



---

TOGETHER WE BUILD IRAQ  
معاً نبني العراق

# 7th London Conference

---

Day Two For Medium Sized Businesses

Organised in partnership with UKTI  
The Royal Overseas League  
21 May 2014

*Report Published 10 July 2014*



## WELCOME FROM IBBC EXECUTIVE CHAIRMAN BARONESS NICHOLSON

The IBBC's directors, members and staff offer their thanks to the attendees of the second day of our seventh London Conference held for medium sized businesses, in partnership with UKTI, at The Royal Overseas League in London.

I offer my thanks to Roddy Porter of the Royal Overseas League for his assistance and hospitality and to UKTI for their kind support.

My special thanks go to the representatives of the Republic of Iraq — the Minister of Finance Safa Al Din Al Safi, the Senior Deputy Minister for Housing and Construction Istabraq Ibraheem Al Shouk, HE Ambassador to the United Kingdom Faik Nerweyi, and Aqil Al Khalidi of the Basrah Provincial Council.

I also wish to thank Rasmi Al Jabri for chairing the day's two sessions, which included representatives of Chambers of Commerce from Babylon, Basrah, Baghdad, Karbala, Maysan, Mosul, Najaf, and Thi Qar.



BARONESS NICHOLSON OF WINTERBOURNE  
IBBC Executive Chairman

## AGENDA

**Chairman of the day: Baroness Nicholson of Winterbourne, UK Trade Envoy to Iraq**

09.00 WELCOME ADDRESSES:

**The Baroness Nicholson of Winterbourne**

**Ambassador Faik Nerweyi, Government of Iraq**

**Mr Istabraq Al Shouk, Senior Deputy Housing Minister**

**Mr Aqil Al-Khalidi, Basrah Provincial Council**

09.30 SESSION 1: Basrah, Thi Qar and Najaf

Chairman: Eng. Rasmi Al Jabri, IBBC

Panellists Mr Qasim Muhaamad Bader, Basrah; Mr Abather Omer Saleh, Mr Mazin D. Abdulzarah, Basrah Investment Commission; Deputy Governor of Thi Qar; Mr Sadeq Khaleefah Hanoun, Thi Qar Investment Commission; Mr Zuhair Sharba, Najaf Chamber of Commerce

11.30 SESSION 2: Baghdad, Karbala, Mosul, Babylon and Maysan

Chairman: Eng. Rasmi Al Jabri, IBBC

Panellists: Mr Mukbil Abdulrahman, Mosul Chamber of Commerce; Mr Nabeel Al-Anbari, Karbala Chamber of Commerce; Mr Ahmed Skel, Karbala Investment Commission; Mr Sadiq Fadhil Al-Maamoori, Babylon Chamber of Commerce; Mr Alaa Weli Ali Al-Shammeri, Maysan Chamber of Commerce; Mr Salah Mahdi Abdulla Al Hasani, SOC.

