

Special Edition:
JAPAN



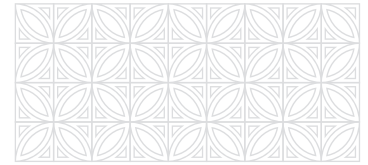
Japanese – Qatari relations: A partnership keeps growing before, during and after the crisis

Qatar Airways always serves to deepen the connection between the strategic partners

Overview of bilateral relations between Qatar and Japan	2
Qatar-Japan: Navigating the Global Covid-19 Pandemic Together	3
Broad range of cooperation between Qatar and Japan.....	5
Aviation relations between Qatar and Japan	6
Qatar Airways enhances Japanese tourism.....	7
Tourism: Japan. Endless Discovery	8
Comparison of entitlements of Gulf Carriers	9
No Borders, Only Horizons.....	10



OVERVIEW OF BILATERAL RELATIONS BETWEEN QATAR AND JAPAN



Japan: a strategic partner of Qatar

The state of Qatar and Japan have nurtured amicable bilateral relations since 1972. The investment for liquefied natural gas (LNG) by Chubu Electric Power in 1980s boosted the bilateral relations, and paved the way for Qatar – Japan strategic and enduring partnership.

Qatar and Japan declared establishment of the Strategic Dialogue between the two States during a visit of H.H. Amir of the State of Qatar to Japan in January 2019.

Economic relations between Qatar and Japan¹



48 years

Qatar and Japan celebrated 48 years of diplomatic relations in 2020.



\$16 billion

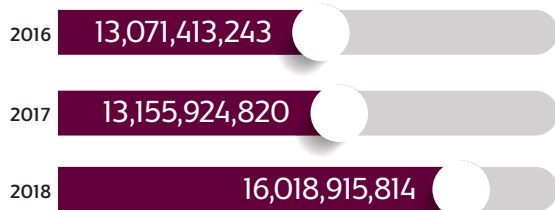
Japan is the Qatar's largest trading partner with a total trade volume between Qatar and Japan of USD 16bn in 2018.



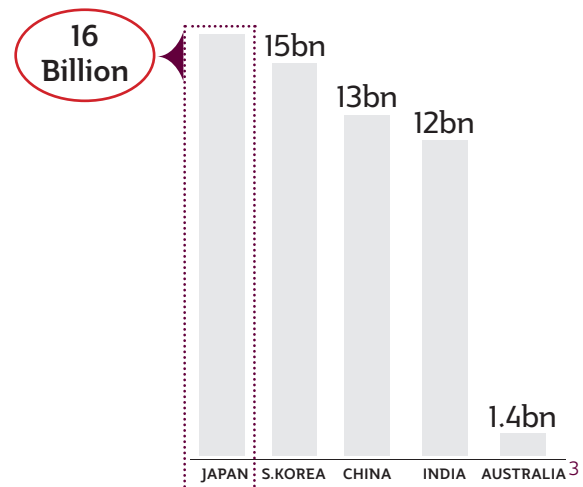
CHUBU Electric Power

Chubu Electric Power Co., the Japanese company was the very first investor and customer of Qatari LNG in 1997.

Volume of trade between Qatar and Japan²



Qatar trade between other countries in 2018

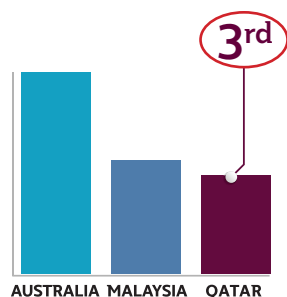


Qatar and Japan enjoy deep-rooted economic and trade cooperation relations.

