

ORGANISED BY:



# IRAN BUSINESS SYMPOSIUM



21-23 February 2017  
 The Renaissance Amsterdam Hotel,  
The Netherlands

A GLOBAL PLATFORM TO DISCOVER THE LATEST DEVELOPMENTS AND  
OPPORTUNITIES WITHIN THE ECONOMY OF IRAN



TRANSPORTATION &  
LOGISTICS



ENERGY & WATER  
INFRASTRUCTURE



COMMODITIES

SPONSORS:



SUPPORTED BY:



[WWW.IRANSYMPIUM.COM](http://WWW.IRANSYMPIUM.COM)

# ABOUT THE SYMPOSIUM

The **Iran Business Symposium 2017** will provide an important global platform whereby the global business and investment community can discover the latest developments and opportunities within the newly opening economy of Iran.

The symposium will not only address what can and can't be done from the perspective of any remaining sanctions and restrictions, but exactly where the key opportunities can be found.

Plenary sessions will cover subjects such as investment regulations, legal protection, payments, banking, joint ventures, free trade zones and how to form partnerships within the country. Industry Focused Sessions will cover sector specific opportunities within **transportation & logistics, energy & water infrastructure and commodities**. Additional workshops will assess in depth investment frameworks and legal considerations.

The symposium will bring active and speculative international investors and businesses, governments, legal advisers together with Iranian companies aiming to establish new partnerships, Iranian officials and many more.

Taking place at The Renaissance Amsterdam Hotel in the Netherlands, 21-23 February 2017, the Iran Business Symposium 2017 essentially provides a one stop shop for those actively developing business in Iran, or simply considering their options.

## OBJECTIVES OF THE IRAN BUSINESS SYMPOSIUM

### CONNECT

International business and investors with domestic business and authorities within Iran

### INVITE INCREASED INTEREST

for new business opportunities in Iran

### SHOWCASE AREAS

of the Iranian economy in which international companies can cooperate with domestic firms, national industries and Government bodies

### UNDERSTAND COMPLIANCE ISSUES

in more depth, especially with regards to latest policies, sanctions, investment protection and best business practises

## WHY JOIN US?



### UNDERSTAND OPPORTUNITIES

in the world's most exciting newly emergent market

### MEET FACE-TO-FACE

With businesses and officials to start dialogue on potential partnerships and opportunities

### PRIVATE MEETINGS

arranged in advance through pre planned meeting platform

### REAL-TIME

investment opportunities, projects, tenders

### 30+ EXPERT SPEAKERS

### GOVERNMENTS AND BUSINESSES

will meet to discuss partnerships

## THE EVENT WILL HOST

### NETWORKING RECEPTIONS

to meet investors and potential partners

### THE PRIVATE GALA DINNER

will give you the chance to reserve a table with key individuals you want to discuss business with

### DEDICATED BUSINESS NETWORKING BREAKS

to see product demos, latest technology and speak to important providers

# FOCUS AREAS

## IRAN'S ECONOMY



With a Gross Domestic Product (GDP) worth 415.34 billion US dollars in 2014, Iran represents one of the largest untapped markets, and opportunities for international companies in the country are countless, including in the oil & gas, energy and manufacturing sectors. The Forum will look into the country's fundamentals and the areas of improvement in the industrial sector.

## LEGAL FRAMEWORK



While nuclear-related sanctions on Tehran are lifted, the overall legal framework needs to be carefully looked at by foreign investors wishing to get involved in domestic businesses. The Forum will provide more clarity on what is permitted to do and what the foreign investment framework looks like in Iran.

## INDUSTRIAL SECTORS



Iran is open for business. What are the areas in greater need for investment? Where can you expect best ROI? What is the business culture in Iran? In this part of the Forum, roundtables and presentations will provide some answers thanks for the contribution of Iran specialists and labour experts.

## FACTS

**78**  
MILLION

Population

**18<sup>th</sup>**

Largest economy in the world (2011)

**13.3%**

University level educated population

**73%**

Urbanisation rate

**\$43**  
BILLION

Foreign Direct Investment Stock in Iran (2015)

**13<sup>th</sup>**

Largest automotive manufacturer (2011)

**4<sup>th</sup>**

Largest proved crude oil reserves

**2<sup>nd</sup>**

Largest natural gas reserves

**8<sup>th</sup>**

Largest gold reserve of government

## WHO SHOULD ATTEND

CROSS INDUSTRY MANAGING DIRECTORS, VICE PRESIDENTS, DIRECTORS, BOARD DIRECTORS, HEADS AND ADVISORS OF

- Business Development
- Client Relations
- International Government Affairs
- EMEA, Middle East, MEA, MENA
- External Relations
- Exports

THE SYMPOSIUM IS ALSO RELEVANT FOR:

- Associations
- Banks
- Chambers of Commerce
- Commodity Traders
- Government Officials
- Institutional Investors
- International Government Organisations
- Investment Managers
- Law Firms
- Management Consultants
- Private Equity and Venture Capital
- Service Providers
- Think Tanks

## NETWORKING:

Pre-arranged Meeting Scheduler

Business Networking Hours

Private Meeting Area

Networking Reception

Gala Dinner

15+ hours of Networking

## LEARNING:

Interactive Panel Discussions

Key Note, Presentations, Case Studies

Benchmarking with industry peers

Investment and legal workshops

### MEDIA PARTNERS

thebusinessyear

ISLAMICA 500

EUROPE & MIDDLE EAST outlook

watargas.it  
GasAgenda

Power World analysis

OXFORD BUSINESS GROUP

ZODEL

Menas Associates

THE INSIDE EDGE

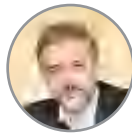
WWW.IRANSYMPIUM.COM

# SPEAKERS OF THE SYMPOSIUM

## IRANIAN GOVERNMENT



**Ministry of Energy, Iran**  
H.E. Alireza Daemi  
Deputy Minister of Planning and  
Economic Affairs



**TAVANIR**  
Dr. Davood Manzoor  
Head the I.R. Iran National  
Energy Committee, Ministry of  
Energy



**Iranian Fuel Conservation  
Company (affiliated to NIOC)**  
Dr. Ali Vakili  
Managing Director, Adviser to  
Minister of Petroleum



