

EXTRAORDINARY AND PLENIPOTENTIARY **diplomatist** Special Report PLUS



India

Qatar 2012

State Visit to India by
His Highness Sheikh Hamad Bin Khalifa Al-Thani
Emir of Qatar April 2012



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The Hinduja Group extends a hearty welcome to His Highness Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar

May this visit strengthen the traditional ties between the two countries.



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(1901-1971)
Founder, Hinduja Group

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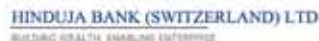
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HINDUJA

VISION FOR TOMORROW – VALUES FOR ALL TIME



Emir of Qatar

His Highness Sheikh Hamad Bin Khalifa Al-Thani



Birth

Doha, 1952

Academic Qualifications

Received his Primary, Preparatory and Secondary education at Qatari schools.

Joined the Royal Military Academy, Sandhurst, and graduated in July 1971.

As Emir

Sheikh Hamad Bin Khalifa Al-Thani became as Emir of Qatar on June 26, 1995.

Interest

Sports like athletics and diving



His Highness Sheikh Hamad Bin Khalifa Al-Thani came into power and was crowned as Emir of Qatar on June 26, 1995. He belongs to Al-Thani family that has been in power for almost two centuries. Sheikh Hammad Bin Khalifa has worked earlier as the Minister of Defense and led the Supreme Planning Council. He has been appointing his cabinet and minister since 1992. His Heir Apparent is His Highness Sheikh Tamim Bin Hamad Al Thani.

He was born in 1952 and graduated in 1971 from Sandhurst Military Academy in England. He was commissioned as the Lieutenant Colonel in Qatari armed forces who rose to the position of Commander in Chief of the armed forces (as Emir of the Qatar is also Commmander in Chief). He was appointed as Commander in Chief of the Mobile Regiment which is now called Hammad Mobile Regiment. On May 31st 1977, Appointed Heir Apparent and Minister of Defence. He was appointed as the Chairman of the Higher Council for Planning, considered as the cornerstone in the building of a modern state.

He chaired the Higher Council for Youth Welfare (HCYW) since it was set up in 1979 until September 1991, and pledged substantial of patronage to sports and youths activities through the HCYW, clubs and various sports establishments.

Sheikh Hamad is keen sportsman and an accomplished diver. H.H. the Emir is the sponsor of civilian sports in Qatar. He also established the first Military Sporting Association, which got the membership of the International Military Sporting Association. H.H. the Emir gave much support and attention to youth and sports sector out of his belief in the significance of the role played by this vital sector in the process of building and developing the society.

His activism has enhanced the country's involvement and performance in a number of international competitions. This includes winning an Olympic medal in track and field. Under Emir, the country has hosted a wide variety of international sporting events such as the GCC, Asian and World Youth soccer championships and also initiated the Qatar Open Tennis Championship the two premier tennis competitions in the Middle East.

Emir's Recent Visit

Kingdom of Saudi Arabia – 5 March 2012

The Republic of Azerbaijan – 2 March 2012

State of Brunei Darussalam – 17 January 2012

Vietnam – 16 January 2012

Sri Lanka – 15 January 2012

Tunisian Republic – 13 January 2012

Sultanate of Oman – 14 December 2011

During the last several years, Sheikh Hamad has represented Qatar on official state visits and at numerous Gulf and international forums. His role as a leader and diplomat has earned him worldwide honors: the Order of Oman from the Sultanate of Oman, the Order of the Nile from Egypt, the Order of King Abdul Aziz from Saudi Arabia, the Indonesian Order of Ibn 'Azeem, the Order of Francisco de Miranda from Venezuela, the Order of St. Michael and St. George from Britain, the Order of Grand Officer of the Legion d'Honneur from France, the Mohammedi Medal from Morocco and the Lebanese Order of Merit.

Message



H E Hassan M. Rafei Al- Emadi
Ambassador of the State of Qatar to India

I am very pleased to have this opportunity to welcome distinguished readers of this supplement.

India and Qatar enjoy close and friendly relations at the political level and share common views and perceptions on matters of bilateral, regional and international interest.

The remarkable relation of these two nations is based on historical association, traditional friendship and shared interests.

The historical and traditional association between India and Qatar is very old. Long before India's independence, Bombay (now Mumbai) was a marketing centre for pearls from Qatar and the Gulf. Even Indian currency and postage stamps were exist in Qatar until the late 60s,

The wise leadership of both nations has taken a number of steps to further strengthen and expand the bilateral relations. These include exchanges of high level visits, cooperation in multilateral institutions, political consultations on bilateral, regional and international issues of mutual interests and consideration of a number of bilateral agreements to strengthen the legal and institutional basis of the cooperation.

His Highness Sheikh Hamad Bin Khalifa Al- Thani, Emir of the State of Qatar will be on a State visit to India during April 8th - 10th April 2012. This will be the Third visit of His Highness to the Republic of India after the first in April 1999 and the Second in April 2005. Hon'ble Prime Minister Dr. Manmohan Singh also visited the State of Qatar in November, 2008. These high- level visits have increased the nature and the level of the bilateral relationship qualitatively as well as quantitatively.

The bilateral trade between India and Qatar has been steadily growing over the past few years.

It is evident that relations between India and Qatar are strong and growing. Both sides are committed to deepen and diversify these relations, while looking forward with confidence to a bright and mutually enriching future in the wake of *His Highness Sheikh Hamad Bin Khalifa Al- Thani*, Emir of the State of Qatar's state visit.

Hassan M Rafei Al-Emadi



H E Deepa Gopalan Wadhwa
Ambassador of the India to State of Qatar

Message

I am happy to note that the Diplomatist Magazine is bringing out a special supplement to mark the state visit of His Highness Sheikh Hamad bin Khalifa Al Thani, Emir of the State of Qatar to India.

India and Qatar are two nations linked by the waterways of the Arabian Sea over 5000 years ago. Ships made with teak from Kerala freely traversed the waters and linked the people of Gujarat and Malabar with different parts of the Gulf. Commercial enterprises and exchange of foodstuffs and cloth for dates and pearls laid the foundation for enduring people to people contacts. Our languages, our food, our music were influenced by each other. These linkages have left an indelible mark upon our culture and civilisation.

Under the enlightened and visionary leadership of His Highness Sheikh Hamad bin Khalifa Al Thani, Qatar has taken rapid strides towards modernisation. Its influence today extends far beyond the region.

The tone for a multifaceted expansion in our relations was set by his landmark visit to India in 1998, followed by another important visit in 2005. The Hon'ble Prime Minister of India Shri Manmohan Singh visited Qatar in November 2005. The third visit of His Highness the Emir reflects our shared desire to keep up the momentum of high level contacts. Both countries agree on the need to impart a strategic character to our relations. Both countries are witnessing remarkable progress. There is vast potential for bilateral cooperation based on our inherent strength and complementarities.

Qatar is also home to a large Indian community numbering about half a million. Indian workers and professionals have participated and contributed to the extraordinary development of this country. The fact that Indians are the largest expatriate community in Qatar is proof of the respect they have earned due to their industriousness and skills, and the confidence that the Government and people of Qatar repose in them.

I am confident that India - Qatar relations will deepen even further in the years to come in keeping with the aspirations of the people of the two countries.

Deepa Gopalan Wadhwa



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Qatar: Pearl State of the Arabian Gulf on the Move

Qatar is a 'Pearl State' that is shining on the waters of the Arabian Gulf. A country that was tucked away in economic obscurity for better part of its existence today Qatar has emerged as one of the richest countries of the Arab World. With a GDP above 12 percent, Qatar is the emerging economy the world is warming up to. Ruled by Al-Thani family since the mid-1800s, the country has ushered in prosperity and diversity since the present Emir, Hamad bin Khalifa Al Thani took over 1995. Constitutional and social changes, along with proven reserves of oil and gas on its land have catapulted Qatar to the top of 'the safest countries to invest in' list.

According to government sources, the population in Qatar, including expats touched 1.7 million in 2011. Most of the populace (51 percent) live in the economic nerve centre, Doha on the east coast. Qatar is a peninsula of 11,521 sq km located halfway down the west coast of the Arabian Gulf. One can clock 563 km along the coast line and encounter several coves and inlets. The country is centrally placed among the states of the Gulf Cooperation Council (GCC), which groups it

with Saudi Arabia, Kuwait, Bahrain, UAE and Oman. Once the stronghold of the Ottoman Empire, Qatar has had a significant political history as an entity in the Islamic civilisation, when its inhabitants participated in the formation and provision of the first naval fleet.

The political structure of the country awards the Emir the ruler of Qatar and rule is hereditary, with power transferred from father to son. In absence of an offspring, a blood relation within the Emir's family is the chosen one to hold the baton. The Al Thani family, as being in power, wields this type of leadership. The first provisional constitution was issued in 1970, and amended in 1972 upon independence. In April 2003, an overwhelming 96.6 percent of Qatari voters said 'yes' to a draft permanent constitution which became effective on June 8, 2005, transforming Qatar into a democracy.

While developing its huge hydrocarbon reserves, Qatar has also diversified its economy, and emphasis is being placed on private-sector industrial development, education, health, sport and tourism.

Investment laws allow up to 100 percent FDI in several sectors including agriculture, industry, leisure, tourism, health, education and the exploitation of natural resources, energy and mining. But, these are subject to dispensation from the Ministry of Business and Trade. Foreigners can invest in all sectors except banking, insurance, commercial agencies and real estate.

Qatar is stepping up its transport and communication services as the country increasingly features on the itinerary of global diplomacy, trade and economy. The New Doha Airport, set to be opened this year will cater to 29 million people in its first phase of opening and will consequently accommodate 50 million passengers. The airport architecture is set to be a reflection of an oasis, where emphasis on recycled water, waved roofs and desert plants grown in recycled water is being made.

To emphasise its modernity, a massive environmental project has sprung up around the airport. A portion of the site is being built on top of a landfill, which was moved to a



per capita incomes in the world. The country's growth is heavily dependent on the oil and gas. It is one of the third largest producers of natural gas in the world and is the largest producer of LNG. Recent increases in prices have resulted in two fold increase in GDP from \$60.8 bn in 2006 to \$127.3 bn in 2010. The economic soundness is further strengthened by the fact of current account surplus in trade balance amounting to 26.3 percent of GDP and 2.7 percent fiscal surplus for the year 2006. In December 2010, the North Field Development Project celebrated meeting its production target of 77 million tonne of LNG.

The Qatar government also brought out a 20 year investment programme in 2011. It focussed on the strategy to commercialise its large natural resources. Furthering the efforts the state has placed a moratorium on development of new hydrocarbon projects until 2015.

Besides oil other sectors that are growing for the economy are non oil sectors such as construction and building, financial services and real estate. Production as well as real productivity for commodities increased manifold in recent years. Recent global financial turmoil had little impact on the pace and growth of economic development. The current account surplus and fiscal soundness made it possible for the government to weather the turmoil. However, the risk of inflation has led the government to take an expansionary fiscal stance to carefully monitor the aggregate demand increases. Monetary policy also supports the expansionary fiscal policy without triggering inflationary pressures. Thus QCB, the central bank of Qatar, pegged the rates to support the system.

Qatar has emerged as a key hub for shipping, port and maritime industry, offering innumerable opportunities for the development of the business in the region. In 2010, Qatar's total exports were valued at \$57.82 bn. Japan was Qatar's largest export partner, making up 34.68 percent of Qatar's total exports, followed by South Korea (22.4 percent), Singapore (10.3 percent) and India (4.86 percent).

Financial Sector

The country's financial sector is comprised of the central bank that is responsible for the management of country's monetary policy. Besides managing the monetary environment

Qatar is stepping up its transport and communication services as the country increasingly features on the itinerary of global diplomacy, trade and economy



cleaner and better organised facility. It became the largest landfill relocation in the Persian Gulf region. The airport will be equipped with heat and occupancy CO2 sensors, and the roof will be tinted to conserve energy. Other than these, Qatar has a modern road system linking it with other GCC countries. A 'Friendship Bridge' linking Qatar to Bahrain is under negotiation. An integrated rail and metro network is expected to be largely complete by 2022. A good telecommunication system is in place, with plans to upgrade to an entirely fibre optic network.

Getting around within the country isn't a problem either. While, Doha has round-the-clock taxi and bus services, the city is well connected to other GCC countries by a road networks.

Economy

Qatar, with gas reserves of over 900 trillion standard cubic feet in its North Field, and oil reserves of over 15.2 billion barrels, has one of the fastest growing economies and the highest



it provides the guidelines for the commercial and scheduled banks, the country's currency management and exchange rate management are some other functions. There are nine national banks, two Arab banks, and five foreign banks operating in Qatar as follow:

National Banks: Qatar National Bank, The Commercial Bank of Qatar, Doha Bank, Qatar Islamic Bank, Al Ahli Bank of Qatar, Qatar International Islamic Bank, Qatar International Bank, AIRayan Bank, and Barwa Bank.

Arab Banks: Arab Bank and Mashreq Bank.

Foreign Banks: Standard Chartered Bank, HSBC, United Bank Ltd, Bank Saderat Iran, and BNP Paribas.

Besides the commercial banks and foreign banks, life insurance companies, exchange houses and corporate houses are also part of the

operational by 2030. The port will be equipped to handle the world's largest ships, each laden with up to 12,000 containers. Investments in the shipping industry in Qatar are expected to reach \$1 bn annually. In addition, a \$7 billion port will be constructed to replace the antiquated Doha Port. The project is one of Qatar's most important and is being built on an area of 26.5 sq km.

Doha's new port will transform Doha's shipping industry and will include five general cargo terminals and berths, four container terminals and berths and a roll-on/roll-off berth, plus berthing for tug and pilot boats. The first phase of the project is expected to be operational in 2014. By then, the port will have a capacity of two million TEU per year – increasing considerably once the project is fully implemented.

The new port will be connected to the shore by a bridge spanning 8.5 km. The depth of

grow this year as last. It says that Qatar's construction market made a steady growth quarter-on-quarter in the first half on 2011, rising from 5.3 billion Qatari riyals (QR) in the third quarter of 2010 to QR6.1 billion in the first quarter of 2011.

The growth has been encouraging for the construction industry, which slowed across the Middle East in 2008, is now playing a significant role in Qatar's economic growth, expanding by 28 per cent in the first quarter of 2011 alone.



Qatar has also witnessed unprecedented development of personal housing and high end commercial projects by private players. A jewel in the crown for Qatar infrastructure is Lusail City. It is Qatari Diar's flagship project. More than just another development, it is a self-contained and comprehensively planned city signifying Qatar's progress on a grand scale.

Created by Lusail Real Estate Development Company on behalf of Qatari Diar, Lusail City is the largest single development to be undertaken in the State of Qatar. It embodies Qatar's National Vision 2030 in the field of real estate development. More than 2,00,000 residents will live in Lusail's scenic surroundings, with 170,000 people expected to work in the city's different districts, and 80,000 expected to visit its entertainment and recreation facilities. Lusail City's 19 districts will encompass not only new residential, commercial, hospitality and retail opportunities, but also a full array of community needs, complete with schools, mosques, medical facilities, sport, entertainment and shopping centres.

The city of the future boasts of a light rail network, a water taxi transportation system, and cycle and pedestrian network.



sector. The country's financial sector, though developed, is still evolving in retrospect of changing global conditions. Some of the pertinent issues for the development of the sector are improving the strength of the QCB to weather the crisis and manage the monetary policy actively. The other issues are to develop the money and bond market, moving towards single regulatory regime and making the system more transparent and corporate governance system in banks.

