

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

Embassy of The Republic of Iraq

Tokyo

Commercial Attaché



سفارة جمهورية العراق

طوكيو

الملحقية التجارية

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To: JCCME/ Mr.Yoshiyuki Inomata, Director, Planning & Project, Iraq Desk of Japan.  
JETRO/ Mr.Masaru Nishiura, Strategic Coordination Office(Middle East & Africa).

**SUB: Announcement of Investment in Project of  
Implement & Operate Fiber FTTH Networks**

The Embassy of the Republic of Iraq, Commercial Attaché would like to present its compliment to your esteemed Organization, and for enhancing the commercial & economic relations between our two countries.

We would like to inform you that the Ministry of Communication (MOC) / Informatics and Telecommunication Public Company (ITPC) invites all the specialized Japanese companies to participate in the above mentioned investment in the fields of fiber to the home / building (FTTH/B).

For more information, you can refer to the attached specifications.

**Your prompt positive response will remain.**

Best Regards,



**Nidhal Hassoon Abdulameer**  
Commercial Attaché

5 /4/2019

نسخة منه إلى:-

- دائرة العلاقات الاقتصادية الخارجية / قسم الدراسات والترجمة/ كتابكم المرقم ٢٥٠٦ في ٣/٤/٢٠١٩ / للتفضل بالاطلاع... مع التقدير  
- دائرة العلاقات الاقتصادية الخارجية / قسم الشرق الاقصى / للتفضل بالاطلاع... مع التقدير.

**Ministry Of Communication (MoC)****Informaties and Telecommunication Public Company (ITPC)****Announcement****Investment in Project of Implement and Operate Fiber FTTH Networks****Introduction**

In accordance with the provision of Investment Law No. 13 of 2006 and its amendments and regulations, the Informaties and Telecommunication Public Company (ITPC), one of the companies of the Ministry of Communication (MoC), is pleased to invite companies with experience and specialization in the field of fiber to the home/building (FTTH/B), those willing to invest in Iraq, to submit their requests, according to the visions and general requirements listed below, to implement and operate fiber FTTH/B networks in all provinces of Iraq – except Kurdistan region. The investment invitation is in line with the directions of the Iraqi government and the Ministry of Communication to openness on the private sector, encourage the investment, and provide the best communication and Internet services for the citizens with competitive prices and cutting-edge technologies and spread these services as vast as possible.

**General vision**

- 1- Investment license shall be granted to the investor, who is willing to invest in this field, by the National Investment Commission. according to the amended of Investment Law No.13 of 2006 and Regulation number (2) for 2009 Investment Regulation, based on general and specified conditions, which will be provided by the ITPC. The investor shall enjoy the advantages, guarantees, and exemptions stipulated in the Investment Law.
- 2- The investor may submit its proposal to the ITPC or the National Investment Commission.
- 3- Based on its available financial, human, and technical resources, the investor may implement this project in one or more provinces to ensure project success. The required number of subscriber lines in one province can be covered by two investors at maximum whereas Baghdad is considered as two separated parts: Karikh and Rusfa.
- 4- The investor shall finance the implementation of the whole fixed optical fiber network stating from the connection point to the governmental infrastructure and optical fiber networks, which are belong to the ITPC, ending to the end user. The adopted technology is FTTH/FTTB and FTTC is NOT adopted or accepted as an option. The project includes the operation, maintenance, and marketing of the subscriber lines, after been implemented, based on the agreed Service Level Agreement (SLA) which shall meet the

accepted international standards. The investor shall deliver high-quality services to the end users including, not limited to, VoIP, VoD, IPTV.

- 5- As the current FTTH contracts, signed with the ISPs, not include the right to implement or extend the implemented subscriber lines, the investor may submit a proposal to invest in any unserved area in Baghdad and different provinces, except Kurdistan region, without any conflict with these contracts.

**Requirements of investment in this project:**

- 1- The investor shall undertake a complete site survey for the sites and provinces, in which the investor willing to carry out the project in, to have a clear vision on the nature of the work area. The MoC will provide any possible support and facilities to obtain the information and statistics data which are required to deliver the technical and commercial offers.
- 2- The investor shall provide a detailed study to clarify its plans for implementation, operation, and marketing the project. It shall include feasibility study and the expected timeline to implement and operate the project in consecutive phases taking into account the province nature, in which the investor will submit to invest in, and the priority of the proposed regions to implement the project. Furthermore, the investor shall bear in mind the required period of time to obtain the required approvals - which shall be the investor responsibility - to perform the work according to the situation of each province. The study shall also include investor proposals on the commercial model of the project and the proposed contract period. The provided study will be considered as a part of the requirements to obtain the investment license.
- 3- The investor has the right in order to success the investment project, to set up contracts to pass the Internet traffic through all available overland gateways. Furthermore, to reach to the end user, the internet traffic may flow via the governmental infrastructure network or any other private sector networks.
- 4- Because of the special situation of work in the Iraqi streets and to guarantee the project success, it is preferable for the global investor to have a partnership with one of the Iraqi private sector companies that may have a better work experience in the Iraqi streets.
- 5- To guarantee the sobriety of the investment project and to meet the requirements of province selected by an investor, the number of implemented subscriber lines should be at least half the number of total subscriber lines required in the province. Furthermore, in case of there is no other investor for this project in the province, the implemented number of subscriber lines should be expandable to cover the total number of subscriber lines.
- 6- It is part of the investor responsibilities to guarantee the protection of communications security, information, and user data. The investor should be committed to any related instructions or regulations issued by security agencies, MoC, or ITPC.
- 7- The investor shall commit to all laws, instructions, and regulations which are in force in the Republic of Iraq. On the other hand, the investor has all rights and facilities guaranteed by the investment law and its amendments and regulations as well as any other related laws.

- 8- In case of partnership with one or more partners, the investor should submit a properly legalized partnership contract along with the details and information of the shareholders to obtain the required security clearance according to the regulations in force.
- 9- The investor and its partner, if more than one company have joint venture to submit to the project, should be classified as a successful company – has no lagging projects – and has no legal issues or has been classified as a unsuccessful or blacklisted company.
- 10- The investor, or at least one its partners in the investment project, should have at least two years of work field and similar successful experience in implementation, operation, and marketing the FTTH subscriber lines. The similar works should be properly legalized.
- 11- The investor, or one of its partners, should provide a proof of ability to finance the investment project which shall be determined by the equity capital, cash liquidity, and final accounts that show, at least for two years, the achieved profits.
- 12- The investor, or one of its partners in the investment project, should demonstrate its continuity in the communication field by presenting its contracted obligations commitments for the last five years.
- 13- If two or more investors, which are satisfying the conditions of applying to the investment, submit to implement the required network in a certain geographical area, the preference criteria, which will be included in the project general and specified conditions, shall be adopted.

**Note:**

For any enquiry or further information about the project, please contact:  
[ftthprojects@moc.gov.iq](mailto:ftthprojects@moc.gov.iq).