Japan's major fossil fuels partners⁴

Japan's top 3 Crude oil supplier

Japan's top 3 Natural gas supplier



Qatar is ranked 3rd as a reliable supplier of both crude oil and natural gas for Japan



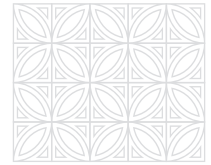
There is much more room for Japan and Qatar to expand relations in different fields. Qatar aims to have a more diversified economy by 2030 and I see a lot of potential for more private sector collaborations”

H.E. Seiichi Otsuka, the Ambassador of Japan to the State of Qatar (2016 - 2019)

Source: ¹ Qatar Chamber, ² UN Comtrade, ³ Australian Trade & Investment Commission, ⁴ Agency for natural resources and energy of Japan



QATAR - JAPAN: NAVIGATING THE GLOBAL COVID-19 PANDEMIC TOGETHER



Qatar Airways and Japan

While many airlines suspended operations during this crisis, Qatar Airways maintained the daily operations to Narita International Airport and a core network of at least 30 destinations at the peak of the travel restrictions, to provide connectivity to Japanese nationals and residents of Japan.

19,506 passengers flew from various points to Japan on Qatar Airways' flights to Japan since February until October 2020 while Japanese nationals and residents of Japan faced difficulties to get home due to suspension of passenger services to Japan by numerous airlines.



A reliable transportation provider for Japan

Qatar Airways was able to continue with its seven weekly scheduled flights and carried passenger to/from Japan.



Since the beginning of the COVID-19 crisis, more passengers have chosen to fly with Qatar Airways than any other airline:

 **4.4**
million passengers

Qatar Airways contributed to get people home during the pandemic. 4.4 million people in total flew with us to be with their family and beloved people.

Minister for Foreign Affairs of Japan requested for Qatar Airways' continuous operations to Japan

H.E. Mr. Motegi, Minister for Foreign Affairs of Japan requested for Qatar Airways' continuous operations to Tokyo during a phone conference with his counterpart, H.E. Sheikh Mohammed Al-Thani, Deputy Prime Minister and Foreign Minister of the State of Qatar on 6 April 2020.

As the only carrier in the Middle East to maintain operations to Japan at the time of the phone conference, the Minister highlighted the significance of Qatar Airways' operation for Japanese nationals overseas to be repatriated.

A senior official described Qatar Airways as "lifeline" of repatriation for Japanese nationals.

Enhanced safety precautions

Qatar Airways enhanced its onboard safety measures for passengers and cabin crew during the COVID-19 pandemic.

Qatar Airways implements the highest standards of health and safety. Its aircraft are regularly disinfected using cleaning products recommended by the International Air Transport Association (IATA) and the World Health Organization (WHO).

