

ORGANISED BY:



IRAN BUSINESS SYMPOSIUM



21-23 February 2017

Amsterdam, Netherlands

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



NATURAL RESOURCES



CONSTRUCTION,
INFRASTRUCTURE &
TRANSPORTATION



CONSUMER
GOODS

TELECOMS, ICT &
E-BUSINESS



WATER,
AGRICULTURE &
COMMODITIES



SMEs, TOURISM & HOSPITALITY
AND PERMISSIBLE TRADE



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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, direct and indirect investments in Iran, payments, banking, joint ventures, free trade zones and how to form partnerships within the country. Highly focussed industry streamed sessions will cover sector specific opportunities within **natural resources, construction, infrastructure, transportation, consumer goods, water, agriculture, commodities, telecoms, ICT, e-business, permissible trade, SMEs and tourism & hospitality**. 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 a 5* venue in Amsterdam, 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

18th

Largest economy in the world (2011)

13.3%

University level educated population

73%

Urbanisation rate

\$43
BILLION

Foreign Direct Investment Stock in Iran (2015)

13th

Largest automotive manufacturer (2011)

4th

Largest proved crude oil reserves

2nd

Largest natural gas reserves

8th

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 PARTNER

thebusiness|year

watargas.it
Comunità per tecnici professionisti industria acqua e gas
GasAgenda

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SPEAKERS OF THE SYMPOSIUM



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



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



CommoditEdge
Nicholas Masoud Gilani
Chief Investment Officer



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



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



Goeoeconomica
Riad al Khouri
Director, Middle East



Capital Squad
Masoud Marandi
Managing Partner



Arjan Capital
Andreas Schweitzer
Senior Managing Partner



KUBO Greenhouse Projects
Henk van Tuyl
Export Manager



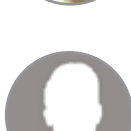
OrientSwiss
Mehrzad Khoi
CEO



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



**Stratégies et Politiques
Énergétiques**
Francis Perrin
President



Iranian Oil Terminals Company
Mojtaba Avazzadeh
Head of Public Relations



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



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



BlackBridge Associates
Nima Obbohah
Managing Partner & Co-
Founder



The Middle East Association
Peter Meyer
CEO



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



Arjan Capital
Dr. Holly Akhlaghi
Partner



**Iran-Netherlands Business
Council**
Majid Haji Ahamdi
Vice President



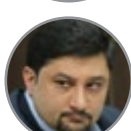
Arqaam Capital
Lemer Salah
Associate Director



**Iranian Seed Producers
Association**
Faramarz Saadat
Vice President



OMV UK
Hadi Alviri
Project Finance & Economics



Iran Feed Industry Association
Majid Movafegh Ghadiri
Chairman of the Board



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



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



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



Karma
Faty Amir Soleimani
Founder and Managing
Director



innogy / RWE
Paul van Son
Chairman MENA & Turkey



OIETAI (Invited)
Ahmad Jamali
General Director



Masar Smart Energy
Mohamed El-Fataty
Founder & CEO



**Agriculture Jihad Ministry
(Invited)**
H. E. Mahmoud Hojjati
Minister



**Ministry of Industry, Mine
& Trade**
Senior Representative



Ministry of Petroleum
Senior Representative



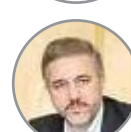
**Ministry of Roads &
Urban Development**
Senior Representative



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






OIETAI (Invited)
Mohammad Khazaei
Deputy Minister of Finance
for International Trade &
President



