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**Contracts of International Maritime  
Sales and their Impact on the  
Development of the Maritime Transport  
Sector in Iraq  
for the Period 2003-2015**

*A Dissertation Submitted by  
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**To**

*Council of College of Administration and Economics ,  
University of Basrah as a partial of a fulfillment of the  
requirement for the master degree in economic sciences*

*Under supervision of  
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2018

A decorative rectangular frame with a light blue background and a dark blue border. The word "Abstract" is written in a bold, black, serif font in the center. The frame is adorned with ornate, dark blue scrollwork and leaf-like patterns extending from the corners and sides.

## Abstract

*The international maritime contracts (CIF and FOB) are commercial contracts concluded between exporters and importers of countries separated from each other by sea and differentiate in their wealth and production. These maritime contracts are concerned with goods that are transported through sea and by ships exclusively. The commercial facilitations presented by the maritime contracts to international commercial life are sufficient in themselves to explain their importance in the world of international trade.*

*Objective of The study relies on one of scientific research methods through studying the effects of international maritime sales in the maritime transport sector and services trade in Iraq by using the method of description and analysis of Iraq's foreign trade data for the period 2003-2015, highlighting the importance of the study through the consequent economic commitments and effects of the parties involved in the process of concluding and executing these contracts, which affects the proceeds of Iraq's exports and imports from the trade in services and the consequent receipts and payments in foreign currency, especially in the field of maritime transport, port services, insurance companies and banking institutions. For that the study attempts investigate the hypothesis of using the FOB base in Iraq's exports and the CIF base in its imports, which leads to an increase in the deficit of the account of unforeseen services in the Iraqi balance of payments due to the increase in the value of foreign payments in foreign currency, under the achieved growth in Iraqi foreign trade resulted from the increase in volume of crude oil Exports and consumer goods imports. Therefore , the importance of international maritime contracts CIF and FOB is emerged from the transfer of the bulk of Iraq's foreign trade through sea ports by ships which is reflected in the increase of the*

*number of marine units arriving and departing the various Iraqi ports and this leads to an increase in the volumes of cargo and unloading operations and other services provided by ports as well as increasing the activities of the maritime transport fleet, insurance companies and national banking institutions. Therefore, a greater role should be given to the maritime transport sector, since revenues in this sector are no less important than oil revenues. This is clear from the recent development in the maritime transport sector through the development of shipping fleets, international insurance companies and the port activities, which led to the use of the CIF contract basis in shipping and transporting of exported goods and the use of the FOB basis on the side of imported goods.*

*In the light of the current and actual design capacities for the Iraqi maritime transport fleet and commercial ports that do not correspond to the expected increase in Iraq's foreign trade according to maritime contracts, so the establishment of Faw port is so important to reduce the pressure and absorb the expected increase of Iraq's foreign trade in the future, as well as increasing the competitiveness of Iraq's ports with Ports of neighboring countries and its important role in the international transit trade and then the role of public and private shipping companies comes in the operation and development of the performance and work of the maritime transport fleet and existing commercial ports at the present time according to International maritime contracts.*

*The impact of international maritime sales contracts in the maritime transport sector in Iraq is illustrated by the large share of goods exported and imported by sea ports and by 89.3% of Iraq's foreign trade. This affects the proceeds of services trade in this important sector. Therefore it is important to pursue with serious steps to give a great role to the maritime transport sector both fixed and moving because the revenue achieved in this area is no less important than the revenues from the export of crude oil.*