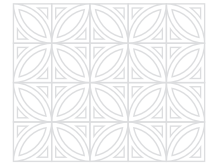


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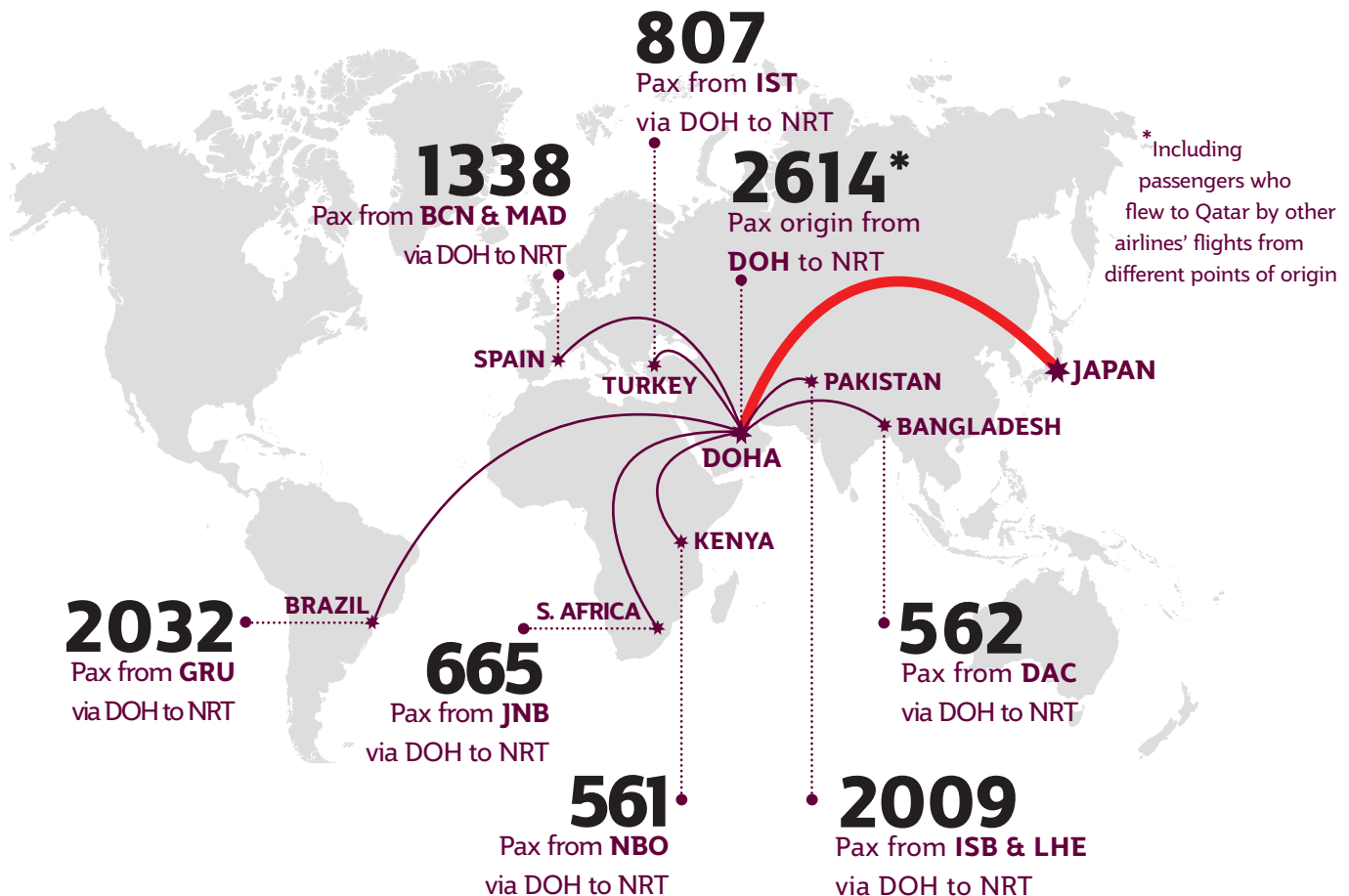


QATAR - JAPAN: NAVIGATING THE GLOBAL COVID-19 PANDEMIC TOGETHER



Getting passengers home – Humanitarian air services

The travel restrictions all over the world have left Japanese nationals and residents stranded. Qatar Airways has contributed to get people home, by maintaining the network of scheduled operations and chartered flights, even from distant points where other airlines do not offer connectivity.



Transportation of the essential goods

While movement of passengers is restricted, demand for essential goods remains and has to be met.

The amount of the transported goods to/from Japan by Qatar Airways reached more than 20,000 KGs from 1st of February to 1st of October 2020.

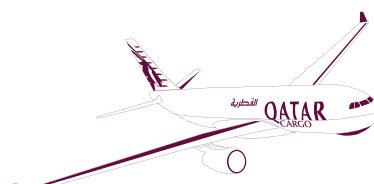
Qatar Airways has contributed to a stable supply of necessary goods to the Japanese market, and has provided support to the industries Japan in export products to the world by maintaining both passenger/combination and all-cargo services to Japan during the outbreak.

Cargo Movements in KGs

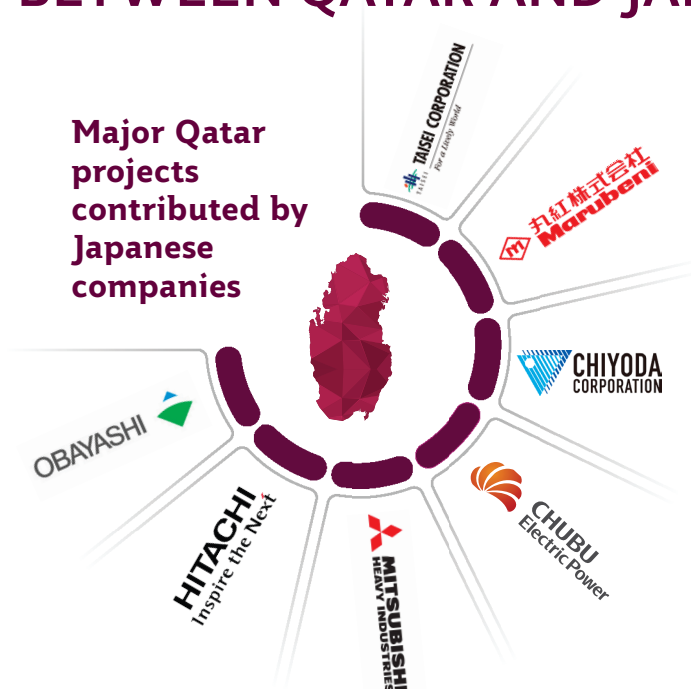
	HND	KIX	NGO	NRT
Import	915,230	8,766,002	77,140	5,324,881
Export	561,504	1,387,058	64,756	3,564,367
Total	1,476,734	10,153,059	141,896	8,889,249

