Gain strategic insights from industry decision-makers on successfully doing business in Iran in a compliant manner

IRAN
Trade and Investment Forum

23rd – 24th January 2018
Steigenberger Hotel Berlin, Germany

OPENING KEYNOTE ADDRESS:
H.E. Ali Majedi
Ambassador
Islamic Republic of Iran in Germany

BENCHMARK AND GAIN PRACTICAL GUIDANCE ON DOING BUSINESS IN IRAN FROM:

- AloPeyk (UK)
- Arjan Capital Ltd (UK)
- Cardinal Health (Switzerland)
- DF Deutsche Forfait AG (Germany)
- Eaton Industries Manufacturing GmbH (Switzerland)
- Novo Nordisk (Iran)
- PartnerRe Ltd (Switzerland)
- Serkland Invest (Sweden)
- Syniverse (Luxembourg)
- Turquoise Partners (Iran)
- Vodafone (UK)
- Volkswagen AG (Germany)
- Novartis Group (Switzerland)

CAPITALISE ON THE OPPORTUNITIES AND DEVELOP A ROBUST LEGAL AND COMPLIANCE FRAMEWORK:

- Uncover the future business opportunities in Iran
- Understand how to structure your contracts to mitigate long term risks
- Gain invaluable insights on how to obtain funding to facilitate investment
- Learn how to navigate current sanctions regimes to do business
- Receive guidance on key export controls when trading with Iran
- Develop an effective anti-corruption policy
- Gain essential guidance on successfully structuring joint ventures with local partners

MAKE THE MOST OUT OF YOUR LEARNING AND NETWORKING EXPERIENCE BY ATTENDING PRACTICAL, IN-DEPTH AND INTERACTIVE PRE-CONFERENCE WORKSHOPS ON 22ND JANUARY:

A Establishing Business Relationships with Iranian Partners: Commercial, Legal and Compliance Considerations
B Navigating Payment Issues when Doing Business in Iran

ASSOCIATE SPONSOR: Miller & Chevalier
SESSION SPONSOR: RISK ADVISORY

KNOWLEDGE PARTNER: Dentons

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Iran is the second largest economy in the Middle East and North Africa region after Saudi Arabia, with an estimated GDP of USD $438.3 billion in 2017. It also has the second largest population of the region after Egypt, with an estimated 80 million people.

In a competitive global landscape, Iran therefore offers a rare opportunity for businesses to expand into a vast and virtually untapped market.

Following the lifting of EU sanctions, Iran's trade with the European Union topped €9.9 billion in the first half of 2017, registering a 95% rise compared with the corresponding period in 2016. Exports to EU’s 28 nations also exceeded $5 billion, a 227% rise year-on-year.*

In the coming years, Iran will remain one of the biggest new markets in the world to do business in, with many companies looking to establish a presence there. However, it is far from a straightforward jurisdiction to operate in, and as well as the reimposition of US sanctions, companies must also navigate payment and financing challenges as well as due diligence, corruption and money laundering risks.

C5 have specifically designed a conference to meet your needs enabling you to capitalise on the wealth of opportunities whilst developing a robust legal and compliance framework.

As well as meeting other companies operating or exporting to Iran you will have the opportunity to benchmark and gain solutions to the following issues:

- Undertaking effective due diligence on your business partners
- Establishing a successful joint venture in Iran
- Structuring and protecting your investments
- Navigating the divergent approaches between US and EU sanctions
- Obtaining financing and export credit cover
- Develop and implement effective anti-money laundering programmes

Invest in this conference and ensure your company is fully prepared for the challenges ahead, whilst benefiting from the opportunities in this exciting market. **Join us in Berlin on 23rd & 24th January.**

Plus, do not miss our practical, interactive workshops on **22nd January:**

**A** Establishing Business Relationships with Iranian Partners: Commercial, Legal and Compliance Considerations

**B** Navigating Payment Issues when Doing Business in Iran

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This event is fully compliant with all sanctions regulations.

* Eurostat data shared with the Financial Tribune
Establishing Business Relationships with Iranian Partners: Commercial, Legal and Compliance Considerations

Alessandra Colombo  
EMEA Regulatory Counsel  
Eaton Industries Manufacturing GmbH (Switzerland)

Ramin Hariri  
Partner  
Dentons (France)

International companies looking to do business in Iran will often enter, or consolidate their position in the market by working closely with an Iranian partner, either through a business relationship, partnership agreement, formal joint venture, or in some cases a merger or acquisition of an Iranian company. This interactive and practical workshop will examine all of the legal and compliance considerations for companies entering the Iranian market through different structures.

