

## Investment Mission to Tehran, Iran 29 Feb – 1 March 2016

This international investment mission is meant for companies and individuals from across the globe that are interested in being provided with an insight into the benefits of investing in Iran and the rules and regulations that apply to foreign investors. Participants can also be provided with concrete investment opportunities within their fields of interest.

The mission is organized by East-West Trade & consulting in cooperation with Arjan Capital Ltd. and Men Investment Group 1.

### INVESTMENT DRIVERS



#### A suitable and sizeable consumer market

With a population of 80.8 million people, Iran has one of the most diversified economies in the Middle East and the world's largest untapped emerging market. The country ranks 18th in the world by purchasing power parity (PPP), with a Gross Domestic Product (GDP) of US\$ 406.3 billion, making the country the Middle-East's second-largest economy. This large population in the region not only provides a suitable market for foreign products but also can serve as a launching pad for re-export, production under license with lower labor and production costs (energy cost) aiming at other markets in the region.



#### Geographical diversity

Iran, a country with its continental climate, has at any given time over 40 degrees difference in temperature from one part to another. In terms of trade, this means not only an excellent tourist attraction and business but also a land of 4 season vegetables, fruits and natural products with ample sunshine and natural light for animal husbandry and crop production with much lower costs than in Europe and the Americas. This geographical diversity can be a great asset for foreign agricultures.



#### Transit corridor for Central Asia and other land locked countries

Another feature of Iran which makes it unique among the countries in the region is its position to serve as a corridor for export of Western products to Central Asia, Afghanistan, the Caucasus region and all land locked countries in that area. This provides a good transit corridor for particularly the export by sea which is more economical for heavy shipment. Conversely, Iran is a safe transit road for energy from the region to Europe from energy rich countries of Central Asia. This transit road is the most economical and logical route.



#### Safety and Security

Although it may seem a bit strange to talk about safety and security in the Middle East yet if one looks around the countries neighboring Iran, one can easily conclude that Iran is much safer for trade and business than many countries in the region.



#### Vast resources of oil and gas

The country has the distinction of holding the world's fourth-largest oil reserves and the second largest natural gas reserve, contributing to more than 20% of Iran's GDP. The Iranian oil industry is the oldest in the region and it enjoys both the energy resources and human expertise to work with them.



#### Privatization

Iran has a diversified economy consisting of public, cooperative and private sectors. The role of the latter is steadily increasing in priority due to recent reforms implemented to boost investments and social changes. More than 500 large companies have been privatized since 2006, enhancing the country's self-sustainability and increasing export opportunities. The Tehran Stock Exchange (TSE) has emerged as one of the best performing exchanges in the world over the last decade.



#### Re-engaging the Iranian market

The potential of Iran in emerging as a new economic superpower is being boosted by the increasingly likelihood of the UN, EU and even US sanctions being phased out in the coming year. The elimination of these international sanctions that had so far been crippling the Iranian economy will further integrate Iran internationally through better access to global markets. Consequently, a considerable surge in the country' inward Foreign Direct Investment is to be followed in the years to come.

### Draft program

#### 29 February

10:00 – 10:15	Welcoming remarks by Mr. Mohammad Reza Mashhadi of East-West Trade & consulting
10:15 – 11:00	Speech by high government official
11:00 – 12:00	<b>Transportation to the "Organization for Investment, Economic and Technical Assistance of Iran" (OIETAI)</b>
12:00 – 12:30	Welcoming speech - by a Director of OIETAI
12:30 – 13:30	Informative session regarding investment regulations, safeguard of investments and benefits of investing in Iran - by OIETAI
13:30 – 14:30	<b>Lunch</b>
14:30 onward	Visit to a large Iranian Bank – name to be announced

#### 1 March

09:00 – 09:30	Trade and financial compliance – By Mr. Gert Demmink, Founding Partner of Philip Sidney, a Dutch prominent (niche) consultancy firm specialized in risk management & (trade, AML & Sanctions) compliance
09:30 – 10:30	Experience sharing of a European multinational - By a large western company with years of experience in Iran, name of which to be announced
10:30 – 11:00	Sample investment transactions – By Mr. Andreas Schweitzer, Senior Managing Partner of Arjan Capital, a European and Tehran based financial and legal advisory firm with an active investment and management presence in Iran since 2005
11:00 – 11:30	<b>Break</b>
11:30 – 12:30	Technology Transfer opportunities – By Tech-Export Services Corridor, export support organization for Iranian high-tech and medium-tech companies
12:30 – 13:00	Presentation of concrete investment opportunities (tailored to participants' backgrounds) - By Novin Investment Bank
13:00 – 13:30	Investing through secondary market: the case of Iran focused investment funds - By Mr. Nicholas Masoud Gilani Senior Partner of Arjan Capital Ltd.
13:30 – 14:30	<b>Lunch</b>
14:30 onward	Interactive panel - Q&A session with Mr. Andreas Schweitzer, Mr. Gert Demmink, Mr. Nicholas Masoud Gilani and other experts

## 2 March onwards

From this date onwards, the programs are confidential and tailored to each participant's needs. The available services include:

- Matchmaking
- Establishment of JV
- Specific site visits
- Establishment of subsidiary
- Investment brokerage

## Costs & Registration

Participation fee per participant €3.500 (+VAT for Dutch companies). Price includes hotel (2 nights), food and local ground transportation (excluding flight) for the duration of the event from 29<sup>th</sup> of February through 1<sup>st</sup> of March. Any additional services required as of March 2<sup>nd</sup> onwards are not included.

### Early Bird discount

Early Bird discount of 15% applicable registrations and payments received on/before February 1<sup>st</sup> 2016.

### Cancelation

Cancelation fee of 50% applicable to cancelations received on/after February 1<sup>st</sup> 2016.

For additional information and registration, please contact East-West Trade & consulting:

Tel: +31 (0)70 7999121

Email: [info@eastwest-trade.com](mailto:info@eastwest-trade.com).

Registration until latest February 19<sup>th</sup> 2016 (maximum number of 30 participants)

---

### Disclaimer

The content of the aforementioned investment mission, such as speakers and timetable might be subject to minor changes due to local circumstances

---

## Our agents



### The Wing

Austrian based consultancy firm  
+43 677 617 800 85  
[a.sam.vakilli@hotmail.com](mailto:a.sam.vakilli@hotmail.com)



### DRST Consulting

London based consultancy firm  
+44 7 999 84 9999  
[daniel.riahi@drstconsulting.com](mailto:daniel.riahi@drstconsulting.com)