

# OVERSEAS DELEGATION IRAN



20-22 MAY 2017

## The EIC is organising an oil and gas trade delegation to Tehran, Iran

Delegates will have the opportunity to attend organised group meetings with key local players, as well as incorporating briefing meetings presented by qualified speakers with in-market experience and the opportunity to meet with local companies.



**\$180bn** project value over next five years

**158bn** barrels of crude oil reserves

**1,201** trillion cubic feet of natural gas

## Full benefits of participation

- Opportunity to participate in pre-arranged group meetings.
- Logistical assistance from an EIC delegation manager and support/advice on markets from the EIC.
- Inclusion in delegation brochure (circulated in advance of delegation).
- Shared logistical costs (for example, programme costs, brochure, ground transport, meeting room hire, networking dinner/reception (tbc) etc).
- A chance to network and exchange information with other delegates.
- Support from DIT through the British Embassy in Tehran.

In partnership with:



Department for  
International Trade

**BOOK BEFORE 17 FEBRUARY 2017 FOR  
AN EARLY BIRD DISCOUNT OF £100**



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## IRAN



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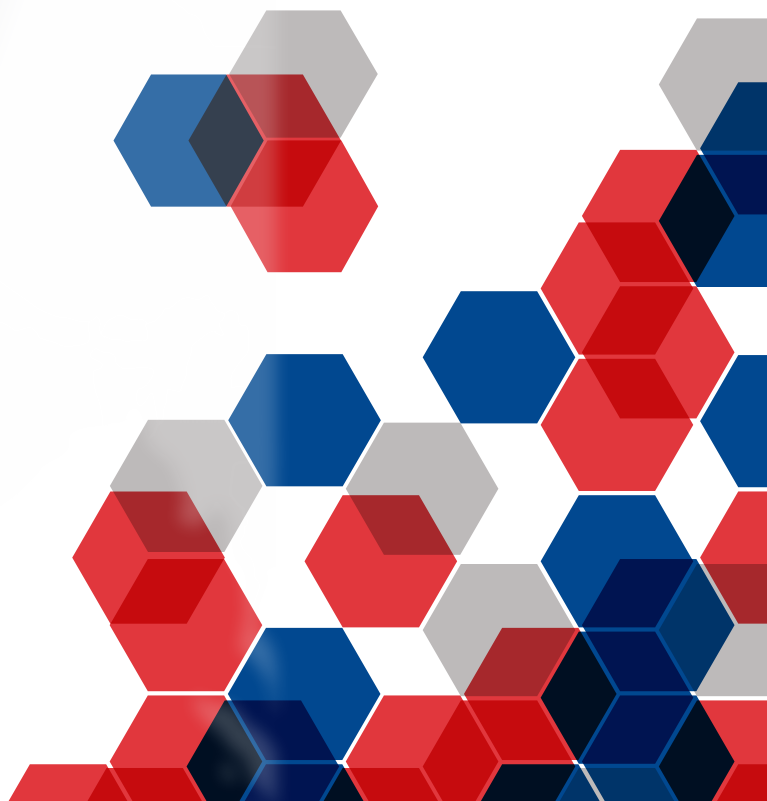
### Why Iran?

The historic deal that was reached between Iran and the west in July 2015, was a major step towards suspension of sanctions that have massively influenced Iran's oil and gas industry over the last years. Sanctions imposed by the US and the European Union have cut the country's hydrocarbon export revenue to a minimum and limited essential foreign investments in various domestic oil and gas projects.

With proven reserves of 158 billion barrels of crude oil and 1,201 trillion cubic feet of natural gas, Iran holds the world's fourth-largest and second-largest reserves of crude oil and natural gas respectively. Among the country's most valuable assets is the South Pars offshore gas field, the world's largest natural gas field which is shared between Iran and Qatar. The field that was discovered in 1990 accounts for almost 40 per cent of Iran's natural gas reserves. Currently only around 50 per cent of the field's 24 development phases have been completed.

Amid halted developments, growing domestic demand for hydrocarbons and ambitious plans of ramping up exports to resume a leading role in the global energy market, the country is in urgent need to catch up once sanctions have been lifted.

Huge amounts of proven reserves as well as Iran's recently announced plans to press ahead with oil and gas projects worth up to \$185 billion over the next five years have alerted many IOC's and there can be no doubt that the country will present major business opportunities in the very near future.





