

CLYDE&Co

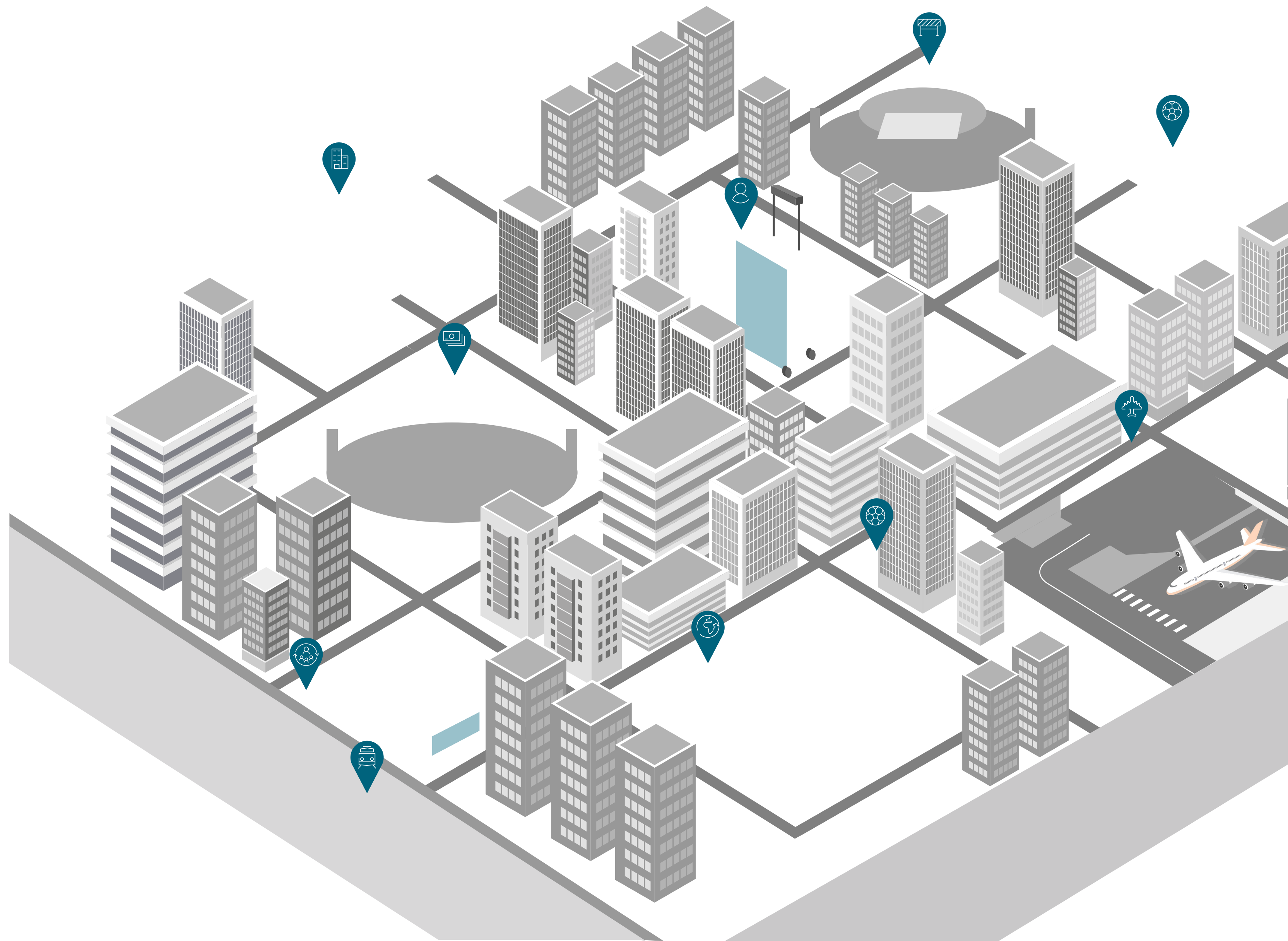
Are you prepared for 2022 in Qatar?

The world's greatest football tournament comes to Qatar in 2022, presenting exciting opportunities for local, regional and international businesses.



