



# 7<sup>th</sup> Annual

US - Afghanistan  
Business Matchmaking  
Conference 2011  
November 13-15, 2011  
Washington D.C

## Afghanistan Opportunities & Challenges for Foreign Investors



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Afghan-American Chamber of Commerce (ACCI) presents  
**US-AFGHANISTAN BUSINESS MATCHMAKING**

CONFERENCE 2011 | Nov. **13-15**

## EVENT DESCRIPTION



### Date. Location. Contact

**Sunday, Nov 13, 2011**

Welcoming & Networking Reception

6:00 PM - 8:00 PM

washington, DC

**MONDAY, NOV. 14, 2011**

Conference & Trade Fair

Registration at 8:00 AM

Ronald Reagan Building & International Trade Center

1300 Pennsylvania Ave, NW Washington, DC 20004

Tell: 202-312-1300

**Mix & Mingle/ACCI Award Reception**

6:00 - 9:00 PM

washington, DC

**TUESDAY, NOV. 15, 2011**

Conference & Business Matchmaking

8:00 AM - 5:00 PM

Ronald Reagan Building & International Trade Center

1300 Pennsylvania Ave, NW Washington, DC 20004

Tell: 202-312-1300

**Contact:**

Afghan-American Chamber of Commerce (ACCI)

BMCinfo@a-acc.org or 703.442.5005

# Message From The Minister of Commerce and Industries



## **Dear Friends and Investors,**

First, I would like to express my gratitude, on behalf of the Ministry of Commerce and Industry, the Afghan business community and the people of Afghanistan, to the American Afghan Chamber of Commerce for hosting the US-Afghanistan Business Matchmaking Conference in Washington, DC, to promote investment in Afghanistan and to strengthen the bonds between our two nations. The at times sensationalist coverage of the security situation in Afghanistan often obscures the good news that is coming out of there.

In the almost ten years since the fall of the Taliban, the Afghan economy has grown at around 10% per annum - one of the highest rates in the world. In the beginning this growth was driven by development flows. Increasingly, however, this activity is the result of Afghan entrepreneurs identifying and exploiting opportunities to move up the value chain in a wide variety of sectors.

Around 30% of the value of a carpet is created in the process of cutting and washing. Two years ago there were no cut and wash facilities in Afghanistan. All Afghan carpets and the bulk of their value were shipped off to Pakistan for further processing. Now there are five cut and wash facilities in Afghanistan processing a third of Afghan carpets.

A steel foundry has recently opened in Heart. Insulated sandwich panels are being made in Kabul. A textile company is currently negotiating with the Ministry of Commerce to take over a former cotton factory to use as a processing facility for cashmere. I raise these examples for a number of reasons.

First, to illustrate the breadth and depth of opportunities that exist now - similar examples can be found across a range of sectors from marble, to agri-processing, from import substitution to insurance and banking, from

gem-stones to aviation - and to demonstrate that massive opportunities still remain.

Second, and perhaps most importantly, I want to call attention to the fact that, despite the difficulties faced by business and on-going problems with security, there are very real and highly profitable investment opportunities in Afghanistan. And, finally, that, as large scale mining and hydro-carbon extraction projects come on stream, the range and number of these business opportunities is likely to continue to expand.

Therefore, I politely request you to spread the word across America, that not only is Afghanistan open for business, it is a place where an increasing number of entrepreneurs are looking to invest and where existing investment is, for the most part, highly profitable.

And this situation is only going to get improve as this investment builds on itself and generates further opportunities.

Yours Sincerely,

**Anwar-ul-Haq Ahady**  
**Minister of Commerce and Industry**  
**The Islamic Republic of Afghanistan**



## Message From Minister of Mines

**Dear Sir/Madam,**

As the Minister of Mines, I would like to take the opportunity to introduce all Afghanistan Chamber of Commerce & Industries and Afghan American Chamber of Commerce conference participants to investment and business opportunities potential in the mining sector in Afghanistan.

As has been widely reported in the global press, the mining sector in Afghanistan provides considerable opportunities for the private sector and is set to become the most significant contributor to the economic development of our country. The Ministry of Mines had been actively in dialogue with the international financial and mining community to attract private mining investment in Afghanistan.

Ministry of Mine announced the release of the Hajigak Iron Ore Expression of Interest and Mining and Hydrocarbon tenders at the New York Conference, and announced that several other pending world-class natural resource initiatives will be released in the near future.

Situated close to some of the largest and fastest growing markets in the world, Afghanistan's mineral and natural resources are of high strategic and economic importance to the country. These resources offer unique opportunities for international investors in the mining and extractive industry sectors.

The Government of Islamic Republic of Afghanistan has recently introduced significant anti-corruption measures and reforms to its legal and regulatory framework. These measures are designed to facilitate private sector investment and development of Afghanistan mineral sector in an open and transparent manner and based on internationally recognized best practices.

In particular the Ministry of Mines has created a clear legal basis for mineral and hydrocarbon rights to facilitate the investment in this sector and to increase the investor's confidence. The

amendments to the mining and hydrocarbon law are in the process and will be approved and integrated to the current mineral and hydrocarbon laws in the near future. The amended law will allow direct transfer of economically exploitable portions of an Exploration License into a Mining License. Besides, the MOM follows a clear, transparent and competitive bidding process which is aligned with the best international practices.

The Ministry of Mines procedures will have full compliance with the Extractive Industry Transparency Initiative (EITI) by 2012. Currently, the Ministry of Mines has tendered the Hajigak Iron Ore deposit, redevelopment of existing hydrocarbon fields, and exploration of coal, gold, copper, and iron resources. In the future, the Ministry intends to transform state owned hydrocarbon and mineral corporations into private companies and the re-establishment of Afghanistan Geological Service as the premier national center for mineral related information.

To assist in facilitating additional exploration of the hydrocarbon and mineral sectors, the Ministry will develop, with donor assistance, seismic studies of mineralized areas and limited sub-surface research capabilities to entice investor interest in mineral deposits with limited Afghan Geological Survey information. We have also provided a brief overview of opportunities in the mining sector in Afghanistan in this journal.

For further information please visit our website at <http://www.mom.gov.af> and forward your questions to [afghanmineinvest@mom.gov.af](mailto:afghanmineinvest@mom.gov.af).

We will be pleased to answer your questions and enquiries regarding the mining opportunities and investment in Afghanistan.

Sincerely,

**Wahidullah Shahrani**  
**Minister of Mines the Islamic Republic of Afghanistan**

# Message from Minister of Agriculture ,Irrigation and Livestock



## Dear Friends and Colleagues

On behalf of the Ministry of Agriculture and tens of millions of fellow Afghans working in the agriculture sector, please let me express my gratitude to the American Afghan Chamber of Commerce for hosting this significant event to be held in Washington, DC, to promote investment in Afghanistan and to even further strengthen the bonds of commerce and friendship that link our two nations. Your recent founding, and this event, could not come at a more opportune time.

Three millennia before the New World was discovered, Afghan entrepreneurs supplied gemstones to the fabled Indus Valley civilisation and to the Egyptian pharaohs. We do not claim to have invented trade and enterprise, but we were among its earliest practitioners on a global scale. Over the past few centuries, American drive and know-how raised commerce to levels never achieved before, and Americans are ever since the masters of the craft.

Whether one is an Afghan, an American, or indeed an Afghan-American, we have business in our blood and so it is no surprise that our two nations make such effective partnerships. Look today at television coverage of Afghan problems, where diplomats discuss future diplomatic solutions, generals see future military solutions but where few cameras focus on the businessmen and women who provide the real answers.

Investors and traders, foreign and domestic, are already at work in Afghanistan, they are already making money and to a great degree they, themselves, are the solution. No theory is needed if we look at today's simple facts - business builds peace and

prosperity, and Afghan business grows bigger and further-reaching by the day. The world is smaller than before, and the world wants only the best, tastiest, healthiest, fresh fruit, dried fruit, fruit products and nuts which Afghanistan produces in abundance.

Spread the word across America, that Afghanistan is open for business. If we continue to expand Afghan agricultural production and productivity, and if you inform the mighty American marketplace, greater peace and security, commerce and prosperity will reward our entrepreneurs and farmers, and one day their grandchildren and onwards between two countries that are partners now and brothers forever.

Yours Sincerely

**Mohammad Asif Rahimi**  
**Minister of Agriculture**  
**The Islamic Republic of Afghanistan**



## Message From Acting-Minister of Transport & Civil Aviation

First of all, let me thank you for your efforts in organizing the 7th Annual US-Afghan Business Matchmaking Conference and say welcome to respected entrepreneurs, private sector representatives and government officials.

The Matchmaking Conference will support us to strengthen business ties between our nations. The United States of America has been a great friend of Afghanistan since long times back and has played a major role in the rehabilitation of Afghanistan. The Afghan people are grateful for the honest assistance of the USA in the fields of security, economy, education, agriculture, health and transport which has been provided since 2001.