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### Draft itinerary

Please note that this is a tentative itinerary, designed to give an idea of the intended format of the visit and the companies the EIC and DIT will be approaching for meetings.

Once the EIC have confirmed minimum numbers we will ask you to complete a Supplementary Data form and use this information when approaching companies for meetings and to tailor the itinerary for the attending delegates.

Wishlist of companies that will be approached for meetings in Iran:

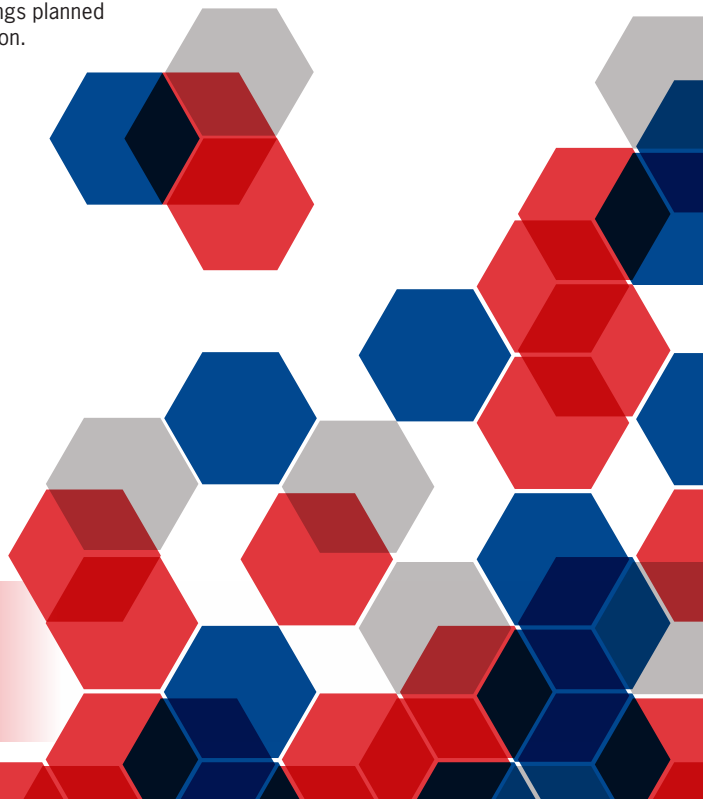
- NIOC (National Iranian Oil Co.)
- National Iranian South Oil Co.
- Iranian Central Oil Fields Co.
- Iranian Offshore Oil Co.
- Pars Oil & Gas Co.
- Arvandan Oil & Gas Co.
- Khazar Exploration & Petroleum Company (KEPCO)
- National Iranian Drilling Co.
- Petroleum Engineering & Development Co.
- Iranian Oil Terminals Co.
- Pars Special Economic Energy Zone
- Iranian Offshore Engineering & Construction Co. (IOEC)
- Mapna
- Dana Energy Group
- Tadbir Energy
- Pasargad Energy Development Company
- Azar Field Development Company
- Kayson Oil & Gas
- Namvaran
- Sazeh
- Tasdid
- Saman Bank
- Tehran Jonub

Date	Activity/programme
Fri 19 May	Delegates assemble in <b>Iran</b> EIC hosted <b>ice breaker dinner</b> (optional)
Sat 20 May	<b>In-Country Briefing</b> covering economic, business and political aspects in Iran along with oil & gas overview.  <b>Company visits/group meetings</b> to be arranged
Sun 21 May	<b>Company visits/group meetings</b> to be arranged
Evening	<b>Networking dinner/reception (TBC)</b> A chance to meet and socialise with invited Iranian businesses who will be able to offer personal experiences of operating in country and views on local opportunities.
Mon 22 May	<b>Company visits/group meetings</b> to be arranged

Please note the above is a guideline to the companies EIC will approach for meetings once we have the minimum delegation numbers required for the delegation.

There will 8-10 meetings planned in Iran for the delegation.

**DO NOT BOOK ANY TRAVEL UNTIL CONFIRMED BY THE EIC.**





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### The visit programme

#### Local briefings

Once in Tehran, there will be a country briefing to update participants on the economic and political situation and local trading conditions and requirements.

