

ARMENIA

Legal Provisions

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GENERAL REMARKS

The purpose of this document is to give an overview of trade-related legal provisions and regulations, particularly those relevant for small and medium sized Swiss companies operating from outside the target country. It outlines the current state of legislation and, to the extent possible, its practical application.

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[1. Overview of customs laws and systems, import duties, VAT and other taxes on goods and services \(including link to https://www.s-ge.com/en/customs-database-worldwide-customs-tariffs\) and applicable free-trade agreements.](https://www.s-ge.com/en/customs-database-worldwide-customs-tariffs)

Customs Law and Systems

In Armenia the custom service is united with the tax service and integrated in the State Revenue Committee (<https://www.src.am/en>). The primary legislative act regulating customs procedures in Armenia is the Customs Code of the Eurasian Economic Union (EAEU). This document defines the procedures for processing goods during import and export, calculating and paying duties, taxes, and fees, as well as the specifics of customs control.

Links:

- Customs Code of the Eurasian Economic Union (EAEU): <https://eec.eaeunion.org/upload/medialibrary/9dd/Customs-Code-of-the-EAEU.pdf>
- official website of the State Revenue Committee: (<https://www.src.am/en>).

Import Duties

It is important to know for Swiss companies that there are two main customs duty rates when importing goods into Armenia:

- 0% is applied to production equipment and raw materials imported for further processing;
- 10% is applied to most consumer goods, such as electronics, furniture and clothing.

Special Conditions:

- for countries with which Armenia has free trade agreements, zero or reduced duty rates apply;
- certain categories of goods, such as alcohol, tobacco and fuel are subject to excise tax.

VAT and other taxes

The standard VAT rate in Armenia is 20%. VAT is applied to:

- the customs value of the goods;
- the amount of import duties;
- the amount of excise tax (if applicable).

Excise taxes apply to highly regulated goods, such as alcoholic beverages, tobacco products, and fuel. Additionally, an environmental tax is levied on goods that have a significant environmental impact.

Links:

- information on VAT and taxes in Armenia: (<https://www.arlis.am/documentview.aspx?docid=109017>);
- State Tax Service: (<https://www.src.am/en>).

Free trade agreements

Key free trade agreements that Armenia has entered into:

1. Eurasian Economic Union (EAEU):

- Armenia is a member of the EAEU, which ensures the free movement of goods, services, capital and labor;
- exemption from import duties within the Union;
- information on EAEU: <https://www.eaeunion.org/?lang=en>.

2. Bilateral agreements:

- Armenia has agreements with Georgia and CIS countries that provide zero-duty rates for most goods;
- Information on Armenia's trade agreements (<https://investinarmenia.am/ru/multilateral-and-bilateral-treaties-ru>).

3. Armenia has also an agreement with EU-countries: ([https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX:22018A0126\(01\)](https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX:22018A0126(01)))

4. Agreement with Iran:

- preferential tariffs on specific categories of goods between the EAEU and Iran.

Trade Opportunities via Georgia (as part of EFTA) and CIS Agreements: Georgia is part of the European Free Trade Association (EFTA) through a free trade agreement with the EFTA states, including Switzerland, which entered into force on 1 September 2017 for Georgia, Iceland, and Norway, and on 1 May 2018 for Switzerland and Liechtenstein. Additionally, Armenia has agreements with Georgia and other CIS countries that provide zero-duty rates for most goods. These arrangements offer Swiss companies' potential cost-saving opportunities for trade through Switzerland-Armenia via Georgia, leveraging favorable tariffs and strategically positioned trade routes facilitated by Georgia's EFTA membership and its bilateral agreements.

Contact Information:

Ministry of Economy of the Republic of Armenia:

website: <https://www.mineconomy.am/en>

phone: +374 11 59 72 04.

State Customs Committee of Armenia:

website: <https://www.src.am/en>

phone: +374 10 59 55 55.

State Tax Service of Armenia:

website: <https://www.src.am/en>

phone: +374 10 59 52 62.

2. Import regulations and non-tariff restrictions, including e-commerce and mail delivery regulations, and addresses of tax and customs authority.

Important customs procedure in Armenia

Armenia is a member of the Eurasian Economic Union (EAEU). The main import regulations are governed by EAEU legislation, including the EAEU Customs Code, as well as national regulatory acts.

Tariff restrictions:

- no duties are applied to mutual trade between EAEU member states;
- unified rates are applied to goods from third countries in accordance with EAEU tariffs.

Non-tariff restrictions:

- quotas and licenses are required for the import of certain types of products (e.g., alcohol, tobacco, pharmaceuticals);
- mandatory certification requirements for goods (e.g., compliance with EAEU technical regulations).

Documents required for import:

- invoice;
- goods declaration;
- certificates of origin and compliance (depending on the type of goods);
- licenses or permits (if applicable).

E-Commerce

E-commerce in Armenia is actively developing, particularly in trade with other EAEU and EU countries.