The Matchmaking Conference is a great step to improve bilateral trade between Afghanistan and the United States. Furthermore, the conference will present investment opportunities in Afghanistan and explain comparative advantages of our economy.

Afghanistan, as a historical crossroad of diverse civilizations and a major field of great games, has witnessed huge challenges. Meanwhile our nation is playing an important role in protecting peace and prosperity. Therefore, Afghans deserve the opportunity to cooperate closely with the international community. Our joint objective is to develop the economic infrastructure that will ensure welfare and prosperity in Afghanistan. The leadership of the Ministry of Transport and Aviation is ready to cooperate with the international community in addressing any trade

or transit problem in Afghanistan and create necessary facilities for domestic and foreign companies. I appreciate your efforts and hope this Matchmaking Conference will be supportive to strengthen the basis for a promising economy in Afghanistan.

Thank you

**Daoud Ali Najafi,**  
Acting-Minister of Transport and Civil Aviation



## Message from Chairman of ACCI

Your Excellencies: High Ranking Officials of the US Government and the Afghan Government, US Private Sector Representatives, Afghan Business Delegation, the Leadership of Afghanistan Chamber of Commerce and Industries and Afghan American Chamber of Commerce, Distinguished Guests, Ladies and Gentlemen:

It is an honor for me to be here in the United States for this important event, an event that seeks to consolidate and strengthen the friendship and business relationship between the United States of America and Islamic Republic of Afghanistan.

On behalf of Afghanistan Chamber of Commerce & Industries, I would like to welcome all of you to the 6th Annual U.S.-AFGHANISTAN BUSINESS MATCHMAKING CONFERENCE. This occasion is a collaborative endeavor of both the Afghan American Chamber of Commerce and the Afghanistan Chamber of Commerce and Industries. We thank both organizations for the effort that they have expended to put on this meaningful gathering.

Afghanistan desires to grow its economic ties with the nations of the world; we view the United States as key to realizing our economic aspirations. An event such as this one, bringing private sector representatives of both countries together to expand bilateral business opportunities, affirms our commitment to a free market economy driven by private sector dynamism and entrepreneurship.

Despite the obvious challenges faced by our country, the Afghan economy has recorded a high growth rate. On average, GDP has increased 10 % annually over the last 5 years. Investment, both local and foreign, has grown

rapidly. Billions of dollars have been invested in the mining sector, in aviation, telecommunications, banking, and the construction industry. Investors continue to recognize the significant upside investment potential in some of our sectors, even after factoring the downside risk

The investment climate in Afghanistan continues to improve: cross-border trade agreements that are close to being ratified will reduce tariffs over a period of time, to 5% on most goods while a transit and transportation agreement with Pakistan will allow Afghan goods to be transported expediently and unhindered to the frontiers of India and China, a combined market in excess of 2 billion consumers. Additionally, government reform in customs and business practices is gathering pace. Collectively, these initiatives serve to modernize our business culture. So here's the business imperative: invest to position, now, to better realize potential future opportunities.

Ladies and Gentlemen:

The investment narrative is clear. Afghanistan is a high opportunity, medium-high risk, investment proposition. High value opportunities will remain for decades to come and thanks to the Afghan and international security assistance force, especially from the United States, the business risk indicator continues to improve.

The Afghanistan Chamber of Commerce and Industries is an independent organization and the pre-eminent voice for the private sector in Afghanistan. The Chamber is positioned to respond to inquiries from potential investors or to work with relevant government institutions and local businesses to facilitate a conducive and seamless transition for investors who commit to doing business in Afghanistan.

I believe that this event 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, an ideal that is deeply embedded in the values of the American people.

In closing, let me once again thank all of you for taking the time to attend this conference; again, let me express my gratitude to my colleagues at the Afghan Chamber and our valued and esteemed partner, the Afghan American Chamber. I look forward to a successful 3 days and thereafter.

Thank you

**Haseen Fahim**  
Chairman, ACCI





## Message from Chairman of AACC



**Sulaiman Lutfi**  
Chairman, the Board  
of Directors



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

The Afghan-American Chamber of Commerce (AACC) since its inception in 2002 is the leading organization facilitating U.S.-Afghanistan business, investment, and trade ties. AACC serves the interests of its members through numerous programs, advocates for a free and open market economy in Afghanistan, and endeavors to strengthen U.S.-Afghanistan 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 is a growing national organization, bringing together companies, organizations, and individuals with a stake in helping Afghanistan succeed and developing opportunities in an emerging economy.

On behalf of the Afghan-American Chamber of Commerce (AACC), we look forward to hosting you at our upcoming 6th Annual U.S.-Afghanistan Business Matchmaking Conference on November 7-9, 2010 in Washington, D.C. Last year's Conference attracted more than 350 individuals representing U.S. and Afghan companies, U.S. Government agencies, Afghan Government institutions, financial institutions, multilateral organizations and relevant non-profits. This year, AACC is organizing what promises to be another successful event, taking place at the Ronald Reagan Building and International Trade Center, 1300 Pennsylvania Avenue, N.W., Washington, D.C., an American landmark for trade and investment. The evening events will be held at the elegantly renovated Marriot Metro Center Hotel, 775 12th St. NW.

AACC will host Afghan Ministers, leading representatives from the private sector and officials from the State Department, Department of Defense, Department of Commerce, USAID, 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 will be representatives of the private sector from the United States, Dubai, and Afghanistan who will come to the Conference to discuss their business and investment ideas. The goal of such is to foster business relationships, joint ventures, partnerships, etc. engaging both U.S. and Afghan businessmen and women. AACC is working closely with its sister organizations in Afghanistan such as the Afghanistan Chamber of

Commerce and Industries (ACCI), the Afghanistan Builders

Association (ABA) and the Afghan Business Council - Dubai (ABC-Dubai) to bring leading Afghan businesspeople to the Conference. Some 150 have already applied for visas.

Conference sessions will include presentations on opportunities for business and investment in key economic sectors and the financing of business projects in Afghanistan. Time will be allotted for U.S. and Afghan companies and other participants to share information on their initiatives and opportunities and to meet one-on-one with key officials and executives. The event will also include a Conference-related Informational Trade Fair. We thank you for your kind consideration of our AACC efforts and look forward to your participation in this important conference.

Sincerely,

**Sulaiman Lutfi**  
Chairman, the Board of Directors

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

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Mohammad Q. Hagjo  
CEO.ACCI

## ABOUT ACCI

Afghanistan Chamber of Commerce and Industries (ACCI) is an independent, legal, non-government, non-profit and non-political organization which serves the private sector of Afghanistan and strives to facilitate an environment conducive to the economic development of the country.

Established in 1931, the Afghanistan Chamber of Commerce and Industries is a strong membership organization representing the entire private sector of Afghanistan, ACCI provides local businesses and international investors with the support they need for successful operations in Afghanistan through private sector related public policy advocacy, investment and trade promotion as well as other services.

### **Vision Statement:**

ACCI is the leading voice of a dynamic, competitive and rapidly growing Afghan private sector.

### **Mission Statement:**

ACCI will provide leadership and services to foster an enabling private sector environment that generates employment and creates wealth for local and international businesses.

### **Strategic Objectives:**

In order to achieve its vision and implement its mission, ACCI has adopted four strategic objectives in the next five years.

- Consolidate ACCI as the premier voice of business and economic development in Afghanistan;

Win the confidence, support and participation of businesses in all sectors of the economy and represent and serve their interests in a reliable and sustainable manner in accordance with clearly defined membership categories;

Attain a level of influence to shape the enabling environment for doing business in Afghanistan and across its borders and to nurture public and private strategic partnerships in the interest of economic growth and employment creation:

- Enhance organizational, managerial, technical and financial capacities and sustainability of the chamber system with clear roles and functions reflected in its structures and operations at national, regional and provincial levels.

## ABOUT ACCI



Board of Directors

### Regional Offices:

In addition to its headquarters in Kabul, ACCI operates in 21 provinces of the country and has regional offices in Andkhoy, Badakhshan, Badghis, Bamyan, Farah, Faryab, Ghazni, Herat, Jozjan, Kabul, Kandahar, Kapisa, Kunar, Kunduz, Khost, Mazar-e-sharif, Nangarhar, Nimroz, Paktia, Parwan and Takhar.

### International Affiliates:

ACCI's international affiliate offices are located within the following organizations:

1. Afghan-American Chamber of Commerce
2. Afghan Business Council in Dubai
3. Netherlands-Afghanistan Business Council
4. Afghan-China Chamber of Commerce
5. Iran-Afghan Chamber of Commerce, Industry and Mine
6. Canada-Afghanistan Business Council
7. Afghan-California Business Council
8. Afghan Business Centre Moscow

New affiliate offices will be established in Pakistan and Tajikistan in the near future.

