

**10<sup>TH</sup>**  
**ANNIVERSARY**

**Annual**  
**US - Afghanistan**  
Business **Matchmaking**  
Conference

December 9 - 11, 2014 | Washington D. C



“Public Private Partnership is a need for development of Afghanistan’s economy. We need to work together tirelessly to overcome the challenges.” President Ahmadzai said at his first meeting with ACCI”





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December 9 - 11, 2014 | Washington D.C

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Afghan-American Chamber of Commerce presents...

# Business Matchmaking Conference

Largest and Longest Running Business Conference on Afghanistan

Washington D.C., 9 - 11 December 2014



Construction | Transportation | Mining & Natural Resources | Banking & Finance | Agribusiness | ICT | Media

a-acc.org



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## DATE • LOCATION • CONTACT

### Welcoming & Networking Reception Monday, December 9, 2014

6:00 PM - 8:00 PM

#### JW Marriott Washington DC

1331 Pennsylvania Ave, NW, Washington, DC 20004  
202-393-2000

### Conference & Trade Fair Tuesday, December 10, 2014

Registration at 8:00 AM

#### Ronald Reagan Building & International Trade Center

1300 Pennsylvania Ave, NW, Washington, DC 20004  
202-312-1300

### AACC Award Reception/Mix & Mingle Tuesday, December 10, 2014

6:00 PM - 9:00 PM

#### JW Marriott Washington DC

1331 Pennsylvania Ave, NW, Washington, DC 20004  
202-393-2000

### Conference & Business Matchmaking Wednesday, December 11, 2014

8:00 AM - 5:00 PM

#### Ronald Reagan Building & International Trade Center

1300 Pennsylvania Ave, NW, Washington, DC 20004  
202-312-1300

### Contact

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BMCinfo@a-acc.org or 703.442.5005

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# Board of Directors



**Chairman**  
Name: Abdul Hossain Faheem  
Company: Zahed Walid Construction Co.  
Province: Kapisa



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Company: Khanjan Alkozay Ltd  
Province: Kunarha



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Company: Shadab Zafar Construction Co.  
Province: Kandahar



**Vice-Chairman, Mines & Industries**  
Name: Haji Baz Mohammad  
Company: Afsar Khan Ltd  
Province: Nangarhar



**Vice-Chairman, Services**  
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Company: Ghazanfar Gas & Oil Co.  
Province: Balkh



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Company: Kahled Jaihon Construction Co.  
Province: Takhar



**Treasurer**  
Name: Ahmad Jawid Jaihoon  
Company: Afghan United Bank  
Province: Kabul



**Senior Advisor**  
Name: Azarakhsh Hafezi  
Company: Afghan German Co  
Province: Badakhshan



**International Affairs Advisor**  
Name: Izmaray Kamgar  
Company: Kamgar Group Co.  
Province: Balkh



**Head of Transit & Transport Committee**  
Name: Haji Ajmal Rahmani  
Company: Ahmad Rashed Rahmani Ltd  
Province: Parwan



**Head of Oil & Gas Committee**  
Name: Mohammad Dawod Yousefzai  
Company: Afghan Petrol Group  
Province: Faryab



**Member**  
Name: Haji Esmatullah Wardak  
Company: Kabul Foolad Melting Mill  
Province: Ghazni



**Member**  
Name: Asadullah Foroghayar  
Company: Rahim Farid Co.  
Province: Badghis



**Member**  
Name: Khairudin Mayel  
Company: Bashir Navid Group Co.  
Province: Balkh



**Member**  
Name: Dr Faraidon Noorzad  
Company: Maiwand Bank  
Province: Kabul



**Member**  
Name: Ghulam Nabi Eidizadah  
Company: Nabi Akbar Ltd.  
Province: Kunduz



**Member**  
Name: Mohammad Ibrahim Zarif  
Company: Aref Zarif Ltd.  
Province: Pakhtia



**Member**  
Name: Nezamuddin Tajzada  
Company: Etihad Aftab Co.  
Province: Nangarhar



**Member**  
Name: Dr. Jamaluddin Ishaq  
Company: Iraa Ishaq Construction Co.  
Province: Kunarha



**Member**  
Name: Mohammad Latif Qanavizian  
Company: Super Cola Beverage Co.  
Province: Herat



**Member**  
Name: Latif Khan Zhwandai  
Company: Zamindar Group Co.  
Province: Khost

## Board of Directors is responsible for the following activities

- Oversee the management and operations of the Chamber in accordance with the policies and by-laws of the Chamber and government regulations.
- Representing the interests of the wider membership towards government through participation in committees like the Economic Council of the Cabinet and the Houses of Parliament.



## Message from ACCI

Afghanistan Chamber of Commerce and Industries (ACCI), would like to welcome all of you to the 10th Annual U.S – AFGHANISTAN BUSINESS MATCHMAKING CONFERENCE.

This occasion is a collaborative endeavor of both the Afghan American Chamber of Commerce and the ACCI. We thank AACC for its efforts, which has expended to put on this meaningful gathering.

We would like to congratulate the 10th anniversary of BMCs, especially to those who have tirelessly attempted in organizing business networks between Afghan and American businesspeople over the past decade. Hopefully, both chambers will be facilitating further investment and business opportunities for the business communities of both nations.

Last year, when the discussions on withdrawal of international forces were looming diplomatic and business meetings, we remember that there were so much concerns about the security and economic future of Afghanistan including the future cooperation between the United States and Afghanistan.

But now when the National Unity Government is established and the BSA is signed, the concerns are removed and there is a real hope for the improvement of bilateral relations between the United States and Afghanistan.

We view the United States as a key partner to realize our economic aspirations. An event such as this one, bringing private sector representatives of both countries together will provide the opportunity to expand bilateral business relations, affirm our commitment to a free market economy driven by private sector dynamism and entrepreneurship.

We do believe the BMCs can act as an important platform for the exchange of information and ideas and lead to positive, mutually beneficial outcomes.

Ultimately, economic gains for Afghanistan must translate to social progress for our people, for our people to be afforded the opportunity to earn a legal wage, and to fully reclaim our dignity

and self-respect, a fundamental human entitlement. That we have arrived at this moment, today, is because of our belief in this ideal, and ideal that is deeply embedded in the value of the American people.

In closing, once again thank all of you for taking the time to attend this conference; again, let us express our gratitude to ACCI colleagues and our valued and esteemed partner, AACC.

Looking forward to a successful three days and thereafter.

Sincerely

*Board of Directors  
Afghanistan Chamber of Commerce and Industries*

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Sulaiman Lutfi  
Chairman of the Board of Directors



Hon. Don Ritter, Sc. D.  
President & CEO

## Message from AACC

The Afghan-American Chamber of Commerce (AACC) takes significant pride in helping to launch the precursor Chamber organization in the winter of 2003-2004 which eventually morphed into ACCI and values deeply its robust relationship with ACCI officers and members since that time.

AACC understands the enormous challenges faced by its Afghan brothers and sisters in ACCI as they struggle to gain peace and prosperity for their country. AACC will not falter in its efforts to help build that peace and prosperity along with its hard-working and creative ACCI colleagues.

AACC, since its inception in 2002, has been the leading organization in the U.S. facilitating U.S.-Afghanistan business, investment, and trade ties through its Business Matchmaking Conferences and related activities. AACC helps members accomplish their business goals in Afghanistan, serves the interests of its members through various programs, advocates for a market economy in Afghanistan, and endeavors to strengthen U.S.-Afghan economic relations. AACC works to ensure that Afghanistan's economic development remains a priority for U.S. and Afghan policymakers and serves as a link between business and government to encourage progressive economic policies that will result in increased business and investment between the U.S. and Afghanistan.

AACC promotes the exchange of information and provides resources to members through investment conferences, seminars, networking events, publications, and other avenues to stimulate U.S.-Afghanistan business and investment. AACC brings together companies, organizations, and individuals with a stake in helping Afghanistan succeed and developing opportunities in an emerging economy.

AACC actively identifies current opportunities for business and investment in key economic sectors and the financing of businesses in Afghanistan. AACC's Conferences attract a large contingent of individuals representing U.S. and Afghan companies, U.S. Government agencies, Afghan Government institutions, financial institutions, multilateral organizations and relevant non-profits. AACC engages leaders from the private sector, Afghan Ministers and their representatives, and officials from the State Department, Department of Defense, Department of Commerce, USAID, ADB, the World Bank, OPIC and other organizations to facilitate promotion of business-to-business relationships and investment and trade between the U.S. and Afghanistan.

The largest contingent of representatives of the private sector from the United States, Canada, the EU, UAE and Afghanistan who come together at AACC's annual Conferences to discuss their business and investment ideas. The goals of such gatherings are to foster business relationships, joint ventures, partnerships, etc. engaging both U.S., Western nations and Afghan businessmen and women.

AACC is working closely with its sister organizations in Afghanistan such as the Afghanistan Builders Association (ABA), the Afghanistan Chamber of Commerce and Industries (ACCI), the Afghan Business Council - Dubai (ABC-Dubai) and the American Chamber of Commerce in Afghanistan (AmCham Afghanistan) to contribute in Afghanistan's economic expansion and growth.

We thank you for your kind consideration of our AACC efforts and look forward to your participation in our future events.

On behalf of the Afghan-American Chamber of Commerce (AACC), we look forward to hosting our upcoming 10th Annual U.S.-Afghanistan Business Matchmaking Conference 2014 on December 9, 10 and 11, 2014 in Washington, D.C., U.S.A.

Sincerely,

Sulaiman Lutfi  
Chairman of the Board of Directors

Hon. Don Ritter, Sc. D.  
President & CEO

### **Chairman of the Board of Directors**

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Atiqullah Nusrat  
CEO, ACCI

## About ACCI

### Background

Afghanistan is a country with untapped business opportunities and great potential. It has a number of comparative advantages that can be turned into competitiveness, given the right support and strategic direction. The Afghanistan Chamber of Commerce and Industry (ACCI) fully embraces this ideal and is in the process to make it a reality. In order to live up to its vision, the chamber represents the interests of the private sector and provides services to its 62,500 member companies and 93 business association, union and cooperative organizations, which represent more than 90 percent of the workforce in Afghanistan. These activities are conducted countrywide through ACCI's Headquarter in Kabul and 21 branches in the provinces.

In serving the private sector, the chamber looks back on a long history, which started 83 years ago. For the first time in 1931, Afghan traders established Commercial Arbitration Association to integrate their business activities and also defend their rights. Later on this organization was transformed into the chamber of commerce and industries to promote domestic production and trade in all provinces. In the beginning of the millennium the former state controlled chamber made a dynamic leap forward. The chamber law of 2009 ensured that the ACCI is an independent and democratic organization. This approach allows for close co-operation between the public and private sectors and enables the creation of a self-regulated business sector throughout the country.

The ACCI is on the firm belief that the improvement of the enabling environment for doing business is a shared concern of all stakeholders. ACCI provides the following services:

**Advocacy and Interest Representation:**

The chamber law mandates the ACCI as the leading voice of the private sector to represent domestic and foreign companies in all matters pertaining to a conducive environment. Therefore, the chamber implements a wide range of activities through the Department of Government Relations and Policy, which is in direct contact with the relevant government and non-government agencies. Every year, the chamber organizes special meetings with the President of Afghanistan and participates in economic committees to draft new business related laws and revise old ones.

**International Affairs:**

During the past decade, Afghan business community has been encouraged to expand their economic activities outside the country. For these companies the ACCI provides a gateway to foreign markets by organising matchmaking conferences, exhibitions and fairs. The International Department thereby is aware that businesses need favourable conditions and closely collaborates with international, foreign and national organisations to reach this objective. The chamber is represented in the developed and emerging markets through its twelve business councils, which connect the Afghan business community with the outside world. Among the target markets are the neighbouring countries, Middle and Near East, Europe and the USA.