#### Meetings

Group meetings will be organised by EIC Dubai office, alongside DIT and the British Embassy in Tehran. These will include key players within the industry including representatives from both national and international operators as well as international EPC contractors active in the market. The final programme will be tailored to suit delegates' requirements as closely as possible.

Once your booking is confirmed you will be asked to complete a **Supplementary Data Form** with the names of companies and individuals you would like to see included in the programme. It is the intention to organise structured group visits but with time free for delegates to make individual visits and follow-up calls.

#### Additional application notes

Participating companies should ensure that the representative on the visit has authority and is competent to discuss the supply of the products or services they wish to sell. In addition they need to be able to meet all the costs of their participation.

#### Delegate numbers

Total numbers are limited to 16 delegates to ensure group members receive the best value as possible during the visit, however please note we will require a minimum of 10 delegates in order for this visit to go ahead. Please wait until we confirm the delegation will go ahead and the EIC sends you travel information before booking non-refundable flights.

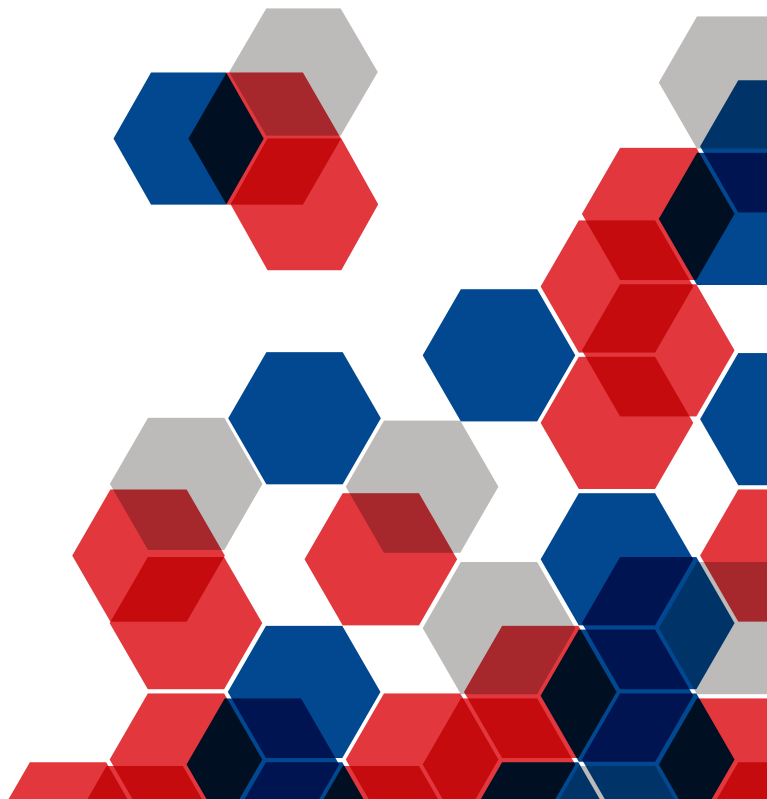
#### For more information

Contact Mark Gamble, Senior Overseas Events Manager, [mark.gamble@the-eic.com](mailto:mark.gamble@the-eic.com)

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# OVERSEAS DELEGATION

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### Finance

#### Management fee

To cover the costs incurred by the EIC in organising this delegation, a non-refundable Management Fee is being levied for the participant from each company as follows:

Member of EIC £500 (excl. VAT) one person per company

Non-member £650 (excl. VAT) one person per company

#### Communal charge

The Communal Charge is the shared cost for production of the delegation brochure, translations, local ground transport (except airport transfers), meeting room hire, delegation manager, programme facilitation plus any other expenses incurred on behalf of the group.

The communal charge is £1,590\* (excl. VAT) per delegate.

Please note that the EIC has to settle invoices prior to the visit and pay "on-site" bills. To minimise the EIC's exposure, therefore, we must ask for the communal charge to be paid at the time of booking.

#### Cancellation charges

In the event of cancellation of the delegation for reasons beyond the control of the EIC, all communal costs committed to the date of cancellation will be charged to the companies who would have participated. In the event of cancellation by an individual company, the company's proportion of the communal costs incurred up to the date of cancellation will be charged. The management fee is payable forthwith in any event.