### International Partners:

In order to facilitate an environment conducive to international trade promotion and to strengthen the economic relationship between Afghanistan and other countries, ACCI has signed Memorandum of Understanding to designate the following organizations as International Partners:

1. Afghan-American Chamber of Commerce
2. Afghan Business Council in Dubai
3. Netherlands Afghanistan Chamber of Commerce
4. Canada-Afghan Business Council
5. Afghan-California Business Council
6. Chamber of Commerce and Industry of the Republic of Tajikistan
7. Federation of Pakistan Chambers of Commerce and Industries
8. Federation of Indian Chamber of Commerce and Industries
9. Federation of Bangladesh Chamber of Commerce and Industry
10. Ceylon Chamber of Commerce
11. Bhutan Chamber of Commerce and industry
12. Nepal Chamber of Commerce and Industry
13. Maldives Chamber of Commerce and Industry



ACCI Headquarter's Team

## ABOUT ACCI

14. Confederation of Indian Industry
  15. Kyrgyzstan Chamber of Commerce and Industries
  16. The Chamber of Commerce and Industry of the Republic of Kazakhstan
  17. Croatian Chamber of Economy
  18. Bulgaria Chamber of Commerce and Industry
- Separately, ACCI is a member of International Chamber of Commerce, Islamic Chamber of Commerce, SAARC Chambers of Commerce, ECO Chambers of Commerce, and World Chambers Federation.

### **ACCI Functional Departments:**

- (1) Business Development Services
- (2) International Affairs
- (3) Public Relations
- (4) Legal Services and Arbitration
- (5) Membership
- (6) Policy and Government Affairs
- (7) Industry and Export Promotion
- (8) Administration
- (9) Finance

### **Business Development Services**

Business Development Services is a key department within ACCI; it provides technical assistance to current members who want to expand their business and helps new

members who want to start a business.

The services provided by this unit include  
 (a) finding access to credit/capital sources;  
 (b) preparing business plans, responses

To proposals, and marketing materials;  
 (c) capacity building training focused on modernizing business practices;  
 (d) dissemination of tender information; and (e) website development.

### **International Affairs:**

The International Affairs Department cooperates with the international and local business community active in foreign trade. The role of this unit is to assess, strategize, and implement solutions to create conditions favourable for increasing exports and foreign direct investment. Additionally, this unit encourages and assists chamber members to expand their business into foreign markets.

### **Public Relations:**

The Public Relations department is responsible for performing duties relevant to the chamber's public relations needs including publications, marketing, and electronic information services. This unit prepares and publishes the monthly ACCI magazine, brochures, ad hoc publications as well as produces promotional mult-media.content.

## ABOUT ACCI

The chamber's website is designed, updated, and maintained by department staff.

### **Legal Services and Arbitration:**

The Legal Services and Arbitration Department is well-versed on the legal framework pertaining to business laws and regulations and advises its members accordingly. Additionally, this unit has established a respected arbitration court based on international standards of jurisprudence, and uses modern, equitable dispute settlement methods to arbitrate hearings. The court has developed a reputation for providing effective and fair mediation services that are increasingly sought by members.

### **Membership:**

A core department of the chamber, the membership unit develops, updates, and maintains membership categories and associated benefits. It synergizes the creation of member benefits with other chamber offices to deliver membership-driven value that adapts to changing business conditions. The Membership Department is also responsible for registering Afghan and foreign companies and shares some of the data with strategic chamber partners.

### **Policy and Government Affairs:**

This department analyses and evaluates all economic policy issues relevant to the Afghan private sector. It conducts surveys and collects related information and opinions on key issues, provides policy recommendations to the chamber's CEO for approval by the Board of Directors or the High Council of Delegates. In addition, this group supports the ACCI mandate by promoting appropriate policy positions with members of parliament, government officials, and the general public.

### **Industry and Export Promotion:**

Industry and Export Promotion Department has two primary functions. Firstly, this group is responsible for organizing local and foreign business matchmaking, trade missions, and trade exposition events. Secondly, this unit issues certificates of origin that attest to the value of unfinished commodities that are improved locally for eventual re-sale.

### **Administration and Finance:**

Administration and Finance departments are responsible for performing day-to-day operational tasks related to the management of the chamber's finances, procurement, human resources, facilities, and security.

## ABOUT ACCI

### **ACCI Committees:**

ACCI has established twenty committees to address the challenges inherent in each of the major sectors of the economy. The committees are staffed with subject matter experts, members of the ACCI Board of Directors, and chamber members. These committees are tasked with developing a comprehensive profile of each sector, identifying its deficiencies and strategies to strengthen the sector, and to convey to government officials their findings and proposed solutions.

### **The names of the committees are as follows:**

1. Export Committee
2. Imports' Committee
3. Industries' Committee
4. Small and Medium Enterprises Committee
5. Mines' Committee
6. Businesswomen's Committee
7. Agriculture, Animal Husbandry and Dairy Products Committee
8. Transport and Transit Committee
9. Construction Committee
10. Medicine and Medical Equipment Committee
11. Banking and Finance Committee
12. Oil and Gas Committee

13. Media Committee
14. Marble and Granite Committee
15. Tourism Committee
16. Health Committee
17. Education Committee
18. Carpet Production Committee
19. International Affairs Committee
20. Business Development Services Committee

### **Membership Benefits:**

ACCI offers a variety of benefits to its members, according to their membership category. Services that are provided to all members irrespective of their membership categories are as follows:

- Communicating the interests of Afghanistan's business community to the government via public policy roundtables and direct advocacy efforts;
- Providing information on domestic and international trade missions and exhibitions, as well as organising conferences, seminars, and matchmaking events;
- Providing business and investment related information as well as advice on business and investment opportunities.;
- Maintaining and providing up-to-date information on public tenders and procurement opportunities;
- Publishing a monthly magazine which includes up-to date business information and the contact information of new members.;

## ABOUT ACCI

conference rooms with telephone, internet, simultaneous translation equipment, and photocopier machines ;.

- Providing business development, advocacy and arbitration services; and
- Facilitating visa application procedures.

### Membership Categories:

- Ordinary Membership
- Silver Membership
- Golden Membership
- Platinum Membership
- VIP Membership

### Members and Affiliated Associations:

ACCI has more than 37,000 members from a variety of organisations and businesses.

ACCI's major affiliate member associations include:

1. Afghanistan Builders Association
2. Afghanistan Industrialists Association
3. Federation of Afghan Craftsman and Traders
4. Afghan Women's Business Federation
5. Union of Kabul Food Grain Traders
6. Afghanistan Leather and Tanneries Association
7. Afghan Carpet Exporters Guild
8. Afghan Money Changers Association

9. Afghanistan National Food Association
10. Association of Afghan Freight Forwarding Companies
11. Afghanistan Exporters Union
12. Afghanistan Bankers Association
13. Afghanistan Dry Fruit Exporters Association
14. Afghanistan Masonry Industrialist and Traders Association
15. Afghanistan Marble and Granite Producers Association
16. Afghan Marble Industrialists Association
17. Afghanistan Economic Reporters Association
18. Association of Kabul Carpet Producers
19. Afghanistan Women Business Council
20. Afghanistan Importers Association
21. Afghan Consulting Companies Association
22. Eastern Zone Transporters Association
23. Afghanistan Housewives Business Association
24. Afghanistan Pharmaceuticals Producers & Importers Association
25. Afghanistan Women Business Association



**Noorullah Delawari**  
 President & CEO  
 Afghanistan Investment  
 Support Agency (AISA)

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 B.S: A one Stop Shop for Investors

**NOORULLAH DELAWARI** is the President & CEO of the Afghanistan Investment Support Agency (AISA) as well as Minister Advisor to President Karzai on Banking and Private Sector and head of the Afghan business delegation. Prior to 2002 he worked as a commercial banker in the US, including 16 years as Vice President of Multinational Division, Lloyds Bank of California in the USA.

Since his return to Afghanistan, in February 2002 Mr. Noorullah Delawari had been the Senior Advisor to the Minister of Finance at the Finance Ministry of Islamic Republic of Afghanistan and also served as Governor and Chairman of Supreme Council of Central Bank of Afghanistan (Da Afghanistan Bank)



## ABOUT AISA

from November 2004 to December 2007. Mr. Delawari has a B.S. Business/Economics from University of California Los Angeles, USA and he was awarded a Professional Designation in International Business UCLA, USA. In 1967 – Noorullah Delawari President & CEO Afghanistan Investment Support Agency (AISA) 1969 he was the recipient of Colombo plan (Bank Management) Scholarship in London-England. Mr. Delawari is the founder of Afghanistan Investment Support Agency (AISA) and served as President and CEO of AISA from July 2003 to November 2004.

Afghanistan Investment Support Agency (AISA) is a “one stop shop for investors” mandated to carry out legal processes (i.e. license) of all private businesses and investments in Afghanistan as well as provide investors with assistance and the most up-to-date information on Afghanistan business and investment opportunities.

AISA has several programs specifically designed to aid incoming businesses. The AISA staff is able to provide potential investors with assistance based on their company’s particular requirements and to expedite everything from preliminary investigations to final site negotiations. AISA can also identify potential joint venture partners. AISA’s main concern is to solve and eliminate problems faced by existing businesses or might arise for new businesses. You can find more about AISA at: [www.aisa.org.af](http://www.aisa.org.af).  
 Afghanistan Investment Support Agency (AISA)

### 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



## ABOUT AISA

and thereby robust and 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 we have restructured AISA as follows:

### **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 set up and development of license preparation services at AISA's Regional Offices and this makes for proper communication, ensuring that AISA's licensing rules and procedures are properly followed by all Regional Offices.

