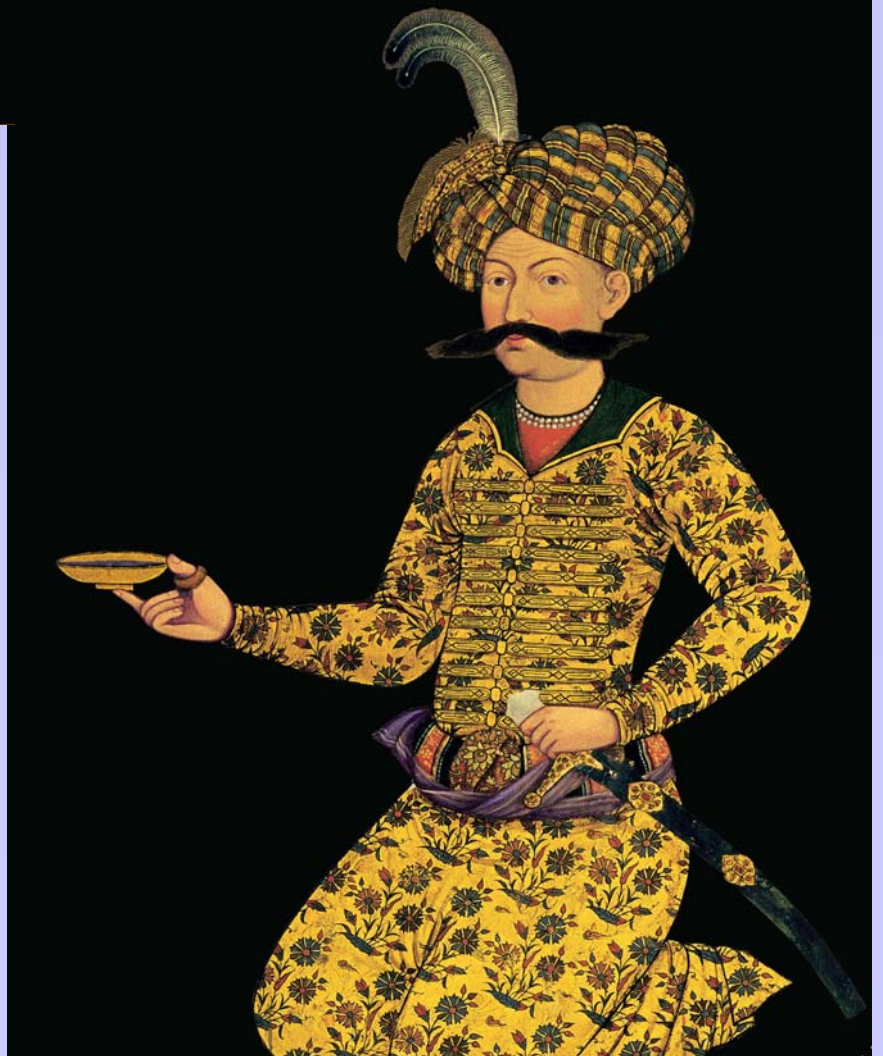


ECONOMIC FOCUS

Shah Abbas: the Remaking of Iran

An exhibition
focusing on the
reign of
Shah Abbas I, a
povital figure
in the history of
pre-modern Iran is
on view at the
British Museum
until mid-June
2009



In this issue of Economic Focus

- A detailed account of business life in Tehran
- Discount on flight tickets for BICC Members
- Iranian oil in the Caspian Sea: Myth or Reality?

RAK Free Trade Zone: world-class business hub

Ras Al Khaimah, only 45 minutes from business hub Dubai, is fast becoming the investment destination by choice of investors from across the globe.

With access to over 2 billion consumers and awarded "Best Emerging Free Zone" for the second year running, Ras Al Khaimah Free Trade Zone (RAKFTZ) has already developed into a world-class business hub with state-of-the-art infrastructure and hi-tech facilities for industrial growth and development in less than ten years of its inception.

The Free Zone, offers customized support services to its investors. It is one of the most cost-effective free zones in the region and, most importantly, it offers an absolutely trouble-free, customer-friendly environment, which is very important for the success of any enterprise.

RAK FTZ through its marketing and awareness campaign has created a name for itself known around the world. It has registered more than 4,500 companies that originate from 106 countries.