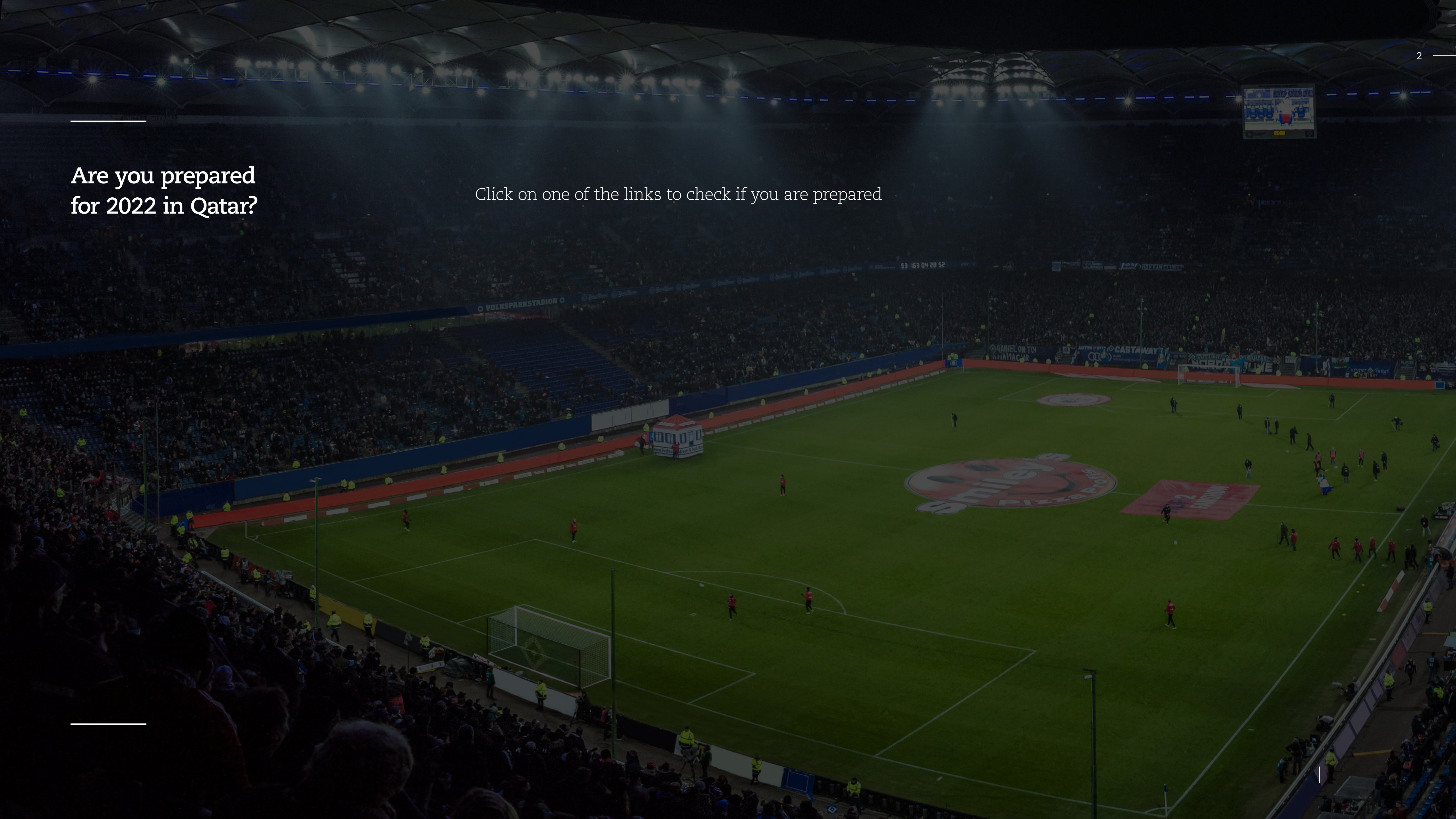
HOVER OVER THE DIFFERENT
PINPOINTS TO FIND OUT MORE
ABOUT THE 2022 TOURNAMENT

Clyde & Co's Qatar experts have prepared a quick reference guide to help companies and individuals ensure they are aware of the key legal and regulatory considerations required to profit from these opportunities.



Are you prepared
for 2022 in Qatar?

Click on one of the links to check if you are prepared



Our projects and construction group are widely acknowledged as the regional market leader. In Qatar we have built up a formidable strength of experience in the construction sector, which positions us ideally to work with clients in their preparation for the event. If you have any questions please get in touch.

Key contacts



Construction

Have you considered the following questions to mitigate any contract risk as part of your construction project?

- Do you understand the implications of having Qatar law and the Qatar Construction Standards governing your construction contracts?
- Are you familiar with arbitration under the UNCITRAL Model Law?
- What does decennial liability mean to you and have you consider the insurance obligations around this risk?
- Are you obliged to provide on demand performance guarantee and what are the alternative options?
- Is it possible to stop future work in Qatar for non-payment in the short or long term?
- What are my obligations regarding health and safety?

