



**Japan International Cooperation Agency (JICA)
Data Collection Survey on Business Environment in Iraq**

WORKSHOP FOR DOING BUSINESS IN IRAQ

In cooperation with

The Turkish Contractors Association (TCA)

27 March 2013, Wednesday,

9:00-18:00

Istanbul DEDEMAN HOTEL, Istanbul, Turkey

Objective

To know key issues in doing business with/in Iraq

To seek ideas which may help to identify possible measures to be taken both by Iraq government itself and through cooperation with Japanese government for making their business environment friendlier to foreign businesses

Approach

Panel discussions and group discussions among Turkish and Japanese stakeholders who have experience in doing business with/in Iraq

PROGRAM

9:00-18:00

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| 9:00-9:10 | Opening remarks by JICA Mr. Takashi Hiramatsu, JICA HQ |
| 9:10-9:30 | Special Speeches |
| | - Ms. Cigdem Cinar , Turkish Contractors Association Deputy General Secretary - Mr. Ercüment Aksoy Chairman of Iraqi Business Council, DEiK |
| 9:30-10:45 | 1. Panel Discussion on Overall Business Environment Moderator: Mr. Satoshi Yamada, Ernst & Young ShinNihon, JICA Survey Team member Keynote speaker: Mr. Harun Koçak , Commercial Counselor, Embassy of Turkey in Iraq Panelists: Mr. Takema Sakamoto, Chief Representative, JICA Iraq Office, Mr. Hiroki Namikawa, General Manager, Toyota Tsusho Amman Liaison Office, Mr. Bülent Güngör, Deputy Chairman, Yuksel Construction Co. (TBC) |
| <i>10:45-11:05</i> | <i>Coffee/Tea Break</i> |
| 11:10-11:25 | Special Speech by Yoshiyuki Fujino , President & General Manager, SHIMADZU Middle East & Africa FZE |
| 11:30-12:25 | 2. Panel Discussion on Laws and Regulations Moderator: Mr. Hironobu Adegawa UNICO International Corporation, JICA Survey Team leader Keynote speaker: Mr. Neil Brimson , Managing Partner, Herbert Smith Freehills Middle East, Doha Panelists: Mr. Takema Sakamoto, Chief Representative, JICA Iraq Office, Mr. Hirofumi Yamauchi, Senior Consultant, UNICO International Corporation Ms. Yasemin Cetinel, Cetinel Law Office |
| 12:30-13:25 | 3. Panel Discussion on Banking System Moderator: Ms. Hiroko Hashimoto, Japan Economic Research Institute, JICA Survey Team member Keynote speaker: Mr. Rohit Fernandes , Client Sales Manager (UAE & Iraq), Citibank, Dubai Panelists: Mr. Yasuyuki Kumon, Executive Advisor for Middle East and North Africa, Bank of Tokyo-Mitsubishi UFJ, Dubai Ms. Selen Ozhisarcıklı, TEB International Trade Department |
| <i>13:30-14:40</i> | <i>Lunch</i> |

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| 14:45-15:40 | <p>4. Panel Discussion on Custom Clearance</p> <p>Moderator: Mr. Hirofumi Yamauchi, UNICO International Corporation, JICA Survey Team member</p> <p>Keynote speaker: Mr. Mohamed Boussarsar, Team Leader, Industry Department (Iraq), Bureau Veritas Dubai Branch</p> <p>Panelists:</p> <p>Mr. Ali Özpolat, Managing Director, ÖZPOLAT Machinery and Food Industry and Trade Co.(Gaziantep)</p> <p>Mr. Volkan Akan, Chairman, AKANSEL, Deputy Chairman of DEİK Iraqi Business Council</p> <p>Mr. Hironobu Adegawa, Consultant, Consulting Service Headquarters, UNICO International Corporation</p> |
| <i>15:45-16:05</i> | <i>Coffee/Tea Break</i> |
| 16:10-17:30 | <p>Group Discussion Session</p> <p>Group 1: Oil & gas and Infrastructure sectors Group 2: Other sectors</p> <p>1) Self-Introduction of Turkish companies (each for 5 minutes) 2) Discussions based upon case studies</p> |
| 17:40-17:50 | <p>Closing remarks by JICA Survey Team Leader</p> <p>Mr. Hironobu Adegawa,</p> |
| Data Collection | Participants are asked to fill in questionnaire about business environment of Iraq |