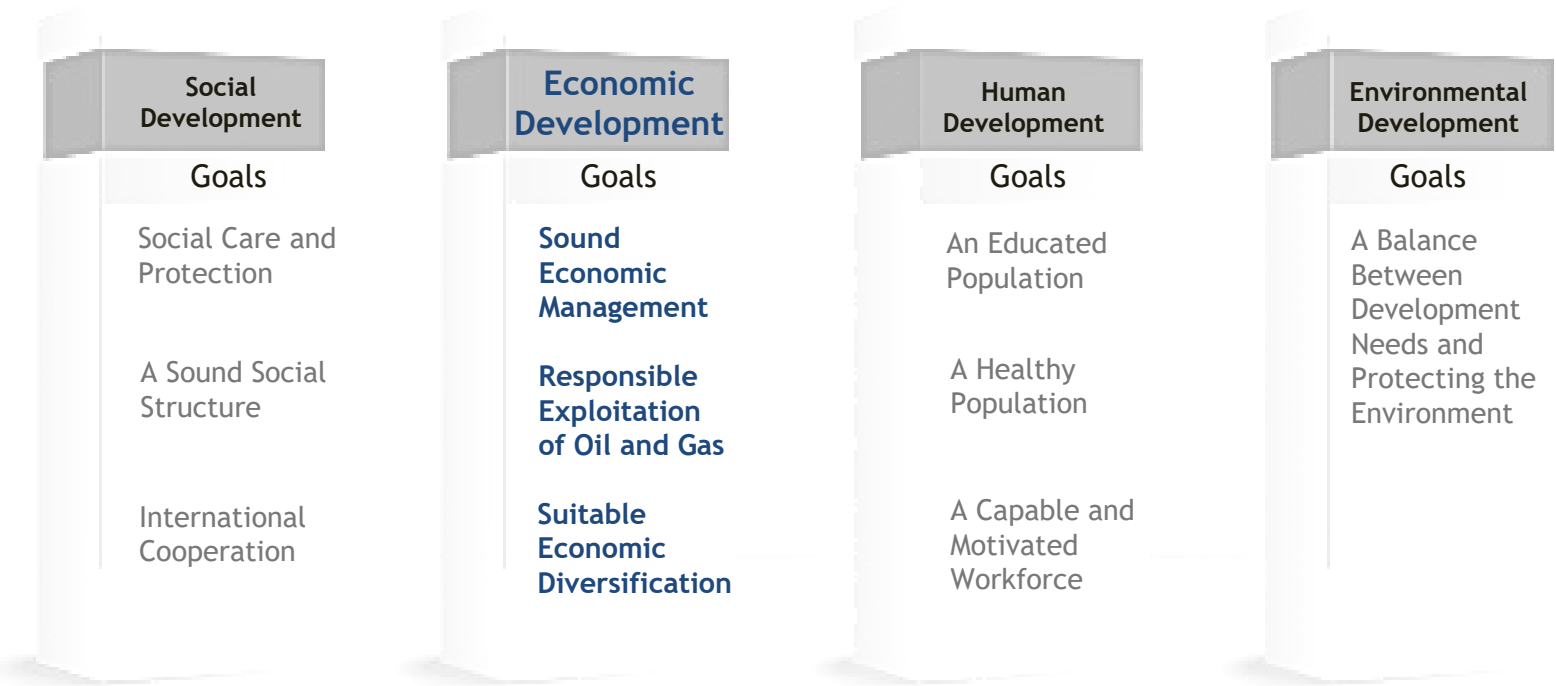


Role of QDB in supporting entrepreneurship and SMEs in Qatar



Qatar National Vision 2030: Economic Development Imperatives

QNV Pillars



Our **MISSION** is to improve the economic development cycle by providing **entrepreneurs, SMEs and national champions** with a wide range of financial and advisory products under one roof and support economic priority efforts of Qatar