Shipping

Qatar is developing a world-class deep sea port at a cost of \$6 billion, located north of Mesaieed and covering an area of 20 sq km. The port will be able to handle 6 million TEU of container capacity per year when fully

the dock will be about 15 metre to enable the Doha Port to receive large cargo vessels that can carry as high as 5,000 containers. The new port will be capable of handling some three million containers annually.

Infra Spending

Infrastructure projects in line with Qatar's National Vision 2030 and National Strategy 2011-16 are expected to be announced throughout 2011 and 2012 to build Qatar's landscape in time for the Qatar 2022 FIFA World Cup. Surged by this prospect, Qatar's construction industry will grow at a rate of 12 percent per annum until 2015.

Qatar's Statistics Authority (QSA) has revealed that construction will continue to

Construction work on the 38 sq km progressive world-class development is well underway.

Another popular project is 'The Pearl Qatar' project, which is a phased mixed-use development comprising 10 distinct, themed districts that include beachfront villas, elegant town homes, luxury apartments, exclusive penthouses, five-star hotels, marinas, and upscale retail and restaurants all situated on a multibillion dollar man-made island encompassing 985 acres (400 hectares) of reclaimed land just off the shore of the Arabian Peninsula in the state of Qatar. It is Qatar's first international luxury residential development that offers international investors freehold title ownership. The Pearl-Qatar is a destination in its own right – a lavish, secure and exclusive island retreat with a Riviera-style community. The Pearl-Qatar is situated off the eastern shore of Qatar, approximately 20 km north of the downtown central business district of Doha and directly north of West Bay. The island has been positioned with the greatest respect for the marine environment and topography. United Development Company is the project developer. It is Qatar's largest private sector shareholding.

Qatar Industries

According to Qatar's Planning Council, the total industrial activity in Qatar, including the Mining & Quarrying (oil & gas) and Manufacturing has been steadily growing. In the fourth quarter (Q4) of 2011, the gross value added (GVA) for the Mining and Quarrying sector was estimated at QR96.11 billion, which represents an increase of 41.9 percent, compared to estimate of Q4 of 2010, a sum of QR67.71 billion. The sum showed a fall of 1.7 percent compared to the level of QR99.74 billion estimated in the previous quarter of 2011.

The GVA of the manufacturing sector was estimated at QR15.38 bn in Q4 of 2011

showing a rise of 15.6 percent over the corresponding quarter of 2010, which recorded 13.31 bn. However, compared to the previous quarter (Q3 of 2011), there has been a decline of 5.2 percent in the GVA of this sector.

Qatar has around 433 small and medium size companies working in light industry, mainly focused on ready-mixed concrete, plastic products, water tanks, food, textile, among others and contributed around two percent of the GDP in 2007. While the SME sector does not currently play a significant role in the national economy, plans are in place to bolster what is considered a vital sector. The Qatar Government's Vision 2030, a holistic programme to diversify and strengthen output and improve its competitiveness globally, places a strong emphasis on SMEs being the heart of the country's economic future.

Technology

Qatar has continued its advance towards being one of the most networked ready nations in the world according to the recently released Global Information and Technology Report 2010-2011, Transformations 2.0 (GITR). In the report's Networked Readiness Index, Qatar currently ranks 25 in the world out of 138 developed and developing countries, rising five places from 30th in the 2009-2010 report. These countries account for 98 percent of global GDP.

The Qatari government has said that it will invest QR6 billion (\$1.6 billion) in information technology and IT services as part of its ICT-2015 strategy. Qatar is planning to build digital networks, smart cities, and other technology landmarks as part of the plan. One of the key components is a national FTTH network. The government continues to innovate in an attempt to increase use of its national Hukoomi e-government portal. In July 2011, ICT guiding body,

ICT QATAR announced the launch of a new security solution that will use Qatari citizens' national e-ID card to enhance access security of the portal. Users will now be able to sign forms and official documents online

ICT QATAR has several priority policy areas, including telecoms liberalisation, online government, e-learning, e-health, and small and medium-sized enterprises (SMEs). A government target is to increase utilisation of ICT by SMEs. The government is also implementing a major IT initiative in the healthcare area.

The IT services market is forecast to be the fastest-growing segment of the Qatari IT market between 2012 and 2016, outperforming the hardware and software sectors. Indeed, it has steadily increased for the last 10 years. With IT services spending estimated to grow at a 15 percent CAGR to \$289 million by 2016, the next period promises to see more opportunities in sectors such as financial services, healthcare, education, and communications.

In 2011 new tenders were being awarded by banks, real estate organisations, and educational institutions. Demand will be driven by the ambition of Qatari companies to expand regionally and internationally.

Tourism

Qatar is set to see the fastest growth in tourism this year, with the World Travel & Tourism Council forecasting 13.2 percent growth. The direct contribution of travel and tourism to Qatar's GDP is expected to reach \$1.1 bn in 2012, compared to \$800 m in 2009, according to the council. The Gulf state plans to have 30,000 hotel rooms by 2013, up from 15,500 late last year, and aims to add 5,000 new hotel rooms each year up until 2022, bringing the total number of hotel rooms to 75,000, according to Qatar Tourism Authority.

A Warm & Hearty Welcome to

H.H Sheikh Hamad Bin Khalifa Al-Thani

Emir of the State of Qatar



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India on the Move

India surges ahead, while exploring new frontiers of technology and development, in tandem with age-old philosophies, traditions and wisdom

India is a mélange of cultures, religions, races and languages, which manifest themselves in the shape of a vibrant, pluralistic society. India nurtures an ancient civilisation within a modern nation. The country has its roots in the 4500-year-old Indus Valley Civilisation, but its vision is poised for the 21st century; the reason why Indian society strides the frontiers of yesterday and tomorrow with consummate ease. Thus it is quite natural that here modernisation takes place in sync with tradition and has greater accent on evolution than on revolution.

In ancient times, India taught the world the concept of zero, explored the philosophical essence of Karma, and tapped the latent art in erotica. Today modernisation and tradition co-exist, making India culturally opulent, complex, and magical, yet truly cosmopolitan. Eclectic mixes; like traditional wisdom of Ayurvedic medicine along with state-of-the-art medical centres, or ancient temples and their ruins, alongside modern 'temples of science' such as technology institutes; are but common. It is a land that may combine tourism and healthcare, or juxtapose the oldest with the newest cities; none seeming incongruous. It is a land, which has evolved



Indus Valley Civilisation

out of a billion people's shared dream of growth in togetherness. It is a land where traditional wisdom walks hand-in-hand with the pursuit of excellence.

Succinctly put, India of the 21st century is as much about Khajuraho and Konark temples, and the Ajanta-Ellora caves, as it is of its IITs (Indian Institute of Technology) and AIIMS (All India Institute of Medical Sciences); it is as much about Rig Veda hymns as it is of Indipop chartbusters; it is as much about inner

introspection as it is of the quest for material prosperity.

Today, India, the second most populous country with its one billion plus population, is galloping towards progress and prosperity, imbued with a positive sense of opportunity, self-confidence and ambition. With economic development being the focal point of this progress, India is truly on the move...

Getting to Know India

One of the most striking features about India, which any foreign visitor must appreciate, is the size and diversity of this country. Given its vastness and variety, there is no single way to understand India. In fact, one observer once commented that 'India as a nation exists only in the minds of its population.' Many travellers find India unpredictable and confusing because they fail to grasp this point. The following paragraphs will give a perspective to understand one's experience of India

Geography and Climate: India is the seventh largest country in the world in terms of size, with a total landmass of 3,287,590 sq km. Located in South Asia, it has land boundary

of 14,107 km with its neighbours (Pakistan, Afghanistan, China, Bangladesh, Myanmar, Nepal and Bhutan) and a coastline of 7,000 km, which stretches across the Arabian Sea and Bay of Bengal in the Indian Ocean.

On average, the Indian climate varies from tropical to temperate. However, in reality, India has a multiplicity of climates and terrains across its regions, which ranges from snow-peaked Himalayas in the north, desert in the west, thick rain forests in the north-east, flat green pastures in the Gangetic planes, and plateaus in south and central India.

In general, October to March is a better period to visit India, which marks the winter season. During this time, the temperature can go as low as 2-3°C in the northern mountains of India. However, in most other parts of the country, it is normally a comfortable 15-25°C. Indian summers (April to June) can be very hot, with the temperature reaching 50°C in many locations.

Population and Ethnic Composition: The population of India is more than 1 billion, which makes it the second most populous country in the world. Virtually all major world religions and ethnic strains can be found in India, though a majority of Indians come from the Indo-Aryan race (72 percent), followed by Dravidians (25 percent).

Eighty-two percent (82%) of Indians are Hindu. Hinduism, however, is far from a homogeneous religion; it consists of a multiplicity of creeds and faiths, which are further divided among many castes, sects and sub-sects. The caste system in Hindu society is hierarchical in nature, and has a deep influence on the behaviour and lives of people. There are four basic castes – Brahmins (teachers, scholars and priests), the Kshatriyas (kings and warriors), the Vaishyas (agriculturists and traders), and Shudras (service providers and artisans). There's another level of society that lives outside (or below) the caste system; formerly known as 'Untouchables;' today they are referred to as Dalits. The caste system is difficult for foreigners to understand, but those interested in details can visit the Wikipedia website (www.wikipedia.com), where there is extensive information on the complete system and on each caste.

The other major religions, represented in Indian society, are Islam (12 percent), Christianity (3 percent), Sikhism (2 percent), Buddhism, Jains and Parsis. In addition, more than 300 local tribes constitute 8 percent of the Indian population.

Since different religions are concentrated in different parts of the country, the cultural values and norms also widely differ. For instance, Muslims are a majority in Kashmir,

Sikhs are concentrated in Punjab; there is a larger proportion of Christians in certain states of North-Eastern India, and so on.

Given the large size of the population, even small proportional representation is actually quite large in real numbers. For instance, though only 12 percent of the total, India has the third or fourth largest Muslim population in the world (depending on the source). Similarly, though representing less than one percent, there are 5 million Buddhists in India.

Though India has a secular political structure, religion plays an important role in the personal lives of people, and often influences relationships and business dealings.

Demographic Profile: Contrary to its image, India is a surprisingly young country, with a median age of 24. Around 40 percent of its population falls in the range of 20-44 years. Compared to the older generation, this younger generation is more confident, has more liberal and consumerist values, and is more ambitious.

This is a quite recent change in the country's demographics, and has implications for changes in cultural values.

There is a wide urban-rural divide in India. Indian society is primarily agrarian. More than 70 percent of India's population lives in

villages, and subsists on agriculture. However, the contribution of agriculture to the GDP is only 23 percent.

India has one of the largest populations of technically qualified manpower, comprising around 15 million doctors, engineers and scientists. On the other hand, the literacy rate in the country is just over 50 percent.

India has a large linguistic diversity. It has 18 constitutionally recognised major languages, in addition to around 1,600 other languages and dialects. There is no single language which is spoken by all Indians. According to the constitution, Hindi is the official national language. However, less than 40 percent of people in India can speak or understand Hindi. English is the co-official language, since it is spoken by most of the educated Indian class, and is the common language used in business situations.

Government and Political Structure: India achieved its freedom from the British in 1947, and opted to be a parliamentary democracy. Its constitution, which was adopted in 1949, incorporates many features of the constitutional systems of the western democracies, specifically of the United Kingdom and the United States of America.

The parliament is bicameral, consisting of Rajya Sabha (council of state or upper house)

There is a wide urban-rural divide in India. Indian society is primarily agrarian. More than 70 percent of India's population lives in villages, and subsists on agriculture. However, the contribution of agriculture to the GDP is only 23 percent



and Lok Sabha (house of the people or lower house).

India has a federal structure and is divided into 28 states and seven Union Territories. Each state and Union Territory also has its own elected parliamentary assembly.

India is the world's largest democracy with an electorate of more than 600 million people. The parliament consists of more than 534 elected Members of Parliament. In the 2004 parliamentary elections, India also used indigenously developed electronic voting machines for conducting the elections for the first time.

India has 7 national political parties, and more than 40 political parties recognised by the Election Commission.

The President is the head of state, but it is largely a ceremonial post. The actual legislative power resides with the council of ministers, headed by the Prime Minister, who is the leader of the party in the majority. The voting age is 18 years.

A cadre of civil servants, who represent the bureaucracy, support the political leadership for executing the government policies. These government officers are selected through a very tough competitive examination across the country, and represent an intelligent and elite class.

India is developing into an open-market economy. Economic liberalization, including reduced controls on foreign trade and investment, began in the early 1990s and has served to accelerate the country's growth, which has averaged more than 7 percent per annum since 1997. India's diverse economy encompasses traditional village farming, modern agriculture, handicrafts, a wide range of modern industries, and a multitude of services. More than half of the workforce is in agriculture, but services are the major source of economic growth, accounting for more than half of India's output, with only one-third of its labour force.

India has capitalized on its large educated English-speaking population to become a major exporter of information technology services and software workers. An industrial slowdown early in 2008, followed by the global financial crisis, led annual GDP growth to slow to 6.5 percent in 2009, still the second highest growth in the world among major economies. India escaped the brunt of the global financial crisis because of cautious banking policies and a relatively low dependence on exports for growth. Domestic demand, driven by purchases of consumer durables and automobiles, has re-emerged as a key driver of growth, as exports have fallen since the global crisis started. India's fiscal deficit increased substantially in 2008 due to fuel and fertilizer subsidies, a debt waiver program for farmers, a job guarantee

long-term, a growing population and changing demographics will only exacerbate social, economic, and environmental problems.

India's main stock exchange, the Bombay Stock Exchange, has around 6,500 listed companies, which is second in size only to the NYSE. A total number of 9,600 companies are listed across India's 21 stock exchanges. It has the third largest investor base in the world.

Main Industries: Textiles, chemicals, food processing, steel, transportation equipment, cement, mining, petroleum, machinery, software, pharmaceuticals.

Main Exports: Petroleum products, precious stones, machinery, iron and steel, chemicals, vehicles, apparel.

Main Export Partners: UAE 12.87 percent; USA 12.59 percent; China 5.59 percent (2011).

Main Imports: Crude oil, precious stones, machinery, fertilizer, iron and steel, chemicals.

Main Import Partners: China 10.94%, US 7.16%, Saudi Arabia 5.36%, UAE 5.18%, Australia 5.02%, Germany 4.86%, Singapore 4.02% (2011)

India is developing into an open-market economy. Economic liberalization, including reduced controls on foreign trade and investment, began in the early 1990s and has served to accelerate the country's growth



The judiciary in India is independent of political/governmental influences. It has often made decisions which are critical of – or even against – the government's official policies. This occurs if such policies are believed by the judiciary to go against the basic spirit of the Indian Constitution.

