

Company 1

From: [REDACTED - PERSONAL INFORMATION Qatar Company]
Sent: 17 December 2018 10:25
To: [REDACTED – PERSONAL INFORMATION WG Qatar Office]
Cc: [REDACTED - PERSONAL INFORMATION Qatar Company]
Subject: RE: Welsh Government Qatar - [REDACTED – COMMERCIAL INFORMATION – Welsh Company] lamb samples
Importance: High

Dear [REDACTED – PERSONAL INFORMATION WG Qatar Office],

It was my pleasure to meet you yesterday.

As agreed, please find below our meat requirements for your reference:

1. **Chilled lamb requirement**

- bone in
- without Offal's and testicles as it is prohibited as per Doha Health regulations.
- average weight of 18 Kg (+/- 5%), and not exceeding 20 Kg per carcass.
- Price/Kg : USD CIF Doha Airport
- 90% Male – 10% Female
- Certificates: all certificates should be provided with attestations from local authorities and Embassy of Qatar in the country of origin
- Quantities: To be agreed later
- Payment Terms: To be agreed later

2. **Chilled beef leg quarter requirement :**

- bone in
- without Offal's and testicles as it is prohibited as per Doha Health regulations.
- 4 quarters
- Average weight: Kindly specify available weight
- Price/Kg : USD CIF Doha Airport
- Certificates: all certificates should be provided with attestations from local authorities

3. **Our requirement of chilled Beef cuts vaccum pack :**

- Chilled Boneless Beef Tenderloin
- Chilled Boneless Beef Knuckle

- Chilled Boneless Beef Shoulder
- Chilled Beef Eye round
- Chilled Beef Inside Round
- Chilled Beef Chuck Roll
- Chilled Beef Topside
- Chilled Beef Striploin
- Chilled Beef Silverside.
- Chilled Beef Brisket
- Quantity: To be agreed later
- Payment Terms: To be agreed later
- Price/Kg : USD CIF Doha seaport

Thank you for visiting **[REDACTED – COMMERCIAL INFORMATION]** and looking forward to hearing from you.

Best Regards,

[REDACTED – COMMERCIAL AND PERSONAL INFORMATION]

Supply Chain Director

Mobile: **[REDACTED – PERSONAL INFORMATION]**

Tel **[REDACTED – PERSONAL INFORMATION]**

Facsimile: **[REDACTED – PERSONAL INFORMATION]**

Email **[REDACTED – PERSONAL INFORMATION]**

From: **[REDACTED – PERSONAL INFORMATION Qatar Company]**

Sent: 10 December 2018 11:41 AM

To: **[REDACTED – PERSONAL INFORMATION WG Qatar Office]**

Cc: **[REDACTED – PERSONAL INFORMATION Qatar Company]**

Subject: RE: Welsh Government Qatar - **[REDACTED – COMMERCIAL INFORMATION – Welsh Company]** lamb samples

Importance: High

Dear **[REDACTED – PERSONAL INFORMATION WG Qatar Office]**

Many thanks for your email.

It's correct. We have received the 10 ccs samples from [REDACTED – COMMERCIAL INFORMATION – Welsh Company] and we are waiting now for our quality department feedback.

Best Regards,

[REDACTED – COMMERCIAL AND PERSONAL INFORMATION]

Supply Chain Director

Mobile: [REDACTED – PERSONAL INFORMATION]

Tel [REDACTED – PERSONAL INFORMATION]

Facsimile: [REDACTED – PERSONAL INFORMATION]

Email [REDACTED – PERSONAL INFORMATION]

From: [REDACTED – PERSONAL INFORMATION – WG Qatar Office]

Sent: 10 December 2018 11:16 AM

To: [REDACTED – PERSONAL INFORMATION Qatar Company]; and [REDACTED – PERSONAL INFORMATION Qatar Company]

Subject: Welsh Government Qatar – [REDACTED – COMMERCIAL INFORMATION – Welsh Company]
lamb samples

Dear [REDACTED – PERSONAL INFORMATION Qatar Company] and [REDACTED – PERSONAL INFORMATION Qatar Company],

I hope that this email finds you well. I am very much looking forward to meeting you on Sunday to properly introduce the Welsh Government here in Qatar and hopefully start a dialogue of how we can help support [REDACTED – COMMERCIAL INFORMATION Qatar Company] sourcing high quality products for the Qatar market.

I understand from [REDACTED – COMMERCIAL INFORMATION Welsh Company] that 10 lamb samples were delivered to [REDACTED – COMMERCIAL INFORMATION Qatar Company] on Saturday and I was hoping that I might be able to follow up on your feedback on these in advance of our meeting?