## GUEST LIST

Mr Safaa Mohammed	Managing Director	Mr Salahuddin Alhadeethi	
Ms Tania Abdulkader	1st Secretary	Dhikra Abdulsattar	Chief Senior
Mr Bilal Abdulkadir	Attaché From	Mr Aws Hamo	Customer Support
Mr Ali M. Ali Qasim	Manager	Mr Sean Hanafin	Snr Adviser, Capital
Mr Nasser Tayes Abdulla	General Manager	Mr Vikas Handa	Regional Managing
Mr Aiman Abdulmajeed	2nd Secretary	Mr Sadeq Khaleefah	Director of Technical
Mr Mukbil Siddeq	Manager	Mr James Harding	
Mr Mazin. D. Abdulzahra	Manager	Mr Hayder Raheem Hasan	Managing Director
Mr Dakhil Abdulzehra	Manager	Mr Emad Ghalib Hasan	Board Member
Mr Zaman Sahib Abed	Public Relations	Mr Haider H. Mohammed	Purchases Manager
Mr Paul Abley	Intl Trade Adviser	Mr Basim Al Hasani	
Mr Abbas N. Alwoan Al-	Board Member	Mr Salah Mahdi Abdullah	Deputy Head of
Mr Khalaf Mohammed	Managing Director	Mr Dave Henson	Managing Director
Mr Mohammed M.	Manager	Dr Alex Hernandez	Business
Mr Adam Ainsworth	Managing Director	Mr Abdul Hameed H. Al-	Director Manager
Mr Rayyan Kamal Yousif	Manager	Mr Matt Hinton	Sales Director EMEA
Mr Saad Aldouri	Programme	Mr Peter Hunt	Director
Mr Salah Hassan Ali	Vice Chairman	Mr Mohammed Al	Managing Director
Mr Zaid Rasmi Hashim	Manager	Dr Jana Hybášková	Head
Mr Mohammed Alkhouzai	Chief Executive	Mr Zubair Mohammed	Manager
Mr Ali Alkhouzai		Mr Kamel Jaber	Director
Mr Istabraq I. Alshouk	Senior Deputy	Eng. Rasmi Al Jabri	Director General
Mr Nabeel Salman Ali Al-	Chairman	Mr Nafea Raheem Al-	Tech. Manager
Mr Albert Arbuthnott		Mr Zaid Younis Najm Al-	Managing Director
Ms Jo Armitt	Marketing Account	Engineer Waleed Jawad	Consulting Engineer
Mr Chris August	Associate - Banking,	Mr Ali Joodi	Managing Director
Mr Qasim Muhammad	Member of Board of	Engineer Emad Joodi	Deputy Chairman
Mr Abbas Muslim Ali Al-	Director Manager	Mr Shallal Kadhim	Manager
Eng. Sameer I. Bashqah	Director General of	Ms Amiena Yahia	Contributor
Mr David Brown	Managing Director	Mr Aqil Al-Khalidi	Member
Mr Carl Bruce	Senior Manager	Ms Noor Aqil Al Khalidi	Manager
Dr Husain Chalabi	Petroleum Consultant	Mr Ala Muhammed Al-	Businessman
Mr Toby Chinn	Associate Director,	Mr Maytham K.	General Manager,
Mr Neil Clark	Business	Mr Thomas Kingston	Managing Director
Mr James Compston	SVP – Customer	Mr Tariq Yaseen Lazim	Manager
Mr Khalid S. Daiood	Counsellor to the	Ms Angelique Lecorps	Senior Risk Analyst
Mr Ali Mohsin A.	Accountants Manager	Mr Jones Lindgren	Principal & Vice-
Basim Bahaa Al Din	Director General of	Mr Gary Lomas	Business Dvlpt
Mr Laurie Downing		Mr Sadik H.F. Al-	Chairman
Mr Steve Driver	Chief Operating	Mr Abdulkareem S Mahdi	
Mr Ahmed Elkady	Partner	Mr Mahmood Bakr	Partner, Share holder
Brigadier James Ellery	Director	Mr Eddie Malick	Director
Dame Glynne Evans	Senior Adviser	Mr Ayad Jebur Mhawi	Manager
Mr Muwaffaq Ezzuldin		Ms Egle Milicuenta	Marketing Account
Mr Lloyd Griffiths	Design Director	Mr Chris Moden	Iraq Team
Ms Ayda Habboush	Associate	Mr Sana Mohammed	