Regulations:

- e-commerce is regulated by laws on consumer protection and electronic commerce;
- customs duties and VAT are applied to cross-border trade based on the value of the goods.

Customs rules for e-commerce:

- duty-free import limit: €200 and/or 31 kg per person per month. Exceeding this limit incurs VAT (20%) and customs duties;
- simplified procedures: expedited processing for postal and courier deliveries.

Postal delivery

Postal and courier services in Armenia are regulated by national legislation and international agreements:

- national postal operator: "HayPost" (<https://www.haypost.am/en/>);
- cross-border delivery: postal items undergo customs clearance if they contain goods subject to regulation (e.g., commercial goods);
- delivery times vary depending on the sender's country (averaging 5–15 days for international shipments).

Tax and customs authorities

Tax authority:

The State Revenue Committee of the Republic of Armenia (<https://www.src.am/en>) oversees tax collection and ensures compliance with tax legislation.

Customs authorities:

The customs service of Armenia which is a part of the State Revenue Committee (<https://www.src.am/en>), ensures compliance with customs regulations and manages the collection of duties and other payments.

Digitalization of services:

- the E-Gov electronic platform provides access to online services for tax declaration and payment;
- customs procedures are automated through the UNIPASS system.

3. Products subject to registration requirements, technical standards, marketing licenses and labelling regulations.

Following categories of products are subject to mandatory registration:

- food products;
- medicines and medical products;
- cosmetic and chemical products;
- industrial and consumer goods.

Steps for product registration in Armenia:

- preparation of the necessary documentation including certificates of conformity, laboratory test results and declarations of conformity;
- submission of an application to authorized bodies such as the Ministry of Economy or the Ministry of Health;
- product inspection for compliance with mandatory standards and regulations.

Examples of products requiring registration:

- food products: dairy products, confectionery, baby food;
- medicines: antibiotics, analgesics, vaccines;
- industrial goods: household appliances, construction materials, toys.

Contact information:

Ministry of Economy of Armenia:
website: <http://www.mineconomy.am>;
phone: +374 11 59 72 04.

Ministry of Health of Armenia:
website: <https://www.moh.am/#3/0>
phone: +374 60 80 80 03

Technical standards

Products sold in Armenia must comply with established technical standards:

- mandatory standards establish requirements for product quality, safety, and packaging. These are developed and approved by the National standardization and metrology body of Armenia (<https://www.armstandard.am/en>);

- EAEU Standards: for example, the EAEU technical regulation "On Food Safety" (TR TS 021/2011).

Technical standards in Armenia ensure product safety and compliance with international norms.

They cover:

- packaging and labeling;
- requirements for sustainable packaging and environmental safety.

Production processes:

- quality control at all stages of production.

Composition and materials:

- use of safe and approved components.

Examples of applicable standards:

- GOST 31604-2012 for food products;
- EAEU technical regulation "On the safety of machinery and equipment";
- ISO standards for electronics and instrument-making.

Contact information:

National standardization and metrology body of Armenia: (<https://www.armstandard.am/en>);
phone: +374 10 22 92 03.

Marketing licenses

The production and sale of certain types of products require appropriate licenses:

- food products:

licensing is carried out by the Ministry of Health and the Food Safety Committee;

- medicines:

the EAEU regulations rules cover completely the registration procedure of medical products for all EAEU member countries (https://eec.eaeunion.org/upload/medialibrary/6cd/2-Decision-46-Feb-12_-2016_Rules-for-Registration-and-Examination-of-MP.docx). Till December 2025 the Law «On medicinal products» of the Republic of Armenia regulates production and sale of on medicinal products;

- alcoholic products:

licensing for production and sale is carried out by the State Tax Service under the Law "On excise taxes".

Steps to obtain a license:

- submit an application specifying all product characteristics;
- verify documentation and product compliance;
- obtain the authorized body's conclusion for issuing a license.

Examples of products requiring licensing:

- alcoholic beverages: wines, cognacs, vodka;
- medicinal products: prescription and over-the-counter drugs;
- tobacco products.

Contact Information:

Ministry of Health of Armenia:
website: <https://www.moh.am/#3/0> ;
phone: +374 10 52 91 12.

State Tax Service of Armenia:
website: <http://www.src.am>
phone: +374 10 59 52 62.

Labeling rules

Mandatory product information on packaging must comply with established requirements:

- product name;
- composition;
- expiry date;
- storage conditions;
- manufacturer information.

Key elements of labeling include:

- full product name and manufacturer details;
- instructions for use and storage conditions;
- composition including potential allergens;
- according to the existing legislation of the Republic of Armenia labeling on goods are to be made in Armenian language.

Special labeling requirements:

- food products: expiry date, nutritional value, country of origin;
- cosmetics: warnings about possible reactions;
- electronics: energy consumption, operating conditions.

Recommendations for Swiss companies to comply with Armenian legislation are to:

- carefully study applicable technical standards and regulations;
- prepare all necessary documentation in advance;
- consult with specialized lawyers for expert support.