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

DAY 1 – TUESDAY 21ST FEBUARY

| | | | |
|-------|---|--|--|
| 08.00 | Registration and Coffee | | |
| 08.50 | Official Opening of the Summit by IRN | | |
| 09.00 | Opening Comments from the Chairman | | |
| 09.10 | Opening speeches from the following Iranian Government Ministries and Organisations: <ul style="list-style-type: none"> Central Bank of Iran Ministry of Economic Affairs & Finance Organization for Investment, Economic & Technical Assistance Ministry of Industry, Mine & Trade <p>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 Senior Representative, Ministry of Economic Affairs & Finance Senior Representative, Ministry of Industry, Mine & Trade</p> | | |
| 09.30 | Presentation: What does the Trump Presidency mean for business with Iran <ul style="list-style-type: none"> Every cloud has a silver lining How to ensure you can successfully and securely operate in the US while still pursuing an Iran business strategy Potential changes to regulations and realistic timeframes for any change | | |
| 10.00 | Presentation: Highlighting investment opportunities in Iran <ul style="list-style-type: none"> How to invest in Iran and prosper off a welcoming economic environment Exploring current and future prospects catered to multiple industries and businesses How to secure opportunities ahead of your competitors <p>Ahmad Jamali, General Director, OIETAI (Invited)</p> | | |
| 10.30 | Business Networking Break <i>During the networking break, there will be an area dedicated to pre-arranged 15 minute meetings. Attendees wishing to arrange meetings with other attending companies, colleagues or speakers can book these online.</i> | | |
| 11.30 | Presentation: Navigating Iran's Banking System <ul style="list-style-type: none"> How can international companies make and receive payments in Iran without difficulty Trade Finance: how to ensure your transactions will run smoothly How to make risk management an area of excellence in your company <p>Nima Obbohat, Partner and Managing Director Iran, Arthur D. Little Dr. Mostafa Beheshti Rouy, Bank Pasargad, Asian Bankers Association, Member of the Board Dr. Mehrdad Sepahvand, Economic Advisor, Central Bank of Islamic Republic of Iran</p> | | |
| 12.00 | Panel: Understanding remaining sanctions: what can and can't be done? <ul style="list-style-type: none"> When investing in Iran, what precautions must be taken? How can foreign investors get information on specific legal and due diligence procedures vis-à-vis sanctions? How can companies prepare for the commercial opportunities as sanctions continue to ease? <p>Dr. Holly Akhlaghi, Partner, Arjen Capital</p> | | |
| 12.30 | Presentation/Panel: An overview of Iran's legal framework for international investors <ul style="list-style-type: none"> How Iran's legal and regulatory environment is transforming towards a more hospitable atmosphere for business. How best can a MNC be clear and well-rehearsed in following legal and regulatory measures Understanding specific legal and due diligence procedures when dealing with Iran <p>Dr. Holly Akhlaghi, Partner, Arjen Capital</p> | | |
| 13.00 | Lunch Break | | |
| | Stream A Panels | Stream B Panels | Stream C Panels |
| | Natural Resources  | Construction, Infrastructure & Transportation  | Consumer Goods  |
| 14.00 | Oil & Gas: <ul style="list-style-type: none"> Update on new phases of South Pars: projected supply increases Update on improvements to the "buy back" terms for new entrants Will Iran's production and exports have a significant bearing on energy security and risks in global prices? <p>Mashallah Tabejamaat, Senior Advisor to Minister of Energy & Director General, Ministry of Energy, Iran H.E Alireza Daemi, Deputy Minister of Planning and Economic Affairs, Ministry of Energy, Iran Senior Representative, Ministry of Petroleum Senior Representative, National Iranian Oil Company Hadi Alviri, Project Finance & Economics, OMV</p> | Construction: <ul style="list-style-type: none"> 6.1% growth on average over the next five years – is Iran the next emerging construction market? Existing opportunities to invest in over 50 hotel construction projects Exploring opportunities in the supply chain; building materials, equipment, and cutting-edge construction technologies <p>Senior Representative, Ministry of Roads & Urban Development</p> | Automotive: <ul style="list-style-type: none"> Assessing preferences for western products from local consumers: further opportunities in sales and production Unique opportunities within Iran's second most active industry after its oil & gas sector Will improved financing for infrastructure projects support the commercial vehicle segment? <p>Senior Representative, Ministry of Industry, Mine & Trade</p> |