Choosing a Business Partner
- What amounts to a sufficient level of due-diligence and what red flags should you be looking for when conducting checks on an Iranian business partner?
- What level of due diligence is required when analysing the ownership structure of a counterparty including beneficial ownership?
- Direct and indirect Iranian customers, same approach, or?
- What else needs to be cleared before taking commitments?
- Products, banks, payers, intended use, others?
- How to avoid facilitation by US colleagues?
- The importance of a cross functional approach and shared tracking tools
- Focus on internal communication and training sessions

Joint Ventures
- Practical tips for establishing workable joint ventures in Iran
- Incorporating a joint venture under Iranian law
- What are the liabilities and rights of the parties?
- An examination of conditions that must be satisfied
- Recent high profile joint ventures and where the opportunities exist

M&A’s
- The use of M&A’s as an entry strategy to Iran
- Taking two companies compliance programmes and getting them to align. How to decide what you are going to go with and how it is going to work?
- Identifying sanctions risks in M&A transactions
 MAIN CONFERENCE DAY ONE
TUESDAY, 23 JANUARY 2018

8:00
Registration and Refreshments

8:45
Opening Remarks by the Chairmen

Chris Parker MBE
Director
Iran Business Hub (UK)

Reiner Jahn
Vice-President
German-Iranian Chamber of Commerce (Germany)

9:00
Priority Sectors for Trade Development

H.E. Ali Majedi
Ambassador
Islamic Republic of Iran in Germany

9:30
A REVIEW OF 2017
Where are the Future Business Opportunities in Iran?

Moderator
Pirouzan Parvine
Partner - Iran Team Leader
Dentons (France)

Panelists
Ramin Rabii
CEO
Turquoise Partners (Iran)

Omid Gholamifar
Founder and CEO
Serkland Invest (Sweden)

Philippe Vogeleer
Director of Advisory
Vodafone (UK)

Salvatore Orlando
Head of MEAR PartnerRe Ltd (Switzerland)

10:30
Morning Refreshments and Networking

10:50
Navigating the Current US Sanctions Regime – What Investors and Trading Companies Need to Know

Timothy P. O’Toole
Member
Miller & Chevalier (USA)

Brian J. Fleming
Member
Miller & Chevalier (USA)

11:50
Understanding the Divergent Approaches between EU and US Sanctions and the Consequences of a Breach

Kostas Katsoulis
Director General Trade
Cardinal Health (Switzerland)

Shokooh Yazdani
Legal & Compliance Counsel
Novo Nordisk (Iran)

12:45
Networking Lunch

14:00
Conducting Effective Due Diligence before Doing Business to Mitigate Risks

Philippe Vogeleer
Director of Advisory
Vodafone (UK)

Shahin Shamsabadi
Head of Business Intelligence
Middle East & North Africa, the Risk Advisory Group (UAE)

14:45
Key Considerations when Undertaking Joint Ventures with Local Partners

Tannaz Jourabchi-Eisenhut
Counsel
Dentons

Amin Ghanbari
Legal and Contract Manager
SPI International Proprietary Ltd (Iran)
• Establishing a company in Iran - private joint stock company vs a limited liability company
• Joint ventures and distribution agreements
• Due diligence on joint ventures, how to uncover hidden risks before it is too late
• Checking beneficial ownership of joint venture partners
• Vetting your partners business associates
• Balance sheet formation standards
• How to structure joint ventures, what are the options?
• How they are regulated in Iran, what is permissible
• What are the restrictions and how to overcome them
• Considerations when undertaking joint ventures with Government entities
• How should Iranian companies facilitate a foreign company being their partner?

15:45
Afternoon Refreshments and Networking

16:00
Structuring and Protecting Investments in Iran

Mahnaz Mehrinfar
Senior Partner International Law Office
Dr. Behrooz Akhlaghi & Associates (Iran)

• How to invest in Iran
• Minimising the risk for repatriation of capital and dividends from Iran
• Complying with the Foreign Investment Promotion and Protection Act (FIPPA)
• The difficulties and shortcomings regarding banking transfers
• Limitations on foreign investment by national entities
• Restrictions on assets owned by foreigners and how can you structure the legal entities so foreigners can be part of that ownership
• How to invest without being in a joint venture that is majority owned by a national
• Making sure your investment is protected

16:30 INDUSTRY ROUNDTABLES
Doing Business in Iran

Join these industry roundtables for in-depth discussion and analysis on the opportunities and challenges of doing business in Iran. Exchange views, debate questions and share visions around current industry trends and what industry leaders have learnt so far when conducting business transactions in Iran. With each table led by a highly experienced moderator, you can benchmark strategies and find practical solutions to take back to your office.

