Boeing in Qatar

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

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 (QEAF) used its Boeing C-17 Globemaster IIIIs 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 Boeing office in Doha include the Defense, Space & Security business, 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. It enables Boeing to maintain 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 and with the community.

Boeing Commercial Airplanes

When Qatar Airways ordered 22 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 787 Dreamliner airplanes.

Qatar Airways was the first airline in the Middle East to receive a 787, and it has now taken delivery of all 30 Dreamliners ordered. In 2014, Qatar Airways finalized its order of 60 777Xs, for which it is a launch customer.

In October 2016, Qatar Airways announced another significant order for 30 787-9 Dreamliners and 10 777-300ERs, once again validating the value, reliability and performance of Boeing’s twin-aisle airplanes. In addition, Qatar Airways also signed a Letter of Intent for up to 60 737 MAX 8s.

In September 2017, Qatar Airways ordered two 747-8 Freighters and four 777-300ERs, adding to its fleet of nearly 100 Boeing aircraft.

Currently, Qatar Airways has a backlog of more than 100 Boeing airplanes.
Boeing forecasts the Middle East will require 3,310 new airplanes, worth an estimated $770 billion, over a 20-year period from 2016 to 2035. While about 45 percent of that demand will be for single-aisle airplanes, 53 percent will be for small, medium and large widebody airplanes, and the remaining 2 percent are demand for regional jets.

**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 first delivery in 2009, the QEAF’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, reaching eight aircraft in total.

In early 2014, Qatar and Boeing partnered again on a program that will result in the delivery of 24 AH-64E Apache attack helicopters starting in late 2019.

In September 2016, Qatar and Boeing concluded an agreement on a two-year program to provide QEAF Apache recruits with technical English language training for both pilots and maintenance workers.

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 $3.5 billion portfolio of commercial jetliners.

Boeing Capital is continually strengthening its presence in the Middle East 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, Boeing Capital has hosted annual airline planning seminars for financiers in the Middle East, and its Middle East aircraft financier and investor conference has become an annual event.
In 2015, Boeing Capital appointed Ahsen Rajput to the position of deputy managing director for the Middle East, Africa and South Asia region. Rajput is based in Abu Dhabi and is Boeing Capital’s first local hire in the region.

Boeing Capital is continuing to explore 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. Lectures and seminars include some given by Boeing senior executives and even a former astronaut.

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. Building on that research, each year, Boeing and QCRI host a symposium focused on data analytics and machine learning. The symposium brings 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.

Boeing also hosted an educator from the Qatar Civil Aviation Authority to attend the 2011 Space Camp program at the U.S. Space and Rocket Center in Huntsville, Ala. 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, located in Seattle, Wash., to host educational aviation activities that taught children the basics of flight. In January 2012, the Museum of Flight was invited to host the very first aviation educational outreach activities for local youth at the Al Khor Airfield Fly-In event in Qatar. The Museum of Flight also managed an activity to teach 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 University Qatar.

In January 2016, Boeing agreed to support Carnegie Mellon University Qatar with its computer science outreach program. The program creates hands-on workshops focused on encouraging young Qataris to study computer science. A few months later,
Boeing announced that it would participate with the College of Engineering at Qatar University to help engineering students build an unmanned aerial vehicle (UAV) that could be used for air-quality monitoring.

Boeing is also working to welcome university students and fresh graduates from Qatar to Boeing’s International Business Intern program. The annual program allows students to spend six months working in the United States at the Commercial Airplanes facility in Renton, Wash.

**Global Corporate Citizenship**

Global Corporate Citizenship connects Boeing to community engagement through a portfolio of charitable and business investments and support. Boeing works with nonprofit partners to address Qatar’s community needs.

Every year starting in 2009, Boeing has partnered with Injaz Qatar to address the soft-skills gap faced by many Arab youth. For the last four years, Boeing has been investing in the Start-Up program, which helps prepare students with great business ideas to become entrepreneurs. In 2016, Boeing sponsored the ninth annual Injaz Qatar Company Programme, a competition in which Qatari youth set up, develop and run their own businesses with the help of mentors.

Boeing sponsored a program called Early Start in 2010 designed to assist parents, teachers and caregivers in becoming proficient teachers and innovators in young children’s lives to maximize the children’s potential and development before formal education begins.

In 2012, Boeing launched a teacher-training course through the Arab Youth Venture Foundation to help 75 Qatari teachers make math and science fun using a curriculum from the National Aeronautics and Space Administration (NASA).

From 2013 to 2015, Boeing partnered with Silatech, a Qatari-based foundation that is helping to create jobs in the Arab world, addressing the employability needs in Iraq.

In May 2015, a group of teachers chosen by the Qatar Supreme Education Council was trained by staff from the Museum of Flight in Seattle, Wash., 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 several programs: an airplane design course exploring 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 concepts behind robotics.

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