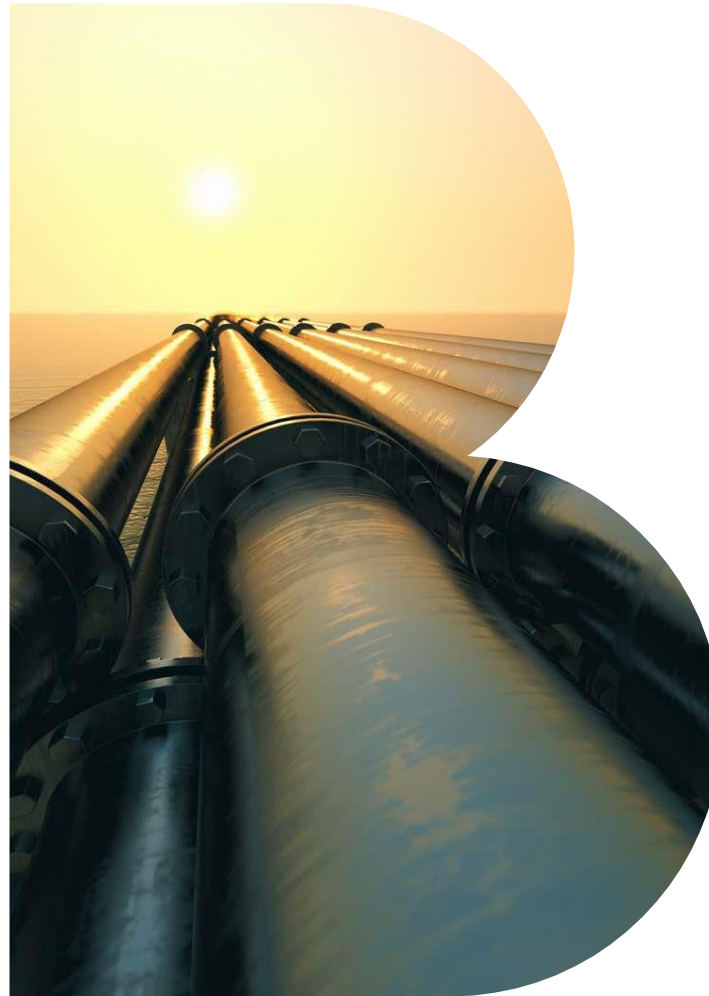


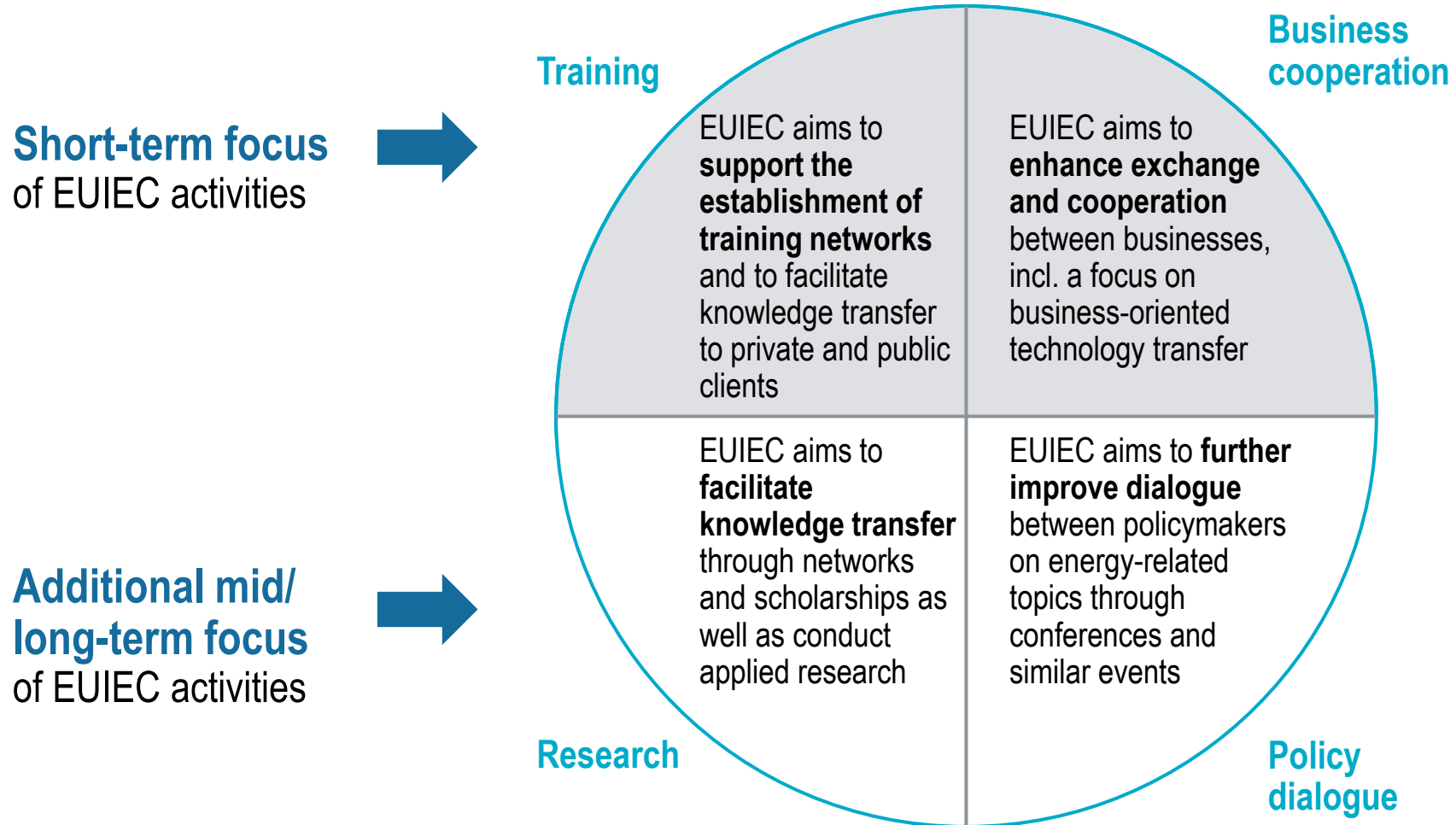
Facilitating investment in the Iraqi energy sector



منتدى الأعمال والاستثمار العراقي - الأوروبي السنوي الثاني
2nd Annual Iraqi - European Business & Investment Forum
Athens, 18 - 19 May 2017



EUIEC harnesses the potential of the Iraqi energy sector and addresses challenges through activities in four components



Roland Berger and Luthardt form the project consortium for the EU-Iraq Energy Centre (EUIEC)

Overview consortium



- > **Roland Berger** is a Europe-based strategy consultancy with vast experience in energy, infrastructure and business development
- > Roland Berger leads the consortium and mainly covers EUIEC setup, business strategy and business plan development, policy debate and business cooperation



- > **Luthardt Group** is an independent energy service provider implementing projects worldwide
- > It advises in energy operations along the entire value chain and has in-depth knowledge of Iraq's energy sector
- > Luthardt concentrates its work on the EUIEC set-up, training, policy debate and business cooperation

EUIEC has established links and cooperated with several institutions active in the development of the Iraqi energy sector

Cooperation partners

Public sector (selection)



Private sector (selection)



Associations and international organizations (selection)



Since October 2015, the EUIEC has conducted a wide range of activities – Feedback and participation has been very positive

Overview of recent activities (selection)



Group of young Iraqi energy-sector employees completed pilot EUIEC training course on uncertainty and risk in the energy sector in Erbil



EUIEC addressed German-Iraqi Joint Economic Commission in Berlin



EUIEC conducted workshop with National Oil Companies and Ministry of Electricity to stimulate technology transfer towards Iraqi energy sector



EUIEC conducted workshop to support Petroleum Research and Development Center in obtaining international accreditation



