





ISLAMIC REPUBLIC OF IRAN

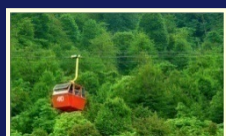
ECONOMY & TRADE

*2016



Key Indicators

Area	(Million km ²)	1.65
Population	(Millions)	79.92
Non-Oil Export	(\$US Billion)	(44)
Import (FOB)	(\$US Billion)	(44)
Foreign trade volume		(88)



Persian Gulf

*21 March 2016 – 21 March 2017



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ECONOMY & TRADE

2016

Key Indicators



- over \$ 88 billion in Foreign Trade volume in year 2016 is one of the economic powers and large markets in the Middle-East region.
- Iran has extra ordinary expansion and investment potentials in the fields of Oil, Gas, Petrochemicals, Mines, Industries, Agriculture and Service sectors.





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ECONOMY & TRADE

2016

Key Indicators



- Iran ranks 3th on Diversity of Agricultural Products in the world.
- Iran holds 4th to 9th rank in the production of Zinc, Lead, Cobalt, Aluminum, Manganese, Copper in the world.





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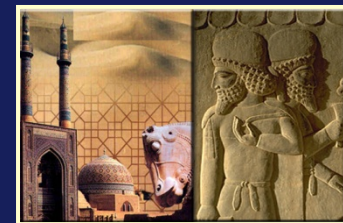
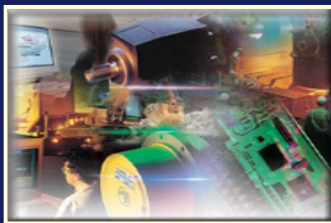
ECONOMY & TRADE

2016

Key Indicators



- Import structure consists of 20% capital 63% intermediated, 15% consumer goods.
- Iran is among the 10th top country in tourist attractions.
- Iran has relatively developed its own science and technology infrastructure compared to other developing countries in the region.



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 **Trade Strategies** 





ISLAMIC REPUBLIC OF IRAN

TRADE STRATEGIES

Goals & Objectives



Increasing the Country's Stake in
the International Trade



Proactive Interaction with the
Global Economy



Competition & Anti-trust
Policies



Renovation of National
Commercial Systems



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TRADE STRATEGIES

Goals & Objectives





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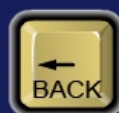
TRADE STRATEGIES

Goals & Objectives



1. Trade Facilitation

- ❑ Rationalizing Tariff System & Anti-Dumping Measures
- ❑ Non-Official Trade Reduction
- ❑ Implementing Preferential Tariff Agreements
- ❑ Trade Balance Improvement
- ❑ Developing Trade & Economic Cooperation





ISLAMIC REPUBLIC OF IRAN

TRADE STRATEGIES

Goals & Objectives



2. Development of Foreign Trade Non-Oil Export Promotion

- Sectoral Export Strategy Formulation
- Promoting Export of Goods & Services
- Expansion & Diversification of Export Markets
- Infrastructure Development & Upgrading Service Delivery



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TRADE STRATEGIES

Goals & Objectives



3. Active Participation in Regional Blocks

- ✓ Managing Iran Accession to WTO & Minimizing it's probable adverse effects
- ✓ Preparation of Economic Social & Cultural Sectors of Iran for Accession to WTO
- ✓ Iran Active Participation International & Regional Blocks and Organizations





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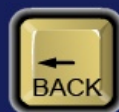
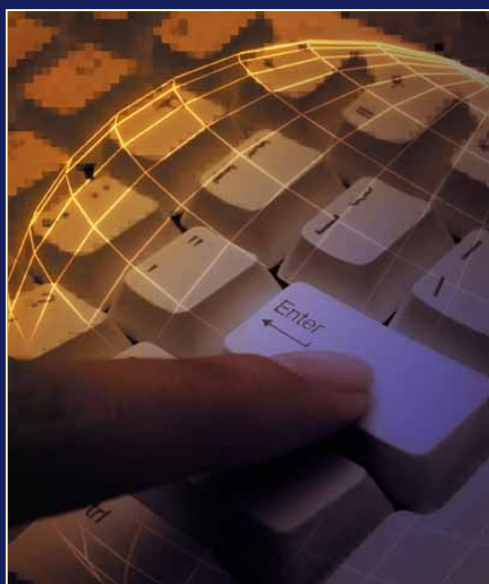
TRADE STRATEGIES

Goals & Objectives



4. E-Commerce Development

- ▶ Establishing Required Infrastructure for E-Commerce Promotion
- ▶ Development of New Technologies in Trade Sector
- ▶ Designing and Integrating Trade Information Systems