TOTAL IMPORT & EXPORT (KGS)

20,660,938



BROAD RANGE OF COOPERATION BETWEEN QATAR AND JAPAN



- Qatargas, RasGas expansion: Chiyoda
- Pearl GTL: JGC, Chiyoda, Toyo Engineering
- Hamad International Airport: Taisei (Main terminal building), Takenaka (Amiri terminal building), Chiyoda, Toyo Engineering
- Ras Laffan-C IWPP: Mitsui
- Mesaeide A IPP: Marubeni
- Doha Metro: Mitsubishi Heavy Industries, Mitsubishi Corporation, Hitachi, Kinkisharyo, Fujita
- Msheireb Project: Obayashi Corporation

Source: Embassy of Japan in Qatar

Aid for victims of the earthquake and the tsunami in 2011



Immediately after the catastrophic earthquake and the tsunami on 11 March 2011, H.H. Sheikh Hamad Bin Khalifa Al-Thani, Father Emir of the State of Qatar, announced a US\$100 million gift to Japan, to assist relief efforts and accelerate the recovery of victims.

Qatar Friendship Fund, established to support Japan after the earthquake in 2011, has been contributing to strengthen the bilateral relations between Qatar and Japan through aid to health care, education and supports to entrepreneurs and fishermen.

Maskar, the facility for fisheries built with the aid of Qatar Friendship Fund in Onagawa City, Miyagi Prefecture heavily damaged by the earthquake, has been symbol of the city's economic revival. A documentary film "Sanma and Qatar" depicted reconstruction of Onagawa and recovery of the people's life there with the support by Qatar.



The State of Qatar is proud of the ideal partnership which got the two countries together, since nearly half century, and built up foundations of a steady friendship and a fruitful cooperation in different fields"

H.H. Sheikh Tamim bin Hamad Al Thani, the Amir of the State of Qatar
(tweeted on the occasion of enthronement of H.M. Naruhito, Emperor of Japan in 2019)



AVIATION RELATIONS BETWEEN QATAR AND JAPAN



22 years
15 years

of Qatar-Japan aviation relationship

of continuous operations to Japan by Qatar Airways

Qatar Airways operation timeline

- **Narita Airport, Tokyo** (Since 26 April 2010)
- **Haneda Airport, Tokyo** (Since June 2014)
- **Kansai Airport, Osaka** (Since 2005, to be resumed)

The State of Qatar and Japan have signed an Air Services Agreement and 4 Records of Discussions in 1996, 2003, 2008 and 2012 to develop the aviation relations between the two friendly countries.