**Research Institute for Energy  
Management & Planning  
(RIEMP)**  
Dr. Seyed Hossein Iranmanesh  
President



**Iran's Chamber of Commerce,  
Industries, Mines & Agriculture**  
Dr. Hossein M.M. Sadeghi  
President of Education and  
Research Institute



**Ministry of Energy, Iran**  
Mashallah Tabejamaat  
Senior Advisor to Minister of  
Energy & Director General



**Technology & International  
Affairs Research Institute of  
Petroleum Industry (RIPI)**  
Mansour Bazmi  
Vice President



**Ministry of Energy, Iran**  
Ali Asghar Esmailinia Gatabi  
Director General of Investment,  
Water & Power Market  
Regulatory Department



**Ministry of Industry, Mine &  
Trade**  
Mohammad Reza Alavi  
Director of Overseas Exhibitions  
- Iran Exhibition Company



**Ministry of Energy, Iran**  
Mostafa Tavanpour Pavah  
Deputy Director General  
Energy and Power Planning  
Department



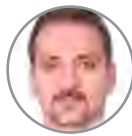
**Iranian Oil Terminals Company**  
Mojtaba Avazzadeh  
Head of Public Relations



**ECO**  
Mahmood Khaghani  
Former Director Energy  
Minerals & Environment



**Central Bank of Islamic  
Republic of Iran**  
Dr. Nasser Homapour  
Advisor



**Central Bank of Islamic  
Republic of Iran**  
Dr. Mehrdad Sepahvand  
Economic Advisor

## EUROPEAN AND INTERNATIONAL COMPANIES AND INVESTORS



**Afridi & Angell Legal  
Consultants**  
Shahram Safai  
Partner



**Masar Smart Energy**  
Mohamed El-Fatraty  
Founder & CEO



**Geoeconomica**  
Riad al Khouri  
Director, Middle East



**Stratégies et Politiques  
Énergétiques**  
Francis Perrin  
President



**Capital Squad**  
Masoud Marandi  
Managing Partner



**Arjan Capital**  
Dr. Holly Akhlaghi  
Partner



**Arjan Capital**  
Andreas Schweitzer  
Senior Managing Partner



**KUBO Greenhouse Projects**  
Henk van Tuyl  
Export Manager



**Arqaam Capital**  
Lemer Salah  
Associate Director



**OrientSwiss**  
Mehrzad Khoi  
CEO



**2FX Treasury - Partner of  
Menas Associates**  
Kees Lakerveld  
International Payments  
Specialist



**EER**  
Mr. Michael Burke, Managing  
Partner



**Van Campen Liem**  
Marc Van Campen  
Partner

# SPEAKERS OF THE SYMPOSIUM

## ASSOCIATIONS AND INSTITUTIONS



**Dutch Council for International Business**  
Dr. Dewanand Mahadew  
Managing Director



**The Middle East Association**  
Peter Meyer  
CEO



**Swiss-Iran Chamber**  
Philippe Welti  
Former Ambassador of Switzerland to Iran

## IRANIAN COMPANIES



**Bank Pasargad, Asian Bankers Association**  
Dr. Mostafa Beheshti Rouy  
Member of the Board



**European External Action Service - EEAS**  
Hugo Sobral  
Principal Adviser / Head of the Iran Task Force

## INVITED



**Agriculture Jihad Ministry**  
H. E. Mahmoud Hojjati  
Minister



**Dutch Embassy in Tehran**  
Susanna Terstal  
Ambassador of the Netherlands in Iran



**OIETAI**  
Mohammad Khazaei  
Deputy Minister of Finance for International Trade & President



**OIETAI**  
Ahmad Jamali  
General Director  
OIETAI



**Agriculture Jihad Ministry**  
H.E Jahangir Arab  
Deputy Minister, Head of the Horticultural Department  
Agriculture Jihad Ministry



**Ministry of Agriculture**  
Senior Representative



**Ministry of Roads & Urban Development**  
Senior Representative



**Ministry of Petroleum**  
Senior Representative



**Iran Civil Aviation Organization**  
Senior Representative



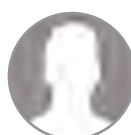
**Iran Airports Company (IAC)**  
Senior Representative