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TRADE STRATEGIES

Goals & Objectives



5. Distribution Channels Productivity Up-grading

- ❖ Improvement & Development of Trade Logistics
- ❖ Re-engineering of Distribution Sub-Sector of the country
- ❖ Clusters & Production Networks Promotion in the country
- ❖ Private Sector Investment Attraction & Promotion in Trade Sector





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TRADE STRATEGIES

Goals & Objectives



6. Local Market Regulating

- Strategic Goods Local Market Regulating
- Consumer Rights Protection & Market Surveillance



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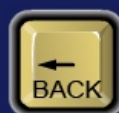
TRADE STRATEGIES

Goals & Objectives



7. Targeted Subsidies

- Strategic Goods Subsidy System Improvement
- Monitoring Strategic Goods Distribution





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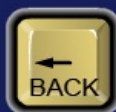
TRADE STRATEGIES

Goals & Objectives



8. Restructuring & Improving Human Resources

- Management Development
- Re-Structuring & Re-Engineering in Trade Sector
- Promotion of establishing NGO's for down-sizing of Government
- Process Improvement, Procedures and technology Development
- Customer Orientation





 **Potential Export** 





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POTENTIAL EXPORT



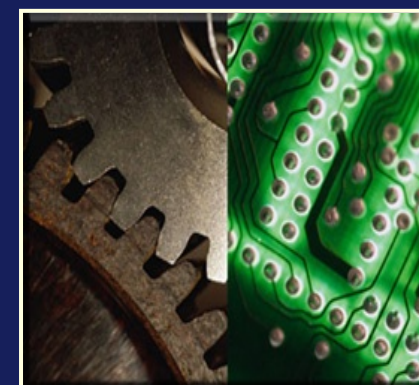
Potential Export Products & Services

○ Agriculture Sector:

- Agricultural & Horticultural Products
- Poultry, Husbandry & Fisheries Products

○ Industry Sector:

- Food and Beverage
- Textile & Leather
- Construction Materials
- Chemical Products
- Fur Products
- Plastic , Melamine Ware
- Iron, Steel & Metal Ores
- Refined Petrochemical Products
- Pharmaceutical, Hygienic, Cosmetic Products
- Transportation Equipment, Vehicles & Parts



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Potential Export Products & Services

- **Mines Sector:**
 - Metal Mines
 - Non-Metal Mines
- **Services Sector:**
 - Tourism
 - Technical & Engineering
 - Financial & Banking
 - Information Technology
 - Health Care Services
 - Labor Force
 - Transportation & Transit
- **Handicrafts Sector:**
 - Hand Knotted Carpets
 - Handicrafts (other)





Potential Export

Comparative Advantage of Agriculture

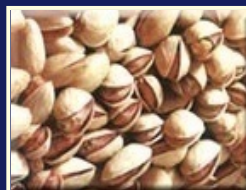
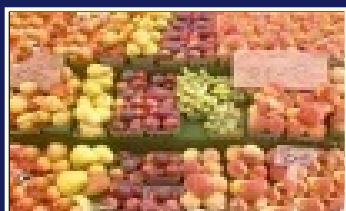


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Comparative Advantage of Agriculture

- According to FAO, the principal structure of the world agriculture products is composed of **66** different products and Iran is among the top **10** countries producing **15** types of these products in the world
- Iran ranks **3th** on Diversity of Agricultural products in the world
- Cultivated Lands (about 14 millions of hectares)
- 4** Season Products





Comparative Advantage of Agriculture



Continental Climate:

- Different types of climates
- Significant differences in temperature between:
 - Different Regions of the country
 - Different Seasons
 - Day & Night (sharp difference)
- **12000** Different Species of Plants
- Average number of Sunny Days (**300** Days)





Potential Export

Comparative Advantage of Mine & Industry





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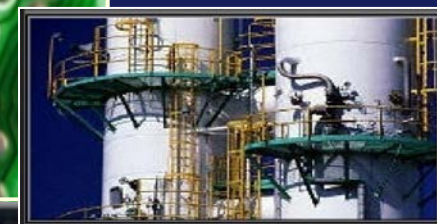
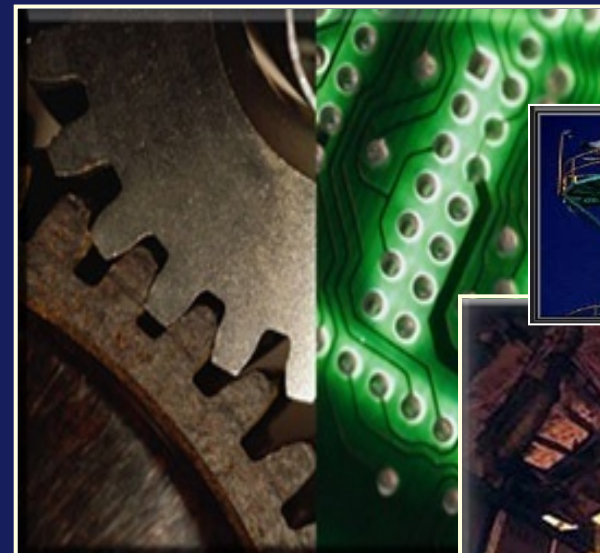
MINE & INDUSTRY