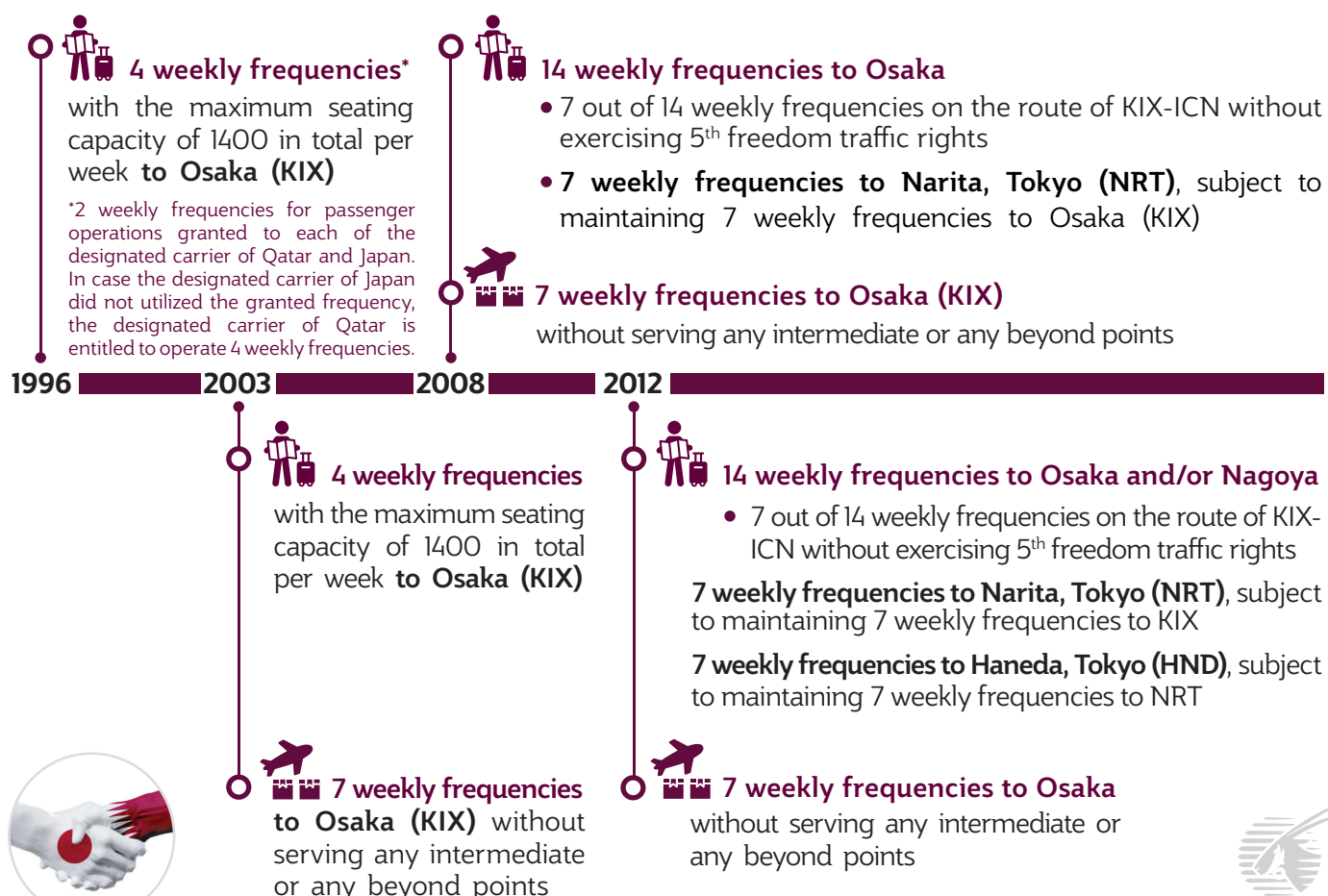
Despite these continuous efforts, Qatar Airways' entitlements for passenger/combination services remain restricted to 4 points in Japan with limited frequencies.



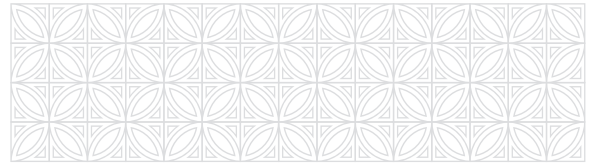
In order to benefit from the economic growth in Asia and other regions and to keep pace with the global trend of liberalized civil aviation policies, we promote open-skies policies including airports in Tokyo strategically. We have concluded open skies agreements with 33 countries and areas as of March 2019.”