DAY 1 – TUESDAY 21ST FEBRUARY (CONTINUED)

| | | | |
|-------|--|--|--|
| 15.00 | Petrochemicals: <ul style="list-style-type: none"> Iranian government projections: total petrochemicals output expected to reach 54.7mn tonnes in FY2016/17 Assessing the Iraning Governmental plans to increase output capacity to 150 million metric tons a year by 2026 Update on the completion of the Olefins petrochemical complex projects <p>Senior Representative, Ministry of Petroleum Senior Representative, National Petrochemical Company</p> | Infrastructure: <ul style="list-style-type: none"> Lifting of sanctions: Creating a positive impact on Iran's capability to finance infrastructure projects Growing demand for redeveloping Iran's roads, airports, seaports and railway lines Update on Rasht-Astara railway project: room for private investors? <p>Senior Representative, Ministry of Roads & Urban Development Senior Representative, Ministry of Infrastructure</p> | FMCG and Durables: <ul style="list-style-type: none"> With a large, young and well educated population, will this be one of the fastest growing sectors in Iran? Popularity of international food and beverage brands – a new market for MNCs? Will the luxury sector find a new home in the Middle East? <p>Senior Representative, Ministry of Industry, Mine & Trade</p> |
| 16.00 | Business Networking Break <i>During the networking break, there will be an area dedicated to pre-arranged 15 minute meetings. Attendees wishing to arrange meetings with other attending companies, colleagues or speakers can book these online.</i> | | |
| 16.30 | Renewable Energy: <ul style="list-style-type: none"> Power Generation: 5GW of electricity from renewable sources by 2020 Iran's plans to launch first \$12bn tender to bring in green investment Exploring investment opportunities in the wind energy sector with existing manufacturing and production capabilities <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 Paul van Son, Chairman MENA & Turkey, iinogy/RWE Mohamed El-Fatraty, Founder & CEO, Masar Smart Energy</p> | Transportation: <ul style="list-style-type: none"> Iranian plans to build seven new international airports over the next decade – how you can get involved Freight Transport & Shipping: Update on 'One Belt One Road' project The International North–South Transport Corridor: how will this new route be an alternative to Suez Canal? <p>Senior Representative, Ministry of Roads & Urban Development</p> | Electronic Goods: <ul style="list-style-type: none"> Computers: opportunities for notebook and tablet vendors AV And Gaming Devices: Room for performance in this growth market? Mobile Phones: low smartphone penetration presents a significant opportunity to vendors <p>Senior Representative, Ministry of Industry, Mine & Trade</p> |
| 17.30 | Closing Comments from the Chairman | | |
| 17.35 | Networking Reception | | |
| 18.35 | Gala Dinner | | |

BUSINESS via
MATCHING



DAY 2 - WEDNESDAY 22ND FEBUARY

| | | | |
|--|--|---|--|
| 08.00 Registration and Coffee | | | |
| 08.50 Opening Comments from the Chairman | | | |
| | Stream A Panels Water, Agriculture & Commodities  | Stream B Panels Telecoms, ICT & E-Business  | Stream C Panels SMEs, Tourism & Hospitality and Permissible Trade  |
| 09.00 | Water: <ul style="list-style-type: none"> How irrigation will transform and evolve the agricultural sector of Iran Demand for investments in irrigation technology presents significant financial opportunities Water Management: new investments needed to alleviate water shortages Senior Representative, Ministry of Energy Peter Meyer, CEO, The Middle East Association | Telecommunications: <ul style="list-style-type: none"> How investing in Iran's telecoms can provide a major competitive advantages to investors and MNCs Are there opportunities to introduce 5G data services in Iran? Increasing availability of mobile services and its impact on growth in the wireline segment Senior Representative, Ministry of Industry, Mine & Trade | SMEs: <ul style="list-style-type: none"> As the backbone of most economies, what opportunities are there for investors within Iran's SME sector? What are Iranian SMEs looking for from foreign investors? How can the government be a broker between SMEs and foreign investors? Mehrzad Khoi, CEO, OrientSwiss |
| 10.00 | Agriculture: <ul style="list-style-type: none"> Iran: the next major market for fish farming technology? Green Houses: opportunities for investors to produce and export in joint ventures Plans to improve irrigation and seed technology already attracting new investors H.E. Mahmoud Hojjati, Minister of Agriculture Jihad H.E. Jahangir Arab, Deputy Minister of Agricultural Jihad for Horticultural Department Henk van Tuyl, Export Manager, Kubo Greenhouse Projects | E-Commerce: <ul style="list-style-type: none"> Effect of lifting of sanctions: Western companies can expect a thriving Iranian e-commerce industry Market dynamics: Over one-third (39%) of Iranians shopping online at least once a month Online payment systems and credit cards - high value targets for potential investors Mehrzad Khoi, CEO, OrientSwiss Faty Amir Soleimani, Founder and Managing Director, Karma Senior Representative, Ministry of Information & Communications Technology | Tourism & Hospitality: <ul style="list-style-type: none"> Is the tourism sector on the verge of a major windfall? What is driving internal tourism making it a significant market? What companies are already involved in Iran's hotels and hospitality industry? Nicholas Masoud Gilani, Chief Investment Officer, CommoditEdge |
| 11.00 | Business Networking Break During the networking break, there will be an area dedicated to pre-arranged 15 minute meetings. Attendees wishing to arrange meetings with other attending companies, colleagues or speakers can book these online. | | |