Potential Export

Mine & Industry Sector:

- Food and Beverage
- Textile & Leather
- Construction Materials
- Chemical Products
- Fur Products
- Plastic , Melamine Ware
- Iron, Steel & Metal Ores
- Refined Petrochemical Products
- Pharmaceutical, Hygienic, Cosmetic Products
- Transportation Equipment, Vehicles & Parts
- Metal Mines
- Non-Metal Mines



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MINE & INDUSTRY



Capacity of Iran Ports



Total *capacity* of **14 ports** of Iran currently stands at some **128 million tons** of cargo annually and its yards cover **42 square kilometers**





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MINE & INDUSTRY



Capacity of Iran Ports



Shahid Rajaei Port
Capacity: 60 MT in Cargo



Imam Khomeini Port
Capacity: 40 MT in Cargo



Anzali Port
Capacity: 5.4 MT in Cargo



Nowshahr Port
Capacity: 5 MT in Cargo

“Iran Ports”



Bushehr Port
Capacity: 2.7 MT in Cargo



Chabahar Port
Capacity: 2 MT in Cargo



Khoramshahr Port
Capacity: 2.5 MT in Cargo



Amirabad Port
Capacity: 1.1 MT in Cargo





Potential Export

Foreign Trade





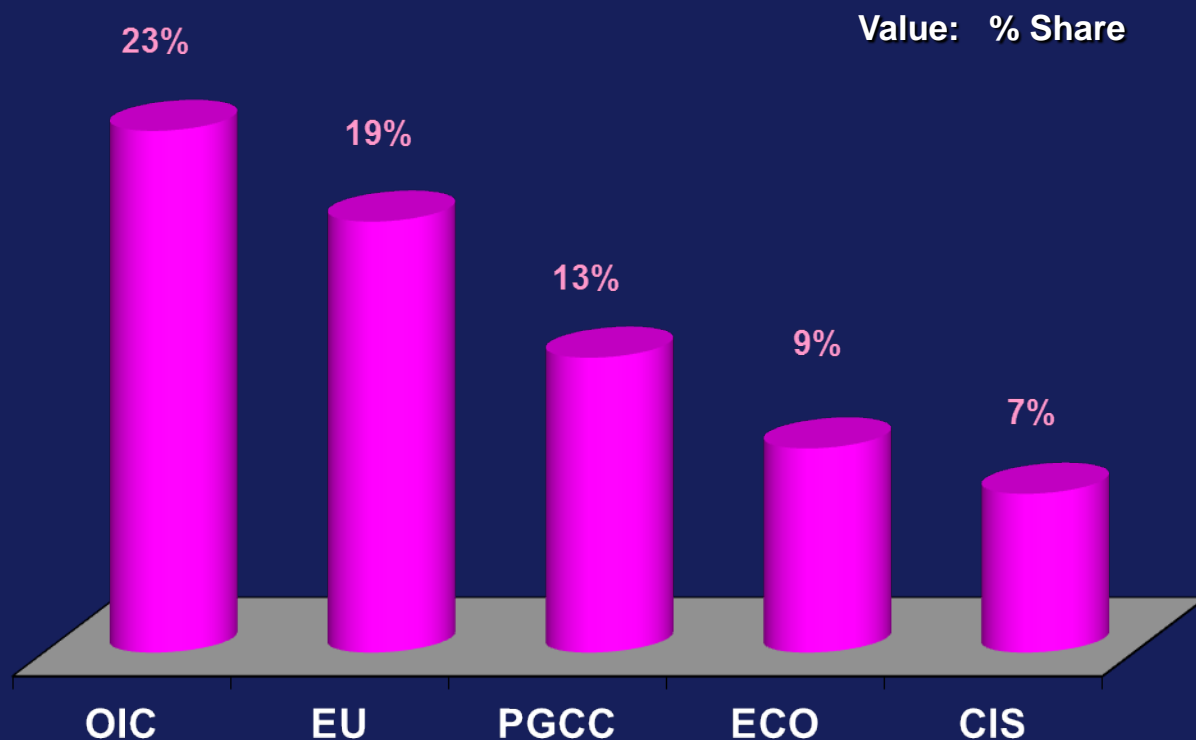
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FOREIGN TRADE

