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BEST PRACTICES AND FAQ FOR DOING BUSINESS IN IRAQ

The German Liaison Office for Industry and Commerce
Facilitating Business in Iraq

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نوسینگه آلمانی برای صنعت و بازرگانی در عراق

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Office addresses and website:

Baghdad: c/o German Embassy, Al Mansour, opposite the Hunting Club

Erbil: ETTC, Newroz Street

Website: www.iraq.ahk.de

Editor-in-chief: Nisrin Khalil

Editing and proof reading: Jim Peak

Design and Layout: Dastan Sabah Mohammed

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1 INTRODUCTION



@Mustafa Alsumaida

GREETINGS

Dear Readers,

Iraq is a country with 40 million inhabitants, is blessed with resources, and has a long and rich history. But with a recent past determined by internal and external conflicts, Iraq poses challenges, and it offers opportunities. The young Iraqi population is demanding participation, both economic and political, against a backdrop of complex economic and regional conditions. Elections took place mid-October 2021. Groundbreaking economic reforms have already been announced at the beginning of 2020, with a vision toward reaching self-sufficiency in the industrial and agricultural sectors, and the reconstruction of infrastructure.

The current state of Iraq's infrastructure and institutional set-up conceals the fact that less than two generations ago Iraq set the regional benchmark in the areas of culture, economic dynamism, and purchasing power. The enormous need to catch up is omnipresent, as it is clear from the dynamically rising bilateral trade figures and the recent visible upturn in domestic economic activity. The upswing is still tentative and fragile, but it could lead to a regional growth story, provided the security situation stabilizes further.

Iraq's major reconstruction efforts open up good opportunities for the traditionally export-oriented German economy. At the same time, the existing risks must be carefully weighed: In addition to the existing security risks, market entry requires prudence and patience in view of the complex legal and economic environment.

With the support of the Federal Ministry for Economic Affairs and Energy (BMWi), the German chamber organization actively supports companies in developing this market. The “German Liaison Office for Industry and Commerce” has been active in Iraq for over ten years as part of

Liaison Office for Industry and Commerce” has been active in Iraq for over ten years as part of the network of German Chambers Abroad (AHK). In Baghdad and Erbil, the AHK offices - commonly referred to as DWI or AHK Iraq - are committed to the interests of German business and they support companies 'hands on' in their business development. The DWI/AHK Iraq works closely with the German-Emirati Joint Council for Industry and Commerce within the framework of a regional concept and can therefore also offer regional solutions.

This handbook is an initiative from the business community. It collects reports from experienced experts with many years of experience in Iraq from various fields and sectors. The wide range of contributions provides a comprehensive and practical overview of the economic situation in Iraq and the opportunities and challenges faced by business representatives in Iraq. At the same time, it provides assistance in developing solutions for the complex day-to-day operations on the ground.

We wish the Iraq Handbook a wide readership. Our staff will be happy to provide further, individual information.

Best regards,

Oliver Oehms

Delegate of German Industry and Commerce to Iraq &

CEO of the German-Emirati Joint Council for Industry and Commerce

Nisrin Khalil

Director Iraq of the German Liaison Office for Industry and Commerce

OVERVIEW GERMAN LIAISON OFFICE FOR INDUSTRY AND COMMERCE

The German Liaison Office for Industry and Commerce in Iraq (AHK) – Forging Trade and Business Ties between Germany and Iraq, hence contributing in Iraq's Development

Background

The German Liaison Office for Industry and Commerce in Iraq (AHK) was established in Baghdad. It initially operated under the name “Service Bureau of Business Baghdad (SWB)” until the beginning of 2010. AHK was first created as an initiative of the German Federal Foreign Office (AA) and the Federal Ministry for Economic Affairs and Technology (BMWi). Its aim was to create a focal point of contact to German companies, to strengthen Iraqi and German business ties, and to facilitate commercial activities. Now, the German Liaison Office for Industry and Commerce to Iraq is a delegation of the Association of German Chambers of Commerce and Industry (DIHK) with the official German Government mandate of representing

German businesses in Iraq. The office forms part of the worldwide network of German Chambers Abroad (AHKs – Auslandshandelskammern), with currently 140 offices in 92 countries. DIHK itself is the national umbrella of 79 regional Chambers of Commerce & Industry (IHKs) in Germany and represents some four million member companies.