**Industry and Export Promotion:**

Compared with volumes in trade and imports the Afghan export sector remains small. In the field of export development the ACCI provides a range of services to Afghan traders through the Industry and Export Promotion Department. Among them are the following: preparation and issuing the Certificate of Origin, registering business invoices, offering necessary advice and cooperating in removing trade obstacles inside and outside the country. Since the past five years, ACCI has issued 123,500 invoices and 26,220 certificate of origin for Afghan exporters. Furthermore, the chamber supports entrepreneurs to introduce international standards for quality assurance and packaging.

**Business Development Services:**

The ACCI provides information and guidance to build the foundation for business success. In close cooperation with public and private agencies ACCI supports enterprises and associations to introduce modern management tools. The trainings in areas like business planning, accounting and procurement enable companies to benefit from the growing business opportunities in Afghanistan and worldwide. BDS Department provides opportunity for businesses to access local tenders through [www.kabul-tenders.org](http://www.kabul-tenders.org). Additionally, the department provides reliable and accurate business information from national and international organizations across an array of sectors and provinces, and also provides webinar business conferences with traders overseas through Business Communication Hub in ACCI.



**Legal Services and Arbitration Department:**

Private entrepreneurs often face disagreements and conflict in enforcing and interpreting the provisions of contracts. The resolution of such conflicts through legal and judiciary channels is complex and time consuming. According to 8th provision of Law on ACCI, the Chamber provides arbitration services to private sector by “Arbitration and Legal Services Department”. This department has received more than 100 cases of commercial dispute during 2012 and 2013 and even resolved in some cases. In addition, the chamber provides advice in other juridical issues ranging from business registration to tax declaration.

It’s worthy noted that ACCI in financial support from HAKARAT (Afghanistan Investment Climate Facility Organization) has recently established the Afghanistan Commercial Dispute Resolution Centre (ACDR) aims to institutionalize commercial dispute resolution and mediation for the private sector that commercial disputes to be resolved faster and at lower costs.

**ACCI Sector Committees:**

- 1- Export Committee
- 2- Import Committee
- 3- Industries Committee
- 4- Mines Committee
- 5- Businesswomen Committee
- 6- Agriculture, Animal Husbandry and Dairy Products Committee
- 7- Transport and Transit Committee
- 8- Construction Committee
- 9- Medicine and Medical Equipment Committee
- 10- Oil and Gas Committee
- 11- Media Committee
- 12- Marble and Granite Committee
- 13- Tourism and Hajj Committee
- 14- Health Committee
- 15- Education Committee
- 16- Carpet Production Committee
- 17- International Affairs Committee
- 18- Business Development Services Committee
- 19- Craftsmen Committee
- 20- Banking Services Committee
- 21- Currency Exchange Committee
- 22- Airlines and Cargo Committee
- 23- Higher Education Committee
- 24- Protecting of Consumers’ Rights Committee
- 25- Norm and Standard Committee

# Provincial Chambers



■ ACCI's Active Provincial Chambers

■ ACCI's Provincial Chambers to Be Established Soon

# Joint Chambers & Business Councils



Afghan Business Council in Dubai



Netherlands-Afghanistan Business Council (NAfBC)



Afghan Business Centre in Moscow



Afghan-Turk Business Council



Herat-Mashad Joint Chambers of Commerce



Iran-Afghanistan Joint Chambers of Commerce



Afghan - Australia Business Council



# International Partners

## International Organization



## Foreign Chambers



# ACCI is member of



# Domestic Partners



# Major ACCI's Accomplishments, 2014

## **The First International Exhibition of Afghanistan's Rehabilitation Organized in Kabul**

18 November 2014

Afghanistan Chamber of Commerce and Industries (ACCI) and BECO Exhibition & Conference Organizing Company organized the First International Exhibition of Afghanistan's Rehabilitation in support from Afghanistan government related entities from 18 – 21 November 2014 at Loya Jirga Tent, Kabul.

Totally 51 companies including 9 Iranian, 5 Turk, one German and one Arab companies have attended the exhibition.

Housing and internal decorating, development of residential towns, construction of airports, construction materials manufacturing, power industry, flood management and dams development, water supply systems, information technology, telecommunication, security equipment, modern banking system and development of insurance industry are the sectors were showcased by the exhibition.



## **President's Trip to Pakistan and Significant Outcomes in Improving Trade Transit of Two Countries**

17 November 2014

A 35-Member business delegation in composition of ACCI's Board of Directors and prominent traders were accompanying President Mohammad Ashraf Ghani to Pakistan.

Afghan President pointed out the trade transit challenges facing Afghan traders in Pakistan in meeting with Pakistani Prime Minister in attendance of economic high ranking officials of Pakistan government. And then, Pakistani Prime Minister pledged and assured Afghan President that the challenges will be solved as soon as possible.

In order to resolve instantly the challenges, two countries signed a MoU on trade, transit and investment. Mr. Ishaq Dar, Pakistani Finance Minister and Mr. Hazrat Omar Zakhilwal, Afghan Senior Economic Advisor to President and Acting- Minister of Finance signed the MoU.



## India Product Show in Kabul

2 November 2014

ACCI and FICCI (Federation of Indian Chambers of Commerce and Industry) in collaboration with Indian Ministry of Commerce and Industries, Government of India, Indian Embassy to Kabul organized India Product Show on 2 – 4 November 2014 in Intercontinental Hotel, Kabul.

The exhibition comprised 50 stalls from both countries. Indian exhibitors showcased pharmaceutical equipment, irrigation machinery, plastic, IT, cosmetic products, education, electronic equipment, tools and machinery, automobile (engine, spare parts), industrials products and hospitality. By the exhibition, Afghan exhibitors also showcased carpet, dried fruits, handicrafts, solar energy industry, construction, stones and IT.



## ACCI and ACFIC sign a Memorandum of Understanding

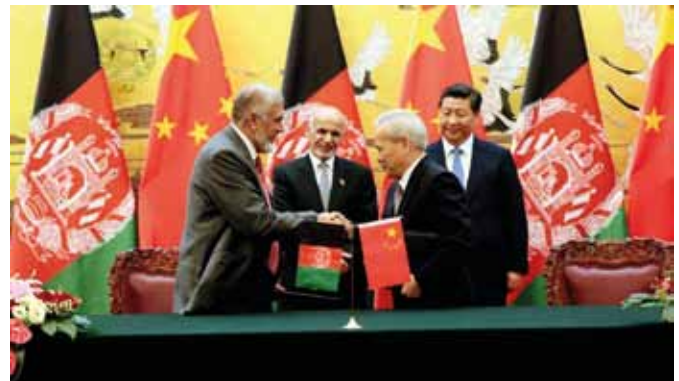
28 October 2014

ACCI and ACFIC (All-China Federation of Industry and Commerce) signed a MoU intended to enhance further trade, investment and economic cooperation between both countries. On behalf of ACCI, Mr. Khan Jan Alkozai, Senior Vice-Chairman of ACCI and Mr. Wang Ginmin, Chairman of ACFIC signed the MoU on 28 October 2014 in Beijing, China.

The memorandum is for the goodwill of both sides to promote friendly exchange and deepen their relationship of cooperation on the basis of obeying the laws and regulations of both countries, in order to achieve the aim of general promotion of business cooperation between the two friendly countries China and Afghanistan.

Signing of the MoU took place as part of Afghan President's trip agenda to China and a business delegation

in composition of 27 businessmen including ACCI's leadership accompanied President Ashraf Ghani.



## Preliminary Session of 10th Annual BMC, Kabul

28 October 2014

The Afghan – American Chamber of Commerce (AACC), supported by its sister organizations, the Afghanistan Chamber of Commerce and Industries (ACCI) and the Afghanistan Builders Association (ABA), organized a preliminary session for the AACC 10th Anniversary U.S – Afghanistan Business Matchmaking Conference (BMC) on 28 October at Safi Landmark Hotel, Kabul.

AACC's leadership came to Kabul to alert Afghan businesses to the opportunities to engage with American businesses and to allow AACC and colleagues in the U.S. the time to develop appropriate matches prior to the December Conference so as to optimize the value of the Conference to Afghan businesses who decides to attend.



## Private Sector Priorities for Reform Conference

19 October 2014

Representatives from the Afghan private sector came together at the “Private Sector Priorities for Reform Conference” in Kabul to identify a short list of practical, measurable, and realistic reforms that would remove constraints to doing business in Afghanistan, helping to spur economic growth. The recommendations from this Conference was presented at a private sector roundtable in London at the end of 2014 as part of the London Conference on Afghanistan, which was co-hosted by the Afghan and UK governments.

The conference, which was organized by Harakat and ACCI, in collaboration with DFID, IFC/World Bank, German Cooperation/GIZ/KfW, the United States Embassy Kabul, and with strong encouragement from the European Union Delegation in Kabul, was a day-long event that took place at the Intercontinental Hotel.



## ACCI and KADIN sign a Memorandum of Understanding

10 October 2014

ACCI and Indonesian Chamber of Commerce and Industry (KADIN) signed a MoU intended to enhance further trade, investment and economic cooperation between both countries. On behalf of ACCI, Mr. Atiqullah Nusrat, CEO of ACCI and from Indonesian Chamber, Mr. Fachry Thaib, Head of Permanent Committee for International Trade signed the MoU on 10 October 2014 in Jakarta.



## Public Private Partnership and Collaboration is a Need for Development of Afghanistan’s Economy, President Ashraf Ghani said

1 October 2014

Private sector representatives in composition of a seventy-people delegation met H.E. President Ashraf Ghani Ahmadzai on Wednesday, 1st of October to express the challenges facing their businesses and exchange their ideas toward growth of private sector and development of Afghanistan’s economy.

Poor infrastructures, high power prices, trade transit problem with the neighboring countries, complicated laws and procedures, existence of corruption in customs and taxation system, existence of multiple governmental entities in customs intended to extort traders and insecurity like kidnaping of private sector are the major challenges reported to the President by Mr. Alkozay, Senior Vice-Chairman of ACCI.

At the end, H.E. President concluded the discussions and said the public and private sector need to agree on a mutual engagement to achieve economic growth and each party should recognizes roles and responsibilities of the other one.

He also talked in detail about the challenges mentioned in the meeting. “Public Private Partnership & Collaboration is a need for development of Afghanistan’s economy. We need to work together tirelessly to overcome the challenges. Therefore, I will be spending 30 percent of my business hours for economic matters.” He said

In his first sentence explicitly stated that hereinafter no prosecuting attorney should be in governmental entities. He also extremely said that no justification is acceptable about kidnaping of private sector. “I have directed Minister of Interior that all police commanders in Kabul must be fired and committed individual be replaced instead. Private sector should not spend annually millions of dollars for his personal and family safety.” He said

About access to land, H.E. President said the new government won't sell the government owned lands for industrial purposes. However, will provide facilitation for businesses toward growth of private sector and job creation. Certainly, government will gain revenue directly and indirectly from businesses through taxation system. The President addressed the attendees: "gain profit, create job and pay off your tax liability to your government." About Industrial Strategic Approach, he said that we can't reach self-sufficiency, if don't shift our businesses to manufacturing sector. Therefore, invest in your country and together with your government to overcome poverty." The president stressed that the challenges won't be addressed and solved by a few meetings only. Hence, Presidential Office will organize specified and sector meeting weekly in attendance of investors, professionals and relevant high ranking officials to address the barriers and challenges and find out applicable solutions. President Ahmadzai said that Presidential Office will form two high councils under supervision of itself, Procurement Council and Infrastructure Council. By formation of such councils, we aim to offer governmental projects and contracts to private sector transparently and fairly. H.E. President Ahmadzai also pledged to resolve other such as visa issuance for foreign technicians, banking system reform, improvement of trade transit with neighboring countries, reduction of industrial extra and fixed expenditures and many more challenges facing private sector. He promised that new government will overcome the problems together and in cooperation with private sector.