**Iran Railways**  
Senior Representative






**Iralco**  
Senior Representative





**Centre for Free and Special Economic Zones, Iran**  
Senior Representative




# DAY 1 - TUESDAY 21<sup>ST</sup> FEBRUARY

<b>08.00 Registration and Coffee</b>			
<b>08.50 Official Opening of the Summit by IRN</b>			
<b>09.00 Opening Comments from the Chairman</b>			
<b>09.10</b>	<b>Opening speeches from the following Iranian Government Ministries and Organisations:</b> H.E Alireza Daemi, Deputy Minister of Planning and Economic Affairs, Ministry of Energy, Iran Dr. Nasser Homapour, Advisor, Central Bank of Islamic Republic of Iran Mohammad Reza Alavi, Director of Overseas Exhibitions - Iran Exhibition Company, Ministry of Industry, Trade and Mines		
<b>09.30</b>	<b>Panel Discussion: Partnership Creation: The Role of International Companies and Investors in Iranian Industries</b> <ul style="list-style-type: none"> <li>Joint Ventures and Partnerships</li> <li>Is M&amp;A as a strategy ready for Iran?</li> <li>How can you structure your Iran portfolio?</li> <li>How can Iranians make their companies investor ready?</li> </ul> Moderator: Marc Van Campen, Partner, Van Campen Liem Andreas Schweitzer, Senior Managing Partner, Arjan Capital Lemer Salah, Associate Director, Arqaam Capital		
<b>10.10</b>	<b>Panel Discussion: Highlighting investment opportunities in Iran</b> <ul style="list-style-type: none"> <li>How to invest in Iran and prosper off a welcoming economic environment</li> <li>Exploring current and future prospects catered to multiple industries and businesses</li> <li>How to secure opportunities ahead of your competitors</li> </ul> Mehrzad Khoi, CEO, OrientSwiss Masoud Marandi, Managing Partner, Capital Squad Dr. Mehrdad Sepahvand, Economic Advisor, Central Bank of Islamic Republic of Iran		
<b>10.30 Morning Networking Break</b>			
<b>11.00</b>	<b>Panel Discussion: Navigating Banking, Trade Finance and Payments with Iran</b> <ul style="list-style-type: none"> <li>How can international companies make and receive payments in Iran without difficulty</li> <li>Trade Finance: how to ensure your transactions will run smoothly</li> <li>How to make risk management an area of excellence in your company</li> </ul> Moderator: Michael Burke, Managing Partner, EER Dr. Mostafa Beheshti Rouy, Bank Pasargad, Asian Bankers Association, Member of the Board Dr. Nasser Homapour, Advisor, Central Bank of Islamic Republic of Iran Kees Lakerveld, International Payments Specialist, 2FX Treasury - Partner of Menas Associates		
<b>11.45</b>	<b>Presentation: An overview of Iran's legal framework for international investors; understanding the remaining sanctions</b> <ul style="list-style-type: none"> <li>How Iran's legal and regulatory environment is transforming towards a more hospitable atmosphere for business.</li> <li>How best can a MNC be clear and well-rehearsed in following legal and regulatory measures</li> <li>Understanding specific legal and due diligence procedures when dealing with Iran</li> <li>How can foreign investors get information on specific legal and due diligence procedures vis-à-vis sanctions?</li> <li>How can companies prepare for the commercial opportunities as sanctions continue to ease?</li> </ul> Shahram Safai, Partner, Afridi & Angell Legal Consultants		
<b>12.30 Lunch Break</b>			
	<b>Industry Focused Sessions A</b>	<b>Industry Focused Sessions B</b>	<b>Industry Focused Sessions C</b>
	<b>Transportation &amp; Logistics</b> 	<b>Energy &amp; Water Infrastructure</b> 	<b>Commodities</b> 
<b>13.30</b>	<b>Transportation Overview:</b> <ul style="list-style-type: none"> <li>One of Iran's most lucrative sectors to invest in</li> <li>Freight Transport &amp; Shipping: Update on</li> <li>'One Belt One Road' project</li> <li>The International North-South Transport</li> <li>Corridor: how will this new route be an alternative to Suez Canal?</li> </ul> Senior Representative, Ministry of Roads & Urban Development	<b>E&amp;W: The Future of Iran</b> <ul style="list-style-type: none"> <li>Proposed alternative economic models to encourage establishing joint ventures the in water and energy sector</li> <li>What do the Iranians need from foreign investors in these two crucial areas?</li> <li>How can the Water Crisis be turned into investment opportunities?</li> </ul> H.E Alireza Daemi, Deputy Minister of Planning and Economic Affairs, Ministry of Energy, Iran Dr. Ali Vakili, Managing Director, Adviser to Minister of Petroleum, Iranian Fuel Conservation Company (affiliated to NIOC) Dr. Seyed Hossein Iranmanesh, President, Research Institute for Energy Management & Planning (RIEMP)	<b>Iran's Commodities Markets Overview:</b> <ul style="list-style-type: none"> <li>Will the next commodities rally begin in Iran?</li> <li>Has Iran's exports of agricultural products grown in terms of both value and weight?</li> <li>What can traders gain from Iran opening up?</li> <li>Can Iran rely on oil to rescue its economy?</li> </ul> Senior Representative, Iran Mercantile Exchange Dr. Hossein M.M.Sadeghi, President of Education and Research Institute, Iran's Chamber of Commerce, Industries, Mines & Agriculture

# DAY 1 - TUESDAY 21<sup>ST</sup> FEBRUARY (CONTINUED)

<p><b>14.20</b></p>	<p><b>Road:</b></p> <ul style="list-style-type: none"> <li>The New Silk Road: Iran is set to play a major part in transforming the global economy, what role does FDI play?</li> <li>What opportunities are there for construction companies in road building?</li> <li>With car manufactures investing in Iran, sustainable road development could be a key ingredient in roadway production</li> </ul> <p>Senior Representative, Ministry of Roads &amp; Urban Development</p>	<p><b>Renewables:</b></p> <ul style="list-style-type: none"> <li>Power Generation: 5GW of electricity from renewable sources by 2020</li> <li>Iran's plans to launch first \$12bn tender to bring in green investment</li> <li>Exploring investment opportunities in the wind energy sector with existing manufacturing and production capabilities</li> </ul> <p>H.E Alireza Daemi, Deputy Minister of Planning and Economic Affairs, Ministry of Energy, Iran          Mostafa Tavanpour Paveh, Deputy Director General, Energy and Power Planning Department, Ministry of Energy, Iran          Mohamed El-Fatatry, Founder &amp; CEO, Masar Smart Energy</p>	<p><b>Iran's return to the global oil market:</b></p> <ul style="list-style-type: none"> <li>Will Iran's production and exports have a significant bearing on energy security?</li> <li>Can Iran stabilise prices and provide a health supply?</li> <li>Could a strong rally in the oil price gives steam to global oil markets?</li> </ul> <p>Senior Representative, Ministry of Petroleum          Mojtaba Avazzadeh, Head of Public Relations, Iranian Oil Terminals Company</p>
<p><b>15.10 Afternoon Networking Break</b></p>			
<p><b>15.40</b></p>	<p><b>Rail:</b></p> <ul style="list-style-type: none"> <li>Iran plans to add 15,000 additional km of rail to its existing network, making it the of the largest rail developments in the world.</li> <li>€17 billion of FDI needed to expand Islamic Republic of Iran Railways (RAI) and its associate companies.</li> <li>What other investment opportunities are there in in Iranian Rail networks?</li> </ul> <p>Senior Representative, Iran Railways</p>	<p><b>Water:</b></p> <ul style="list-style-type: none"> <li>How irrigation will transform and evolve the agricultural sector of Iran</li> <li>Demand for investments in irrigation technology presents significant financial opportunities</li> <li>Water Management: new investments needed to alleviate water shortages</li> </ul> <p>Peter Meyer, CEO, The Middle East Association          Ali Asghar Esmaeilnia Gatabi, Director General of Investment, Water &amp; Power Market Regulatory Department, Ministry of Energy, Iran</p>	<p><b>Oil Trading Risks:</b></p> <ul style="list-style-type: none"> <li>What is the state of risk management for oil trading in Iran?</li> <li>Will Iran's production and exports affect risks in global prices?</li> <li>Is there a risk sanctions could be resumed?</li> </ul>
<p><b>16.30 Closing Comments from the Chairman</b></p>			
<p><b>16.40 Networking Reception</b></p> 			
<p><b>17.40 Gala Dinner</b></p> 			