A Vibrant Economy

Indian society is multifaceted on account of its cultural and religious diversity. With increasing global integration and exposure, Indian society is undergoing a pronounced change, impacted by the customs and lifestyles of the Western society.

programme for rural workers, and stimulus expenditures. The government abandoned its deficit target and allowed the deficit to reach 6.8 percent of GDP in FY10. Nevertheless, as shares of GDP, both government spending and taxation are among the lowest in the world. The government expressed a commitment to fiscal stimulus in FY10, and to deficit reduction the following two years. It has increased the pace of privatisation of government-owned companies, partly to offset the deficit. India's long term challenges include widespread poverty, inadequate physical and social infrastructure, limited employment opportunities, and insufficient access to basic and higher education. Over the

Global Standing

Starting as one of the least-developed countries, India has emerged as a global player in many industries. Some examples:

- India is the largest producer of tea in the world, accounting for more than 30 percent of global production;
- India is the second-largest cement producing country in the world;
- The Indian pharmaceutical industry ranks 4th in the world in terms of volume;
- Aside from the USA and Japan, India is the only country to develop its own supercomputer;
- India is among only six countries in the world to develop its own satellite-launch technology;

- With more than 800 movies a year, India produces the largest number of movies in the world;
- India is the world's largest centre for diamond cutting and polishing.

Since 2001-02, the Indian auto-component industry has grown very fast, and has emerged as the sourcing hub for almost all global automobile companies. India is the world's 2nd largest fruit and vegetable producer. In recent years, India has also emerged as a global player in Information Technology, and ITES (IT Enabled Services)

Entrance Requirements

India has no barriers to the entry of foreigners, and it is quite easy to get a visa to enter the country from Indian diplomatic missions and consulates abroad. However, due to historical enmity, entry from Pakistan is monitored, and can create hassles for a western traveller.

India Fact File

Official Name:	Republic of India
Capital:	New Delhi
Government Type:	Federal Republic
President:	Pratibha Devisingh PATIL
Prime Minister:	Dr Manmohan SINGH
Area:	3,287,263 sq. km.
Neighbours:	Pakistan, Afghanistan, China, Nepal, Bhutan, Myanmar, Bangladesh
States/UTs:	28 States; 7 Union Territories
Official Language:	Hindi (English is common)
Natural Resources:	Coal, iron ore, manganese, mica, bauxite, titanium ore, chromites, natural gas, diamonds, petroleum, limestone, arable land
GDP (PPP):	\$4.06 trillion (2010 est.)
GDP Growth:	8.5% (2010 est.)



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India and Qatar

a historical account during Jassim

Indian ties with the Gulf region dates back to Harappa civilisation and Sind where trading took place with Mesopotamia. The people of Nile Valley, Mesopotamia, Dilmun, Sumerian, Magan and several other civilisations which flourished in West Asia are well recorded and widely known to both the peoples. The political, diplomatic, commercial, cultural and other relations enabled both peoples to interact quite vigorously and many people from each others region settled in both the regions. Even before the rise of Islam many Indians went to the Arab world as physicians and were well known with their medicinal techniques. The Gulf region has seen continues maritime contacts with India throughout history. Navigators from both sides benefited with exchange of goods and ideas thereby enriching their culture and society. With the rise of Islam, Arab traders and Sufi saints added to this relationship and ties were consolidated with many Indians converting to Islam.

In 17th century the country interacted with Gulf countries, especially Oman when they helped Indian kings like Tipu Sultan against British invasion. However this interaction was short lived. With the end of Tipu regime and establishment of British India trade and culture between India and the region was disrupted. However relations with Qatar were different as it was more of animosity than of friendship. Some of the Indian traders were taken under the protection of the British in the region in the 18th century. But Sheikh Jassim in agitation to British rule and lust of power to establish his rule in the country persecuted them. For fifty years there was no relationship between India and Qatar. It was established only after India became independent and the need for oil and trade impinged the country's growth potential. Thus exploration of new market as well as the favourable position of Qatar helped to grow ties between them. Some of the historical events and findings are reproduced as excerpt from the paper Qatar's Sheikh Jassim and India by AK Pasha.

Indian and Qatar

Britain's imperial dream was completed in India with defeating of Tipu Sultan. They



established themselves as complete colonial authoritarian. This ended whatever little relations India had with Gulf. The discovery of direct sea route from Europe to Calicut in Kerala, South India by Portuguese Navigator Vasco da Gamma in 1498 and the subsequent European colonialism had already put a stop on Indian interaction with Gulf region. By 1799 the British had consolidated their

control all over India. The British placed strict restrictions on the Gulf tribal leaders as far as dealings with other outside powers were concerned. Indian trade advantages associated since ancient times in commodities such as spices, foodgrains, silk and other raw material based industries went into the hands of Britain and were taxed. This led to looking for alternative trade such as pearls.

Large segments of the Gulf Arab population who thrived on lucrative trade with India and beyond were now virtually dependent on the British dominated trade and maritime links. Apart from the earlier destruction and havoc wrought by the Portuguese, Dutch and the French, the British also systematically went about destroying Arab ships, ports and many Arab merchants who traded with India were indiscriminately killed on the pretext of combating piracy, arms smuggling and containing the slave trade. With the bulk of the maritime traded taken over by the British and other Europeans, the Gulf Arabs reverted to pearl fishing and the British Navy transported the principal items for the Arabs and the day to day requirements mostly from India.

Many Indian merchants with British protection especially the Banya trading families from Rajasthan and Gujarat settled throughout in the Gulf region from Basra to Muscat including the ports of Qatar at al Bida and Zubara. People in the Gulf region now saw such Indians as collaborators with British imperialism. Also, the British deported undesirable people (reformers and dissident ruling family members) from the Gulf to India and other British colonies.

Qatar, Britain and the Indians

When Sheikh Jassim persecuted the Indian trading community residing in Qatar, the British punished him for his behaviour and the Ottomans merely protested against the measure as a violation of the Sultan's sovereignty. The British explained that Jaasim's intransigence had compelled them to punish him and challenged Ottoman State's claim over Qatar. Sheikh Jaasim an ambitious tribal leader who wielded tremendous power in Qatar aimed at extension of his influence beyond Qatar. The Ottomans refrained from restricting Jaasim's traditional power and merely tried to prevent him from signing

Many Indian merchants with British protection especially the Banya trading families from Rajasthan and Gujarat settled throughout in the Gulf region from Basra to Muscat including the ports of Qatar at al Bida and Zubara

accords with other powers which might engender political problems.

That is why, while he made approaches and signed accords with Ibn Rashid with whom he intended to collaborate in trade and with the Saud family with whom he sympathised since he was of the same religious denomination, he did not refrain from expressing his hostility on an occasional basis towards Sheikh Zayed in Abu Dhabi and at al Khalifahs in Bahrain. Even the Sheikh of Kuwait acted as a middleman from time to time in certain disputes between Jaasim and the Ottomans. He even tried to intervene in Kuwait militarily but had to back-off due to Ottoman and British opposition.

Equally the Ottomans from the very outset were determined not to allow Sheikh Jaasim to freely engage in ventures outside Qatar. Sheikh Jassim's concern with the Indians grew from their competition in the pearl and dates trade. He moved very cautiously against Indian merchants as they were British protected subjects. Initially he raised taxes and then gradually nationalised their trade including ships. The British supported the Indians initially and on two occasions sought compensation. By 1880's the Indians became thoroughly frustrated and left Qatar with the

help of the British and this exit allowed Sheikh Jassim and his family to become significant merchants.

For the next more than fifty years Qatar had no Indian trading community whereas Indians flourished especially in Bahrain, Dubai and throughout the Gulf region. Of course, the Persian takeover of Lingeh port and abolition of the Arab Governorship there also pushed many merchant families to Dubai and Bahrain. Under Sheikh Jassim, Qatar according to one study, had about only 817 pearling ships boats with about 12,890 sailors. Although the incident involving the Indians showed the skills of Sheikh Jaasim as a shrewd ruler who kept the Ottomans and as well as the British at bay, Qatar in the long run suffered economically as other Gulf ports prospered. More importantly, he came to understand the limits of Ottoman power and also constraints on British power.

Sheikh Jassim was perhaps willing to refrain from taking steps involving Indians, had they partly shared the profits with al Thanis and not relied heavily on British support. The greedy and avaricious (mostly) Banya merchants who provoked him and behaved and showed arrogance with British support and threats invited the wrath upon themselves.

The British feared the negative fall-out from the expulsion of Indians in Qatar as this could be repeated by other Gulf tribal leaders. Their control of Gulf region was crucial for their overall security and expansion of the British Empire, hence their response was prompt and fairly strong. Al Thanis under Sheikh Jassim had done something no one dared in the entire Gulf region or could even contemplate. Sheikh Jassim's turbulent relations with Indians only showed his clear vision and single minded determination to consolidate al Thani control over Qatar in the face of multiple challenges emanating in the Gulf region.

Profile of Mr C.K. Menon

- He is a prominent philanthropist, is the Chairman and Managing Director of Behzad Group of Companies in the Middle East, Europe and USA.
- He was bestowed the prestigious "Padma Shri" award in 2009, by the Government of India, in recognition of his out-standing Contribution in the field of Social Service"
- He has been adorned with the Indian "Pravasi Bharatiya Samman" in 2006.
- He is the patron of "Adarsh"- a model institution that epitomizes compassion and love.



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Niche Diplomacy Gets Qatar to its Goal

By Dr N Janardhan

Any defining moment of a year is usually an analysis in past tense. Rarely is it ever a judgement in future tense. But that's exactly how it is in the case of Qatar successfully bidding in 2010 to host the 2022 FIFA World Cup.

While winning the bid is victory enough to become a defining moment for the present, the real impact lies in what this success could do for the Gulf in general and for Qatar in particular over the next decade and beyond.

Qatar's sporting-diplomatic success is symptomatic of a much larger maverick image that it has cultivated during the first decade of this century. This small county – which has made gigantic achievements a habit – announced with a bang its arrival on the regional and world stage when others failed to break the Lebanon impasse in 2008. Using 'subtle' diplomacy it helped achieve a power-sharing deal that not only saved Lebanon from the brink of a civil war but also had serious repercussions across the Middle East.

Qatar's proactive role in some of the region's crises – Morocco, Sudan, Palestinian territories, Somalia, Libya, Yemen, Libya, Syria (and even the Philippines), among others – indicates a new pattern among the Gulf Cooperation Council (GCC) countries in desiring to be seen as more than mere oil-rich economies. It is a new trend of using economic might to enhance their international profile. It also showcases increasing self-confidence, and an attempt to use every crisis and opportunity to advertise their growth and diversifying economies as well.

This economic-cum-foreign policy approach could be associated with two strategies of public diplomacy that small states pursue as a means of gaining international recognition – 'niche diplomacy' and 'nation branding'. While the former is often used by linking their image with a particular cause, the latter is best described as a customer's idea about a product; the 'brand state' comprises the outside world's ideas about a particular country.

The use of conflict mediation as a niche diplomacy strategy in the Gulf region mirrors that of another 'oil-rich, unconventional kingdom' – Norway, which has an international reputation of being a robust contributor to peace negotiations, as well as being associated with the prestigious Nobel Peace Prize.

Niche diplomacy entails 'concentrating resources in specific areas best able to generate returns worth having, rather than trying to cover the field.' This is particularly relevant when focussing on issues considered being in line with the greater good of global civil society. "It is sometimes possible for a country to do very well by doing good. To support 'good works,' to perform 'good' deeds, to use 'good' words, and to project 'good' images can pay off in terms of international prestige, and in even more practical expressions of others' appreciation."

Qatar's place in the international system may have also been shaped by the constraints and problems that small states face. A small country of about a million people – most of them expatriates – and blessed with enormous oil and natural gas reserves, Qatar countered its inherent weaknesses by pursuing conflict management and resolution.

Its financial health has served as a catalyst in its diplomatic charm offensive. Possessing 14 percent of the proven gas reserves – the third-largest gas deposits in the world – it became the world's largest liquefied natural gas exporter in 2007 and is a force to reckon with in the gas-to-liquid fuels arena as well. With fossil fuels contributing about 60 per cent of its gross domestic product, Qatar has the distinction of having one of the highest per capita incomes in the world – it is forecast to reach nearly \$110,000 in 2012.

Thus, three key inter-related factors explain Qatar's foreign policy. First, as a small state, its national security needs dictated proactive diplomacy, especially in an unstable regional milieu. Second, the increasing self-confidence due to the significant rise in oil and gas revenues in recent years – from \$8 billion in 1995, the GDP increased to about \$180 billion in 2011. This has allowed Qatar to pursue 'chequebook diplomacy.' Finally, it is a deliberate attempt to carve out a distinct identity in a region that has several other small, but influential players.

The last factor also explains the rationale behind Qatar's controversial policy of maintaining 'non-official' relations with Israel and its cordial ties with Iran despite the US' and regional mood to the contrary.

Another tool in its public diplomacy armoury has been the Al Jazeera satellite station. While it has caused a few 'headaches' for the governments in the region and outside, as a soft power, Al Jazeera has served as a 'super-gun' to keep others on the defensive.

Given the political capital that its various diplomatic manoeuvres has yielded and could yield, which may also translate into economic gains in future, Doha has remained unfazed by criticism and setbacks.

Moving ahead, Qatar's rather distinctive role in keeping the GCC-Iran tension off the boil needs to be watched. The role that Qatar could play in achieving any compromise or rapprochement between the GCC countries and Iran should not be underestimated just yet. Even a remote chance of succeeding in this bid could prove to be a more defining moment than winning the 2022 FIFA World Cup bid.

Dr N Janardhan is a UAE-based political analyst and author of Boom amid Gloom: The Spirit of Possibility in the 21st Century Gulf.

On Qatar's journey to its National Vision 2030...



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By Mukund Narvenkar

India and Qatar

Strategic Partners for the Future

Since the end of the Cold War era and the politics of zero-sum game between the heavyweights, there has been a shift in the world with the advent of globalisation. Many political thinkers were of opinion that globalisation would impact the third world countries, and especially developing nations, economies of which are agrarian in nature.

As the world is in continuum and the process of change between bi-polar to uni-polar continues, a group of third world countries are privileged to keep their uniqueness without aligning to any power bloc with a single ideological space. India chose not to build military engagement post independence, instead under the leadership of Nehru encouraged foreign policy with countries worldwide and spearheaded economic and social wellbeing.

With the collapse of the Soviet Union that brought the end of the Cold War, emptiness was created. It also changed India's aspiration. India was left without the ubiquitous umbrella of the USSR. It was an alarming moment in history as India struggled to find its place in international politics. This triggered an interest for India in its neighbourhood and

they started to engage in an economic and political relationship.

With the liberalisation process, India saw a steady growth of its economy and went on to emerge as an economic hub in the world. And the success behind the Indian economy is the continuous oiling from the Gulf Region. Today, the Indian economy runs steady because of energy supply from the gulf. The Persian Gulf has emerged as an important player in India's need for hydrocarbon and is a major boost to the economy.

India perceives the GCC as a power bloc in the Gulf with its focus to play a major role in the world of hydrocarbon and services. Apart from economic engagement India does have a role to play in the strategic security issues around the region, although presence of US will continue to dominate. Yet, the fate of India's import and export lies on maritime communication and bilateral ties with the GCC. India could fight against piracy other maritime born threats.

Thus, India and the GCC have a lot to achieve in future, because both share political stability with a robust economic engagement and share

maritime boundaries in the Arabian Sea.

India and GCC: Ancient Partners

India's relationship with the Gulf countries go back in time, when India traded with them for lumber and metals. Trade between Mesopotamia (Tigris-Euphrates area) and India was facilitated by the small size of the Persian Gulf. Water provided the easiest way to transport goods, and sailors crossed the gulf fairly early, moving out along the coasts of Persia and India until they reached the mouth of the Indus. Merchants and sailors became middlemen who used their position to profit from the movement of goods through the Gulf.