*2016



Trade by Regional & Economic Blocks



Iran's Import

*21 March 2016– 21 March 2017

Source: I.R. Iran Customs Administration



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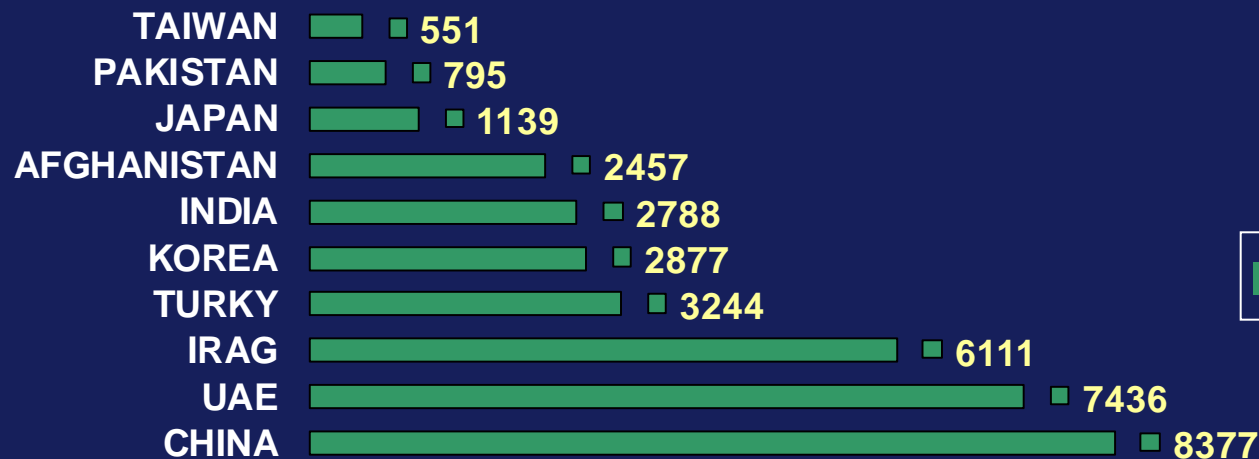
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FOREIGN TRADE

*2016

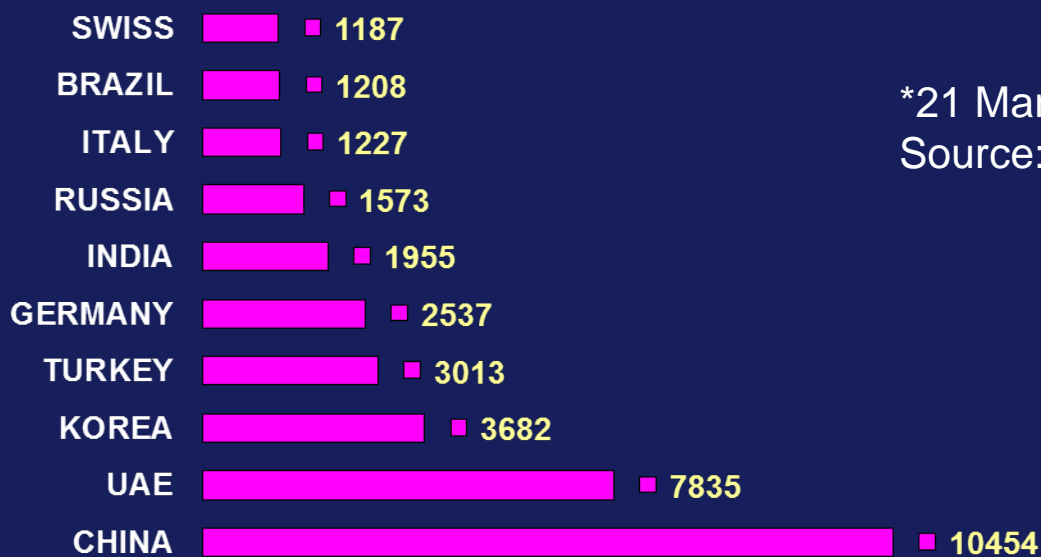


Main Trading Partners (Top 10)