Key laws:

- Law on medicinal products (<https://www.arlis.am/documentview.aspx/Res/DocumentView.aspx?docid=193634>);
- Law on food safety (<https://www.arlis.am/DocumentView.aspx?docid=1113>);
- Law on technical regulations (<https://cis-legislation.com/document.fwx?rgn=162217>);
- Law on standardization (<https://cis-legislation.com/document.fwx?rgn=67790>);
- Law on excise taxes
- (<http://www.parliament.am/legislation.php?sel=show&ID=1472&lang=eng>).

4. Currency regulations and the transfer restrictions.

Currency restrictions on import and export

Individuals can freely import cash currency up to 10,000 USD (or the equivalent in another currency) without declaration. If the amount exceeds this limit, a customs declaration must be completed.

Currency export

Individuals can also export cash currency up to 10,000 USD without the need for declaration. For amounts exceeding this limit, documentary evidence of the source of funds is required.

Legal entities may export currency with the appropriate permissions from the Central Bank. This may include documents confirming the legality of the funds.

More detailed information on the rules for currency import and export can be found on the website of the State Customs Committee of Armenia (<http://www.src.am>).

Restrictions on financial transactions between residents and non-residents

There are specific rules regarding transfers and other financial transactions between residents and non-residents. All payments on the territory of the Republic of Armenia are to be made in AMD only. If one of the contractual party is a foreign person, payments can be made in hard currency as well.

Transfers abroad

A license from the Central Bank is required for transfers exceeding 50,000 USD. Residents can make money transfers to non-residents but must adhere to the procedures for currency transaction control. Details about transfers and related restrictions can be found on the website of the Central Bank of Armenia (<https://www.cba.am/en/sitepages/default.aspx>).

Taxation of Currency Operations

When conducting currency operations, individuals and legal entities must consider tax implications, such as profit tax and VAT. This is particularly important for operations related to the export and import of goods and services.

Information on tax implications is available on the website of the Ministry of Finance of Armenia: (<https://minfin.am/en/>).

Licensing and Monitoring of Financial Organizations

All financial organizations conducting currency operations must be licensed by the Central Bank of Armenia. The Central Bank is also responsible for compliance with anti-money laundering (AML) and counter-terrorism financing (CTF) legislation. A list of licensed institutions is available on the website of the Central Bank of Armenia (www.cba.am).

Banks are required to monitor suspicious transactions and report them to regulatory authorities. This includes mandatory monitoring of all currency operations, which helps prevent money laundering. Information on monitoring requirements is provided on the website of the Central Bank of Armenia and in AML legislation.

Key law:

Law on currency regulation in Armenia
(https://www.cba.am/EN/laws/Law_on_currency_regulation_and_currency_control.pdf).

5. Commercial register and other sources of company representatives.

State trade register

In Armenia the registration of legal entities is carried out through the Unified state register of legal entities, maintained by the agency of the state register of legal entities under the Ministry of Justice.

Swiss companies can find following information included in the register:

- company name;
- registration number;
- legal address;
- data on managers, founders, and shareholders (restricted access);
- authorized capital;
- history of changes in founding documents.

Basic company information is available for free through the electronic portal of the register. More detailed information (e.g., about shareholders or founders) is provided upon request for a fee.

Procedures for searching the register:

1. Visit the portal <https://www.e-register.am/en/>.
2. Choose the type of search: by company name, registration number or name of the founder/manager.
3. If an official extract is required, request it through the platform or in person at the office of the State register agency.

Other information sources

In addition to the official register there are other sources of information about companies and their representatives:

- 1) State Revenue Committee (www.src.am/en).
- 2) Business directories.
- 3) Spyur is an online directory of Armenian enterprises providing contact details, a list of services and information about managers on the website (<https://www.spyur.am/en/home/>).

Key features:

- search for companies by industry, name or keywords;
- free access to basic information;
- detailed data (e.g. a list of managers) may be restricted.

- 4) Kompass Armenia is an international company directory with offices in Armenia (<https://am.kompass.com/en>).

Key features:

- categorization of companies by industry;
- contact details and information on services provided.

- Armenian Entrepreneurial Associations provide information about their members and companies: <https://www.armassociation.com/>.

- 5) The Chamber of Commerce and Industry of Armenia provides information about registered members, including data on company representatives (<https://yercci.am/?lang=en>);
- 6) Statistical data can be found on Statistical Committee of Armenia (<https://www.armstat.am/en/>), which provides a variety of statistics on companies and the country's economy.
- 7) Company News are Armenian news websites:
 - <https://armenpress.am/en> ;
 - news and events in the country;
 - <https://news.am/eng/> ;
 - current updates on business and the economy.

Legal aspects of data disclosure

Armenian legislation regulates access to data on legal entities through the law "On the state register of legal entities".

