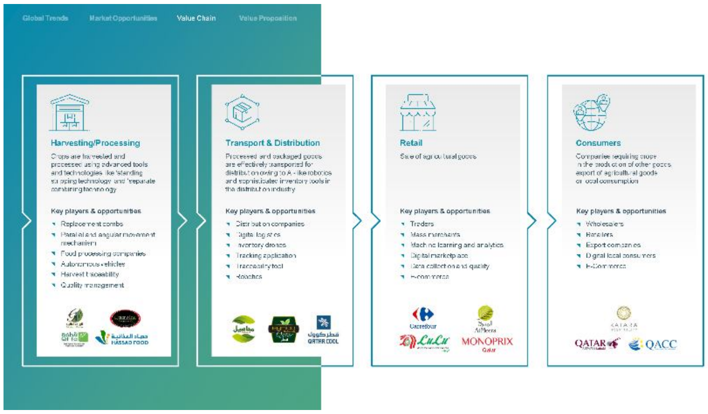
Sectors & Opportunities – Agritech in Qatar



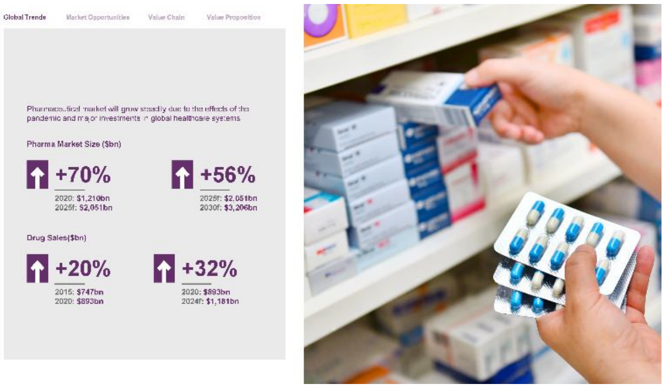
BUSINESS DELEGATION TO QATAR & KUWAIT

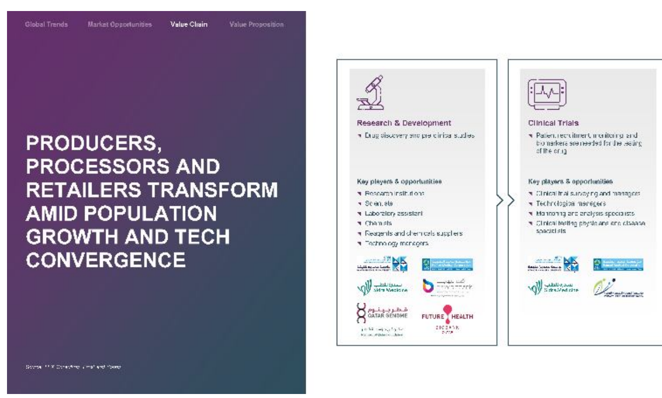


BUSINESS DELEGATION TO QATAR & KUWAIT



Sectors & Opportunities – Pharmaceuticals in Qatar





BUSINESS DELEGATION TO
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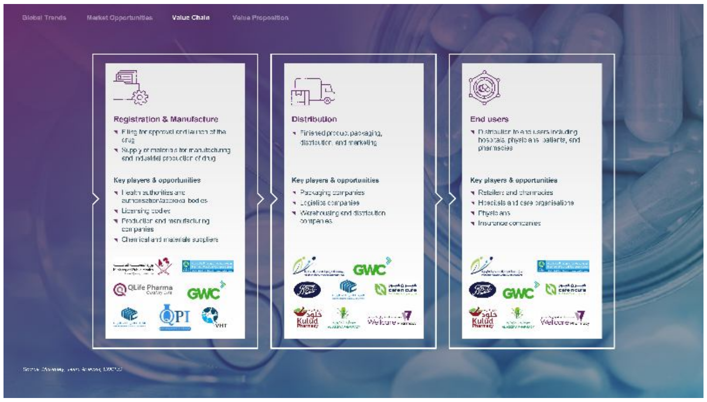
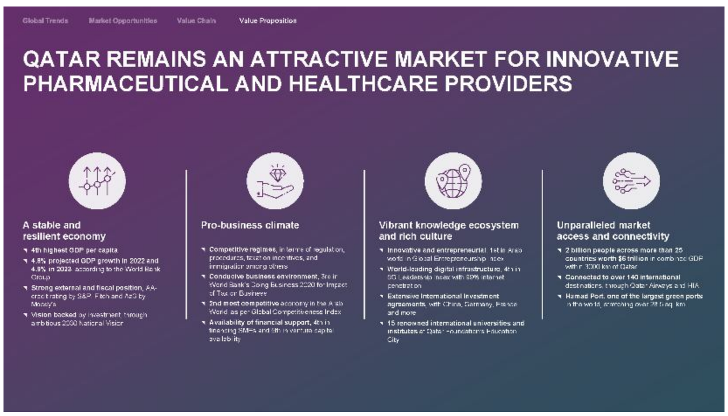
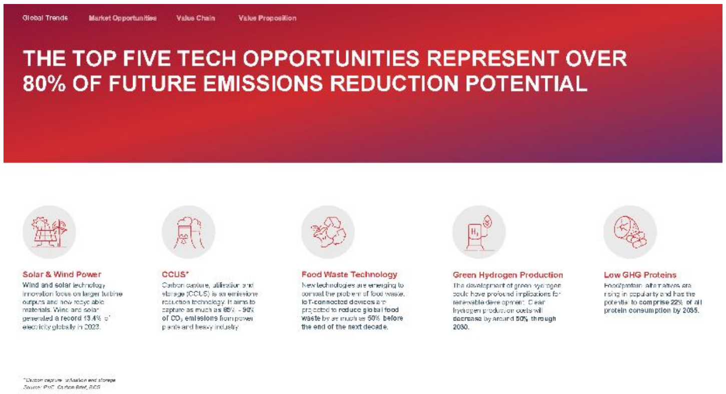
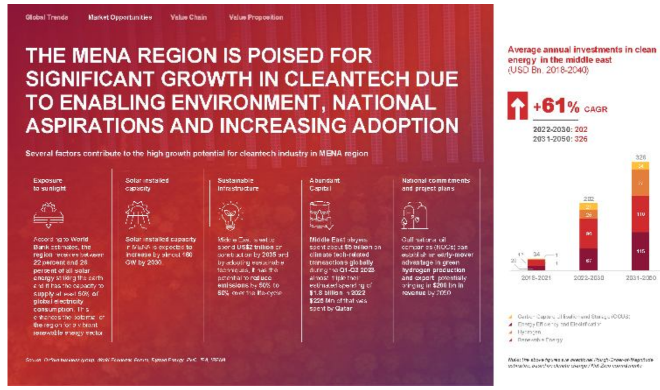