Value: \$US Million

■ Non-Oil Export



*21 March 2016 – 21 March 2017

Source: I.R. Iran Customs Administration

■ Imports





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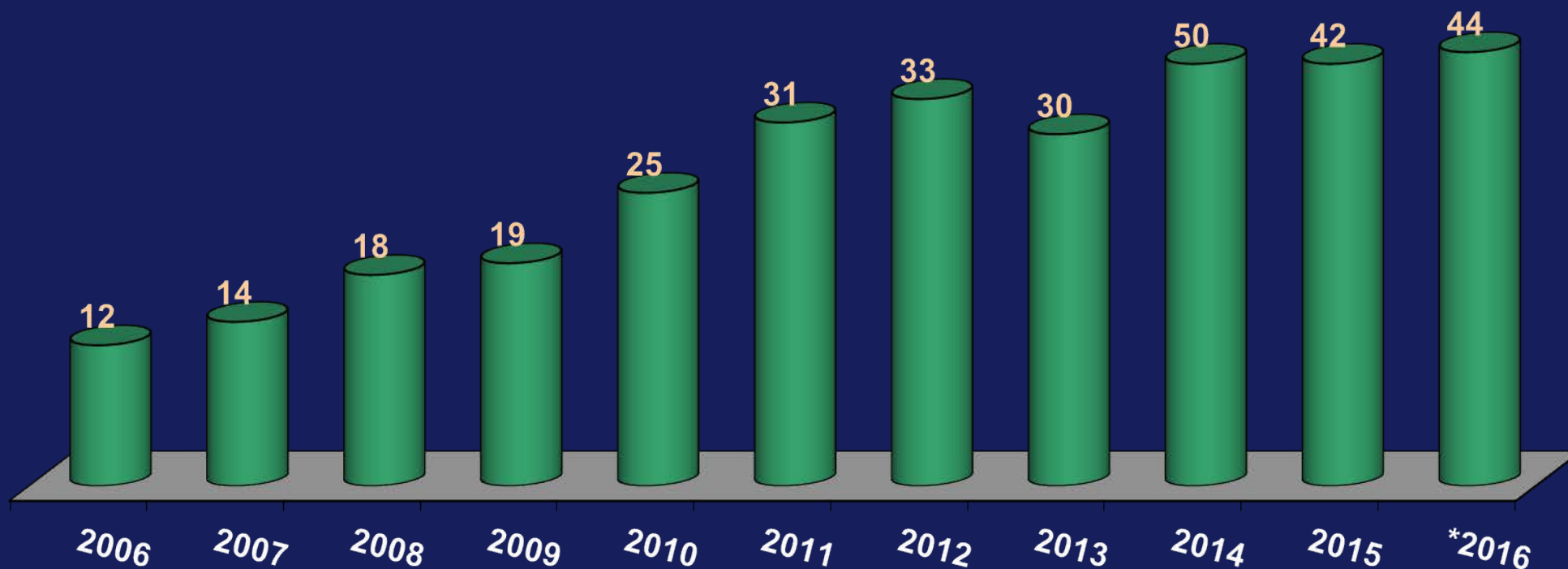
FOREIGN TRADE

2006-*2016



Non Oil Export Trends

Value: \$US Billion



Iran's Non-Oil Export

*21 March 2016 – 21 March 2017

Source: I.R. Iran Customs Administration





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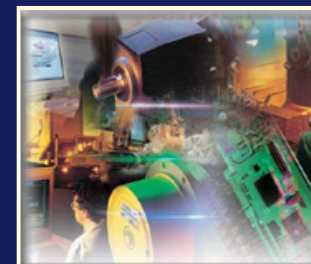
FOREIGN TRADE

*2016

Main Non- Oil Export



EXPORT OF GOODS	Million \$
Gas Liquidities	7320
Other Light oils & Preparation Except Gasoline	2479
Natural Gas	2079
Petroleum Gases & Other Gaseous Hydrocarbons	1204
Propane	1222
Polymers of ethylene other	1047
Pistachios	967
Methanol	911
Aggregate Hematite Iron or with Purity of Iron less than 40%	792
Butanes	772
TOTAL OF MAIN NON- OIL EXPORT	43930



