Organised by:

MEED Events

Qatar projects 2012

Grand Hyatt Hotel, Doha, Qatar

Sports Business Forum: 5 February 2012
Conference: 6 - 7 February 2012
Post Conference Masterclass: 8 February 2012

The journey to 2022

A critical update on energy and infrastructure requirements

Held under the patroage of:

H.E. Dr. Mohammed bin Salah al-Sada, Minister of Energy & Industry and Chairman & Managing Director, Qatar Petroleum

Conference Partner: Qatar Petroleum

Supported by: State of Qatar, Ministry of Business and Trade

Supported by: Ashghal, Public Works Authority

Platinum Sponsor: ibq

Associate sponsor: Redco Construction - Almana

New for 2012

- **Project data**
  More issue focused sessions and case studies to give you facts, figures and forecasts on the realities of Qatar mega projects. Learn how you can be part of delivering the US$365,027million worth of energy and infrastructure projects MEED predicts
- **Industry focused sessions**
  Separate conference streams focusing on:
- Energy projects: QAFCO, petrochemicals, power and water
- Non-Energy projects: Road, rail, aviation, real estate, social infrastructure, sports
  Giving you relevant, up-to-the minute project information allowing you to make informed involvement decisions
- **Welcome reception**
  Meet Qatari project stakeholders, government officials, developers, clients and investors who award the contracts you are interested in or are bidding for before the main conference begins
- **Awards**
  The “MEED Editors Choice Awards” will recognise the most significant project developments and allow you to meet key decision-makers who are usually unattainable
- **Masterclass**
  Get in-depth analysis and data on Qatar’s project market and up-to-date information on latest compliance and regulation reforms enabling you to make informed decisions about setting up a business venture – avoid common pitfalls to protect your investments

Confirmed speakers to date

Patronage:
H.E. Mohammed bin Salah al-Sada
Minister of Energy & Industry
Chairman & Managing Director, Qatar Petroleum

- H.E. Abdulla Bin Saoud al-Thani, Governor, **Qatar Central Bank**
- Dr. Khaled Alderbesti, Director, Investment Promotion Department, **Ministry of Business & Trade**
- Eng Nasser Ali al-Mawlawi, President, **Public Works Authority (Ashghal)**
- Remy Rowhani, Director General, **Qatar Chamber of Commerce & Industry**

- Thomas Topolski, Vice-Present Transportation Middle East, **AECOM**
- Osama Hadid, Managing Director, **Al Jaber Engineering**
- Gordon Lindsey, Project Director and Head of Rail, Qatar , **Atkins**
- Senior Representative, **ASTAD**
- Khaldoon Tabari, Chief Executive Officer, **Drake & Scull**
- Markus Pfisterer, Architect, **GMP Architekten**
- George Nasra, Managing Director, **IBQ**
- Colin Gibson, Head Communications, **International Cricket Council (ICC)**
- Eng. Hesham Al Emadi, Chief Executive Officer, **Energy City**
- Eng. Ahmed Nasser al-Naser, Manager – Electricity Projects Department, **Kahramaa**
- Campbell Gray, Director, **Faithful+Gould**
- Alistair Lenczner, Partner, **Foster + Partners**
- Elio Locatelli**,** Director of Member Services Department, **IAAF**
- Eng. Mansoor Saleh Bu Mattar al-Muhannadi, Manager, Waste Treatment Centre, **Ministry of Environment**
- Angus Hindley, Research Editor, **MEED Insight**
- Edmund O'Sullivan, Chairman, **MEED Events**
- Mohammad Siddiqui, Director of Treasury & Planning, **Nakilat**
- Engineer Saad Ahmed Ibrahim Al Mohanadi, Chief Executive Officer, **Qatar Railways Company**
- Geoff Mee, Deputy CEO, **Qatar Railways Company**
- Martin Bay, Vice Chairman, **Qatar Railway Development Company**
- Abdulsattar Al Rashid, Chief Executive Officer, **Qatar Electricity & Water Company**
- Ian Clarke, Managing Director – Middle East, **Mott MacDonald**
- Robert Hager, Managing Partner, **Patton Boggs**
- Rod Sheard, Senior Principal, **Populous**
- Senior Representative, **Qatar Petroleum**
- Enrico Grino, Head of Structured & Project Finance, **Qatar National Bank**
- Khalifa Al Sowaidi, Managing Director, **QAFCO**
- Shashank Srivastava, Acting CEO, **QFCA**
- Monjid Abdelmajeed, Managing Director, **REDCO Construction Almana**
- John-Kelly Quinn, General Manager, **The Maintainers**
- Senior Representative, **The Public Works Authority (Ashghal)**