AHK currently operates through two offices in Iraq, in Baghdad and in Erbil. It is led by the Delegate of German Industry & Commerce, Oliver Oehms, and the Director Iraq, Mrs. Nisrin Khalil. AHK works closely with the German Embassy in Baghdad and the Consulate General in Erbil.

Mission and Services

The German Liaison Office for Industry and Commerce to Iraq supports Iraqi companies in establishing contacts with German companies and assists German companies that have, or would like to develop, economic interests in Iraq.

German companies interested in doing business in Iraq receive information on general economic conditions and tenders for public projects in Iraq and the Kurdistan Region. In the past ten years, the AHK

organized more than 120 events and advised more than 2,400 German and local companies on various topics. Main sectoral areas of interest were (among others) recycling, logistics, professional business services, pharmaceuticals healthcare, and many more.

AHK works closely with local and foreign chambers of commerce, ministries, institutions, NGOs and Governmental Entities. It operates on a strict not-for-profit basis.

Its services include:

- Information on the Iraqi and German market developments
- Information about business contacts in Iraq and Germany
- Organization of business delegation visits to Iraq and to Germany
- Information on trade fairs and support for exhibitors, as well as visitors
- Business partner matching
- Guides on laws and regulations in Iraq (and Germany vice versa)
- Individual business support
- Market research
- Trainings and Qualifications (currently more than 120 trainings available)
- Mediation

Contact details in Iraq:

South and Central Iraq

German Liaison Office for Industry and
Commerce to Iraq (AHK)
Hay Al-Mansour, Al-Amirat Street (Close to
Hunting club) Baghdad, Iraq

Tel.: +964 (0) 770 807 83 50
E-Mail : dhuha.jabbar@irak.ahk.de
Website : www.irak.ahk.de

Kurdistan Region Iraq (Northern Iraq)

German Liaison Office for Industry and
Commerce to Iraq (AHK)
Nawroz Street , ETTC-Compound,
Erbil, Iraq

Tel.: +964 (0) 750 706 94 00
E-Mail: hogar.bebane@irak.ahk.de
Website : www.irak.ahk.de



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Baghdad Al-Mansour

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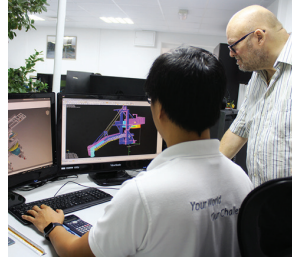
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- Being active for more than 55 years
- Representing more than 33,000 members
- Including, businessmen, industries, traders and real estate agencies
- It is ranked as one of the excellent chambers in Iraq
- Has signed dozens of protocols and MOUs with economical entities inside and outside of Kurdistan
- Has Organised hundreds of national and international forums and meetings for its members



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PROFILE

Al Muhamoon Al Mutaheedoon is a full-service firm duly incorporated and operating in Iraq bringing more than 31 years of experience in the legal and consulting industry. Since its foundation; our firm major objective is to practice its activities in accordance to the highest level of integrity, followed a people-oriented approach, and given back to the society whenever possible.

INTERNATIONAL RANKING

Notwithstanding the local success achieved by Al Muhamoon Al Mutaheedoon locally, our firm adopts high international standards and was recently ranked by **Legal 500**, a research, ranking and publishing firm based in United Kingdom, as a leading law firm in Iraq/2021.

