



مركز قطر للمال  
Qatar Financial Centre

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# QFC SUCCESS STORIES

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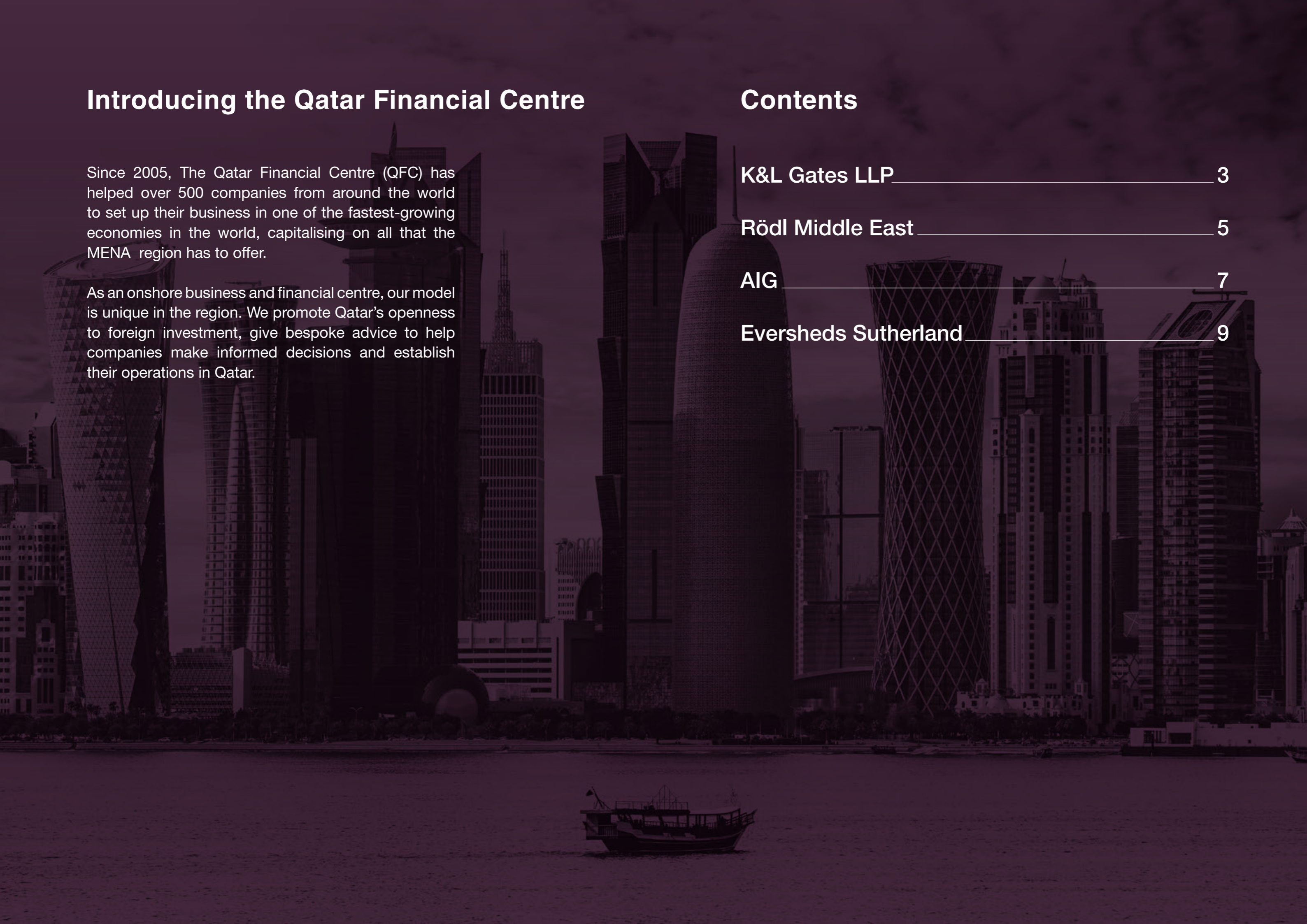
# Introducing the Qatar Financial Centre

Since 2005, The Qatar Financial Centre (QFC) has helped over 500 companies from around the world to set up their business in one of the fastest-growing economies in the world, capitalising on all that the MENA region has to offer.

As an onshore business and financial centre, our model is unique in the region. We promote Qatar's openness to foreign investment, give bespoke advice to help companies make informed decisions and establish their operations in Qatar.

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# K&L Gates LLP

**Est. 1883 (2011 in Qatar)**

**Industry: Legal / Law Practice**

Considered as one of the top 20 law firms in the world, K&L Gates has been established in Qatar since 2011.

*"We determined that the QFC was the best platform to fulfil our business needs due to the exemplary business infrastructure and support that was available to newcomers. We found the licensing process both thorough and reassuring and we were delighted to receive our approvals speedily."*

**Headquarters:**  
**Pittsburgh**  
**Pennsylvania**  
**USA**

**Products:**  
**General Practice,**  
**Commercial Practice**

K&L Gates made the decision to expand their business in the country to complement their regional presence, as well as being impacted by the rapidly growing economy of Qatar; the fastest in the world.

The business has definitely felt the influence of such a beneficial financial environment, as K&L Gates reports a yearly growth of its offices in Qatar.

This internationally renowned firm has been working in the legal industry for over 135 years. Having started with one single office in Seattle, the company now counts 45 locations round the globe.<sup>1</sup>

K&L Gates employs nearly 1800 lawyers, and is acclaimed as a good employer, having won in the past few years a number of awards for its female and family friendly work policies.