INSURANCE
Salvatore Orlando
Head of MEAR
PartnerRe Ltd.

MANUFACTURING
Raj Singh
International Legal Counsel
Syniverse (Luxembourg)

ENERGY
Amin Ghanbari
Legal and Contract Manager
SPI International Proprietary Ltd (Iran)

CONSTRUCTION AND INFRASTRUCTURE
Ramin Hariri
Partner
Dentons (France)

8:30
Refreshments

9:00
Opening Remarks by the Chairmen

Chris Parker MBE
Director
Iran Business Hub (UK)

Reiner Jahn
Vice-President
German-Iranian Chamber of Commerce (Germany)

9:15
The Future of Financing in Iran: How can Companies Obtain Funding to Facilitate Investment?

Andreas Schweitzer
Managing Director
Arjan Capital Ltd (UK)

Christoph Charpentier
Member of the Management Board
DF Deutsche Forfait AG (Germany)

Reiner Jahn
Vice-President
German-Iranian Chamber of Commerce (Germany)

• Why it is so difficult to find a bank to finance projects
• What funding is available now?
• Current facilities and services available by Iranian Banks in Europe, to clients involved in Iran Business
• Current forms of payment and financing and sanctions behaviour by banks
• What funding is there expected to be? – A look into the crystal ball
• Where to look for long-term financing of projects
• Opportunities in Europe vs Middle East and the Far East for funding Iran projects
• Structuring transactions in a way that are likely to be the most acceptable for financial institutions
• Alternative ways of financing for Iran
• Finding the appropriate banking relationships to finance deals with Iran
• How you can structure international transactions without the need for cross border financing
• Short and medium outlook on movements within the financing and the insurance industry
10:15
Morning Refreshments

10:30
**Obtaining Long and Medium Term Export Finance and Export Credit Cover**

**Julia Wersche**
Export and Trade Finance
**AKA Ausfuhrkredit Gesellschaft mbH (Germany)**

- What options are available in terms of export finance and export credit cover?
- What projects is it being used for?
- Prospects for obtaining long term export finance
- How can export credit agencies help facilitate trade with Iran?
- Conditions for obtaining export finance and export credit cover
- Requirement of bank securities or state guarantees
- The current status on long and medium term export finance and export credit cover regarding projects in Iran

11:15
**Key Export Controls Considerations when Trading with Iran**

**Volker Anders**
Head of Embargoes Division
**Federal Office for Economic Affairs and Export Control (Germany)**

- The current licencing regime for the export market
- How do you go about obtaining a licence?
- What licences are being rejected?
- Processing times for licences and the need to build it into your commercial contracts
- Experiences of getting controlled items to Iran and how companies are finding it
- What you need to understand about classification when exporting to Iran
- Conducting due diligence checks for exports to Iran

12:00
Networking Lunch

13:15
**PE/VC in Iran**

**Dr. Clemens Maschke**
Counsel
**Dentons (Germany)**

**Andreas Schweitzer**
Senior Managing Partner
**Arjan Capital Ltd**

**Mehdi Nayebi**
Co-Founder & CEO
**AloPeyk (Iran)**

- PE investment fund structures for Iran
  - Trends, challenges and players
  - Adapting to the economic and regulatory regime
  - Overcoming financing, regulatory or political hurdles that can challenge the completion of deals
  - Legal and structural issues arising from transactions
- Thought Leadership for PE business in Iran
  - Rethinking PE in Iran
  - Market potential
  - Risks/return on Investments

14:15
**Developing Watertight Contracts to Mitigate Long Term Risks**

**Behazin Hasibi**
Legal Consultant
**Khark Petrochemical Company (Iran)**

**Michael Tockuss**
Managing Board Member
**Germany-Iranian Chamber of Commerce (Germany)**

- The importance of understanding the nature of local laws when drafting your contract
- How to structure your contracts to take account of future sanctions
- What safeguards must be included in contracts involving sovereign or state owned enterprises?
- Termination provisions – mitigating the risks of one party ending the contract
- Assessing the viability of get-out clauses in commercial arrangements
- Governing law and jurisdiction
- Ensuring adequate payment terms
- How to protect your contract from application of legislation or administrative measures subsequent to the conclusion of the contract