TEAM

All of **Al Muhamoon Al Mutaheedoon** cadre of attorneys, CPAs, consultants and other professionals were educated in prestigious institutions in Iraq and abroad. In addition to rich local experiences, most of our professionals have also worked with international firms and government-

related legal organizations. All that had effectively contributed to our team in having the adequate and professional knowledge to serve our clients in Arabic, English, German and French languages.

**REGIONAL & INTERNATIONAL
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In order for Al Muhamoon Al Mutaheedoon to fulfill its clients' needs; our firm establishes and always keen on maintaining an integrated-services formula extending its range of services Iraq wide as well as other countries in the region and internationally through its affiliated firms, including France, Jordan, Turkey, Egypt, United Arab Emirates, Qatar, Bahrain, Kuwait & Saudi Arabia.

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Al Muhamoon Al Mutaheedoon continuously and diligently work on promoting the value added to its clients serving a wide range of services in one integrated gateway, these includes the legal services, such as but not limited to litigation, corporate services, tax, social security, arbitration and ADR, consultancies, intellectual property rights, accounts management, bookkeeping and payroll services. As required, the firm ensures assigning experts and consultants, such as financial consultant, banking consultant, and so on as the need may be.

Al Muhamoon Al Mutaheedoon Firm for legal consultancies, advocacy and accounting management, Ltd.

Web site: www.ulf-iraq.com

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E-mail: info@ulf-iraq.com



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CONTACT:

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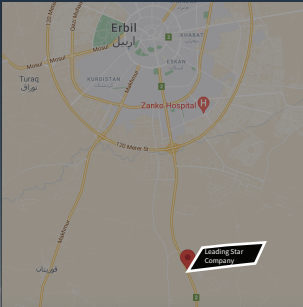
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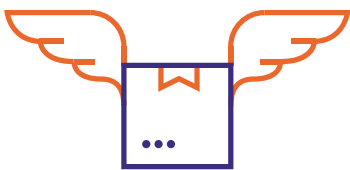
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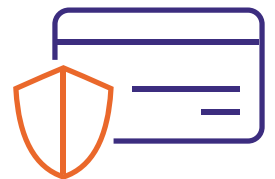
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LIST OF AUTHORS

Inhouse/German Liaison Office for Industry and Commerce



Oliver Oehms - Delegate

AHK Iraq

Oliver is looking back onto more than twenty years of professional experiences in various business organizations across several continents. Currently he serves as CEO of the German Emirati Joint Council for Industry & Commerce (AHK) and as Delegate of German Industry and Commerce to Iraq.

www.iraq.ahk.de



Nisrin Khalil - Director Iraq

AHK Iraq

Nisrin has worked at different leadership roles. In 2016 she joined AHK Iraq as Country Director and promotes German trade, investments and is consulting companies and assisting government officials on business-related topics and policies to promote Iraq and Germany's economic and technology relations. She holds Degrees in Economics and International Management.

www.iraq.ahk.de



Hogar Bebane – Erbil Office Manager

AHK Iraq

Hogar spent more than 9 years working for international organizations before joining AHK Iraq as Erbil Office Manager. He is the Training and Qualification specialist. Furthermore, he consults SMEs as well as larger cooperation on business development and regulatory questions. Hogar holds a bachelor's degree in agricultural engineering.

www.iraq.ahk.de



AHK Iraq

Dhuha Jabbar – Baghdad Office Manager

Office Manager at the German Liaison Office for Industry and Commerce in Iraq with more than 11 years of experience in economy, international trade& investment, business strategy, aid- funded projects and international relations. Before joining AHK, Dhuha worked for 6 years as International Trade Advisor at the British Embassy Baghdad.

www.iraq.ahk.de



AHK Iraq

Dastan Sabah Mohammed – Freelance Digital Marketing Specialist

Dastan is a Freelance IT and Digital Marketing Specialist at AHK Iraq. Before Dastan pursued his master's degree in digital marketing in 2018, he worked as an Office Manager at AHK Iraq.

www.Irak.ahk.de

Partner Authors in Alphabetical Order



Adham al Fakhar – Consultant Engineer

Integrated solutions specialist & economic consultant

Participated in the reformation of many systems and the rehabilitation of laws and instructions for Iraqi bodies and ministries.