#### Payment

Travel & Visa Costs: Direct to airline/hotel/Embassy

Management Fee: Payable with application form to the EIC

Communal charge: Payable with application form to the EIC

**\*EARLY BIRD DISCOUNT OF £100 FOR BOOKINGS BEFORE 17 FEBRUARY 2017**



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### Travel

#### Hotels

The EIC has been in contact with the Espinas Palace Hotel and it will be approximately £240 per night including breakfast. Once the delegation is confirmed we will contact you with further details on how to book with the nominated hotel.

**We request that you stay at the nominated hotel for logistical reasons; if you would prefer to stay in another hotel it is your responsibility to keep in contact with the delegation manager and join the group at the hotel for transport or at the meeting venues.**

#### Visas

Once the delegation is confirmed The EIC will provide all relevant information needed for the visa process. **Please note, you have to apply in person at the consulate:**

#### Consulate processing time & fees:

Consulate fee: £250 approx (same day)

Visa invitation code: USD \$190 p/person

Non-UK passport holders should contact your local Iranian Embassy for advice.

#### Flights

You can currently book a return trip from London to Tehran direct with british Airways for around £300 inc Taxes.

**Please do not book any non-refundable flights until the Delegation has been confirmed.**

#### Vaccinations

Contact your GP around 8 weeks before your trip to check whether you need any vaccinations or other preventive measures. Country specific information and advice is published by the National Travel Health Network and Centre, and useful information about healthcare abroad, including a country-by-country guide of reciprocal health care agreements with the UK, is available from NHS Choices.

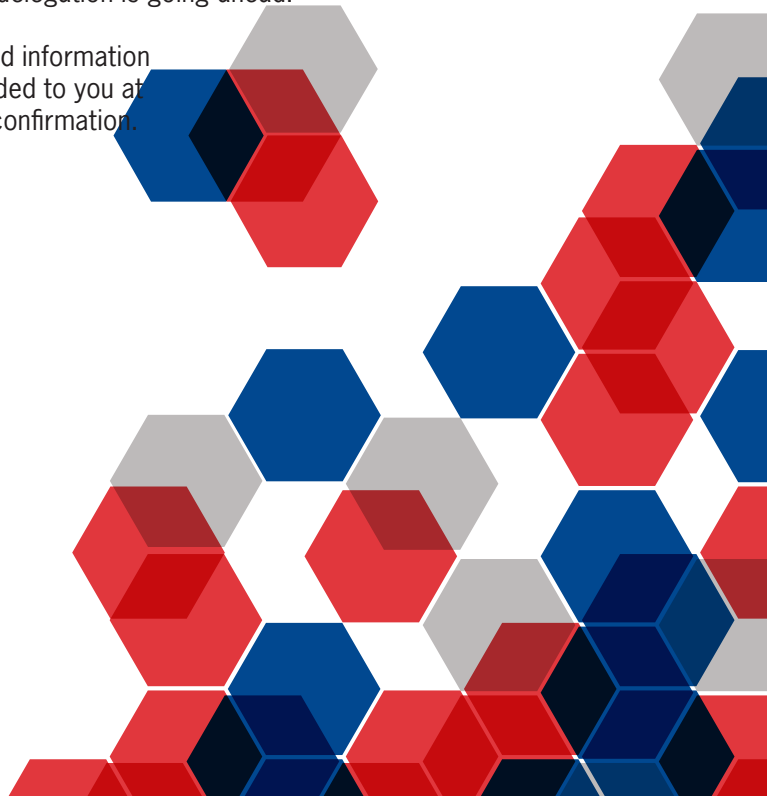
We will advise further information once the delegation is confirmed.

#### Important

Please note that the EIC will confirm the delegation is going ahead once we have a minimum number of bookings.

Do not book any non-refundable flights before you receive this confirmation. The EIC will give you further details on flights along with booking information for hotels once we can confirm the delegation is going ahead.

More detailed information will be provided to you at the time of confirmation.





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### FAQs

**I would like to make my own travel arrangements and fly out independently from the group.**

This is your decision as delegates come from different cities however we would prefer it if you stayed in the same hotel as the group for logistical reasons. If not, it will be your responsibility to find out about any changes to the itinerary during the visit. If you do make your own flight and accommodation arrangements, please ensure you notify EIC with your details.