15:15
Afternoon Refreshments

15:30
**Strengthening your Internal Systems to Prevent Corruption Risks**

**Chris Parker MBE**
Director
**Iran Business Hub (UK)**

- Understanding the different business culture
- Risks of invoicing agents in order to engage companies in projects
- How local anti-bribery standards compare to an international level
- How to identify your company’s internal weaknesses in relation to bribery and corruption risks
- Installing guidelines for your people on the ground to do business

16:15
Chairmen’s Closing Remarks and End of Conference
The Risk Advisory Group is a leading, independent global risk management consultancy. We provide intelligence, investigation and security services to clients that include many of the world’s leading corporate entities, financial institutions and law firms. We help clients navigate complex regulatory, compliance and security environments in some of the most challenging jurisdictions.

Investors Group Iran (IGI) is a consulting firm for the Iranian market that provides solutions for all sectors. We define ourselves as a full-service business and deal with any given task or challenge.

Iran is traditionally one of the most important markets for European products in the Middle East. Due to decades of detachment from global trade, the potential for development is substantial and necessary modernization measures can no longer be postponed.

www.investorsgroupiran.com

The Italy-Iran Chamber of Commerce and Industry was created in 1999, being fostered either by the Embassy of the Islamic Republic of Iran in Italy and the joint efforts of many Italian industrial Associations. The main purpose of the Chamber is strengthening, fostering and developing economical and cultural relations by increasing the level of mutual knowledge, key tool for an effective integration.

The CENTER FOR INTERNATIONAL LEGAL STUDIES - CILS/the CENTER - is a non-profit law research, training, and teaching institute, established and operating as a public interest society under Austrian law. Its international headquarters have been in Salzburg, Austria since 1976. Its essential purpose is to promote and disseminate knowledge among members of the international legal community.

SEE OUR TRADE PORTFOLIO AT A GLANCE:

**Economic Sanctions & Financial Crime**

**US Trade Controls Compliance in Europe**
- 23-24 January 2018, Berlin
- 23-24 May 2018, Berlin
- 3-4 May 2018, Milan

**Global Economic Sanctions**
- 27-28 March 2018, Brussels
- 10-11 October 2017, Amsterdam

**US Defence Contracting and DFARS Compliance in Europe**
- 24-25 May 2018, Stockholm
- 24-25 May 2018, Stockholm

**ITAR and EAR**
- 27-28 March 2018, Brussels
- 10-11 October 2017, Amsterdam

**Global Customs Compliance**
- 5-6 December 2017, Frankfurt
- 5-6 December 2017, Frankfurt
- 5-6 December 2017, Frankfurt

**10th Advanced Conference on Customs Compliance held in Partnership with HMRC**
- 10-11 October 2017, Amsterdam

**TRADE COMPLIANCE NORDICS**
- 24-25 May 2018, Stockholm
- 24-25 May 2018, Stockholm
- 24-25 May 2018, Stockholm
Payment Policy
Payment must be received in full by the conference date to ensure admittance. All discounts will be applied to the Conference Only fee (excluding add-ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to 2 or more individuals employed by the same organisation, when registering at the same time.

Terms and Conditions
Delegate Substitutions and Cancellations
You must notify us by email at least 48 hrs in advance of the conference if you wish to send a substitute participant. If you are unable to find a substitute, please notify us in writing no later than 10 days prior to the conference date and a credit voucher will be issued to you for the full amount paid, redeemable against any other conference held by C5 in the next 12 months. Delegates may not “share” a pass between multiple attendees without prior authorization.

All cancelled conference registrations will be subject to a cancellation fee of £250 and applicable VAT. If the conference currency is EUR or USD a €350 and applicable VAT or $500 cancellation fee will apply.

Any product extensions (inclusive of workshops, receptions, masterclasses, etc.) will be subject to a cancellation fee of £40 and applicable VAT. If the conference currency is EUR or USD a €50 and applicable VAT or $50 cancellation fee will apply.

If you prefer, you may request a refund of fees paid less the applicable cancellation fee. No credits or refunds will be given for cancellations received within 10 days of the conference start date. No liability is assumed by C5 for changes in program date, content, speakers or venue. C5 reserves the right to cancel any conference if deemed necessary and will, in such event, make a full refund of any registration fee, but will not be responsible for airfare, hotel or other costs incurred by registrants.

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