ETIHAD

PRACTICE OVERVIEW

Projects

INFRASTRUCTURE · ENERGY · PPP · INVESTMENT PROJECTS

From tender and licence to financing, construction and disputes



Major Projects

Etihad advises sponsors, investors, contractors, lenders and public bodies on major projects in Federal Iraq and the Kurdistan Region. We work across the whole life of a project, with one team covering corporate, regulatory, finance, tax, employment and disputes, so clients deal with one adviser from the first feasibility study to operation and handback.

How a Project Runs

1. **Structure and Feasibility** — Project company, partners and risk allocation
2. **Tender or Licence** — Bids, government contracts and investment licences
3. **Contracts and Financing** — EPC, PPP and finance documents
4. **Permits and Construction** — Approvals, site, people and claims
5. **Operation and Handback** — Operation, maintenance and close-out

Sectors We Cover

- Power & Renewables
- Oil & Gas
- Roads & Bridges
- Water & Sewerage
- Ports, Airports, Rail
- Housing & Real Estate
- Hospitals & Schools
- Digital Infrastructure

WHO WE ACT FOR

Project sponsors and developers ◆ Investors and infrastructure funds ◆ EPC contractors and subcontractors ◆ Lenders, development banks and export credit agencies ◆ Ministries and public bodies

SELECTED EXPERIENCE

- Iraqi counsel on sovereign guarantees issued by Iraq in favour of an international bank
- Contracts for single point mooring facilities at the Port of Aqaba
- Contracts for a radiation scanning project covering the whole of Iraq
- Acquisition of a commercial and industrial solar portfolio for an infrastructure investor

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Developing and Financing Projects

We help sponsors, investors and lenders shape a project, win it and fund it, before construction starts.

Structuring and Investment Licences

- Project companies, joint ventures and shareholder agreements
- Investment licences from national and provincial investment commissions
- Applications to the Kurdistan Region Board of Investment
- Tax and customs incentives under the investment laws

Tenders and Government Contracts

- Reviewing tender documents and preparing bids and bid bonds
- Contracts under Iraq's public procurement rules
- Contractor classification with the Ministry of Planning
- Challenging tender decisions with ministries and provincial authorities

PPP, BOT and Concessions

- Build-operate-transfer and availability-payment structures
- Concession agreements covering tariffs, revenue sharing and handback
- State participation and governance of project companies
- Power purchase agreements with the Ministry of Electricity

Project Finance and Guarantees

- Financing from banks, development lenders and export credit agencies
- Security packages over land, plant, receivables and shares
- Sovereign guarantees and payment security from the state
- Currency, repatriation of funds and offshore accounts

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Delivering and Protecting Projects

Once work starts, we keep contracts, permits and people on track, and protect your position when problems arise.

EPC and Construction Contracts

- EPC, design and construction contracts on FIDIC and bespoke terms
- Subcontracts, supply, and operation and maintenance agreements
- Advance-payment, performance and retention guarantees
- Variations, extensions of time and payment certificates

Permits and Approvals

- Building permits from municipalities and the Baghdad Mayoralty
- Environmental, civil defence and safety approvals
- Power, water and sewerage connections
- Land allocation, zoning and land-use changes

People, Tax and Customs

- Work permits and residency for expatriate engineers and managers
- Employment contracts, social security and subcontractor labour
- Customs exemptions for project equipment and materials
- Withholding tax, retentions and tax clearances on contracts

Claims and Disputes

- Delay, variation and late payment claims
- Defending guarantee calls, delay penalties and terminations
- Arbitration, Iraqi courts and enforcement of awards
- Negotiated settlements with state and private counterparties

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Key Contacts

Our major projects team advises from the first tender or licence through financing, construction and disputes. Please contact any of us to discuss your project.



Dr. Ahmed Hankawi

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Advises on FIDIC-based construction and engineering contracts, risk allocation and contractor obligations, and on contractor claims for variations, delay and force majeure.



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Drafts and reviews construction and refurbishment contracts covering façades, fit-out and electrical and mechanical works, and contracts for building systems including testing, commissioning, handover and warranties.



Shayma Aziz

Partner

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Supports contractors and project companies with employment contracts and policies, work permits for expatriate staff, staff benefits, terminations and employment disputes.



Mohammed Allssa

Partner, International Business

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Leads the firm’s international business and UK–Iraq practice, guiding foreign companies into Iraq through feasibility analysis, local partners and engagement with government authorities and investment commissions.

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ETIHAD

Experienced Lawyers.
Unique Approach.

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MANCHESTER · DUBAI

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