2012 Sponsors and Supporters

Platinum sponsor:

International Bank of Qatar (IBQ) has been operating in Qatar since 1956 and is a well established and rapidly growing commercial institution, offering a full range of retail, private and corporate banking solutions. IBQ is 30% owned and managed by National Bank of Kuwait (NBK). In 2009, IBQ was recognised as "the fastest moving bank" in the Middle East and North Africa region and the 26th fastest mover globally in The Banker magazine's Top 1,000 World Bank survey 2009.

Associate Sponsor:

Founded in 1998, Redco Construction Almana is a Class A certified contractor in Qatar and recognized as one of the largest Qatari contracting organizations with a proven record for delivering large and challenging projects on schedule according to the highest standards of safety & quality. Redco Construction Almana is part of Redco Almana Group, a conglomerate of companies focusing on Construction & Building Solutions - such as MEP, Aluminium, Ready-mix concrete, Facility Management and Professional Services such as Sustainability Consultancy Services and Design and Build Project Management for offices, hospitality and educational projects.

Silver sponsor

Bronze sponsor:

Lunch day 1 sponsor:

Exhibitors:

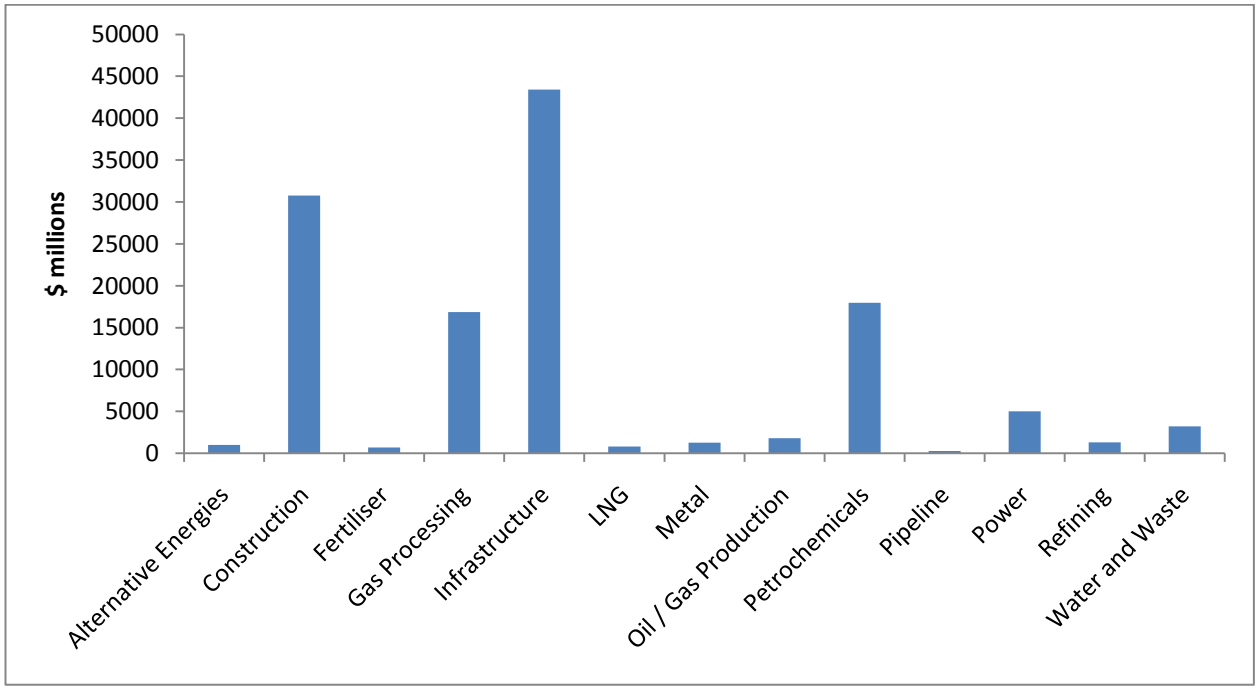
2012 Event partners

Qatar known and announced projects (excluding projects in execution)

