

## Day One - 11 April 2016, Monday

ترجمه هم زمان انگلیسی به فارسی  
Simultaneous English - Persian translation provided

09:00 Chairman's Welcome & Introduction  
*Mr. Yousef Raeisi, Chairman of the Board  
Pak Ab Sabalan Mineral Water Co. (Vata)*

09:10 **Iranian's PTA, PET & Polyester Industry Outlook**

- Growth and domestic consumption
- Opportunities & challenges in the petrochemical/PET industry post sanctions
- Product innovations and market trends
- Outlook & strategies

*Mr. Saeid Emami, STPC R&D Manager  
Shahid Tondgooyan Petrochemical Company*

09:40 **Vata's Perspective: Strategies for Success in the Bottled Water Industry in Post Sanctions Iran**

- Snapshot of the water/beverage sector
- Packaging cost and challenges
- Industries respond to PET packaging trends and innovations
- Competitiveness and challenges with more entry of brands in the sector in the near future

*Mr. Yousef Raeisi, Chairman of the Board  
Pak Ab Sabalan Mineral Water Co. (Vata)*

10:10 **Challenges & Opportunities in Iran's Preform Market**

- Market demand vs. production output
- Cost components of producing a PET bottle in Iran
- Raw materials and technology constraints

- Drivers for the PET packaging sector
- Key operational challenges that needs to be addressed in the near future

*Mr. Hamid Reza Sadeghi  
Quality Assurance Manager  
Khoshform Toos Co*

10:40 Discussion followed by Refreshment Break  
**Hosted by**



11:10 **Iran's PET Position in the Regional and Global Trade Flows**

- Situation pre-sanctions vs. post-sanctions
- More resins in the market: how will it tilt the balance?
- Competitiveness and pocket of opportunities for export
- Credit insurance situation and trade barriers eg. duty, freight, logistics

*Mr. Mohammad Sadegh Rahimian, CEO  
Red Tree Trading*

11:40 **Iran's Dairy Sector & Recycling Developments in PET: Pegah's Approach**

*Engr. Mousavi, Consultant  
Pegah Dairy Packaging Industries Co.*

11:10 **Innovations in Aseptic PET Filling & Bottling Technology**

- PET growth in Iran
- Packaging trends and innovations
- Sidel's Modular Architecture
- Product Safety
- Barrier packaging solution in PET

*Mr. Harbinder Kathuria  
Regional Commercial Director,  
Greater Middle East and Africa Zone  
Sidel Greater Middle East & Africa (GMEA)*

12:40 Discussion followed by Networking Lunch  
**Hosted by**



13:55 Chairman's Introduction  
*Mr. Mohammad Sadegh Rahimian, CEO  
Red Tree Trading*

14:00 **Operating in a Credit Driven Market: How to Reduce Trade & Business Risks in Iran**

- Credit facility and insurance
- Partnership with foreign export credit agency

*Mr. Arash Shahraini, Board Member  
Export Guarantee Fund of Iran (EGFI)*

14:30 **Doing Business in Iran: What are the Pitfalls to Avoid?**

- Overview of the foreign investment law
- Incentives from government: tax exemptions, ownership of land, etc.
- Impact of sanctions removal on trade liberalization and investments
- Remitting profits out of Iran
- Tax structure and requirements
- Guidelines to establishing a company in Iran

*Mr. Farid Kani, Senior Associates  
Atieh Associates Law Firm*

15:00 **Latest Development on Injection Preform Systems**

*Mr. Moraldo Masi, Business and Sales Manager, PET B.U. - Beverage Division  
Sacmi*



15:30 Discussion followed by Refreshment Break

16:00 **Polymer revamps and PETG from CHDM**

*Mr. Joerg Hamann, Technology Manager/  
Member of Managing Board  
EPC Engineering Consulting GMBH*



16:30 **How Closure Innovation allows Lightweight Packaging?**

*Mr. Volker Spiesmacher  
Marketing Director  
Bericap Holdings GmbH*

17:00 Discussion followed by End of Day One

## Day Two - 12 April 2016, Tuesday

09:00 Chairman's Introduction  
*Mr. Michael Streng, Director of Polymer Technologies & Member of Management Board  
EPC Engineering Consulting GmbH*

09:10 **Versatility of Glycol-modified PET & New Developments in PET Specialty Resins for Film & Sheet Application**