We are proud to have globally acclaimed dispute resolution experts working in our Doha office, on Qatar based disputes. We recognise that our clients will look to avoid disputes and we assist to mitigate issues which may lead to costly disputes where possible from the outset. In the case that a dispute should arise, we help to resolve it in the most appropriate way where settlement cannot be achieved. Get in touch now to ensure your company has analysed futures risks in Qatar. If you have any questions, please contact us.

Key contacts

Dispute resolution

Have you considered the following questions in relation to protecting your company and its assets against any issues that might arise in Qatar?

- If you are doing business in Qatar for the first time, have you considered the unfamiliar risks that arise in contracts from a Qatari law perspective?
- Have you carefully considered the dispute resolution provisions in any agreements?
- Have you thought about the choices of local courts or domestic arbitration compared to international arbitration?
- Are you aware of how Qatar laws can assist in supporting common areas of disputes?
- Considering dispute resolution provisions coupled with indemnification, have you protected your company against the creation of unforeseen liabilities?

Clyde & Co is the only international law firm with a Qatar based dedicated employment practice.

We are already working with clients on each of these questions to make sure they are prepared for the 2022 tournament, so if you have any questions, now is the time to get in touch.

Key contacts



Employment

Have you considered the following questions in relation to adapting your workforce for 2022?

- How can you increase employee numbers quickly? Will you recruit in country versus mobilise internationally?
- Will you have access to visas? Do you understand how to select the right employees in the context of immigration restrictions, especially in light of COVID 19 and the ongoing impact that it may have in the context of travel?
- Are you aware of how the structure of employment relationships will change once employees are in country?
- Will the employees be international assignees and what does this mean in the context of which laws and terms govern their employment? How will remuneration be structured to ensure compliance with the wage protection system?
- If the employers are already in country, will they be direct hires or will you satisfy the terms of their contracts using sub-contractors and their employees; what will this mean in relation to an employer's ability to ensure compliance and quality control?

Clyde & Co's corporate and foreign investment team based in Doha is a leading advisor to international clients on how to successfully enter and navigate the Qatar market. With our longstanding "on-the-ground" expertise and relationships within government and the private sector and a comprehensive understanding of the wider legal regime in Qatar, we readily provide a seamless start-to-finish service on all types of foreign investment, M&A deals and JVs across a wide range of industry sectors. If you have any questions please get in touch.

Key contacts

Foreign direct investment

Have you considered the specific aspects of establishing a legal presence and doing business in Qatar to take advantage of the opportunities presented by the upcoming sporting event and beyond?

- How can we get access to the Qatari market? Is it necessary to have a legal presence in Qatar, or can we conduct business by entering into commercial arrangements with local companies to leverage existing market presence and networks?
- We want to establish a legal presence in Qatar. What are the available business structures for foreign investors? Can we operate in Qatar without establishing a separate legal presence in the country?
- Are there any restrictions or limits placed on foreign ownership in Qatar, and will it be necessary to partner with a local company to conduct business in the country?
- We want to establish a limited liability company in Qatar. What are the procedural steps and requirements involved?
- When deciding on Qatar as a viable investment jurisdiction for foreign investor, what are the key aspects to consider?
- We would like to understand the ability to enter the Qatari market through private mergers and acquisitions. Is the transfer of shares between foreign shareholders permitted, and what are the key legal aspects to be considered?

In Qatar, Clyde & Co are recognised as the “go-to” firm to guide clients through a lifecycle of a hospitality project or transaction. We provide comprehensive legal services covering all aspects of the development process, management structures and ongoing business operation, including hotels and resorts and mixed use projects and have a good . If you have any questions, please get in touch.

Key contacts



Hospitality

As a result of approximately 60,000 hotel rooms being added to the existing supply, through new hotels being constructed, cruise ships to be docked at Doha Port and desert camps have you considered the following scenarios?

- The COVID-19 pandemic has made operators reimagine the way that guests can check-in and use facilities. Guests are keen to have less time checking in and the use of App technology is becoming more prevalent in the industry. Do you know the regulatory requirements?
- The expected cost for visitors to Qatar is expected to be approximately US\$10,000 per person for a 10 day stay. Travellers are going to be interested in value for money, package deals or more affordable options. Are you able to offer affordable solutions for travellers?
- Between games, visitors are expected to have significant “downtime” to experience Qatar. Now that the tournament has been delayed to November and December 2022, the weather will be perfect for visitors to spend time outside of Hotels. Have you agreed tie-ins with third party providers for the provision of experiences?
- Part of the provision of available rooms will be delivered through camping and glamping facilities. Do you have some land that can be converted to help deliver some of these units?
- With the efforts to make the event more sustainable and environmentally friendly through the tournament Sustainability Strategy, are you helping to deliver on these social, human, economic and environmental goals?
- The event is expected to generate a number of individual properties being listed on airbnb and other alternative letting websites. Do you understand the legal framework that governs the use of these websites?

