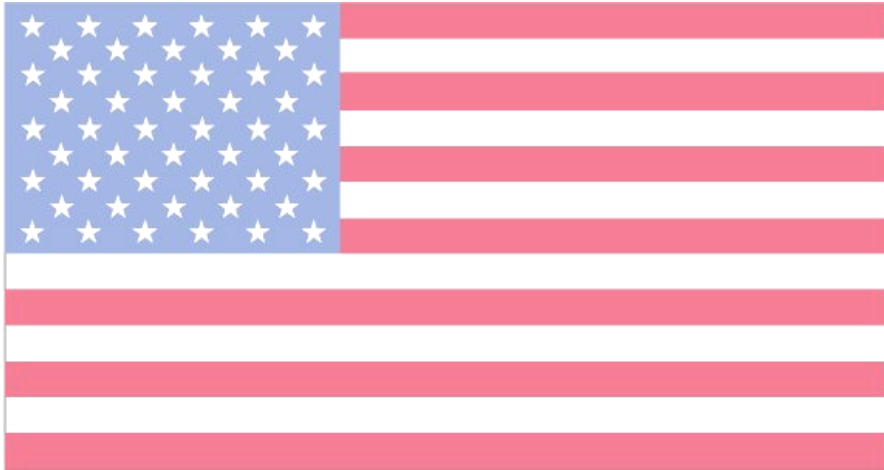


U.S. BUSINESS ENGAGEMENT in IRAQ



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U.S. BUSINESS ENGAGEMENT in IRAQ

- Page 2: Economic Growth in Iraq
- Page 3: Stage 1 – Learning about the Iraqi market
- Page 4: Stage 2 – Connecting to the Iraqi market
- Page 5: Stage 3 – Operating in the Iraqi market
- Page 6: Additional Resources
- Page 7: Contact Information

Provided by:

U.S. Department of State

U.S. Department of Commerce



Anbar • Babil • Baghdad • Basrah • Dahuk • Diyala • Erbil • Karbala • Kirkuk • Missan
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ECONOMIC GROWTH IN IRAQ

According to the International Monetary Fund (IMF), Iraq is projected to grow faster than China in the next two years.

-Secretary of State Hillary Clinton, June 3, 2011

- Iraq holds the third largest oil reserves in the world and is currently the world's seventh largest oil exporter. As Iraq ramps up its production in the years ahead, the additional revenues will drive all sectors of their economy.
- Iraq's five-year national development plan includes more than 2,700 projects valued at about \$186 billion – including projects to rebuild its utilities infrastructure, transportation network, education, health care, agriculture, and telecommunications systems.
- In a December 2011 speech at the U.S. Chamber of Commerce in Washington, Iraqi Prime Minister Nouri Al-Maliki said:
“We are not satisfied with the number of American companies in Iraq.”
“As much as we committed to defeat terrorism, we are now committed to grow the private sector ... It is now not the generals, but corporations and business leaders who will be at the front of this stage.”

Country	IMF PROJECTIONS GDP AVERAGE GROWTH 2012-2016
Iraq	+ 10.17%
China	+ 9.39%
India	+ 8.01%
Brazil	+ 4.05%
Russia	+ 3.97%
United States	+ 2.84%

Priority Sectors in Iraq:

- ⇒ Defense & Security
- ⇒ Energy (Oil and Gas, Electricity)
- ⇒ Infrastructure (Engineering, Construction, Transportation, Tourism)
- ⇒ Health Care Technologies (Medical Equipment, Technologies)
- ⇒ Education and Training Services
- ⇒ Environmental Cooperation (Water, Waste Water Treatment)
- ⇒ Information and Communication Technologies

CONTACT INFORMATION

WASHINGTON, DC

To submit comments or questions, please email the U.S. Department of State at:
US-IraqBusinessEngagement@state.gov

U.S. Department of State
Mike Lowell, Iraq Business Promotion Desk Officer
Email: lowelljm@state.gov

U.S. Department of Commerce
Kevin Reichelt, Iraq Desk Officer and member of the Iraq Investment and Reconstruction Task Force
Email: Kevin.Reichelt@trade.gov