Industry	Number of Projects	Projects value US$million
Fertiliser	2	700
Industrial Construction	4	2569
Oil Gas	26	26730
Petrochemical	17	16650
Ports	3	7375
Rail	7	28233
Real Estate	90	52301
Road	29	9499
Utilities	25	17037
Grand Total	**203**	**161094**

Source: MEED Projects October 2011

Qatar's future projects market



Source: MEED Projects October 2011

Focus day: Sunday 5 February 2012

Sports Business Forum

Defining the region's sports business market

Football, grand prix, tennis, golf, horse racing, Asian games – the GCC has it all!
This dynamic focus day will look at key strategies and opportunities for developing the region's fast growing sports business sector.

09:00 Welcome address
Edmund O'Sullivan, Chairman, **MEED Events**

Investing in sport

09:30 **Comprehensive overview of the current regional sports business market**

- Philosophy of hosting world scale sporting events in the GCC
- Review of the GCC's recent history of winning major sporting events in the region
- Economic and social significance of major sporting events in 21st Century
- Forecasting the value of bringing key events to the GCC and the future of the sector – where are the next growth areas?

10:00 **Outlining Qatar's vision and ambition for sports sector growth**

- Qatar's achievements of hosting major sporting events:
  - Asian games
  - World cup bid
  - ATP World Tour
  - Qatar Masters
- Why Qatar? Understanding the winning rationale for bidding and hosting international sporting events in Qatar
- Investing in the sports sector in-line with Qatar's vision – understanding the part sports business plays in Qatar's economic diversification and growth strategy
- Manpower planning strategies and engaging the local community as volunteers

10:30 **Country investment in regional and international world scale sporting events as part of its national strategic development and branding plans**

- The opportunities and challenges of hosting world-scale events in the region
  - Branding your country – the importance of putting your country on the world map
  - Leaving a legacy – the importance of keeping your country on the world map
- Economic and social benefits of hosting major sporting events
  Elio Locatelli, Director of Member Services Department, **IAAF**

Infrastructure

11:00 **Infrastructure and project construction requirements of delivering major sporting events**

- Designing and building sustainable, modern event facilities for long-term use
- The challenge of integrating transport links
- Developing necessary supporting infrastructure including hotels,
- Providing adequate accommodation for all levels

  Rod Sheard, Senior Principal, **Populous**
  Alistair Lenczner, Partner, **Foster + Partners**

11:30 Networking break

12:00 **Considering the past, present and future of stadium designs according to FIFA and UEFA regulations**

- Exploring the successful bidding of cities hosting global sporting events

  Markus Pfisterer, Architect, **GMP Architekten**

Sport and the media

12:30 **The changing face of media and challenges to sport**
Colin Gibson, Head Communications, **International Cricket Council (ICC)**

13:00 Lunch and networking

Managing & operating facilities

14:00 **Preparing for the reality of managing and operating sports facilities at profit: Generating revenue streams 365 days a year**

- Business case for operating venues between events
- Realising the potential of corporate revenue streams
- Running alternative events – concerts, festivals, other sporting events

  John-Kelly Quinn, General Manager, **The Maintainers**

Financing projects and events

14:30 **Unlocking the potential of sponsoring large scale events in Qatar and the GCC**

- Experience of local sponsors for local events
- Benefits of supporting GCC sporting events
  - Social benefits to the people
  - Global branding and marketing for your organisation
- Measuring and maxmising ROI for sporting sponsorship

15:00 **Analysing the attractiveness of financing sports projects – why lend to sport?**

- ROI expectations from banks and investors
- Comparing private investment and Government investment approaches
- Role of international and local banks in the future of GCC sports sector
- The role of private sector in developing regional sports business market
- Future of PF and PPP structures

15:30 Networking break

16:00 **Interactive case study: Qatar**
A comprehensive review of building for future sporting events including football world cup