### **Afghanistan's Oil Conference Held in Dubai**

25 September 2014

Watan Group organized the Afghanistan's Oil Conference in collaboration with ACCI and General Union for Oil & Gas Import Companies of Afghanistan and in attendance

of Afghan and foreign investors from Turkmenistan, Kazakhstan, Russia, Iran, Tajikistan, United Arab Emirates, United States, UK and Uzbekistan on 24 – 25 September 2014 in Dubai.

The conference followed by presentations from CEOs and representatives of oil companies who have already invested in Afghanistan and each one specifically spoke on challenges facing their businesses and also shared their success stories to international audiences. Second day of the conference followed by presentation from international companies. And then, Afghan and foreign investors took the opportunity to exchange their ideas and experiences in B2B meetings.



### **Gas Price Plummets in Local Market**

1 September 2014

On 31st August 2014, ACCI Board of Directors, General Union of Oil & Gas Companies of Afghanistan and Union of Oil & Gas Companies in Western Zone were invited by Mr. Shaker Kargar, Minister of Commerce and Industry to discuss on the sudden soaring of gas prices in Kabul and provinces and find out a solution for. Finally, three parties agreed on the appropriate gas prices, 48 AFN as wholesale price in the western and northern border provinces and 54 AFN as wholesale price in Kabul and also 60 AFN as retail price in Kabul. Otherwise, government will pursuit the profiteer traders and retailers.

Since three days ago, gas prices in Afghanistan have soared to a record high, 120 AFN from 50 AFN a few months ago.





### ACCI Meets Both Presidential Candidates, Dr. Ahmadzai and Dr. Abdullah

25 August 2014

ACCI delegation separately met both presidential candidates, Dr. Ashraf Ghani Ahmadzai on 25 August and Dr. Abdullah Abdullah on 27 August 2014 and shared “serious concerns” of private sector regarding current economic circumstance especially extensively negative impacts on the economy that have been deriving from electoral deadlock since six months ago.



### 4th ACCI Business Tendency Survey: “Political Confusions Affects Businesses Extensively”

13 August 2014

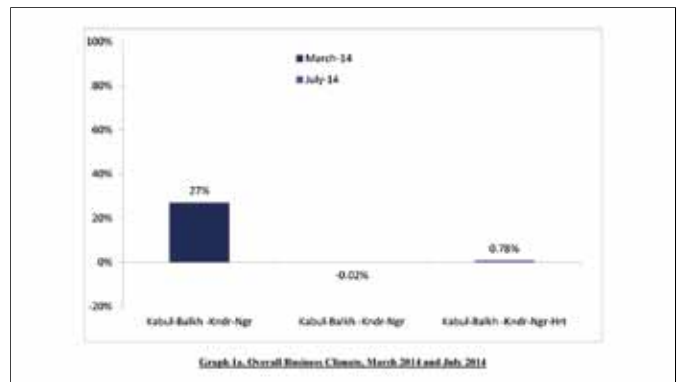
4th ACCI Business Tendency Survey revealed that the business climate in general was worsened during last three months, but SMEs have suffered more from the volatile and unstable business condition.

A considerable number of companies reported to be

closed or downsized. At least 9.9 percent of the employees of the surveyed companies had lost their jobs in a most favorable season of the year, which is unprecedented in our surveys.

According to this survey the biggest obstacle for business development is security; it is followed by lack of market and demand, poor infrastructure, administrative burdens and lack of access to finance.

ACCI Business Tendency survey in March 2014 covered Kabul, Balkh, Kandahar and Nangarhar regions. This time the survey is extended to Herat as well, but the comparison over time is only made for Kabul, Balkh, Kandahar and Nangarhar regions.



### Establishment of Center for Commercial Dispute Resolution (ACDR) in Afghanistan

6 July 2014

ACCI and Harakat (Afghanistan Investment Climate Facility Organization) signed an official agreement to launch the Afghanistan Commercial Dispute Resolution Center Project. This program tackles one of the most pressing needs of the private sector: commercial disputes. The Afghanistan Commercial Dispute Resolution Center (ACDR) aims to institutionalize commercial dispute resolution and mediation for the private sector that commercial disputes to be resolved faster and at lower costs. This program includes transferring skills and know-how to judges, lawyers and other players involved in the Afghan dispute resolution practices. The project aims to activate an independent pilot mediation center that provides professional mediation services to the private sector clients.

ACDR has been designed to address several aspects of the current problems. First, it will simplify the contract enforcement in Afghanistan. Second, it is expected to shorten the length of dispute settlements through mediation mechanisms, subject to nature of disputes and the

willingness of the disputing parties. And third, it will reduce the duration of dispute resolution from the current 25% of total claimed amount to an affordable amount.



### **First Business Conference on Afghanistan in Australia**

21 June 2014

The Australia - Afghan Business Council (AABC) in close collaboration with ACCI and the official supports from both governments organized the First Business Conference on Afghanistan in Australia on 19 – 21 June 2014 at Punthill Hotel, Melbourne, Australia.

The conference provided great opportunity for businesses of two countries to meet their counterparts and discuss on business opportunities in Afghanistan, learn about business law and regulations in Afghanistan and finally cause joint ventures and trade contracts between Afghan and Australian businesses in future.

The conference followed by One-on-One private networking sessions in attendance of representatives of above-mentioned organizations with a unique experience to capture information on their business interests. This part of the conference received great feedbacks from attendees.



### **Afghanistan Trades and Industries' Exhibition held in Kabul**

18 June 2014

Talent Marketing Solution Services Company organized the “Afghanistan Trades and Industries' Exhibition” in close collaboration with Ministry of Commerce and Industries, ACCI and Afghanistan Investment Support Agency on 18 – 20 June 2014 in Kabul.

150 Afghan companies including 34 small rural businesses showcased their goods and services by 120 stalls. In composition of the exhibition, 70 percent were from industry and 30 percent remaining were from trade sector.

It was a purely Afghan exhibition and domestic products such as non-alcoholic beverages, ice-cream, heavy industries (steel melting and aluminum), carpet, dried and fresh fruits, saffron, medical plants, honey producing, semi-precious stones, handicrafts, foodstuffs, textile and media activities and also import goods such as vehicles, construction materials and IT were showcased by the exhibition.



### **ACCI Chairs 5th South Asia – Sichuan Business Promotion Roundtable – Conference**

11 June 2014

5th South Asia – Sichuan Business Promotion Roundtable – Conference was held in Chengdu- P. R of China on 10 – 11 June 2014. The conference focused on “New Opportunities in Infrastructure Construction and Development of South Asian Countries”. CCPIT Sichuan Council and SAARC CCI Secretariat served as Co-Presidents while ACCI played as leader of South Asian countries delegates.

The conference is held yearly in which CCPIT Sichuan Council and SAARC CCI Secretariat serve as Co-Presidents while South Asian Countries takes turns to

assume the rotational presidency in the alphabetical order of the initial letters of the country's names which for 2014 Rotational Presidency is Afghanistan and ACCI attended the conference as leader.



### **ACCI and CIPE Sign MoU in Launching National Business Agenda, Round II**

3 June 2014

Afghanistan Chamber of Commerce and Industries (ACCI) and CIPE (Center for International Private Enterprises) signed a MoU on mutual cooperation in launching National Business Agenda (NBA) as regionally in Afghanistan. The survey will launch in Balkh, Herat and Nangarhar provinces first.

Based on the MoU, ACCI will represent private sector in addressing the challenges facing private sector and acquiring possible solutions and recommendations and CIPE will provide financial and technical assistance in according its experiences in conducting such national business agenda as nationally and internationally. It's worthy noted that for first time, ACCI and CIPE together conducted National Business Agenda in Afghanistan since 2 – 28 December 2010 through questioning 1300 entrepreneurs in five zones and result was published in a book and then presented to H.E. Mohammad Karim Khalili, 2nd Vice-President and respective ministers by an official conference.



### **ACCI Holds Leadership Training for Women Entrepreneurs, 7th Round**

3 June 2014

Gender Unit of ACCI held a three-day training program with financial and technical support from GIZ/NaWi in topic of Leadership Skill for 30 women entrepreneurs on 1 – 3 June 2014 at ACCI's Headquarter.

As part of ACCI's strategic plan to enhance capacity of private sector, ACCI aims to grow businesses running by female entrepreneurs through organizing of capacity building program in both operational and management technical skills.



### **ACCI Establishes Business Communication Hub**

19 May 2014

In order to increase the availability of real time information on the local Afghan business environment, provide opportunities for increased U.S.-Afghan business communications and showcase success stories in the Afghan business context, ACCI has built Business Communications Hub with the financial support of U.S. Department of Commerce.

This idea of building such a hub was originated by Afghanistan Holding Group and hailed by ACCI then. This project is designed for one year that will bring the opportunity to widen the Afghan business networks in the national and international level and expand the public awareness about business situation will be raised through usage of media communication as well as the expectation of government from the private sector will be raised. The center will provide context to the national and international businesses to exchange experiences and develop their business in a favorable way. This center provides the opportunity to introduce the potential investments and potent companies in the country. In addition, the center not only provide credible statistical information for national and international media through the website but also conduct trainings in business journalism and other issues.

The center is equipped with advanced communication systems that provide context for the following services:

1. Conducting training programs and workshops;
2. Holding meetings and gatherings;
3. Online B2B Matchmaking conferences;
4. Holding online meetings with internal and external business partners;
5. Online experience sharing programs held between Afghan and foreign companies.

In particular, the center is established in four provinces (Kabul, Herat, Balkh, and Kandahar) for to deepen relations between Afghan businesspeople and businesspeople in India, Pakistan, UAE, Kazakhstan, Turkey, and USA.



## ACCI Publishes the Third Business Survey Report

14 May 2014

Third ACCI's survey revealed that small and medium businesses, especially in Construction and Services sectors are very vulnerable to the climate and seasonal changes. Therefore business condition in the outset of this spring was highly favorable compared to last autumn. According to this Business Tendency survey, the business climate for SMEs in Kabul, Balkh and Kandahar has sharply improved, while larger companies are even more positive compared to the last survey (October 2013). The survey revealed that the companies in general had a too optimistic outlook in 2013 compared to their judgment on the real situation in 2014 regarding the future book orders.



## Afghanistan's Exports Increase by 33 Percent in 1392 Solar Year

3 May 2014

Despite existence multiple challenges facing exports of Afghanistan, but have increased significantly in 1392 Solar Year compared over last year. Based on the figures released by Export and Industries Promotion Department of ACCI, Afghanistan has exported goods in value of USD 524 million in 1392, whereas had exported USD 393 million by 1391. It indicates 33 percent increase in exports of the country.

Dried fruits (27.81%), chemical plants (20.47%) vegetables (171.61%), Carpet (149.15), cotton (137.61%), gemstone and semi-gemstones (73%), non-alcoholic beverages (26%), animal products (1.53%) and cereal (10.12%) were in the list of export items.

The reasons behind of the increase were, good marketing in EU and regional countries, reduction of natural plant diseases, favorable climate, increase in harvesting fruits

and better circumstance of trade transit with neighboring countries. The main markets for Afghanistan's exports are Pakistan, India, countries of Central Asia, Iran, Russia, China, EU, Canada, Australia and Gulf Countries.



### **ACCI and ABBAT Sign MoU on International Transport Facilitation, TIR**

23 April 2014

ACCI and Association of International Automobile Carriers of the Republic of Tajikistan (ABBAT) signed a MoU on international transport facilitation (TIR) to strengthen and develop Afghan – Tajik economic and trade relationship based on mutual desires in the field of international automobile cargo transportation in light of international conventions and intergovernmental agreements.