White Paper on Land, Infrastructure, Transport and Tourism in Japan, 2019

Timeline of traffic entitlements



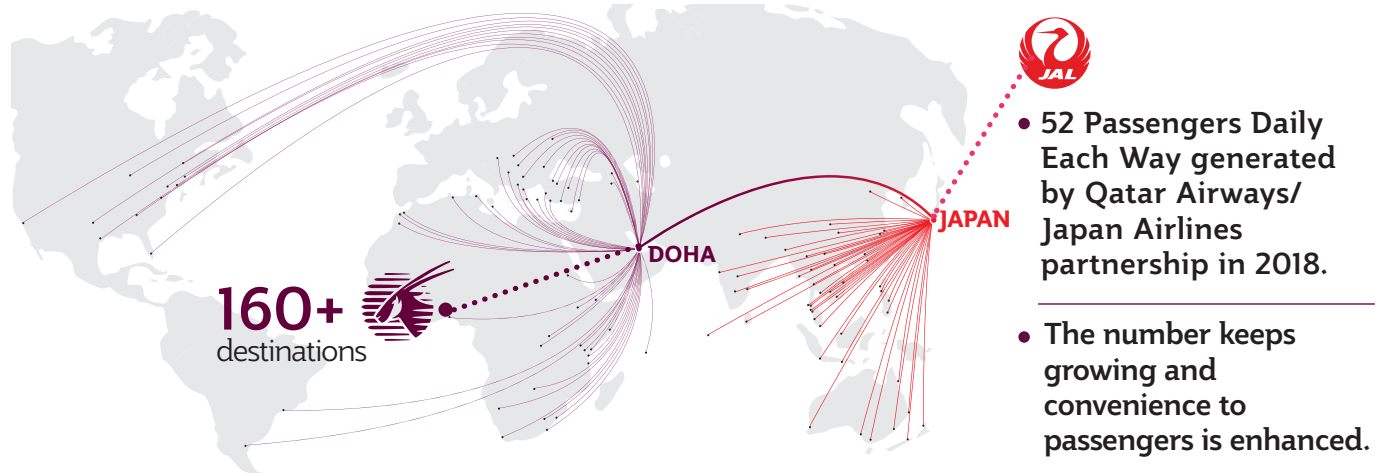
QATAR AIRWAYS ENHANCES JAPANESE TOURISM



Qatar Airways worldwide network and partnership with Japan Airlines

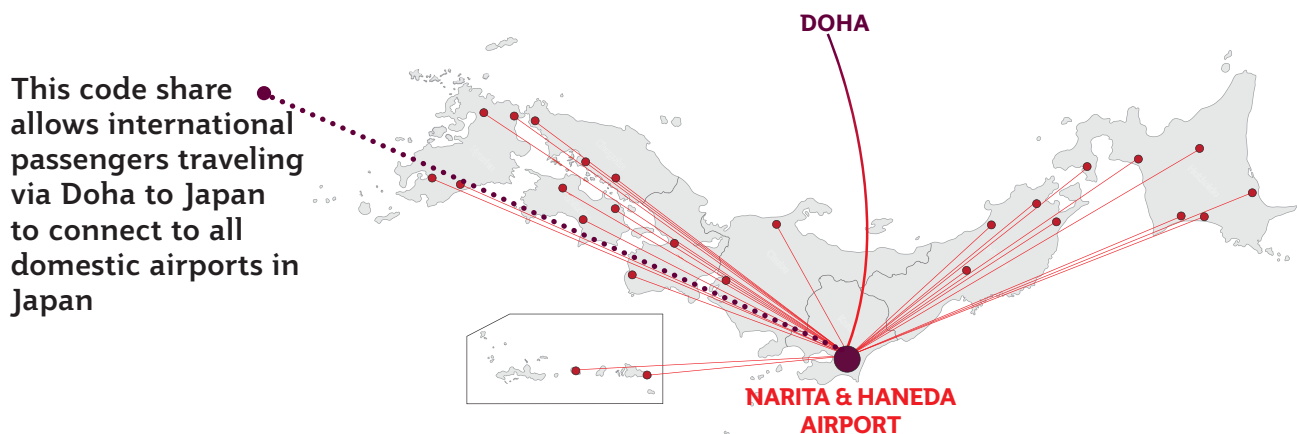
• Japan Airlines codes on QR flights

Qatar Airways' wide network supports Japan Airlines passengers travel worldwide.