*21 March 2016 – 21 March 2017

Source: I.R. Iran Customs Administration



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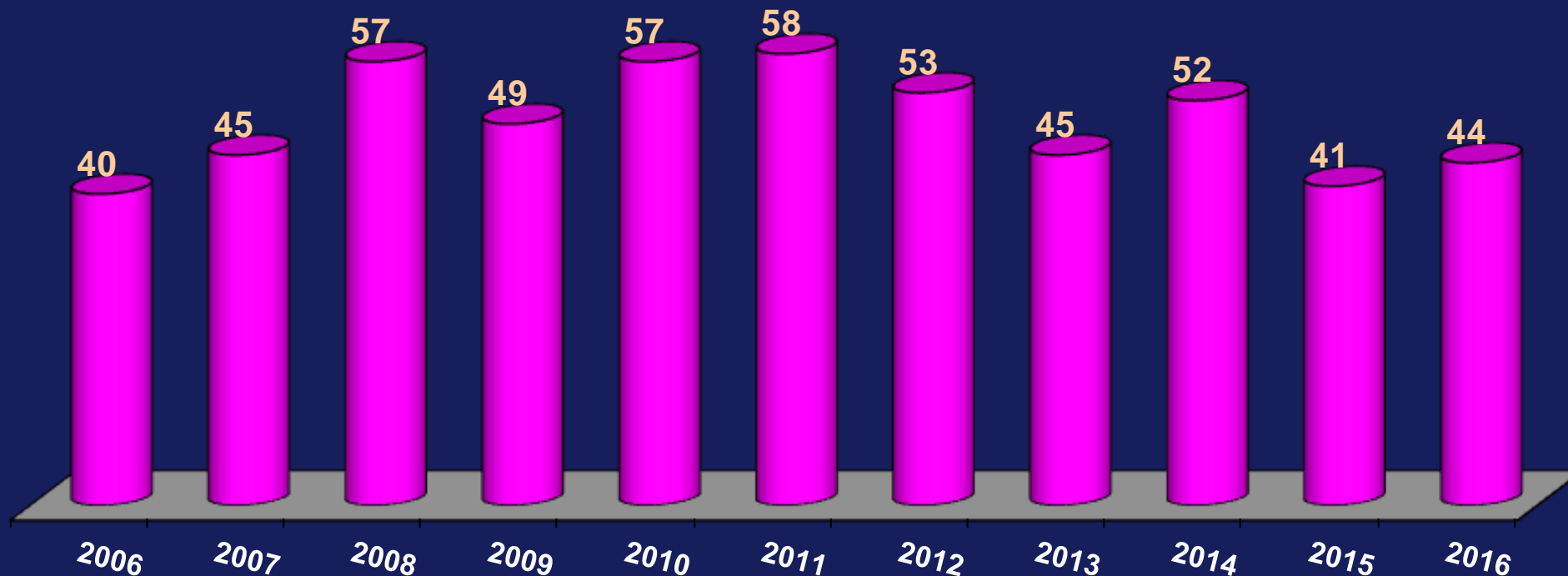
FOREIGN TRADE

2006-*2016



Import Trends

Value: \$US Billion



Iran's Import

*21 March 2015 – 21 March 2016

Source: I.R. Iran Customs Administration





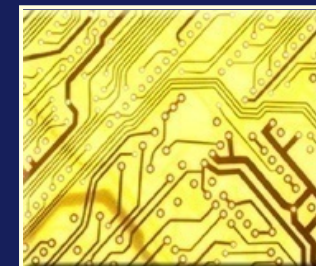
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FOREIGN TRADE

2016



IMPORT OF GOODS *2016	\$US Million
◆Animals corn	1413
◆Soya beans	909
◆Motor cars & Other motor vehicles	893
◆C.K.D. parts for manufacturing motor vehicles (Domestic manufacture from 14% excluding tires)	782
◆Rice	690
◆Other Vehicles of a Cylinder Capacity Exceeding 1500cc	684
◆Oil-cake & Other Solid Residues	608
◆Display Module LCD, LED or Plasma Screen	497
◆Plantains	469
◆C.K.D. parts for Manufacturing Motor Vehicles Covered by Heading No 8703	391
◆TOTAL IMPORT	43684