According to the MoU, both parties persuade their governments to cooperate on all forms of foreign economic activities for efficient assistance to enterprises, organizations and entrepreneurs. Both will organize and conduct seminars, conferences and other events in applying the International TIR Convention. Two organizations undertake as appropriate, to share commercial proposals on transport and trade cooperation. In order to create favorable conditions for road transport and cargo safety of vehicles, parties will promote organizing insurance services in this regard. The parties will promote in organizing and conducting of various kinds of high-level meetings and also will make efforts in Inter-Parliamentary dialogue between countries of Central Asia in cooperation with International Road Transport Union. The parties shall make efforts to control of compliance with mandatory use of TIR Carnets' by international transporters. In order to simplify International TIR Convention, the parties will make efforts to use 4-sheet TIR Carnets in the implementation of bilateral and trilateral international road transport.

The parties shall cooperate and support their respective government to establish terminal zones within their countries to ensure safety, transport, drivers' residence facilitation, completion of the TIR Operation and etc. Both sides expressed their interests in attracting investments from Islamic Republic of Afghanistan in implementation of projects for construction of logistics centers of ABBAT in the border areas in the territory of the Republic of Tajikistan.



### **4th Afghan – Turk International Expo Held in Kabul**

16 April 2014

ACCI and Afghan – Turkish Industrialists & Traders Association (ATSIAD) held jointly the 4th Afghan – Turk International Expo on 15 – 18 April 2014 in Kabul followed up the three past exhibitions.

60 firms from both countries (27 Turk and 33 Afghan) located by 100 booths from different sectors showcased the goods and services in the exhibition. Additionally, 30 Turkish investors attended the B2B meetings. The Turkish exhibitors and investors have been introduced by TUSKAN (Confederation of Turkish Trade Unions) that indicates importance of the exhibition.

The Exhibitions aim to boost business relationship between two countries, find market for Afghan and Turkish quality products, raise awareness of Turkish investors on current market and investment circumstance in Afghanistan and also persuade Afghan policymakers to pave investment attraction needs.

It's worthy noted that on 19 March, 2013, ACCI and ATSIAD signed a Memorandum of Understanding to enhance their business relationship. Under the MoU, both parties will organize such exhibitions over next 10 years

in Afghanistan. The MoU also concentrates on Turkey's economic support for Afghanistan through ATSIAD and TUSKAN.



### **Afghanistan National Business Forum**

27 February 2014

ACCI and Harakat (Afghanistan Investment Climate Facility Organization) jointly organized the Afghanistan National Business Forum on 27 February 2014 at Intercontinental Hotel, Kabul.

Private sector representatives from across the country including business leaders, economists and prominent business and investment specialists gathered in this Forum with an aim to discuss and analyze the barriers that impede the private sector in Afghanistan and recommended possible practical solutions.

the participants divided into 8 parallel working groups, concentrated on different distinguished sectors such as; Agriculture, Mining & Natural Reserves, Infrastructures, Heavy and Light Industries, Trade and Transit, Services (Telecommunication, Health, Tourism and etc), Human Resource Development and Anti-Corruption.

The working groups focused on how to create more jobs and increase income that contributes to peace and stability and highlighted the major obstacles in each sector and came up with the practical solution which was published as a private sector led formulated policy recommendation paper.

The recommendation policy paper was shared with the government, civil society and the international private sector development donors in the country for their specific observation.



### **9th Meeting of Afghan – Pak Joint Economic Commission Held in Kabul**

23 February 2014

The 9th meeting of Afghan – Pak Joint Economic Commission held on 23 - 24 February 2014 in Intercontinental Hotel, Kabul. The meeting was attended by 14 Pakistani high ranking officials including Mr. Ishaq Dar, Finance Minister and also Afghan delegates such as Mr. Zakhilwal, Finance Minister, Mr. Khan Jan Alkozay, First Vice-Chairman and Mr. Mohammad Qurban Haqjo, CEO of ACCI and respective officials from Minister of Commerce and Industries and also other agencies. The meeting concentrated on topics are as follow; Increase in trade turnover between the two countries up to more than five billion dollars by next few years; Cooperation in the field of energy, including hydro power project is the Kunar River; Transfer of 1300 MW of power from Central Asia to Pakistan through Afghanistan's soil; Discussion on the gas pipeline project from Turkmenistan to Pakistan and India through Afghanistan's soil; Discussion and decision-making on a rail way project (Torkham - Jalalabad – Chaman - Spin Boldak) to connect both countries; Discussion on road project to connect Pakistan and Tajikistan through Afghanistan; Discussion and decision-making on how to facilitate visa issuance processing for workers and businessmen of the two countries as well as taxation issues and immunity of contractors; Providing three thousands scholarships for Afghan students to study in Islamic Republic of Pakistan; Cooperation between two countries in the industry, agriculture and livestock sectors.

It's noteworthy that at end of the event, both finance ministers opened two projects in Nangarhar Province, Torkham – Jalalabad Road and Health Center for Kidney Diseases.



**“ Insecurity, Lack of Infrastructure (especially the lack of power) are the major business bottlenecks” ACCI’s 2nd Business Bottleneck Survey reveals**

3 February 2014

ACCI announced the result of its second Business Bottleneck Survey, on Monday, February 4, 2014.

Based on survey findings, lack of infrastructure and security are the two main challenges facing businesses. The main objective of the survey is to present reports and reliable documents for policy making and structural reforms and reflect the voice of private sector on major business obstacles such as security, infrastructure, access to land, access to finance, custom conditions, tax system, public tenders, registrations and attitude toward business-women.

According to this serve “The biggest infrastructural problem is the lack of electrical power. Meanwhile a considerable number of respondents complained about the lack of access to land, sophisticated tax system and lack of access to finance.”



**Private Investment Promotion Conference on Afghanistan’s Hospital Sector**

2 February 2014

Public Private Partnership (PPP Unit) of Ministry of Public Health in association with the Afghanistan Investment Support Agency (AISA) and the ACCI, held the Investment Promotion Conference on in attendance of 150 national and international investors, bankers, representatives from the donor community and embassies on 2 February 2014 in Intercontinental Hotel of Kabul.

Through the conference, the PPP Unit introduced three hospitals to business community for operation under PPP initiative, Jamhuriat 200-Bed General Hospital, the Sheikh Zayed 100-Bed Mother and Child Hospital and Jinnah 200-Bed General Hospital.

The conference also focused on Afghanistan’s overall investment climate and its relevance to hospital PPPs, the introduction of specific hospital PPP investment a description of Afghanistan’s PPP procurement procedures and legal frameworks.



**Public Private Dialogue on Investment Incentive Policy and its Implementation**

26 January 2014

ACCI organized a conference “Public Private Dialogue on Investment Incentive Policy and its Implementation” on 26 January 2014 to provide an opportunity for public and private sector to dialogue on existing conditions and how government and private sector together can take serious actions to pass the period and approach to self-sufficiency. Private sector suggested the following to government by the conference:

1. President shall endorse the Investment Incentives Policy for the Transition Period through a

- Presidential Legislative Decree. Since the implementation of the Investment Policy is conditioned to the endorsement and modification of a number of laws and regulations private sector asked the President Karzai to endorse the following laws, in case the parliamentarians are on vocation:
- \* Mines and Petroleum Law
  - \* The Law on Prohibition of Money Laundry and Illegal Incomes
  - \* The Law on Prohibition of Funding the Terrorism
2. Private sector suggested to the Government to provide an opportunity for Joint Public-Private investments on Health Services, Production of Food, Cloths and Garments, and medicines;
  3. The Health sector should also be included in the Investment Incentives Policy;
  4. Afghan Government, as promised in the past, should implement the Afghan First policy;
  5. Private printing press asked government bodies to print out their papery materials inside the country. Mean while, the printing press will be improving quality performances;
  6. An incentive policy for women entrepreneurship is needed. The policy should be prepared in consultation with ACCI and businesswomen;
  7. An Industrial bank were suggested to be established;
  8. The terms of investment licenses should be extended from one year to three years, same as the trading licenses;
  9. It is suggested for Aviation Sector that an especial procedure should be prepared by the Ministry of Transport and Aviation in cooperation with ACCI that will create balance between the flights of Domestic and Foreign Aviation Companies. To support Afghan Aviation Companies against the unfair competitions of the foreign Aviation Companies;
  10. Serious measure needs to be taken in order to resolve the problems of the Private Sector in government agencies, especially in the General Attorney offices.

The suggestions were presented to the Cabinet on 27 January 2014 and President Karzai approved 10 out of 14 items.

The 4 remaining items such as decrease custom duty on raw materials, access to land in industrial parks, provide cheap power and establish Industrial Development Bank were sent to Economic Committee of the Cabinet for further discussion.



### **ACCI Talks to President Karzai on Bilateral Security Agreement**

25 January 2014

ACCI delegation in composition of 150 traders and investors from different sectors met President Karzai on Saturday, 25 January 2014. The main purpose of the meeting was concern of private sector on Afghanistan - US Bilateral Security Agreement (BSA). ACCI Leadership urged President Karzai to sign the agreement in consideration national benefits, existing economic circumstance in the country and prosperity future for Afghanistan.







Ehsan Turabaz  
President

## About NAFBC

### NETHERLANDS AFGHANISTAN BUSINESS COUNCIL- NAFBC □

The Netherlands Afghanistan Business Council, focusing on Development, has as its main focus on the promotion of Dutch-Afghan trade relations in the broadest sense: the creation of trade opportunities for Afghan businesses wanting to export to Europe through the Netherlands, the creation of market for Dutch enterprises in Afghanistan, and where possible collaboration in starting up of production for both local market and exports.

The NAFBC have its focus on:

1. improvement of cooperation between the Dutch and Afghan private sector;
2. identification of suitable Afghan business partners for Dutch companies;
3. increase of Dutch private sector investment in Afghanistan;
4. advise and assist on using the financial facilities and instruments provided by the Dutch government to stimulate further development of the private sector in Afghanistan;
5. facilitating the Dutch private sector with market information from Afghanistan and promoting the investment opportunities in Afghanistan;
6. organising trade missions to and from the Netherlands

#### Memorandum of Understanding

The Netherlands- Afghanistan Business Council has signed a Memorandum of Understanding with the Afghanistan Business Council – Dubai – U.A.E, Afghanistan Chamber of Commerce and Industries (ACCI), Canada Afghanistan Business Council (CABC), Afghanistan Investment Support Agency (AISA), Afghan-American Chamber of Commerce (AACC) and Netherlands Business Council (Dubai & Northern Emirates).

The purpose of this Memorandum of Understanding is to establish a general framework of co-operation and consultation between the Signatories, in order to facilitate the fulfilling of their mission and intentions as focused on business promotion in Afghanistan.

### NETHERLANDS COUNCIL FOR TRADE PROMOTION – NCH

The Netherlands Council for trade Promotion (NCH) is one of the leading Dutch trade promotion organisations. The NCH was founded in 1946 by private industry people.

Companies can become a member of NCH by entering one or more of the country business councils (like NAFBC) which work together with NCH in a federation. Ultimo 2009 NCH has in total 1050 corporate members, divided over about 30 business councils.

The main activities of NCH and its business councils are:

- Organising information seminars and networking sessions about specific themes or countries.
- Organising outgoing Dutch trade missions.
- Organising programmes for incoming trade missions from other countries.
- Organising Dutch participation at EU-sponsored trade programmes.
- Organising Dutch participation at major international trade fairs.
- Providing consultancy to companies with regard to partner search.

In the Board of NCH a number of the big Dutch companies like ABN AMRO, Rabobank, Shell, Atradius and ING are represented.

NCH is the only organisation in the Netherlands that offers a unique network of 30 bilateral business councils, creating and connecting a network of leading Dutch business representatives. This worldwide network of business councils under the umbrella of NCH makes NCH different from other trade promotion organisations. Almost in every regional business council the Dutch government is represented by an observer in order to stimulate public-private cooperation in these councils.

A lot of the activities of NCH are executed in close cooperation with the Dutch Ministry of Economic Affairs. Other organisations where NCH often cooperates with are local Chambers of Commerce, industry associations, banks and law firms.