The Free Trade Zone Authority has created a system of four unique Free Zone Parks that will suit and serve every investor according to their requirements:

- The Business Park
- The Industrial Park
- The Technology Park
- Al Ghail Industrial Park

Situated at different locations each Park caters to specific business interests and requirements of investors.

Free Zone parks cater to investors' specific requirements

The RAKFTZ Business Park

The Business Park is located in the central business district of the city, close to the modern RAK Exhibition Centre, Hilton Hotel & Beach Club and Al Manar Shopping & Entertainment Mall.

The RAK Business Centre is a free zone facility which gives investors an opportunity to start a business with no hassles. Some of the key features of the RAK Business Centre are the furnished, fully-functional and ready-to-use offices, flexi-offices (shared office) & flexi-desks (shared desk). All are offered at highly cost-effective rates.

The RAKFTZ Industrial Park

Located along the coastal road, approximately 15km north of the city and adjacent to Hulaylah Island, about 6km from Saqr Port, covering an area of 300 hectares. Ideal for construction, heavy industries and warehousing.

Plot sizes are provided to suit individual requirements and are fully serviced



with water, electricity and communications.

Facilities include on-site employee accommodation, custom offices, operations supportive services centre and other administrative and service support centres located within the Park.

The RAKFTZ Technology Park

Located south of the city close to the Emirates Road Ras Al Khaimah International Airport.

Covering an area of 100 hectares, it is located opposite 5 Star resorts with an 18-hole golf course (Al Hamra Village &

resort). It is sited in a rapidly expanding area devoted to light industries and automated manufacturing and capital intensive quality lifestyle projects.

The Al Ghail Industrial Park

Covers an area of 400 hectares and caters for heavy industries that deal with the construction market such as steel fabrication.

It has a strategic location since it is close to Sharjah and Fujairah. The park is still under development and contains different size of plots that suits various companies' sizes.

Types of licenses issued by RAKFTZ

• Commercial - General Trading License:

Import, export, distribution, storage or warehousing of items specified on the License. Allows for more than seven different product lines

• Commercial License - Limited Activities

Import, export, distribution, storage or warehousing of items specified on the License. Maximum limit is seven similar product lines or two different categories. (Business Specific License)

• Industrial License

Import of raw materials, manufacturing,

processing, assembling, packaging, and exporting finished products, Feasibility and environmental impact studies and clearance from RAK FTZ are required

• Consulting and Service License

Offering consulting services in management, investment, economics, industrial development, marketing, and related subjects

Special Activities upon the approval of RAKFTZ's Management

For details of documents required, please visit our website

RAKFTZ contacts

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FLIGHT TICKET DISCOUNT

***"I am pleased to
announce a special
discount on flight tickets
for members and their
families"***



I would like to welcome Mr Simon Gass, HM new Ambassador to Tehran and convey my best wishes and gratitude to Sir Geoffrey Adams, our previous Ambassador.

The BICC Board is always looking at giving value to its members, whether it be by opening new trade routes, supporting members with their specific needs or offering members cost-effective ways of trading with Iran. I am therefore very pleased to announce a special discount on flight tickets on the London-Tehran route for members and their families. This fare was negotiated between the BICC, bmi and Facts Travel and all members wishing to take advantage of this generous discount can do so by calling Facts Travel on 020 7603 1246 and ask for the BICC rate. We thank bmi for this wonderful opportunity. For further details please see page 6.

Many of our members have been voicing their concern about a number of banks withdrawing banking services for trade with Iran or issues with banking transactions concerning Iran. The BICC Director General, Martin Johnston has addressed this issue on page 7. Members who wish to discuss specific issues are welcome to contact our office for advice.

The BICC, once again, welcomed an incoming IT & Trade Mission from Iran which was led and organised by Dr Amir Houshang Amini, Vice President at our counterpart chamber, the Irano-British Chamber of Commerce, Industries & Mines (IBCCIM). Martin Johnston welcomed the mission and assured them that figures showed that despite the gloomy political relationship between the two countries, trade had increased.

Dr Ala has kindly written another informative article for members on page 24, titled 'Oil in the Caspian Sea: Reality or Myth?', written in regards to Iran's Ministry of Petroleum declaration that they have found over 20 billion barrels of 'proven' reserves of oil in the Iranian sector of the Caspian Sea.