The main principle is the openness of basic information about legal entities. However, access to personal data (e.g., about company representatives) is restricted. Such data is provided upon a justified request (e.g., during legal proceedings or for business cooperation). To obtain data on specific company representatives (e.g., managers, founders, authorized persons), the following methods can be used:

1. Official request to the state register:

- submit a request through the portal <https://www.e-register.am/en/> or in person at the State register agency;
- provide justification for the request (e.g., for verifying a business partner).

2. Search through Spyur or Kompass:

- these services allow searching for company contact details and sometimes information about key individuals.

3. Legal request through a lawyer:

- if necessary, you can obtain information about specific company representatives through a lawyer. Lawyers in Armenia can request data based on legislation.

Examples of using the register and resources:

- to verify a company's legality before signing a contract use www.src.am and/or <https://www.e-register.am/en/>;
- to search for business contacts and representatives use <https://www.spyur.am/>;
- to analyze foreign companies operating in Armenia use Kompass <http://www.am.kompass.com>;
- if the company engages in specific activities, check its presence in relevant registers on the Ministry of Economy's website (<https://www.mineconomy.am/en/>);
- for companies operating in Armenia and facilitating international business relations, refer to the updated Armenian business catalog (as of October 31, 2024) at <http://www.bizpages.org>.

6. Regulations governing sales agents and commercial representatives.

In the Republic of Armenia, the activities of trade agents and commercial representatives are regulated by the provisions of the Civil Code. In particular Articles 897–902 address issues related to agency agreements, defining the rights and obligations of the parties, the procedure for concluding and terminating agreements, as well as liability for their violation.

According to the legislation, an agency agreement is a contract under which one party (the agent) undertakes for to remuneration to perform legal and other actions on behalf of and at the expense of the other party (the principal).

The agent acts in the interest of the principal, representing them in relations with third parties.

It is good to know for Swiss companies that commercial representation in Armenia is also regulated by the Civil Code.

A commercial representative is a person who continuously and independently represents entrepreneurs in concluding contracts in the field of entrepreneurial activity. A commercial representative act on the basis of a power of attorney, agency agreement. To conduct activities as a trade agent or commercial representative in Armenia, it is necessary to register as an individual entrepreneur or legal entity.

The procedure for state registration of legal entities and individual entrepreneurs is governed by the Law "On State registration of legal entities, state accounting of separate subdivisions, institutions of legal entities and individual entrepreneurs."

Registration is carried out by the State register agency of legal entities under the Ministry of Justice of the Republic of Armenia.

Additionally, the activities of trade agents and commercial representatives may be regulated by special laws and regulatory acts, depending on the specifics of their activities. For example, if agency activities are related to the financial sector, the provisions of the law "On Banks and Banking Activities" and other regulatory acts of the Central Bank of Armenia apply.

To carry out activities as a trade agent or commercial representative in Armenia, the following steps must be taken:

1. Conclude an appropriate agreement with the principal or the represented party.
2. Register in the prescribed manner as an individual entrepreneur or legal entity.
3. Comply with the requirements of the current legislation governing agency and representative activities.

Links:

- Civil Code of Republic of Armenia (<https://www.arlis.am/documentview.aspx?docid=165004>);
- Law "On state registration of legal entities, state accounting of separate subdivisions, institutions of legal entities and individual entrepreneurs" (<https://www.arlis.am/documentview.aspx?docid=863>);
- Information on regulatory acts of the Central Bank of Armenia: (<https://www.cba.am/en/sitepages/lainroduction.aspx>).
- To select a name for your legal entity, consult the current "Swissness" legislation which came into force on 1 January 2017. (<https://www.s-ge.com/en/swissness?ct>)

It is also strongly recommended to consult with lawyers specializing in commercial law for detailed information and assistance in preparing contracts and other necessary documents.

7. Entry conditions for Swiss staff performing maintenance or repair services in target country.

To work legally in Armenia, foreign nationals must obtain a work permit and an appropriate type of visa. The primary legal acts governing these matters are the Law 'On employment' and the Law 'On the legal status of foreigners'.

In Armenia the procedure for obtaining a work permit and a work visa for foreigners typically includes the following steps:

- first the employer in Armenia must obtain a permit to hire a foreign worker. This confirms that they can employ a foreigner for a specific position. The permit is issued by the Ministry of labor and social affairs;
- the employer must apply for a work permit in the name of the foreign employee;
- the employer must provide documents proving the employee's qualifications and experience, as well as evidence of the absence of suitable local candidates for the position.

Contact information:

Ministry of Labor and Social Affairs:
website (<https://www.mlsa.am/>)
phone: +374 10 56 36 11.

After this the foreign employee has to apply for a work visa at an Armenian embassy or consulate in his country. The previously obtained work permit (if any) will be required for this step.

Once the work visa is issued, the foreigner can travel to Armenia and begin his work.

Work visa information:

- visa type: work visa (type D);

Taxation of foreign employees

Foreign workers engaged in professional activities in Armenia are subject to taxation under the Tax Code of the Republic of Armenia. All income earned by foreign employees is subject to personal income tax (PIT). The tax rate may vary depending on the terms of double taxation treaties.