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Saber Fermand  
President

## About CABC

Canada Afghanistan Business Council is a non-profit organization that has been established to facilitate bilateral trade and businesses opportunities between Canada and Afghanistan. Afghanistan's great need for infrastructure developments, untapped mines, central location in Asia, potential of drastically improving its exports of natural gas, dried fruits, hand crafts and other agricultural products are among a few points to note from the vast opportunities available. Afghanistan is well positioned to facilitate great business expansions for its unique location in the region.

CABC is proudly an Afghan Canadian Organization whose aim is to assist you with first hand information, facilitation and expertise on investments and joint ventures of unlimited possibilities, both in Canada and in Afghanistan.

CABC's objects could be briefed as follows:

1. To encourage and promote all Canada based businesses to invest in Afghanistan.
2. To establish close business relations with entrepreneurs based in Afghanistan.
3. To promote joint ventures/investments between Canada and Afghanistan companies.
4. To promote and support the visits of Afghan commercial delegations to Canada.
5. To have close relation with Business organizations in Canada.
6. To promote and support visits of commercial delegations from Canada to Afghanistan.
7. To provide a forum in which Afghan business executives in Canada and business executives with Afghan

We at CABC further forge partnerships with other Business Councils and Chambers as well as through national print media and local papers to promote Afghanistan's vast business and investment opportunities. We have also been participants in Afghanistan Summit Conferences.

### **Memorandum of Understanding:**

Canada Afghanistan Business Council is a Signatory member of an MOU between Afghan American Chamber of Commerce (AACC), Afghanistan Business Council-UAE (ABC) Afghani-

stan Chamber of Commerce and Industries (ACCI), Afghanistan Business Support Agency, (AISA) Netherland Afghanistan Business Council (NAFBC), and UK-Afghan Business Organization, for the purpose of establishing general framework of collaboration, co-operation and consultation among the MOU members, in order to facilitate the mission and intention of business promotion for Afghanistan.

We at CABC strive to create better business climate to further support, promote and enhance business, investment and partnership opportunities between Canada and Afghanistan.

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Haji Obaidullah Sader Khail  
Chairman

## About ABC, Dubai

The Afghan Business Council Dubai (ABC) was established in April 2005 to promote commerce and investment in Afghanistan. The ABC is located in the United Arab Emirates, the gateway to Afghanistan and a central hub through which ideas, people, and business flow led by a committee of elected members from the Afghan community in the U.A.E. The ABC seeks to:

- Provide a forum for members to exchange ideas and information about the Afghanistan.
- Foster open dialogue between the private sector and the Afghan Government.
- Facilitate meetings between Afghan executives in the U.A.E and other executives interested in doing business in Afghanistan.
- Promote trade relations between Afghanistan and U.A.E and represent Afghan business communities in official and private sector events.
- Organize events and seminars with senior executives, entrepreneurs and government officials.

Currently there are ten flights operating by various airlines daily between Dubai and Kabul. The flights are often fully booked, which reflects the growth of trade relations between the two countries and the UAE's private businesses and government organizations are starting to invest in Afghanistan. Afghan Investors and businesses have been coming to the UAE for more than 20 years attracted by its business and friendly environment. The drive to establish the organization stemmed from the need to incorporate ideas, interest and influence into one uniform body for the Afghan business community in the U.A.E. Based in Dubai, the ABC is a private non-profit organization representing Afghan businessmen.

The strength of the Afghan business community in the UAE has grown commensurately with the U.A.E realizing its position as a key regional player. The Afghan Business Council in Dubai consists of more than 167 members and represents a diverse and broad group of businessmen across a range of sectors. Since being granted the license to operate by the Dubai Chamber of Commerce and Industry in June, 2005, the ABC organized a number of seminars in the U.A.E and attracted immense interest. The inaugural Event, "Defining Trade and Investment Opportuni-

ties in Afghanistan" marked the formal opening of the Afghan Business Council in Dubai-UAE.

### Haji Obaidullah Sader Khail

Chairman

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B.S: Business Federation.



Nader Shah  
President

## About ABC, Moscow

Afghan Business Center in Moscow (ABC) was established in September 2010.

One of the main goals of ABC is promoting job creation in Afghanistan and the development of bilateral economic relations between Afghanistan and Russia.

President of ABC is also the representative of the Chamber of Commerce and Industry of Afghanistan in Russia.

ABC solves a wide range of tasks. Most relevant of these is the economic cooperation with the different Russian institutions, in particular, the maintenance of a high level of relations with the Russian Chamber of Commerce and Industry, the Ministry of Economic Development and the Ministry of Energy of Russian Federation.

ABC is widely known in Russia. Today, membership in the ABC has more than 100 Afghan companies operating in Russia, and their number is constantly growing. ABC is open to those who want to run their business in Russia and seeks to assist small, medium and large Afghan business. ABC provides assistance in finding a prospective business partners, advises on the laws of the Russian Federation, contributes to the maintenance of a positive image of the Afghan businessman. ABC also provides forums in which Afghan businessmen discuss and change opinions about their activities in Moscow.

In 2011, after the visit of the President of the IRA in Moscow ABC was charged with carrying out all the organizational work for the implementation of the joint Afghan-Russian projects in industry and construction.

For the implementation of the agreements reached by the presidents of the IRA and the Russian Federation, was established Afghan-Russian intergovernmental commission on trade and economic cooperation. President of ABC is actively involved in her work as a representative of the Afghan side.

Since its inception, the ABC is actively engaged in providing humanitarian assistance to the different categories of Afghans. Thus, together with the Embassy of Afghanistan in Moscow on a

permanent basis ABC helps Afghan students studying in Moscow. In order to promote their excellence ABC established a number of scholarships.

Together with the Afghan Chamber ABC also helps needy families living in Russia as well as in Afghanistan.

Currently, the business activity of ABC is focused on the following:

- to encourage and promote Russian investments to the Afghan economy: industry, agriculture, education and culture. So ABC participates in the joint projects, such as modernization and reconstruction of the Kabul Housing Factory and building some medical facilities;
- support for Afghan business in Russia;
- help to choice Russian and Afghan business partners for joint economic projects;
- to promote and support visits of business delegations of both countries.

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Mr. Mir Akbari  
Chairman

## About UABO

UK Afghanistan Business Organisation (UABO) is the premier business-led organisation promoting bilateral trade and investment between the two countries. Our mission is to facilitate an increase in trade between the UK and Afghanistan through business-to-business dialogue.

UABO plays an influential role in creating and sustaining an environment in which free-trade and investment flourishes. Through the facilitation of partnerships, UABO provides the resource, knowledge and infrastructure support vital for UK companies to make the most of emerging opportunities in Afghanistan.

UABO's objects could be briefed as follows:

1. To encourage and promote all the UK based businesses to invest in Afghanistan.
2. To establish close business relations with entrepreneurs based in Afghanistan.
3. To promote joint ventures/investments between the UK and Afghanistan companies.
4. To promote and support the visits of Afghan commercial delegations to the UK.
5. To have close relation with Business organisations in the UK.
6. To promote and support visits of commercial delegations from the UK to Afghanistan.

To provide a forum in which Afghan business executives in the UK and business executives with Afghan interest may identify, discuss and pursue common interest regarding their activities.

Memorandum of Understanding

UK- Afghanistan Business Organisation has signed a Memorandum of Understanding with the Netherlands - Afghanistan Business Council- NAFBC, Afghanistan Business Council – Dubai – U.A.E, Afghanistan International Chamber of Commerce ACCI, CABC (Canada Afghanistan Business Council), Afghanistan Investment Support Agency (AISA) and AACC: Afghan-American Chamber of Commerce.

The purpose of this Memorandum of Understanding is to establish a general framework of co-operation and consultation between the Signatories, in order to facilitate the fulfilling of

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## Australian-Afghan Business Council



Bashir Keshtiar  
President

## About AABC

In April 2013, The Australian-Afghan Business Council Limited was created as a Not-For-Profit Organization. The Australian-Afghan Business Council (AABC) aims to unite business communities and social networks in both countries.

Most Recently, His Excellency Hamed Karzai the President of the Islamic Republic of Afghanistan, invited and encouraged investors and businessmen abroad to explore, unfold untold social and commercial opportunities within Afghanistan. The AABC in Australia can help foster, support and drive both social and commercial opportunities for all stakeholders as the President's desire's.

The AABC fosters and promotes business networks, social contacts and new trade and investment between Australia and Afghanistan

The Council's objective is to be the preferred source of information on and introduction to doing business in Australia or Afghanistan. Our Executive is highly skilled and experienced in all levels of government, trade, investment and ancillary services to support all stakeholders to help facilitate successful and positive outcomes. We encourage constant dialogue and debate on how best to strengthen and foster such international business relationships.

### **About the President of AABC**

Mr. Bashir Keshtiar has migrated to Australia in 1988 and since then has been an active and prominent member of the Afghan community. He has worked with some major Australian banks and has held various managerial and team leadership positions. He is the founding member of two community organizations in Australia and previously has been a Board member of the South Eastern Migrants Centre in Victoria.

Mr. Keshtiar is also a Broadcaster/Reporter with SBS Radio, Dari Program. He has a strong business and community network that has enabled him as co-founding member to form the Australian Afghan Business Council Ltd.

Mr. Keshtiar has a Bachelor of Arts from Monash University majoring in Politics and Sociology and a Diploma of Management.

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Khanjan Alkozay  
President

## About PAJCCI

The formation of Pakistan – Afghanistan Joint Chamber of Commerce and Industry (PAJCCI) is a breath of fresh air for both the countries. Despite existing political upheavals and sensitive socio-cultural issues, the push for economic collaboration from the business community along the border has always been explicit. The countries' economic advisors are eagerly rethinking their bilateral relationship and discussions are underway on reviving economic ties, curtailing smuggling, and preventing the flow of prohibited goods. Business leaders from both countries, driven by the same concerns of improving economic ties, mutually agreed to establish, through a private initiative, a cooperative body to strengthen ties within the cross border business community.

PAJCCI is a joint collaboration between the Karachi Chamber of Commerce (KCCI), Chaman Chamber of Commerce and Industry (CCCI), Khyber Pakhtunkhwa Chamber of Commerce and Industry (KPCCI) and the Afghanistan Chamber of Commerce and Industry (ACCI). The entity is duly recognized and licensed by the Islamic Republic of Afghanistan as well as the Islamic Republic of Pakistan.

The core objective of the trans-border arrangement is not only to transform the economic landscape of the South and Central Asian region, but to facilitate prospects for and to curb extremism and terrorism. The chamber was established with members of business and industrial community with a goal of creating a level playing field, promoting bilateral trade and investment, ensuring the transfer of technology, exploring new trade opportunities and areas of mutual interest, reducing illegal trade, and promoting a positive image of both countries around the world. In addition, the chamber will convene an arbitration tribunal/committee to which members may refer disputes of commercial transactions for settlement.

The establishment of the chamber would also be a forum for easing pressures from political or legal issues between the countries. The parties from each country agreed that the chamber would ease trade and help resolve barriers and challenges. They also agree to submit issues to the chamber board to be decided and forwarded to the respective governments. The parties agreed

that, in addition to resolving trade disputes, the chamber would produce strategic analysis of the macro-level relationship to revive bilateral political relationships in the interest of both countries. From its visionary leadership, the Chamber will work to gain access for Pakistan companies to the Central Asian States via Afghanistan to enhance trade opportunities. The Chamber will ensure a win-win situation for all stakeholders and will serve as a body to enhance trade relations between the two brotherly nations without succumbing to any unrelated political or cultural influence.

PAJCCI has 11 board members from each country. According to the bylaws, the chamber has a president and two co-presidents from two countries. By 2014, Mr. Khan Jan Alkozay, Senior Vice-Chairman of ACCI will act as President of PAJCCI.

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## Overview on 9<sup>th</sup> BMC December 1-3 2013

“The main event in the world for doing business in Afghanistan is once again came up and hundreds of Afghanistan and American business attended. Opportunities are shifting from contracts to markets, from one country to the region, and the panelists shared the latest information from those in the know. About the climate for investment in different economic sectors including security concerns, governance issues, etc.