**Turnover of:**

**\$1.17**

**Billion USD**



# Rödl Middle East

Est. 1977 (2007 in Qatar)

Industry: Legal / Law Practice / Auditing

Rödl Middle East has been in Qatar for over 10 years and is eager to keep growing alongside the country:

*"Increasingly, we are working with multinational companies who wish to establish a presence in Qatar and we present QFC as a platform for starting their business owing to the QFC's status as a leading financial and business hub with a streamlined start-up process, straight-forward tax regime and comprehensive regulations. As Qatar continues to grow economically, our firm looks forward to reaching new heights in terms of expanding our team of professionals and our service offerings."*

Headquarters:  
**Nürnberg**  
**Bavaria**  
**Germany**

## Products:

Audit,  
Legal,  
Tax,  
Management,  
IT Consulting

In less than 50 years this German law firm has expanded to a global company with a USD 448 million<sup>2</sup> turnover, since its initial opening in Nuremberg, Rödl has expanded its services and is now an approved QFC auditor, licensed consultant, and SSP serving QFC-registered companies.

Presently the company employs over 4,500 people worldwide,<sup>3</sup> and is continuously expanding. In 2018, Rödl opened 3 new offices and another two the year before, bringing the total to 111 locations in 51 countries.<sup>4</sup>



Turnover of:

**\$448**

**Million USD**

2 [www.roedl.com/media/press-releases/roedl-partner-continues-to-grow-2016-international-transaction-interdisciplinary-advisory-expertise](http://www.roedl.com/media/press-releases/roedl-partner-continues-to-grow-2016-international-transaction-interdisciplinary-advisory-expertise)  
3 [www.roedl.com/about-us/facts-figures/](http://www.roedl.com/about-us/facts-figures/)  
4 [www.roedl.com/about-us/locations/](http://www.roedl.com/about-us/locations/)



# AIG

**Est. 1919 (2007 in Qatar)**

**Industry: Financial Services / Insurance**

AIG chose to establish its office in the Qatar Financial Centre in 2007.

*"The Qatar Financial Centre offers a strategic regional location, a transparent legal and regulatory environment, and compelling tax advantages which are considered to be the lowest in the region, providing AIG with excellent infrastructure where we can confidently operate within a regulatory framework that provides certainty of law, and business support for its operations in the country."*

**Headquarters:  
New York City  
New York  
USA**

## **Products:**

**Insurance,  
Property Casualty: Commercial & Consumer,  
Life & Retirement,  
Mortgage Insurance**

Founded in 1919 in Shanghai, China AIG is the world's leading insurance organisation, with more than 80 million customers worldwide - a multinational footprint serving clients in over 200 countries and jurisdictions.<sup>5</sup> Today, AIG member companies provide a wide range of property casualty insurance, life insurance, retirement products, and other financial services to customers.

Generating a yearly turnover of US\$ 49.52 billion in 2017,<sup>6</sup> AIG has been considered to be a stable partner in the insurance world. For nearly one hundred years, their organization has faced and managed complex risks and provided the risk expertise and financial strength that empowers clients. Today, AIG organisation is continuously evolving to better meet their clients' needs.



**Turnover of:**

**\$49.52  
Billion USD**

<sup>5</sup> [www.aig.com/about-us](http://www.aig.com/about-us)  
<sup>6</sup> [www.eversheds-sutherland.com/global/en/who/about-us/index.page](http://www.eversheds-sutherland.com/global/en/who/about-us/index.page)



# Eversheds Sutherland

Est. 1988/1924/2017 (2006 in Qatar)

Industry: Legal / Law Practice

Eversheds was the first international law firm licensed by the QFC.

*"We chose to become QFC licensed because it allowed us the flexibility to implement a corporate structure similar to that used in other jurisdictions whilst at the same time allowing us to access the Qatari market. Our experience is that set up in the QFC is an efficient and straightforward process and we continue to recommend the QFC as a platform to our clients looking to set up in Qatar."*

Headquarters:  
**London**  
**England**  
**United Kingdom**

**Products:**  
General Practice,  
Commercial Practice

After Eversheds merged with Sutherland Asbill & Brennan in 2017, it still continues to use the QFC services. Eversheds Sutherland represents the combination of two firms with a shared culture and commitment to client service excellence. They have created a coalition that gives a job to 4000+ people<sup>7</sup> around the world and continues to deliver excellent customer service, which enables them to generate

a turnover of US\$1.03 billion<sup>8</sup> in its first financial results since its transatlantic tie-up in 2017. The company provides legal advice of the highest quality whether they are operating within the country or across borders from their offices in Africa, Asia, Europe, the Middle East and the United States. Being QFC licensed has been one of the key drivers behind their success in Qatar.



Turnover of:

**\$1.03**  
**Billion USD**

7 [www.eversheds-sutherland.com/global/en/who/about-us/index.page](http://www.eversheds-sutherland.com/global/en/who/about-us/index.page)

8 [www.legalweek.com/sites/legalweek/2018/02/01/eversheds-sutherland-breaks-1bn-mark-in-first-financial-results-since-transatlantic-tie-up/](http://www.legalweek.com/sites/legalweek/2018/02/01/eversheds-sutherland-breaks-1bn-mark-in-first-financial-results-since-transatlantic-tie-up/)



# **ARE YOU CONSIDERING SETTING UP OR EXPANDING YOUR BUSINESS IN QATAR?**

Find out how you can grow your organisation into one of the most stable economies in the world by speaking to one of QFC's dedicated relationship managers today.