Over the centuries there has been an exchange of ideas and resources through maritime routes. The ports at Lothal in Gujarat and the Persian Gulf also forged political relations. All this made India a key player in maritime trade and our country also made a sort of destination for long voyages to conclude.

Post-independence, India's nationhood has revitalised trade ties, with ancient trade relations as the common denominator for all that happens today. The Cold War

period saw a shift of India's foreign policy based on the principles of the Non-Aligned Movement (NAM), set a middle path for India's engagement with the GCC. India did witness the disturbing phase in the Gulf with the Iran and Iraq wars and the first Gulf War in the early 1990s. It has had its direct impact on the Indian economy by affecting the supply of energy from the region.

The post-Cold War phase emerged with a new beginning of the India-Gulf relationship with the signing of the Framework Agreement on Economic Cooperation between the Republic of India

and the member states of the Cooperation Council for the Arab States of the Gulf. This framework highlighted economic cooperation in various fields, expanding and liberalising their trade, providing a favourable climate for further trade and exchange, promoting capital flow, the exchange visits of representatives and delegations from economic, commercial and technical assistance, and promoting joint committees for economic cooperation.

In terms of economic groupings, the GCC was India's number one trade partner in 2008-09, with two-way trade amounting to \$91 billion. In 2009-10, the GCC slipped to second place (\$74 billion) after the European Union (\$84 billion). If the value of crude oil imports and remittances by Indians resident in GCC countries are taken into account, the total financial value of economic interaction will soon be approaching \$200 billion, far greater than economic ties India has with any other regional entity.

Along with the economic engagement, the presence of the five-million strong Indian Diaspora in the region does play a vital role for the region's security. The Arab Spring in the gulf region has raised concerns for Indians; she must put forward a diplomatic foot to convey to the countries of the Gulf that India does have its stake in the peace and stability of the region, so that they would appropriately look after the interest of Indian communities in the Gulf.

In the 21st century it is time for India and the GCC to build a greater cooperation to build a strong strategic partnership for a vibrant future. There is a need to create a healthy environment within the region for more interaction in different areas of expertise like information technology, LNG, remittances and collaborate in the hydrocarbons sector. ASSOCHAM says the potential to boost trade between India and GCC is \$130 billion by 2014.

Major maritime communication links and safety of maritime check points in the region is



India is spreading its wings in the region. India is known for its people's government and a strong political leadership at the centre is much interested to have a political tie up with the Qatari government

an area where India and the GCC should work together. This would protect sea-commerce and fortify existing links.

India and Qatar: A Strategic Partnership

The bilateral relationship between India and Qatar dates back in history when trade was merely targeted through maritime contacts with Arab sailors. This bilateral trade brought a common understanding between the two regions. This led to an exchange of goods, ideas, beliefs and thoughts. Soon after, an independent India, during the Cold War and beyond, traditional trade ties emerged with clear ideas to engage in a globalised world of today.

In the contemporary world of bilateral relationship three areas of cooperation – political, economic and strategic security – are a must. Politically, India is spreading its wings in the region. India is known for its people's government and a strong political leadership at the centre is much interested to have a political tie up with the Qatari government. Recent state visits by both countries support this argument. For instance The Emir, HH Sheikh Hamad bin Khalifa al Thani visited India in 1999 and 2005, and visits again in April 2012. Key ministers and delegations have also continued to visit.

On the economic front there is a growing synergy in the hydrocarbon and other

important sectors like information technology. To boost economic ties in 2008 the Indian prime minister, accompanied by a high level delegation of the Minister of Petroleum and Natural Gas, Minister of Overseas Indian Affairs, deputy chairman of planning commission visited Qatar.

At strategic and security levels both nations face similar threats to the sea line of communication. During 2008, Prime Minister Manmohan Singh's state visit, India and Qatar, signed a Defence Cooperation Pact, which involves a joint training exercise, training of personnel and maritime cooperation.

Under this agreement, New Delhi has committed to protect significant assets such as petroleum and gas fields, and sea lines from external threats without stationing its troops in Qatar. Apart from this, both countries had earlier agreed (in June 2007) to jointly produce weapons and military equipment. This defence pact will also pave the way for joint production of weapons at Indian facilities in the future.

Thus India and Qatar have much to achieve through strategic partnership in times to come. India and Qatar are two extreme points across Arabian Sea and in times to come will attract more investment, trust and a strong connectivity.

Conclusion

India has a distinct stake in the Gulf Region because 60 percent of its energy imports originate from this area. India meets nearly 80 percent of its oil demands from imports, which are likely to increase significantly in the coming years.

The Gulf is a major economic partner in terms of trade and investment as well. India is a potential partner in the development of the Qatari knowledge creation, through collaborations in science and technology, information technology, bio-technology, space and telecommunications.

Moreover, Indian communities in GCC remit billions of dollars every year to Indian economy. Thus, the welfare of them is essential for India.

And last but not least, India's growing role in GCC and Qatar will have a positive impact on the economy as well as on its strategic reach in the Gulf Region as India-Gulf interests are closely linked to developments in Pakistan, Afghanistan, Iraq and Israel.

Mukund Narvenkar is an assistant professor at the Department of Political Science, Goa University.
Sources: grm.grc.net; www.mea.gov.in

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BEHZAD GROUP



By: Padma Shree C.K. Menon

Like any other ordinary Indian expatriate of those days I had only modest ambitions when I reached this country in 1976 to take up employment with a middle level local transport firm.

However in no time I could realize the warmth of Qatar's generous hospitality and its people's readiness to acknowledge the initiatives and contributions of the visitors to its development in different areas. Precisely, it is this benevolence and large-heartedness of the local populace that has helped the country reach where it is these days. It needs to be mentioned at this juncture that those who ventured into different areas of business activities in Qatar have enough reasons to be happy about the extensive support that they have received from their local patrons.

While speaking in particular about the business activities that our group has ventured into in the last three decades, I would be failing in my duties if I did not acknowledge the patronage that I and my colleagues have received from our Qatari patrons at different levels. If we are a business force to be reckoned with in the Middle East, notably in the GCC states, it is only owing to the countless graces and support of our local patrons and numerous well-wishers, who come from different walks of life.

Coupled with the blessings of the Almighty, the immense confidence that Qatari patrons had in our abilities to deliver

in trying situations has transformed the lives of several thousands of our countrymen. As a result, multitudes of Indians have benefited from the opportunities that they have landed in this country. Naturally, the presence of



PRAVASI BHARATHIYA SAMMAN

India is felt virtually in all different spheres of activities across the Arabian Peninsula. It is believed that Qatar houses more than 450,000 Indian nationals these days, making us the single largest expatriate group on its territory.

The backing that the entrepreneurs from India received in this country from their local sponsors over the years has fewer parallels in the region and beyond. Qataris, it is to be remembered, were among those from the Middle East, who recognized the growth of India as a trading nation from the time immemorial. Records stand testimony to the trade relations that existed between the two countries dating back to the early days. Over the centuries it has grown to the current levels and now the trade volume between the two is reported to be worth over \$1.2 billion per annum.

As an Indian entrepreneur doing business across the GCC states, I have no hesitation to say that Qatar's liberal political leadership, headed by a visionary as The Emir His Highness Sheikh Hamad bin Khalifa al-Thani and HH Heir Apparent Sheikh Tamim bin Hamad al-Thani, has steered the country to unparalleled levels of development unseen elsewhere in the whole of the Middle East.

The extensive diversification of its growing revenues into the non-hydrocarbon sector as is increasingly witnessed these days has contributed to the development of a multitude of businesses in Qatar. The unhindered economic development the country has recorded in such a short period as a little over a decade has attracted an array of global business investments to the tiny peninsula. Almost all top level firms in the oil and gas sector have started operations in Qatar to avail of the extremely friendly business environs in the tiny GCC



PADMASHRI AWARD



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nation. Simultaneously there has been a similar or equally impressive level of growth in such vital sectors as banking, retail, shipping, logistics, real estate, finance, transport, construction and hospitality among others.

With its astonishing levels of growth in the production of Liquefied Natural Gas (LNG) in a little more than a decade, Qatar has also become its largest exporter, supplying enormous quantities annually to India and other countries. The long term agreement between the two countries on this score would ensure uninterrupted exports of LNG amounting to more than 750,000 metric tons to meet the growing requirements of our economy. With such blossoming trade relations, it is a matter of pride to every Indian that his home country has now become one of the largest business partners of Qatar.

Equally remarkable has been the growing bilateral relations between the two countries. The visit by The Qatar Emir to India starting on April 8 will be the third to be made by His Highness to our country. Since the visit of Qatar by Indian Prime Minister Manmohan Singh in November 2008, there has been a steady rise in the cooperation between India and Qatar in several areas of interest, such as the defence, oil and gas, IT, manufacturing and finance, amongst others. New areas of cooperation between the two countries are still being explored at different levels. Such extensive levels of contact have led to significant growth in the number of Indian expatriates in Qatar over the last one decade.

From being a miniscule nation eking out a modest living from its centuries-old pearl mining businesses, Qatar has grown today to enviable levels, recording in the process one of the highest economic growths anywhere in the world, of more than 14 percent this year. With a staggering GDP rate exceeding \$200 billion, the expected rate of growth

in the country's oil and non-oil exports is more than 15 percent this year.

According to the latest findings of the economic growth ratings issued by reliable and accredited agencies, including the World Bank, the per capita income (PCI) of Qatar is the highest in the world. Estimated to be around \$109,000 late last year, the PCI is expected to grow further from the prevailing levels later this year.

With the construction of many major infrastructure projects, including the prestigious Doha Metro set to be taken up sooner than later, this generous nation and its people are certain to bring in a lot of opportunities for hardworking people from across the world. With its ambitious Qatar National Vision 2030 serving as a tonic to boost its economic progress, the country has extended a sincere invitation to entrepreneurs from all over the world to apply their skills, craftsmanship, expertise and business acumen to reap dividends from its growing reservoir of opportunities.

The world is certain to hear more about the successful strides to be made by Qatar in the next years by virtue of it being the host country of the 2022 FIFA World Cup. Being an optimist, I have enough reasons to firmly believe that the new developments related to the hosting of the largest sporting extravaganza in about a decade from now will make the entire world focus its attention on to my country of residence.

* The Author is a Doha-based Indian entrepreneur with business operations across the Middle East, North Africa, UK and India.

Photo Feature



The Union Minister of Petroleum and Natural Gas, Murli Deora meeting the Dy Prime Minister and Minister of Energy & Industry of Qatar, Mr Abdullah Bin Hamad Al-Attiyah, to discussed supply of LNG to India on long term basis, Doha on December 16, 2009

The petroleum secretary, R S Pandey and other dignitaries are also seen



India Prime Minister, Dr Manmohan Singh meeting the Emir of the State of Qatar, His Highness Sheikh Hamad Bin Khalifa Al Thani, in Doha on November 10, 2008



Dr Manmohan Singh and his wife Gursharan Kaur at a ceremonial reception on their arrival at Doha International Airport in Qatar on November 9, 2008



Dr Manmohan Singh and the Prime Minister and Foreign Minister of Qatar, Sheikh Hamad bin Jassem bin Jabor al Thani witnessing the signing of an agreement on Law Enforcement Matters between the India and Qatar, in Doha, on November 09, 2008



Dr Manmohan Singh meeting the Indian community, at a reception, hosted in his honour in Doha, Qatar on November 10, 2008



Dr Manmohan Singh meeting the Prime Minister and foreign Minister of Qatar, Sheikh Hamad bin Jassem bin Jabor al Thani in Doha, Qatar on November 9, 2008

Photo Feature



The Union Minister for Petroleum and Natural Gas, Jaipal Reddy inaugurating the India Pavilion in the Exhibition arena of 20th World Petroleum Congress(WPC), at Doha on December 5, 2011. The Petroleum Secretary, G C Chaturvedi, the Indian Ambassador to Qatar, Deepa Gopalan Wadhwa and the CMDs of ONGC, HPCL, BPCL and Oil India are also seen.



Former President Dr A P J Abdul Kalam and the Dr Manmohan Singh with the Emir Sheikh Harnad Bin Khalifa Al Thani, in New Delhi on April 14, 2005



Dr. Manmohan Singh and the Emir of the State of Qatar Sheikh Harnad Bin Khalifa Al Thani witnessing the signing of agreement between India and Qatar in New Delhi on April 14, 2005



The Emir of the State of Qatar Sheikh Harnad Bin Khalifa Al Thani inspecting the Guard of Honour, in New Delhi on April 14, 2005



The Minister for Petroleum & Natural Gas Mani Shankar Aiyar with the Emir of the State of Qatar Sheikh Harnad Bin Khalifa Al Thani in New Delhi on April 15, 2005



Minister for Industry and Energy of Qatar, Dr Mohammed bin Saleh Al-Sada alongwith a delegation meeting the Union Minister for Petroleum and Natural Gas, Jaipal Reddy, in New Delhi on October 28, 2011



India, Qatar and the Contours of a New Gulf Security Architecture

By Dr N Janardhan

Notwithstanding the historic ties between India and Qatar, which have been sustained by energy, trade and expatriate dynamics, the way forward for a robust bilateral relationship rests on developing the 'strategic' dimensions that were agreed to in the 2008 security pact.

The common political and security concerns translate into efforts for peace and stability in the Gulf region, South Asia and the continent as a whole. The emerging perceptions create further opportunities for India-Qatar cooperation in the future. While Qatar and the other GCC countries are going through important changes and transformations, the process of understanding and integration needs to intensify beyond the traditional issues.

The visit of Qatari Emir Sheikh Hamad bin Khalifa Al Thani to India in 2012, following Indian Prime Minister Dr Manmohan Singh's visit to Qatar in 2008, will help bilateral ties evolve to the next level. However, strengthening security ties is a challenge that involves joint efforts to meet regional challenges in a new world that lacks effective international mechanisms to address vital concerns.

This article raises broad ideas on what the future course of the relationship between India and Qatar-GCC countries could be beyond the economic realm from an Asian context.

East-East Bonhomie

The current level of India-Qatar ties could be traced partly to the 'rediscovery' of Gulf-Asia and GCC-India ties during the last decade.

At the root of this was the recognition of the significance of Asia as an economic ally when, first, the GCC economies were robust following high oil prices and needed new avenues to invest and diversify; and, second, when Asia's oil consumption was high amid an economic boom.

In this scenario, the GCC countries are against putting all eggs in one basket. They, perhaps, realise that if the 19th century belonged to the British and the 20th to America, then the 21st century could well belong to Asia. Their friendship is widening with a spectrum of nations, which marks a new strategy for separate alliances in the security and economic spheres.

It is also worth noting that from being famous as an undisputed 'superpower' not too long ago, the United States has a new nickname – 'Frugal Superpower'. This emanates from the US leaderships propensity to induce budget cuts, including in the foreign policy arena, which is bound to restrict its power and influence externally.

A combination of the above factors, as well as the fallout of the events of 9/11 – especially Western suspicion about the region and its financial dealings – encouraged a new bonhomie that has been termed 'East-East opportunity'.

As things stand, contrary to the logical effects of an economic slowdown, the global crisis – according to a Goldman Sachs assessment in 2010 – means that emerging markets will overtake developed economies faster than predicted earlier.

This is bound to impact global politics. The Look East policy must not be seen as a replacement for the GCC's ties with the traditional ally, the United States, but may be construed as an effort to evolve alternatives to make up for Washington's diminishing influence. This means that the GCC-US ties are unlikely to be exclusive in future. Yet, any new alternatives that would be discussed or may materialise in future need not be viewed as competition with the United States, but should be approached in the spirit of cooperation.