In line with our aim to provide members up to date information on market opportunities, I am pleased to include an article by Mr Jeff Screeton of Aceona Management, a recent member of the Chamber, who discusses the opportunities that still exist in the current financial market and ways in which companies could improve efficiency in the current climate. I would like to thank Jeff for his contribution, and would like to take this opportunity to say that we would be delighted to receive articles for publication from our members. If you wish to contribute to this publication by writing articles please contact Asmha on 020 8451 2924 or asmhah@aol.com.

For those members that are planning a business trip to Iran or indeed are currently working there we have included a comprehensive guide prepared by the British Embassy in Tehran, on what business life is like in Iran. Topics covered include; working hours, dress code, security, visas and entertaining.

Finally, I am sure you have heard of the fantastic 'The Remaking of Iran' exhibition at the British Museum, which highlights the reign of Shah' Abbas. I have been to see this a few times already and would personally recommend it to all. For those who have not yet visited, it is due to close mid-June. So go and see as soon as you can!

Yousef (Joe) Daneshvar OBE

Editor-in-Chief, Economic Focus

Deputy Chairman, BICC

NEW AMBASSADOR IN TEHRAN

Mr Simon Gass, CMG was appointed Her Majesty's Ambassador to The Islamic Republic of Iran in succession to Sir Geoffrey Adams KCMG. Mr Gass took office in April this year. The BICC wish to welcome the new Ambassador to Iran and thank Sir Geoffrey Adams for all his assistance to the Chamber and efforts in improving Iran/UK relations.



Curriculum Vitae

2004-2008	Athens, Her Majesty's Ambassador
2001-2004	FCO, Finance Director
1998-2001	Pretoria, Deputy High Commissioner
1995-1998	FCO, Head of EU Internal Department
1993-1995	Rome, First Secretary EU/Economic
1990-1993	FCO, Assistant Private Secretary to the Secretary of State
1987-1990	FCO, Security Policy Department
1984-1987	Athens, Second, later First Secretary
1979-1984	Lagos, First Secretary Commercial

ECONOMIC HEADLINES

Oil & Gas exploration and production. The development of the Azadegan oil field will require foreign resource involvement and negotiations are continuing with Petronas, Hinduja, ONGC and others. Although Statoil will complete its existing projects, it doesn't anticipate further investment in Iran. Two new oil and gas fields have been discovered: Karkheh, in Khuzestan, and Sefid-baghun, in Fars.

Oil & Gas sales. Iran is pressing OPEC to seek an oil price in the range of US\$70-80 per barrel.

Economy and the Presidential elections. Presidential candidates have been criticising the government on the economy: for inflation, the failure of fast-yield projects and the dissolution of the decision-making councils (particularly the Money and Credit Council). Also the "lost" US\$300 billion of oil revenues is mentioned. One month before the election, the second round of distribution of Shares for Justice dividend has begun in rural areas: some 5.5 million people will receive US\$80 each on average.

Trade. There was an 81% increase in dairy products imports last year. Iran-Turkey trade was US\$12 billion last year.

Economy. In January, OSF reserves were US\$22.6 billion.

Inflation. Former CBI Governor, Mazaheri, forecasts that inflation will rise to 40% this year.

Government Budgeting. In an attempt to balance the budget (which has a US\$8.5 billion deficit) the government has announced cuts in the budgets of organisations outside government control, such as the Majlis and the Judiciary, provoking resistance to the budget from those organisations. Moussavi says revision of the budget will be one of the main challenges of the new government.

Banking. Press rumours that CBI Governor, Bahmani, had resigned were denied by Hosseini, the Economy Minister. Bank interest rates will be held at 12% this year. Banks may not lend for real estate transactions but are asked by the CBI to allocate 20% of all loans to construction and housing development.

Above Information current at 25th May 2009

FLIGHT TICKET DISCOUNT FOR BICC MEMBERS

Exclusive bmi fares to Iran for BICC members.

bmi

bmi is delighted to offer exclusive fares for members of the British Iranian Chamber of Commerce.