# DAY 2 - WEDNESDAY 22<sup>ND</sup> FEBRUARY

08.00 Registration and Coffee			
08.50 Opening Comments from the Chairman			
	Industry Focused Sessions A	Industry Focused Sessions B	Industry Focused Sessions C
	Transportation & Logistics 	Energy & Water Infrastructure 	Commodities 
09.00	<p><b>Airports:</b></p> <ul style="list-style-type: none"> <li>Iranian plans to build seven new international airports over the next decade – how to get involved</li> <li>Update on Boeing and Airbus deals</li> <li>Is Iran set to become the new Middle East air hub?</li> </ul> <p>Senior Representative, Iran Airports Company (IAC) Senior Representative, Iran Civil Aviation Organization</p>	<p><b>Oil &amp; Gas Infrastructure:</b></p> <ul style="list-style-type: none"> <li>What opportunities are there for outside investment in Iranian O&amp;G development?</li> <li>Update on new phases of South Pars: projected supply increases</li> <li>Update on improvements to the “buy back” terms for new entrants</li> </ul> <p>Mashallah Tabejamaat, Senior Advisor to Minister of Energy &amp; Director General, Ministry of Energy, Iran H.E Alireza Daemi, Deputy Minister of Planning and Economic Affairs, Ministry of Energy, Iran</p>	<p><b>Metals Market &amp; Risks:</b></p> <ul style="list-style-type: none"> <li>How can Iran’s steel industry develop with foreign investment?</li> <li>FDI in Iranian iron ore mining sectors: How will lifting sanctions resolve the Iranian iron ore sector?</li> <li>Update on Iralco aluminium production: will it be permitted for delivery on the London Metal Exchange?</li> <li>How to map Iran’s iron ore and steel supply chain</li> </ul> <p>Senior Representative, Iralco Senior Representative, London Metal Exchange Dr. Hossein M.M.Sadeghi, President of Education and Research Institute, Iran’s Chamber of Commerce, Industries, Mines &amp; Agriculture</p>
10.00	<p><b>Seaports:</b></p> <ul style="list-style-type: none"> <li>Update on ports of Chabahar and Shahid Rajaei in South and Amirabad in North as well as establishment of shipping lines in the region</li> <li>How will it affect transportation and trade in Asia and the Pacific?</li> <li>Ports of Shahid Rajaei, Amirabad and Anzali enjoy outstanding location in transit route of the North-South corridor</li> </ul> <p>Senior Representative, Ministry of Roads &amp; Urban Development</p>	<p><b>Petrochemicals Infrastructure:</b></p> <ul style="list-style-type: none"> <li>Iranian government projections: total petrochemicals output expected to reach 54.7mn tonnes in FY2016/17</li> <li>Assessing the Iranian Governmental plans to increase output capacity to 150 million metric tons a year by 2026</li> <li>Update on the completion of the Olefins petrochemical complex projects</li> </ul> <p>Mojtaba Avazzadeh, Head of Public Relations, Iranian Oil Terminals Company Senior Representative, Ministry of Petroleum</p>	<p><b>Soft Commodities Market:</b></p> <ul style="list-style-type: none"> <li>What does Iran have to offer?</li> <li>Can Iran ensure sustainable and responsible supply chains?</li> <li>Is Iran’s exports enough to help with global shortages?</li> </ul> <p>Dr. Hossein M.M.Sadeghi, President of Education and Research Institute, Iran’s Chamber of Commerce, Industries, Mines &amp; Agriculture</p>
11.00 Morning Networking Break			
11.30	<p><b>Logistics:</b></p> <ul style="list-style-type: none"> <li>What are the logistical challenges behind transport infrastructure?</li> <li>With sanctions easing, will it unleash Iran’s logistics potential?</li> <li>How is the development of the transport and logistics industry in Iran going to re-dynamisation of the local and global economy?</li> </ul> <p>Mojtaba Avazzadeh, Head of Public Relations, Iranian Oil Terminals Company</p>	<p><b>Power:</b></p> <ul style="list-style-type: none"> <li>Iran is now first in the Middle East in power generation, still room for investment?</li> <li>Iran’s electricity exports to rise three-fold, and still calling for more private sector investment</li> <li>Multiple opportunities to get involved in solar and wind power production</li> </ul> <p>H.E Alireza Daemi, Deputy Minister of Planning and Economic Affairs, Ministry of Energy, Iran</p>	<p><b>Agricultural Trading Risks:</b></p> <ul style="list-style-type: none"> <li>Risks and challenges of trading soft commodities with Iran?</li> <li>Currency and interest rates risks – Is hedging the right tool?</li> <li>How to mitigate credit risk?</li> </ul>



