

# REAL ESTATE AND INVESTMENT IRAQ 2013

WHERE PIONEER INVESTORS CONVERGE

Organized by International Fairs & Promotions (IFP) Iraq, REI Iraq 2013 will be held in the core of Iraq's business hub, Erbil, from October 28 to 31, 2013, focusing on expanding networking, developing market orientation and building valuable business contacts.

The International Real Estate, Investment, and Property Development Exhibition for Iraq will cover the entire spectrum of the real estate industry: project developers and managers, investors and financiers, consultants and agents, architects and planners, corporate real estate managers and expansion managers as well as representatives from economic regions and cities. Being an ideal B2B and B2C business platform, REI Iraq 2013 will bring developers and builders closer to property purchasers; bridging the gap between construction capability and the consumer needs to meet the customers' expectations and help property buyers understand the options available in housing loans through financial institutions and banks.



## 3 MEGA EVENTS UNDER 1 ROOF

REI Iraq 2013 is held concurrently with two other highly specialized shows covering all aspects of the industry:

### PROJECT IRAQ

The 6th International Trade Exhibition for Construction and Environmental Technology, Materials & Equipment

### Energy Iraq

The 3rd International Exhibition for Electricity, Alternative Energy, Lighting, & HVAC

“WE ARE BUILDING OUR SHARE OF HOUSING UNITS, BUT WHATEVER WE BUILD FROM OUR BUDGET IS NOT ENOUGH TO MEET OUR HOUSING NEEDS. WE ARE SIGNING AGREEMENTS WITH PRIVATE INVESTORS TO DEVELOP HOUSING IN IRAQ. A JOINT VENTURE BETWEEN THE GOVERNMENT AND THE PRIVATE SECTOR IS A MUST.”

MOHAMMED AL DARAJI, IRAQI MINISTER FOR CONSTRUCTION AND HOUSING

# GENERAL INFORMATION

## ABOUT IFP IRAQ

IFP Iraq is a member of International Fairs & Promotions (IFP) Group, the uncontested market leader in its field in the Middle East with the experience of more than 3 decades in organizing trade fairs and exhibitions, staging about 30 international exhibitions each year.

## ABOUT THE VENUE

- 24,000 sqm of exhibition space (19,000 sqm indoor air-conditioned halls, 5,000 sqm outside exhibition area)
- Business center services, internet access and ample parking space
- Stand contracting services, furniture rental and stand extras are also available on site.

## TRAVEL & ACCOMMODATION

Erbil International Airport (EBL) has direct flights to and from Europe and the Middle East. Please contact the organizers for further details.

## BOOK YOUR SPACE

### FOR INTERNATIONAL SPACE BOOKINGS,

#### PLEASE CONTACT:

Telephone: +961 5 959 111

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E-mail: [sales@rei-iraq.com](mailto:sales@rei-iraq.com)

Online Application: [www.rei-iraq.com](http://www.rei-iraq.com)

### FOR LOCAL SPACE BOOKINGS,

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# PARTICIPANT'S PROFILES

## WHO SHOULD PARTICIPATE

- Housing Project Developers
- Commercial Project Developers
- Project Planners
- Banks & Real Estate Financers
- Facility Management Services
- Architects, Designers & Consultants
- Urban Development Engineers
- Property Management Consultants
- Mortgage & Insurance Consultants
- Real Estate Investors
- Real Estate Brokerage Agencies
- Real Estate Directories

## WHO WILL ATTEND

- Banks & Financial Institutions
- Construction Companies
- Contractors & City Planners
- Government Authorities
- Home Inspectors & Evaluators
- Private & Corporate Property Buyers
- Insurance Agencies
- Investment Promotion Agencies
- Project Directors
- Project Mortgage Managers
- Property Advisors
- Real Estate Brokers
- Real Estate Portfolio Managers
- Real Estate Solution Providers
- Retail Companies
- Solicitors & Specialists





# TAKE PART

IN IRAQ'S REAL ESTATE AND  
INVESTMENT OPPORTUNITIES



Real Estate and  
**Investment - Iraq**

The International Real Estate, Investment & Property  
Development Exhibition for Iraq

**28 - 31 October 2013**

Erbil International Fair Ground (EIF)  
Erbil - Kurdistan Region, Iraq



[www.rei-iraq.com](http://www.rei-iraq.com)

# REAL ESTATE INVESTMENT IN IRAQ

## THE IRAQI GOVERNMENT RECENTLY EXEMPTED ITS CITIZENS FROM PAYING INTEREST ON REAL ESTATE LOANS

Iraq is attracting regional and international real estate investors as it plans to create approximately 3 million housing units over the next five years.

The Iraqi government plans to increase Housing Fund's capital to \$1 billion in 2013. 40% of these funds will go to individuals as housing loans, while 60% will be spent on new development projects for housing complexes and towers.

### REAL ESTATE MARKET IN KURDISTAN: STRONG PILLARS OF GROWTH RISING BEYOND EXPECTATIONS

Kurdistan's real estate market witnessed a huge increase in size and value during the past few years. Due to a growing number of middle-income families buying properties, and KRG's legislation permitting land sale to foreign companies, housing and property prices increased almost 75 times above their value 10 years ago.



## BIGGEST SHARE OF INVESTMENT

According to figures from the Kurdistan Investment Board (KIB), since the 2006 investment law was passed, around \$20 billion has been invested in Kurdistan; \$11.1 billion of which was assigned to the housing sector.

## A VAST LAND OF OPPORTUNITIES FOR FOREIGN INVESTORS TO DEVELOP THEIR BUSINESS

According to the Ministry of Municipalities, massive corporations from various countries have allocated large funds for purchasing real estate properties in Kurdistan.

These countries include: USA, Turkey, Iran, Canada, Saudi Arabia, Kuwait, UAE, UK, France and China. Projects being developed by foreign companies have spread all over the region, covering the major cities as well as smaller urban locations which native residents are becoming more and more accepting.

Number of plots being developed	Location
137	Zakho
278	Erbil
79	Sulaimaniyah
13	Cham Chamal
73	Kirkuk

# REAL ESTATE PROJECTS IN KURDISTAN: BUSY PIPELINE

- Around 150,000 housing units have been built by investors over the past six years in Kurdistan Region
- KRG has initiated a campaign to build 7,000 low-cost homes that will be available, free of interest, to low-income citizens living in rental properties



## IRAQI REAL ESTATE FOREIGN INVESTMENTS

- Iraqi investors led the foreign investments in Jordan's real estate market in 2011 with 2,000 transactions valued at over \$355 million
- Iraqi investors purchased real estate properties in Dubai estimated at \$ 128 million during the first half of 2012

# SOME OF THE ONGOING REAL ESTATE DEVELOPMENT PROJECTS IN KRG

STRONG PILLARS FOR GROWTH

Project	Developer	Type	Area
AURA ERBIL	Zardman	Mixed Use (Residential, Hotel, Offices...)	200,000 (sqm)
Lebanese Villages	HARCO	Residential	225,000 (sqm)
ASHTI CITY	ESKAN	Residential	1,000,000 (sqm)
Saeran City	Haqi Esmeel	Residential	121,000 (sqm)
Safeen Mountain	Khatib & Alami	Mixed Use (Residential, Hotel, Recreation...)	1,000,000 (sqm)
Orbela	Trojan	Residential	116,000 (sqm)



## HOUSING PROJECTS IN KRG

Unit Cost	Projects No.	Units No.	Investment (US\$ m)
Low Cost	37	20,495	1,871
High Cost	77	65,999	5,412
Total	114	89,494	7,283