## GUEST LIST (CONT.)

Dr Jane Moon	Director	Mr Mukbil Siddeq	Manager
Mr Christopher Morgan	Deputy General	Mr Mazin. D. Abdulzahra	Manager
Mr Joseph Motley	Analyst, Iraq	Mr Dakhil Abdulzehra	Manager
Mr Khalid Rahim Mozann	Managing Director	Mr Zaman Sahib Abed	Public Relations
Engineer Jasim	Chief Consulting	Mr Paul Abley	Intl Trade Adviser
Mr Shwan Al-Mulla CBE	President & CEO	Mr Abbas N. Alwoan Al-	Board Member
Mr Ghazwan Ayad Al	Economic Consultant	Mr Khalaf Mohammed	Managing Director
Mr Alaa Addin Mustafa		Mr Mohammed M.	Manager
Mr Tariq Al-Obeidi	Consulting Engineer -	Mr Adam Ainsworth	Managing Director
Dr Jaafar Oklany	Deputy Country	Mr Rayyan Kamal Yousif	Manager
Mr Samer Al Omari	Business	Mr Saad Aldouri	Programme
Mr Muneer Omran		Mr Salah Hassan Ali	Vice Chairman
Ms Cecile Ortlieb	Intl Trade Adviser	Mr Zaid Rasmi Hashim	Manager
Mr Andrew Prendergast	General Manager	Mr Mohammed Alkhouzai	Chief Executive
Mr Julian Price	Development	Mr Ali Alkhouzai	
Mr Mohammed M. Al-	Public Relations	Mr Istabraq I. Alshouk	Senior Deputy
Mr Hayder Al Rubaii	Deputy Chairman	Mr Nabeel Salman Ali Al-	Chairman
Mr Keith Ruddock	General Consul &	Mr Albert Arbuthnott	
Mr Qasim Younis Al	Managing Director	Ms Jo Armit	Marketing Account
Mr Salah Mahdi Al-Saeed	Board Member	Mr Chris August	Associate - Banking,
HE Dr Safaaldeen Al-Safi	Minister of Finance	Mr Qasim Muhammad	Member of Board of
Mr Sahib Sajjad	Admin & Finance	Mr Abbas Muslim Ali Al-	Director Manager
Mr Abather Omer Saleh	Deputy Governor	Eng. Sameer I. Bashqah	Director General of
Ms Negin Sawez	Program Officer	Mr David Brown	Managing Director
Mr Falah Hameed	Deputy Chairman	Mr Carl Bruce	Senior Manager
Mr Alaa Weli Ali Al-	Chairman	Dr Husain Chalabi	Petroleum Consultant
Mr Raed Saeed Shams	Board Member	Mr Toby Chinn	Associate Director,
Mr Steve Sharp	Head, PROactive	Mr Neil Clark	Business
Mr Ahmed Mahal Skel	Managing Director	Mr James Compston	SVP – Customer
Ms Manahil Al-Sowaidi	Partner	Mr Khalid S. Daiood	Counsellor to the
Mr Nasser Mohammed	Partner	Mr Ali Mohsin A.	Accountants Manager
Mr Julian Veal	Operations Director	Basim Bahaa Al Din	Director General of
Mr Ali Ahmed N. Al-	Board Chairman	Mr Laurie Downing	
Mr Gareth Widdup		Mr Steve Driver	Chief Operating
Ms Darshni Wignarajah	PM's Trade Envoy	Mr Ahmed Elkady	Partner
Mr Gavin Wishart	Chief Executive	Brigadier James Ellery	Director
Mr Carl Woolf	Intl Trade Adviser,	Dame Glynne Evans	Senior Adviser
Mr Marco Zacchei	Saipem Iraq Branch	Mr Muwaffaq Ezzuldin	
Mr Stephen Zhao	Account Manager	Mr Lloyd Griffiths	Design Director
Mr Khatab Omar Ahmed	Managing Director	Ms Ayda Habboush	Associate
Mr Hayder Abdulzahr	Counsel Chairman	Mr Salahuddin Alhadeethi	
Mr Safaa Mohammed	Managing Director	Dhikra Abdulsattar	Chief Senior
Ms Tania Abdulkader	1st Secretary	Mr Aws Hamo	Customer Support
Mr Bilal Abdulkadir	Attaché From	Mr Sean Hanafin	Snr Adviser, Capital
Mr Ali M. Ali Qasim	Manager	Mr Vikas Handa	Regional Managing
Mr Nasser Tayes Abdulla	General Manager	Mr Sadeq Khaleefah	Director of Technical
		Mr James Harding	
		Mr Hayder Raheem Hasan	Managing Director

## BARONESS NICHOLSON OF WINTERBOURNE

Baroness Nicholson began her address to the conference by welcoming the attendants and by stating that the purpose of meetings such as this is to allow companies to get together, establish relationships and ultimately do business with one another. It is about ‘integration and interaction between business partners’. The first of the opening addresses was given by the Iraqi Ambassador to the United Kingdom, Faik Nerweyi.