**Our company is UK-registered but I would like to have someone from our local office participate.**

As long as it is the UK-registered company being promoted, we would be delighted to have them in the group.

**I would like to have two representatives from our company participating in the trade delegation.**

This will only be allowed if the visit is under-subscribed, space is limited to one person per company. However should you wish for more than one delegate to attend please let us know and if there is space available on the closing date for applications we will accommodate your request.

**We are new to this market. Why is this trip such a good idea for us?**

EIC Overseas Delegations are an ideal way to discover and explore a new market. It is an excellent introduction, enabling you to gain from the experience of others in the group while in a supportive environment. The visit will give you a good grounding, introducing you

to key people in the market, an opportunity to gain an understanding of the business culture whilst meeting valuable contacts that can be followed up on subsequent visits.

**We already have substantial experience in these markets. Why is this trip such a good idea for us?**

EIC Overseas Delegations are an ideal way to strengthen existing business relationships as well as establish high level contacts with some of the key players in the oil and gas sector.

**We only wish to participate in some of the meetings, is this possible?**

Delegates are expected to participate in all meetings with the group. We find that it reflects badly on the rest of the group if delegates dip in and out of meetings as all of you are listed in a brochure and the meetings have been confirmed based on the whole group attending.

### APPLICATION PROCEDURE

Since places will be awarded on a first come, first served basis in order of receiving signed application forms, please complete the EIC application form and fax or email to [fern.canning@the-eic.com](mailto:fern.canning@the-eic.com) at the EIC as soon as possible, followed by a cheque for the management fee and communal charge.

**PLEASE NOTE: We will require a questionnaire to be completed by each delegate upon return.**

**DEADLINE FOR ALL APPLICATIONS**  
**31 MARCH 2017**

# APPLICATION FORM

IRAN  
MAY 2017

Deadline for all applications  
**31 March 2017**

Please return your form to [fern.canning@the-eic.com](mailto:fern.canning@the-eic.com) as soon as possible

- a) I wish to participate in the trade delegation and will pay the appropriate contribution towards communal costs.
- b) I understand the terms and conditions of participation and accept the cancellation terms.
- c) I enclose/will forward a cheque covering i) & ii) below for £\_\_\_\_\_ made payable to Energy Industries Council. (Alternatively you can pay by bank transfer or credit card – Nat West plc – Sterling Account: 05501288; Sort Code: 60-15-33)
- i) the appropriate management fee (The management fee is payable forthwith in any event)
- Member of EIC £500 (excl. VAT)
- Non-member £650 (excl. VAT)
- ii) the communal charge of £1,590 (excl. VAT) per person

**Book before 17 February 2017 and receive £100 early bird discount - £1,490 (excl. VAT) per person**

If you wish to book by credit card, please supply details below. Upon transaction confirmation, EIC will send you a receipt.

Card number: \_\_\_\_\_ Card type: \_\_\_\_\_  
Start date: \_\_\_\_\_ Expiry date: \_\_\_\_\_  
Name on card: \_\_\_\_\_ Signature: \_\_\_\_\_

- d) Is your business a “potential or developing exporter”? Yes / No  
(Has it exported less than 25% of turnover during the last 12 months?)
- e) Is your business “new to market”? Yes / No  
(Has it exported to Iran within the last 12 months?)
- f) I agree to complete the post event questionnaire

## Application forms without UK registered company details will not be accepted.

Contact name: \_\_\_\_\_ Position: \_\_\_\_\_  
UK Company name: \_\_\_\_\_ Company reg no: \_\_\_\_\_  
UK Address: \_\_\_\_\_  
Direct line: \_\_\_\_\_ Switchboard: \_\_\_\_\_  
Mobile: \_\_\_\_\_ Email: \_\_\_\_\_  
Website: \_\_\_\_\_

Signature: \_\_\_\_\_

Name (in caps): \_\_\_\_\_ Date: \_\_\_\_\_

The Customer warrants that the person submitting the Booking Form is fully authorised to enter into the Contract on behalf of the Customer.

Please note that your application covers only the company or business declared above unless you have our consent in writing. We reserve the right to ask for proof of the eligibility of your company or business and the credentials of your representative as a condition of attendance on the delegation. Representation or promotion of any company or business not named in the application or otherwise having our written consent may result in your exclusion from the delegation without any right to a refund.