*21 March 2016 – 21 March 2017

Source: I.R. Iran Customs Administration





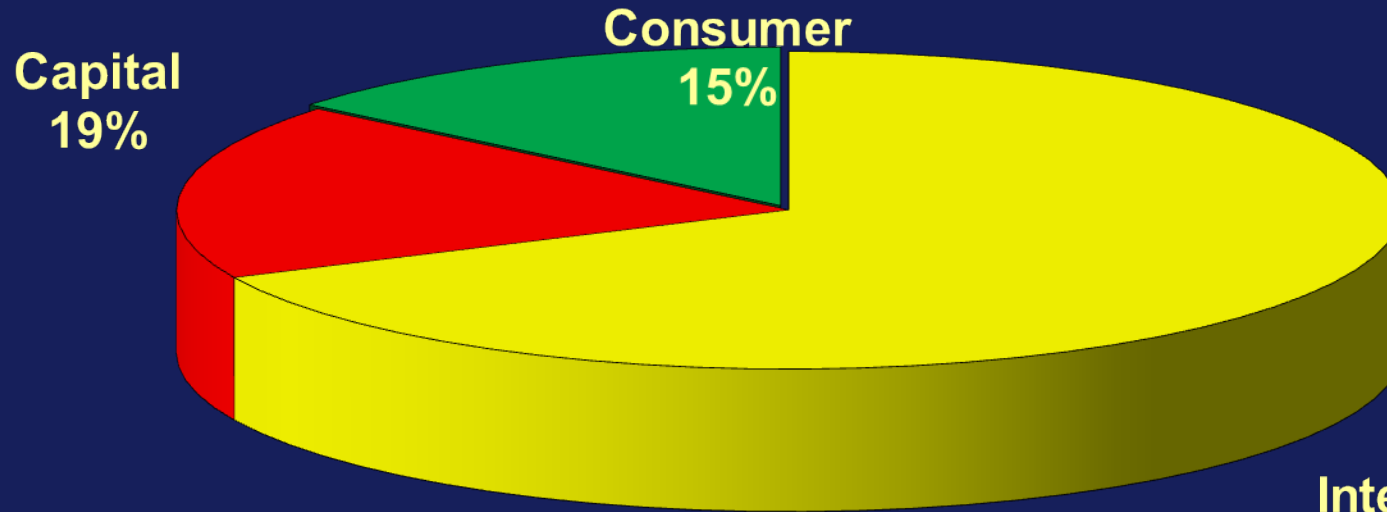
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FOREIGN TRADE

*2016



Import Structure



IMPORTS	SHARE
Intermediate	63%
Capital	19%
Consumer	15%

*21 March 2016 – 21 March 2017
Source: I.R. Iran Customs Administration]



Free Zones

Trade & Industrial





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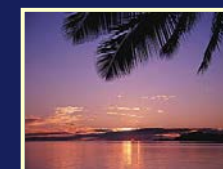
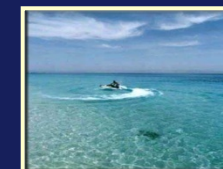
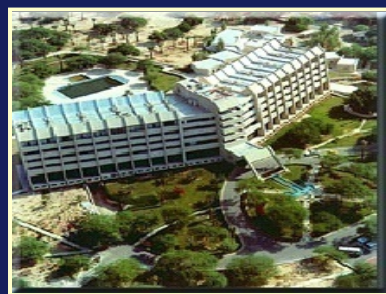
TRADE & INDUSTRIAL ZONES

Advantages



7 Free Trade-Industrial Zones
30 Special Economic Zones

- Unique Geographical Locations
- Sufficiently Developed Infrastructure
- Foreign Investment Incentives