### **Investment Promotion Department:**

This department organizes domestic and foreign conferences and exhibitions to promote investment and provides opportunities for "matchmaking" between

companies and investors to proactively assist investors through the investment process. In addition, this department conducts media and information campaigns to promote investment initiatives, as well as provide information on government policies and regulations to promote a transparent investment environment.

### **Research and Policy Department:**

This department serves to analyze private sector development issues, develop private sector strategies, complete sector-specific studies on business and investment opportunities, and engage in hands-on sector policy advocacy before the Parliament and Afghan government agencies. The department is also in charge of ensuring accuracy of the data provided by the investors about their businesses, through closely collaborating with investors and the Database department.

In addition, providing necessary statistical information to governmental agencies, donor institutions, NGOs, media, academic institutions and other stakeholders in the sphere of the private sector development falls under the range of responsibilities of the Research and Policy Department.

### **Investors' Support Department:**

This department offers individual client services during the entire pre & post investment phase. The services include:

- Provision of initial information and advice for foreign and domestic investors: market situation, legal framework, customs,

## ABOUT AISA

taxation, insurance, availability of key inputs, support programs, investment incentives and opportunities;

- Continuous contact to key investors (each investor 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).

### **Industrial Parks Development Department:**

The development of Industrial Parks is a very high priority given that the main constraints currently identified by investors are access to land and electricity. IPDD is responsible for the development as well as management of new and modern industrial parks. Six World Bank-funded industrial parks in Kabul, Mazar,

Kandahar, Jalalabad, Helmand and Kunduz have been completed and business owners built or relocated their industries to these new operational areas.

In addition, IPDD is committed to establishing industrial parks in other provinces of Afghanistan in response to growing demand for these parks. Our future plan includes industrial parks in Khust, Ghazni and Farah. IPDD is in the process of developing a regulatory and institutional framework and management plan to effectively coordinate Industrial Parks Development.

### **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 with 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 4:30pm and can be contacted as per below:

► **Nengarhar**

Dr.Mujeeb Shirzad - Regional Manager  
Email: shirzad@aisa.org.af  
Mobile: 0093-798 982 574  
Fazel Rabi Mukhlis,  
Mobile: 0799 448117

► **Khust**

Dr.Mujeeb Shirzad - Regional Manager  
Mohammad Eisa-Deputy Manager  
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► **Herat**

Ahmad Tamim Kaaker – Regional Manager  
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► **Kunduz**

Hares Seraj- Acting Regional Manager  
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► **Balkh**

M. Sediq Muradi – Regional Manager  
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► **Kandahar**

Hedayatullah Rahmati – Deputy Director  
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## Why Invest in Afghanistan?

### Three Good Reasons

**1. Afghanistan is a fast growing emerging market of strategic importance close to some of the largest and fastest-growing markets in the world**

Afghanistan is strategically located between the energy-rich republics of Central Asia and the major seaports in South Asia providing a key transit route for central Asian oil and gas to markets in South Asia as well as overseas. Also Afghanistan has natural access to markets of neighbouring countries including important fast-growing markets such as China, India and Pakistan.

**2. Afghanistan offers a pro-business minded environment with legislation favourable to private investments**

The principles of a market economy are incorporated in the new Constitution {art. 10} just as the growth of the private sector is a cornerstone of the National Development Strategy. Consequently the President as well as the Government have focused intensely on removing obstacles to private sector development.

### 3. Afghanistan is rich in natural resources

Afghanistan is remarkably rich in mineral resources. There are currently more than 1,400 identified mineral deposits. These include energy minerals such as oil, gas and coal as well as iron and copper deposits of world Quality.

Furthermore known precious and semiprecious stones in Afghanistan include emerald, jade, amethyst, alabaster, beryl, lapis lazuli, tourmaline, ruby, quartz, and sapphire. Finally great opportunities for investments exist within the hydrocarbons industry.

Following the national privatisation programme most of the major state-owned enterprises have been slated for international tender 2006-2008 which has made entry into all these sectors easier.

#### Afghanistan Investment Priority Sectors

##### 1. Agriculture:

Agricultural is a fundamental means of livelihood in Afghanistan, generating 31% of the country's GDP and supporting 80% of its people. The climate of Afghanistan is well suited for the cultivation of horticultural crops and Afghanistan is the geographic origin of many high-end crops like raisins, pomegranates, pistachios and almonds.

There are approximately 1 million farms in Afghanistan and more than 2,000 wholesalers for horticulture products. Intensive commercial farming increases sustainable

economic growth in rural areas, encourages competition, contributes to regional development and helps sustain the growth of private businesses related to it.

Investment in agro-business and agroprocessing will make a positive impact on the economic development of Afghanistan and will give Afghans pride in producing and purchasing local Afghan products. It should be the goal of a modern agricultural sector for Afghanistan to become self-sufficient again and subsequently be able to expand into an export industry.

One industry related to the agricultural sector is for example packaging, which provides great opportunities for investors, as demand for Afghan agricultural goods is high, but current packaging procedures are outdated and damage fresh goods en route to markets and prevents an effective export business for many crops. Some 20 – 40 % post-harvest horticulture products are wasted because of poor packaging.

Processing is another great investment opportunity. It is estimated that the processed fruits and vegetables market amounts to around 1.4 to 2.5 billion Afghani (US \$28-60 million), demonstrating that the market potential for processed agricultural products including snack foods, packaged biscuits, fruits concentrates, pickles and fresh fruit jams

is enormous. An example is fruit juices whose market value in Afghanistan is approximately 20 million U.S. dollars with a yearly growth rate of around 15,8 %. In 2003 alone, Afghanistan imported 40 million liters of juices, mostly from Pakistan and Iran. Domestic production of machinery related to the agro-business and agro-processing industries is a lucrative opportunity for investors given that current equipment in Afghanistan is currently either imported from abroad, or date back to the Soviet's era.

Demand for new machinery, such as grain cleaning and sieving equipment for flour, and tractor trolleys and ploughs, will continue to grow and be vital to the production of agricultural goods. In the long-term, the manufacture of local machinery will be profitable to the agricultural industry.

### **2. Construction Materials:**

Another interesting area of investment is the construction materials industries in order to improve the supply of quality products from within the country. These, if up to international standards, might grow into an export industry and hence have a future that way.

While in the first years of reconstruction, it was mainly foreign construction companies who attracted the major construction contracts, it is now the local construction industry which is shaping up to acquire the

necessary capacity to take over from their international competitors as they offer a considerable price advantage. Good quality construction materials produced locally will hence be an important and profitable sector to drive the local construction Industry.

### **3. 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, a far more virgin market represents the supply and service area of the telecommunication sector.

Examples are: Data processing, basic business-processing operations, Information and Communication Technology (ICT), data transfer, process control and perhaps call centers.

These areas are attractive as they do not depend on the overall infrastructure of Afghanistan such as airports and roads, but investors can bring and rely on their own infrastructure such as satellite communication equipments etc.

### **4. Transport & Logistics:**

This sector represents a vital support industry to other sectors which will not be able to perform well without an upgraded transport and logistics sector. This sector is vital to successful agricultural and industrial development, as it will enable the

transportation and distribution of products throughout the country and to overseas Destinations.

It will alleviate the geographic constraints that accompany Afghanistan's position as a landlocked country. Afghanistan's large and growing market for basic logistics and transportation services presents a groundfloor opportunity for new providers. This opportunity is open to domestic and foreign firms of all sizes and origins. While investment in the sector is increasing, the field is virgin territory for many services. The timing is right to cultivate customers and establish a "first mover" advantage. Early investors in the sector report modest start-up costs and relatively low overheads, and even smaller operators are moving large volumes of freight.

Afghanistan offers new and expanding trade routes. The improvement of its transport infrastructure supports Afghanistan's trade nexus, both in country and across its borders. It is estimated that 60% of overland transportation comes to or from Pakistan, 30% to or from Iran, and a combined 10% through borders with the Central Asian republics. To the north, in Turkmenistan, Uzbekistan and Tajikistan, goods and commodities flow on main transit routes south through Afghanistan to the ports of Bandar Abbas and Chah Bahar in Iran and Gwadar and Karachi in Pakistan. A planned bridge will link Afghanistan and Tajikistan over the Amu Darya River, which carries barge traffic along the borders with

Turkmenistan, Uzbekistan and Tajikistan. Within Afghanistan, the main "Ring Road" is connecting Kabul to Kandahar in the South, Herat in the East, and Mazar-e Sharif in the North, hence linking the country's key commercial centers, while other roads are extending to the border crossings with Iran, Pakistan and other neighboring countries. Afghanistan offers a geologically strategic advantage for investors in the Logistics and Transport Sectors.