The Afghan-American Chamber of Commerce (AACC) with cooperation of the Afghanistan Chamber of Commerce and Industries (ACCI) and other economic and business organizations of Afghanistan organized the 9th Annual U.S. - Afghanistan Business Matchmaking Conference on December 1-3 at the Ronald Reagan Building and International Trade Center in Washington, D.C., 1300 Pennsylvania Ave N.W., Washington, D.C. 20004.

A key purpose of the Conference is to provide opportunities for leaders among Afghan executives to meet their counterparts in U.S. business to discuss mutual activities. As in the past, these meeting can lead to the development of business contracts between two businesses which will describe how these businesses will proceed with joint activities and build on the relationship founded at the AACC’s Conference.

The Conference (BMC) included presentations by U.S. and Afghan business and government leaders. Panel discussions held on opportunities in critical sectors such as mining and natural resources, agribusiness, information and communications technologies (ICT), construction and infrastructure, energy and power, and transportation and logistics. How these sectors relate to regional opportunities will be a new focus.

A high level delegation of Afghanistan Chamber of Commerce and Industries (ACCI) headed by Mr. Abdul Hossain Faheem the Chairman of the Board of Directors and Mr. Mohammad Qurban Haqjo, the Chief Executive Officer (CEO) of ACCI attended the event. Some of the board members of ACCI, the Deputy CEO of ACCI, the International Relation Director of ACCI, the Chairman of Balkh Chamber of Commerce and Industries (BLK CCI), the Chairman of Herat Chamber of Commerce and Industries (HRT CCI), the President of Afghan Builders Association (ABA), the President of Afghan Business Council in Dubai and the President of Australian – Afghan Business Council also attended the event. The event hosted more than 300 businesses from Afghanistan, United State and other countries.

continued







The Conference also hosted the high-level officials from various Afghan Ministries: Mining, Agriculture, Information & Communications, and Finance. From the USG: USAID; DoD – including Defense Logistics Agency (DLA), Business Stability Task Force (TFBSO), OSD, USACE; Department of Commerce (DOC), State Department, Asian Development Bank (ADB), World Bank, OPIC and other organizations to facilitate promotion of business-to-business relationships and investment and trade between the U.S. and Afghanistan. Also present are top-officers of a wide range of Afghan companies.

One-on-One private networking sessions with representatives of the above organizations provide attendees with a unique experience to capture information focused on their specific business interests from conference speakers, panelists and select attendees. This has proven very effective. ...just ask past conference attendees!

Previous conferences have provided many opportunities for Afghan firms to learn about U.S. companies interested in doing business in Afghanistan and for American firms to learn about business opportunities and connections in Afghanistan. The Conference also provided a useful forum to develop mutually beneficial business relationships including Memoranda of Understanding, joint ventures, new business relationships, sales of products and services, new investments, etc.

The U.S.-Afghanistan Business Matchmaking Conference 2013 also included “Welcoming”, “Mix & Mingle” and “AACC Business of the Year Award” receptions on the evenings of Sunday, December 1st and Monday, December 2nd, 2013.

This year, the “AACC Business of the Year Award” given to Mr. Mohammad Qurban Haqjo, the CEO of ACCI for his excellent management and activities in 2013. He made the chamber a strong vice of the afghan business community and the award given to him as appreciation.



## About AFBC

### **Afghan-Finnish Business Council (AFBC)**

Afghan-Finnish Business Council (AFBC) was established by groups of Afghan and Finnish companies who are interested in building and enhancing businesses relationship between two countries. AFBC launched on May 10, 2014 in North Balkh Province, the event attended by Afghan government officials, Finnish Ambassador to Kabul, representatives of ACCI and about 100 guests from business communities from both countries. Today AFBC has 25 company and individual members from both countries. Offices of AFBC are in Helsinki, Finland and Balkh, Afghanistan. AFBC is an independent and non-political entity.

The main purposes of the AFBC include:

- Improving and strengthening business relationships and trade among Afghan and Finnish owned businesses;
- Conducting seminars, conferences, training programs, trade missions, and engaging in relevant business and trade-related projects at the local, national, and international level to facilitate cooperation among Afghan- Finnish businesses when appropriate to the goals of the organization;

### **Members**

The corporation shall be a membership organization, in which there shall consist of regular members, honorary members and trustees.

- Regular member, is defined as a representative of an Afghan or Finnish businesses who has requested membership and has been approved by the Board of Directors.

-Honorary members, is defined as a representative of a business or organization that supports and promote AFBC's objectives, in willing to make contributions for AFBC, and has been approved by the Board of Directors. Honorary members neither can candidate for any position, nor can vote.

- Trustees, a former Board of Directors member who, based on his or her outstanding contribution to AFBC. Trustees are not provided with Board of Directors voting privileges. Membership is voluntary and will be open to entities with an interest in business and investment in Afghanistan or Finland and who pay the required membership dues.

Every eligible member of the organization shall have the right to vote on matters to be decided upon by the annual meeting pursuant to these bylaws. Membership levels determine the number of votes as follows:

- (a) Basic Membership - entitled to have one vote. Basic Membership is defined by the payment of basic annual dues, \$50 for Individual membership and \$200 for Business who has less than 50 employees and \$500 for Business who has 50 employees plus).
- (b) Preferred Membership – entitled to have two votes. Founding (active) members of AFBC.

### **Ghulam Mohammad Pinda**

Chairman

Email: [ghulam.m.ahmadi@hotmail.com](mailto:ghulam.m.ahmadi@hotmail.com)

Phones: +358 5030 66 718

+93 796 530 421



Wafiuallah Iftikhar  
President & CEO

## About AISA

Afghanistan Investment Support Agency (AISA) was established in September 2003 in accordance with a directive issued by the Government of Afghanistan as a “One Stop Shop for Investors”. AISA has been charged with the responsibilities of registration, licensing and promotion of all new investments in Afghanistan. The mission of AISA is to facilitate and promote investment and rapid development of competitive private enterprise and thereby robust sustainable economic growth in Afghanistan. AISA began as an agency that provided licenses to companies wishing to invest in Afghanistan. AISA has now evolved into a pro-active institution in promoting and attracting investment to Afghanistan. To meet the objective of investment promotion and support we have restructured AISA as follows:

### AISA's SERVICES

#### Licensing Department

This department processes investment licenses and facilitates the necessary permits on behalf of investors and Vis a Vis other relevant Afghan government agencies. It continuously strives to improve processes and procedures and also supports the set up and development of license preparation services at AISA's Regional Offices to ensure the proper communication, meanwhile to affirm that AISA's licensing rules and procedures are properly followed by all Regional Offices.

#### Investment Promotion Department

The foremost responsibility of IPD (Investment Promotion Department) is to play its due role in attracting domestic & foreign investments to Afghanistan. At IPD, we develop effective marketing strategies and programs in order to promote “Afghanistan” as a home to viable investment & business opportunities. IPD organizes events; conferences, exhibitions and networking sessions to create and support a conducive business arena where investment activities are facilitated. A number of audience specific awareness programs are initiated effectively to explain prospective projects in different business sectors inside the country.

This department strives to strengthen mutual relations with key and important IPAs (Investment Promotion Agencies), foreign missions, government departments, partner organizations, business and industrial unions through different projects and

exchange programs.

IPD also creates and broadcasts multiple promotional programs and media campaigns to inform target audience about certain investment guidelines and statistical data along with developing print, TV & social media campaigns to evoke a sense of local consumption.

#### Research, Policy & Planning Department

Research, Policy and Planning department is of paramount significance as it plays an integral role as a strategic pillar of AISA in its organizational structure; the department serves as AISA's driving force towards fulfilling its mission and planning for envisioning the future. The department formulates strategic plans and monitors the progress and implementation of AISA's long-term plans and internal policies and ensures operational coordination through provision of working plans and mechanisms. RPPD provides quality sector specific research conducted by highly qualified sector designated personnel to pinpoint investment opportunities, identify challenges and constraints and plan pragmatic solutions to ensure sustainable private sector growth and attract the confidence of international investors. RPPD serves to formulate and implement private sector development and investment strategies, engage in policy advocacy through formulation and lobbying of business friendly policies, conduct business and sector specific investment studies to facilitate and support informed decision making and promote & attract specific and prioritized investment. To efficiently implement investment policies, create a working investment mechanism and present the best opportunities Afghanistan has to offer, the department is determined to provide specialist data and accurate information to the investors, governmental departments and other interested parties.

#### Investors' Support Department

Investment Support Department sees itself in the future as a complete investment support provider in order to support AISA's mission and support the investors without any discrimination. The services include, Counseling services in pre investment stage and provision of initial information and advice for foreign and domestic investors, market situation, legal framework, customs duties, taxation, insurance, support programs, invest-

ment incentives and opportunities.

- Pre and post investment counseling services by the relevant sector officers.
- Continuous contact to key investors (each investment support manager has “his”/“her” assigned clients to be assisted during the whole process: “one phase to the customer”)
- Facilitating support to investor from other government or private bodies (e.g. private Business Development Services, chambers of commerce, donor projects)
- Individual troubleshooting for investors
- Close contacts/good relations to key government and other key agencies
- Training of license holders on important topics (e.g. marketing, bidding procedures especially for domestic SMEs)
- Post investment support for key investors (e.g. on double taxation, legal advice, provision of contacts and information, troubleshooting, visa problems/services).
- Enlisting all those raw materials which are frequently used in the manufacturing sector and decrease the tariff to zero percent.
- Find out all those sectors in Afghanistan that has greater capacity of production than the market - giving industrial protection, increasing tariff on imported goods in order to support the infant industries.

### **Industrial Parks Development Department**

The Industrial Parks Development Department of AISA endeavors to develop and offer modern, strategically located, well-managed, regulated and attractive Industrial Parks. The completed industrial parks include the Hesar-e-Shahi Industrial Park a 200ha in Ningarhar located 22km east of Jalalabad city on Torkham-Jalabad main road, Bagrami Industrial Park, a 9 hectares park located 7 km east of central Kabul; Mazar Industrial Park, a 26 hectares park located 20 km north of Mazar-e-Sharif; Kandahar Industrial Park, a 15 hectares park located 10 km east of Kandahar, Herat, Ningarhar and few other partially completed industrial parks.

AISA is committed to establish industrial parks in other provinces of Afghanistan in response to growing demand. Our future plan includes extension of Herat IP (Phase IV 180 ha) , Completion of Helmand Bost IP (32ha), Khost (80ha), Kunduz Phase I (100ha), Bagrami Kabul( 200ha), , Parwan and Logar each (100ha) and Ghazni IP Phase I (100ha). AISA also plans to develop Carpet processing IP's in Herat, Ningarhar, Faryab and Jozjan.

Our industrial park projects represent a unique opportunity for investors to establish and expand their businesses in Afghanistan’s increasingly important market and profitable business environment, while enjoying the benefits of attractive tax incentives and versatile and low cost workforce.

### **Regional Offices**

Our Regional Offices, in close cooperation with AISA’s Licensing Department in Kabul, prepare licensing documents for AISA headquarters to process. They contribute proactively to mainly domestic support and promotion activities and cooperate closely with the Investment Promotion and Investor Support Departments. They also establish very close cooperation and support to local government institutions so as to facilitate investments regionally and also are responsible for informing the public on AISA’s activities and objectives. Our Regional Offices are open from Saturday to Thursday from 8:00am to 4:00 pm  
Our regional offices exist in key industrial provinces including Nangarhar, Kandahar, Mazar-e-Sharif, Herat, Paktia, Helmand, Khost & Kunduz.

