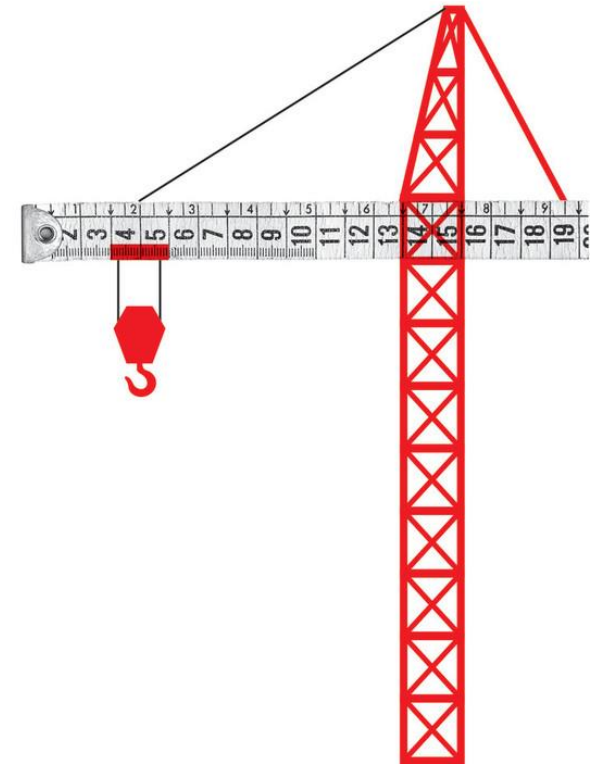


Qatar's new PPP law: what does it all mean?

15 June 2020

Dani Kabbani
Managing Partner, Qatar



We will cover:

1. A PPP law for Qatar: is it needed?
2. How is a PPP project defined?
3. How is a PPP project initiated?
4. Announcement and Tender
5. How does the private sector bid?
6. Tender process
7. Particular points to consider

1. Is a PPP law needed?

- Not all countries have a PPP law
- Ongoing projects and the Tenders Law
- Past projects
- Then why?



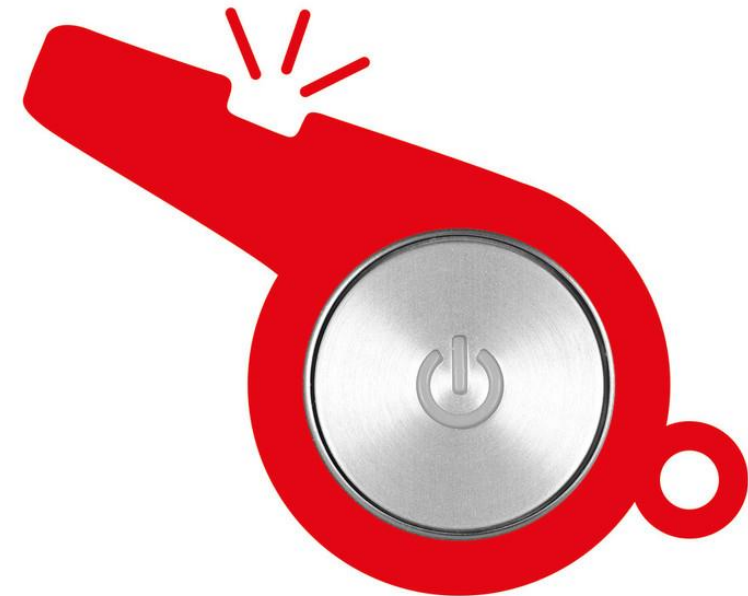
2. How is a PPP project defined?

- A project between a public and a private entity
- Who is considered a public entity?
- Who is considered a private entity?
- What are the PPP models?



3. How is a PPP project initiated?

- Who can initiate a PPP project: public or private sector?
- What is the role of the MOCI and the Minister of Commerce and Industry?
- What is a project concept report?
- A committee for each project?
- What is a “Project Business Case”?