- Qatar's infrastructure requirements including transport links, accommodation and new sporting facilities
- A focus on building stadia and training grounds
- Update on programmes for linking road and rail networks
- Next phases of infrastructure development

17:30 Close of focus day

19:00 – 22:00

Welcome Reception

Join your colleagues, partners and new contacts at this year's new welcome reception and enjoy an evening of honest conversation and information sharing.
Venue: The Grand Hyatt Hotel, Doha

Conference agenda: Monday 6 – Tuesday 7 February 2012

Conference Day One: Monday 6 February 2012

09:00 Welcome address
Edmund O'Sullivan, Chairman, **MEED Events**

VIP morning presentations and panels

09:30 **Opening keynote address**
Update on Qatar Energy sector

10:00 **Keynote address**
The role of the Qatar Central Bank in achieving Qatar's long-term economic vision

- Financial developments and future challenges experience by Qatar Central Bank
- Role of local and international banks in the infrastructure investment programmes for 2022 and 2030
- Update on Qatar's Credit Bureau and Central Depository
- The impact of non-energy project developments and revenues on the Qatari economy

H.E. Abdulla Bin Saoud al-Thani, Governor, **Qatar Central Bank**

10:30 **Keynote address**
The Qatar economy: an update on investment & trade in one of the world's fastest growing economies

- Charting economic and social progress in Qatar
- Working with an open and flexible economic structure for competing in an ever-changing world
- Investing in world-class infrastructure for a dynamic and diversified economy
- Improving efficiency, transparency and accountability to ensure private sector plays a prominent role in developing Qatar

Dr. Khaled Alderbesti, Director, Investment Promotion Department, **Ministry of Business & Trade**

11:00 Networking and refreshment break

11:30 **Delivering Qatar's National Vision 2030: update on the capital expenditure programme on infrastructure and requirements for the next 18 years**

- Overview of Qatar's roadmap for integrated project development to realise the country's long-term vision
- Impact of the winning the football bid on Qatar's masterplan: infrastructure requirements and timelines
- Qatar's current implementation status on energy and non-energy projects and upcoming commitments for economic growth and social development
- Identifying and overcoming barriers to realising Vision 2030 and long-term sustainability for Qatar
- The significance of tradition and heritage and key strategies to protect local culture
- Engaging all sections of Qatari society to realise vision

12:00 **Insight session**

The role of international partners in meeting the needs of the Qatar mega projects

Remy Rowhani, Director General, **Qatar Chamber of Commerce & Industry**

12:30 **Finance introduction**

Understanding the financial challenges of managing Qatar's rapidly expanding economy

George Nasra, Managing Director, **IBQ**

Finance panel

Current economic advances and development of Qatar's financial sector

- Financing requirements to support the development of planned and future mega projects
- Managing risk through sound financial policy
- Creating a strong financial climate for attracting foreign funds and encouraging national investments
- Role of local banks, international players and Islamic finance
- Long-term strategies for sustained rates of economic growth

George Nasra, Managing Director, **IBQ**

Enrico Grino, Head of Structured & Project Finance, **Qatar National** Bank

Shashank Srivastava, Acting CEO, **QFCA**

12:50 Lunch and networking

14:30 – 17:00 **Streamed afternoon sessions**

Stream A: Non-Energy Projects	**Stream B:** Energy Projects
Transport	**Oil & Gas and Downstream**
Rail: Case Study **Overview of Qatar's Integrated Rail Projects (QIP) and defining the next steps towards project implementation** • Current development status of the public urban transportation masterplan • Long-term strategy for Qatar's inter-modal transport systems • Next steps and opportunities for long distance passenger rail, freight transport, metro systems, LRT and stations **Engineer Saad Ahmed Ibrahim Al Mohanadi**, Chief Executive Officer, **Qatar Railways Company** **Osama Hadid**, MD, **Al Jaber Engineering** **Geoff Mee,** Deputy Chief Executive Officer, **Qatar Railways Company** **Martin Bay,** Vice-Chairman, **Qatar Railways Development Company** **Thomas Topolski**, Vice President, Transportation Middle East, **AECOM** **Gordon Lindsey**, Project Director and Head of Rail, Qatar , **Atkins**	**Case Study: Energy City** **Eng. Hesham Al Emadi**, Chief Executive Officer, **Energy City** **Case Study: QAFCO and QAFCO 6** **Khalifa Al Sowaidi**, Managing Director, **QAFCO** **Long-term maintenance of strategic reserves of oil & gas for sustainable development** **Snapshot update on key projects:** • Al Shaheen refinery • Offshore and onshore Barzan gas field facilities – a complete supply chain project for capturing and processing gas to be used in Qatar • The pearl gas-to-liquid (NGL) project