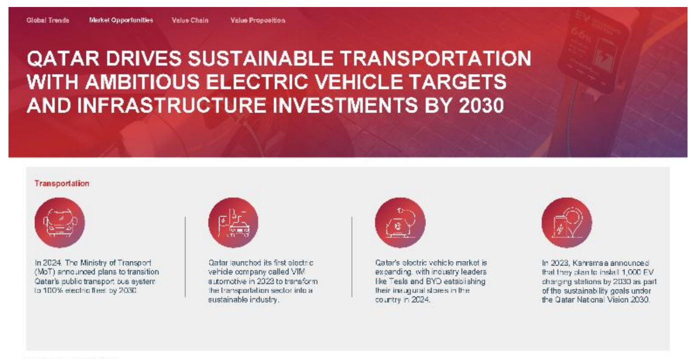


Sectors & Opportunities – Cleantech in Qatar

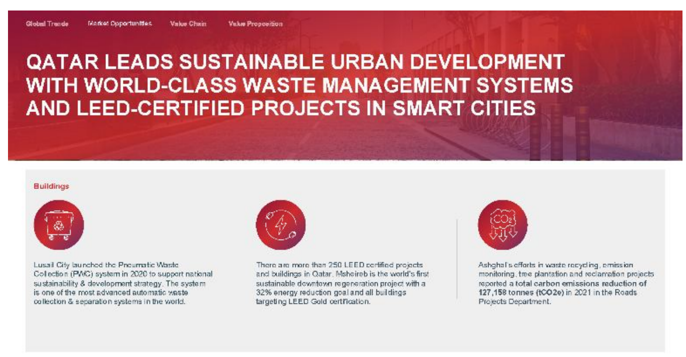

Global Trends
Market Opportunities
Value Chain
Value Proposition
THE TOP FIVE TECH OPPORTUNITIES REPRESENT OVER 80% OF FUTURE EMISSIONS REDUCTION POTENTIAL
Solar & Wind Power
Wind and solar technology innovation focus on larger turbine outputs and new recyclable materials. Wind and solar generated a record 13.4% of electricity globally in 2023.
CCUS*
Carbon capture, utilisation and storage (CCUS) is an emissions reduction technology. It aims to capture as much as 85% - 90% of CO2 emissions from power plants and heavy industry.
Food Waste Technology
New technologies are emerging to combat the problem of food waste. IoT-connected devices are projected to reduce global food waste by as much as 50% before the end of the next decade.
Green Hydrogen Production
The development of green hydrogen could have profound implications for renewable development. Clean hydrogen production costs will decrease by around 50% through 2030.
Low GHG Proteins
Food/protein alternatives are rising in popularity and has the potential to comprise 22% of all protein consumption by 2035.


Global Trends
Market Opportunities
Value Chain
Value Proposition
THE MENA REGION IS POISED FOR SIGNIFICANT GROWTH IN CLEANTECH DUE TO ENABLING ENVIRONMENT, NATIONAL ASPIRATIONS AND INCREASING ADOPTION
Several factors contribute to the high growth potential for cleantech industry in MENA region
Exposure to sunlight
Solar installed capacity
Sustainable Infrastructure
Abundant Capital
National commitments and project plans
Average annual investments in clean energy in the middle east
(USD Bn. 2018-2040)
+61% CAGR
2022-2030: 202
2031-2050: 326
326
202
34
2018-2021
2022-2030
2031-2050

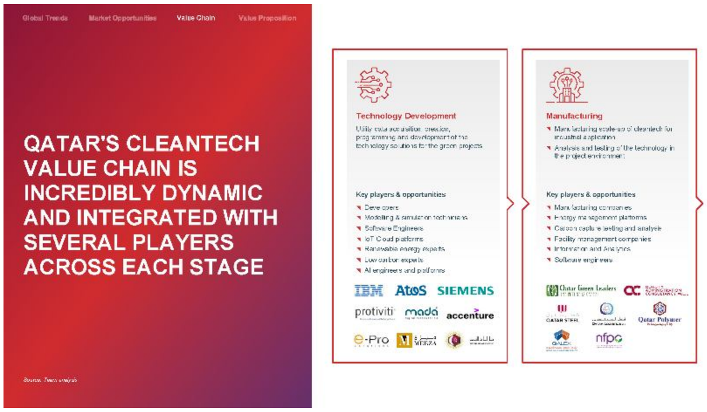

Global Trends
Market Opportunities
Value Chain
Value Proposition
QATAR NATIONAL ENVIRONMENT AND CLIMATE STRATEGY (QNE) LAUNCHED BY THE MINISTRY OF ENVIRONMENT AND CLIMATE CHANGE (MOECC) SAFEGUARDS QATAR'S ENVIRONMENT FOR FUTURE GENERATIONS
Qatar National Environment and Climate Change Strategy
GHG Emissions and Air quality: To reduce GHG emission by 25%
Biodiversity: efficiently manage more than 25% of land by 2030
Water: 55% desalination of water 60% reduction in groundwater extraction
Circular Economy and Waste management: 15% material recycling rate of municipal wastes and use 35% of recycled materials
Land Use: 40% improvement


Global Trends
Market Opportunities
Value Chain
Value Proposition
QATAR DRIVES SUSTAINABLE TRANSPORTATION WITH AMBITIOUS ELECTRIC VEHICLE TARGETS AND INFRASTRUCTURE INVESTMENTS BY 2030
Transportation
In 2024. The Ministry of Transport (MoT) announced plans to transition Qatar's public transport bus system to 100% electric fleet by 2030.
Qatar launched its first electric vehicle company called VIM automotive in 2023 to transform the transportation sector into a sustainable industry.
Qatar's electric vehicle market is expanding, with industry leaders like Tesla and BYD establishing their inaugural stores in the country in 2024.
In 2023, Kahramaa announced that they plan to install 1,000 EV charging stations by 2030 as part of the sustainability goals under the Qatar National Vision 2030.


