

Post Sanctions Iran Investment Summit

March 2016 / To be confirmed

ORGANISED BY



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Day One - March

08:00 Registration & Coffee

08:50 Chairman's Welcome & Introduction

09:00 **Investment Environment from a Private Sector Perspective: With Case Study on Practical Approaches in the Metal Mining Sector**

- Due diligence on securing local partnership
- Negotiating & matching the needs of local and foreign partners
- Culture of doing business in Iran
- Approval process and procedures/ permit to operate and trade
- Obstacles with international trade and how soon to trade liberalization?
- On the ground challenges: labor/skilled worker, minimum wage guideline, land issues

Focus on Metal Mining Sector

- Sector overview and market advantage
- Opportunities and challenges for investment: exploration & trading
- Setting-up business in the metal mining sector: practical approaches & pitfalls to avoid

10:30 Discussion followed by Refreshment Break

11:00 **Opportunities in Post-Sanctioned Iran's Hydrocarbons (Upstream & Downstream) Industry**

- Update on the current oil, gas, and petrochemical Sectors in Iran
- Where are the potentials for foreign investment in Iran's upstream hydrocarbon industry?
- Downstream oil and gas: Huge investment is required for Refining, LNG & other infrastructure
- Petrochemical industry: What is Iran doing with its long list of Petrochemical Projects?

11:45 **Revival of the Shipping & Logistics Sector**

12:30 Discussion followed by Networking Lunch

14:30 **Exploring Trade & Investment in Iran: Business Exploratory Issues**

- JCPOA, Implementation Timeline & Changes going forward in terms of Sanctions
- Foreign Investment & Trade Laws
- Commercial & Business Structures, Forming JV/Partnerships
- Managing Fund Repatriations and etc.

17:00 Discussion followed by End of Day 1

Day Two - March

09:00 Chairman's Introduction

09:10 **Venture Capital: Riding the Wave of New Ventures in Iran?**

- Opportunities & Challenges of Start-up VC firms and/or Investing in Existing VC firms in Iran
- Key Commercial Players & Approaches to VC Investing
- Case studies from key sectors E.g. E-Commerce & Telecoms, Advertising & etc

09:45 **Iran's Real Estate Sector: Expectations & Opportunities**

- Opportunities for investors and obstacles to be addressed
- Supply, demand, costs, types, locations, future trends of:
 - Hotel
 - Office
 - Retail
 - Residential
 - Industrial

10:30 Discussion followed by Refreshment Break

11:00 **Fundamental Changes & Opportunities in Iran's Cement, Clinker & Steel Market after Lifting of Sanctions**

- Infrastructure/government projects and impetus for the construction sector post sanctions
- Demand vs. capacity of cement, clinker and steel
- Opportunities for trade and investment

11:35 **Telecoms & E-commerce Sector Outlook**

12:10 Final Discussion followed by Networking Lunch

14:00 End of Conference

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WHO WILL ATTEND:

Chief Executives, Presidents, VP/Directors & Heads of MNCs, Regional & National corporations Including Heads of Business Development, New Ventures, Finance and In house Legal Counsels Teams involved in Industry Regulations and Risk

Program details published herein are confirmed as at 12/10/2015. Please visit <http://www.cmtevents.com/main.aspx?ev=151142> for latest information on speakers & topics.