EUIEC trained Iraqi officials in negotiation skills



EUIEC trained Iraqi companies on doing business with EU partners



EUIEC facilitated training course on UNIDO's energy efficiency programme



EUIEC reached out to energy stakeholders and policy-makers at Baghdad International Fair



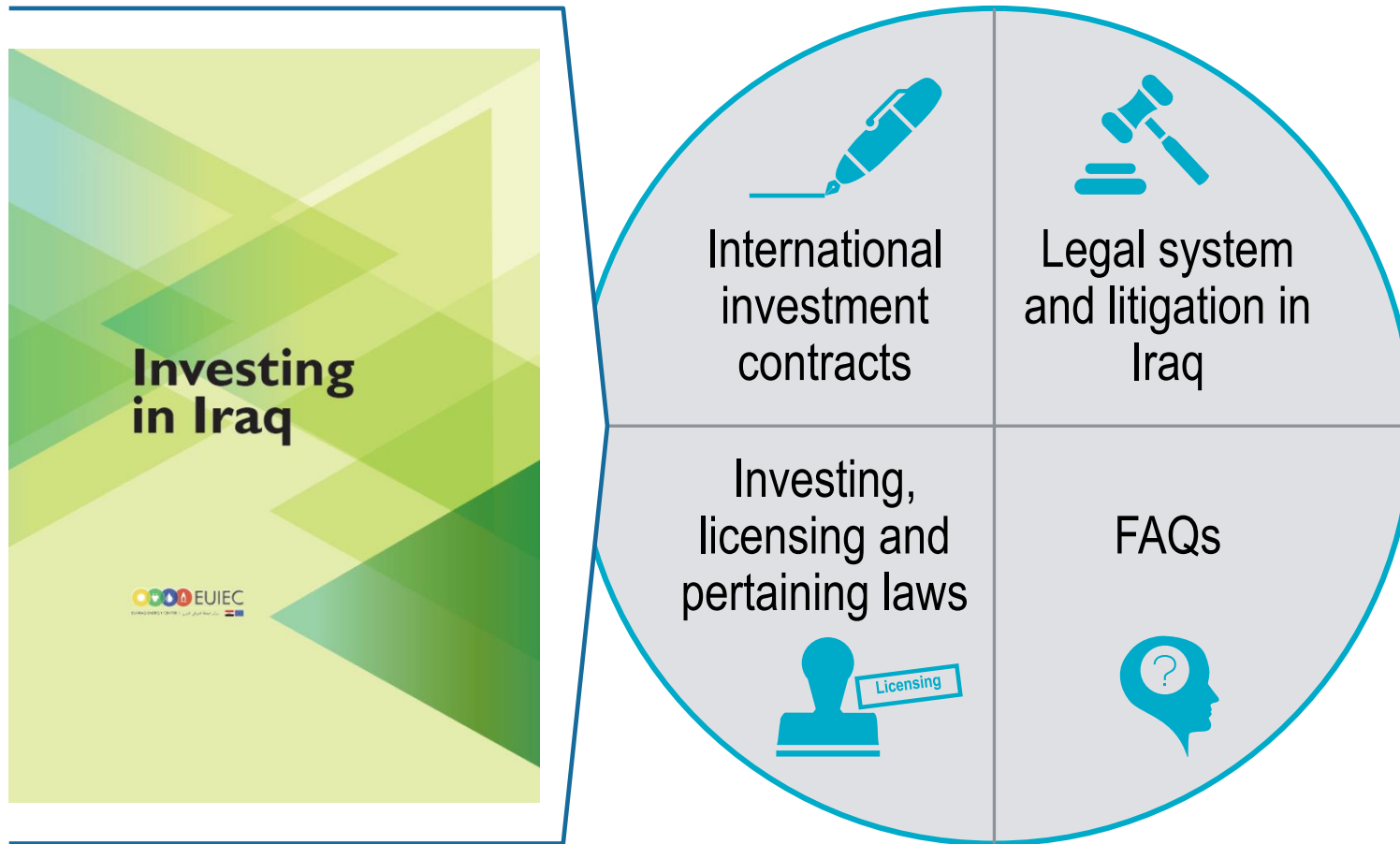
EUIEC conducted workshop on rehabilitation solutions for power plants