Global Trends
Market Opportunities
Value Chain
Value Proposition
QATAR ADVANCES CLEAN ENERGY INITIATIVES ACROSS MULTIPLE SECTORS, TARGETING SIGNIFICANT RENEWABLE CAPACITY AND WASTE-TO-ENERGY EXPANSION BY 2035
Industrial Applications
As part of the Third National Development Strategy, Qatar aims to expand its renewable energy capacity to 4 gigawatts by 2030.
Qatar aims to increase the capacity of Carbon Capture and Storage (CCS) facilities to capture more than 11Mtpa of CO2 in the country by 2035.
Ministry of Municipality launched strategy 2024-2030 that includes plans to adopt latest smart waste management systems and convert waste into energy.
Ooredoo Qatar Launched "Clean Energy - Super Hybrid" Programme to revolutionise energy consumption at mobile outdoor sites, by diversifying a mix of eco-friendly energy sources, such as solar power and wind energy.
As per the National Renewable Energy Strategy announced in 2024, Qatar is increasing the renewable energy generation from solar to 1,675 megawatts (MW).


Global Trends
Market Opportunities
Value Chain
Value Proposition
QATAR LEADS SUSTAINABLE URBAN DEVELOPMENT WITH WORLD-CLASS WASTE MANAGEMENT SYSTEMS AND LEED-CERTIFIED PROJECTS IN SMART CITIES
Buildings
Lusail City launched the Pneumatic Waste Collection (PWC) system in 2020 to support national sustainability & development strategy. The system is one of the most advanced automatic waste collection & separation systems in the world.
There are more than 250 LEED certified projects and buildings in Qatar. Msheireb is the world's first sustainable downtown regeneration project with a 32% energy reduction goal and all buildings targeting LEED Gold certification.
Ashghal's efforts in waste recycling, emission monitoring, tree plantation and reclamation projects reported a total carbon emissions reduction of 127,158 tonnes (tCO2e) in 2021 in the Roads Projects Department.

BUSINESS DELEGATION TO
QATAR & KUWAIT



Meeting with Qatar Chamber of Commerce and Industry (QCCI), 22nd Sep 2025

The Embassy of India, Qatar arranged an interactive session and B2B meeting of the PHDCCI Business Delegation to Qatar with the members of Qatar Chamber of Commerce & Industry (QCCI) on 22nd September 2025 at the office of QCCI.

The Qatar Chamber of Commerce and Industry (QCCI), established in 1963 under Law No. 4, is recognized as one of the oldest chambers in the GCC region. It represents and protects the interests of the Qatari private sector both domestically and internationally, while supporting the country's economic actors and fostering overall productivity.

H.E. Mr. Mohamed Mahdi Aiyan Al-Ahabi, **Board Member, QCCI** along with over 40 members including **Mr. Mohammed S. Alkuwari, CEO**, Gulf Consultant & Quality Centre were present in the meeting. **Mr. Sandeep Kumar, Deputy Chief of Mission and Mr. Deepak Pundir, Attache (Commerce), Embassy of India, Doha** accompanied the PHDCCI delegation in the meeting.

H.E. Mohamed Mahdi Aiyan Al-Ahabi highlighted the strong cooperation between Qatar and India at all levels, particularly in trade and economic relations. He noted that India is one of Qatar's most important trading partners, with **bilateral trade reaching QR 48 billion last year**. He added that the Indian business community plays an active role in supporting Qatar's economic development through the presence of numerous Indian companies operating across various sectors in the Qatari market. He also emphasized that the **Qatar Chamber's commitment to strengthening partnerships and cooperation between Qatari and Indian companies through joint investments and projects** across diverse sectors, including energy, infrastructure, technology, healthcare, and food security. He invited Indian companies to explore the investment opportunities available in Qatar, highlighting the country's advanced infrastructure and progressive legislation, which pave the way for deeper collaboration between the Qatari and Indian business communities.

According to the **Qatar Chamber of Commerce and Industry (QCCI),** more than 6,000 Indian companies, both large and small, are currently operating in Qatar. Indian firms are actively engaged in collaborations across sectors such as infrastructure, communications, information technology, energy, and more. **Notable companies include Larsen & Toubro, Voltas, Shapoorji Pallonji, Wipro, TCS, and Tech Mahindra.** Many of these companies have expanded their presence in Qatar, particularly in the infrastructure and IT sectors, contributing to **landmark projects** such as the **Al Rayyan Stadium (inaugurated during the Emir Cup Final 2020), the Gold Line Metro, and the Wakra Bypass Highway**.

Meeting with Qatar Financial Centre (QFC), 22nd Sep 2025

The Embassy of India, Qatar arranged a meeting of the PHDCCI Business Delegation to Qatar with the members of Qatar Financial Centre (QFC) on 22nd September 2025 at the office of QFC.

Ms. Abby Chan, Vice President, Asia Pacific and Mr. Mohammed Jassim Al-Kuwari, Senior Associate – Asia, Professional Services Sector represented Qatar Financial Centre (QFC). Mr. Sandeep Kumar, Deputy Chief of Mission and Mr. Deepak Pundir, Attache (Commerce), Embassy of India, Doha accompanied the PHDCCI delegation in the meeting.