## MR FAIK NERWEYI — IRAQI AMBASSADOR TO THE UNITED KINGDOM

The Ambassador stated that conferences such as the Mansion House Conference were very important as they allow for integration and communication between all sorts of businesses, and that this is important for the work of rebuilding and bringing stability to Iraq. The Ambassador used his address to give some areas of recommendation on which both Iraqi businesses and foreign companies could focus.

- Iraq should build a school of English, as this is important for the future and Iraq currently does not have one.
- Iraq’s long isolation means that it needs to be ‘introduced, not just reintroduced’ to the international community. This should be done through involvement in international culture and universities around the world.
- The public health system, the agricultural sector, tourism, research and infrastructure need to be addressed and upgraded.
- A legal framework is also important to create a favourable regulatory environment and to reduce the economy’s reliance on cash.

**MR ISTABRAQ AL SHOUK — SENIOR DEPUTY HOUSING  
MINISTER**

The Deputy Minister gave an account of the significance of construction and infrastructure to the economy and the alleviation of unemployment. He reported that Iraq needs to build two million homes between now and 2020, and that 250,000 additional units are required every year.

The minister continued that this demand cannot be met by the government alone; 85% of the current need for housing needs to be covered by both local and international investors. International companies can enter this market in partnership with local ones, opening the sector for all sizes of company in Iraq. The minister stated that legislation needs to be developed that allows payment plans for consumers and tax breaks for investors to encourage the growth of this sector.

**MR QASIM MUHAMMAD BADER — REPRESENTATIVE OF THE  
GOVERNOR OF BASRAH**

Basrah's relationship with Britain has a long history; British firms have a history of constructing infrastructure and industry that goes back to the 1920s. However, the level of investment has dropped markedly since 2003. The representative stated that British firms would be welcome to continue that tradition by providing the necessary expertise and funding to develop the province, such as the construction of hospitals and infrastructure.

Basrah is the richest of Iraq's provinces, has a large port and a population of 2.7 million. 82.5% of Iraq's oil is produced in Basrah's thirteen oilfields. However, the province is still in dire need of investment. Investment is currently difficult, but this is because investment is new to the economy and its regulatory



framework, and so it will take time and a collaborative effort to allow for efficient and effective delivery of investment.

## SESSION 1 — BASRAH, THI QAR, AND NAJAF

Southern Iraq's oil and gas sector is large and important for the region. The aim is to produce close to a quarter of a million barrels a day. Plans to do so include initiatives to construct a new industrial city. The region's demography is overwhelmingly youthful, and young people must be involved in the development of the economy to ensure its sustainable and harmonious development.

Mr Sharba of the Najaf Chamber of Commerce stressed that oil is a state sector, and should not fall under the control of the localities. The localities should have prerogatives over other sectors, such as tourism. Tourism has the potential to be the 'permanent oil' of the region because of its central location, its religious sites and its beautiful cities.

Iraqi British relations are very old: they date back to 1640 when the East India Company opened offices in Basra. Since then, British companies have worked in the oil and gas sector; a British company was the first to be given rights to explore for oil. A British company also built a dam on the Tigris in the 1930s. British products and services have a good reputation in Iraq.

There is a large Iraqi-British diaspora, many of whom have higher degrees. Integrating them into the development of the economy should be a priority. The panellists were agreed that continuing a tradition of British involvement in Iraq would be hugely beneficial for the Iraqi economy.

A member of the audience highlighted that large international companies subcontract their work, meaning that many projects in Southern Iraq are of a low quality and take a long time to complete. Member of the panel blamed this on advice from foreign governments that Iraq is unsafe, which makes working there expensive and unattractive to workers and companies from abroad.

## **SESSION 2 — BAGHDAD, KARBALA, MOSUL, BABYLON, AND MAYSAN**

The second panel discussed the potential and challenges of doing business in Baghdad, Karbala, Mosul, Babylon, and Maysan. The panellists agreed that events such as the IBBC conference are important as they allow for communication and interaction between businesses and policymakers. It was noted that Chambers of Commerce are important for instigating growth and development. Because many goods in Iraq need to be imported, communication is also vital for setting up partnerships to do this.

Measures to improve the conditions for investors and investment were discussed. Rasmi Al Jabri, the panel chair, stated that the EU might be able to assess the situation to lift security at airports and lessen restrictions on travel. It was also noted that there are many exemptions and benefits for bringing in foreign labourers, provided these do not exceed 50% of the total workforce. There are strategic plans to build airports and railway lines.