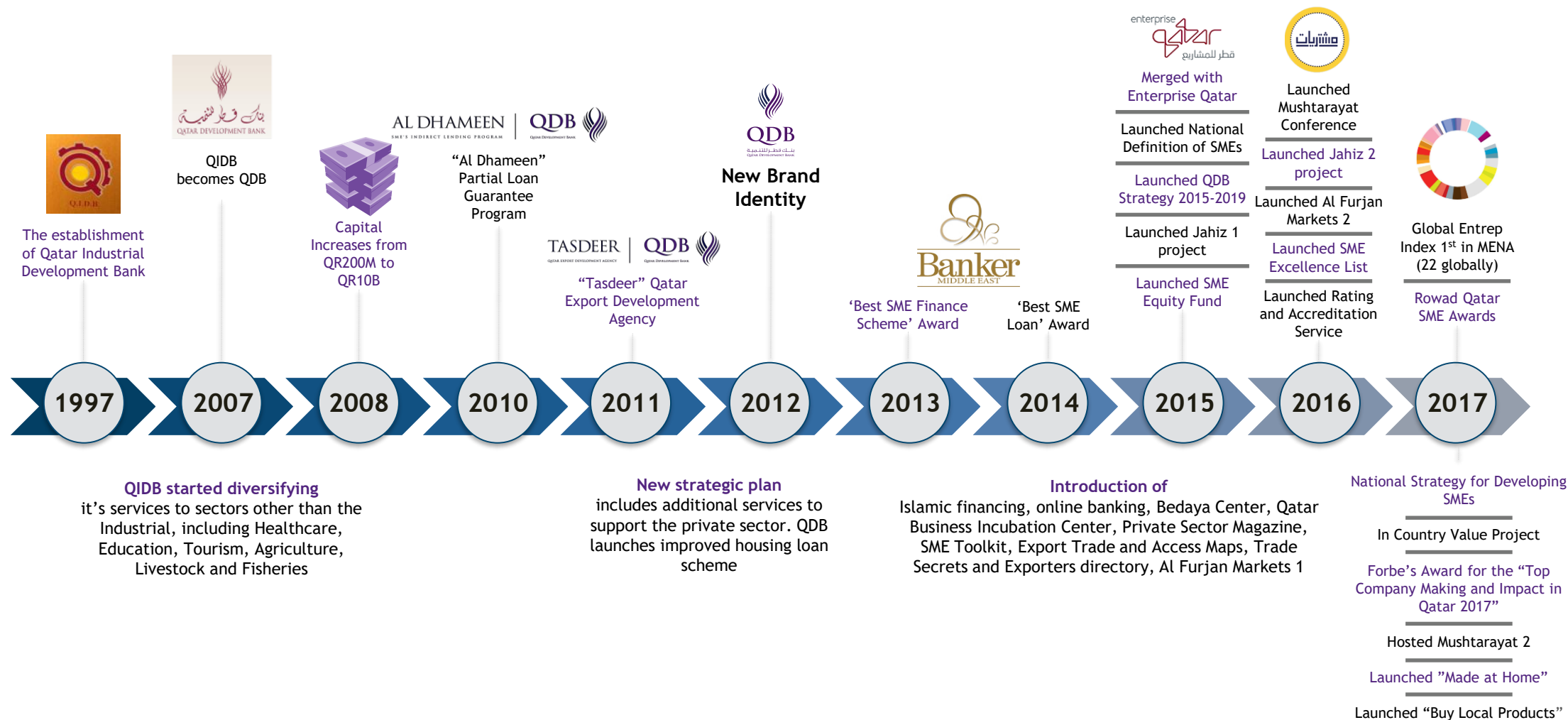
Vision

To develop and empower Qatari entrepreneurs and innovators to contribute in the diversification of the Qatari economy through successful small and medium enterprises that are able to compete in global markets and the enabling of national champions

What we Do

Enhance the skills and capability development	Access to finance	Access to global markets	Access to local markets and opportunities	Promote SME ecosystem development	Supporting government on national agenda topics
Through provision of subsidies for advisory services and providing capability development programs (e.g., trainings, events and networking platforms)	Directly to SMEs through debt or equity (e.g., a dedicated SME fund), or indirectly through guarantees	Through export promotion and development as well as insurance and financing	Through identification and facilitation of business opportunities	By creating transparency on challenges, identifying required interventions and coordinating with stakeholders in charge of the required interventions	Including delivering real estate and housing services

2017 marked the 20th anniversary of a remarkable journey made by our Bank since its establishment in 1997



Our comprehensive range of product and services offers end-to-end support for Qatari SMEs and entrepreneurs...