Ms. Chan warmly welcomed the delegation and commended PHDCCI's efforts in strengthening India–Qatar economic relations. They highlighted QFC's role as a leading business and financial hub in the region, offering a transparent legal and regulatory framework, robust financial infrastructure, and serving as a gateway for foreign companies to expand into the GCC and MENA markets. Ms. Chan emphasized the advantages of operating within QFC, including 100% foreign ownership, a favorable tax regime, world-class office infrastructure, and streamlined licensing and registration procedures.

Mr. Mohammed Jassim Al-Kuwari highlighted investment opportunities available for Indian companies, particularly in professional services and financial sectors. He emphasized QFC's commitment to facilitating market entry through comprehensive support in licensing, regulatory compliance, and stakeholder engagement. Mr. Al-Kuwari encouraged active collaboration and reiterated QFC's readiness to assist Indian businesses in exploring partnerships, joint ventures, and establishing regional offices in Qatar.

During the meeting, it was emphasized that the **Qatar Financial Centre (QFC)** offers a highly business-friendly onshore environment, enabling companies to operate locally and regionally within a legal and tax framework aligned with international standards. The QFC allows **100% foreign ownership** and operates under a **legal system based on English common law**, supported by an independent court, regulatory tribunal, and dispute-resolution centre. It provides a **transparent and competitive tax regime**, including a 10% corporate tax on locally sourced profits, no personal income or wealth tax, and benefits from Qatar's **Double Taxation Agreements** with over 80 countries. Additionally, companies can enjoy **full repatriation of profits**, including dividends, interest, royalties, and management fees, free from withholding tax. The QFC also offers a **streamlined, one-stop setup process**, with a dedicated Client Affairs team to efficiently license, establish, and support businesses.

BUSINESS DELEGATION TO QATAR & KUWAIT

مركز قطر للمال
Qatar Financial Centre

Qatar Financial Centre

WE MEAN BUSINESS

WELCOME TO QFC

The Qatar Financial Centre (QFC) is a leading onshore business and financial centre, offering a world-class business platform for both local and international firms to operate in Qatar and expand into other markets.

Welcoming enterprises of all sizes and from diverse industries, the QFC is committed to positioning Doha as a leading hub for business, innovation, and wealth management.

The QFC operates within its own legal, tax and regulatory framework and provides a range of competitive benefits, including superior operational support, robust regulatory oversight, and efficient judicial processes, all designed to streamline business operations in Qatar.

Currently, the QFC is the platform of choice for over 2,200 companies, creating a community comprising over 9,000 people and a combined asset under management of over $28 billion.

> 3,300
Firms have chosen the QFC as their preferred registration platform

> 11,700
Talented individuals are a part of the QFC community

> 120
Countries from which QFC entities originate

AREAS OF FOCUS

Aligning our strategic objectives with the Qatar National Vision 2030 and the Third National Development Strategy, we aim to establish the QFC as a prominent wealth hub, attracting capital flows while fostering the growth of the country's financial and professional services sector.

- FINANCIAL SERVICES
- WEALTH MANAGEMENT
- DIGITAL & FINTECH
- ISLAMIC & SUSTAINABLE FINANCE
- PROFESSIONAL SERVICES

QFC WORLD-CLASS BENEFITS

- 100% FOREIGN OWNERSHIP
- 100% REPATRIATION OF PROFITS
- 0% WITHHOLDING TAX
- COMPETITIVE TAX SYSTEM*
- ENGLISH COMMON LAW
- ONE STOP SHOP
- NO CURRENCY RESTRICTIONS
- EMPLOYMENT DISPUTE RESOLUTION CENTRE **
- NO MINIMUM CAPITAL

*10% corporate tax on locally sourced profits
**Accredited by the International Labor Organization (ILO)

THE QFC BODIES

The QFC's business-friendly ecosystem operates in line with international best practice to ensure clients receive optimal operational, regulatory, and judicial support:

مركز قطر للمال
Qatar Financial Centre

The QFC Authority manages and maintains the QFC legal and tax environment, and licenses firms to conduct business in or from the QFC. The Authority also develops relationships with the global financial community and other key institutions, both within and outside Qatar.

هيئة تنظيم مركز قطر للمال
QATAR FINANCIAL CENTRE REGULATORY AUTHORITY

The Qatar Financial Centre Regulatory Authority is the independent regulator of the QFC, established to authorise, regulate and supervise firms and individuals conducting financial services and regulated activities in or from the QFC.

محكمة قطر الدولية ومركز تسوية المنازعات
QATAR INTERNATIONAL COURT AND DISPUTE RESOLUTION CENTRE

The Qatar International Court and Dispute Resolution Centre was established to provide a modern, specialist, civil and commercial court designed to hear cases quickly, economically and in front of internationally renowned, independent judges.

ACTIVITIES LICENSED BY THE QFC

REGULATED ACTIVITIES

BANKING
- Corporate/Wholesale Banking
- Investment Banking
- Private Banking (HNWI)
- Wealth Management

ASSET MANAGEMENT
- Collective Investment Schemes (UCITS and Qualified Investor type)
- Professional Investor Funds
- Venture Capital
- Private Equity

INSURANCE / REINSURANCE
- Insurance & Reinsurance Underwriting
- Insurance & Reinsurance Brokerage
- Captive Insurance

ISLAMIC FINANCE
- Islamic Banking & Sharia-Compliant Finance
- Islamic Insurance
- Islamic Investment Management