There are many opportunities for investment in all of Iraq's regions. For instance, Basrah's oil industry, which is expanding at a rate similar to that of the rest of the Iraq, requires infrastructure investment to sustain its continued growth. Heavy and agricultural industries also need attention to allow for a balanced development of the economy. However, it was also observed that a

partnership between residents and major companies needs to be set up, and that these major companies should provide high level and useful services other than their extraction of oil.

A member of the audience questioned the overall strategy of Iraq's oil and gas sector by noting that the supply of oil was very large, but that the infrastructure was lacking for it to be exported. Furthermore, a lack of railways makes importing equipment difficult. A member of the panel noted that these are exactly the types of problems these strategies and initiatives were trying to address.

The chairman concluded the panel by thanking those who had attended, and called on his Iraqi colleagues to take the opportunity to establish working relationships with the businesses in attendance. This form of interaction, he continued, is important for the continued development of the Iraqi economy.

## WHAT IS IBBC?

IBBC facilitates business, trade, investment, human resources, training and transfer of technology and know-how into the Republic of Iraq, seeking to bring together Iraq, British and international companies and public sector bodies through a joint platform identifying mutual interests and common goals. It is a powerful network of the most important Iraqi, British and international business organisations enjoying high-level support from both Governments and the EU.

Committed to a free, prosperous and diverse Iraq, IBBC has created strong relationships that benefit business, industry and the people of Iraq. IBBC is fully supported in its goals by Prime Minister Nouri al-Maliki, and, through him, the National Investment Commission. IBBC is more than a business initiator, aiming, in co-ordination with the Iraqi Government to promote best practice and international standards to facilitate business in Iraq, which is a high potential, emerging market. Following considerable improvements in security and the successful creation of democratic institutions, Iraq needs to revive and expand her economic base to bring economic security and prosperity to her people.

IBBC, funded privately by its Members, operates through an independent secretariat in London, Baghdad, Erbil and Basrah and plays a major role in the development of UK trade and investment with Iraq.

## WHO WE ARE

In addition to the regular Founder Member Board, the bi-annual Business Council, and the quarterly Sector Table meetings, IBBC Events include:

- Two major conferences in London each year, as well as two receptions in the House of Lords
- An annual weekend retreat is held at Cumberland Lodge in Windsor

- Occasional round-table dinners (between four and six per year) held at the Reform Club in London
- Occasional seminars and study groups on subjects of high value (such as the fight against corruption and the impact of the Bribery Act)
- Frequent Trade Delegations are arranged — a minimum of four each year — varying in location between Baghdad, Basrah, and Erbil.
- Regular conferences in Baghdad, Basrah and Erbil.
- Occasional events organised in partnership with or on behalf of specific member companies in both Iraq and the UK
- Occasional events organised in partnership with or on behalf of both the British and Iraqi governments in both Iraq and the UK

The IBBC has, at its core, a number of Sector Tables of a small group of companies that have a business interest in the relevant sector.

- **Oil and Gas** — *Chaired by Michael Simm of Penspen*
- **Construction and Infrastructure** — *Chaired by Hani Akkawi of CCC*
- **Financial and Professional Services** — *Chaired by Hamdiyah Al Jaff of the Trade Bank of Iraq and Alistair Kett of PwC*
- **Education and Training** — *Established by Dr Alastair Niven under the patronage of Deputy Prime Minister Dr Shahrastani.*

## SENIOR STAFF

- Christophe Michels — *Chief Operating Officer*
- Dr Alastair Niven LVO OBE — *Associate Director*
- Rob Cole — *Head of Communications*