- Film extrusion: PETG as sealing layer, in medical device packaging, furniture lamination film and card films
- Sheet extrusion: PETG heavy gauge sheet in construction, PoS and deep drawing

- Potential for Iran's market  
*Mr. Volker Siebott*  
*Commercial & Sales Director*  
*Selenis Portugal, S.A.*
- 09:40 **Pushing the Limits of Extrusion – Customized Melt Properties with MRS Technology**  
*Mr. Ralf Altepeter*  
*Manager (Technical Sales)*  
*Gneuss Kunststofftechnik GmbH*
- 10:10 **Iran's Polyester Sector Demand & Export Opportunities**
- Brief introduction of Polyacryl Iran Corporation (PIC)
  - Production technology, capacities of DMT, POY and Staples plants.
  - Global polyester trends including production and capacities, countries and regions.
  - Iranian trends including producers and capacities of polyester POY, Staple and Top manufacturers based on states and regions.
  - Iran export and import trends in past 3 years.
  - Iran consumption and market trends.
  - A survey study on Iraq and CIS countries polyester fiber and yarn trends
- Mr. Farzad Khozemieh*  
*Assurance Manager*  
*Polyacryl Iran Corporation*
- 10:40 Discussion followed by Refreshment Break

- 11:10 **PET-Upcycling, using the LSP-Process (Liquid State Polycondensation)**
- Characteristics of the new LSP-Process and differences to the commonly used SSP-Process for PET improvement
  - P:REACT – Basic functions and handling of the PET-Reactor
  - Findings from field testing at a German customer (PET-Fiber-Manufacturer):
- PET improvement of various production-scrap from the production-line
  - Characterization of the r-pellets and processability for new fibers
  - Handling of P:REACT and energy balance
- Mr. Daniel Szymanek*  
*Area Sales Manager*  
*NGR - Next Generation Recyclingmaschinen GmbH*



- 11:40 **Ecodry System - New Integrated Solutions for the Cooling of PET, Packaging and Beverage Industries**
- Process control & cooling: Efficiencies and cost reductions for PET**
  - Cooling systems for PET and the beverage Industry:**
    - More productive, efficient and safe systems
    - Reducing carbon footprint and water consumption
    - Low environmental impact? Is it possible today?

- Beverages: More efficient system by eliminating the use of ammonia  
*Mr. Nizar Ben Ammar*  
*Regional Manager (Africa & ME)*  
*Frigel Firenze*

- 12:10 **Integrated PET processing: technological advancements and solutions innovation**  
*Mr. Pierino Martinato*  
*Senior Key Account Manager*  
*- Preforms and Closures*  
*Piovan Spa*

**Piovan**

Customers. The core of our innovation

- 12:40 Final Discussion followed by Closing Lunch  
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- 14:00 End of Conference

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**“How soon will Iran’s PET sector be integrated into the global market?”**

The packaging sector in Iran is expected to grow and accelerate. With its near 80 million population, strong middle class consumerism and purchasing power there is a rush to invest in Iran's food and beverage packaging, driven by increased investment in food processing and demand for water, juice and other type of beverages.

For the PET industry, it is an opportunity for investments and expansions. As the potential market open doors for trade and business, the PET packaging sector is one area to gain momentum post sanctions. With the wave of change hitting Iran, foreign investors are already in preparation mode by setting-up company in Iran whilst waiting for the removal of the sanction. With feedstock advantage, how will the resin trade shift from and to Iran? How will the beverage and food packaging sector grow with foreign brands entering the market? What are the avenues for innovations as converters set-up operations in Iran?

First and only PET conference in Iran, join CMT's Iran PET for a timely briefing to assess and gain from the most exciting market of the decade!

**Highlights**

- Status of the PTA & PET resin and export opportunities post sanctions
- Packaging and production cost of PET in the water and beverage sector
- Competitiveness of Iran's PET trade and barriers to export
- Pegah's approach to PET recycling and trends in the dairy sector
- Versatility of PETG & functionality of specialty resins for film & sheet applications
- Innovations in aseptic filling & bottling technology, including trends in non-alcoholic beer
- Polyester market outlook and opportunities for export
- Impact of sanctions removal on trade liberalization and investments
- Reducing business risk and operating in a credit driven market
- Technology updates from Frigel, NGR, Gneuss, Sidel, etc.
- Perspectives from leading Iranian companies: STPC Iran, Pak Ab Sabalan Mineral Water Co., Pegah, RTT, etc.

*And more!*

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