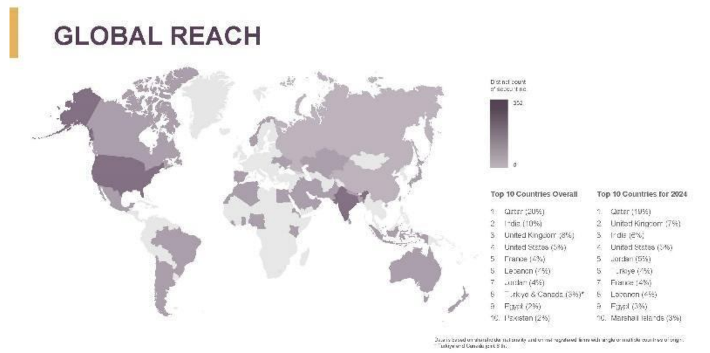
FUND ADMINISTRATION, FUND ADVISORY AND FIDUCIARY BUSINESSES

FINTECH

REPRESENTATIVE OFFICE

ALTERNATIVE FINANCE
- Aviation Finance
- Shipping Finance
- Captive Leasing


ACTIVITIES LICENSED BY THE QFC
NON-REGULATED ACTIVITIES
PROFESSIONAL SERVICES including
Advisory and Consultancy
Financial Technology (FinTech) Services
Market Research
Event Management Services
Advertising, Public Relations, Marketing and Brand Management
Leisure, Hospitality and Tourism Management
Legal Services
Auditing and Accountancy Activities
Architectural, Engineering, and Project Management Activities
Employment Agencies
Activities of companies limited by guarantee
Activities of business membership organisations
Activities of professional membership organisations
Activities of business councils
PROVISION, FORMATION, OPERATION AND ADMINISTRATION OF COMPANIES
Activities of Insolvency Practitioners
Third Party Administrators
Support Service Providers
SHIP BROKING AND SHIPPING AGENTS
Shipping Agents
Ship Broking
CLASSIFICATION SERVICES, INVESTMENT GRADING AND OTHER GRADING SERVICES
Private Credit Rating
Classification of Vessels
COMPANY HEADQUARTERS, MANAGEMENT OFFICES AND TREASURY OPERATIONS AND OTHER RELATED FUNCTIONS FOR ALL KINDS OF BUSINESS, AND THE ADMINISTRATION OF COMPANIES GENERALLY
Group Holding and Management Office
Company Headquarters
Provision of Administrative Support to Third Parties
Intra-Group Treasury Operations


GLOBAL REACH
352
0
Top 10 Countries Overall
1. Qatar (20%)
2. India (10%)
3. United Kingdom (8%)
4. United States (5%)
5. France (4%)
7. Jordan (4%)
9. Egypt (2%)
10. Pakistan (2%)
Top 10 Countries for 2024
1. Qatar (19%)
2. United Kingdom (7%)
4. United States
5. Jordan (5%)
7. France (4%)
9. Egypt (3%)
10. Marshall Islands (3%)


PORTFOLIO OF TOP CLIENTS
COMPRISING LEADING TECH, MEDIA AND LOCAL FIRMS
>3,300
REGISTERED FIRMS
Digital
Fintech
Financial Services
Wealth Management
Professional Services


SETTING UP YOUR BUSINESS
LICENSE IN 24 HOURS MINIMUM
3 EASY STEPS
1 Express your interest
2 Submit your application online
3 Receive license and begin operations
The QFC's team of experts offers free and confidential advice to potential investors, helping them uncover how Qatar can play a role in their global business strategy and equipping them with comprehensive information at every stage of their business establishment journey.
Each business is assigned a dedicated relationship manager who guides them through the registration, licensing, and operational set-up processes with personalised support and expertise.


Are you ready to take your business to the next level?
GET IN TOUCH TODAY!
Mohammed Jassim Al-Kuwari
Senior Associate
Professional Services Sector
m.alkuwari@qfc.qa
www.qfc.qa
@QFCAUTHORITY
مركـز قطـر للمـال
Qatar Financial Centre

Meeting with Qatar Free Zone Authority (QFZ), 23rd Sep 2025

On the last day of the visit of the PHDCCI Business Delegation to Doha, Qatar, The Embassy of India, Qatar arranged a meeting with the senior members of Qatar Free Zone Authority (QFZ) on 23rd September 2025 at the office in Ras Bufontas Free Zone.

Mr. Abdulla Hamad Al-Binali, Acting Chief Zones Operating Officer, QFZ along Mr. Wilsam Matouk, Manager Client Relations, QFZ and other team members were present. Mr. Deepak Pundir, Attache (Commerce), Embassy of India, Doha accompanied the PHDCCI delegation in the meeting.

The **Qatar Free Zones Authority (QFZA)** is the government body responsible for developing and managing Qatar's free zones, which are designated areas designed to attract investment, foster industrial growth, and promote international trade. These zones offer a conducive environment for businesses, featuring benefits such as **100% foreign ownership**, **zero corporate tax**, **no personal income tax**, and **full repatriation of profits**. Companies operating within these zones also gain access to state-of-the-art infrastructure, proximity to major ports and airports, and a legal framework based on **English common law.**

Mr. Deepak Pundir reiterated the active support of the Indian Embassy to the Business Delegation in arranging meeting with relevant agencies in Qatar for investment purposes. He further added that **PHDCCI with its legacy of 120 years** will play a vital role in using the services of free trade zones.

Mr. Abdulla Hamad Al-Binali informed that Qatar has established special economic areas called Free Zones managed by the Qatar Free Zones Authority (QFZ / QFZA) with two major QFZ locations: Ras Bufontas (airport-adjacent) and Umm Alhoul (near Hamad Port, deep seaport). These zones are designed to attract foreign investment, especially in sectors like logistics, manufacturing & chemicals, emerging technologies, maritime, etc. The zones have modern and **high-grade physical and digital infrastructure**: fiber, 5G, high speed internet, proximity to major transport hubs (airport, seaport), good utilities etc. Some of the key benefits available for the Indian Industry include: access to new markets, reduced cost of doing business, 100% ownership, ease of moving capital, faster licensing and regulation, better infrastructure and opportunities for manufacturing, chemicals, tech, and logistics sector.

KUWAIT CITY

Meeting with Kuwait Chamber of Commerce and Industry (KCCI), 24th Sep 2025

The Embassy of India in Kuwait arranged an Interactive Session and B2B meeting with members of Kuwait Chamber of Commerce & Industry (KCCI) on 24th September 2025 at the office of KCCI.

Mr. Mohammed bin Yousef, Director of International Chambers Department, KCCI along with senior members were present in the meeting. **Mr. Sanjay K. Muluka, Deputy Chief of Mission**

and Mr. Davinder Punj, Second Secretary (Commerce), Embassy of India in Kuwait accompanied the PHDCCI delegates.