SME development journey



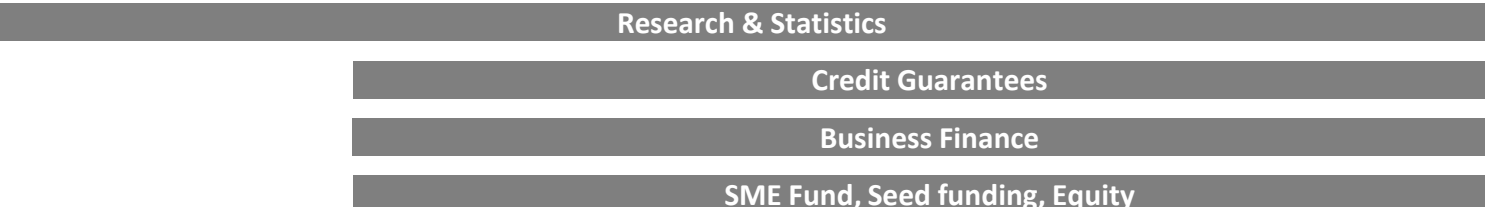
■ QDB mandate in reference to SME development
■ Influencer role to advocate SME development



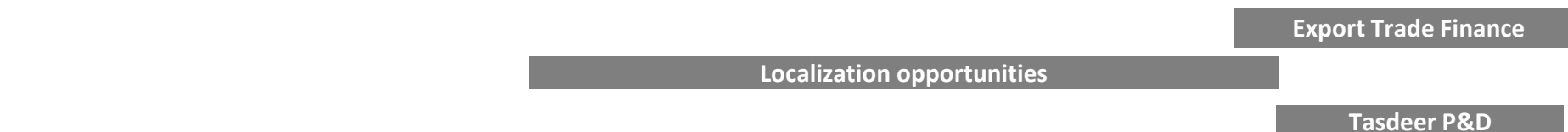
Access to Information & Capability



Access to finance



Access to markets



Regulatory, economic, infrastructure environment



In addition to supporting the government on national agenda topics including delivering real estate and housing services (Housing loans, Al Furjan, Jahiz, etc.)

We have developed extensive range of products and services to support Qatari entrepreneurs

How we do it:

Access to Information & Capability	Access to Finance	Access to Markets	Promote SME ecosystem development	Supporting the government on national agenda topics
Technical skills & capability <ul style="list-style-type: none"> Al Fikra business plan competition Incubation and Acceleration Bedaya and QBIC Over 26 SME training program and workshops Leadership development Mentoring program Market data reports Provide advisory services <ul style="list-style-type: none"> Market data reports Jadwa (feasibility study) Ooqood (legal support) Tadqeeq (audit and tax support) Eyada (diagnostic and turnaround solutions) Environment impact assessment ISO certifications service Lean operational transformation Marketing and PR services Market access research service Franchise development support Manufacturing scale up 	Financing products <p>Equity & Investments:</p> <p>Credit Guarantees:</p> <ul style="list-style-type: none"> Al Dhameen <p>Direct Financing:</p> <ul style="list-style-type: none"> Agriculture and Livestock Long term financing (full range of Shariaa compliant products) Short term loans (LC, LG, bill discounting) Microfinancing (Home Based Business) House farming <p>Export trade finance:</p> <ul style="list-style-type: none"> Pre- and post-shipment insurance, Takaful Whole Turnover Shipping costs program 	Access to Int'l markets <p>Export Promotion & Development:</p> <ul style="list-style-type: none"> Workshops and training Trade mission and match making Trade exhibitions Trade country and product reports Export market studies <p>Access to Local Markets</p> <ul style="list-style-type: none"> 'SME Connect' online loyalty program SME Rating & Accreditation Buy Local products events Moushtarayat Matchmaking & B2B meetings (SME-Buyers) Business Opportunity identification In Country Value program Home Based Business development program and platform SME directory 	Research & Statistics <ul style="list-style-type: none"> Analysis and data Industry reports Global Entrepreneurship Report SME definition State of SMEs in Qatar Market data and information 	Government development projects <ul style="list-style-type: none"> Al Furjan New industrial area facilities (Jahiz 1 and 2) Other studies <p>Housing Loans</p> <ul style="list-style-type: none"> Manage the Housing Loan program for the government

Thanks