EUIEC conducted workshop on state-of-the-art system for the operations & maintenance of technical facilities in the energy and power sector

In its Business Cooperation Component, the EU IEC is currently drafting a guidebook for investing in Iraq

Overview focus areas of the guidebook



Knowledge and expertise of Iraqi laws and the Iraqi court system are critical to accommodate international investors' needs

Legal system and litigation in Iraq



- I. **Legal system and litigation in Iraq**
 - > Iraq's legal system
 - > Disputes concerning investment contracts and the investment license

- II. **The importance of the private sector and the Iraqi investment law**
 - > Equal treatment of foreign and Iraqi investors
 - > Rights and privileges for investors
 - > Decentralisation and the Provincial Investment Commissions

- III. **Iraqi laws and international agreements related to investment**
 - > Relevant Iraqi laws
 - > International agreements related to investment
 - > Investment provisions of the EU-Iraq Partnership and Cooperation Agreement (2012)

- IV. **Procedure for granting an investment license**
 - > Investment license benefits
 - > Jurisdiction
 - > Steps for granting an investment license

Customised and international-standard investment contracts are at the root of a successful relationship between the parties

International investment contracts



International Investment Contracts

I. Introduction

- > Definitions
- > Goals of investment contracts

II. Suggestions for drafting an investment contract

- > Defining features of an investment contract
- > Practical advice on drafting a strong and unequivocal investment contract

III. Suggestions for negotiating an investment contract

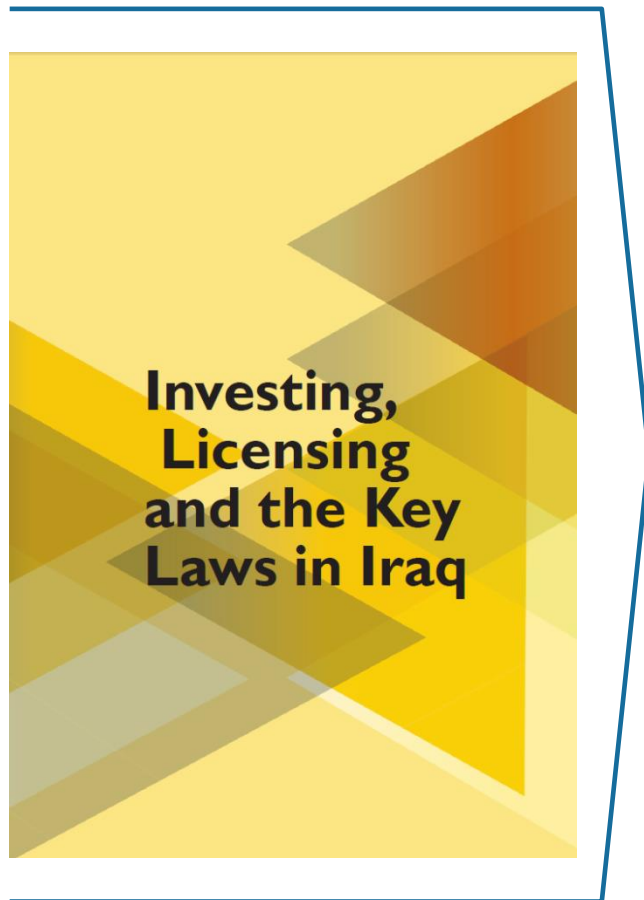
- > Awareness of specific Iraqi context
- > Identification of key interests of each party
- > Avoidance of zero-sum thinking

IV. International construction contracts

- > Use of International Federation of Consulting Engineers (FIDIC) terminology
- > Priority/hierarchy of documents

A bundled overview of key procedures helps guide investors and accelerate investment processes