BUSINESS MATCHING ^{via}



DAY 2 - WEDNESDAY 22ND FEBUARY

(CONTINUED)

| | | | |
|--------------|---|---|---|
| 12.00 | Commodities: <ul style="list-style-type: none"> Will the next commodities rally begin in Iran? Iran's export of agricultural products has grown in term of both value and weight What can traders gain from Iran opening up? <p>Senior Representative, Ministry of Industry, Mine & Trade Nicholas Masoud Gilani, Chief Investment Officer, CommoditEdge H.E. Mahmoud Hojjati, Minister of Agriculture Jihad</p> | ICT: <ul style="list-style-type: none"> What are the potentials opportunities from investing in Iran's ICT sector? With a young and well educated population, how can investors leverage such assets in ICT? Is there space for cloud computing? <p>Senior Representative, Ministry of Information & Communications Technology Mehrzad Khoi, CEO, OrientSwiss Masoud Marandi, Managing Director Capital Squad</p> | Permissible Trade: <ul style="list-style-type: none"> What types of goods and services are allowed within historical sanctions? Without the burden of sanctions, how large will these types of trade become? Rugs and Caviar: a gap in the luxury market? <p>Senior Representative, Ministry of Industry, Trade and Mines</p> |
| 13.00 | Lunch Break | | |
| 14.00 | Insurance and Reinsurance in Iran <ul style="list-style-type: none"> Analysing present domestic insurance and reinsurance capacity Remaining sanctions regime and its position on international insurance and reinsurance firms operating in Iran Opportunities within Iran's oil and gas sector for the insurance and reinsurance industry | | |
| 14.30 | Panel Discussion: Direct vs Indirect investing in Iran <ul style="list-style-type: none"> How to find the right local partners when deciding how to invest your money When is it better to pool your investments than going it alone and vice versa? What kind of support is out there to help make these decisions? <p>Andreas Schweitzer, Senior Managing Partner, Arjan Capital Lemer Salah, Associate Director, Arqaam Capital</p> | | |
| 15.00 | Business Networking Break <i>During the networking break, there will be an area dedicated to pre-arranged 15 minute meetings. Attendees wishing to arrange meetings with other attending companies, colleagues or speakers can book these online.</i> | | |
| | BUSINESS MATCHING <small>via</small>  | | |
| 15.30 | Presentation/Panel: Understanding free trade zones and assessing the right option for your business <ul style="list-style-type: none"> How are free trade zones a huge opportunity for MNCs to invest in a major emerging market? What can be learned from current investors and companies on the ground in Iran? Kish, Qeshm, Arvand and others - which is the best location for your company? <p>Senior Representative, Centre for Free and Special Economic Zones Iran</p> | | |
| 16.00 | Panel Discussion: The Geopolitics of Investing in Iran <ul style="list-style-type: none"> What does the Donald Trump Presidency mean for Iran and for investors? What can we expect from a re-elected Rohani administration? Or from a new one? How will the rest of the region react to an economically strong Iran? <p>Francis Perrin, President, Stratégies et Politiques Energétiques Riad al Khouri, Director, Geoeconomica H.E. Susanna Terstal, Ambassador of the Netherlands to the Islamic Republic of Iran (Invited)</p> | | |
| 16.30 | A long term perspective of Iranian investment opportunities in the decades ahead <ul style="list-style-type: none"> What are the Iranian's government's plans for further economic expansion? What other industries can an investors and MNCs branch into? How can investors and MNCs stay ahead of the curve with sanctions and other barriers? <p>Mohammad Khazaei, Deputy Minister of Finance International Trade, OIETAI (Invited) Majid Haji Ahamdi, Vice President, Iran-Netherlands Business Council Peter Meyer, CEO, The Middle East Association</p> | | |
| 17.00 | Closing Comments from the Chairman | | |