# DAY 2 - WEDNESDAY 22<sup>ND</sup> FEBRUARY

(CONTINUED)

<b>12.30</b>	<b>Lunch Break</b>
<b>13.30</b>	<b>Presentation: Insurance and Reinsurance in Iran</b> <ul style="list-style-type: none"><li>Analysing present domestic insurance and reinsurance capacity</li><li>Remaining sanctions regime and its position on international insurance and reinsurance firms operating in Iran</li><li>Opportunities within Iran's oil and gas sector for the insurance and reinsurance industry</li></ul>
<b>14.00</b>	<b>Panel Discussion: Free Trade zones, Private Equity Investment and Entrepreneurship in Iran</b> <ul style="list-style-type: none"><li>How free trade zones are a huge opportunity to invest in a major emerging market?</li><li>What can Private Equity do to help Iranian businesses to grow?</li><li>How can investors find out about Start-Ups, SMEs and other sectors like FMCG and Tech?</li></ul> <p>Senior Representative, Centre for Free and Special Economic Zones, Iran Andreas Schweitzer, Senior Managing Partner, Arjan Capital Mehrzaad Khoi, CEO, OrientSwiss Dr. Dewanand Mahadew, Managing Director, Dutch Council for International Business</p>
<b>14.45</b>	<b>Afternoon Networking Break</b>
<b>15.15</b>	<b>Panel Discussion: The geopolitics of investing in Iran</b> <ul style="list-style-type: none"><li>What does the Donald Trump Presidency mean for Iran and for investors?</li><li>What can we expect from a re-elected Rohani administration? Or from a new one?</li><li>How will the rest of the region react to an economically strong Iran?</li></ul> <p>Francis Perrin, President, Stratégies et Politiques Energétiques Riad al Khouri, Director, Goeconomica Philippe Welti, President of Swiss-Iran Chamber of Commerce &amp; Former Ambassador of Switzerland to Iran Hugo Sobral, Principal Adviser / Head of the Iran Task Force, European External Action Service - EEAS</p>
<b>16.00</b>	<b>Panel Discussion: A long term perspective of Iranian investment opportunities in the decades ahead</b> <ul style="list-style-type: none"><li>What are the Iranian's government's plans for further economic expansion?</li><li>What other industries can an investors and MNCs branch into?</li><li>How can investors and MNCs stay ahead of the curve with sanctions and other barriers?</li></ul> <p>Peter Meyer, CEO, The Middle East Association Dr. Mehrdad Sepahvand, Economic Advisor, Central Bank of Islamic Republic of Iran</p>
<b>16.40</b>	<b>Closing Comments from the Chairman</b>
<b>16.50</b>	<b>Thank you from IRN - End of Conference</b>

# DAY 3 - THURSDAY 23<sup>RD</sup> FEBRUARY - WORKSHOPS

These Workshop sessions will give participants the opportunity to learn and exchange in smaller groups, about key areas of business when it comes to the banking system in Iran. Designed for both international representatives and Iranian practitioners, they will shed light on how to do business and the legal frameworks in the Iranian economy.

## 08.00 Registration

### 09.00 Morning Workshop: How MNC's can do business within the remaining sanctions boundaries

- **The JCPOA: which Sanctions remain in force and which have been relieved?**
  - EU and U.S. primary & secondary sanctions approach
  - The U.S. General License "H"
- **Position banks from Iran (perspective of FATF)**
  - Legislation with respect to the Iranian financial sector
  - Banks with an \* on the OFAC SDN list
  - Supervision by the CBI
  - Technical challenges (i.e. software, SWIFT)
- **Transaction Due Diligence**
  - How to assess transactions and what to take into account
  - Product classification (civil, dual use or military)
  - Third party screening: How, what and why?
- **Other topics**
  - Attention points for specific sectors (offshore oil & gas, aerospace)
  - Attitude towards past violations of the sanctions
  - Questions & Answers

Speakers Include: Kees Lakerveld, International Payments Specialist, 2FX Treasury - Partner of Menas Associates

## 12.00 Lunch Break

### 13.00 Afternoon Workshop: Legal framework for joint-ventures and partnerships – A step by step guide to getting involved with an Iranian company

- **Foreign investment in Iran**
  - What are the areas of higher ROI
  - Digesting the Foreign Investment Promotion and Protection Act (FIPPA)
  - Investment policies in Iran
  - Analysing the tax regimes
- **On Plus Side**
  - Guarantees and Benefits for investors
- **Localisation**
  - What are the local institutions to contact?
  - Working with the local protection policies
- **Security and Fraud Prevention**
  - Anti-Money Laundering framework
  - Implication for your compliance department

## 16.00 End of Workshops



# IRN AND IRAN

Since 2014, IRN has been developing solid relationships with the industrial and financial sectors in Iran. Through hosting various successful Forums, IRN has been aiming at promoting Iran's potential in the energy and financial sectors, as well as bringing together the international community and the Iranian governmental bodies and companies, all eager to collaborate on development and optimisation projects within these sectors.

## PAST FORUMS SPONSORS:



...and many more

## IRAN OIL, GAS & ENERGY FORUM

With 3 editions hosted so far since 2014, and the 4<sup>th</sup> upcoming this autumn, this Forum has a proven track record of success: over 120 attendees gathered on each occasion to discuss developments in the exploration and production area in the region, as well as on the infrastructure needed to support increasing production levels. The Forum facilitates dedicated networking time for international and Iranian companies to explore future partnerships.

**600**  
**DELEGATES**  
**OVER THE PAST**  
**3 YEARS**



## IRAN INTERNATIONAL BANKING FORUM

The Iran International Banking Forum addressed the post-sanctions challenges facing Iranian banks as they reconnect to the international financial community. Sessions analysed the legal implications of partnerships between international and Iranian entities, explored technology required to achieve a smooth and successful reconnection, and shed some light on the industrial sector's concerns in regards to the banks' performances.