Contact Information:

State Tax Service of Armenia:
website: <http://www.src.am>

Migration service procedure

To arrange entry and worker status in Armenia, applications must be submitted to the Migration service.

Contact Information:

Migration Service:
website (<https://migration.am/?lang=en>)
phone: +374 10 54 62 95.

It is recommended to consult the official websites of the relevant ministries for the latest rules and procedures.

Consultation with lawyers specializing in migration law and labor issues in Armenia is also advised.

Short-term work for technical maintenance and repairs.

Swiss companies have to know that employees providing technical maintenance and repair services may enter Armenia under specific rules governing such activities. These rules may include simplified procedures for obtaining visas and work permits if the activity is short-term.

For urgent maintenance or repair tasks, a short-term work visa may be issued. The employer or service client in Armenia must provide documents justifying the need for foreign specialists. The employer or inviting party must submit an application specifying the purpose of the visit to the Migration Service.

For entry based on professional duties, the following documents are required:

- valid passport;
- invitation from an Armenian company or client;
- documents confirming professional qualifications;
- medical insurance (if required).

If the activity of the foreign employee is short-term (e.g., up to 90 days) and technical in nature, a work permit may not be required. This is determined on a case-by-case basis by the Ministry of labor and social affairs.

Relevant legislation and links:

- Law 'On the legal status of foreigners' - governs issues of entry, stay, and work of foreign nationals in Armenia (https://translation-centre.am/pdf/Translat/HH_orenk/Law_Foreigners/Law_on_Foreigners_2015_en.pdf);
- Tax code (<https://www.arlis.am/documentview.aspx?docid=109017>).
- Convention on Avoidance of Double taxation between Switzerland and Armenia (<https://www.sif.admin.ch/en/protocol-amendment-dta-armenia>)

Key contacts:

Migration service: <https://migration.am/?lang=en> ;
phone: +374 11 275 021

Ministry of labor and social affairs: <https://www.mlsa.am/>
phone: +374 10 56 53 83

Ministry of foreign affairs:
phone: + 374 60 620000

8. Protection of intellectual property, laws and regulations governing patents, trademarks and geographical indications including address of agency responsible for intellectual property protection.

IP legislation

Armenia regulates intellectual property (IP), including patents, trademarks and geographical indications, through several laws and acts that ensure the protection of creators and owners' rights. Below are the key aspects of the legislation and practical applications.

The law about patents, utility models and industrial designs regulates the registration and issuance of patents and protection of industrial property. Applications are submitted through the Intellectual Property Agency or online via AIPA.

Patent law regulates the granting of patents for inventions and utility models.

Practical applications and rights protection:

- patents in Armenia are granted for 20 years from the filing date, after which the invention may be used by anyone;
- to successfully obtain a patent, the invention must be novel, have an inventive step, and be industrially applicable.

Trademarks and service marks

Trademarks and service marks are regulated by the trademark law which protects unique identifiers like logos and brand names. Registration is required for national protection.

Geographical Indications protect product names indicating a specific origin (e.g., wines or cheeses). They are to be registered with AIPA.

- protects literary works, art, music, films, databases, and software.

What can be registered

For patents:

- inventions: new and useful technical solutions related to products or processes;
- utility models: simple technical solutions applicable in industry;

- industrial designs: new and original artistic solutions applied to industrial products.

For trademarks:

- includes words, names, letters, numbers, images, symbols, or color combinations.

Procedures for filing

For patents:

- prepare documents;
- include a description, claims, drawings (if applicable), and an abstract;
- must be in Armenian;
- submit application:
- submit in person, by mail, or online via AIPA E-Patent System (<https://aipo.am/hy>);
- checks completeness and correctness of documents;
- publication in the official bulletin;
- upon successful examination, the patent is issued and recorded.

For trademarks:

- submit an application via AIPA Online;
- conduct examinations (formal and substantive);
- publish the trademark for public review;
- register the trademark upon approval;
- costs and duration:
 - patents: from 50,000 AMD for inventions;
 - trademarks: 25,000–50,000 AMD;
 - industrial designs: From 25,000 AMD;
 - patent duration 20 years for inventions, 10 years for utility models, 15 years for industrial designs;
 - trademark registration: Valid for 10 years, renewable indefinitely;

International treaties:

- Paris Convention for Industrial Property Protection;
- Patent Cooperation Treaty (PCT);
- Madrid System for International Trademark Registration.

Links:

- official AIPA website: <https://aipo.am/en> ;
- trademark registration guide: <https://aipo.am/> ;
<https://armenia.eregulations.org/procedure/16?l=en> ;
- madrid system (WIPO): <https://www.wipo.int/web/madrid-system/>.

