Boeing in Qatar

Boeing’s relationship with the Middle East goes back more than 65 years, when U.S. President Franklin D. Roosevelt presented a DC-3 Dakota to King Abdulaziz Al-Saud of Saudi Arabia in 1945.

Today, the region is one of the world’s fastest growing commercial airplane markets, and its countries’ defense needs are rapidly expanding. Boeing values its relationships and partnerships in the region and is committed to building on those relationships for mutual benefit into the future.

Boeing airplanes form a key element of Qatar Airways expansion plans, as passengers are able to board a Boeing 777 bound for São Paulo, Brazil, at breakfast time in Qatar and disembark in another continent in time for dinner.

Boeing Defense, Space & Security products have also made their mark; in 2010, Qatar’s national carrier’s colors were seen in a very different context, when the Qatar Emiri Air Force used its Boeing C-17 Globemaster IIIs to airlift several tons of much-needed humanitarian aid to Haiti and Chile in response to disastrous earthquakes in both countries.

In December 2010, Boeing solidified its relationship with Qatar when it established its first office in the country. Operations at the new Boeing office in Doha include the Defense, Space & Security business, Boeing Commercial Airplanes business, and other support services that have significantly enhanced the level and quality of service that the company provides to its customers in Qatar.

This office is an important commitment to Doha, to the Qatari government and to Boeing customers in the immediate region. It enables Boeing to maintain the in-person contact to further enhance its close working relationship with Qatar as part of the overall strategy to build long-term partnerships with customers.

Boeing Commercial Airplanes

When Qatar Airways ordered 22 Boeing 777s of various types in May 2006, it marked the start of a new relationship between Boeing and the State of Qatar. Less than one year later, and even before it took delivery of its first airplane, Qatar Airways placed a landmark order for 30 of the game-changing Boeing 787 Dreamliner airplanes.

Qatar Airways was the first airline in the Middle East to take delivery of the 787 and in a span of three years, Qatar Airways received its 25th Dreamliner on Nov. 4, 2015.
Qatar Airways currently has a fast-growing fleet of Boeing airplanes, with a backlog of 81 more aircraft on order that includes 60 777Xs. The Boeing 777 has been given the coveted “flagship” status in the Qatar Airways fleet. Fittingly, the airline’s 100th airplane was a Boeing 777-200LR, which was delivered in September 2011.

Boeing has forecast that the Middle East will require 3,180 new airplanes, worth an estimated $730 billion, over a 20-year period from 2015 to 2034. Forty-four percent of these are expected to be single aisle, while 28 percent are expected to be medium widebody, 18 percent small widebody, and 9 percent large widebody.

**Boeing Defense, Space & Security**

In 2008, Boeing’s relationship with Qatar was further cemented with an order for two C-17s and associated equipment and services to provide new strategic- airlift mobility capabilities for the country’s armed forces. This made Qatar the first nation in the Middle East to order the advanced airlifter.

Two additional C-17s were delivered in 2012. Since their delivery in 2009, the Qatar Emiri Air Force’s C-17s have become a familiar sight in disaster-stricken countries; in many ways, they symbolize the wholehearted generosity of Qatar and its people that crosses borders and continents. Qatar added four additional C-17s to its fleet when it announced the purchase at the Paris Air Show in June 2015.

In early 2014, Qatar and Boeing partnered again on a deal that included the delivery of 24 AH-64E Apache attack helicopters and three Boeing 737 Airborne Early Warning and Control (AEW&C) aircraft.

Boeing continues to work closely with different authorities in Qatar to determine how the company can best meet its future military requirements.

**Boeing Capital Corporation**

As a wholly owned Boeing subsidiary, Boeing Capital Corporation creates financing solutions for customers purchasing the company’s commercial airplane and defense products. As the company’s investment bank, it works closely with third-party financing sources that provide nearly all of the financing support required by Boeing customers. Boeing Capital also manages the company’s $6 billion portfolio of approximately 325 aircraft, many of them newer, fuel-efficient jetliners.

Boeing Capital is continually strengthening its presence in the region, which is recognized as a high-growth area for commercial aviation with increasing demand for aviation financing. It regularly organizes events in the Middle East that are designed to engage the region’s finance community. Since 2006, it has
hosted annual airline planning seminars for financiers in the Middle East, and its Middle East financiers and investors conference has become an annual event.