## SUPPORTERS OF IRN ACROSS THE IRAN FORUMS:



## PARTICIPANTS

- |  |   |   |
|--|---|---|
| Ministry of Petroleum                    | Gulf Energy   | Nardis Energy Project Company               |
| Ministry of Energy                       | Harris Pye  | National Gas Co                             |
| Ministry of Finance and Economic Affairs | Honeywell   | National Iranian Gas Company                |
| ABB                                      | Hurriyet  | National Iranian Gas Export Company (NIGEC) |
| ABB Automation LLC                       | International Association for Energy Economics & Turkish Association for Energy Economics | National Iranian Oil Company                |
| AMEC                                     | Iran's Chamber of Commerce, Industries, Mines & Agriculture (ICCIMA)                      | National Iranian South Oil Company          |
| Bank ABC                                 | Iranian Association for Energy Economics- IRAEE   | Naturelغاز                                  |
| BB Energy                                | Iranian Gas Institute   | Nureau Veritas Co.                          |
| BG Group                                 | Iranian Permanent Mission to International Organization                                   | Nutech Energy Alliance                      |
| BP EOC                                   | Iranian Society of Petroleum Engineering  | OMV   |
| Çalık Enerji                             | Iranian Society of Petroleum Geology  | Siemens                                     |
| Cape Regional Services                   | JKX Oil&Gas   | Socar Aqş                                   |
| DMCC                                     | Kayson Energy Company   | Solenta Aviation (Pty) Ltd                  |
| Caspian Offshore                         | Kin Tech Recruitment Limited  | Spiecapag                                   |
| Construction                             | Klemsan A. S.   | T5 Oil and Gas                              |
| Chevron                                  | Kogas   | Tekfen Construction and Installation        |
| Circle Maritime Invest                   | Korean National Oil Corporation   | The Linde Group                             |
| Dana Petroleum                           | Kosar Kish Law Firm   | Thuraya                                     |
| DEA Deutsche Erdoel                      | Lapp Cables Middle East   | Thyssen Petroleum                           |
| Dragon Oil                               | Lukoil  | Trelleborg Singapore                        |
| Egyptian Drilling Company                | Lynx Information Systems  | Wall Street Journal                         |
| Energy Amin Kasra                        | Maersk Oil & Gas  | Wartsila Gulf FZE                           |
| ENKA Insaat                              | Mahak Charity   | Wartsila Netherlands B.V.                   |
| Ernst & Young                            | Mari Petroleum Company  | Weir Group                                  |
| EthosEnergy                              | MEES  | Well Services Iran                          |
| GDF Suez                                 | Mitsui & Co   | ...and many more                            |
| GEP AFTP                                 |   |   |
| German Gas Company                       |   |   |
| Global Oil & Gas Center of Excellence    |   |   |
| Global Petro Tech                        |   |   |
| Gods Niro Enegineering Gray              |   |   |
| Mackenzie Engineering Services           |   |   |

## PARTICIPANTS

- |  |  |
|--|--|
| Amin Investment Bank                     | Deutsche-Iranische Handelskammer eV      |
| Arqaam Capital                           | ICCIMA- Education and Research Institute |
| Asian Bankers Association                | IHAG Investment Company                  |
| Bank of Karafarin                        | IHAG Trading company                     |
| Bank of Refah Kargaran                   | Lowood Alliance                          |
| Bank Pasargad                            | Middle East Bank                         |
| Bank Saman                               | World Trade Center Tehran (Iran)         |
| BlackBridge Associates                   | ...And many others                       |
| Central Bank of Islamic Republic of Iran |  |
| Commercial Bank International, UAE       |  |

# ABOUT IRN

International Research Networks is a business information group and elite organiser of senior level summits, forums, trainings, publications and high-profile business events. We provide delegates with a recognised sustainable competitive advantage through the provision of cutting edge information and innovative solutions.

We have dedicated Events in key portfolios, including Oil & Gas, Security, Infrastructure & Construction, Finance and Commodity Trading. We have been running, amongst other key events, the Annual Iran Oil, Gas & Energy Week, now in its 3rd edition.

The format of our Forums has been refined through in depth, systematic research with the industry to provide maximum benefit to our speakers, guests and event partners. Our carefully researched Summit programmes are combined with structured and relaxed networking sessions to provide a unique blend of knowledge sharing, networking, and benchmarking.

We have built up excellent relationships with senior level companies from across the world, and our contacts are the ones who help us shape every aspect of the agenda and experience of each IRN Event.

# 6

## YEARS

# 10,000+

## DELEGATES

# 1200+

## EXHIBITORS

# HOSTED IN

# 35

## CITIES



*Excellent opportunity to exchange experiences and have an overall view of the stage we are and possible improvements.*

**- Edison Spa**



*It was a great event which I thoroughly enjoyed being a part of*

**- Deutsche Bank**



*It was a great opportunity to get the latest and most up to date info about Iran in post JCPOA era.*

**- Bank Pasargad**

# COMPLIANCE

## A PROVEN FORMULA FOR SANCTIONS COMPLIANCE

Despite the achievement of Implementation Day, a significant program of US and EU sanctions persist. This compliant Iran business conference is dedicated to the open exchange of information derived from the personal experiences of expert speakers. The event organizer, IRN International, and its partners take sanctions regulations seriously, and have pursued all reasonable measures to ensure an environment of compliance for sponsors, speakers, and attendees. This includes the consultation of legal counsel in the United States and Europe and communication with the relevant authorities.

The US Treasury Office of Foreign Asset Control (OFAC) regulations that govern this event are reproduced below. We encourage you to take a look.