Links to the law:

- Patent law (https://translation-centre.am/pdf/Translat/HH_orenk/2021/HO-108-N_03032021_en.pdf);
- Trademark law (https://wipolex-res.wipo.int/edocs/lexdocs/laws/en/am/am003en.pdf?utm_source=chatgpt.com).
- Industrial design Law (https://translation-centre.am/pdf/Translat/HH_orenk/2021/HO-109-N_03032021_en.pdf?utm_source=chatgpt.com)
- Geographical indications law (https://aipo.am/en/pages/show/GI?utm_source=chatgpt.com).
- "Swissness" legislation (<https://www.s-ge.com/en/swissness?ct>)

International agreements:

- Agreement between the Republic of Armenia and the Federal Council of Switzerland on trade and economic cooperation, entered into force: January 01, 2000, subject: patents (inventions), industrial designs, trademarks, geographical indications, trade names, layout designs (topographies) of integrated circuits, confidential information (trade secrets), protection of plant varieties, copyright and related rights, enforcement of intellectual property laws, industrial property;
- the Paris Convention for the Protection of Industrial Property;
- the Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS).

Practical recommendations are to:

- conduct a patent search before filing an application to ensure the uniqueness of your invention;
- monitor deadlines and renew patents promptly to maintain protection.

Contact information:

The Intellectual Property Agency of Armenia (AIPA) is responsible for the registration and protection of IP rights:

address: 5/1 Mher Mkrtchyan Street, Yerevan, Armenia;
 phone: +374 11 597 534;
 online system: AIPA Online (<https://my.aipa.am>);
 website: AIPA (<https://aipo.am>).

Data protection

Armenia's data protection framework is primarily governed by the Law on protection of personal data, enacted on May 18, 2015, and effective from July 1, 2015. This legislation outlines the procedures and conditions for processing personal data by state and local self-government bodies, state or community institutions or organizations, and legal or natural persons. It emphasizes principles such as lawfulness, proportionality, and reliability in data processing, ensuring that personal data is handled transparently and securely. The law also grants individuals rights concerning their personal data, including access, rectification, and the ability to withdraw consent.

Oversight is provided by the Personal data protection agency, which operates under the Ministry of internal affairs, ensuring compliance and addressing violations. Additionally, Armenia has ratified international treaties like the Convention for the protection of individuals with regard to automatic processing of personal data, aligning its regulations with global data protection standards.

Armenia has made notable progress in strengthening data privacy regulations, a critical factor for the tech and startup sectors. For tech companies operating in Armenia, adhering to these laws is essential to ensuring compliance while driving innovation and growth. The cornerstone of Armenia's data privacy framework is the Law on Personal Data Protection, first enacted in 2005 and significantly amended in 2018 to align with European Union standards, including the GDPR.

9. Procedures for collecting payments, reminders – etc.

The collection of unpaid payments (debts) in Armenia is regulated by the Civil Code (https://www.cba.am/EN/lalaws/CivilCode_eng.pdf), the law on enforcement proceeding (https://www.arlis.am/Annexes/4/hark_kat_masin_en.pdf), and other legal acts.

Main steps and procedure

Clarification of the debtor's status

It is first necessary to verify the debtor's legal capacity and competence. For a legal entity, its status can be checked in the state register of the Republic of Armenia: <https://www.moj.am> ; <https://www.e->

[register.am](https://www.register.am) , financial solvency through rating agencies (in the case of legal entities) (<https://acra.am/>), ongoing legal proceedings: <https://datalex.am/?app=AppCaseSearch&page=default> or <https://www.armlaw.am/en/> and economic activity (via the internet).

Reminder of debt

Before initiating official recovery procedures, it is recommended to notify the debtor of the debt, its amount, and the deadline for repayment, ensuring that the statute of limitations has not expired:

- oral reminder: personal meeting, phone call, or electronic message;
- written notification: send an official claim letter specifying the basis for the debt, the amount due, the deadline for payment, and potential consequences. It is preferable to send the letter by registered mail with delivery confirmation.

The letter should provide a reasonable deadline for debt repayment (usually 14 calendar days). Confirm receipt of the letter by the debtor. If there is no response within a reasonable timeframe, resend the claim letter and follow up personally to determine the reasons for non-payment and negotiate debt restructuring in the form of partial payments with clearly fixed deadlines and amounts outlined in a new contract or an addendum to the existing agreement.

If amicable resolution is not possible, proceed to court. Note: pre-trial claims are mandatory for certain categories of disputes (e.g., supply contracts).

Court recovery

If the debtor does not respond to the claim, legal action may be initiated.

Steps:

- preparation of a statement of claim: The claim must include the parties' details, the amount of debt (including penalties or interest, if provided for by law or contract), and the grounds for recovery (references to contracts, acts, laws). Attach supporting evidence (contracts, correspondence, invoices, receipts, acts, etc.);
- filing the claim in court: depending on the amount and nature of the dispute, the case is heard either in the court of general jurisdiction, administrative court (for tax or governmental issues) or arbitration court;
- payment of state duty: the amount of the state duty depends on the claim amount;
- case review: the court issues a decision based on the submitted evidence. During legal proceedings, additional expenses (fines, penalties, attorney fees, expert or specialist fees, etc.) may also be recovered.