Clyde & Co's market-leading intellectual property team advises clients on all aspects of IP protection, enforcement and commercialisation.

We have experience in helping clients maximise the business opportunity that a major sporting event can bring, whilst at the same time managing the associated IP risks. It is critical to have a coherent IP strategy and to secure your IP position if you are to be successful. If you aim to build your business plans around the tournament, please get in touch.

Key contacts



Intellectual property

Have you considered the intellectual property (IP) issues which may impact your ability to make the most of the business opportunities the tournament could bring?

- How will you leverage the opportunities presented by the event without infringing the organisers or third party IP rights?
- How will you mitigate the risk of third parties infringing your own IP and what measures can you put in place to protect your business?
- Are you aware of the possible issues surrounding risk of infringing official sponsors' rights and of "ambush marketing"?
- Do you understand the need to have appropriate brand protection in place? Is protection in Qatar enough, or will commercial plans necessitate wider regional cover?
- To what extent does the your existing IP portfolio support expansion into new product or service areas?
- Do you understand the risks associated with entering the Qatar market for the first time and the local considerations you need to address?
- Are you aware of the appropriate licensing arrangements you will need with local partners such as distributors?

Our dedicated team of lawyers have a reputation for handling high-profile and complex real estate projects in Qatar and have collectively been advising on real estate projects in the region for over 35 years.

We offer a fully comprehensive service working, advising on the lifespan of real estate projects from conception to completion. This includes negotiating and drafting commercial contracts for major residential, retail/commercial and industrial developments and advise on real property rights and property investment, operation and management. If you have any questions, please get in touch.

Key contacts

Real estate

Have you considered how to maximise the value or return of your real estate in the run up to or during the tournament, particularly bearing in mind an oversupplied property market?

- With plans to expand the number of residential units by 50%, how can developers generate sales? We are seeing more options and subsidies being offered to prospective purchasers, e.g. lengthy payment plans, subsidised service charges and the payment of registration fees.
- With plans to increase office space units by 40% at a time when the COVID-19 pandemic is leading to tenants to consider WFH and other flexible options, landlords are keen to fill unutilised space. Can the current office space be reimaged to provide flex-working options?
- The region has continued to see growth in logistics, light industrial and data centres to meet the need for facilities to serve growing populations. Is diversification into these sectors attractive to you?
- In spite of the lower footfall in Malls, at least 9 new large malls are being constructed. How can landlords continue to manage relationships with existing tenants with lower revenues whilst attracting new tenants?
- With an expected 1.5 million visitors for the tournament, there is a need to offer a range of appealing food and beverage options provides an opportunity for owners. Have you considered granting a concession or procuring a franchise for your outlets?
- Do you have bare or spare land that can be used for a short period? Pop-ups and other short-term licences can provide a good way to generate quick income without requiring a long-term investment.

Clyde & Co's specialist team of technology and data law experts regularly advises clients operating in Qatar and the wider Middle East on how to navigate local laws. We are also experienced in large-scale IT procurement, outsourcing and e-commerce projects. If you have any questions, please get in touch.

Key contacts



Technology, media and telecommunications

Have you considered the local legal and regulatory requirements in Qatar to ensure you are supplying technology and retrieving data in a safe compliant way?

- Are you supplying technology or services to the organisers of the tournament?
- Will you be providing e-commerce or IT-enabled services to fans or participants at the event?
- Will you be collecting data in relation to individuals and, if so, have you considered the implications of Qatar's Personal Data Protection Law?
- Do you plan to use social media engagement during the tournament? If so, are you aware of the strict cybercrime laws applicable in Qatar that can have serious consequences for social media users and publishers?

In the absence of a dedicated health and safety law, navigating this complex area and understanding the applicable health and safety obligations can be challenging.

Clyde & Co has lawyers who specialise in workplace health and safety and can assist with this, as well as preparing for the worst and providing support should any issues arise.

Key contacts

Workplace health and safety

Have you considered the following in relation to workplace health and safety for 2022 (and beyond)?

- Do you have an emergency response procedure in place?
- How is health and safety dealt with in agreements with contractors / sub-contractors?
- How will you ensure the health and safety of your employees whilst they are working away from your premises and of sub-contractors' employees whilst working on your premises?
- Do you have applicable insurance?

440

Partners

1,800

Lawyers

4,000

Total staff

50+

Offices worldwide*

www.clydeco.com

*includes associated offices

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