### » **§560.208 Prohibited facilitation by United States persons of transactions by foreign persons.**

Except as otherwise authorized pursuant to this part, and notwithstanding any contract entered into or any license or permit granted prior to May 7, 1995, no United States person, wherever located, may approve, finance, facilitate, or guarantee any transaction by a foreign person where the transaction by that foreign person would be prohibited by this part if performed by a United States person or within the United States.

### » **§560.417 Facilitation; change of policies and procedures; referral of business opportunities offshore.**

With respect to §560.208, a prohibited facilitation or approval of a transaction by a foreign person occurs, among other instances, when a United States person:

(a) Alters its operating policies or procedures, or those of a foreign affiliate, to permit a foreign affiliate to accept or perform a specific contract, engagement or transaction involving Iran or the Government of Iran without the approval of the United States person, where such transaction previously required approval by the United States person and such transaction by the foreign affiliate would be prohibited by this part if performed directly by a United States person or from the United States;

(b) Refers to a foreign person purchase orders, requests for bids, or similar business opportunities involving Iran or the Government of Iran to which the United States person could not directly respond as a result of the prohibitions contained in this part; or

(c) Changes the operating policies and procedures of a particular affiliate with the specific purpose of facilitating transactions that would be prohibited by this part if performed by a United States person or from the United States.

### » **§560.204 Prohibited exportation, reexportation, sale, or supply of goods, technology, or services to Iran.**

Except as otherwise authorized pursuant to this part, and notwithstanding any contract entered into or any license or permit granted prior to May

7, 1995, the exportation, reexportation, sale, or supply, directly or indirectly, from the United States, or by a United States person, wherever located, of any goods, technology, or services to Iran or the Government of Iran is prohibited, including the exportation, reexportation, sale, or supply of any goods technology, or services to a person in a third country undertaken with knowledge or reason to know that:

(a) Such goods, technology, or services are intended specifically for supply, transshipment, or reexportation, directly or indirectly, to Iran or the Government of Iran; or

(b) Such goods, technology, or services are intended specifically for use in the production of, for commingling with, or for incorporation into goods, technology, or services to be directly or indirectly supplied, transshipped, or reexported exclusively or predominantly to Iran or the Government of Iran.

### » **§560.410 Provision of services.**

(a) The prohibition on the exportation, reexportation, sale or supply of services contained in §560.204 applies to services performed on behalf of a person in Iran or the Government of Iran or where the benefit of such services is otherwise received in Iran, if such services are performed:

(1) In the United States, or

(2) Outside the United States by a United States person, including by an overseas branch of an entity located in the United States.

(b) The benefit of services performed anywhere in the world on behalf of the Government of Iran is presumed to be received in Iran.

(c) The prohibitions on transactions involving blocked property contained in §560.211 apply to services performed in the United States or by U.S. persons, wherever located, including by an overseas branch of an entity located in the United States:

(1) On behalf of or for the benefit of the Government of Iran, an Iranian financial institution, or any other person whose property and interests in property are blocked pursuant to §560.211; or

(2) With respect to property interests of the Government of Iran, an Iranian financial institution, or any other person whose property and interests in property are blocked pursuant to §560.211.

(d) Example. A United States person is engaged in a prohibited exportation of services to Iran when it extends credit to a third-country firm specifically to enable that firm to manufacture goods for sale to Iran or for an entity of the Government of Iran. See also §560.416.

### » **§560.210 Exempt transactions.**

(a) Personal communications. The prohibitions contained in this part do not apply to any postal, telegraphic, telephonic, or other personal communication that does not involve the transfer of anything of value.

(b) Humanitarian donations. The prohibitions of §§560.204 and 560.206 do not apply to donations by United States persons of articles, such as food, clothing, and medicine, intended to be used to relieve human suffering.

(c) Information or informational materials. (1) The prohibitions contained in this part do not apply to the importation from any country and the exportation to any country of information or

informational materials, as defined in §560.315, whether commercial or otherwise, regardless of format or medium of transmission.

(2) This section does not exempt from regulation or authorize transactions related to information or informational materials not fully created and in existence at the date of the transactions, or to the substantive or artistic alteration or enhancement of informational materials, or to the provision of marketing and business consulting services. Such prohibited transactions include, but are not limited to, payment of advances for information or informational materials not yet created and completed

(with the exception of prepaid subscriptions for widely circulated magazines and other periodical publications); provision of services to market, produce or coproduce, create, or assist in the creation of information or informational materials; and payment of royalties with respect to income received for enhancements or alterations made by U.S. persons to such information or informational materials.

### » **§560.554 Importation and exportation of services related to conferences in the United States or third countries authorized.**

(a) Subject to the restrictions in paragraph (c) of this section, the importation of Iranian-origin services into the United States or other dealing in such services and the exportation, reexportation, sale, or supply of services from the United States or by a U.S. person are authorized where such services are performed or provided in the United States by or for a person who is ordinarily resident in Iran, other than the Government of Iran, an Iranian financial institution, or any other person whose property and interests in property are blocked pursuant to §560.211, for the purpose of, or which directly relate to, participating in a public conference, performance, exhibition or similar event, and such services are consistent with that purpose.

(b) To the extent not otherwise exempt from the prohibitions of this part and subject to the restrictions in paragraph (c) of this section, the exportation, reexportation, sale, or supply of services directly related to the sponsorship by a U.S. person of a public conference or other similar public event in a third country that is attended by persons who are ordinarily resident in Iran, other than the Government of Iran, an Iranian financial institution, or any other person whose property and interests in property are blocked pursuant to §560.211, is authorized, provided that attendance and participation at the conference or other similar public event is open for the public and that the conference or other similar event is not tailored in whole or in part to or for Iran or persons who are ordinarily resident in Iran.

(c) This section does not authorize:

(1) Any release of technology or software to a person who is ordinarily resident in Iran; and

(2) The exportation, reexportation, sale or supply of services, or the importation of Iranian-origin services or other dealing in such services, related to the petroleum or petrochemical industries, energy development, crude oil or natural gas, pipelines, or the oil services industry.