Investing, licensing and related laws



- I. **Investors and company registration in Iraq**
 - > National Investment Law No. 13 of 2006
 - > 3 options for registration: rep. office, branch office, domestic company

- II. **Investment promotion and facilitation**
 - > Follow-up on strategic projects by the National Investment Commission (NIC)
 - > Services provided by the Provincial Investment Commissions (PIC)

- III. **Obtaining and granting an investment license**
 - > Required documents
 - > Procedure after submission of complete application

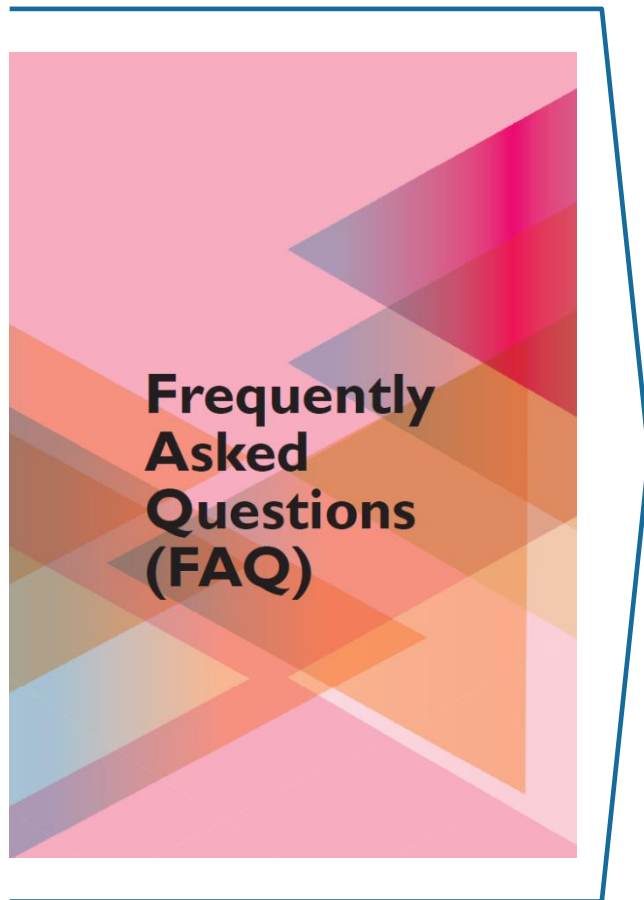
- IV. **Owning and leasing land**
 - > Overview laws and regulations for owning land
 - > Overview laws and regulations for leasing land

- V. **Incentives and guarantees for investors**
 - > Guarantees and privileges
 - > Tax and customs incentives

- VI. **Investor obligations**
 - > Notification and reporting requirements
 - > Employment and labour requirements
 - > Environmental, safety and public order requirements

Based on recurring stakeholder questions, the FAQs address a wide range of practical topics

FAQs



I. Overall investment climate

- > Shaping of Iraq's national economic/investment policy
- > Roles of different GoI bodies relating to foreign investment
- > Special economic zones
- > Where to find statistics

II. Project logistics

- > National and Provincial Investment Commissions support
- > Where to stay
- > How to find service providers

III. Establishing and running a company

- > Relevant registration procedures
- > Business registration and investment license
- > Dispute resolution

IV. Operational conditions, infrastructure and business support

- > Import/export regulations
- > Labour and environmental regulations
- > Utilities

If you are interested in working together with the EUIEC,
please do not hesitate to contact us



**Contact
details**

Andreas Becker
Consulting Senior Specialist
Roland Berger GmbH

Dreischeibenhaus 1
D-40211 Dusseldorf

Phone: +49 160 744 6200
andreas.becker@
rolandberger.com

Stefan Haid
Principal
Roland Berger GmbH

Sederanger 1
D-80538 Munich

Phone: +49 160 744 8842
stefan.haid@
rolandberger.com

Björn Luthardt
Managing Partner
Luthardt GmbH

Reinhardtstr. 58
D-10117 Berlin

Phone: +49 171 874 4722
bjoern.luthardt@luthardt-
group.com