Enforcement proceedings

If the court rules in your favor but the debtor fails to comply voluntarily, enforcement proceedings must begin.

Steps:

- obtain a writ of execution from the court;
- apply to a judicial executor, submitting a request to initiate enforcement proceedings along with a copy of the court decision and writ of execution;
- the judicial executor sends the debtor a demand for voluntary compliance. If payment is not made within the specified period, the executor may seize the debtor's property, accounts, or income.

If the debtor is a legal entity and cannot fulfill its obligations due to lack of funds, bankruptcy proceedings may be initiated.

Key points:

- the statute of limitations for general claims is 3 years, unless otherwise stipulated by law or contract;
- when addressing the court and enforcement authorities, it is crucial to have documentary evidence of the debt.
- to ensure compliance with all legal norms and avoid errors, it is recommended to seek legal assistance.

10. Enforcing commercial contracts and resolving disputes (arbitration).

Enforcement of commercial contracts

In Armenia the enforcement of commercial contracts is governed by the Civil Code of the Republic of Armenia.

Key provisions include:

- requirements for the form and content of contracts (Articles 452-460);
- conditions for the conclusion, modification, and termination of contracts;
- rules on liability for breach of contractual obligations.

Link:

- Civil Code of Armenia https://www.cba.am/EN/lalaws/CivilCode_eng.pdf .

Contracts must be performed in good faith and in full compliance with their terms. The principle of freedom of contract allows parties to determine their own terms, provided they do not contradict the law.

To ensure contract enforcement, the following measures may be included:

- pre-payment;
- guarantees (bank guarantees, sureties);
- collateral (property or financial);
- penalties and fines for delays or breaches.

Resolution of commercial disputes

Judicial process

Disputes related to commercial contracts are handled by general jurisdiction courts or administrative courts. The average duration of case hearings ranges from 6 to 12 months.

Link:

- Civil procedural code: https://www.translation-centre.am/pdf/Trans_ru/HH_Codes/Civil_Procedure_Code_en.pdf

Alternative dispute resolutions

1. Mediation: governed by the Law “On Mediation”(<https://cis-legislation.com/document.fwx?rgn=114956>).
2. Conciliation procedures - initiated through specialized centers.
3. Arbitration Centers: Arbitration and Mediation Center of Armenia (<https://amca.am>).

The law “On arbitration” regulates arbitration processes. International disputes are governed by the New York Convention of 1958.

Link: Law on arbitration: <https://www.arlis.am/DocumentView.aspx?docid=98922>

There are no state arbitration courts in Armenia at this time.

Advantages of arbitration:

- confidentiality of proceedings;
- quick resolution timelines;
- the ability to select arbitrators with expertise in the relevant field;
- arbitration process can be conducted in various languages.

Recognition and enforcement of international arbitration awards

In Armenia the enforcement and recognition of international arbitral awards is governed by the provisions of the Law of the Republic of Armenia "On International Commercial Arbitration," as well as the relevant articles of the Civil Procedure Code of the Republic of Armenia and international agreements to which Armenia is a party.

International arbitral awards can be recognized and enforced through the local courts of the Republic of Armenia where the debtor is sitting. The process includes:

- filing a petition with the competent court;
- a court hearing to review formal grounds for refusing enforcement.

After recognition of the award, it may be enforced through bailiffs if the debtor fails to comply voluntarily. These rules make Armenia a jurisdiction favorable to the enforcement of international arbitral awards, promoting the development of foreign economic relations and international investments.

Practical recommendations

- ensure the contract is drafted in written form;
- consider mediation as a way to settle disputes;
- choose arbitration for international disputes;
- choose high qualified lawyer to represent your interests at the arbitration court;

You can find the recommended contract templates on the official Electronic Services Platform of the Real Estate Cadastre Committee of the Republic of Armenia. Use the following link to access the standard contract forms: <https://www.e-cadastre.am>

11. Overview of public procurement system (basic procedures, thresholds applicable for international tenders, websites used for public tendering).

Public procurement in Armenia is governed by a comprehensive legal and regulatory framework to ensure transparency, fairness and competition.

Legal framework

The public procurement system in Armenia is governed by the following legal acts:

- Law on Public Procurement: defines general rules for procurement, including competitive bidding procedures and contract award processes.

Link:

- Public Procurement (<https://www.arlis.am/DocumentView.aspx?docid=110820>);

- Civil Code of Armenia governs general contractual relations in procurement (<https://www.arlis.am/DocumentView.aspx?docid=165004>);
- Anti-corruption legislation aims to ensure integrity and prevent malpractice in procurement (<https://moj.am/en/page/583>).

Key procedures

Competitive bidding:

- used for most government contracts to ensure fairness and equal opportunities for participants;
- includes open tenders, restricted tenders and competitive dialogues.