BAGHDAD, IRAQ

U.S. Foreign Commercial Service
Bryan Larson, Senior Commercial Officer and Commercial Counselor
Email: LarsonB@state.gov

Dao Le, Senior Commercial Officer and Commercial Attaché
Email: dao.le@trade.gov

U.S. EXPORT ASSISTANCE CENTER (USEAC)

To speak with a regional U.S. Export Assistance Center (USEAC) representative about expanding export opportunities to Iraq, please go to:
www.export.gov/usoffices/index.asp

ADDITIONAL RESOURCES

There are numerous business organizations, chambers of commerce, and business councils that can provide assistance and expertise to your company as you enter the Iraqi market or expand existing operations.

- * **U.S. Chamber of Commerce Iraq Business Initiative** (based in Washington)
<http://www.uschamber.com/international/mideast/iraq>
Contact: Lionel Johnson, LJohnson@USChamber.com

- * **U.S. Business Council in Iraq** (based in Baghdad, accredited by the U.S. Chamber of Commerce)
www.usbusinessiraq.com
Contact: Hussain Qaragholi, hussain@usbusinessiraq.com

- * **National US Arab Chamber of Commerce**
www.nusacc.org
Contact: David Hamod, dhamod@nusacc.org

- * **Business Council for International Understanding**
www.bciu.org
Contact: Jeff Donald, j-donald@bcIU.org

The following websites frequently report on business issues in Iraq and the Middle East:

- www.iraq-businessnews.com
- www.gulfnews.com/business
- www.arabianbusiness.com

DOING BUSINESS IN IRAQ: STAGE 1 – LEARNING

ATTEND THE NEXT “DOING BUSINESS IN IRAQ WORKSHOP”

Description: The U.S. Departments of State and Commerce will host a one-day training seminar to inform U.S. companies about working in the Iraqi market. Learn about Iraqi culture, security, visas, obtaining tenders, and much more.

Dates: March 5, 2012 in Washington, DC

How: Email US-IraqBusinessEngagement@state.gov for details

READ ABOUT DOING BUSINESS IN THE IRAQI ECONOMY

- 1) USAID’s technical reports on doing business in Iraq:
 - Go to www.tijara-iraq.com, hold the mouse over “Resources” and then click “Technical Reports”
- 2) Department of Commerce’s 2009 Commercial Guide (2012 coming soon!)
 - Go to www.trade.gov/iraq/; under “Related Topics” in the right column, click “Country Commercial Guide (2009)”
- 3) Iraq Investment Guide
 - Iraq’s National Investment Guide, www.investpromo.gov.iq

SPEAK WITH A U.S. DEPARTMENT OF COMMERCE REPRESENTATIVE

1) Local: U.S. Export Assistance Center (USEAC)

The U.S. Department of Commerce has a network of export and industry specialists located in more than 100 U.S. cities. These trade professionals provide counseling and a variety of products and services to assist small and midsized U.S. businesses export their products and services.

How: Go to www.export.gov/eac/, identify office in your state, and connect

2) Washington: Iraq Investment and Reconstruction Task Force

The Iraq Investment and Reconstruction Task Force (IIRTF) provides information and counseling to companies pursuing business opportunities in Iraq. The IIRTF works closely with the Commercial Service in Baghdad as well as U.S. government agencies and private sector partners in Washington D.C.

How: Go to www.trade.gov/iraq, call 1 (866)352-IRAQ (4727), or email IraqInfor@mail.doc.gov or linda.le@trade.gov

SUBMIT EXPORT QUESTIONS TO THE BUREAU OF INDUSTRY AND SECURITY (BIS)

Contact BIS to submit questions on export controls, licenses, or sanctions.

How: Go to www.bis.doc.gov/forms/askacounselor.html or call 202-482-4811

DOING BUSINESS IN IRAQ: STAGE 2 – CONNECTING

SIGN UP FOR U.S. DEPARTMENT OF COMMERCE IRAQ EMAIL ALERTS

The Department of Commerce maintains an email alert list to distribute news on upcoming business opportunities and trade events in Iraq.

How: Go to www.trade.gov/iraq, click “Iraq Alert Registration”, then click “Register here” at the bottom of the page. Follow the additional directions.