• QR codes on Japan Airlines flights

Qatar Airways codes on Japan Airlines' domestic flights enhances convenience of Japanese passengers to have access to the world, and inbound tourists to visit all over Japan.



More convenience for Japanese travelers and visitors to Japan

The current bilateral framework restricts Qatar Airways operations to Haneda Airport to late night and early morning. Since 2013 Qatar Airways has reiterated requests for timeslots at Haneda Airport during daytime to allow its passengers to fully utilize the potential of Haneda Airport as a hub of the domestic flights.

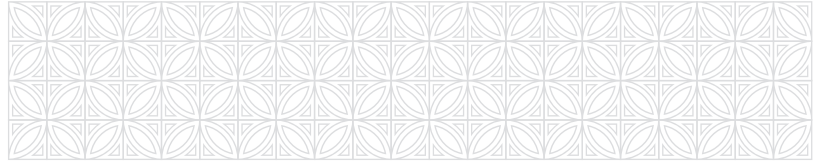
Qatar Airways recognition of the world-class service



- **Best Airline in the Middle East** (2019, 2018, 2017, 2015, 2014, 2012, 2011 and 2010)
- **World's Best First Class Airline Lounge** (2018, 2017 and 2011)
- **World's Best Business Class** (2019, 2018, 2017, 2016, 2014, 2013, and 2010)



TOURISM: JAPAN. ENDLESS DISCOVERY



Tourism in the Japanese economy

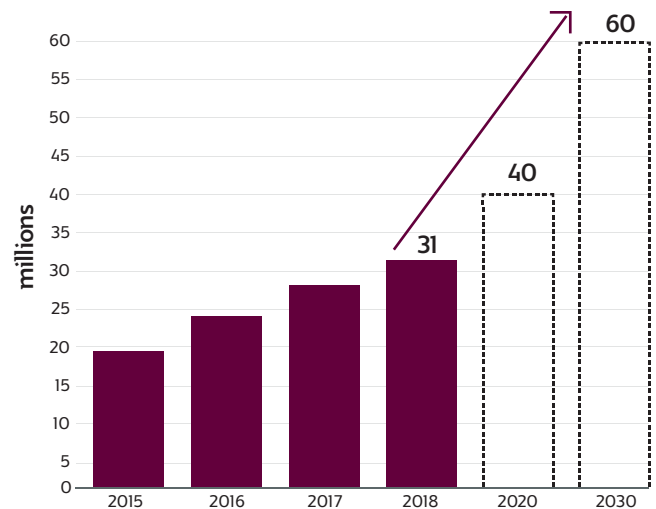


As both the number of visitors to Japan and consumption by tourists are growing rapidly, inbound tourism is deemed as one of the most important drivers to strengthen Japan's economy.

 **\$41.5** billion contribution in 2018 by tourists in Japan and is a record high and becoming increasingly important for Japanese economy

Japan aims to promote inbound tourism with targets of 40 million travelers in 2020 and 60 million in 2030 (up from 31 million in 2018). While it welcomes tourists mainly from Asia, it is necessary to attract tourists from all over the world for continuous growth of the tourism.

Considering that the average amount of consumption by tourists from European countries is bigger than that of tourists from other regions in general, Qatar Airways has more potential to contribute to the economy of Japan by promoting inbound tourism through connecting the West and the East furthermore.



■ Tourism arrivals Projected tourism arrival

Source: Nippon.com based on data from the Japan National Tourism Organization, white paper on tourism in Japan 2018

Qatar Airways operations to Osaka will connect Kansai region to the world

Kansai was the political, economic and historical center of Japan for more than 1000 years. Historical sites in Kyoto and Nara in Kansai, the two former capital cities of Japan, will attract more tourists from all over the world through Qatar Airways' extensive network with convenience enhanced by synergy of the operations to Kansai, Narita and Haneda.





