

# QATARI DIAR

Real Estate Developments and Investments That Bring the Best of Modern Progress and Cultural Tradition



Eng. Mohammed Bin Ali Al Hedfa, Group CEO of Qatari Diar

With a \$60 billion portfolio of 35 projects in 20 countries, QATARI DIAR is the Middle East's most influential and innovative real estate investment company, and a major player in the global property industry. But this investor and master developer is different from its regional and international peers.

Yes, QATARI DIAR develops and invests in sustainable, high-quality projects, but it also has a higher purpose: "We hope to be the conscience of real estate development," says Eng. Mohammed Al Hedfa, Group CEO. "Realizing the vision of HH the Emir Sheikh Hamad Bin Khalifa Al Thani, our goal is to inspire social and economic progress, while capturing the beauty and essence of local tradition and culture- this is the art of our trade. We look to capture the hearts and imaginations of the communities we enter by creating visionary beacons of friendship and prosperity."

That's why every QATARI DIAR development is of world-class quality and meets sustainable-design and building criteria. Each project also benefits the local community by creating jobs, fueling the local and regional economy,

driving tourism and employing sound, environmentally safe standards.

## Significant Achievements

The six-year-old company is making major progress on a number of the 35 projects in the company's portfolio.

Some of QATARI DIAR's signature projects in Europe include the redeveloped Le Royal Monceau – Raffles Paris, which reopened its doors in October 2010, and the legendary Hotel Schweizerhof Bern, which celebrated its reopening in June 2011.

The U.K. is home to a number of the company's most strategic and sophisticated investment and development projects, including three residential buildings within the Grosvenor Waterside complex in Belgravia. One of these three buildings, Bramah House was completed and made available for sale in 2010. A second building, Caro Point, has recently completed all phases of construction and is now open for buyers. Two additional major U.K. projects are the Chelsea Barracks, a 12.8-acre, mixed-use development in Westminster, and the U.S. embassy building in Grosvenor Square, occupying the entire west side of the square with 21,000 square meters of space on nine floors. QATARI DIAR recently realized a major milestone in its project to redevelop the former Chelsea Barracks, with the Westminster City Council's approval of an outline planning application.

Within the Middle East, QATARI DIAR is preparing to launch sales for a second residential tower in its landmark urban development in the heart of Khartoum-Mushaireb. The first of the development's 8 high-end residential towers was sold out in 2010 and recently welcomed its first residents.

## Expanding into New Markets

QATARI DIAR recently marked a new phase in its international activities

with the \$700 million investment in the CityCenterDC project in downtown Washington, D.C., the company's first significant investment in the U.S. property market. It is an investment that Al Hedfa says "further strengthens and underlines the economic ties that already exist between the U.S. and the State of Qatar." Hines and Archstone are the project developers who will seek LEED Gold certification, while co-investors include Qatar-based The First Investor.

"When we begin a project in a new region, we are entering into a commitment with the people of that region to leave a positive cultural, environmental and sustainable footprint behind," Al



Caro Point - Grosvenor Waterside, London

Hedfa says. "Each project around the globe is meticulously planned to ensure that it respects local traditions, culture, ecosystems and architecture," he adds.

The company's strategy to work with global partners ensures that world-class standards and practices are incorporated into every project. Current partnerships are operating in the areas of real estate, construction, energy services, wastewater-treatment services, logistics, banking, technological services, architecture, engineering services and design planning.

## Contributing to Qatar's National Development

While QATARI DIAR has a strong international focus, it is primarily and strategically committed to Qatar and the country's "vision for a beautifully built environment, new sustainable communities and developments that catch the imagination of a world audience, and serve the Qatari nationals for generations to come" Al Hedfa explains. A prime example of this is Lusail City, the country's largest Green-field mixed-use real estate project. Lusail City is a 38-square-kilometer, world-class, progressive development that will accommodate more than 190,000 people. The company is already making progress in bringing this visionary city to life with construction well underway on the city's extensive infrastructure, including access roads, underground parking and tunnels, as well as Lusail's scenic marinas.

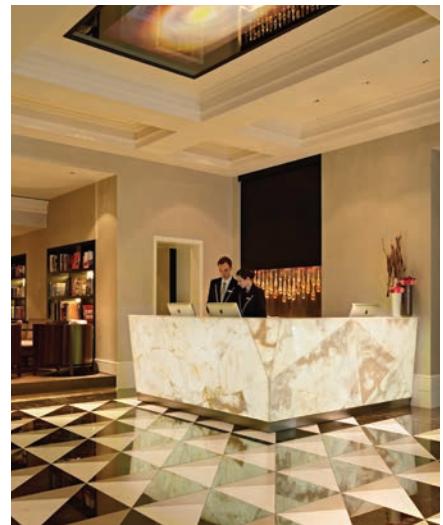
The company is also developing the new Doha Convention Center and Tower, and a 123-acre mixed-use development in Al Khor, the gateway city to the emerging Ras Laffan industrial area in northern Qatar.

In addition, QATARI DIAR is leading the Qatar Integrated Railway Project, the first fully integrated railway system in the region. It will unify all planned railways within Qatar—including the Doha metro, the Lusail Light Rail, the West Bay People's Mover, other rail links connecting the World Cup 2022 venues and freight transport—and will connect to neighboring Bahrain and Saudi Arabia via high-speed passenger and freight rail lines.

All of the company's projects in Qatar support the Qatar National Vision 2030 and the Qatar National Development Strategy 2011-2016 by providing structure and quality control for real estate development and investment. Under the latter document, QATARI DIAR and its subsidiary, Barwa, plan to develop \$27.5 billion worth of residential and business construction projects within the five-year period.

## Diversified Funding

"With such a large project portfolio, QATARI DIAR has acquired a diverse range of funding sources," explains Al Hedfa. "This includes the full support of its immediate parent, the Qatar Investment Authority, as well as the State of Qatar, which has contributed grants, share capital increases, reimbursements of project expenses and state guarantees. The company's original \$1 billion in share capital, for example, was increased to \$2 billion in 2010. Another example of state support was the sovereign guarantee afforded QATARI DIAR's \$3.5 billion bond issue that it sold in mid-2010 and which was oversubscribed by more than \$20 billion. Other sources of capital include highly liquid local banks, as well as international banking partners—a source that is still largely untapped."



Lobby of the redeveloped Hotel Schweizerhof Bern

For Al Hedfa, it is clear that QATARI DIAR's real estate investment and development activities are a reflection of Qatar's commitment to playing a positive regional and global role. QATARI DIAR is a big part of the reason why Qatar has emerged as a vibrant investment, commercial, cultural and social community.

"In this vision, Qatar is always looking to both grow and improve, and to help inspire social and economic progress around the world," he concludes.



Significant progress made on the Lusail City infrastructure