More than Just Economics – Common Interests

While the economic crisis has set the stage to reinforce Gulf-Asia ties, the GCC's Look East policy in the economic realm also comes at a time of regional introspection in the political arena, which is likely to influence the long-term political economy of the GCC countries and shape international relations in the coming decades.

The 2006 Manama Dialogue conference endorsed this possibility: 'Asian states have ever deeper economic and political links in the Gulf and are likely to find that they will struggle to avoid involvement in the area's delicate politics if they are to advance their commercial aims.'

Security Dynamics

The need for alternate strategies in the Gulf and the possibility of Asia, including India, playing a role in it arises as a result of changing developments on both sides.

There is an increasing call for the Gulf region to act independently, take stock of the situation, and design future security arrangements, without leaving everything for the United States to formulate. It is true that though the GCC's ties with both Asia and Europe are expanding, there is no other international actor capable of replacing the United States in the short – or medium-term future of the region. While some Asian countries have expressed their concerns about the regional security environment, none has yet shown any concrete sign of investing in the hard security mechanisms that the Gulf requires. This, however, could change during the next couple of decades.

GCC Perspective

The GCC countries are increasingly finding themselves in a fix about choosing between their traditional security guarantor, the United States, and their disagreements with many aspects of recent US policy. They are increasingly convinced that events in the region, especially in Iran and Iraq, are

spinning out of control, even beyond the US's scope of influence. Given the added pressure of the region's leadership being unable to provide the necessary vision, two schools of thought prevail in the region: one, urging less international involvement in the region's affairs, and the other, more.

Those arguing that the way out of the dilemma is through the withdrawal of external powers from the Gulf, feel that external powers have precipitated the crises rather than contribute positively. They feel the region may be better off dealing with the crises itself; and that the Gulf has become so complacent that it is unwilling to evolve indigenous mechanisms for conflict prevention and resolution, as well as shying away from confidence-building measures with potential rivals. Therefore, the new mantra, even elucidated by the GCC countries, is that 'a lasting Gulf security system can only function if it is based on a regional initiative'.

But the situation on the ground is really not conducive to the complete removal of external forces. The GCC countries 'neither practice nor engage in any sort of cooperative security exchange,' and there is a sense of distrust even among the members of this homogenous bloc. As a result, an indigenous alternative and viable security architecture is highly unlikely.

In such a situation, the alternative is further internationalisation of the region. The dominant view is that the United States is a spent force – not militarily or economically, but politically. This school argues that all the US approaches in the region – relying on Iran and Saudi Arabia as part of the twin-pillar policy in the 1970s; propping up Iraq to counter Iran as part of the balance of power in the 1980s; and invasion of Iraq in 2003 – have failed to guarantee the desired level of security. Yet, the US pursues a 'balance-of-power approach' by playing one country against another in the bloc. As a result, the GCC countries are willing to consider intense political, economic and social ties with other countries to counter the prevailing notion that only (US) military power counts.

Apart from statements from several GCC leaders that illustrate these changes, the Qatari emir also told the General Debate of the United National General Assembly in September 2007 that 'the major conflicts in the world have become too big for one single power to handle them on its own.'

Reactions like these in the region have forced the GCC countries to build ties with a host of alternatives, particularly Asia. They are exploring the idea of incorporating several international actors who could act as security guarantors of a regional security arrangement. Some of the Asian countries being eyed have one factor in common: they are 'regional plus' powers; their political weight goes well beyond their geographical borders, though not as far as to give them a global reach or global ambition. This gives them a perfect stake in developing a multi-polar world that can resist any single nation's efforts to achieve dominance.

While cultivating the new relationship, the region is linking its economic interests and security needs. And, apart from the importance of energy, Asia is showing signs of relating the relevance of the Gulf region to transnational security issues such as proliferation of weapons, crime, drugs and terrorism, and their impact on their domestic scenarios. Thus, the fact that the Arab Gulf countries are even willing to consider alternatives is the 'real strategic shift occurring in the region'.

Indian Perspective

Some of the developments in and statements of India also suggest that the possibility of its role in the security architecture in the Gulf is more than just rhetoric in the long run. While energy security is certainly a factor, India is also willing to showcase its power and influence in

the region. This expanded security perspective is driven by necessity, ambition and opportunity. The desire to lead coincides with its rise as a major power with continental aspirations. Former premier Atal Behari Vajpayee and current Prime Minister Dr Manmohan Singh urged looking beyond the immediate neighbourhood. Singh said, "The Gulf region is a part of our natural economic hinterland. We must pursue closer economic relations with all the neighbours in our wider Asian neighbourhood."


After Pakistan, China, Russia, and the US, the Gulf is the focus to ensure against any maritime or landward threat to it from the region, serve as a base to pursue India's interests, confront terrorism, and extremism, as well as tap the investment potential. By focussing on the Gulf and restoring traditional linkages with the immediate and extended neighbourhood, India is seeking to address its 'four deficits' in the historical, security, economic, and global decision-making realms.

India is now talking about 'soft power' and diplomacy – the security of the Gulf countries, as well as the wider West Asia, is of 'paramount concern'. With this in mind, the government launched in November 2003 a '20-year programme to become a world power whose influence is felt across the Indian Ocean, the Arabian Gulf, and all of Asia'.

In order to highlight its potential and achieve its objectives, the Indian military services are undertaking a major build-up of conventional arms, creating ways of delivering nuclear weapons and defending against them, planning construction of warships, enhancing military logistics in Central Asia and negotiating with the US for an Asian version of NATO. All these come in the wake of India's existing maritime security involvement involving Asian, African, European and Gulf countries (Oman), as well as Russia and the United States. Further, the Indian Coast Guard and Navy have been active in anti-piracy, disaster relief, and environmental management and response

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operations, which was evident after the 2004 tsunami.

All these have meant India has become the world's biggest importer of arms, displacing China by accounting for 10 percent of global arms sales volumes. Over the past five years, India's imports of major weapons increased by 38 percent between 2007 and 2011.

Aware of the need for greater collective security cooperation in the region, the Indian Navy organised the first Indian Ocean Naval Symposium (IONS) in February 2007. The IONS is a regular feature which would allow sustained interaction among the naval chiefs of the countries belonging to the Indian Ocean rim to develop 'cooperative, consultative and inclusive' mechanism that would address threats to the Indian Ocean security.

Factors that could condition India's role

While all these dynamics present a case for a possible Indian role in the international affairs of the Gulf, the following are some factors that are crucial to either promoting or hindering this prospect: India-Iran ties; US-Iran ties; GCC-Iran ties; US approach towards China and India; US-India versus China; and, India-China ties.

Indo-Qatar Security Partnership

In this backdrop, on the first-ever visit by an Indian prime minister to Qatar in November 2008, New Delhi signed an agreement relating to defence, which would 'lay out a structure for joint maritime security and training as well as exchange of visits.' Qatar, thus, became the first country in West Asia to sign such a pact with India.

Following the agreement, an Indian official was quoted as saying, "We will go to the rescue of Qatar if Qatar requires it, in whatever form it takes. But India will not station troops in any foreign country. We don't want to fight other people's wars in foreign countries."

The specifics of the India-Qatar security agreement serves as a template for future GCC-India security cooperation in the short and medium terms.

- This deal covers issues of maritime security, law enforcement, common threat perceptions, sharing of intelligence, combat money laundering and transnational crime.
- Importantly, it brings an energy-security link – India committed to substantial security provision on a reciprocal basis,

After Pakistan, China, Russia, and the US, the Gulf is the focus to ensure against any maritime or landward threat to it from the region, serve as a base to pursue India's interests, confront terrorism, and extremism, as well as tap the investment potential

wherein Qatar would meet India's LNG needs.

- New Delhi will protect Qatar's assets and interests from external threats. The scope of the agreement is just short of committing the stationing of Indian armed forces in the region.
- In particular, it would secure Qatar's offshore assets and provides for the joint venture in production of weapons and military equipment.
- The maritime cooperation agreement provides India with a strategic naval base in the Gulf region.
- The India-Qatar maritime security initiative is aimed at combating variety of maritime asymmetric threats of terrorism and piracy.

Other factors include:

- India's role and capacity in the Gulf security dynamics comes in the form of capacity-building based on cooperative and convergent security concerns vis-à-vis the competitive security dynamics that is played with the involvement of the Western powers.
- Qatar's choice of India as the third party stakeholder for security guarantees provides an important dimension of the regional balancing process.
- India's capabilities and naval operational prowess is formidable with the advantage of its proximity to the Gulf.
- The defence and security agreements provide for a two-phase engagement in which India builds the capacity for Qatar and provides the training capacities for coercive and humanitarian missions of its armed forces in tackling a variety of threats that would eventually lead to operational versatility.
- The second phase would be the interoperability that India would develop with Qatar that would result in Indian-Qatari

maritime engagement and cooperative security.

- India could also add capacity to Qatari intelligence services and engage in joint intelligence operations that would have implications in tracking of covert transfer of WMD technologies and components.
- Indian Navy is an improved strategic partner in a region of contested rivalries, especially with the substantial upgrading of ties between India and Saudi Arabia to a strategic level.
- This makes Indian Ocean Naval Symposium an optimal leveraging platform that would build a cooperative benign framework of inter-regional maritime relations. (More details available at Qatar-India Relations: Full of Potentialities, Strategic Affairs (India), March 2010.)

Conclusion

Notwithstanding the historic ties between the GCC and India, which have been sustained by the current energy, trade and expatriate dynamics, the way forward for a robust bilateral relationship rests on developing the strategic paradigm that hinges on the security dimension as well. With several factors contributing to the 'rediscovery' of the India-Qatar relationship, it is time to convert the 'opportunity' into a robust 'strategy'.

In acknowledging that the existing cooperation is not proportional to their historical ties, geographical proximity, and deep-rooted interactions between their people, the two countries have indicated that they are ready to move their ties to the next level.

India and Qatar share a common desire for peace, stability and security in the region and value the independence, sovereignty and territorial integrity of the countries concerned. However, in the process of moving forward, the real challenge is how to turn the Indian military strength into a factor of regional security.

The dilemmas in the Gulf region could ease if Qatar, the GCC countries and India evolve new ideas of collective security that go beyond the restrictive paradigms of the past. Qatar's distinct stand on and India's traditional and strategic ties with Iran could serve as a good starting point to break the current West-Iran logjam, involving the GCC countries, and raising tension across West Asia.

Dr N Janardhan is a UAE-based political analyst specialising on Gulf-Asia affairs and author of Boom amid Gloom – The Spirit of Possibility in the 21st Century Gulf.



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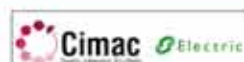
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Indian presence in the Gulf region is civilisational, which has developed into a vibrant relationship over the years, primarily based on a complementary abundance of entrepreneurial skill and wealth. With the emergence of India as a large economic power in recent years and simultaneously the Gulf region witnessing spectacular economic growth, economic trends are reinforcing mutual interdependence. While India's economic presence in the region has transformed from barter exchanges between merchants and Indian human capital foiling the Gulf's oil-industrial development, India's political presence has remained more or less subdued. However, in the changing post-Cold War geopolitical environment and converging security landscape spanning Afghanistan to the Arabian Gulf, India has become strategically important for the Gulf countries as a major geopolitical player.

One of the key drivers of the Gulf economy: Indian Diaspora

By Dr Samir Pradhan

The discovery of oil and manpower shortages in the Gulf precipitated phenomenal labour migration to the region. Given the population pressure and bleak economic prospects at home, Indian labourers flocked to the Gulf in search of employment and higher wages. The presence of Indian labourers dates to 1935 when BAPCO imported labour from India. The labour roster for October 1935 included some 45 skilled and semi-skilled Indian employees (Secombe 1982). Labour demand in Bahrain, Kuwait and Qatar grew rapidly and the call for Indian labour supply increased thereafter. Meanwhile, the provisions of the Indian Emigration Act made the export of unskilled Indian workers illegal. As documented, BAPCO was even prepared to take on the responsibility of and pay guarantees for illegal immigrants from India. In July 1936, BAPCO opened a recruitment office in Bombay to adopt indirect recruitment policies - BAPCO invited emigrant employees from India who defrayed their own expenses to Bahrain and employed them there.

By October 1937, 236 skilled/semi-skilled Indians were employed in BAPCO and the number of accompanying dependants had also grown significantly. It has been argued that the British were instrumental in promoting the employment of Indians in order to suppress the Persian claim of sovereignty over Bahrain (Secombe 1982). Simultaneously, there was increasing demand for Indian products as reflected in the survey conducted by Weightman, the then political agent in Bahrain. There were nearly 215 shops in Manama Bazar occupied by Indian traders. By 1941, the community was large enough for the British to consider the establishment of an Indian school for the education of children of Indians employed in Bahrain. The situation was the same in other Gulf countries where the number of Indian labourers was increasing day by day. In 1938, Thornberg, the Vice-President of California Arabian Standard Oil Company (SOCAL), travelled to Bombay with the intention of recruiting Indians of a better type for employment both in Bahrain and Hasa in skilled work which, until then,

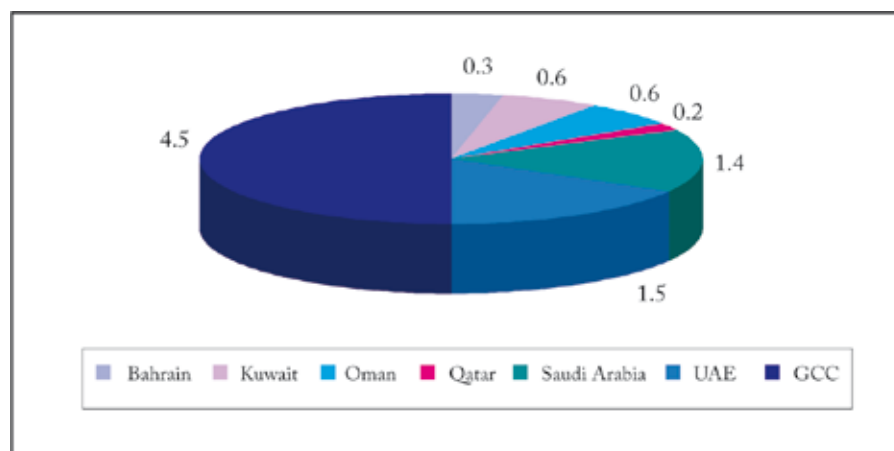
was beyond the capacity of local Arabs. Indians dominated the monthly paid (largely skilled and semi-skilled) labour force in Bahrain, Qatar and Saudi Arabia. In fact, Ibn Saud insisted on equal payment for Indians and Arabs employed in Dhahran by Aramco.

In 1936, large numbers of Indian traders were present in Kuwait. The Shaikh of Kuwait expressed the desire to keep them out as the apprehension that Indians are better businessmen and possess the skill to live economically, may drive Kuwaiti merchants out of business. Consequently, they proposed to limit the number of Indians entering Kuwait and decreed that no Indian could carry on business without an equal Kuwaiti partner. However, such steps were soon overlooked when the Kuwait Oil Company (KOC) increased its employees from 1,900 in January 1947 to 18,000 by January 1949, of whom 4,053 were Indians. The majority of Indian workers (3,269) were skilled and semi-skilled, paid ₹190 per month plus a further ₹95 as living allowances. In Bahrain, Indian and Pakistani labour remained the largest component of the expatriate labour force - over 60 percent - in 1977. In Kuwait, Indian and Pakistani labour represented only 10.4 percent of immigrant workers in 1975. Thus, the predominance of

employees from the Indian sub-continent in skilled and unskilled occupations from the 1930s and their prominent role as unskilled workers filled the vacuum in supply left by shortages of local Gulf labour. As the oil-led development process gathered momentum into the modern era, the flow of Indian labourers increased. Simultaneously, Indian business establishments also increased in the Gulf region.