With a wide range of benefits for our Business Class customers, there are now even more reasons to fly with bmi, Heathrow's second largest airline. With benefits such as:

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- Business lounge access
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- A varied selection of complimentary catering

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Route	Flight no.	Depart	Arrive	Days
Heathrow - Tehran	BD931	1900	0425	123467
Heathrow - Tehran	BD931	2015	0540	5
Tehran - Heathrow	BD932	0855	1200	1234567

Members, employees and family of BICC members can receive exclusive fares on Business Class tickets booked through FACTS Travel.

To make your booking call FACTS on: 020 7603 1246. Please ask for the BICC rate when making your booking.

We look forward to welcoming you onboard.

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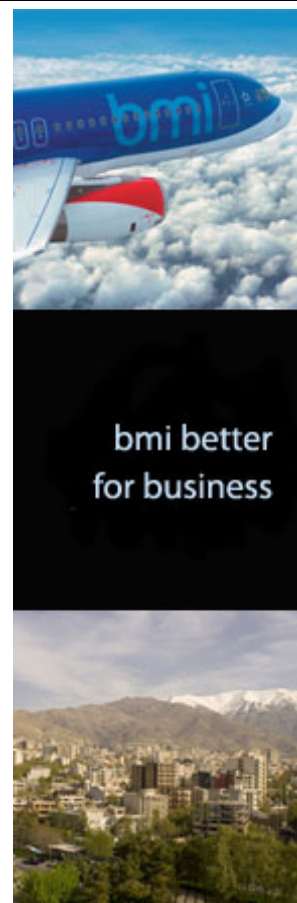
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A STAR ALLIANCE MEMBER

* Exclusive of taxes and charges. Subject to availability.

View our [privacy policy](#)

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THE BICC HELPING MEMBERS EXPERIENCING BANKING DIFFICULTIES

BICC's Director General, Martin Johnston writes about restrictions in trade between the UK and Iran, controlled goods and advises those members experiencing payment difficulties due to the withdrawal of banking services for trade with Iran.



In these straightened times the Chamber is focussing on what Members say they want: lower costs of doing business with Iran; advice on how to get paid under contracts with Iran and support for export licence applications.

I am delighted that we have arranged exclusive Business Class fares between Heathrow and Tehran for employees and family of BICC Members –see www.bicc.org.uk. Fares start from £900 return, exclusive of taxes and charges, subject to availability. Fares are available through our Members - bmi and FACTS Travel – and can be obtained by calling 0207 603 1246. We are most grateful to bmi and FACTS Travel for offering these terms and we hope other Members will find this helpful in cost control. Please see page 8 for full details.

Under UK law, trade between the UK and Iran is unrestricted (except for sales of controlled goods – that is essentially those which could be used in the nuclear industry and in the production of WMD – which are prohibited by the United Nations in any case). However, much of the international banking community, including many UK banks, have with-drawn banking services for trade with Iran because of the fear of prosecution under United States sanctions law. Although UK trade with Iran was higher in 2008 than in 2007, the withdrawal of banking services has made exporting more time-consuming and complicated. For this reason we have been helping Members increasingly to find legitimate ways to make and receive payments from Iran: this we do from our knowledge and that of our Members of the banking market. Any Member experiencing payment difficulties under contract may well find a call to BICC's office to be helpful.

Although BICC requires all Members, as a term of Membership, to comply with applicable UN, EU and UK restrictions on trade with Iran, the determination of what are controlled goods is made by the Export Control Organisation (ECO) of the Department for Business Enterprise & Regulatory Reform (www.berr.gov.uk/exportcontrolorganisation). Where there is doubt as to whether an export is controlled, exporters are advised to apply for an export licence. However Members have increasingly found the ECO response to applications to be slow and, in the case of refusal, uninformative as to its reason. In such cases the Chamber has contacted ECO on behalf of the exporter indicating the commercial priorities of the export, urging an early decision and the common-sense response; this has involved contact with Ministers where this was appropriate.

“UK trade with Iran was higher in 2008 than in 2007”

We would be most pleased if Members let us know what the Chamber could do specifically to help their exports to Iran in the above or other matters. Otherwise I wish you satisfactory exporting!

For the latest information on trade restrictions please visit our website: www.bicc.org.uk

USING CREATIVITY IN THE SUPPLY CHAIN TO GAIN COMPETITIVE ADVANTAGE

By Jeff Screeton

One of BICC's members, Jeff Screeton from Aceona Management writes about the current financial market and the opportunities that still exist for those willing to be bold and improve efficiency.