COMPARISON OF ENTITLEMENTS OF GULF CARRIERS

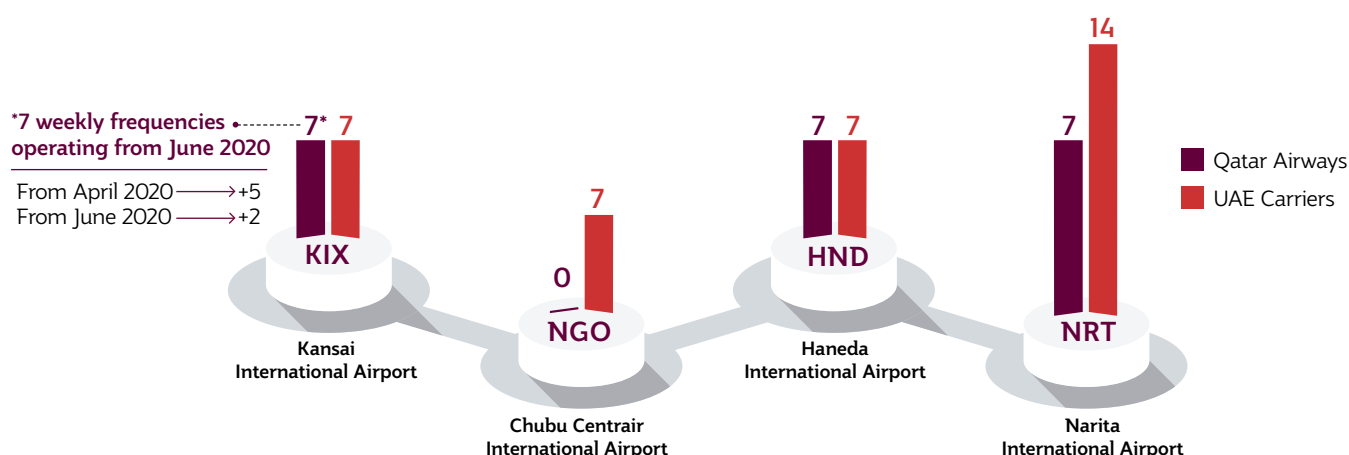
Unbalanced operational environment for Qatar Airways

Even after resumption of Qatar Airways' operations to Kansai International Airport in Osaka, the designated carriers of UAE operate 14 more passenger/combination weekly frequencies to the Japan market than Qatar Airways.

UAE's carriers are operating 2.5 times more than that of Qatar



Comparison of destination cities for both UAE carriers and Qatar Airways in Japan



Seats provided in 2018

Capacity of the UAE carriers' operation is more than 3 times bigger than that of the Qatari carrier.



Qatar Airways still lags behind Main Gulf competitors

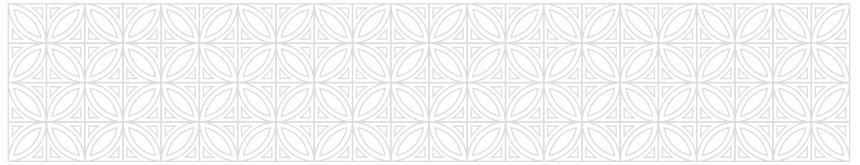
UAE carriers' seat capacity operated to the Japan market is 3 times bigger than Qatar Airways' capacity. This imbalance distorts the market, allowing UAE carriers to develop a dominant position.

Seats provided from 31 March 2018 to 30 March 2019

Source: ANA Strategic Research Institute



NO BORDERS, ONLY HORIZONS



On 5 June 2017, Qatar Airways ceased being just a commercial airline and overnight became the only humanitarian bridge connecting the State of Qatar to the world.

Qatar's only land bridge and lifeline was shut down without warning leaving approximately 3.2 million residents without access to new shipments of food, medicines, and other critical supplies. Qatar Airways quickly mobilised to provide the humanitarian care required of its international residents while continuing to deliver our five-star customer service, for which we are renowned.

“

As an airline, we do not believe in boundaries. We believe in bringing people together. The world is better that way.

We believe it is a right of all of us to go where we need to go, to feel the things we want to feel, to see the people we want to see.

That is why we will continue to fly the skies, providing our passengers with everything we can and treating everyone how they deserve to be treated.

We do this because we know that travel goes beyond borders and prejudice...

That travel teaches compassion.

That travel is a necessity.

That travel is a right for all.

There should be no borders in the sky, only horizons.

”

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