Currently, around 4.5 million Indians live in the GCC, making them the largest expatriate community in the region (Figure 1). The majority of the Indian population in the GCC is from the Southern Indian States, including Andhra Pradesh, Tamil Nadu and Kerala. The rest belong to Gujarat, Maharashtra, Goa, Punjab, Uttar Pradesh, Bihar and Rajasthan. The original settlers were mostly Sindhis and have been the integral part of the business community in the Gulf (especially the UAE). The Indian expatriate community can be categorised into four broad groups, viz, (a) unskilled workers, employed in construction companies, municipalities, and agricultural farms and as domestic workers (b) skilled and semi-skilled workers (c) professionals, such as doctors, engineers, accountants, employed in government and private sectors (d) businessmen.

Figure 1: Indian Expatriates in the GCC, 2008 (number in million)



Source: Indian Embassies in the GCC, 2008.

Around 1.5 million Indians live in the UAE, about a million of whom live in Dubai and the Northern Emirates and the remainder of about 0.5 million in the Emirate of Abu Dhabi. It is estimated that about 33 percent of the total population and over 42.5 percent of the work force in the UAE are Indians. Indians have been playing a major role in the economic development of the UAE over the last 35 years. Professionals and technically qualified Indians are engaged in huge numbers in the knowledge-based economic sectors such as information technology, Dubai Internet City, Dubai Media City, free zones and so on.

Nearly 200,000 Indians live in Qatar, with professionals constituting a small but important component of the Indian expatriate community. The Institution of Engineers, Indian Medical Association and the Institution of Chartered Accountants maintain active chapters in Qatar, with an expanding membership and ongoing activities

Table 1: Unskilled Indian Emigrants to the Gulf and World

Country	2003	2004	2005	2006	2007
United Arab Emirates	143,804	175,262	194,412	254,774	312,695
Saudi Arabia	121,431	123,522	99,879	134,059	195,437
Qatar	14,251	16,325	50,222	76,324	88,483
Oman	36,816	33,275	40,931	67,992	95,462
Kuwait	54,434	52,064	39,124	47,449	48,467
Bahrain	24,778	22,980	30,060	37,688	29,966
GCC	395,514	423,428	454,628	618,286	770,510
Rest of the World	466,456	474,960	548,853	676,912	809,453

Note: Figures only include Indians who have not completed school education and who obtained clearance from the Protector of Emigrants in India. Educated persons, those who travel on visit visas to seek employment etc are not included in these figures.

Source: Rajamony, June 2008

The Indian business community is primarily engaged in trading, although there is now growing diversification into manufacturing, especially in the numerous free zones in UAE, in particular the Jebel Ali Free Zone (JAFZ), which has attracted a number of companies from India. Registered community associations provide a platform for interaction between visiting Indian dignitaries and influential locals. The Indian Business and Professional Group, Abu Dhabi, Overseas Indian Economic Forum, Dubai, Indian Business Council, Dubai and Indian Sports Clubs are active in organising such interaction and facilitating visits of Indian leaders/delegations (Indian Embassy 2008).

In Saudi Arabia, the Indian community is the largest expatriate community and accounts for 1.4 million people (or 20 percent) of the total seven million expatriates. Most of these Indians are either semi-skilled or unskilled workers. From the point of view of their employment and social status, Indian expatriates in Saudi Arabia can be divided into three categories: (i) professionally qualified (five percent) - doctors, engineers, chartered accountants, managers, who are employed both with the government and private sectors on the basis of a specific time bound

contracts; (ii) white collar staff (10 percent) - clerks, accountants, store keepers, booking clerks, secretaries (iii) labourers/technicians (85 percent) - working on project sites, industrial establishments and on operation and maintenance jobs. According to rough estimates, most of the Indian expatriates in Saudi Arabia are from Kerala (40-50 percent), Tamil Nadu (20 percent), Andhra Pradesh (20 percent) while the remainder are from other states (Indian Consulate Jeddah 2008).

Nearly 200,000 Indians live in Qatar, with professionals constituting a small but important component of the Indian expatriate community. The Institution of Engineers, Indian Medical Association and the Institution of Chartered Accountants maintain active chapters in Qatar, with an expanding membership and ongoing activities. In addition, there are a number of specialists working in other fields such as management, education, pharmacies, and computers (Indian Embassy 2008).

There are around 6 lakh Indians in Oman, constituting the largest expatriate community in the country. Coming from all parts of India, they include skilled workers and technicians, and professionals such as doctors, engineers,

bankers, finance experts, and managers, with many holding middle and senior management positions in the corporate sector. Several Indians also hold major positions in Omani government departments and public undertakings: there are around 2,000 Indian doctors working in the country. The contribution of Indians to the development of Oman, particularly in the fields of commerce, healthcare, education, horticulture, finance, construction and communication is widely acknowledged. A number of persons of Indian origin have been granted Omani nationality, and some of them have received high awards from the Omani government (Indian Embassy 2008).

Of late, there has been an increase in the number of highly qualified experts in hi-tech areas, especially in the software and financial sectors. In the field of health, India not only supplies top specialists but also para-medical staff. Indian expatriates include professionals like engineers, doctors, chartered accountants, scientists, software experts, management consultants, architects, skilled workers like technicians and nurses, semi-skilled workers, retail traders and businessmen. A large proportion of the Indian expatriates are also unskilled and semi-skilled workers.

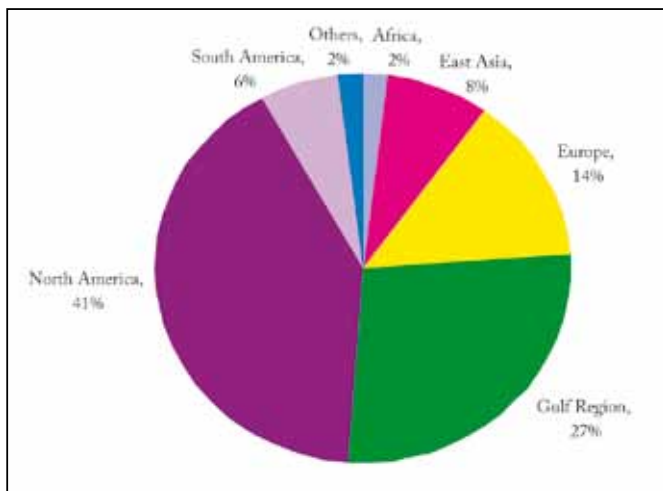
Close to three lakh Indians live in Bahrain, and dominate the expatriate community. Nearly 65-70 percent of the Indian expatriate workforce is employed in the construction, contracting and maintenance sectors. There are a relatively small number of Indian housemaids estimated at around 12,000-15,000. The retail and other business activities include groceries, hardware, jewellery and electronics. Other Indian expatriates have taken up jobs as storekeepers, chemists, carpenters, barbers, etc. In addition to the predominant blue-collar labour force, there are a sizable number of doctors, engineers, chartered accountants, bankers, managers and other professionals who play a vital role in Bahrain's socio-economic development.

Unlike in the 1970s and 1980s, when nearly 90 percent of Indians in the Gulf were blue-collar workers, today over 35 percent of the Indian expatriate workforce are white-collar professionals specialising in fast moving fields such as the service industry. Unlike in other regions, Indian expatriates in the Gulf have a higher propensity to remit back the money they earn. Since more than 65 percent are low-skilled labourers, their families back home depend solely on these remittances as a source of living.

With the change in legal procedures regarding owning property in the UAE, expatriates, especially the skilled workforce, are also increasingly investing in UAE's booming real estate sector. According to the latest data, the Gulf countries together account for nearly 27 percent of total remittances flowing to India (see Figure 2). Remittances from the Gulf are typically linked to the fluctuations in exchange rate between the rupee and the dollar as all Gulf currencies, except the Kuwaiti Dinar, are pegged to the dollar. A sharp decline in the value of the Indian rupee against the dollar and GCC currencies triggered a sudden jump of 40 percent in the volume of remittances from the Gulf in May 2008.

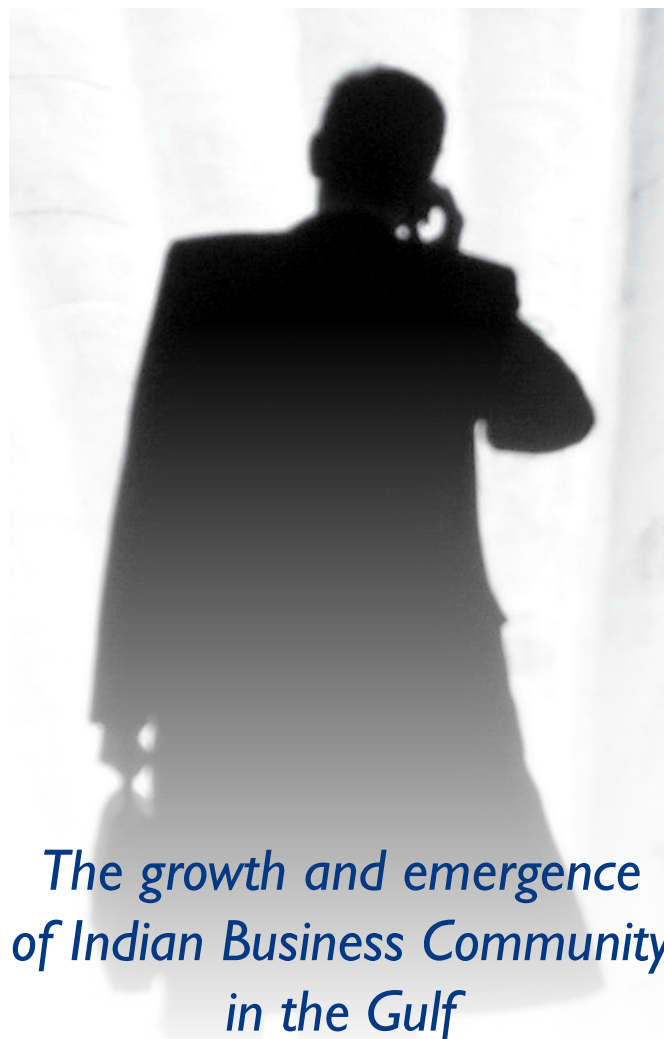
There are a relatively small number of Indian housemaids estimated at around 12,000-15,000. The retail and other business activities include groceries, hardware, jewellery and electronics

Figure 2: Source Regions of Remittances Flows to India, 2006-07



Source: Reserve Bank of India, 2007

As the value of the rupee dropped from ₹39.25 to ₹43.15 per dollar, and consequently against all GCC currencies which are pegged to the dollar, there has been a dramatic surge in the volume of transactions from the Gulf. From an estimated average monthly money transfer of ₹120 billion from the GCC countries, the volume of transactions from the region shot up by 40 percent to ₹165 billion. Remittances from the UAE account for 30 percent, second to Saudi Arabia which accounts for almost 40 percent of remittances to India from the region.



The growth and emergence of Indian Business Community in the Gulf

There are several success stories relating to the tremendous efforts made by Indian business communities in transforming the business sector in the Gulf region. Good dividends, secure markets and close political relations are the driving forces behind the expansion of Indian business activities in the Gulf region. Indian business community pioneers like Manu Chhabria of the Jumbo group, Taizoon Khorakiwala of the Switz group, the Jashanmalls, the Emke Group, the Khimji Group of Oman and numerous others have not only revolutionised the business scenario ranging from retail households to high-end electronic goods in the Gulf region, but also have successfully expanded their businesses on a global scale. For these business leaders, the fundamental strategy was to cash in on the booming consumer base that aspired towards the comforts of middle and high-class lifestyles, by leveraging major competitive advantages such as low labour costs, resource prices and strategic geographic location. Today there is hardly any established Bahraini business organisation that does not have a senior or middle level Indian employee playing an important role in its operations. The top Bahraini businesses such as Al Zayani, Al Moayyad, Fakhro, Kanoo, Koohejis, Ahmed Mansour Al Ali, Abdullah Nass, Mohammed Jalal as well as companies like Bahrain Aluminum, BAPCO, GPIC, banks and finance companies have Indians in their senior or middle management cadre.

Recent years have seen a consolidation and expansion of business-to-business contacts in both the regions. As the Gulf countries have diversified into industrial and commercial activities, Indian expatriates have turned into entrepreneurs, investing in retail stores, gold and textile trade, hotels and restaurants, IT companies and joint ventures. According to the Saudi Arabia General Investment Authority (SAGIA), more than 190 Indian companies received licenses from the Saudi Arabian Investment Authority over the past two years to

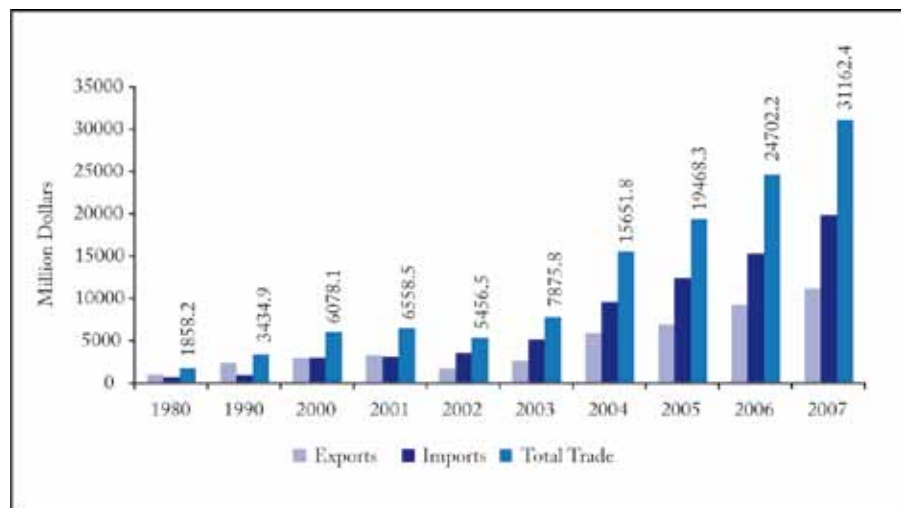
set up either fully-owned or joint-venture projects with Saudis, pumping more than SR4 billion into the Saudi economy. Almost every major Indian corporation has a presence in the UAE by way of actual investments, trade or representative office. It is estimated that more than 3,300 Indian companies have set up manufacturing units or opened local offices in the UAE. More than 600 of them are located in the Jebel Ali Free Zone whereas others are in the free trade zones in Sharjah, Ajman, Ras Al Khaimah and Fujairah. Major groups with investments in the UAE include Mahindra Group, Ashok Leyland and Mumbai-based property developer Dheeraj Group. Indian companies are the mainstay of the free zones and more of them are looking at service industries as well, such as medical and educational fields. Some Indian educational institutions are opening full-fledged campuses in medical, engineering and management education. In Sharjah, during the last seven years, about 500 Indian firms in diverse verticals have discovered the Hamriyah Free Zone (HFZ) as an ideal place to expand their overseas operations. While labour costs in India are lower than they are in the Northern Emirates, Indian companies and investors are being lured in increasing numbers by the Northern Emirates' advanced high-tech infrastructure and a large pool of human capital.