## COUNCIL OF MEMBERS

<b>Company</b>	<b>Principal Activities</b>	<b>Contact</b>
Aegis	Risk Management Company	Maj.Gen. Binns CBE DSO MC
Al Saraji Group	Risk Management & Logistics	Mr Ali Al Saied
Anwar Soura GCC LTD	Construction	Eng. Abdullah al-Jiburi
AOGS	Mining & Manufacturing	Mr Mustafa Bakr
Basrah Chamber of Commerce	Business Development	Mr Makki Hasan Al Sudany
Basrah Engineering Co.	Construction	Mr Rasmi Aljabri
Bath Spa University	Higher Education	Professor Christina Slade
BIOGH	Oil & Gas	Mr Richard Cotton
BP	Oil & Gas	Mr Michael Townshend
Chevron	Oil & Gas	Mr Chris Bowers
CCC	Construction & Infrastructure	Mr Hani Akkawi
Control Risks	International Risk Consultancy	Mr Toby Chinn
Dahabshiil Transfer Services	Financial Services	Mr Abdirashid Duale
Deloitte	Professional Services	Mr Oliver Holder
Dome Group	Oil & Gas	Mr Amin Jafar
Erbil Chamber of Commerce	Business Development	Mr Dara Jalil Khayat
Ernst & Young Iraq	Financial Services	Mr Bishr Baker
Eversheds LLP	Legal Services	Mr John Kemkers
ExxonMobil	Oil & Gas	Mr Marcus Tripp
Fluor	EPCM	Mr Alan Evans
Foster Wheeler	Engineering & Construction	Mr Trevor Staples
G4S	International Risk Consultancy	Mr Ed Cowell
GardaWorld	Risk Management Company	Maj. Gen. Andrew Farquhar CBE
Genel Energy	Oil & Gas	Mr Tony Hayward
Gulfsands Petroleum	Oil & Gas	Mr Mahdi Sajjad
HWH & Associates	Engineering Solutions	Mr Peter Hunt
ICR Integrity	Oil & Gas	Mr Roger Esson
Karbala Chamber of Commerce	Business Development	Mr Nabeel Al-Anbari
KBR	Const. & Eng. & Servicing	Mr Jim Bowden
KCA Deutag	Drilling & Engineering	Mr Rodrigo Rendon

## COUNCIL OF MEMBERS

Kentz	Engineering Consultancy	Mr John Walsh
Kingston University	Higher Education	Professor Julius Weinberg
Kuwait Energy	Oil & Gas	Ms Sara Akbar
LGC Ltd	Science & Technology	Ms Loree M. Gourley
Milio International	Oil & Logistics	Mr Vladimir Beruchashvili
Mott MacDonald	Oil & Gas; Const & Infrastructure	Mr Bob Phillips
Najaf Chamber of Commerce	Business Development	Mr Zuhair Sherba
Olive Group	Integrated Risk Solutions	Mr Christopher St George
Penspen Limited	Oil & Gas	Mr Michael Simm
Perkins + Will	Construction & Infrastructure	Mr Jones Lindgren
Petrofac	Oil & Gas	Mr Ammar Ishaq
PTS Ltd	Logistics	Mr David Brown
PwC	Professional Services	Mr Alistair Kett
Restrata	Risk Management	Mr Mark Alexander
Saipem	Oil & Gas	Mr Sahib Sajjad
Shell	Oil & Gas	Mr Hans Nijkamp
SKA International Group	Aviation Services & Logistics	Mr Mike Douglas
SNC Lavalin	Engineering & Construction	Mr Ghassan Ashqar
Solar Turbines	Engineering & Construction	Mr Richard Mundy
SSH	Construction & Infrastructure	Ms Karen Mort
Standard Chartered Bank	Banking	Mr Gavin Wishart
Stirling	HSSE	Mr Angus Neil
Trade Bank of Iraq	Banking	Mrs Hamdiyah Al Jaff
UB Holding	Group of Companies	Mr Hadi Nezir
Unatrac/Iratrac	Construction Equipment Retail	Mr Ramy Hatem
University of Sheffield	Higher Education	Ms Joanne Purves
University of Wolverhampton	Higher Education	Ms Jane Nelson
Vitol Group of Companies	Engineering Solutions	Ms Robin D'Alessandro
Weir Group	Construction & Infrastructure	Mr Vikas Handa
Zain	Telecommunication	Mr Mohammed Charchafchi



IBBC Hope House, 45 Great Peter Street, London, SW1P 3LT London@webuildiraq.org  
Iraq Britain Business Council, a company registered in England and Wales with company number 06929280  
Registered as an NGO in Iraq with registration number 2D76104