For centuries Afghanistan has been the hub connecting Asia, Europe and the Middle East. Today Afghanistan is ideally situated to again function as a strategic gateway, serving landlocked countries to the north and the Iranian and Pakistani seaports to the south.

Afghanistan is potentially the shortest route to the open sea for the Central Asian republics and Russian industrial centers of western Siberia. For Pakistan, Afghanistan offers a primary route for trade with Central Asia. In fact, Afghanistan shares borders with six neighbors – Iran, Turkmenistan, Uzbekistan, Tajikistan, China and Pakistan – and is considered a "land bridge" connecting proximate country markets, as well as potentially large trading partners, such as Iran and India.

Afghanistan offers a point of access to an extended regional market of more than 2 billion people, linking the Middle East to Southern, Central and Southeast Asia.



## ABOUT ABC

### Afghan Business Council

Afghan Business Council Dubai 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 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 Afghanistan.
- . Foster open dialogue between the private sector and the Afghan Government.
- . Facilitate meetings between Afghan Executives in the U.A.E. And the other Countries Executive interested in doing business in Afghanistan.
- . Promote the Trade relation between Afghanistan & U.A.E. and present to Afghan Business communities in officials and Private sectors events, meetings in U.A.E
- Provide a plate forum, facilitate to members to enhance Trade relation between Afghanistan & U.A.E.
- . Organize events and seminars with senior Executive, entrepreneurs and government officials.

**Haji Obaidullah Sader Khail**  
 Chairman

### ABOUT ABC

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 nonprofit organization representing Afghan Businessmen.

The strength of the Afghan business community in the UAE has grown commensurably with the U.A.E realizing its position as a key regional player. The Afghan Business Council in Dubai consists of more than 177 members and covering 60% trade in Afghanistan through U.A.E and represents a diver 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 UAE and attracted immense interest.

The inaugural event, "Defining Trade and Investment Opportunities in Afghanistan" will mark the formal opening of the Afghan Business Council in Dubai.

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## ABOUT ABA

Naeem Yassin  
President

Mr. Naeem Yassin is president of Afghanistan Builders Association and completed his education in Marketing and Management from Queens Collage of New York. Severed 2004-2007 as board member of Afghanistan Chambers of Commerce.

Afghanistan Builders Associations is not for profit, nongovernmental organization, established with support of USAID in May 2004, based in Kabul, Afghanistan with the office in Jalalabad and Kandahar.

The association concentrated its efforts to facilitate construction activities in Afghanistan. ABA is bridge between contractors and donors agencies and

supplicants.

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## Major ACCI Accomplishments, 2010

### **Roundtable Discussion on the Taxation System of the Country**

A roundtable discussion on the taxation system of the country was held on October 13th 2010. Funded by HAKARAT, the event was well-attended and the panel included the Minister of Commerce and Industry, ACCI Board members, ministry officials, economists, and local businessmen. The purpose of the roundtable was to assess the state of the tax system implementation and to gather feedback on issues of concern from the panel and delegates in attendance. The spirited discussion was summarized into a comprehensive document listing the concerns of the private sector and suggestions to alleviate these issues; and was delivered to the government. A committee comprising of government officials and the private sector representatives was formed to follow-up with the government.

### **Second Afghanistan Economic Development Expo, Tajikistan**

Over 10,000 visitors attended this 3-day event organized by ACCI and held in Dushanbe from June 25-27th, 2010. The organization of this exposition, the second of its kind, is unique because only Afghan vendors exhibit their products. Three hundred and fifty tradesmen from Afghanistan participated along with several high-ranking officials. The exhibition was judged to be a success based on direct sales and contracts negotiated that totaled several million US dollars

### **Second Afghanistan International Marble Conference**

The 2nd Afghanistan Marble Conference was held in Herat province from April 12-16th, 2010. This event attracted approximately 350 interested persons from USA, Turkey, Italy, and other countries as well as from Afghanistan. Officials informed attendees that the Government of Afghanistan was committed to easing restrictions found in the current implementation of mining laws and in the exporting of processed minerals so as to stimulate the investment climate in this sector. During the conference, negotiations between Afghan and international investors resulted in several joint ventures and contracts being concluded. The conference was funded by USAID and organized by ACCI.

### **Roundtable on Corporation and Limited Liability Companies Law**

Following up on previous deliberations on this topic, this roundtable, based on a white paper prepared by USAID's Economic Growth and Governance Initiative, focused on the problems found in the law and strategies to address these shortcomings where possible. The outcome of the roundtable was a consensus view among participants that application of the law should be based on adapting it to local market conditions. The roundtable served to educate participants on the scope of this law and discussions further elucidated the more complex conditions found in it.



Second Afghanistan International Marble Conference

East Region Economic Growth and Investment Promotion Conference



Roundtable Discussion on the Taxation System of the Country



Roundtable on Corporation and Limited Liability Companies Law



Conference to Share Results of Awareness Campaign of Commercial Laws

**Conference to Share Results of Awareness Campaign of Commercial Laws**

Over a five month period, ACCI conducted an awareness program to educate businesses on the approved commercial laws. The campaign covered 7 provinces, involved discussions with 1,470 business people directly, 10,000 indirectly and distributed DVD's and printed booklets. At the end of the campaign, a conference was held to provide feedback to Government officials on the challenges arising from the enactment of these commercial laws as viewed by local businesses. The campaign and conference was underwritten by HAKAKAT.

**East Region Economic Growth and Investment Promotion Conference**

A 2-day national-level conference was held in Jalalabad on March 28-29th 2010 to explore the economic potential of the Eastern region of Afghanistan, strategies to encourage investment in the region, and identifying challenges faced by the business community here. Jointly organized by the Governor of Nangarhar, ACCI and AISA, the conference attracted a diverse audience that included businesses and government officials from the eastern region provinces, World Bank, USAID, UK Department for International Development, HAKAKAT, Da Afghanistan Bank, and members of the Afghan parliament.

## Current State of the Economy of Afghanistan

### **Investment Alert: Current State of the Economy of Afghanistan**

#### **Preamble**

Today, Afghanistan is a land of rising economic opportunity. Strategically nestled at the confluence of major trade routes, Afghanistan is blessed with abundant untapped natural resources, fertile agricultural lands, a favorable and improving business regulatory environment, and a significant domestic market characterized by expanding consumption from an emerging lower-middle class. The country's economic motivations are fueled by an enterprising, increasingly educated, and skilled workforce.

Afghanistan is located at the geographical intersection of the Central Asian countries with their huge petroleum reserves and spans the industrial and economic behemoths of China and India. Inside this economic corridor, Afghanistan remains the only country that is a party to all the regional economic trade cooperatives. Ascension to WTO member status would give the country an unprecedented competitive trading position in the region as well as access to global markets.

How the country parlays this impending advantage, on-going regulatory and business reforms to drive economic growth, is the challenge and opportunity that informs this generation of Afghans.

In the interim, it bears examining basic fundamental and technical trend lines to derive a business opportunity snapshot for potential investors.

This examination is not meant to be an exhaustive economic dissertation; instead, it looks to see if general trends are converging to shape the country's economic aspirations.

#### **Business Indicators**

**Indicators:** Banking, Inflation, Reforms, Investment, Trade

The creation of private banks has provided modern banking facilities such as wire transfer of monies, ATM access, and the availability of loans to business entities and consumers. Over the last nine years, effective monetary policy has brought stability to the economy. Real inflation at the local level has remained at a consistently low rate. Higher levels of the inflation index (around 20%) were recorded during the height of the world economic crises.

Access to land for building factories and other production facilities have become much easier to obtain. New industrial parks have been created in the major provinces of Balkh, Herat, Nangarhar and Kabul. The development of physical infrastructure such as roads and electrical transmission lines as well as the creation of jobs has positively impacted the communities in which they are located.

Afghanistan has enormous untapped reserves in raw materials. Estimates of these reserves are pegged at almost US \$ 3 trillion. The government has begun the process of granting extraction rights to foreign and domestic companies. Rights for one of the biggest potential copper mines in the world, the Ainak Copper Mine, was awarded to a company from the Republic of China several months ago after

## Current State of the Economy of Afghanistan

a competitive bidding process.

Bidding for another huge potential mine, the Hajigak Iron Mine was opened to bidders in September 2010. Many more untapped mines are scheduled to be offered for extraction and production.

The marble export potential of Afghanistan is another high value investment opportunity. There are 37 kinds of marble in 46 colors; the white marble from Chesht District in Herat Province competes with the most famous white marbles of Italy. In recent months, several hundred million dollars of investment has been made in the marble and granite sector.

Agriculture is the major occupation in Afghanistan with approximately 80 per cent of the workforce engaged in it. The country has an extensive network of arable land; however, current estimates suggest that less than half of the available tracts of land are used to cultivate crops. Water resources are plentiful and the requirement to irrigate agriculture land needs little investment. Due to its fertile soils, water resources, and accommodating weather, Afghanistan produces high quality organic products which have good market value.