Patterns of Trade and Investment Flows

Over the years, economic ties developed during the oil era have strengthened. The GCC countries are important trading partners for India, and bilateral trade has witnessed impressive growth in recent years. During the last five years, the GCC's total non-oil merchandise trade with India has jumped from \$7.8 billion in 2003 to \$31.1 billion in the year 2007 (Figure 3). In 2007, UAE accounted for an overwhelming 66 percent of the GCC's total trade with India, followed by Saudi Arabia (16 percent), Qatar (eight percent), Kuwait (five percent), Oman (three percent) and Bahrain (two percent) (Figure 4).

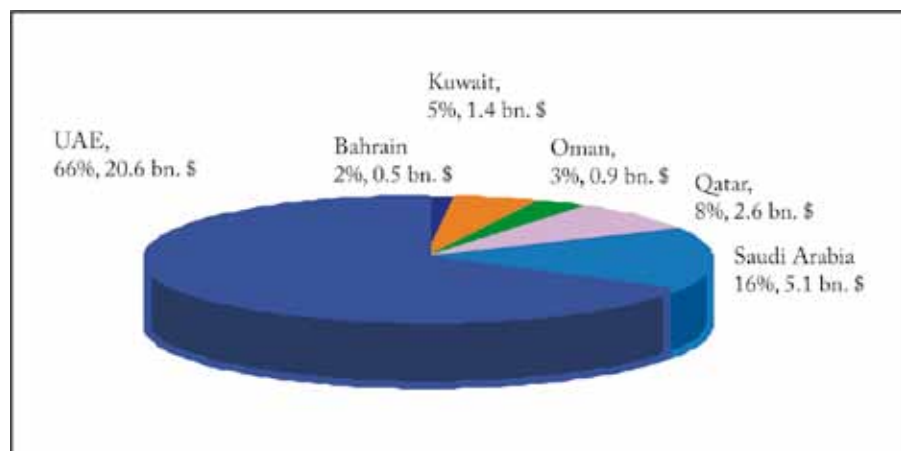


Figure 3: GCC-India non-Oil Trade, 1980-2007



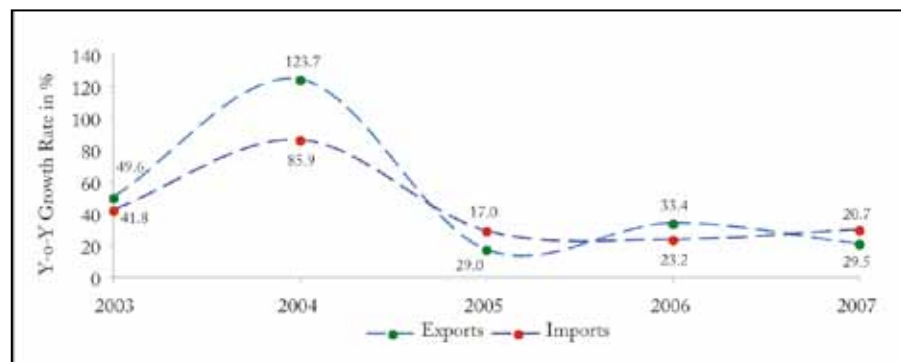
Source: Calculated from IMF DOTS Database, 2008.

Figure 4: GCC-India Trade, (Share and Value), 2007



Rise in both exports to and imports from India have underlined the buoyancy in the GCC's overall trade with India. The GCC's exports to India have risen from \$2.7 billion in the year 2003 to \$11.3 billion in the year 2007, while imports have risen from \$5.2 billion in 2003 to \$20 billion in 2007. The GCC's exports to India witnessed a robust growth, with an annual average growth rate of 63 percent during the last five years. As a result, India's share in the GCC's world exports has increased from 1.4 percent in 2003 to 2.5 percent in 2007. Similarly, the GCC's imports from India have registered an annual average growth of 56.5 percent in the last five years. Consequently, India's share in the GCC's world imports has increased from five percent in 2003 to 6.5 percent in the year 2007. This shows the importance of India as a leading trading partner of the GCC countries (Table 2).

Figure 5: Growth (Y-o-Y) of GCC Exports to and Imports from India



Source: Calculated from IMF DOTS Database, 2008.

Table 2: India's Relevance as GCC's Trading Partner

Year	Export share	Import Share	Trade Share
1980	0.7	1.5	0.9
1990	2.9	2.0	2.6
2000	1.8	4.1	2.5
2001	2.2	3.9	2.8
2002	1.2	4.3	2.3
2003	1.4	5.0	2.7
2004	2.4	6.3	3.9
2005	2.1	6.3	3.6
2006	2.2	6.6	3.8
2007	2.5	6.5	4.1

Source: IMF DOTS, 2008

The GCC's exports to India witnessed a robust growth, with an annual average growth rate of 63 percent during the last five years. As a result, India's share in the GCC's world exports has increased from 1.4 percent in 2003 to 2.5 percent in 2007

The GCC countries gained prominence in India's foreign trade particularly after India's trade policy liberalisation, which began in 1991. Trade policy reforms have provided an export friendly environment conducive to accelerated free trade with simplified regulatory procedures. In order to promote its trade interests, India has granted mutual Most Favoured Nation (MFN) status to the Gulf countries. The table below shows the GCC's top-10 export items to and import items from India or the year 2007.



Table 3: GCC's Major Export and Import Items to and from India, 2007

Top 10 Export Items	Top 10 Import Items
Petroleum gases and other gaseous hydrocarbons	Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing by weight 70 percent or more of petroleum oils or of oils obtained from bituminous minerals, these oils being the basic constituents of the preparations; waste oils
Diamonds, whether or not worked, but not mounted or set	Articles of jewellery and parts thereof, of precious metal or of metal clad with precious metal
Gold (including gold plated with platinum), unwrought or in semi-manufactured forms, or in powder form	Diamonds, whether or not worked, but not mounted or set
Ammonia, anhydrous or in aqueous solution	Rice
Iron ores and concentrates, including roasted iron pyrites	Special transactions & commodities not classified according to kind
Mineral or chemical fertilizers, nitrogenous	Refined copper and copper alloys, unwrought
Cyclic hydrocarbons	Woven fabrics of synthetic filament yarn, including woven fabrics obtained from materials of heading
Ferrous waste and scrap; remelting scrap ingots of iron or steel	Copper wire
Polymers of ethylene, in primary forms	Imitation jewellery
Transmission apparatus for radio-telephony, radio-telegraphy, radio-broadcasting or television, whether or not incorporating reception apparatus or sound recording or reproducing apparatus; television cameras; still image video cameras and other video camera recorders; digital cameras	Other tubes and pipes (for example, welded, riveted or similarly closed), having circular cross-sections, the external diameter of which exceeds 406.4 mm, of iron or steel

Source: International Trade Center Database, 2008.



Recently, Indian and GCC companies are venturing into mergers and acquisitions globally as well as bilaterally. India is credited to have 10 of the world's largest companies which are currently on a global acquisition spree in order to leverage their strength and competitiveness. Similarly, GCC-based companies are also venturing globally to acquire strategic stakes. In recent years, UAE-based companies have acquired similar stakes in India. The GCC countries as a whole represent a significant destination for India's outward investment. For example, from 2001-2005, India approved 133 joint ventures and 259 wholly owned subsidiaries. The main sectors for investment in the GCC countries included software development services, engineering services, tourism, readymade garments, chemical products, agricultural and allied services. The GCC accounted for as much as 42.5 percent of the total value of contracts secured by Indian project exporters during the period 2000-01 to 2004-05 (Exim Bank 2006).

Until recently, India-GCC economic ties remained confined to oil, spices and labour. As the trend shows, economic relations between India and GCC countries which developed during the oil boom period remained limited in composition despite growth in volume. Although the GCC countries transacted more extensively with the Western market, the recent decline in oil revenue has forced these countries to diversify their economies by developing the non-oil sector and building capacities to process oil to realize higher value added to their products. Thus, India with a market of 100 billion became extremely

relevant for them. It is not merely energy consumption, but the heavy demand for oil-based products like petrochemicals and fertilizers that provided the basis for a more pronounced and beneficial economic relationship between the two (Pant 1999). However, until today, the trade profile is not diversified and remains heavily concentrated on the consumption patterns and subsequent imports of goods catering to the 4.5 million Indian expatriates living in the region (Karayil 2007). Empirical evidence (Pradhan 2007, 2008) shows that India has huge export potential in the GCC countries except UAE and Saudi Arabia. This is mainly due to the fact that both Saudi Arabia and the UAE are India's largest trading partners in the GCC, so unless India's export profile to these countries is diversified, the existing potentials cannot be exploited. Therefore, initiation of Free Trade Agreement (FTA) negotiations is the best way to enhance bilateral trade between India and the GCC.

Apart from merchandise trade, energy trade between India and the GCC constitutes another pivotal aspect of their economic relations. The GCC is the traditional supplier of oil and oil-products to India due to their geographical proximity and absence of any other oil and gas exporting region in India's vicinity. Since the oil crisis of 1970s, India's dependence on oil and oil-product imports from the GCC has substantially increased, owing to the burgeoning demand for oil and gas to fuel its rapidly industrialising economy. Besides the continuing cooperation in the energy sector, the GCC countries supply nearly 65 percent of India's crude oil needs. In

2007, India imported nearly 52.8 million tonne of crude oil from the GCC region, and Qatar exported natural gas for the first time in 2002 to India. Importantly, with the spectacular growth of the refining industry and subsequent increase in exports of petroleum products, India's exports of petroleum products to the GCC are on the rise. In 2005-06, India's exports of petroleum products to the GCC were worth approximately \$11 billion. In fact, the energy sectors of India and the GCC complement each other. As the GCC loses considerable leverage in Western export markets for its oil, India is becoming a crucial export destination for the GCC, and likewise, the GCC markets are becoming crucial for India's exports of oil products.

Thus, recent trends depict the emergence of vibrant trading relationships between India and the GCC which has multidimensional implications for regional economic engagement in Asia. Against the backdrop of these vibrant trading relationships, one could foresee a scenario of broader economic integration centering on the more pervasive emerging energy paradigm. As rightly observed, "Both sides have recognised that oil has and will continue to be the mainstay of India-GCC economic cooperation, there has been an increased recognition of the fact that, while India needs to secure its energy needs through increased Gulf cooperation, both sides cannot afford to overlook the opportunities emerging in other sectors."

Dr Samir Pradhan is a senior researcher, GCC Economics & Statistics Gulf-Asia programme, Gulf Research Centre

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“Business Visions are always Born Out of Necessity”



*U. Achu, General Manager,
Dyarco International*

In 1992, Dyarco started, as a subsidiary of Al Faisal Holding (as the majority shareholder), one of the largest multi-billion dollar enterprises in the region and Ebrahim Al Neama & Sons Holding.

Another joint venture between Al Faisal Holding and Ebrahim Al Neama & Sons Holding had spun off, Intergroup, which Maersk Oil to Qatar. “To be able to have another slice of similar business and to represent Philips Petroleum which wanted to start their business in Qatar, Dyarco was born.

According to U. Achu, General Manager, Dyarco International, “Business-wise, we inherited trading and representation. But our interests were to ensure that we do not miss any opportunity, just like any other business venture, but the long-term vision was to have a sustainable business of our own and joint ventures, away from sponsorships and representation.

“When it comes to choosing our partners, we are very choosy. We never opt for companies which want to piggy-back on us, just to enter the country and soon become a sleeping partner. We choose partners and supplement their local knowledge, their approach to the environment and knowledge of the prevailing culture. And this whole selection process has two sieves attached: one to judge the partners’ commitment and the extent to which it will fit in with ours; and two, elevation of our values and systems to match theirs so that there is a seamless partnership. In the process, we have kept our strengths with government entities, support services, the local marketing, so that the partners bring in their expertise here, with a certain assurance of what they get from us. It works with a neat division of functions and it works to the advantage of both us and our partners.”

Mr. Achu says, “All business visions come out of necessity. Our vision of transparency has evolved from the necessity of earning the trust from our international partners, who come from all corners of the world and may or may not be alive to the realities on the ground here. Our corporate ethos of transparency gives them the confidence to tie up with us, through thick and thin, which involves a lot of commitment from both the sides.”

“This is where we understood the value of transparency and clarity with our partners. We had to be clear with what we said and what we did.

Achu, thus, reveals not only the vision, the logic behind the vision, but also how it helps in the nuts and bolts of the business by helping select international partners who are willing to commit both long-term as well as learn the business realities of Qatar, with a seasoned player like Al Faisal Holding.

Spanning across spectrums of activity, right from Oil and Gas to construction, Dyarco brings in some of the biggest international names to the country.

Qatar and India

Energy Security

Issues in Energy Security: An Indian Perspective

From home to space the energy needs of the economy and person comes in many ways. India with its burgeoning population the energy needs are enormous whereas the security is very less. In order to secure the government has been trying to meet the gaps in demand and supply in terms of not only utilizing the conventional source of energy but also exploring possibilities of commercially tapping the unconventional sources of energy.

The per capita consumption of energy remains low for the country when India is compared to other developed nations. However with increase in population and economic development the projection shows that there is tremendous pressure on supply to meet the gap with demand. Though there are other sources of energy the 45 percent of the country's energy needs are still met by the oil and gas sector. There is lot of gap in the domestic production and consumption of oil and gas. This is gap is filled majorly through the imports of oil from the Gulf countries. In the year 2010-11 India imported oil worth \$106,068.2 million of which the major portion was imported from OPEC countries. The major oil trading partners are OPEC countries, Russia, Brazil, Venezuela and some African countries.

The need base imperatives have led the Ministry set up a target and path to achieve by the year 2025. These are documented in the form of India Hydrocarbon Vision 2025. The vision projects that the country's requirement of petroleum products would increase from 190MMT in 2010-11 to 364 MMT by 2024-25. The country is also engaged in dialogues with major oil producing countries. The production capacity is being augmented with the help of engaging in on shore and offshore oil exploration. Also the companies are setting up their production abroad in collaboration with other countries. Sufficient spending is being done on laying the gas pipeline.

The guidelines that focus Indian investment policy in hydrocarbon sector are:



- Equity participation in developed oil and gas fields;
- Exploration and production contracts in new fields, both oil and natural gas;
- Participation in mid-stream and down stream projects in the oil and gas sector;
- Promotion of Indian participation in transnational oil and gas pipeline projects;
- Participation in bilateral bodies such as Joint Commissions and Joint Working Groups on Hydrocarbon Cooperation to ensure that India's interests in specific countries are effectively projected and pursued; and,
- Participation at regional and global multilateral fora to pursue issues of interest to India such as organisation and functioning of oil markets; investments and joint ventures in the Hydrocarbon sector and cooperation between academic

and research institutions to promote R&D, transfer of technology, training, dissemination of data on hydrocarbon, etc.