<https://aljadco.com/>

AL JAD for Integrated
Solutions & e -
Services Co. Ltd.



Ahmed A Zaheer – Consultant

Consultant at Qamar Energy and holds over 8 years of experience. He specializes on delivering public and private sector engagements relating to energy market design, market entry, business growth, and energy transition strategies across the Middle East, Southeast Asia, and East Asia.

<https://www.qamarenergy.com/>

Qamar Energy



Ahmad al Janabi – Managing Partner

Managing partner in the Baghdad office. He is the only Iraqi lawyer listed in Chambers Global rankings for Iraq, and he is also recognized as an expert in Iraq for his oil and gas work in many lawyer rankings. In addition to his main focus on oil and gas, he assists clients in a broad range of legal matters that includes labor law, commercial and corporate law, and he frequently advises international clients on high profile matters in Iraq.

<https://amereller.com/>

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Amereller



Ahmad Al-Saate, Dr. Eng. – Consultant

Consultant for many industrial companies inside / outside Iraq (designer of equipment - production lines - industrial problems solution).

<http://kunz-gmbh.net/>

K.U.N.Z. Handels &
Produktions GmbH



Ahmed Alhaidary – International Management Advisor

Management Partners

Iraq country expert and an international management advisor with Management Partners having 17 years of experience in strategic, operational and investments projects in Iraq and worldwide. Ahmed focused on economic development, commercial due diligence and digital transformation.

<https://www.m-partners.biz/en/>



Amar Shubar – Partner

Management Partners

Partner of Management Partners (MP), an international consulting firm with a strong Middle East focus. MP has been operating in Iraq over the last ten years and supporting international and regional firms in their investment assessments and market entry for Iraq.

<https://www.m-partners.biz/en/>



Amer Rifat – Managing Director

Veridos GmbH - Iraq
Branch

Leading and managing Iraq operation and business for Veridos. Experienced in Sales, Public & Customers relation, and account management for more than 15 years.

<https://www.veridos.com/en/news/veridos-builds-high-tech-id-factory-with-iraqi-government.html>



Bassem Bendary – Management Consultant

Management Partners

Management consultant with 11 years of experience in strategy, organization, technology and international development across Middle East and Africa. Bassem has worked for 3 years on public sector transformation projects in Iraq.

<https://www.m-partners.biz/en/>



**Competence Center
for German Export
Finance at AHK UAE**

Eva Steinhaus – Director

With extensive corporate banking experience, Eva has assumed the task of setting up the Competence Center for German Export Finance at the AHK with a regional scope for the countries of MENA and Pakistan. She provides advice on Federal Export Credit Guarantees to foreign buyers of German goods, representatives of exporters and financing banks.

<https://www.agaportal.de/en/financing-experts>



**Amereller Legal
Consultants**

Florian Amereller, Dr. – Founding Partner and head of Iraq practice

Dr. Florian Amereller is the founding partner of the firm and is the head of our Iraq practice. He has spent more than three decades in the Middle East representing a broad client base of leading local businesses and multinational companies on all aspects of business in the region. Dr. Amereller is an executive board member of the Arab German Chamber of Commerce and fluent in German, English, French and Arabic.

<https://amereller.com/>



**Independent energy
and water consultant
based in Washington
DC. Senior Fellow, Iraq
Energy Institute**

Harry Istepanian – Independent Energy and Water Consultant

An independent energy and water consultant based in Washington DC. He has more than 35 years of experience in energy and water sector especially in developing countries, including SE Asia and MENA region. He is a senior fellow of Iraq Energy Institute.