DAY 3 – THURSDAY 23RD FEBUARY – 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

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



NETWORKING THROUGH OUR MATCHING APP

Pre-schedule 15 minute meetings with other attendees to meet during the dedicated breaks on Day 1 and Day 2.

Business matching will be done through an easy-to-use technology platform: Jublia combined with a personalised service to help maximise your networking opportunities.

We know that making business connections is one of the reasons why Iran Business Symposium is the go-to event for doing business in Iran. This process will be made easier thanks to this new – and complimentary – service we are introducing.



YOU WILL BENEFIT GREATLY FROM BUSINESS MATCHING IF YOU WANT TO NETWORK AND:

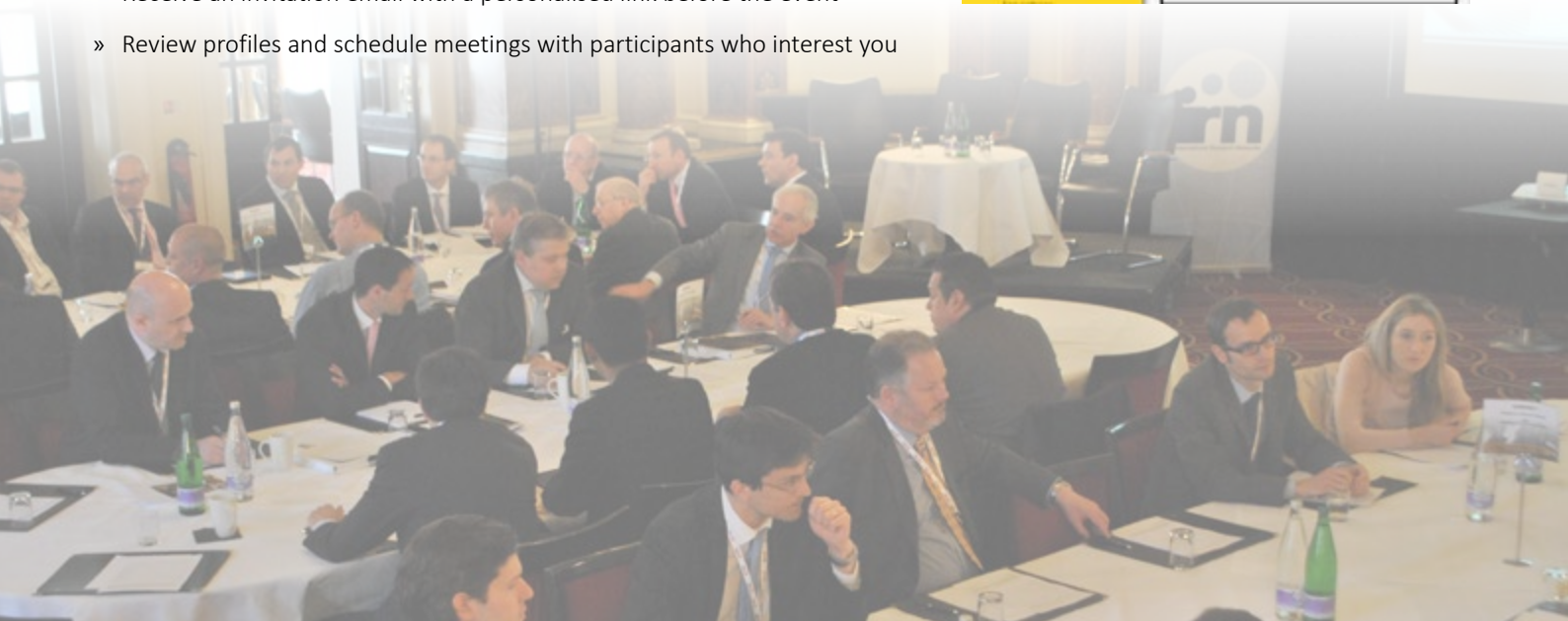
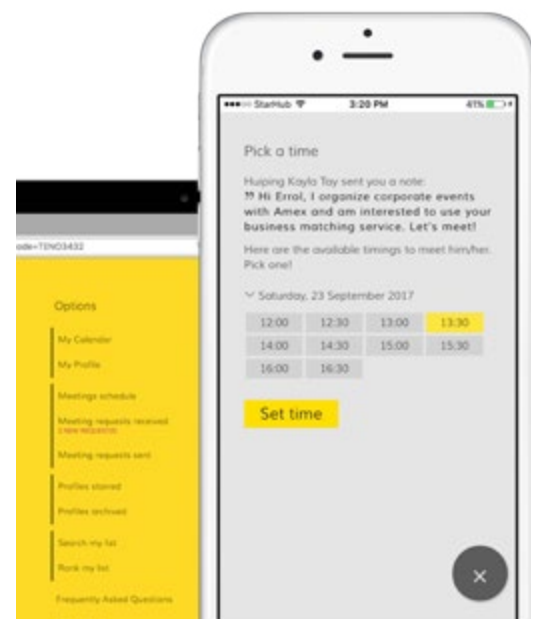
- » Forge lucrative partnerships and collaborations for business
- » Find potential clients to buy your services and products
- » Benchmark providers for a specific project
- » Broaden your personal network to advance your career

