

Embassy of the State of Qatar
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Ambassador's Office

The Rt Hon Alex Salmond MSP
First Minister for Scotland
The Scottish Government
St Andrew's House, Regent Road
Edinburgh EH1 3DG

Thursday, 4th June 2009

Dear Sir,

I write to advise that H.E. Khalid bin Mohammed Al-Attiyah, Minister for International Cooperation will be travelling to the UK as special envoy of H.E. Sheikh Hamad Bin Jassim Bin Jabr Al-Thani, Prime Minister and Minister for Foreign Affairs this month. I would be most grateful if a meeting could be arranged for H.E. Khalid bin Mohammed Al-Attiyah to meet with you to convey an oral message from the Prime Minister and Minister for Foreign Affairs at a time convenient to yourself on 11th June (please note this is amended from 10th June as discussed in previous telephone conversations with your office). Perhaps you would be so kind as to ask a member of your staff to communicate a response to my office by either phone on 0207 493 0110, fax to 0207 493 2661 or by e-mail to qatarembassy@hotmail.co.uk in order that we can notify the Ministry of Foreign Affairs in Doha.

Yours Truly,

Khalid Rashid Al-Hamoudi Al-Mansouri
Ambassador

Miller LA (Linda) (Justice)

From: David Smith [David.Smith@scotent.co.uk]
Sent: 03 June 2009 15:32
To: First Minister; Dunn R (Robert)
Cc: Timoney J (James); Kleinberg D (Daniel); Smith DR (Deborah); Christian Syme; Anne MacColl
Subject: RE: VISIT TO SCOTLAND BY HE KHALID BIN MUHAMMAD AL-ATTIYAH OF QATAR

I took the liberty of contacting Nerys Hughes (who is PA to the Qatar Ambassador to the UK) who I have good working relationship with. The request is for a short meeting (15 mins max) - His Excellency is being sent as an envoy from the Prime Minister and has been asked to convey an oral message to the First Minister on behalf of the Prime Minister (Nerys has no knowledge regarding the content of the message).

I would recommend if at all possible that meeting is accomodated on June 10th (timing could be any time between 11am and 4pm that day). SDI previous recommendation in relation to Qatar still stands however we will of course be happy to review in light of the outcome of the meeting next week if it goes ahead.

thanks
David

From: Katherine.Hart@scotland.gsi.gov.uk [mailto:Katherine.Hart@scotland.gsi.gov.uk] **On Behalf Of** FirstMinister@scotland.gsi.gov.uk
Sent: 02 June 2009 16:39
To: Robert.Dunn@scotland.gsi.gov.uk
Cc: James.Timoney@scotland.gsi.gov.uk; David Smith; Daniel.Kleinberg@scotland.gsi.gov.uk; Deborah.Smith@scotland.gsi.gov.uk; Christian Syme; Anne MacColl
Subject: RE: VISIT TO SCOTLAND BY HE KHALID BIN MUHAMMAD AL-ATTIYAH OF QATAR

Robert

Thanks - I don't have this information but am happy to phone the Embassy to ask.

Katherine

From: Dunn R (Robert)
Sent: 02 June 2009 16:24
To: First Minister
Cc: Timoney J (James); David Smith; Kleinberg D (Daniel); Smith DR (Deborah); Christian Syme; Anne MacColl
Subject: VISIT TO SCOTLAND BY HE KHALID BIN MUHAMMAD AL-ATTIYAH OF QATAR
Importance: High

Katherine

Further you out telephone conversation regarding the telephone call you have received from the Qatari Embassy regarding the visit to Scotland by His Excellency Khalid bin Muhammad al-Attiyah, the Minister of State for International Cooperation and Conferences. Please note that yesterday he was appointed by the Emir to also take over the duties of the Minister of Business and Commerce.

On the face of it I would advise that the First Minister agrees to meet with the Minister. However, as you are aware there is an outstanding invitation for the First Minister to visit Qatar which we have not taken up for a number of reasons. I would like to know the reason for the Minister's visit to Scotland and why he would like to meet with the First Minister. I am assuming he wants to meet

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with the First Minister as a courtesy. Would it be possible for you to get this information?

I would be grateful to David for his comments on this given his previous role regarding the proposed visit to Qatar.

Robert

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FOR THE FIRST MINISTER

MEETING WITH HIS EXCELLENCY DR KHALID BIN AL-ATTIYAH, THE QATARI MINISTER FOR INTERNATIONAL COOPERATION.

Date: Thursday 11 June 2009

Key Message	To discuss trade and other possible cooperation between Scotland and Qatar.
Who	His Excellency Dr Khalid bin Mohammed Al-Attiyah, the Qatari Minister for International Cooperation, His Excellency Khalid Rashid Al-Hamoudi Al-Mansouri.
What	The Minister has requested a meeting with the First Minister; he is the Special Envoy of the Qatari Prime Minister.
Why	The Minister wishes to convey an oral message from the Prime Minister. We are not sure what the message will be but we assume it will be an invitation to the First Minister to visit Qatar.
Where	First Minister's office, Parliament.
When	Thursday 11 June at 1.15 p.m.
Supporting Official	Robert Dunn, International Division: Ext: 45217
Attached documents	Annex A: Advice on receiving an invitation to visit Qatar. Annex B: Economic brief on Qatar. Annex C: Briefing on Sovereign Wealth Funds Annex D: Briefing on Scottish companies in Qatar and SDI's activity. Annex E: Background note on Qatar

Advice on an invitation being received to visit Qatar

SDI's advice, supplied in March, was not to undertake a visit to Qatar until the economic climate starts to look healthier both globally and locally, offering a more visible and direct benefit from the use of your time.