The **Kuwait Chamber of Commerce and Industry (KCCI)** is the premier organization representing the private sector in Kuwait, playing a central role in promoting trade, investment, and economic development within the country. Established to safeguard and advocate for the interests of Kuwaiti businesses, KCCI facilitates networking, provides market intelligence, and supports enterprises in navigating regulatory and commercial frameworks.

Mr. Yousef extended a warm welcome to the PHDCCI Business Delegation visiting Kuwait. He appreciated PHDCCI's efforts in fostering bilateral business linkages and underlined the importance of closer cooperation between the Indian and Kuwaiti business communities. He highlighted Kuwait's ongoing economic diversification efforts under Kuwait Vision 2035, which seek to reduce dependence on oil and expand opportunities across non-oil sectors.

The delegation held **B2B meetings with over 20 leading Kuwaiti companies**, which generated a highly positive environment for business engagement. The interactions reflected strong interest from Kuwaiti firms in collaborating with Indian counterparts, particularly in sectors such as ICT, textiles, food processing, and toys manufacturing. The discussions opened promising avenues for joint ventures, technology partnerships, and trade opportunities, laying the foundation for long-term cooperation between Indian SMEs and the Kuwaiti business community.

During the meeting, **Kuwait Chamber of Commerce and Industry (KCCI)** and **PHD Chamber of Commerce and Industry (PHDCCI)** agreed to maintain and strengthen bilateral relations with

India, reflecting the growing economic and trade ties between the two countries. India continues to be one of Kuwait's key trading partners, with bilateral trade encompassing sectors such as **oil and gas, construction, infrastructure, information technology, pharmaceuticals, and food products**.

Meeting with Ahlia Chemicals Company, Kuwait, 24th Sep 2025

The Embassy of India in Kuwait organized a field visit with Ahlia Chemicals Company a premier manufacturer of specialty construction chemicals based in the state of Kuwait on 24th September 2025 at its Head office.

Ahlia Chemicals Company, based in Kuwait, is a leading manufacturer of specialty construction chemicals. The company provides a comprehensive range of products and solutions catering to virtually every construction need throughout the project lifecycle. Guided by its motto—"efficiency, quality, service, and customer satisfaction"—Ahlia Chemicals is committed to addressing the evolving challenges of the construction industry while delivering high-quality solutions and exceptional service.

Mr. Mirza Aijaz Baig, CEO, Ahlia Chemicals Company welcomed the PHDCCI Business Delegation to Kuwait and appreciated the Chamber's initiative in fostering bilateral business linkages. He highlighted Ahlia's role in Kuwait's industrial growth and expressed interest in exploring partnerships with Indian SMEs in the fields of specialty chemicals, supply chain

solutions, and technology collaboration. The meeting provided a constructive platform to discuss avenues for cooperation aligned with Kuwait's industrial diversification goals.

Mr. Sanjay Beswal thanked Mr. Baig for the detailed introduction and discussed potential avenues of collaboration in the chemicals and allied sectors. He said that members of PHDCCI will explore opportunities for Indian SMEs in areas such as supply of raw materials, specialty chemicals, technical services, and joint ventures for expanding production capacities.

Meeting with Lulu Buying Team - Lulu Al Rai, Kuwait, 24th Sep 2025

The PHDCCI Business Delegation in Kuwait met with Senior Officers from the Procurement Deaprtment of Lulu Hypermarket on 24th September 2025 Mr. Faisal PM, Senior Central Buyer – Imports, Mr. Ajesh Unnikrishnan, Central Buyer – Imports, and Mr. Ratheesh V, Buying Manager from Lulu Hypermarket were present in the meeting. The meeting provided an opportunity to understand the company's sourcing strategies, explore potential business collaborations, and discuss avenues for partnership between Indian suppliers and Lulu Hypermarket.

LuLu Hypermarket continues to be a dominant player in the retail industry, known for its expansive product offerings, modern store formats, and commitment to customer satisfaction.

With its ongoing expansion in India and other regions, LuLu is poised to further solidify its position as a leading global retail brand. In 2024, LuLu Retail Holdings, the retail arm of LuLu Group International, raised $1.72 billion through an initial public offering (IPO), marking the UAE's largest IPO of the year. The IPO was oversubscribed over 25 times, attracting significant demand from local, regional, and global investors.

Mr. Faisal PM welcomed the delegation and shared insights on Lulu's retail operations in Kuwait and the wider GCC. He explained the Group's procurement strategies, sourcing requirements, and focus categories such as food and non-food items, FMCG, apparel, and household goods especially from India.

Lulu Group International, headquartered in Abu Dhabi, is among the largest retail chains in the Middle East, with over 260 hypermarkets, supermarkets, and department stores across the GCC, India, Egypt, Indonesia, and Malaysia. Employing more than 65,000 people globally, Lulu is recognized for its quality, affordability, and customer-centric approach. India plays a vital role in Lulu's global sourcing, supplying food products, and FMCG, garments, electronics, and lifestyle goods through its dedicated sourcing offices.

In **India**, LuLu Group International has made significant inroads with the establishment of multiple shopping malls and hypermarkets. The **first LuLu Mall opened in Kochi, Kerala,** in **2013**, and it was the largest mall in India at the time. Since then, **LuLu has expanded its presence with malls in Thiruvananthapuram, Bengaluru, Lucknow, Palakkad, Kottayam, Kozhikode, and Hyderabad**. The group is also planning **further expansions in cities like Ahmedabad, Chennai, Gurugram, and Varanasi, along with food processing centers in Greater Noida and Srinagar.**

During the interaction, the buying team highlighted requirements for product standards, certifications, packaging, and labeling, stressing competitive pricing, consistent quality, and timely delivery for successful market entry in Kuwait.

Meeting with City Hypermarket, City Hyper, Salmiya (Souk Salmiya), 25th Sep 2025

The Indian Embassy in Kuwait arranged a meeting for the PHDCCI Business Delegation with Senior Procurement Officers of City Hyper Market on 25th September 2025. **Mr. Mahesh Lasantha, Category Manager – Fashion and Mr. Sajad Ahmed Mir, Category Manager - Toys from City Hyper Market** were present in the meeting. The meeting provided an opportunity to understand the company's sourcing strategies, explore potential business collaborations, and discuss avenues for partnership between Indian suppliers and City Hyper Market.