Roads: Case Study **Project update: Lusail Expressway** • Showcasing achievements of the Lusail expressway project • Next phases of the integration plan: efficiently integrating expressway with existing and upcoming road networks **Roads** **Challenges and opportunities of implementing Qatar's US$20 billion roads and highways schemes** • Update on planning, designing and implementing key projects: Qatar to Bahrain Causeway, Doha Bay Crossing, Dukhan highway, Al Waab Freeways, Doha Expressway • Project budget allocations and the opportunities • Invaluable lessons learned about improving and modernising the entire Qatari road network from international experiences • Ensuring quality beyond 2022 through innovative design and sustainable implementation **Senior Representative, Ashghal**	**Project progress updates in the LNG Transportation sector** • Promoting Qatar's ambition of LNG value chain by innovative • Driving forward the future roadmap of the Qatari LNG shipping industry • Where do the current challenges lie? **Mohammad Siddiqui**, Director - Treasury & Planning, **Nakilat**
Networking Break	

Aviation
Establishing Qatar as a global aviation hub: Qatar Airways update and developments at New Doha Airport
• New destinations and more planes – realising Qatar Airways' ambitions of becoming one of the world's largest international airlines
• Identifying future opportunities for airline growth
• Achievements review of the New Doha Airport construction and next phases of project development
• Impact of aviation expansion on Qatar's economy and trade
 	
Ports and Shipping
New Doha Port project: creating a world-class deep-water port
• Current capacity verses demand
• Status update on container and mix-cargo facilities completion
• Next phases of development in expanding port capacity and increasing trade including construction opportunities for warehousing and logistics
• Future investment and understanding the demand for project funding Qatar's port projects
	Petrochemical
	
	Exploring the ways in which Qatar is developing its Petrochemical industry
	• Trends, forecasts and opportunities for Qatar's petrochemical sector
	• The importance of key projects including Ras Laffan, Linear Alkly Benzene and Melamine plants in Qatar's diversifying Qatar's hydrocarbons market
	• Regulatory developments in Qatar's petrochemical market
	• Future outlook for the sector
	
	Financing Qatar's downstream/diversification projects
	• Future of integrated upstream & downstream operations
	• The growth of project finance in the downstream market
	• Challenges and opportunities:
	  ○ Plastics
	  ○ Manufacturing

17:30 Close of conference day one

19:00 **Drinks reception**
Exhibition hall

19:30 **Gala Dinner Hosted by:**

20:30 **Prestigious MEED Awards ceremony: Qatar Projects Leadership Award**

Winner: Eng Nasser Ali al-Mawlawi, President, **Public Works Authority (Ashghal)**

The winner of MEED's inaugural **"Qatar Projects Leadership Award"** will be recognised at the exclusive Gala Dinner. The ceremony will showcase some of Qatar's most innovative projects and will showcase how these projects are significantly advancing economic diversification.

Join us at the Gala Dinner and meet Ashgal President and colleagues, whose award winning achievements are leading the way for innovative project development in Qatar.

Conference Day Two: Tuesday 7 February 2012

08:00 – 09:20
VIP Breakfast Briefing

Before we begin conference day two, enjoy breakfast and networking at the exclusive VIP breakfast meeting. This is an invaluable opportunity for conference participants, invited guests and government officials to connect and openly exchange ideas about Qatar's infrastructure project markets.

MEED will present facts, figures and forecasts on Qatar's infrastructure projects market.