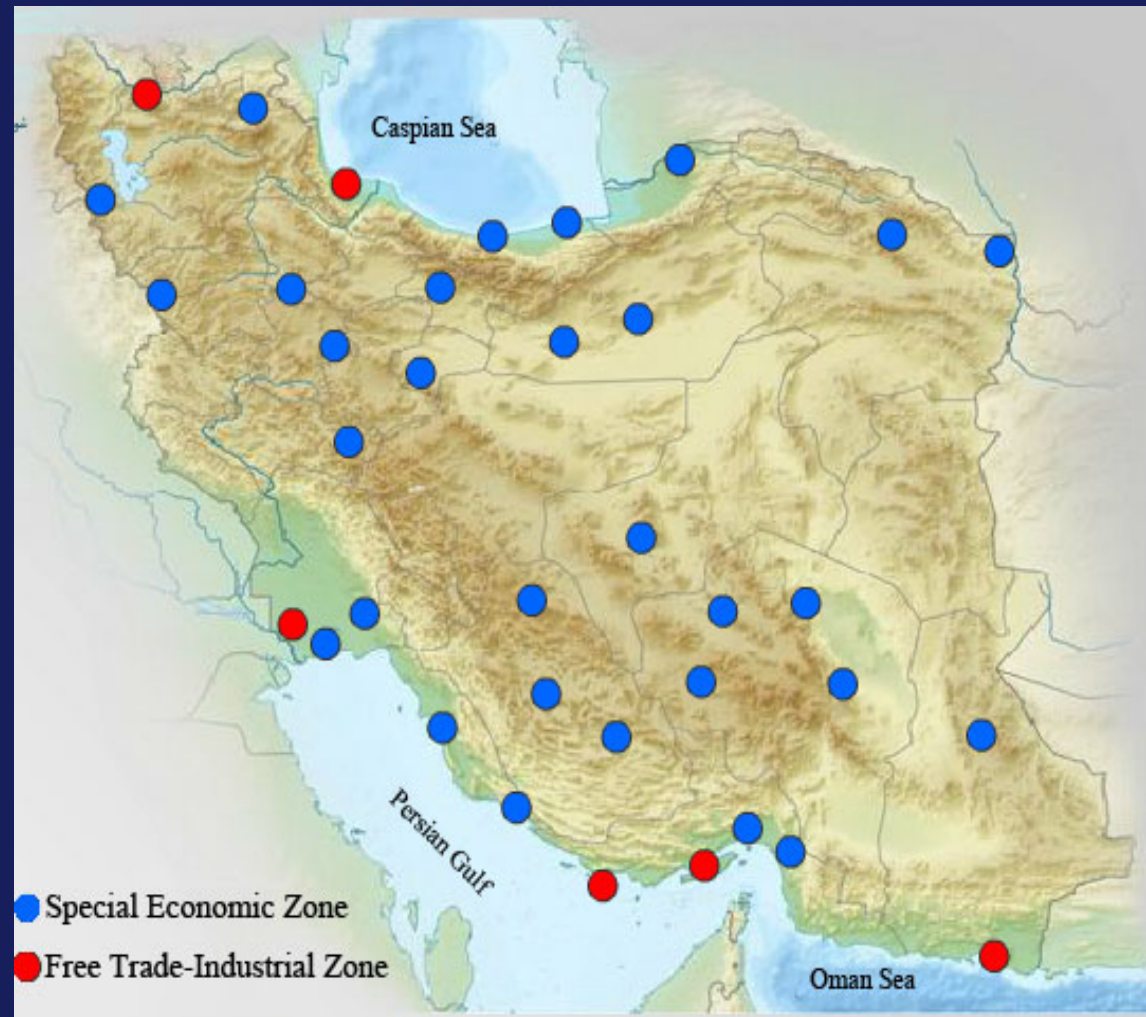




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TRADE & INDUSTRIAL ZONES

Zones Distribution





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TRADE & INDUSTRIAL FREE ZONES



Kish



- Unique Climatic Conditions in the Persian Gulf
- Great Tourist Attractions (1,000,000 Incoming Passengers Annually)
- Good Potential for Electronic City and as a Home Base for Information Technology
- Strategic Location & Physical Distance from United Arab Emirates





ISLAMIC REPUBLIC OF IRAN

TRADE & INDUSTRIAL FREE ZONES



Qeshm



- Rich Mineral Reserves
- Deep Coasts
- Position of the Island in the routes of shipping lines convenient for Ships Maintenance, Fuel Installations and Logistics
- Great Tourist Attractions and Potentials for Bio-Technology Development



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ISLAMIC REPUBLIC OF IRAN

TRADE & INDUSTRIAL FREE ZONES



Chabahar



- Moderate Climatic Conditions
- Best Point for Transit of South East Asia to CIS, Afghanistan, Turkey and Iraq
- Good Access to Land Roads
- Good Infrastructure





Investment Climate





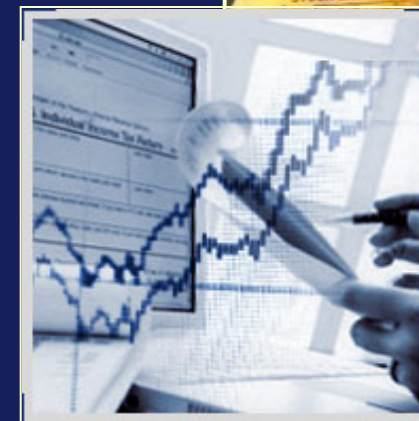
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FOREIGN INVESTMENT



The Policy

- ▶ Contribution to Economic Development
- ▶ Financing Projects
- ▶ Upgrading Technological & Managerial Skills
- ▶ Enhancing Quality Output
- ▶ Increasing Employment
- ▶ Export Promotion
- ▶ Sharing Benefits & Risks on equal terms without discrimination





ISLAMIC REPUBLIC OF IRAN

FOREIGN INVESTMENT



Main Advantages

- ❖ Political & Economic Stability (Desired G.D.P Growth)
- ❖ Strategic Location
 - ➔ Easy access to 15 Neighboring Markets with the Population of 300 million and Imports of \$US 200 Billion
- ❖ Market Potentials and Proximity
- ❖ Labor Privileges
- ❖ Developed Infrastructure
- ❖ Low Utility and Production Cost
- ❖ Abundant Natural Resources
- ❖ New Investment Legislation
- ❖ Climatic Characteristics
- ❖ Fiscal Incentives
- ❖ Political Stability





Thank you again for your presence and attention.