Fresh and dried fruits as well as vegetables have been well received in foreign markets and exports have increased annually despite packaging deficiencies. An indication of burgeoning demand for Afghanistan's produce occurred a few weeks ago when approximately US \$ 14 million in newly signed and potential contracts were negotiated during a 3-day

agriculture fair. The sector's potential is the availability of vast tracts of uncultivated arable land to increase production, favorable conditions to cultivate more high value organic crops, introduction of farming and storage efficiencies to yield higher revenue per acre of cultivated land, and better packaging standards that increases demand.

Since ancient times, Afghans have possessed and passed on unique hand skills to make such items as carpets, handicrafts, clothing, and jewelry. These items have gained popularity in mature foreign markets, particularly with U.S. and European consumers. Due to current production capacity, supply cannot meet existing demand for these items. In October 2010, the building of the biggest carpet production and processing facility was initiated in Kabul. When production begins, this facility will alleviate some of the supply constraints currently.

The potential for this sector is to commoditize this iconic Afghan product, synonymous with its quality and uniqueness, on a global scale. This will require substantial increases in production capacity. Cross-border trade agreements are close to being ratified and will reduce tariffs over a period of time, to 5% on most goods while a transit and transportation agreement with Pakistan will allow Afghan goods to be transported expediently and unhindered to the frontiers of India and China, a combined market in excess of 2 billion consumers.

More roads, highways, and railroads are being built while the International Aviation Organization has pledged to assist Afghanistan standardize its air transportation system. Upgrades to airports are in the process of being done to conform to international standards.

## Current State of the Economy of Afghanistan

Additionally, a customs law has been enacted and the Afghan custom authorities have installed the ASYCUDA, an international standard computer based system to administer the collection of tariff on import and exports in a more transparent and controlled manner. Also, Afghanistan will formally join the International Road Transport Convention (TIR) next year. This treaty is designed to simplify and harmonize the administrative formalities of international road transport. Collectively, all these initiatives serve to modernize the business practices for efficiency and effectiveness and are a precursor to the country's international trade ambition.

### **Political Indicators**

**Indicators:** Regulatory Framework, Legislation, Security, Corruption

Three decades of devastating wars have destroyed the political, social, and economic fabric of the land. Occupation in 2001 by an international security assistance force began the process to restore institutions of government, address decades of social neglect, and repair a dysfunctional economy.

The assistance interventions by the international community were framed by a desire to establish a democratic system of governance; this is now enshrined in the nation's Constitution.

Afghans have embraced that social progress and economic growth can be attained by respecting the rule of law within a democratic political system. During the past nine years, by massive participation to elect a leader and representatives to parliament, Afghans have

clarified their belief in democracy and the role of the people in determining their destiny.

After the first parliamentary elections, Afghanistan possessed a lawmaking body. Hundreds of laws have since been passed and law enforcement and protection agencies formed to support the rule of law. The tenets and practices of democracy are slowly but unmistakably being institutionalized.

The principles of a market based economy are articulated and preserved in the Constitution and the structure of the government accommodates this reality. Separately, legislation creating agencies to facilitate investment and trade have been passed by the Afghan parliament. In 2003, the Afghanistan Investment Support Agency (AISA) was created to provide a one-stop-shop for investments. The Export Promotion Agency of Afghanistan (EPAA) was formed to market Afghan products in foreign markets.

In 2009, enabling legislation passed by the Afghanistan parliament, established a framework for a unitary chamber structure with a head office in Kabul and semi-autonomous branch chambers in the provinces. Afghanistan Chamber of Commerce and Industries (ACCI), is a strong membership driven organization that advocates policies deemed favorable and conducive to creating a vibrant business environment for local and international businesses.

Regrettably, security remains a major hindrance. While the violence in the country is mostly contained, sporadic outbursts that have resulted in the deaths of foreign expatriates have made international headlines.

## Current State of the Economy of Afghanistan

The counterinsurgency doctrine espoused by the International Security Assistance Force (ISAF) has yielded some success but more time is needed to evaluate its effectiveness. Unquestionably, potential investors need to balance opportunity against the associated risks to understand their tolerance level. Market penetration strategies that minimize exposure need to be considered as well as case studies of companies who have been successful operating inside post-conflict or unstable political environments.

Despite the government's best intentions to combat corruption, it remains an issue that touches the nerve of every Afghan and if left unchecked, negatively impacts economic activity. However, the issue of corruption is not exclusive to the Afghan post-conflict experience. It is a stain on the fabric of many developing as well as developed nations.

### **Social Indicators**

#### **Indicators: Skills, Education**

The influx of foreign aid since 2001 has had a positive impact in developing the skill sets of Afghans as well increasing the number of children going to school. A pool of skilled professionals, both technical and non-technical, is available. Many have experience working for foreign organizations and are familiar with the international standards of these companies. Cheap, unskilled labor is available in abundance.

Around eight million Afghan children have enrolled in schools during the past nine years. It is estimated that several thousand more have enrolled and graduated from institutions of higher education and vocational technical schools.

### **Summary**

In the World Bank annual ranking on the ease of doing business, called Doing Business, Afghanistan was ranked 168th out of 183 countries in 2009. In 2010, their ranking improved to 160th, ahead of countries with a more established international profile such as Bolivia, Venezuela, Cameroon, and Angola. The ranking is a cumulative score based on several categories. In the category entitled, Starting a Business, Afghanistan ranked 23rd out of 183 countries and 1st among the eight countries in South Asia.

Over a period of 7 years, Gross Domestic Product, culled from two international sources, was aggregated and showed an average annual rate of growth at 10 %.

The data above is consistent with the progress being made in the country.

All the Business and Social Indicators are trending upward. The Political Indicators are mixed due to the security situation and corruption. Peace talks that are now on-going with the Taliban may yet herald a new era of stability. The argument can then be made that security is trending neutral to upward. Overcoming corruption likely requires a generation to minimize its instances. Since all the business indicators are trending upward despite the presence of corruption, the corruption indicator is at best trending neutral to downward.

Accordingly, based on a composite measure of all the indicators, the general trend lines suggest that they are indeed converging to shape the nation's economic aspirations.

For interested investors who would like to receive more detailed information on investment opportunities, please email [info@acci.org.af](mailto:info@acci.org.af)

## Investment Opportunities in the Agriculture Sector

### Investment Opportunities in Agriculture in Afghanistan

Emerging global marketing opportunities plus largely-unreported improvements in Afghanistan's agriculture sector are attracting unexpected growth in overseas and domestic trade and investment on which American and other business have begun to capitalise.

The Afghan Government knows that jobs will entice many young men to trade their weapons for peaceful employment. It also knows that job-creation requires enabling the private sector – from incentivising local communities to play a role in reforestation and preserving natural resources, to providing farmers and agribusiness with affordable credit, to building the power and transport infrastructure and providing the high-quality, transparent support services that are demanded by global investors around the world.

It is making progress fast enough to surprise even its critics. Barikab is the most valuable industrial and agricultural property in Kabul Province, owned by the Government of Afghanistan and spanning 348 square kilometers (or 169 square miles). Land is available on long-term lease through the new and transparent Afghanistan Land Agency (ALA) Barikab's amazing, temperate, eight-month growing season (late February to late September) enables an investor to grow more than US\$14,000 of cucumbers on a single hectare. A one-hectare dairy unit could produce up to US\$ 300,000 in milk a year. But whatever edible products and investor might make or grow, even the domestic market is enormous - Kabul's population is four million and still growing.

Meanwhile, the Government of Afghanistan sets a high priority on serving investors, foreign and domestic. From The Gulf News to The Financial Times and The Wall Street Journal, global media agree that MAIL is the most affective and dynamic part of the Afghan Government and can provide technical assistance and advice to any potential investor. To take a close-up view of Afghan investment opportunity, and to see how Afghanistan's farmers, businesses and government – along with foreign donors – cooperate with investors, we offer you this example recently reported in The New York Times. It describes how a Ministry of Agriculture project and partner in a larger nationwide effort are building value chains, in this case from local grape-growers to global markets.

### Recent Achievements:

The Ministry of Agriculture, Irrigation and Livestock (MAIL) hosted the Kabul International AgFair 2010 on Oct. 6-8 at Badam Bagh Fairgrounds in Kabul with the support of the United States Agency for International Development (USAID). This marked the sixth AgFair held in Kabul and the eleventh AgFair held in Afghanistan since 2007.

Ambassador Eikenberry echoed that sentiment in his speech, "Afghanistan's progress in the agriculture sector is helping lead this proud nation along the pathway to development and self sufficiency by helping feed the Afghan people, opening markets, and stimulating economic growth and investment opportunities."

Minister Rahimi, Ambassador Eikenberry and other dignitaries followed the ceremony with a tour of the vendors and sites at the AgFair. The Kabul International Agfair 2010 featured 174 booths showcasing a range of products and services. Companies and organizations came from a variety of different sectors, including agriculture processing and production, textiles and carpets, livestock, animal healthcare, renewable energy, transportation and logistics, packaging and printing, bank and finance, and leather goods. Vendors included the Afghan Women's Business Council (AWBC), the Gardez Gardener Association, the Kunduz Carpet Association, Siemens Home Appliances, Pixar Group, the Kabul Museum of Afghanistan, Noor Agro Brothers, Spinghar Vegetable Oil Industry, Gardez Beekeeping Association and the Afghan Macao Cashmere and Skin Processing Plant.