Presented by: **Angus Hindley**, Research Editor, **MEED Insight**
Data from MEED Projects

09:30 Opening welcome
Edmund O'Sullivan, Chairman, **MEED Events**

09:45 – 13:00

Morning plenary sessions

09:45 **Snapshot sessions**
Updates and expectations of Qatar's key city and urbanisation projects

- Strategies for modernisation whilst preserving traditions and culture
- Realistic expectations for continued consistent growth
- Insights into key projects:
  - Barwa projects & Barwa Financial district – providing major multi-use real estate developments
  - Lusail – the largest integrated real estate project in Qatar
  - The Pearl – Qatar's innovative island project

10:45 **Industry responsibility in a 'hot market'**

- Lessons learned
- Where to spend for optimum value
- Being aware of the legacy impact

Ian Clarke
Managing Director, **Mott MacDonald** and Chairman, **Association of Consulting Engineers, Middle East Group**

11:15 Networking and refreshment break

11:45 **Ensuring efficient project planning, execution and supervision**

- Experiencing challenging projects in Qatar
- Future challenges to meet 2022 & 2030 projects.

Monjid Abdelmajeed, Managing Director, **REDCO Construction Almana**

12:30 **Panel**

Exploring financing options for major projects in Qatar

Debating the values of PPP, Project Finance and Public Procurements verses innovative funding sources

- Assessing the options: PPP, Project financing and Public Procurement in Qatar
- Pros and Cons of current lending strategies for Qatar projects
- Recent changes in trends and what the future holds
- Risk allocation strategies associated with alternative financing options

Campbell Gray, Director, **Faithful+Gould**

12:50 **Joint ventures as the way forward to delivering Qatar's mega projects**

- Exactly what role does privatisation play in developing Qatar's infrastructure projects?
- The secrets of a successful joint venture discussed and debated
- What can Qatar learn from GCC partnering experiences?

Moderated by: **Robert Hager**, Managing Partner, **Patton Boggs**

13:15 Lunch and networking

14:30 – 17:00

Streamed afternoon sessions	
Stream A: Non-Energy Projects	**Stream B:** Energy Projects
Urban planning / Social infrastructure	**Power & Water**
Education City **Insights into the largest non-government educational initiative in the Middle East: Creating a centre of educational excellence** • High-profile iconic design and implementation • Translating vision and design into delivery • Meeting green standards and maximising energy efficiency • Creating a well developed, independent, self-managing and accountable educational institutions for the long-term benefit of Qatar and its people	**Power Generation** **QWEC's power generation project development programmes designed to meet escalating demand** • Reviewing QEWC IPP/IWPP projects • Strategies for meeting Qatar's seasonal variation and growing demand of 1,000MW annually • Key milestones and next steps in generation developments • Long-term forecasts for meeting future demand targets **Abdulsattar Al Rashid**, Chief Executive, **Qatar Electricity & Water Company**
Creating a comprehensive, world-class healthcare system accessible to the whole population • Current supply vs. Demand forecast • Scope and timelines for new public and private healthcare facilities • Regulating the healthcare sector: challenges and opportunities • Embedding partnering for quality	**Power: Case Study** **The role of Kahramaa in developing Qatar's high voltage power infrastructure** • Update on long-term scenarios to 2022 • Kahramaa's current projects portfolio • Next phases for development **Eng. Ahmed Nasser al-Naser**, Manager – Electricity Projects Department, **Kahramaa**

Drainage and sewage project review: Coping with the demands of the Qatar's irregular winter storms • Review of Qatar's surface water management programme • Optimising the design of the stormwater drainage network: sewers, soakaways, storage lagoons and pumping stations • Implementation update on current project activity	**Developing the wastewater and waste management sectors** An overview of the Qatar wastewater reuse treatment and solid waste management sector **Eng. Mansoor Saleh Bu Mattar Al-Muhannadi**, Manager, Waste Treatment Centre, **Ministry of Environment**
Networking break	

Leisure & Tourism
 	
Sporting infrastructure requirements for Qatar's ambitions to host major sporting events, including FIFA World Cup 2022
• Infrastructure investment and construction requirements necessary for Qatar's long-term sporting ambitions
• Update on stadiums and training grounds projects
• Turning Qatar's sporting vision into reality
 	