Open tenders are the most common procurement method, allowing broad participation from potential suppliers.

Requests for quotations are used for smaller procurements, with proposals requested from several suppliers.

Simplified procurement:

- applied for small-scale projects with limited budgets.

Single Source:

- used only in exceptional cases, such as urgent needs or lack of competition.

Electronic auctions:

- conducted through electronic platforms to enhance transparency.

Two-stage tenders:

- used for complex projects where technical and financial evaluations are conducted separately.

Thresholds:

- small-scale procurement are up to 5,000,000 AMD (~\$12,500 USD), simplified procedures apply;
- medium-scale procurement are from 5,000,000 to 40,000,000 AMD (~\$100,000 USD), competitive tenders are required;
- large-scale and international tenders: above 40,000,000 AMD, open to international participants.

International tenders:

International Tenders must comply with the WTO Agreement on Government Procurement (GPA) standards. It is open for foreign participants without any discrimination and are published on official government platforms. Prequalification may be required for large infrastructure or development projects.

Evaluation criteria include technical expertise, financial stability, and project-specific qualifications.

Key online platforms:

- ARMEPS (Armenian Public Procurement System) is the central platform for all procurement announcements, tender documentation and results (<https://armeps.am/epps/home.do>);
- Public Procurement Agency: oversees and monitors procurement activities (<https://procurement.minfin.am/en/>);
- International platforms: tenders open to international participants may also be published on platforms like UNDP Procurement Notices (<https://procurement-notice.undp.org>) or World Bank Procurement: (<https://www.worldbank.org>).
- Go-Global Cockpit managed by S-GE (<https://goglobal.s-ge.com>)

Business opportunities:

From a business perspective, public procurement in Armenia offers significant opportunities, especially for international companies including Swiss companies operating in infrastructure, IT and services.

Opportunities:

- large-scale infrastructure projects funded by the government;
- contracts funded by international organizations such as the World Bank or EBRD.

Challenges:

- the need to understand local regulations and language barriers;
- consideration of tax and customs requirements for foreign participants.

Dispute resolutions

Administrative appeals can be submitted to the procurement appeals board. Legal proceedings are governed by the Administrative Procedure Code of Armenia.

Contact information:

Public procurement agency:

address: Government House 1, Republic Square, Yerevan, Armenia;

website: www.armeps.am ; <https://www.tender.am/en/>

phone: +374 11 597 000.

Ministry of Finance:

- oversees financial issues related to procurement;
- website: <https://minfin.am>.

Additional resources:

ARMEPS User Guide: <https://armeps.am/epps/home.do> .

12. Environmental protection and corporate responsibility in Armenia.

Corporate responsibility for environmental protection

Armenian legislation provides various regulatory measures aimed at environmental protection and reducing the negative impact on nature. Legal entities are required to comply with environmental standards and may be held accountable for violations. For instance, actions that harm the environment, such as greenhouse gas emissions and other types of pollution, may result in fines or other penalties.

There are different types of liability for environmental violations:

- administrative liability - imposing fines for non-compliance with environmental regulations;
- criminal liability - applied in cases of severe violations causing significant environmental damage;
- civil liability - obligation to compensate for environmental damage, including restoration costs.

Additionally, Armenia is developing an Extended Producer Responsibility (EPR) system, which will require producers and importers to take responsibility for the safe management of waste generated from their products.

Reporting requirements

Unlike the European Union, where large companies are required to publish reports on social and environmental risks, Armenia has not yet established mandatory requirements for non-financial reporting. However, many companies, particularly those seeking international cooperation and investments, are increasingly adopting voluntary reporting practices based on international standards such as the Global Reporting Initiative (GRI).

Foreign companies operating in Armenia must adhere to local environmental legislation. Although there are no specific reporting requirements for them, implementing international sustainability standards can enhance their reputation and foster trust with local partners and regulatory bodies.

Key laws:

1. The basics of environmental protection legislation: Defines the environmental policy of the Republic of Armenia and establishes the legal framework for environmental protection and resource management (<https://datalex.am/?app=AppCaseSearch&page=default>).

2. Law of the Republic of Armenia “On environmental impact assessment and expertise” - regulates strategic environmental assessment processes, environmental impact assessments, and state expertise (<https://datalex.am/?app=AppCaseSearch&page=default>).

3. Law of the Republic of Armenia “On environmental education and awareness of the population” - aims to promote environmental culture and a conscious attitude toward the environment (<https://datalex.am/?app=AppCaseSearch&page=default>).

Useful link:

Business Travel Guide for Armenia, published on the website of the Embassy of Switzerland in Armenia (https://www.eda.admin.ch/content/dam/countries/countries-content/armenia/en/Business-travel-guide-Armenia-Dec2024_EN.pdf).

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Note: Some of the references in this document are available either in Armenian or in Russian and in order to facilitate the interpretation of the given information we recommend using online translation tools.

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