Boeing Capital is currently exploring opportunities for Islamic finance in the aviation sector and the possibility of including aircraft finance in the Islamic Sukuk, or bond, market, in which an aircraft finance portfolio would be secured by an instrument known as the enhanced equipment trust certificate.

**Academic Partnerships**

Boeing has formed a number of strong relationships with leading regional entities over the course of its time in the Middle East.

The company has supported various education and training programs and initiatives in Qatar. Examples include the Boeing Lecture Series, aimed at the local aerospace industry’s next-generation leaders and students, which saw senior Boeing executives, and even a former astronaut, deliver lectures and seminars.

Boeing has also sponsored Qatari participants at the Boeing Educators to Space Camp program and has organized its airline planning seminar in the country. In 2013, Boeing announced a joint research project with the Qatar Computing Research Institute (QCRI) to examine ways to better recognize patterns, correlations and anomalies in data produced by aerospace systems.

Boeing also hosted a Qatari from the Qatar Civil Aviation Authority to attend the 2011 Space Camp program at the U.S. Space & Rocket Center in Huntsville, Alabama. This space camp teaches instructors how to integrate math and science into education curriculums and make the learning experience fun.

In 2011, Boeing supported an initiative that brought together the Qatar Foundation and the Museum of Flight, a Seattle museum, to host educational aviation activities to teach children the basics of flight. In January 2012, the Museum of Flight was able to host the very first aviation educational outreach activities for local youth at the Al Khor General Aviation Air Show Fly-In event. The Museum of Flight also managed an activity to teach the children how to make simple robots.

Boeing sponsored the participation of two Qatari women for the 2011 annual Society of Women conference in Chicago. One participant was a Qatar Airways employee working on aircraft maintenance, and the other was a senior engineering student at Texas A&M.

Most recently, in March 2015, building on the overwhelming success of last year’s inaugural symposium, Boeing once again partnered with QCRI to cohost the Machine Learning and Data Analytics Symposium (MLDAS) in Doha. The symposium, which ran for two days, focused on various applications, recent
advances and new solutions in the fields of machine learning and data analytics. The symposium brought together some of the world’s top researchers and practitioners in machine learning and data analytics, which are two of the fastest growing areas of computer and data sciences.

Through its partnership with INJAZ, Boeing has helped to promote business acumen among young Qatari entrepreneurs through the Start-up program, which aims to inspire a culture of entrepreneurship and business innovation.

**Global Corporate Citizenship**

Global Corporate Citizenship (GCC) connects Boeing to community engagement through a portfolio of charitable and business investments and support.

Education is one of five focus areas where Boeing partners with community organizations around the globe to help provide high-quality programs and opportunities for educational professionals as well as children and their families.

Boeing has been actively pursuing opportunities in Qatar. Since 2009, Boeing partnered with INJAZ Qatar to address the soft-skills gap faced by many Arab youth. The INJAZ flagship program, Start-up, helps prepare students with great business ideas to become entrepreneurs.

Boeing also sponsored a program called “Early Start” for 2010–11 that was designed to assist parents, teachers and caregivers in becoming proficient teachers and innovators in their young children lives to maximize the children’s potential and development before formal education begins.

Additionally, Boeing launched a teacher-training course through the Arab Youth Venture Foundation that was executed in 2012 to help 75 Qatari teachers make math and science fun using a NASA curriculum.

In May 2015, a group of teachers chosen by the Qatar Supreme Education Council were trained by staff from the Museum of Flight on lessons to take back to the classroom about the science of aviation — from the principles of flight to the properties of air. Teachers then had the opportunity to build a variety of flying machines to test out these principles.

The initiative on the science behind aviation was one aspect of a week-long series of educational events organized by Boeing and the Museum of Flight. Museum staff also hosted aviation-themed activities and hands-on demonstrations for students at both the Qatar Scientific Club and Qatar Academy. A large group of Qatari students participated in an airplane design course to explore the aerodynamics of wing design; a “Suited for Space”
challenge to build and test small space suits to protect objects in a vacuum chamber; and the “Robot Garage” program to learn the basic engineering ideas behind robotics.

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