Creating a tourist destination of choice
• Expanding hotel capacity to meet Qatar's tourism targets
• Integrating accommodation projects with transport links and attractions
• Building major cultural projects, including the National Museum, to re-establish Qatar's image as a heritage location
	A view to the future: Qatar's Wastewater reuse treatment project initiatives
	• Current and future projects to meet the needs of a population of more than 2.5 million – a total capacity of 690,000 cm.d
	• Update on Doha North commission
	• Update on Doha South phase 2 expansion
	• Implementing modern treatment technologies for improved efficiency:
	  ○ Extended aeration
	  ○ Ultra filtration
	  ○ Sludge thermal drying facilities
	
	Expectations and opportunities for Qatar's innovative solar power projects
	• Qatar's environmental power advances in-line with Vision 2030
	• Update on Qatar's current renewable solar energy project
	• Update on strategies for generating 3,500MW of solar power by 2013
	Forecasting investment and project opportunities

17:15
Chairman's remarks and close of conference

Masterclass: Wednesday 8 February 2012

A-Z guide to doing business in Qatar

Practical legal, financial and insurance advice for setting up and protecting your business in Qatar
10:00 – 15:00

It is essential for you to be up-to-date with Qatar's latest private sector participation structures, compliance, local rules and practices if you intend to be involved with the future of the infrastructure project market.
Update your knowledge of legal requirements and contracting strategies designed to protect your business and encourage growth at this essential masterclass.

Gain invaluable insights and advice from on the ground practitioners and develop key strategies in confronting the challenges of establishing a business in Qatar to ensure you avoid common and easily avoided pitfalls.

The masterclass will address key issues including:

- **Winning the bid** – what are the Qatar clients looking for?
- **Acquiring the financing** - developing financing strategies and available options specific to the unique marketplace which is Qatar
- **Compliance** - Taxes, costing and auditing – understanding the systems in Qatar
- **Insurance** - Insurance requirements and advice
- **Partners**
- **Regulations / legislations**
- **Contracts**

Sponsorship & Registration

1. **Access the most prominent industry representatives** – expand your network with key Qatari Ministry officials and government clients
2. **Establish new business contacts** – schedule follow up meetings
3. **Promote your company** – make yourself stand out in a competitive market
4. **Engage in debates during the proceeding** – position yourself as a thought leader
5. **Network with your peers** – engage with your clients and suppliers
6. **Strengthen your existing relationships** – open doors for new deals
7. **Raise your brand profile** – achieve recognition in new markets
8. **Learn what is new in the market** – incorporate this in your business strategy
9. **Share your thoughts on the industry challenges** – contribute to industry sustainability
10. **Enjoy the networking breaks and social functions** – cement friendships

Qatar 2012 offers a superb and cost-effective platform for you to promote your brand, meet new clients and align yourselves with the key players in Qatar.

If you are serious about entering or expanding your business in the region, please contact **Meryem Sardogen on +971 (0)50 558 83953, or email sponsorship@meed-dubai.com** to arrange a convenient meeting time.

WAYS TO REGISTER:

1) Online at www.qatarprojectsconference.com

2) Via telephone: +971 (0)4 390 0049

3) Email MEED: events@meed.com

Delegate Fees:

	Platinum Package (4 days)	**Gold Package (3 days)**	**Silver Package (2 days)**	**Bronze Package (2 days)**	**1 Day Package (1 day)**
	• 2 day conference + Sports Business Forum + Masterclass	• 2 day conference + Sports Business Forum **OR** + Masterclass	• 2 day conference	• Sports Business Forum + Masterclass	• Sports Business Forum **OR** • Masterclass
Earlybird 1 November 15 2011	US$ 4,500	US$ 3,700	US$ 2,700	US$2,200	US$ 1,500
Earlybird 2 December 15 2011	US$ 4,750	US$ 3,990	US$ 2,990	US$ 2,500	US$ 1,500
Normal rate	**US$ 5,000**	**US$ 4,200**	**US$ 3,150**	**US$ 2,750**	**US$ 1,500**
Onsite rate	US$ 5,200	US$ 4,400	US$ 3,250	US$ 3,000	US$ 1,750

Terms and conditions online at www.qatarprojectssconference.com