The current global economic upheaval has had consequences for just about everyone; consumers, manufacturers, shippers and transport operators alike. Despite dramatic falls in the cost of oil and various government initiatives to restore consumer confidence and spending many companies are retrenching and slashing jobs in order to conserve cash. Admittedly some industrial sectors are booming, riding on the back of weak currencies and a range of cost advantages that their competitors are not able to match, but the general movement for the time being appears to be downward.

Despite this air of gloom we actually exist in a time of opportunity; for those willing to be bold and seize the initiative the difficulties are actually a wake up call, a not so gentle push in the direction of getting acts together and looking for ways to improve efficiency, streamline costs and position the business to become a leader when the good times return – as they certainly will.

Within many European companies the supply chain has been recognised for some time as being THE competitive element: you can produce the best products in the world

but if you can't feed your production plant with raw materials or distribute finished goods efficiently then reputation and quality will count for very little – especially when consumers are looking for savings.

So how do you actually go about making your supply chain(s) more effective and efficient? There are a number of issues that are worth considering when looking at how and where to make changes; whilst some of these may be particular to a certain country and its culture the effect of them can have a negative effect right the way back (or forward) and dramatically impact upon those parties who are willing to streamline their operation and try to save costs.

Firstly, any reduction in fuel costs (and transport rates) will be short term: oil is a finite capacity and whilst opinions vary the general consensus is that the world has something like 50 years worth of reserves based on current consumption levels so the pressure to find alternative distribution solutions will increase as we move forward in time. In addition, environmental pollution targets, particularly in Europe, are becoming more stringent and this will influence production and shipping decisions.

In some countries the availability of quality labour or specialist skills sets is a major factor in determining where a company should locate its production plant (s); cheap labour has of course driven many companies to the Far East but these savings are offset by the issues surrounding extended supply chains – uncertainty of supply and poor visibility of materials in the supply chain generally leads to excess materials either in storage and/or transit with a corresponding impact upon costs and cash flow.

In Europe many companies hand all of their supply chain management to third party carriers (3PLs) or freight forwarders. The 3PLs clearly have a vested interest in getting a return from the substantial asset base they own/employ with the obvious implications for pure creativity when it comes to the design of a supply chain solution, the long term cost structure and general business flexibility.

“position the business to become a leader when the good times return – as they certainly will.”

In many cases this has resulted in management becoming confined in a “comfort zone” and ever more unwilling to consider vital changes to their business that will ensure, especially in the current climate, survival let alone future growth potential.

Positioning a business to be able to adapt to environmental shocks such as the credit crunch and be flexible enough to either increase market share in line with consumer demands, or even change direction completely, requires flexibility of thought, an understanding and quantification of the operational and financial risks involved and a simple willingness to implement change if that change can be proven to deliver benefits.

The key word here is of course risk. None of us would consider a large capital outlay without first making a serious attempt to understand the risks and whether any money spent would generate a return or a hefty loss. The wiser among us will consider as many scenarios as possible and feed the output from this into our financial model that will in turn tell us whether to press a red or green button i.e. go ahead with the change/investment or leave things as they are/walk away.

“Despite this air of gloom we actually exist in a time of opportunity...”

Why then should the same methodology not apply to supply chain decisions? One of the answers lies above; that managers are more comfortable effectively handing this process on a plate to a logistics services provider (LSP), such as a 3PL, who will only consider the scenarios that utilise their assets or their favoured suppliers - in other words all of the branches of a decision tree that constitute a thorough scenario test are not considered which ultimately means that the risk cannot be properly quantified or qualified with obvious medium to longer term consequences.

Fourth party logistics (4PL) aims to correct this imbalance. 4PL has been around for some time and has certainly made its presence felt in delivering significant efficiency improvements and cost savings in key areas. Its advantage is simple; it owns no assets, it has no “favourites” and is therefore able to explore every single branch of the change/investment decision tree meaning that the quantification of risk is far more effective.

Another proven advantage of 4PL is its ability to take a more holistic view of transport provision, equipment specification, port choice, modal choice and facility location which offers a much more creative approach to supply chain solution design; in addition, independence from asset ownership means that as the client business changes so changes to transport and facility provision can be made quickly and easily in line with the client’s business requirements offering them a significant market advantage.