HOW WILL THIS PLATFORM BENEFIT ME?

- » Rank other participants in accordance to their relevance to you
- » You will have your own Concierge who will provide quick and timely assistance
- » The platform is accessed with a click from your email (no downloads needed)

HOW DOES THIS PLATFORM WORK?

- » Receive an invitation email with a personalised link before the event
- » Review profiles and schedule meetings with participants who interest you



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 4th 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 | Economics | National Iranian South Oil Company |
| Bank ABC | Iran's Chamber of Commerce, Industries, Mines & Agriculture (ICCIMA) | Naturel Gaz |
| BB Energy | Iranian Association for Energy Economics- IRAEE | Nureau Veritas Co. |
| BG Group | Iranian Gas Institute | Nutech Energy Alliance |
| BP EOC | Iranian Permanent Mission to International Organization | OMV |
| Çalık Enerji | Iranian Society of Petroleum Engineering | Siemens |
| Cape Regional Services | Iranian Society of Petroleum Geology | Socar Aqs |
| DMCC | JKX Oil&Gas | Solenta Aviation (Pty) Ltd |
| Caspian Offshore Construction | Kayson Energy Company | Spiecapag |
| Chevron | Kin Tech Recruitment Limited | T5 Oil and Gas |
| Circle Maritime Invest | Klemsan A. S. | Tekfen Construction and Installation |
| Dana Petroleum | Kogas | The Linde Group |
| DEA Deutsche Erdoel | Korean National Oil Corporation | Thuraya |
| Dragon Oil | Kosar Kish Law Firm | Thyssen Petroleum |
| Egyptian Drilling Company | Lapp Cables Middle East | Trelleborg Singapore |
| Energy Amin Kasra | Lukoil | Wall Street Journal |
| ENKA Insaat | Lynx Information Systems | Wartsila Gulf FZE |
| Ernst & Young | Maersk Oil & Gas | Wartsila Netherlands B.V. |
| EthosEnergy | Mahak Charity | Weir Group |
| GDF Suez | Mari Petroleum Company | Well Services Iran |
| GEPAFT | MEES | ... |
| German Gas Company | Mitsui & Co | ... |
| Global Oil & Gas Center of Excellence | | ... |
| Global Petro Tech | | ... |
| Gods Niro Engineering 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 | ... |
| 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 | Amsterdam, Netherlands

Sales Contract

Please complete this form and return to:

Fax +44 (0) 20 7183 7945

Email: 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 |
|--|-----------------|----------------|
| Early Bird by 30 th November | 1.995€ (+ VAT) | 2.595€ (+ VAT) |
| 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.IRANSYMPOSIUM.COM



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