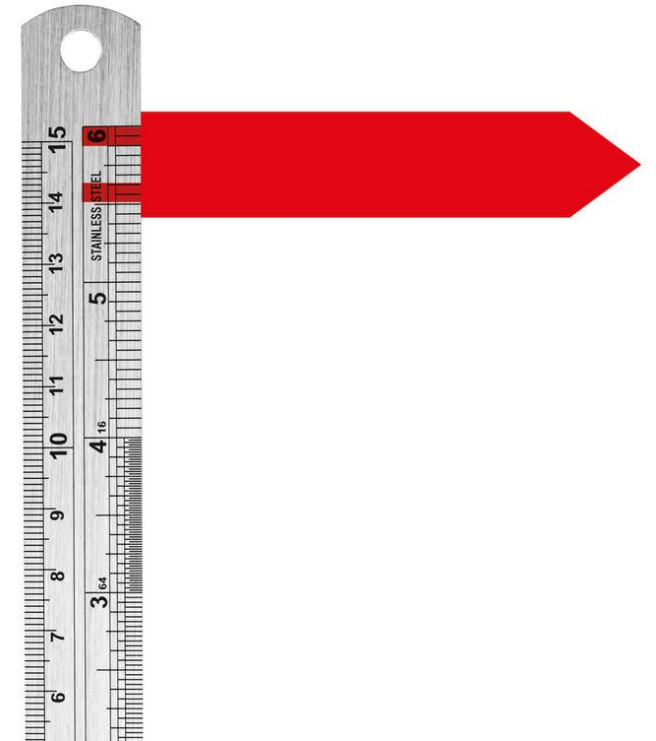
4. Announcement and Tender

- How will an approved project be announced?
- What are the tenders methods to be used?
- Who prepares the tender documents?
- What do the tender documents include?



5. How does the private sector bid?

- Directly or through a consortium
- Multiple bids allowed?
- Do I need to partner with the Contracting Authority?
- Do I have to establish a new company?
- Can the Project Company charge fees to end users?
- Can the Project Company own the assets?



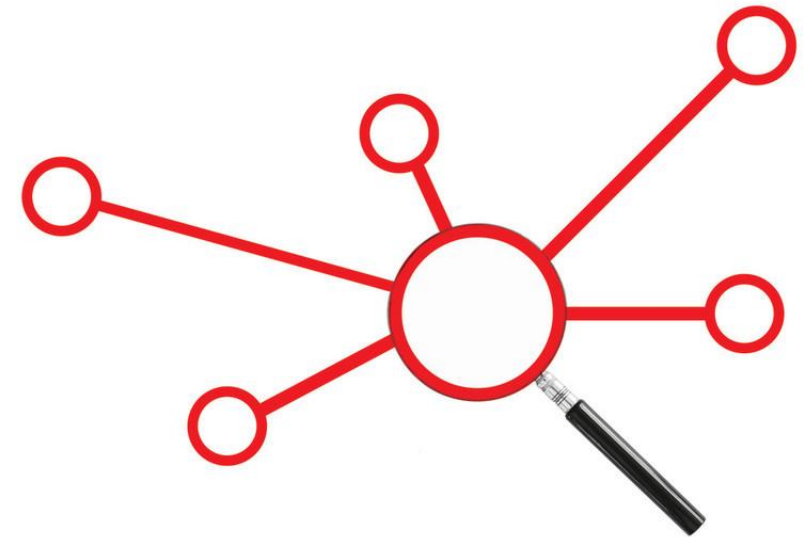
6. Tender process

- EOI and prequalification
- Selection process principles
- Cancellation of tenders
- Compensation for costs?
- Announcement of successful bidder
- Contents of partnership contract



7. Particular points to consider

- Duration of a PPP agreement – **30 years** or longer?
- Provision of security to the lenders
- Local vs international lenders
- Fully owned foreign companies or local partners?
- Obligations on Project Company
- Tenders law still applies?
- Applicable law and dispute resolution clauses
- Is the law in effect and if not when will it come into effect?



Dani Kabbani

Managing Partner, Qatar

T: +974 4402 5911

M: +974 5552 4295

danikabbani@eversheds-sutherland.com

eversheds-sutherland.com

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