I look forward to hearing from you.

Best Wishes

[REDACTED – PERSONAL INFORMATION WG Qatar Office]

Senior Business Development Manager – Qatar

Welsh Government | British Embassy Doha | P.O. Box 3, Doha, State of Qatar

DD: [REDACTED – PERSONAL INFORMATION] | M: [REDACTED – PERSONAL INFORMATION] | E-mail:
[REDACTED – PERSONAL INFORMATION]

Wales Business Network: www.businesswales.gov.wales

Twitter: @WalesinQatar | www.tradeandinvest.wales | www.wales.com

The British Embassy is open Sunday to Thursday

Company 2

From: [REDACTED – PERSONAL INFORMATION WG Qatar]

Sent: Tuesday, September 10, 2019 11:02 AM

To: [REDACTED – PERSONAL INFORMATION WG Wales]; [REDACTED – PERSONAL INFORMATION WG London]

Cc: [REDACTED – PERSONAL INFORMATION WG Dubai]

Subject: Welsh Government Qatar – [REDACTED – COMMERCIAL INFORMATION Qatar Company]
Meeting summary

Dear [REDACTED – PERSONAL INFORMATION WG Wales] and [REDACTED – PERSONAL INFORMATION WG London],

Yesterday I met with [REDACTED – PERSONAL INFORMATION Qatar businessperson] who is heading up [REDACTED – COMMERCIAL INFORMATION Qatar company] interest in capital investment opportunities in the UK.

He explained that they are keen to acquire Grade A Office space and that Cardiff is on their radar. He also added that he was hoping to visit Cardiff in October, possibly with his VP colleague(s). Before I provide an introduction by separate email I thought it would be useful to summarise our key discussion points:

- [REDACTED – COMMERCIAL INFORMATION Qatar company] recently bought an investment in Bristol, a Cardiff opportunity had been a contender but was deemed too expensive at the time
- Since 2015 Gulf/ Middle East investors including Qatar, Kuwait, KSA and UAE have been looking to expand their portfolios outside of London
- Qatar (and other major capital investors) have been keen to test the capital investment waters but there is limited stock on the market at present as vendors believe they will get a better deal post Brexit
- Traditionally few vendors pulled out of negotiated deals but increasingly the case, this happened to [REDACTED – COMMERCIAL INFORMATION Qatar company] in Newcastle recently
- [REDACTED – COMMERCIAL INFORMATION Qatar company] are looking for Grade A Office space with a single tenant, they are not interested in retail
- Any investments would be managed by a Property Manager
- Some due diligence is done in the [REDACTED – COMMERCIAL INFORMATION Qatar company] London offices (no. 2) but is increasing being brought in-house to Qatar, which [REDACTED – PERSONAL INFORMATION Qatar businessperson] will lead on

- [REDACTED – COMMERCIAL INFORMATION Qatar Company] was very interested in Capital Quarter 3 and know multiple ME investors were interested in Capital Quarter 4 (but as multiple tenant was not of interest to [REDACTED – COMMERCIAL INFORMATION Qatar company] but are very interested in Capital Quarter 5 when that becomes available

I agreed to:

- Introduce [REDACTED – PERSONAL INFORMATION Qatar businessperson] to [REDACTED – PERSONAL INFORMATION WG London], should his London colleagues wish to engage.
- Introduce [REDACTED – PERSONAL INFORMATION Qatar businessperson] to [REDACTED – PERSONAL INFORMATION] at Cardiff Council regarding their project opportunities and for an understanding of the Council's development plans within the city and surrounding areas.
- Liaise with [REDACTED – PERSONAL INFORMATION WG Wales] and the team on a programme if/ when [REDACTED – PERSONAL INFORMATION Qatar businessperson] visits Cardiff, possibly October.

Thanks for your on-going support with these opportunities, the appetite for investment in Wales by Qatari entities is clear and it would be significant to turn this into a series of confirmed investments.

Best Wishes

[REDACTED – PERSONAL INFORMATION WG Qatar]

Senior Business Development Manager – Qatar | Uwch-reolwr Datblygu Busnes – Qatar
Welsh Government | Llywodraeth Cymru

British Embassy Doha | Llysoenhadaeth Brydeining Doha

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Wales Business Network/ Rhwydwaith Busnes Cymru: www.businesswales.gov.wales

Twitter/Trydar: @WalesinQatar | www.tradeandinvest.wales | www.wales.com

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Mae Llysoenhadaeth Prydain ar agor o Ddydd Sul i Ddydd Iau