JOIN EMBASSY BAGHDAD’S EXPORT IRAQ “LINKEDIN” GROUP

How: Create a LinkedIn (www.linkedin.com) account and submit a request to join “Export Iraq - U.S. Commercial Service”

ATTEND A TRADE FAIR IN IRAQ

Description: The Departments of Commerce and State will identify sector-specific trade fairs in Iraq and encourage U.S. company participation. See an example of this effort from the 2011 Baghdad International Trade Fair at www.usapavillionbaghdad2011.tumblr.com. Upcoming 2012 trade shows will target transportation, infrastructure, electricity, sanitation, industrial machinery.

How: Email US-IraqBusinessEngagement@state.gov for more information

DEVELOP MARKET CONTACTS THROUGH THE U.S. DEPARTMENT OF COMMERCE

1) International Partner Search Report – report on up to five qualified overseas agents, distributors, manufacturer's representatives, joint venture partners, licensees, franchisees, or strategic partners who have examined your company's materials and have expressed an interest in your products/services.

Cost: \$550 for small/medium firms; \$1,400 for large firms (over 500 employees)

How: Email Bryan.Larson@trade.gov and Dao.Le@trade.gov at Embassy Baghdad

2) Contact List Report -- list of companies that could serve as potential buyers/agents/distributors. Includes basic contact information, including company names, address, telephone and fax numbers and email.

Cost: \$200 minimum for 10 contacts in one sector (\$20 per additional contact)

How: Email Bryan.Larson@trade.gov and Dao.Le@trade.gov at Embassy Baghdad

3) International Company Profile Report – detailed report on an Iraqi company, allowing client to request answers to specific questions on a variety of issues and receive expert advice from commercial specialists .

Cost: \$600 for small/medium firms; \$900 for large firms (over 500 employees)

How: Complete form at: www.export.gov/iraq/formsfolder/icpform/index.asp

DOING BUSINESS IN IRAQ: STAGE 3 – OPERATING

OBTAIN AN IRAQI VISA

- Immigration officials in the Iraqi Kurdistan Region (IKR) have routinely allowed U.S. citizens to enter Iraq without a valid Iraqi visa; however, the airport-issued IKR visa is not valid outside the IKR, and U.S. citizens will not be permitted to travel within the rest of Iraq with the IKR-issued visa.
- Travel to all other areas of Iraq requires a visa. For directions on the current Iraqi visa registration process, go to www.iraqiembassy.us/consular-services/visas or call the Iraqi Embassy at (202) 483-7500.
- The Government of Iraq may impose additional requirements. Go to www.travel.state.gov/travel, select “Iraq”, click “Entry/Exit Requirements”.

TRAVEL AND WORK SECURELY

1) Review the Overseas Security Advisory Council’s (OSAC) website, which includes the latest security information, crime and safety reports, and much more. This is a U.S. government interagency website and is managed by the U.S. Department of State’s Bureau of Diplomatic Security.

How: Go to www.osac.gov, click “Countries & Cities”, then click “Iraq”

2) If traveling to Iraq, register with the U.S. Department of State’s Smart Traveler Enrollment Program.

How: Go to <https://travelregistration.state.gov/ibrs/ui/> and register

3) If traveling to Iraq, speak with private security companies to determine if their services are appropriate for your company’s needs. The U.S. Embassy maintains a list of registered security companies at: www.iraq.usembassy.gov/consular/us/

USE U.S. GOVERNMENT ADVOCACY TO WIN IRAQI GOVERNMENT CONTRACTS

The Advocacy Center helps to ensure that sales of U.S. products and services have the best possible chance competing abroad. Advocacy assistance is wide and varied but often involves companies that want the U.S. Government to communicate a message to foreign governments or government-owned corporations on behalf of their commercial interest, typically in a competitive bid contest. Since its creation in 1993, the Advocacy Center has helped hundreds of U.S. companies -- small, medium and large enterprises -- in various industry sectors win government contracts across the globe.

How: Go to www.export.gov/advocacy/, follow the guidance or contact the Advocacy Center at (202) 482-3896.