A good 4PL works at the “coalface” i.e., it engages more closely with asset owners throughout a supply chain and has the ability to dovetail transport provision more effectively to ensure that providers secure a good return whilst offering very keen rates. This has worked extremely well in shifting the cost balance so that more cargoes can be consigned to rail and/or coastal shipping with the added advantage of lowering carbon footprints at the same time. In addition micro-management of consignments has proven to save clients a considerable amount of money by avoiding the common cost elements of quay rent and equipment detention charges as the 4PL monitors arrivals and ensures that used equipment is returned to its owners in a timely fashion.

In conclusion, making the right supply chain decision is nowhere near as complex or fraught with risk as you may have originally thought. The fourth party approach is one that you might seriously consider if you’re objective is to position your business to take advantage of post-credit crunch opportunities.

“the supply chain has been recognised for some time as being THE Competitive element..”



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BUSINESS LIFE IN TEHRAN

For those starting to do business with Iran, it can be a very daunting prospect, with there being notable similarities but also differences in styles of business. To help things run a little more smoothly, we are including some brief information about the business and private culture in Iran, compiled by the British Embassy, Tehran.

General Information about Tehran:

Situated in the southern part of the Alborz mountain chain and at an altitude of approximately 1,500m, Tehran covers an area of 1200 square kilometres and has a population estimated at 12 million.

Tehran has expanded rapidly since the Islamic Revolution in 1979 resulting in overcrowding, horrendous traffic and even worse pollution.

Iranians are warm, independent people and are very hospitable. They are proud of their history and heritage and stress that they are Persian not Arab. Farsi is the national language; English is widely understood in commercial circles.

The majority of commercial, economic and cultural organisations are situated in North Tehran, as is the main middle class residential area. Embassies (a comprehensive list of all follows) are located in different parts of the city.

Public transport is poor, however, taxis are numerous and cheap.

The rush hour is from 07.00 to 09.30 in the morning and 03.00 to 07.30 in the evening.

Religious Holidays:

Iran is the centre of the Shia Islamic religion, as opposed to Sunni Islam, which is practised elsewhere in the region. The country enjoys a great number of religious and public holidays.

Anniversaries or births are considered "happy" days, sad days are deaths and mourning periods. On sad days conservative dress should be worn, dark suits, sombre ties are preferable.

During Ramadhan (pronounced Ramazan) food must not be consumed in public places, or smoking, until sunset. You will find that food is often available in hotels away from the public gaze.

During the Iranian New Year (Nowrooz, 21st March), all business closes for almost 3 weeks.

During the Shia mourning month of Muharam (a moveable feast) men and women wear mainly black. Processions take place on the streets over this holiday with fairly lackadaisical self-flagellation. Observers are welcome.

Similar to Nowrooz, businesses are closed during this period.

Climate:

Iran experiences four seasons and extremes of climate, ranging from very cold winters in most parts of the country to hot, dry summers. The north-west is the coldest part of the country, with temperatures from December to February falling well below zero. To the south, on the central plateau and along the Persian Gulf, summer temperatures can reach 50°C (122°F). Humidity along the southern coast can be very oppressive during the summer months. Spring and autumn are generally pleasant in most parts of the country. Most of the country is quite arid and the majority of rain falls on the mountainous areas in the north and along the shores of the Caspian Sea, where the annual average is up to 20 centimetres.

Dress Code:

Females of nine years old and over are considered to be adults, and as such are required to wear Islamic covering (Hejab).

Although many local women abide by the rule by wearing a chador (a large sheet-like fabric enclosing the entire body) numerous others prefer to wear an over-gown, or a light raincoat (manteau) plus a scarf which should cover most of the hair and leave only the face exposed. Make up, nail polish, jewellery and the showing of a fringe are acceptable. Women should remain covered during business meetings. No woman traveller is recommended to go to extremes as far as make-up is concerned.

Business dress for men is normally suits. Ties are optional. Short sleeve shirts should be avoided. Shorts are not permitted at any time, apart from sporting activities.

Working Hours:

The working week is usually Saturday to Wednesday, Friday being the official day of rest. **Some organisations are closed all or half day on Thursday.** The British Embassy and certain foreign companies are closed for two days on Friday and Saturday.