**(East Zone Directorate (Nangarhar):**  
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**Northeast Zone Directorate (Kunduz):**  
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**Regional Office Faryab:**  
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تحدیبه شرکت های ساختمانی افغانستان  
Afghanistan Builders Association



Naeem Yassin  
President

## About ABA

Afghanistan Builders Association (ABA) was established with the support of USAID and its Member Construction Companies in 2004 to enable the construction industry in utilizing the best practices. It focuses and efforts to facilitate the advocacy, communication and participation of Afghan Companies in industry. ABA aims to be pro-active voice of the construction industry, insuring fair legislation for the industry and consumers by public outreach and awareness about the role-played by the business and profession of construction in Afghanistan. ABA is the largest growing construction association in Afghanistan with the delegation offices in Jalalabad, Kandahar, Mazar-e-Sharif, Herat and Gardez. ABA concentrates its all efforts to professionalize and strengthen construction sector in Afghanistan by providing various capacity development and construction trainings. Reference to all ABA services and promotional activities for Afghanistan construction sector, we are proud having over 500 members from engineering construction companies.

ABA provides continuing education and information to the highest quality and value in the member product services through construction capacity development trainings and encourages young people taking up careers in the construction industry for meeting current and future needs. Furthermore, ABA is committed to provide a well-rounded selection of continuing education activities that meet the needs for professional development of construction companies throughout Afghanistan and recognized by the US-Army Corps of Engineers, USACE as a provider of continuing trainings in different construction fields.

ABA Membership provides direct contact with a vast network of construction professionals and the opportunity for discussions and interaction with colleagues, donors, Government officers and NGO's. Members gain the advantage of networking on the national, regional and international levels. However, ABA assists members in getting information on solicitation by donors, NGO's, USACE and Government.

ABA's mission is to enable the domestic construction industry in Afghanistan to be a catalyst for national economic recovery and

sustainable growth while ensuring the success of Afghan construction companies and supports International Community and donor agencies by introducing Afghan qualified construction companies in different construction fields and we also offer supporting International Companies in mining sector.

ABA is affiliated with many International development organizations and associations to provide business matchmaking opportunities and gatherings in order to facilitate and generate business in Afghanistan construction sector. However, recently we have signed a memorandum of Understanding with Turkish Contractors Association ensuring better business exchange opportunities between both countries contractors.

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# Why Invest in Afghanistan?



## Afghanistan Today

Afghanistan, with its improving infrastructure, mechanisms and rebuilding processes is now turning into one of the key emerging markets in the region. The trade & Investment volume together are backing the national economy to grow and sustain. As in ancient times, the trade route is enabling Afghanistan to become not only a regional but global business hub. Market economy is helping the private sector to develop and hence creating countless business and job opportunities.

The National Unity Government is committed to make Afghanistan as a vibrant and self-reliant economic country. The Former government made the Investment Incentive Policy in consideration special privileges for investors who either will invest or extend their businesses during the transition (2012 – 2015) and transformation (2015 – 2024) periods.

The policy has particularly been designed to develop five strategic sectors such as industry, construction, export promotion, agriculture and mining. The new government is committed to endorse the policy and create a favorable business environment in Afghanistan.



### **Economy:**

Afghanistan has sustained a high but volatile gross domestic product (GDP) growth over the past 13 years.

Thanks to favorable weather conditions and an exceptional harvest. Typically, agriculture accounts for one-fourth to one-third of GDP, depending on annual output. The mining sector, on the other hand, is slowly emerging as a source growth. The share of mining in GDP has historically been small, as it was only 0.6% in 2010/11. In 2012, the first large-scale mining project – Amu Darya oil fields – started its operations, and it is expected that the share of mining in aggregate output increases in the upcoming years.

Inflation increased to 7.6% in 2013/14, from 6.4% in the previous year. The Afghani depreciated by 10 percent and 14.5 percent, respectively, against the US dollar and the Euro between January and December 2013. However, it has remained stable since the start of 2014 against the two currencies. The exchange rate averaged AFN 57.3 against the US dollar and AFN 78.6 vis- a-vis the euro during the first six months of the year.



**Education:**

In 2001, after the fall of the Taliban, net enrollment was estimated at 43% for boys and a dismal 3% for girls. Moreover, there were only about 21,000 teachers (largely under-educated) for a school-age population estimated at more than 5 million — or about 240 students for every marginally trained teacher. The Ministry of Education, with support from USAID and other donors, has built more than 13,000 schools, recruited and trained more than 186,000 teachers. Since 2002, school enrollment has increased from 1 million to 8 million school aged children including 2.8 million girls. All of the teacher force, 180,000, have received teacher training either through Teacher Training Centers or In-service Teacher Training. Efforts are ongoing to continuously upgrade teacher qualifications and overall access to equitable quality education in Afghanistan.(USAID)



**Health:**

According to the statistics from World Health Organization (WHO), life expectancy at birth m/f is at 58/61 years. Only 39.4 percent of rural and 70.9 percent of urban households have access to safe drinking water. Nevertheless, there has been considerable progress over the last thirteen years. About 85% of the population lives in districts which now have health care providers to deliver basic health services. Neonatal mortality rate has increased from 97 in 2010 to 121 (0-4 weeks) per 1000 live births in 2012/13. In all over Afghanistan 20% infant are low birth weight. The pregnancy-related mortality ratio has decreased to 300 per 100,000 births, which means that every 1.9 hours, a woman dies in Afghanistan from pregnancy- related issues. and 8% of pregnant women have access to antenatal care. Total expenditure on health per capita in 2012 was 47\$ in Afghanistan.



### **Access to Electricity:**

The percentage of the population with access to electricity in Afghanistan is among the lowest in the world. In 2002, the USAID estimated that only six percent of Afghans had access to reliable power. Today, more than 28% people have access to safe and reliable power electricity. The power generation capacity in country has doubled, giving 80,000 households in Kandahar and Helmand their first-ever access to reliable electricity. With USAID support, the Afghan government is installing a third turbine at Kajaki Dam, and USAID is supporting a project to connect Afghanistan's northern and southern electricity grids. The agency also is working directly with the national electric utility, Da Afghanistan Breshna Sherkat (DABS), to improve management and revenue collection. This assistance has helped DABS double revenue collections and increase overall power deliveries by 18 percent.

The situation has improved significantly in the major urban population centers along the critical North East corridor between Mazar-e-Sharif and Kabul, following the import of power from Uzbekistan and the rehabilitation of three hydro plants (Mahipar and Sarobi completed, and Naghlu ongoing). Increasing parts of some urban centers, for example Kabul, Herat, Mazar-e-Sharif, and Pul-e-Khumri, now have a 24-hour power supply for the first time in decades.



### **Agriculture:**

Agriculture is critical to Afghanistan's food security and a key driver of economic growth. 75% of Afghans rely on agriculture for their livelihoods and their family's sustenance. According UNFPA, the sector accounts for 25% of Afghanistan's gross domestic product. Prior to decades of conflict, Afghanistan's agricultural products earned a global reputation for excellence, particularly almonds, pomegranates, pistachios, raisins, and apricots. Decades of war and neglect devastated Afghanistan's farmland, displaced millions of people, and largely destroyed the country's existing infrastructure.

One industry related to the agriculture sector is packaging, which provides great opportunities for investors. Although demand for afghan agriculture goods is high, current packaging procedures are outdated and prevent trade and commerce. Processing is another great investment opportunity. Due to the growing markets for fruits and vegetables, the potential for processed agriculture products is enormous, including snack foods, fruits concentrates as well as fresh fruit jams.

However, it has received only around 05 percent of the total domestic and foreign investments till date, but the sector has greatest capacity and profitable investment opportunities for foreign and local investors. Due to its fertile soils, abundant water resources, and favorable climate conditions, Afghanistan produces high quality organic products which have excellent market value. Yields on crops such as saffron are estimated to be worth 4,000 US-Dollars per kilogram in international markets. The sector's potential is further boosted by the availability of vast tracts of uncultivated arable land for increased production, favorable conditions to cultivate more high value organic crops as well as introduction of farming and storage efficiencies to yield higher revenue per acre of cultivated land. Due to the growing demand on the world food market, the potential investment returns in this sector are significant.



### **Construction:**

The reconstruction drive of the country triggered a growing demand for construction materials and services, making the market more attractive for investors. Currently, the sector is one of the fastest growing in the country. The Asian Development Bank (ADB) estimates investments of in excess of four billion US-Dollars until 2014 to respond to infrastructure needs. A similar trend can be observed in the housing market. Due to the explosion in urban demographics, more than 1.5 million residential units need to be built in the next few years.

Creating a competitive national construction industry is a prerequisite for the reconstruction of Afghanistan. Currently, the sector is one of the fastest growing in the country. That's why, the demand for construction materials is rising rapidly in Afghanistan, making the market more attractive for foreign investors, for example, urban planners and government officials develop a new urban area in the north of Kabul which will be home to estimated 1.5 million people.



## Telecommunication:

Core telecommunication service providers supply the afghan market already in a sufficient manner with increased competition and price pressures. While, there are still opportunities for mobile service providers. The other supply and service areas of the telecommunication sector represent a far more virgin market. Examples are: data processing, Basic business-processing operation, information and communication technologies, data transfer, process control and call center.

Telecom Statistics - 2014	
GSM Subscribers	21,588,228
CDMA Subscribers	181,077
3G Broadband Subscribers	699,759
Landlines	98,957
Penetration	83%
Investments in US\$	2,398,763,897
Telecom Base Stations	5,835
Population Coverage	Over 89%

## INTERNET SERVICES

- 51 Internet companies have been issued licenses to provide internet services.
- High speed internet services of DSL have been activated in six major provinces.
- About 2,500,000 people or 8% of the population in the country have access to the internet services.
- MCIT announced the cost of 1MB internet service for 300 USD in 2012, and has recently announced the cost of 1MB internet for 67 USD, current price of 1MB internet services is 35 USD.

## POSTAL SERVICES

- There are 464 Post Offices through the country.
- The total income 112 million AFN or 2.24 Million USD has been generated by the postal services during the last fiscal year.

## MEDIA

- Currently there are 65 television channels in the country, including 32 in the capital 33 in provinces.
- 174 radio stations are operating in the county, 47 in the capital and 127 in provinces.

## SATELITE

Afghanistan deployed its first satellite into orbit (Afghan Sat1) on January 29, 2014 which is now available worldwide. (Ministry of Communication and Information)



## **Transport and Logistics:**

Afghanistan shares borders with six neighbors – Iran, Turkmenistan, Uzbekistan, Tajikistan, China and Pakistan – and is considered as a land bridge connecting emerging markets in Middle East, Central and Southern Asia . The country’s large and growing market for transportation and logistics service presents a ground floor opportunity for new providers. Early investors report modest start-up costs and low overhead and even smaller operators are moving large volumes of freight. Investments in the transportation and logistics sector are vital to the overall economic development of products throughout the country rod to overseas destinations.

The government has identified improvement in cross border trading as one of the pillars of its economic growth strategy. Afghanistan is a nation rich in resources, strategically located, and its people are steeped in the business of trading. To facilitate the country’s entry into the global trading platform, a multi pronged approach is being implemented. It is designed to create the conditions necessary to attract foreign direct investment to increase export and reduce dependence on imports.

Afghanistan has Four International (Kabul, Herat, Mazare Sharif, Kandahar) Airports from where national and international flights takes place. And also Airports of Khost, Farah, Daikondi, Nimroz, Ghazni provinces and Darwaz Distric of Badakhshan Province are under construction.

The confluence of the events described below: signing trade and transit treaties, undertaking economic and institutional reforms, improving infrastructure, and implementing trade facilitation projects, is an unprecedented development. That it is occurring simultaneously underscore the commitment of the government and international community to prepare the foundation for sustainable economic growth for Afghanistan.

TIR system has recently re-launched in Afghanistan on 4 September 2013 and now Afghanistan is as the 58th Country Member to enjoy facilitated and secure trade by international road transport, the TIR System.

Since 1983 Afghanistan has been member of IRU and ACCI is permanent delegate in the organization. But, due to existence of local unrest in the three past decades, Afghanistan has not utilized the international transit system efficiently.