<https://istepanian.com/>



**Al-Muhamoon Al-
Mutahidoon Firm for
Legal Consultancies,
Advocacy & Accounts
Management, Ltd.**

Hiba Basim Khaza'al – Senior Management Professional and Partner

A bilingual senior management professional & Partner bringing more than 12 years of experience in management and leadership positions, highly experienced with the legal business environment and requirements in Iraq adopting international standards.

<https://ulf-iraq.com/>



German Consulate
General Erbil

Klemens Semtner – Consul General at the German Consulate General in Erbil

Klemens Semtner (born 1966 in Berlin) is a German diplomat, political scientist, and journalist. He started his career at the German Foreign Office in 1998 and accomplished missions in Athens, Ankara, and Istanbul. He was the head of the Task Force "Iraq" for several years prior to his current mission in Iraq.

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Roula Dagher et al. – Regional General Manager and Head of Compliance

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Advocacy & Accounts
Management, Ltd.

Mohammed Hasan Hashim – Associate Lawyer

A committed Associate Lawyer having a B. Sc. Degree in law/Mosul University. Mohammed prime specialization area is tax law and social security, having in-depth knowledge with related laws and high expertise advising best tax models and dealing with related issues starting from procedural matters and up to advising resolving the same.

<https://ulf-iraq.com/>



German Embassy
Baghdad

Ole Diehl, Dr. – Former German Ambassador at the German Embassy Baghdad

Dr. Ole Diehl (born April 3, 1964, in Kiel) is a German diplomat and political scientist. He was the German ambassador in Baghdad. From 2016 to 2019 he was Vice President of the Federal Intelligence Service.

<https://irak.diplo.de/iq-de>



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Omar Aqrawi – Managing Partner

Managing partner in the Erbil office. He has broad experience in corporate, commercial, labor, and tax law and has been advising various international corporations and organizations on all aspects of their activities and projects in the Kurdistan Region of Iraq.

<https://amereller.com/>



**Al-Muhamoon Al-
Mutahidoon Firm for
Legal Consultancies,
Advocacy & Accounts
Management, Ltd.**

Othman Ayad Khalaf – Senior Corporate Lawyer and Partner

A highly accomplished bilingual Senior Corporate Lawyer & Partner, holding a B. Sc. degree in Law, licensed by the Iraqi Bar Association to litigate before all courts (level C), with proven accomplishments rendering distinctive corporate services to high-level national and international institutions.

<https://ulf-iraq.com/>



Terramar GmbH

Peter Mayr – Managing Partner at Terramar

Mr. Mayr established Terramar Iraq Branch in Baghdad in 1980. He Joined the management in Terramar in 1986. In 1994, he officially became partner and has been responsible for sales and marketing for all divisions in Asia and the Middle East.

<http://www.terramar.ae/index.shtml>



Qamar Energy

Robin Mills – CEO of Qamar Energy

CEO of Qamar Energy, non-resident fellow at the Columbia Center on Global Energy Policy and has worked for 20 years on the Iraqi oil and gas sector for Shell, the EU, the US Department of Energy and other major energy companies and governments.

<https://www.qamarenergy.com/>



Yaseen Hasan – Director of the Planning and Studies Department at MoE in KRI

Director of the Planning and Studies Department in the Ministry of Electricity, Kurdistan Region, Iraq. He has a bachelor's degree in electrical engineering and an M.Sc. in power system engineering from The University of Slemani in Iraq.

<https://gov.krd/moel-en/contact/>

Ministry of Electricity,
Kurdistan Region Iraq



Zead Al Dulame – Senior Legal Counsel

A bilingual Of- Senior Legal Counsel having more than 18 years of experience, mainly focusing on commercial contracts drafting and risks analysis. Zead holds an LLB degree from the College of Law – University of Baghdad, and an LLM degree in International Business Law from a German university.

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Mutahidoon Firm for
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