Mr. Mahesh and Mr. Maxim welcomed the delegation and shared detailed insights on City Hyper Market Kuwait's retail operations, including its wide network of outlets, product range covering food, FMCG, household and lifestyle categories, and its growing focus on sourcing from international partners. They also highlighted outsourcing opportunities for Indian suppliers in fresh produce, packaged foods, textiles, and private label products.

City Hyper Market is one of Kuwait's prominent retail chains, offering a wide range of products including food, FMCG, household goods, electronics, garments, and lifestyle products under one roof. With a strong presence across Kuwait, the hypermarket caters to a diverse consumer base and is known for its competitive pricing, variety, and customer service. The company is expanding its sourcing network and exploring opportunities to collaborate with international suppliers, particularly for FMCG, fresh produce, textiles, and private label products. City Hypermarket continues to be a leading retail brand in Kuwait, known for its expansive store formats, diverse product offerings, and commitment to customer satisfaction. With ongoing expansion and modernization efforts, City Hypermarket remains a key player in the Middle Eastern retail landscape.

Networking & B2B by Indian Business & Professional Council (IBPC), Embassy of India, Kuwait, 25th Sep 2025

The Embassy of India, Kuwait arranged an interactive session and B2B meeting for PHDCCI Business Delegation with the members of Indian Business & Professionals Council (IBPC) on 25th September 2025 at the Embassy of India in Kuwait.

The **Indian Business & Professional Council (IBPC) Kuwait** is a non-profit, non-commercial, and voluntary association established in 2001 under the patronage of the Indian Embassy in Kuwait. Comprising leading businessmen, senior corporate executives, and professionals from the Indian diaspora, IBPC aim s to foster and promote business, trade, and investment between India and Kuwait.

H.E. Dr. Adarsh Swaika, Ambassador of India to Kuwait, warmly welcomed the PHDCCI Business Delegation to Kuwait and conveyed his appreciation to the members of the Indian Business and Professional Council (IBPC) for joining the interaction. He emphasized the role of such engagements in deepening India–Kuwait economic ties and creating new avenues of cooperation. Dr. Swaika highlighted that Kuwait offers promising opportunities for Indian enterprises in sectors such as apparel, food products, and toys, where demand is growing steadily. He encouraged Indian companies to tap into these prospects by building partnerships with Kuwaiti counterparts and leveraging the strong goodwill and trust enjoyed by Indian businesses in the region.

Mr. Kaizar T Shakir, **Chairman**, **IBPC** welcomed the delegation and informed that IBPC is a non-profit, non-commercial and a voluntary Association of members drawn from the Indian diaspora community in Kuwait comprising of leading businessmen, senior corporate executives and professionals. Over the years IBPC has successfully established institutional linkage between the leading Chambers of Commerce and organizations from India.

IBPC maintains **close coordination with Indian authorities and industry bodies**, including the **PHD Chamber of Commerce and Industry (PHDCCI)**. Through this partnership, IBPC and PHDCCI organize **business delegations, trade missions, investment seminars, and networking events** aimed at enhancing economic cooperation between Indian businesses and the Kuwaiti market. The collaboration also focuses on identifying new investment opportunities, addressing trade challenges, and promoting Indian expertise and entrepreneurship in Kuwait.

KEY TAKEAWAYS

Key Takeaways from the PHDCCI Business Delegation to Qatar and Kuwait (20–26 September 2025)

- The PHDCCI Business Delegation's visit to Qatar and Kuwait, facilitated by the Embassies of India in Doha and Kuwait, successfully advanced dialogue with government authorities, chambers, industry councils, and leading retail and industrial enterprises. The week-long engagement highlighted the strong complementarities between India and the Gulf economies, opened concrete avenues for business cooperation, and reaffirmed the role of PHDCCI as a bridge for Indian industry in the region.
- In Doha, the delegation held structured meetings with the Ministry of Commerce and Industry, Invest Qatar, Qatar Chamber of Commerce & Industry (QCCI), Qatar Financial Centre (QFC), Indian Business & Professionals Council (IBPC), and the Qatar Free Zone Authority (QFZ).
- Qatari authorities emphasized opportunities for Indian businesses within the framework of Qatar National Vision 2030 and its diversification strategy. Incentives such as 100% foreign ownership, tax exemptions, streamlined customs, and support for SMEs were highlighted, particularly in Free Zones like Ras Bufontas and Um Alhoul. PHDCCI underscored the potential for structured forums, MoUs, and regular business delegations to institutionalize India–Qatar business linkages.
- QCCI and IBPC reiterated the importance of India as a key trading partner and welcomed Indian SMEs in sectors including energy, infrastructure, ICT, healthcare, food security, and renewables. QFC and Invest Qatar presented Qatar's advantages as a regional hub, with QFC offering a robust financial platform for Indian firms to expand into the GCC and MENA, and Invest Qatar highlighting its $1 billion SME support programme. Delegates engaged in B2B meetings, with strong interest in collaborations, joint ventures, and cross-border financial partnerships.
- In Kuwait, the delegation interacted with the Kuwait Chamber of Commerce & Industry (KCCI), Indian Business & Professionals Council (IBPC), Ahlia Chemicals Company, and leading retail chains including Lulu Hypermarket and City Hyper Market.
- Kuwaiti stakeholders highlighted economic diversification goals under Kuwait Vision 2035, identifying key sectors where Indian enterprises can play a role: construction, digital

services, healthcare, food processing, renewables, and education. KCCI encouraged Indian firms to leverage Kuwait's location and policy incentives for long-term cooperation.