India is exploring the internal as well as external possibilities of augmenting the supply. It has set up NELP under which lots of onshore and offshore exploration is being done domestically. Among the external market besides Middle East, with a reserve of nearly 23 Tcf of natural gas, Bangladesh offers an attractive option for India that remains unexplored. Since the gas reserves exist in the eastern parts which face political turmoil, the India-Bangladesh gas corridor has not materialised. Further, Dhaka has linked gas supply with other bilateral issues such as reducing its trade deficit that has stymied any progress. This has also affected the transit pipeline from Myanmar via Bangladesh. India is also hoping a lot from US-backed \$3.5 billion Turkmenistan-Afghanistan-Pakistan (TAP) pipeline. India is studying the TAP project, but feasibility reports have been mixed.

Supply and Demand of Petroleum Products (in MMT)

Year	Demand (without meeting gas deficit)	Demand (with meeting gas deficit)	Estimated refining capacity	Estimated crude requirement
1998-1999	91	103	69	69
2001-2002	111	138	129	122
2006-2007	148	179*	167	173
2011-2012	195	195**	184	190
2024-2025	368	368	358	364

* Assuming 15 MMTPA of LNG import by 2007

** Assuming that by 2012

Source: India Hydrocarbon Vision 2025, Ministry of OIL, Gas and Petroleum

Qatar as potential supply source for India

Qatar is the world's third largest producer of the oil and the largest producer of natural gas. More than 85 percent of the export revenues are derived from exports of petroleum products. Qatar has 25.4 billion barrels of proven oil reserves. Qatar was the sixteenth largest crude oil exporter in the world in 2009, and of the 12 Organisation for Petroleum Exporting Countries (OPEC) members, ranked eleventh in crude oil exports. The onshore Dukhan field, located along the west coast of the peninsula, is the country's oldest producing oil field, though it has been surpassed in production volumes by the offshore Al-Shaheen field, which averaged about 300,000 bbl/d in 2009 (Oil and Gas Journal, 1 January 2011).

The State owned Qatar Petroleum (QP) virtually controls the production. The biggest of the oil and gas company in region is Qatar Petroleum which is a state owned unit set up by decree of Emir. It is involved in on shore production in Dukhan field and the offshore Maydan Mahzam and Bul Hanine fields. Rest is being operated by international oil companies that operate on sharing basis via via productions sharing agreements (PSAs). Qatar has three primary export terminals: Umm Said, Halul Island, and Ras Laffan. Ras Laffan is used mainly to export liquefied natural gas. The vast majority of Qatars oil exports are sent to Asian economies. Japan is the single largest importer, though South Korea is also an important export market.

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India's oil and gas needs are met majorly by OPEC countries. In recent year the country is now involved in meeting its import requirement from some other countries like some African countries. Among GCC countries Qatar is now emerging a major supplier in the gulf region. India imported 5.6 million metric tons (MMT) of oil from Qatar in fiscal year 2010-11. In the years ahead, the country's growing energy requirements

Energy Overview

Proven Oil Reserves (January 1, 2011)	15.2 billion barrels
Oil Production (2009)	1,213 thousand barrels per day, of which 830 thousand barrels per day was crude oil.
Oil Consumption (2009)	129 thousand barrels per day
Crude Oil Distillation Capacity (2009)	339 thousand barrels per day
Proven Natural Gas Reserves (January 1, 2011)	890 trillion cubic feet
Natural Gas Production (2009)	3,154 billion cubic feet
Natural Gas Consumption (2009)	745 billion cubic feet
Oil and Gas Industry	
Organisation	Qatar Petroleum - exploration, production, refining and distribution; Qatar Liquefied Gas Company (Qatargas) and Ras Laffan LNG Company (Rasgas) - production and marketing of liquefied natural gas (LNG)
Major Oil/Gas Ports	Umm Said, Ras Laffan
Foreign Company Involvement	Anadarko Petroleum, BP, Chevron, ExxonMobil, Maersk Oil, Marubeni, Mitsui, Occidental Petroleum, Shell, Total
Major Oil Fields	Dukhan, Id al-Sharqi North Dome, Bul Hanine, Maydan Mahzam, al-Shaheen, al-Rayyan, and al-Khaleej
Major Natural Gas Fields	North Field
Major Refineries (capacity, bbl/d)	Umm Said (200,000 bbl/d capacity), Ras Laffan (138,700 bbl/d capacity)

Qatar's Petroleum and Gas Companies

Qatar petroleum (QP)	Exxonmobil Qatar Inc	WOQOD
Shell Qatar	Maersk Oil Qatar Inc	Chevron
Qatargas	Oryx GTL	Occidental Petroleum of Qatar Ltd
RasGas		

larger quantities of LNG, crude oil and LPG are planned to be met with the help of imports from Qatar. Petronet LNG, which gets 7.5 million tons of LNG from Qatar under a long-term supply contract, is seeking 3 million tons of additional super-cooled fuel.

Although a number of Indian companies are already involved in sourcing the supply from Gulf countries the potential role of Qatar in augmenting Indian energy sector is immense. Qatar being one of the richest supply sources in the region. Qatar government unveiled a 20 year investment program that aims increasing the supply through investment in new exploration, facility and infrastructural development. Recently the country completed its LNG infrastructure project. The country's oil production was estimated to grow by more than 2.6 percent in 2010. One of the forecast shows that Qatar will account for more than 3.3 percent of Middle East oil demand and 6.6 percent of supply by 2015.

The Indian oil producing sector is dominated by the Public sector units. Indian Oil Corporation Limited (IOCL) and ONGC plays dominant role in it. Some of the private players like Reliance are also into the exploration and supply of petroleum products. But the number of Indian companies exploiting the opportunities from Qatar is very low. Companies like Petronet are among the few that are already sourcing supply from Qatar. It gets 7.5 million tons of LNG from Qatar under long term supply contract and is seeking additional 3 million tons of super cooled fuel. Qatar, which holds the world's third-largest natural gas reserves after Russia and Iran, has an LNG export capacity of 77 million tons a year. Petronet is in the process of expanding its 10-million-ton-a-year LNG terminal at Dahej in the western state of Gujarat to 15 million tons a year. It is building a 5-million-ton terminal at Kochi in the southern state of Kerala.

While the much talked about India-Pakistan-Iran (IPI) gas pipeline remains in limbo, there has been progress in a proposed deep-sea gas pipeline from Qatar, via Oman, to India. In August state owned utility Gas Authority of India Limited (GAIL), which is keen on sourcing new gas supplies, signed an agreement with the New Delhi-based South Asia Gas Enterprise Pvt Ltd (SAGE), aimed at building a 2,000-kilometer deep-sea gas pipeline from Qatar to Oman and then on to the Indian states of Gujarat or Maharashtra. It expects the Mideast pipeline will be built given the never-ending delays on the IPI line and the ongoing increases in India's gas consumption. And new gas supplies from the Krishna-Godavari (KG) fields on India's east coast would be insufficient to demand. The KG basin is owned by private-sector

giant Reliance Industries, will fill a bit of this demand supply gap, but will be insufficient to meet requirements of the emerging Indian economy expected to reach 300 million cubic meters per day (10.6 Bcf per day) by 2012.

In the first phase, 31 million cubic meters per day (1.1 Bcf per day) could be transported to the Indian west coast from Qatar. Three pipelines are expected to be laid. The deepwater pipelines will traverse the Arabian Sea south of territorial waters and economic exclusion zones of all third party nations. The financial and technical issues are challenging. No pipelines have ever traversed such deep waters. This will draw good investment response from players in India and West Asia.

India's interest in the Mideast pipeline stems from failed efforts in sourcing gas from Iran, Myanmar and Bangladesh. And suspicions between India and China have meant that the prospects of a South Asian oil and gas grid remain slim. The pan-Asian

grid was to connect hydrocarbon extracted in West Asia and Southeast Asia to the main markets in Turkey, India, China, Korea and Japan. Meanwhile, India's efforts to build a 1,400-kilometer Indo-Myanmar gas pipeline have failed, even as China has become the sole buyer of Myanmar gas from its Shwe fields, where ironically, India's largest oil and gas companies, ONGC and GAIL, own large stakes.

The proposed \$7.5 billion IPI pipeline remains stuck for many reasons including America's misgivings about any country doing business with Iran. The pipeline, if constructed, has the potential to deliver 5.3 Bcf per day of gas from southern Iran to Pakistan and India. Though the Iran-Pakistan portion of the pipeline is making some progress, there are reports that Washington is pressuring Islamabad to refrain from the pipeline. Washington has threatened sanctions under the Iran Refined Petroleum Sanctions Act that has the backing of the US Congress.



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A Snapshot of an emerging IT Coopeartion

The year 2011 started on a high note, with the global economy seemingly emerging out of a recession, and with the added promise of optimism and growth. However, as the year progressed, several factors continued to dampen sentiments and growth prospects.

What is striking though, is that despite all the global uncertainties, there was no letup of intensity in global technology spending. Clients continue to look at global sourcing not only as cost saving operations, but increasingly to enhance competitiveness, increase time-to-

market, drive business productivity, impact outcomes, and as centres for rapid innovation. As a result, global sourcing grew twice as fast as global technology spending in 2011.

Indian IT Industry – A Long Road Covered

From \$100 million two decades ago, to \$100 billion today, the industry has witnessed a momentous jump within 20 years. The manner in which the industry has transformed has been phenomenal. From the kind of marquee global customers it is drawing, to the projects

it is delivering, to the talent pool it has built, to the competitive differentiators it has created for itself, the sector has added several dimensions to its success story. Today, the IT-BPO industry is making a deep impact on India, on its economy and its people.

The IT Industry in India is seen more and more as a strategic partner today in specific business areas to drive productivity gains and business outcomes. Factors including domain proficiency, process excellence and scalability are keys to the long term success of companies today and a major differentiator amongst countries. India has been one of the first in adopting these as its value proposition and thereby is emerging as one of the leaders in the global sourcing landscape.

Further, the industry's growing capabilities around transformative services, new business models, flexible product portfolios, verticalised solutions, and services around disruptive elements such as cloud, analytics, social media and enterprise mobility coupled with the industry's continued focus on operational efficiencies and non-linearity, resulted in the growth of India's market share in the global sourcing arena to 58 percent in 2011.

The Indian IT industry has extensively contributed towards a consistent growth of the nation's economy thereby putting India on the global map. Projected to become a \$225 billion industry by the year 2020, the IT-BPO has become one of the significant growth drivers for the economy. In addition to contributing towards the economy, this industry has also positively impacted the lives of many through contribution to the various socio-economic parameters such as employment, standard of living and diversity among others. The industry has played a major role in transforming the country's image to an innovation and entrepreneurship hub; one which offers the best worldclass technology services and solutions. From a rural- and agriculture-based economy India evolved as knowledge-based economy. The efforts of the industry towards the holistic development of the Indian economy and society will continue making a positive impact and changing lives as it has done so far.

The Indian IT-BPO sector achieved a landmark, as it crossed aggregate revenues



of \$D100 billion in FY2012, generating direct employment for over 2.8 million people. The industry currently accounts for almost 25 percent of India's total exports, and 11 percent of total services revenues. The unique India value proposition of competitive costs, large employable talent pool, customer-centric service providers, excellent business infrastructure and consistent government support has ensured continued growth of the sector.

The next phase growth is projected to be different. The global economic environment remains unstable, but despite adverse conditions, the IT-BPO industry will continue its growth path. This is largely due to our ability to embrace change, adopt different business models, and explore new and emerging opportunities as soon as they appear on the global radar. Also, the global IT spending is expected to grow over the next few years, thus opening new avenues for the Indian sector to tap.

Though the IT experts and the managers believe that for India there is technology meltdown with deceleration in global demand. But the emerging market entails new opportunities for the country's IT industry. One such emerging market that entails a good future for the sector is Middle East.

Indian Information Technology in Qatar

Wipro has executed a project for Doha Bank for providing enterprise application integration and security consultancy services. Wipro is presently providing IT consultancy to Qatar Petroleum in their Ras Abu About Development Project. Mahindra Consulting have successfully executed SAP implementation project with Qatar Petroleum and are now involved in the training process for the same. Mahindra Consulting has also been providing SAP technical and functional consulting services to RasGas in areas of logistics management and maintenance management. TCS is executing projects for Qatar Petroleum and Qatar Telecom. Qatar is proposing to set up a smart city and is looking at Indian companies for possible collaboration. NIIT and APTECH are successfully running their IT training institutes in Qatar.

Businesses in Qatar have been modernising their IT systems during the last few years. The major investments were made to increase the Internet presence, improve the distributive networking (networks and intranets) and computerisation of administrative tasks. Q-tel and small web publishing companies were actively involved in promoting web presence in initial few years. However of late it is forecasted for increase in e-commerce activity



Qtel used to be the exclusive telecommunications provider in Qatar and is one of the largest public companies in Qatar with about 2;000 employees

in Qatar. Besides modernisation of the sector, increasing its presence and efficiency are also some other prerogative issues for the sector.

The government of Qatar is extensively using IT and other technologies to become more efficient and cost effective. The GIS program is one example of technology use in the government. The government databases are compatible and are all integrated through a high speed fibre optic network. In 2009 Qatar Telecom (Qtel) announced that broadband Internet speeds had been doubled to 1Mbps from 512Kbps, which is most likely to benefit the whole sector. One estimate show that the IT industry in Qatar is to reach \$550 million by 2014. There were signs of a pick-up in IT services project flow, with new IT projects from large organisations such as Qatar Steel and Qatar National Bank. Increase in government spending, investment and private consumption growth are all expected to trend upwards in 2010, as Qatari real GDP growth reaches a projected 15.2 percent in US dollar terms.

The main policy thrust area for Qatari information and communication technology (ICT) are telecoms liberalisation, improving online government services, e-learning and e-health. The government target is also to help increase utilisation of ICT by small and medium enterprises (SMEs). The government is also implementing a major IT initiative in the healthcare area, namely the development of an integrated national health information platform.

Qtel and Qatar

Until 2006 the industry was almost dominated with the monopoly power of Qtel. But after 2006 its monopoly powers were curtailed as the sector was opened to other players. Still the company plays an important role in Qatar's IT industry. It has also increased its overseas operation largely. In November 2006, The Emir issued Law No 34 of 2006 restructuring the administration of information and communication systems in Qatar and lifting Qtel's monopoly; ictQATAR was announced as the new telecoms regulator.

Qtel (short for Qatar Telecom) used to be the exclusive telecommunications provider in Qatar and is one of the largest public companies in Qatar with about 2;000 employees. It was successfully launched on the Doha Securities Market in 1998 and listed on the London Stock Exchange in 1999, the Bahrain Stock Exchange in 2001 and the Abu Dhabi Securities Market in 2002. Qtel also provides mobile telephone services in Oman via Nawras, a joint venture with TDC and Omani partners. Qtel is the prestige partner of, and official telecommunications provider to, the 15th Asian Games Doha 2006.

In October 2006 Qtel and Korea Telecom signed a memorandum of understanding toward the two telecommunications providers working together in Qatar on infrastructure construction and IT solution delivery for what has been coined 'Ubiquitous Cities' (U-City).

Towards the end of 2007, Qtel announced the launching of a new company named wi-Tribe. wi-tribe, a joint venture between Qatar Telecom (Qtel) and A A Tukri Group of Companies (ATCO) of Saudi Arabia. Through wi-tribe, Qtel plans to launch wireless broadband internet services across Asia and Africa. The first wi-tribe deployment was in Jordan and was launched end of Q2 2008. Further deployments in Pakistan, the largest operation for the group, were launched in July 2009. wi-tribe Philippines was made available on February 2010. In June 2008, Qtel announced its intention to buy a 40 percent share in Indosat for \$1.8 billion from Temasek Holdings.

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