# REGISTRATION FORM IRAN BUSINESS SYMPOSIUM

21-23 February 2017

The Renaissance Amsterdam Hotel, The Netherlands

## Sales Contract

Please complete this form and return to:

**Fax +44 (0) 20 7183 7945**

**Email: [registrations@irn-international.com](mailto:registrations@irn-international.com)**

## Registration Details

Name \_\_\_\_\_

Job Title \_\_\_\_\_

Email \_\_\_\_\_

Name \_\_\_\_\_

Job Title \_\_\_\_\_

Email \_\_\_\_\_

Name \_\_\_\_\_

Job Title \_\_\_\_\_

Email \_\_\_\_\_

Name \_\_\_\_\_

Job Title \_\_\_\_\_

Email \_\_\_\_\_

## Company Details

Organisation \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

City \_\_\_\_\_ Country \_\_\_\_\_

Tel \_\_\_\_\_

VAT Number \_\_\_\_\_

## Payment Method

CREDIT CARD

If paying by credit card then we will contact you by telephone to collect credit card details, please provide the telephone number you would like us to contact you on.

Tel: \_\_\_\_\_

Card Holder's Name \_\_\_\_\_

Last 4 digits of the card \_\_\_\_\_

Signature \_\_\_\_\_

*By signing I confirm I am the authorised signatory of the above card.  
I agree to IRN's Terms and Conditions and agree to IRN debiting my card.*

BANK TRANSFER

Payment terms within 5 working days

## Authorisation

Name \_\_\_\_\_

Date \_\_\_\_\_

Signature \_\_\_\_\_

## Fees

### Delegate fee per person

(Includes entry to all conference sessions, documentation, lunches, refreshments, admission to networking social events. Payment is required within 5 working days)  
\*All prices are in Euros (€)

	Conference only	With workshops
Standard Rate	2.195€ (+ VAT)	2.795€ (+ VAT)
Workshop Only	995€ (+ VAT)	
Documentation Only	350€ (+ VAT)	

Do you want your company to be advertised in the event brochure? YES

1/4 page	1/2 page	Full page
395€ (+VAT)	595€ (+VAT)	895€ (+VAT)

### Terms and Conditions

- The conference fee is inclusive of Conference documentation, entry to all conference sessions, lunches, refreshments and admission to all social networking events.
- International Research Networks Ltd. (IRN) requires full payment within 5 days of making a booking.
- Substitutions can be made at no extra charge up to 2 days before the event. Cancellations received in writing more than 7 days before the event will receive a full credit voucher. Credit vouchers cannot be issued for cancellations made less than 7 days before the event. Credit vouchers may be used for payment towards any future IRN event within the next 18 months.
- Upon signing this sales contract the customer commits to make payment in full. If the customer wishes to make a cancellation before payment has been made, the customer is still obliged to make payment in full, and will in turn receive a credit note of the equivalent price which will be applicable for 18 months for any IRN event, summit, conference or workshop.
- The customer agrees to make payment in full and the net amount must be received by IRN – any withholding tax or any other taxes are to be borne by the customer.
- IRN will make every reasonable effort to adhere to the conference package, but reserves the right to change date, location, content, speakers or topics if necessary. Any communication concerning the event shall not form part of the contract. If the event is cancelled for any reason the client shall receive a full credit voucher.
- The customer is wholly responsible for booking and paying for all travel, accommodation and other services associated with attendance at an event. Under no circumstances shall IRN be liable for any expenses incurred by the customer, even if the event is cancelled, postponed or modified in any way. It is agreed that the customer will only book such services where the customer has the right and ability to cancel these without cost or penalty and retains and accepts full responsibility to do so.
- IRN shall have no liability whatsoever for any indirect costs or expenses or any consequential losses howsoever incurred by the customer in any circumstances including for example, loss of profits, lost revenues, lost business opportunity, lost goodwill.
- IRN acts as an organiser and co-ordinator of the event and will sub-contract all presentation duties and all course materials and accepts no liability for the acts or commissions of its sub-contractors or for any aspect of the information, views or data presented at any event.
- In cases of late payment beyond 30 days, the client agrees that statutory interest will be charged on the outstanding balance. Statutory interest is due at 8% plus the Bank of England base rate.
- In cases where the customer registers at a reduced 'early booking' rate, should they not make payment before the expiration of the early booking rate, they will be obliged to pay the higher applicable later booking rate.
- Should legal enforcement be required, the client agrees that they will be liable for IRN's legal fees and debt recovery costs should the court find in IRN's favour. This is applicable to all legal proceedings including the small claims track.
- Events will be located within suitable conference venues in hotels, conference halls etc. IRN will use its reasonable endeavours to ensure that such premises are suitable and appropriate for such events but shall have no liability for accidents, inconvenience, theft, loss, damage, non-availability of facilities, or any other difficulty or loss at such event where this is beyond the reasonable control of IRN.
- Data Protection. The customer agrees that some data concerning the customer will be included within the delegate list. This list will be made available to selected third parties involved in the conference. Please advise IRN if you do not wish for your data to be included in that list.
- Force majeure. Under no circumstances shall IRN have any liability for any act, loss, damage, expense, mistake, omission or event which is outside its reasonable control.
- Severability. If any term is held to be invalid or unenforceable then that shall not prevent the remainder of this agreement from remaining valid.
- Governing law. This agreement shall be governed by the courts of England.

**REGISTER ONLINE AT [WWW.IRANSYMPIOSIUM.COM](http://WWW.IRANSYMPIOSIUM.COM)**



International Research Networks Ltd  
10-18 Vestry Street, 1<sup>st</sup> Floor, London, N1 7RE, UK

T: +44 (0) 20 7111 1615  
F: +44 (0) 20 7183 7945  
E: [info@irn-international.com](mailto:info@irn-international.com)  
[www.irn-international.com](http://www.irn-international.com)

**LONDON**



IRN - International