The agricultural fair attracted almost 35,000 visitors over the course of three days. International business representatives from Argentina, India, Singapore, Hong Kong, Tajikistan, the United States, the United Kingdom, Switzerland, China, Singapore, Australia, the Netherlands and the United Arab Emirates participated in the AgFair to identify lucrative business opportunities in Afghanistan.

Throughout the AgFair, the Productivity Center hosted a series of seminars on a wide variety of agricultural topics, allowing farmers, students, businesspeople, and the general public to learn about new agricultural technologies and techniques that will help improve agricultural productivity and increase sales. A preliminary report shows that 10 confirmed business deals totaling \$1,969,000 were negotiated at the Kabul International AgFair, and 15 potential business deals totaling \$12,100,233 were discussed at the AgFair. Additional details and deals are expected in the coming days.

## Cross - Border Trading Opportunities

### Economic Growth in Afghanistan – The Governments Mandate!!

The Government of Afghanistan has committed itself to having a 'market economy', and supporting the private sector as the most effective way of bringing prosperity to Afghanistan. The Afghan economy has grown strongly. Over the last decade exports, on the average, have grown by 32% annually and economic growth has averaged approximately 10% per year.

Whilst the Afghan economy has grown strongly, this growth has been unevenly distributed and it has bypassed many Afghans, particularly those in rural areas. Many remain ambivalent about the advantages of a free market, particularly when they are confronted with increased price volatility and high prices for many essential products such as gasoline and flour.

There is a need to re-persuade the people of Afghanistan of the benefits of the market economy and to identify and exploit opportunities for private sector led growth. This includes a commitment to stimulating growth in both large and small businesses, and traditional and non-traditional industries, as well as increasing competition to ensure that the private sector works for the benefit of all and that anti-competitive practices are stamped out.

The Ministry of Commerce and Industry (MOCI) is the key Government Agency through which these goals are to be achieved. The Ministry is responsible for bringing forward relevant legislation, programmes and other measures to facilitate trade and support the growth of the private sector. It must also regulate the market ensure that the private sector behaves fairly in pursuing opportunities and does not exploit or harm consumers. The aim is to create a environment that is conducive economic growth and employment and thereby improving welfare and security for all Afghans.

### Recent Achievements – Things are Happening!!

The MOCI has come a long way in developing the capacity to discharge this role as a facilitator and regulator of private sector development. MOCI has made significant progress in its core areas of policy, facilitation and regulation: among many other activities in recent months, it has developed an Industry Policy and SME Strategy, it has begun the Licensing Reform Programme, completed trade negotiations on the Afghan-Pakistan Trade Agreement, progressed trade negotiations with South Asia and the WTO, and expanded the Central Business Registries to Jalalabad, Herat and Mazar.

However, challenges and opportunities remain, both for the MOCI and for the economy that it supports.

### Looking Ahead - There is Much to Do!!

In the coming year we have plans to:

- Consult on and implement the Industrial Policy
- Implement the SME Strategy including creation of sector strategies
- Develop provincial level strategic plans
- Prepare the National Trade Policy for Afghanistan, including clear direction on trade agreements
- Clarify and improve governance arrangements for Industrial Parks
- Equip the Policy and Strategy Unit with the staff to design and execute Regulatory Impact Assessments, both in their ex post form and in their ex ante form
- Rewrite the laws and regulations on anti-competitive practices such as price fixing and consumer protection
- Complete the Licensing Reform Programme
- Extend the Central Business Registry's geographic coverage to Kandahar, Kunduz and Khost.



## Investment Opportunities in the Mining Sector

### Overall Mining Investment Opportunity Potential of Afghanistan

- Estimated at up to \$3 trillion dollar potential value, based on geological survey information collected by the U.S. Geological Survey (USGS), and augmented from prior survey work by the British and the Soviets.
- Huge potential for further exploration as the estimated valuation covers only 30% of the Afghan territory.
- Afghanistan has sizeable deposits of iron ore, gold, coal, copper, oil and gas, and rare earth metals among other Minerals.

### Potential Investment in the Mining Sector of Afghanistan

- USGS estimates that Afghanistan may contain up to \$800 billion in sedimentary iron, \$200-400 billion in copper, \$10 billion in tin/tungsten, \$1 billion bauxite, \$1 billion gold, \$200 billion marble, and \$400 billion in hydrocarbons (including oil, gas, lignite and peat).
- The Hajigak Iron Ore deposit located in Bamian Province is of particular significance as one of the largest unexploited iron ore deposits in Asia.
- In the future, the Ministry of Mines has also announced that the Badakhshan Gold deposits will go out to tender this year and the Balkhat Copper will open in 2011 along with hydrocarbon projects.
- There are 5 major crude oil and gas basins in Afghanistan with total proven gas reserves of 82.5 billion cubic meters of gas and 73 million metric barrels of crude oil. The most advanced basin is Amu-Darya which is located in the North-West of Afghanistan with 7 Gas and 6 Oil commercial discoveries. The others are Afghan-Tadjik basin, Tirlul, Helmand and Kundar-Urgun. The existing data or the reserves are dated to over 20 years ago, so recoverable reserves should significantly enhance the using modern recovery techniques. There is also large unproven potential in frontier areas with analogues in neighboring countries.
- A survey compiled in 2002 of historical data shows 112 significant gold-related mineral occurrences in provinces of Badakhshan, Takhar, Zabul and Ghazni of Afghanistan.

The blue sky potential for further discoveries of gold is enormous. For example a deposit called Samti located in Takhar may contain between 20 tons to 25 tons of gold. Furthermore, Afghanistan is rich in emeralds, ruby, sapphires,

Lapis lazuli and tourmaline, kunzite, aquamarine, spodumene and beryl. These gemstones occur more in the North - Eastern part of the country in Punisher Valley, Jegdalek, Badakhshan and Nuristan.

### Hajigak Iron Ore Deposit

- Resource of 1.8 billion tons.
- High Fe content @ 62%.
- Significant possibility of discovering additional reserves.
- Close to Darai-Suf coal deposit (coking availability).
- Tender package include rights to chromites and other mineral deposits needed for steel production.

### In the last 10 months the Ministry of Mines has achieved huge success in shaping the mining industry and creating an investment friendly environment for investors.

- Completed a strategic review of Afghanistan's natural resource endowment.
- Launched the world's largest iron ore mining tender in September 2010 for open competition.
- Ministry of Mines has restructured and transformed from a traditional producer and operator to a modern economic entity with a special focus on regulatory, policy making and facilitating roles through private sector investment.
- Ministry of Mines has developed a clear legal framework in place (Minerals Law and Hydrocarbons Law).
- Approved a 5 year Business Plan to transform the strategy of the Ministry of Mines.
- Established the value of these natural resources at trillions of dollars.
- Published a comprehensive policy to exploit this natural resource potential.
- Reviewed and recommended changes in legislation to remove barriers to investment.
- Marketed Afghanistan's investment potential at global financial centers.
- Signed the contract for the railway that will connect Afghanistan to Pakistan, South Asia and Europe.

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 Position: Vice President  
 Mobile No: +93 799 333873 , +93 795000121  
 Email address: [safi.hafiz@gmail.com](mailto:safi.hafiz@gmail.com) / [sahil.nccic60@yahoo.com](mailto:sahil.nccic60@yahoo.com)  
 Address of Company: Amuzada plaza, zone No.1, Jalalabad City, Nengarhar, Afghanistan

Name: Mr. Said Abdul Ali  
 Company Name: Quba - Ltd  
 Position: President  
 Mobile No: +93 700 305940  
 Email address: [quba.limited@gmail.com](mailto:quba.limited@gmail.com)  
 Address of Company: Chawki Shahidan, Ubaidi Market, Qandahar, Afghanistan

Name: Mr. Allah Mohammad  
 Company Name: Kabul Tanker Association  
 Position: President  
 Mobile No: +93 774966230 , +93 700281913  
 Email address: [atv\\_group@gmail.com](mailto:atv_group@gmail.com)  
 Address of Company: Kotal-e-Khair Khana, Kabul, Afghanistan

Name: Mr. Hamishahgul  
 Company Name: Adil Hekmat Chakarji Ltd  
 Position: President  
 Mobile No: +93 799 307015  
 Email address: [Qaja.hotak@hotmail.com](mailto:Qaja.hotak@hotmail.com) / [chakarji.an@yahoo.com](mailto:chakarji.an@yahoo.com)  
 Address of Company: Shar-e-Now, Kabul, Afghanistan

Name: Mr. Azizurabman  
 Company Name: Yabha Wahid - Ltd  
 Position: Vice President  
 Mobile No: +93 700 603047 , +93 778830248  
 Email address: [arbas\\_azir@yahoo.com](mailto:arbas_azir@yahoo.com)  
 Address of Company: Sharifi Market, Jalalabad, Afghanistan