- Retail engagements with Lulu Hypermarket and City Hyper Market revealed strong sourcing opportunities for Indian suppliers across FMCG, textiles, apparel, household goods, and private label products. Both retailers outlined specific requirements regarding quality standards, certifications, packaging, and timely delivery. Delegates explored one-to-one opportunities to share product catalogues and samples, building pathways for future sourcing partnerships.
- The visit to Ahlia Chemicals provided insights into Kuwait's growing demand for industrial collaboration in specialty construction chemicals and supply chain solutions. IBPC Kuwait further emphasized the importance of building on the trust Indian businesses enjoy, offering its platform to strengthen partnerships across apparel, food, and toys sectors.
- The delegation reaffirmed the strong trade and investment linkages between India, Qatar, and Kuwait while identifying new opportunities for Indian SMEs in priority sectors. Across both countries, discussions emphasized:
  - Leveraging India's cost competitiveness and technical expertise.
  - Expanding sourcing partnerships in FMCG, food, apparel, and industrial products.
  - Tapping into diversification strategies and Free Zone incentives.
  - Building institutional frameworks through MoUs, forums, and structured B2B platforms.

The visit generated tangible interest in joint ventures, investments, and trade opportunities, paving the way for follow-up engagements and deepening India–Gulf economic relations.

DELEGATE PROFILE

CONSULTING SERVICES, MERCHANT EXPORTS

Mr. Sanjay Beswal

Leader of the Delegation

Co-Chair – International Affairs Committee for GULF, PHDCCI

Director

Andees Consulting LLP

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Fields of Activity : Consulting Services, Merchant Exports

Business Profile : Andees is a profession consulting firm providing consultation and execution of solutions and incentives for exporters and importers, foreign investors and global or international companies with business interests in India. The execution includes end to end solution with complete identification, planning, documentation and representation with authorities till the benefits are delivered in hand.

IT & ICT

Mr. Amit Singh

Founder & Managing Director

Teliolabs Communication

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Fields of Activity : IT & ICT

Business Profile : Catering to the latest market trends, making technology-ready services in IoT, AI/ML, Telecom, OSS/BSS, and cloud infrastructure development, Teliolabs makes sure on-time delivery of system design, process implementation, support, and market automation through our team of growth hackers. From data transformation to insight to action, and through its cultured & precise offerings, it leverage your various financial instrument or capital to increase the potential return on your investments. It beholds your big customer data and make sure that not even a single byte of pivotal data is overlooked since it know it's a matter of your prestige. It built its digital offerings on a real-time basis with custom in focus to explore and implement actionable items to hit the right spot of customer psych. Teliolabs is making actionable collaborations to bring you a perfect blend of industry best practices, designs, and services under one roof.

AGRICULTURE PRODUCTS

Mr. Yug Patel

Head of International Online Sale

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Fields of Activity : Organic Food

Business Profile : Geo-Fresh Organic is into Manufacturing & Exports of Certified Organic Spices, Herbs, Oilseeds, Oil, Superfoods. In 2005 with just two products, it has expanded to provide more than 200 organic products that are supplied from a network of 15,000 farmers across Gujarat, Rajasthan, and Madhya Pradesh, which together account for 42,000 certified organic acres. Its goal is to improve the lives of Indian farmers by promoting their organic spices and herbs around the world and using sustainable farming practices to increase their income. explain it in a distinctive and memorable way.

TEXTILES & GARMENTS

Mr. Rakesh Kapoor

Proprietor

Vishesh Apparels

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Fields of Activity : Manufacturer & exporter of ladies readymade garments

Business Profile : Vishesh Apparel is an export house of ladies high fashion/casual wear ready made garments. Company has been manufacturing garments for numerous European and American clothing companies for over a decade. Working on the mantra of "Doing things differently and better each time" Company has been able to sustain long terms relations with all its associates.

TOYS AND GAMES

Mr. Rahul Luthra
Founder
All Seasons Impex Pvt. Ltd.

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Fields of Activity : Toy Manufacturing

Business Profile : All Seasons Impex Pvt. Ltd. is a leading manufacturer of high-quality, safe, and imaginative water guns designed to bring joy and excitement to children worldwide. Based in India, we combine playful creativity with durable engineering to produce toys that meet international safety standards and appeal to global markets. Our products are crafted with vibrant designs, ergonomic features, and eco-conscious materials, making them a favorite among retailers and families alike. We pride ourselves on delivering fun that lasts—whether it's for backyard play, beach adventures, or seasonal promotions. As part of our international growth strategy, All Seasons Impex Pvt. Ltd. is actively exploring partnerships across the Middle East, starting with Qatar and Kuwait. Our goal is to collaborate with distributors, toy retailers, and entertainment brands to expand our reach and adapt our offerings to regional preferences.

CHEMICALS

Mr. Ajay Kumar Todi
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KLJ Organic Qatar WLL

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Fields of Activity : Chemicals

Business Profile : KLJ Organic Qatar WLL is a joint venture between India's KLJ Group and Qatar Industrial Manufacturing Company (QIMC), established in 2012 to operate a Chlor-Alkali Complex in Mesaieed Industrial City, Qatar. The facility produces chemicals like Caustic Soda Prills, Chlorinated Paraffin Wax (CPW), Hydrochloric Acid, Sodium Hypochlorite, and Calcium Chloride pellets for export and regional markets, serving industries such as plastics, aluminum, paper, and oil drilling. The venture has become cash-positive and no longer requires support from its parent company, KLJ Group.

PHDCCI SECRETARIAT TEAM

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PHDCCI

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Business Profile: PHD Chamber of Commerce and Industry (PHDCCI) has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 118 years. It is a forward looking, proactive and dynamic PAN-India apex organization. As a partner in progress with industry and government, PHDCCI works at the grass roots level with strong national and international linkages for propelling progress, harmony and integrated development of the Indian economy. PHDCCI, acting as the "Voice of Industry & Trade" reaching out to more than 1,50,000 large, medium and small industries, has forged ahead leveraging its legacy with the industry knowledge across multiple sectors to take Indian Economy to the next level. At the global level, we have been working with the Embassies and High Commissions in India and overseas to bring in the International Best Practices and Business Opportunities.

About PHDCCI

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PHD CHAMBER OF COMMERCE AND INDUSTRY

"Voice of Industry & Trade"

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