There is much uncertainty in the Gulf as to when the economic turbulence will bottom out and when the recovery will begin and, until such a time, many Sovereign Wealth Funds are reviewing investment strategies and largely focusing on 'local' investments.

Lena Wilson's visit later this year to the Gulf will be an opportunity to gage the economic climate in the region has changed and what the prospects are regarding a visit perhaps next year.

Quote to the media on 19 March regarding the proposed visit.

"The First Minister remains focussed on ensuring Scotland makes a strong recovery from the current recession with sustainable economic growth as our long-term goal. This is our prime consideration in deciding where and when Ministers should travel. While there are no dates in the diary at this point, a visit to Qatar remains under active consideration."

KEY ECONOMIC FACTS

INDICATOR	QATAR	SCOTLAND
Population	833k	5.1 million
Unemployment Rate	0.6%	5.4%
Inflation Rate (CPI)	15.2%	2.9% (UK)
Budget	£26.90 billion	£33 billion

- Qatar has experienced rapid economic growth over the last several years on the back of high oil prices, and in 2008 posted its eighth consecutive budget surplus.
- Economic policy is focused on developing Qatar's nonassociated natural gas reserves and increasing private and foreign investment in non-energy sectors, but oil and gas still account for more than 50% of GDP, roughly 85% of export earnings, and 70% of government revenues.
- Oil and gas have made Qatar the second highest per-capita income country - following Liechtenstein - and one of the world's fastest growing.
- Proved oil reserves of 15 billion barrels should enable continued output at current levels for 37 years.
- Qatar's proved reserves of natural gas are nearly 26 trillion cubic meters, about 14% of the world total and third largest in the world.
- The drop in oil prices in late 2008 and the global financial crisis will reduce Qatar's budget surplus and may slow the pace of investment and development projects in 2009.
- Main industries: Crude oil production and refining, ammonia, fertilizers, petrochemicals, steel reinforcing bars, cement, commercial ship repair.
- **Electricity:** Production - 14.41 billion kWh (2006 est.). Consumption 13.19 billion kWh (2006 est.)
- **Oil:** Production at 1.125 million bbl/day (2007 est.), consumption 108,900 bbl/day (2006 est.) and exports 1.026 million bbl/day (2005).

Sovereign Wealth Funds (SWFs)

Dr Andrew Goudie provided detailed advice on Sovereign Wealth Funds (SWF) to the Cabinet Secretary for Finance and Sustainable Growth on 5 February.

SWFs would best be promoted as providing private sector investment opportunities in Scotland where large scale, long term investment is required and where, in the current financial climate, it would be difficult to access conventional sources of finance. In this context, they could play an important role in supporting economic growth.

It should be noted, however, that recent reports have indicated that falling oil prices are leading to a slowdown in economic growth in the region and this is having an adverse effect on SWFs.

Recent reports point also to the fact that within the context of the global economic crisis, many Sovereign Wealth Funds are likely to avoid major investments for at least six to nine months and potentially longer, until the current crisis plays out.

Scottish Companies with a Presence in Qatar

Scottish companies currently operating in Qatar include:

RBS, Wood Group, Aggreko, Atlas Interactive and MacDonald Energy.

In addition, the following companies and organisations currently have active business opportunities and links into the market:

Forth Valley College, Scotland IS, Keppie Design, Electroflow Control, Commercial Microbiology, Buro Happold and Key Facilities Management.

Current Opportunities

SDI is seeking to engage with Qatari Diar, one of the largest real estate and investment companies in the region, with regard to possible inward investment involving luxury hotels and resort developments.

SDI officials have met with the company at a senior level but have been informed that reciprocal engagement would need to be made at a political level before any discussions can progress.

Mackay Smith and Christian Syme of SDI are visiting Qatar on 21 and 22 June and hope to be able to engage with the Qatar Foundation and the Qatar Science and Technology Park as well as with investment houses.

Lena Wilson plans on visiting the Gulf Region (Qatar, Dubai, Abu Dhabi and possibly Kuwait) later in the year. A programme has yet to be finalised but it is likely that it will include the following:

meetings with Scottish companies that have set-up in the region;

meetings with current and potential Inward Investors;

a dinner with GlobalScots and

meetings with appropriate Ambassador and UKTI country heads. Following this visit, we will provide a progress report.

BACKGROUND NOTE ON QATAR.

- Qatar has been ruled by the al-Thani family since the mid 1880s. The current Amir overthrew his father in a bloodless coup on 27 June 1995. The former Amir siphoned off petroleum revenues during the 1980s and 1990s crippling the economy.
- It has transformed itself from a poor British protectorate, noted mainly for its pearling, into an independent state with significant oil reserves.
- Became independent from the UK on 3 September 1971.
- Arabic is the main language, however, English is commonly used as a second language.
- Land area is 11,427 sq km with a coastline of 563 km.
- National resources: Petroleum, natural gas and fish. Limited natural water and increasing dependence on large-scale desalination facilities.
- Constitution ratified by public referendum on 29 April 2003, endorsed by the Amir on 8 June 2004 and became effective on 9 August 2005.
- In April 2007 nationwide elections were held for a 29-member Central Municipal Council. It has limited consultative powers and is amid at improving the provision of municipal services.
- Legislative Branch is a unicameral 35 seat Advisory Council or Majlis al-Shura, members appointed.
- No legislative elections have been held since 1970 when there were partial elections to the body; Council members have had their terms extended every year since the new constitution came into force on 9 June 2005.
- the constitution provides for a new 45-member Advisory Council or Majlis al-Shura; the public would elect two-thirds of the Majlis al-Shura; the Amir would appoint the remaining members; preparations are underway to conduct elections to the Majlis al-Shura.