Name: Mr. Paida Mohammad  
 Company Name: Paida Mohammad Co. Ltd  
 Position: President  
 Mobile No: +93 777 274 473  
 Email address:  
 Address of Company: Sadiq Omar Market, Kabul, Afghanistan

Name: Mr. Mohammad Reza  
 Company Name: Shamama Oriental Rugs  
 Position: President  
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 Email address: [shamamareza@gmail.com](mailto:shamamareza@gmail.com)  
 Address of Company: Shar-e-Now, Kabul, Afghanistan

Name: Mr. Waheedullah  
 Company Name: Wahid Fazlillah Shegiwal - Ltd  
 Position: President  
 Mobile No: +93 700 603846 , +93 799 012412  
 Email address: [subhanullah1234@gmail.com](mailto:subhanullah1234@gmail.com)  
 Address of Company: Chawki Talashi, Jalalabad City, Nengarhar, Afghanistan

Name: Mr. Abdul qayum  
 Company Name: Bahram Bakhtar International / Transit and Forwarding Ltd  
 Position: President  
 Mobile No: +93 799 157750 , +93795 161975  
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# Directory

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 Mobile No: +93 777 155155  
 Email address: [nehabecc@kamulgroup.af](mailto:nehabecc@kamulgroup.af)  
 Website: [www.kapulgroup.af](http://www.kapulgroup.af)  
 Address of Company: Near to Kabul Business Center, Haji Yaqoub Sq, Kabul, Afghanistan

Name: Mr. Khaleel  
 Company Name: Nawaj Haji Gul Baba Ltd  
 Position: President  
 Mobile No: +93 786075652  
 Email address: [khlid\\_123@yahoo.com](mailto:khlid_123@yahoo.com)  
 Address of Company: Puli Shurkh, Kabul, Afghanistan

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Name: Mr. Fared Ahmad Stoman  
 Company Name: Marco Polo Logistics Company  
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 Mobile No: +93 799 301614, +93 700 293996  
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 Mobile No: +93 40226672 , +93 799 473 333  
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 Website: [www.afghanpharma.com](http://www.afghanpharma.com)  
 Address of Company: Opposite to Farwan Hotel, 3<sup>rd</sup> Part of Khairkhana, Kabul, Afghanistan

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 Position: President  
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 Website: [www.bal-services.com](http://www.bal-services.com)  
 Address of Company: Qandahar Market, Kabul, Afghanistan

Name: Mr. Mohammad Shafiq  
 Company Name: New Jan Group  
 Position: President  
 Mobile No: +93 700000010 , +93 700028668  
 Website: [www.newjanguroup.com](http://www.newjanguroup.com)  
 Email address: [info@newjanaroom.com](mailto:info@newjanaroom.com) , [newjanroom@gmail.com](mailto:newjanroom@gmail.com)  
 Address of Company: Maiwand Ghazi Plaza, Kolola Pushta, Kabul, Afghanistan

Name: Mr. Abdul Latif  
 Company Name: Apple Ltd.  
 Position: Vice President  
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Name: Mr. Gulalai  
 Company Name: Mansoor Safi - Ltd  
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 Address of Company: Street # 6th, House # 192, Saraki Hawa Shinasai Maidan, Kabul, AFG

Name: Mr. Mohammad Shafiq  
 Company Name: Ahmadi Ahmad Rabi Brothers Construction Co  
 Position: President  
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 Address of Company: Mandawi, Bagrami, Kabul, Afghanistan

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 Company Name: Edris Abdullah Fakhri Ltd  
 Position: Vice President  
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 Address of Company: Jad-e-Maiwand, Kabul, Afghanistan

Name: Mr. Jan Mohammad Khair Khwah  
 Company Name: Khair Khwa Group K.K. Group Ltd  
 Position: President  
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 Company Name: Qasre Ariana - Ltd  
 Position: President  
 Mobile No: +93 700 280563, +93 788777725  
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Name: Mr. Baktaah  
 Company Name: Faisal Enayatzada - Ltd  
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 Company Name: Elham Mudaser Amiri • Ltd  
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 Address of Company: Da Afghana, Ariana Market, Kabul, Afghanistan

Name: Mr. Lotfullah  
 Company Name: Khadim Yaran Construction Co  
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 Address of Company: Shamsbad Market, Ali Reza line, First district of Kabul City, Afghanistan

Name: Mr. Naqeb Rahman Rasheed  
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 Company Name: Darai khuram Ltd  
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 Email address: [info@vicgroup.af](mailto:info@vicgroup.af) / [sales@vicgroup.af](mailto:sales@vicgroup.af)  
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 Company Name: Hasan Sadat Construction Company (HSCC)  
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 Company Name: Global Group of Construction & Company  
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 Company Name: Nasim and Sediq Brother's Ltd  
 Position: President  
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Name: Mr. Abdul Shokor  
 Company Name: Bostan Zargaran Group  
 Position: President  
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 Position: President  
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 Company Name: Black Line Road Construction Co.  
 Position: President  
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 Address of Company: House # 23, 2nd line, street 15, Wazir Akbar khan, Kabul, Afghanistan

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 Company Name: Khalid Hamid Syringe Production Ltd  
 Position: Vice President  
 Mobile No: +93 799544656  
 Email address: [khalid\\_vsr@yahoo.com](mailto:khalid_vsr@yahoo.com)  
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Name: Mr. Kazam Shah  
 Company Name: Sroosh Mosawer • Ltd  
 Position: President  
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 Company Name: B.M. Group Ltd  
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 Address of Company: Wazir Akbar Khan, Kabul, Afghanistan

Name: Mr. Abdul Basir  
 Company Name: Amin Kapisa Road & Construction Company  
 Position: President  
 Mobile No: +93 773785777  
 Website: [www.akcc-af.com](http://www.akcc-af.com)  
 Email address: [shansor@akcc-af.com](mailto:shansor@akcc-af.com)  
 Address of Company: Chara-e-Gul Surkh, Kabul, Afghanistan

Name: Mr. Isak Ahmadi  
 Company Name: Silk Road International Trading Company Ltd.  
 Position: President  
 Mobile No: +93 785 051823 , +93 798 202281  
 Email address: [silk\\_road\\_itc@gmail.com](mailto:silk_road_itc@gmail.com) / [ahmadi002@gmail.com](mailto:ahmadi002@gmail.com)  
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Name: Mr. Khalilullah  
 Company Name: Hamdari Co. Ltd  
 Position: President  
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 Address of Company: Shah Zaman khan wati, Kabul, Afghanistan

Name: Mr. Abdul Salam Sediqi  
 Company Name: Muftiq Brother's - Ltd  
 Position: President  
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 Address of Company: 2nd part of Kart-e-Parwan, Kabul, Afghanistan

Name: Mr. Mis Faqir Tahbazada  
 Company Name: Tahbazada Ibrahimkhil Ltd  
 Position: President  
 Mobile No: 0093 773333001  
 Email address: [Pervez\\_t@yahoo.com](mailto:Pervez_t@yahoo.com)  
 Address of Company: Between Ansari Sq & Yaqoub Sq, Share Now, Afghanistan

Name: Mr. Wais  
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 Position: President  
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 Address of Company: 1<sup>st</sup> part of Khyerkhana, Kabul, Afghanistan

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 Email address: [ustadh@vencoecorp.com](mailto:ustadh@vencoecorp.com)  
 Address of Company: Street # 15, House # 50, Wazir Akbar Khan, Kabul, Afghanistan

Name: Mr. Hasibullah  
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 Address of Company: Sarak Pohanton, Kocho yakasazi , Kabul, Afghanistan

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Name: Mr. Mohammad Yonass  
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 Website: [www.shadabzafar.bloqfa.com](http://www.shadabzafar.bloqfa.com)  
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Name: Mr. Rahimullah  
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 Position: Vice President  
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 Website: [www.vencopcorp.com](http://www.vencopcorp.com)  
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 Website: [www.asianstar.com.af](http://www.asianstar.com.af)  
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 Company Name: Blue Moon Tourist & Travel Agency  
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 Address of Company: Ansari Square, Opp: Central Hotel Shahrenew, Kabul, Afghanistan

Name: Mr. Nizamuddin  
 Company Name: Alehad Aftab - Ltd  
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Name: Mr. Mohammad Ismail Rabanzada  
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 Position: President  
 Mobile No: +93 700 222 228, +93 784 111 111  
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Name: Mr. Najibullah  
 Company Name: Habib Arian - Ltd  
 Position: President  
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Ministry of Finance (MoF)  
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Pashtunistan Watt  
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[www.customs.gov.af](http://www.customs.gov.af)  
[www.budgetmof.gov.af](http://www.budgetmof.gov.af)  
Minister: Omar Zakhilwal

Opp. ISAF Headquarters, next  
to National TV and Radio  
Ansari Watt  
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Phone: 0202 101 032, 0799 807 241, 0202 101 031  
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