In conducting TIR system in Afghanistan, three entities are involved. ACCI issues Carnet TIR, Customs Department conducts custom protocol and accelerates execution TIR in Afghan customs and MoTCV facilities essentials transport and transit needs.

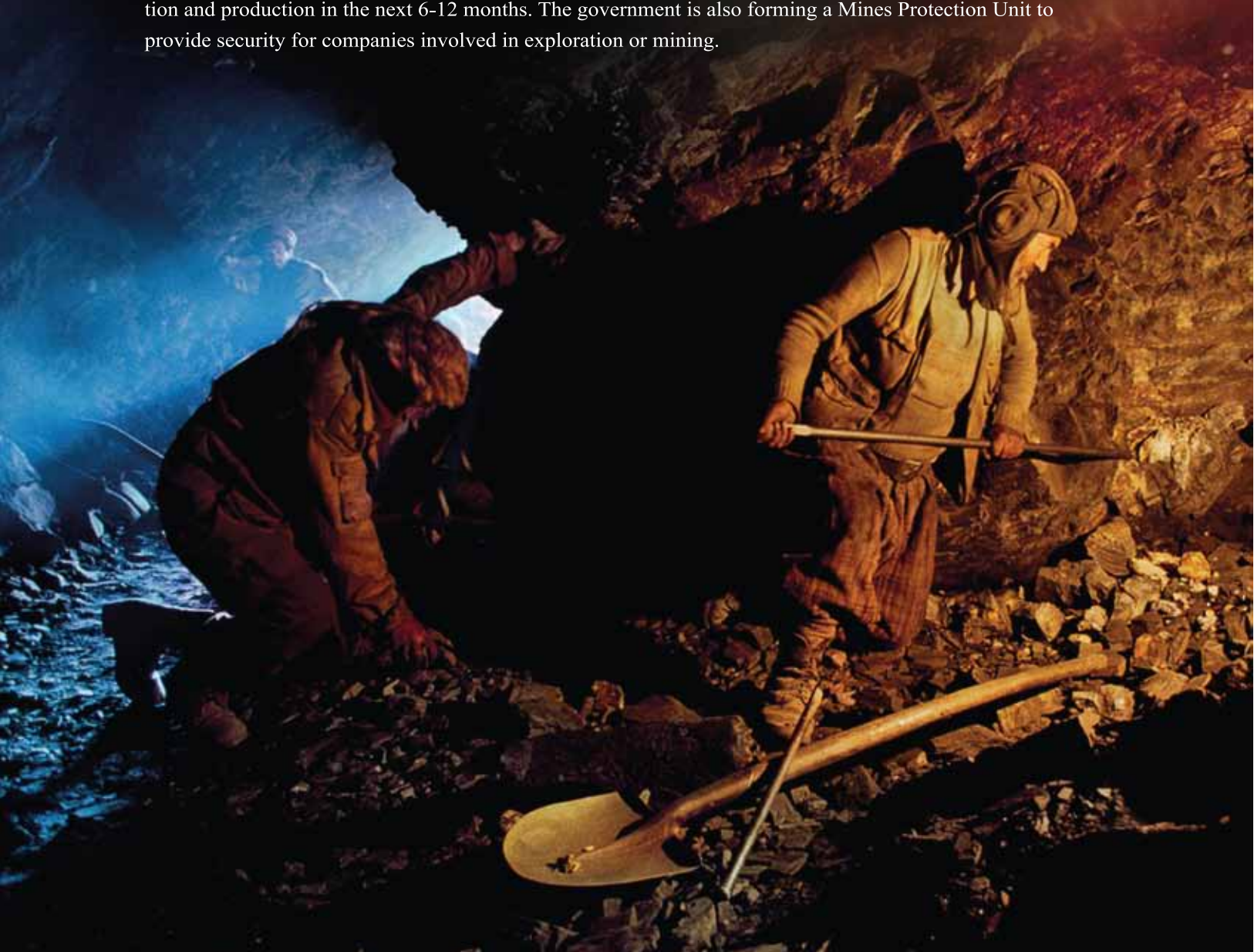
By execution of TIR system in Afghanistan, the country will be released the complicated and difficult transit procedures in transit deal with foreign countries specially its neighboring countries and Afghan quality goods will be exported on time to market overseas, 57 courtiers who are member of IRU.





**Mining:**

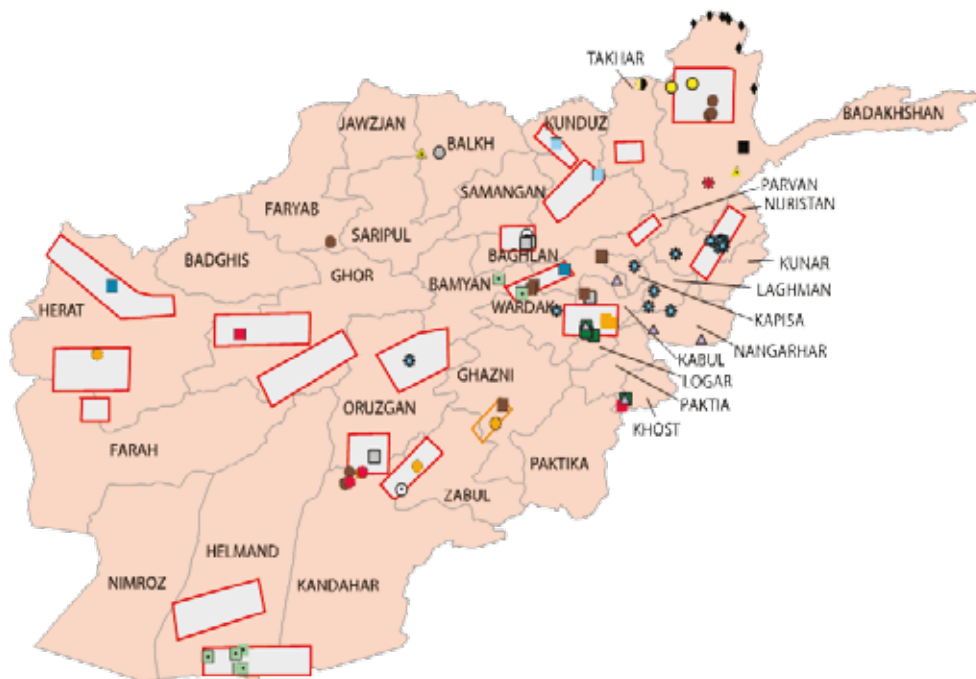
Finally, the mining sector provides vast investment opportunities. Afghanistan has enormous untapped mineral deposits that include copper, iron, ore, coal, hydrocarbons, gold, and semi-precious gemstones. Estimates, based on surveys by a team from the U.S. Geological Survey, have pegged the value of reserves at upwards of three trillion US-Dollars. Presently, the government has begun the process of granting exploration and extraction rights to foreign and domestic companies. Following a competitive bidding process rights for one of the biggest potential copper mines in the world, the Ainak Copper Mine, were awarded to a company from the Republic of China. Additional untapped tracts are scheduled to be tendered and awarded for extraction and production in the next 6-12 months. The government is also forming a Mines Protection Unit to provide security for companies involved in exploration or mining.



## Fiscal Incentives for Mining Companies

- Low corporate tax rate of 20% in the Region/ 30% stable tax optional
- Unlimited tax losses carried forward
- Capital allowances on a straight-line basis over the lesser of the effective life of the asset and 5 years
- Pre-production expenses are capitalised and can be recovered over 15 years or the life of the mining licence on a straight line basis
- Fiscal stability

## Resources Potential of Afghanistan



## Mineral Potentials:

### Iron Ore

- Occurs along the line from Afghan-Tajik border to Afghan-Iranian border. Extends several hundred kilometres
- Notable examples include:
- Hajigak
- Syadara
- Khysh
- Ghorian

## **Copper**

- All kinds of copper deposits are present in various parts of the country
- Sedimentary, porphyry, skarn and VMS
- Notable examples include:
- Aynak (Southern and Northern)
- Zarkashan
- Balkhab
- Shaida

## **Gold**

- Many styles of gold mineralisation occur, in particular skarn, vein hosted, porphyry related and alluvial
- Provinces of Badakhshan and Takhar, are prospective for shear-zone gold mineralisation
- Notable examples include:
- Qara Zaghan
- Badakhshan
- Zarkashan and Kundalan

## **Lead and Zinc**

- Following deposit types can be found:
- Carbonate Replacement Deposits and Skarn
- Mississippi Valley Type (MVT)
- Sedimentary Exhalative Deposits (SEDEX)
- Notable examples include:
- Darra-i-Nur
- Nalbandon

## **Molybdenum**

- Approximately 2.3 mt porphyry Mo-Cu deposit near Bamyan

## **Lithium**

- Afghanistan has the potential to become the Saudi Arabia for lithium (USGS 2010)
- Lake Namaksar (Herat), Lake Ab-i-Estoda, Lake Dashte Nower, (near Ghazni), Chakansar (Nimroz) and Gowde Zereh (Helmand) have the highest potential
- Salt lakes in the country have similar characteristics to those in the Li triangle in South America

## **Rare Earth Elements (REE)**

- Helmand province contains a major potential source of light rare earth elements, including lanthanum, cerium and neodymium
- Khanneshin prospect is a primary area of interest

## **Coal**

- Based on limited exploration, there are substantial coal resources that extend from Takhar Province in the North-East to Herat in the West
- Commercial production of coal began in the 1930s in Baghlan province.

## Large Scale Mining & Petroleum Projects

AYNAK COPPER MINE	HAJIGAK IRON DEPOSIT	OTHER PROJECTS
<ul style="list-style-type: none"> <li>▪ Supervision of world class Aynak Copper Mining Contract</li> <li>▪ Capex – US\$ 4.4 billion</li> <li>▪ 35 km south-east of Kabul</li> <li>▪ Development rights awarded in December 2007 to a consortium of China Metallurgical Group (75% stake) and Jiangxi Copper (25% stake) (“MCC”) First production: 2014E</li> <li>▪ Annual revenue stream for Afghanistan</li> <li>▪ Treasury</li> </ul>	<ul style="list-style-type: none"> <li>▪ World class Hajigak Iron project with high quality magnetite of approx. 1.8 bt</li> <li>▪ Creation of thousands of jobs</li> <li>▪ 21 companies submitted Expressions of Interest. Deadline for submission of bids closed in September 2011, with 6 Bids received (2 consortiums and 4 companies)</li> <li>▪ Transparent and fair bid review process</li> <li>▪ Focus on social development, environmental protection and economic growth</li> <li>▪ Consortium led by SAIL announced as the successful bidder for three blocks and Kilo Goldmines Ltd announced as the successful bidder for one block</li> </ul>	<ul style="list-style-type: none"> <li>▪ Two gold projects (Noraba-Samti, Qara Zaghan)</li> <li>▪ Cement in Jabal-Seraj, Herat and Samangan</li> <li>▪ Gemstones in the North-East               <ol style="list-style-type: none"> <li>1- Amu-Darya Basin / CNPCW</li> <li>2- Afghan Tajik Basin</li> <li>3- Jarqudaq – Turikish Petroleum</li> </ol> </li> </ul>

### Opportunities:

- Liberal legal framework allowing 100% foreign ownership. Foreign investors are not required to secure an Afghan partner;
- Foreign investors have the right to transfer their capital and profits out of Afghanistan, including for debt service for off-shore loans.
- Foreigners can lease real estate, for periods up to 50 years for arable land or longer for non-arable land.
- Duty free machinery import;
- Only 1% duty on raw and intermediate materials.

### Investment Facilities

- Easy, streamlined business registration process
- No paid-in capital requirement
- All pre & post-investment support facilities are provided by AISA:
- Providing information on existing market opportunities
- Facilitating visa, work permit, customs clearance, trademark registration, and other issues for investors

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