Ministries, Banks and business working hours are:

Saturday -Wednesday 8.00 am- 4.00 pm

Thursday 8.00 am- 1230 pm

Shop hours are:

Saturday-Thursday 9.00 am-1.30 pm

4.00 am- 9.00pm or later

Some open on Friday

Outdoor Culture:**Dinner parties at home:**

If visiting an Iranian's home for the first time it is polite to take a small offering e.g. flowers, chocolates etc, but no alcohol.

Hand your gift to the hostess.

- It is not customary to shake hands or kiss women, only do so if offered.
- At dinner parties fruit, tea, fruit juice etc, are served first. Often a long time transpires before the main course.
- In general, dinner is served late, approximately 10 o'clock, but it can be later.
- Iranians' dinners are usually quite conservative.
- Sometimes alcohol is served.
- Men often wear suits or jackets and ties even if the invitation states 'casual dress'. Inside the house women will discard the Islamic Hejab.
- Family and friends are often invited to semi-official business dinners.
- Dancing and Folk singing are quite common. Guests are encouraged to participate. If you can do a 'turn', i.e. sing, play an instrument, tell a joke, it will be warmly received.

Dining out:

- Women should wear their full Hejab (a scarf covering their hair, an over gown with long sleeves.)
- Make up, jewellery, nail polish, showing of hair under the scarf is no problem.
- If you are invited, the host will pay for dinner.
- Tipping is expected, but no more than 10% of the bill.
- No alcohol is served.

Visas:

There are 3 kind of visas:

1. Transit Visas.

British Passport holders are not allowed the 7 days transit visa. They must have a valid entry visa before arriving in Tehran.

2. Business Visas

(apply in plenty of time as this can be a lengthy procedure)

3. Tourist Visas.

Both usually take 14 days to acquire but this is not always the case.

Telecommunications:**UK Mobiles:**

The UK/Iran roaming agreement for mobile phones enables some UK mobiles to be used in Iran. Please check with your network service provider before leaving the UK to see if your phone will work in Iran. In some cases it might be necessary to activate the roaming function on the phone when you arrive. If you are unsure of how to do this you should consult your service provider before leaving the UK.

If your network service provider does not provide coverage in Iran it might be worth buying a new pay-as-you-go SIM card in the UK, such as Virgin or T Mobile. These cost about £10 to £20. Typical call charges are about £1 per minute to make, 50p per minute to receive, and 25p for text messages, though you should check on the exact charges when purchasing the SIM card.

Public Phones:**Coin boxes:**

They can only be used for domestic calls. Most are in good order. They are neither monitored nor censored.

Phone cards:

The cards are available in telecommunication centres. One of these telecommunication centres is situated in Shariati Ave near Seyed-Khandan Bridge. The cards cost approximately 10000 Rls or 1000 Tomans.

They are used for internal calls. They are not available in every part of the city.

Crossing Streets:

Crossing the streets is hazardous. You should look both ways at all times. Motor bikes and cycles are free to use the bus lanes (both ways).

Zebra Crossings are not recognised.

Cars flashing lights mean beware 'I'm Coming!'. They will not stop.

Taxis:

All are un-metered. Price should be negotiated before departure. Tipping is expected when the driver helps the passenger unload any goods. The driver's English is usually poor or non-existent and they often get lost. Driving is normally fast and erratic and seat belts are a luxury although since the beginning of 2002, they are now compulsory.

Radio taxis

They can be arranged by calling '133'. The cost is approximately 50,000 Rls.

Orange coloured taxis, white coloured taxis with an orange stripe.

These ply a set route, picking up + setting down passengers along the way. They can be arranged for personal use if no one is in the taxi. The cost is approximately 40,000 Rls. minimum

Telephone taxis

Available in hotels and other localities.

The cost is approximately 50,000 Rls. Minimum

They can be arranged for a half-day use.

Security in Iran:

Tehran is generally safe. Minor bag snatching, pick pocketing does occur, but is far less frequent than most other capital cities.

There are 3 types of police on the street. They are all armed.

- Niroo yeh Entezami- beat Bobbies, dark green jacket and trousers.
- Traffic police- light green shirt, dark green trousers.
- Plain clothes- will appear at any incident and will have identification.

Beware of bogus policeman. Never hand over your original passport unless completely sure of your surroundings and the authorities authentication.

Never leave belongings unlocked in your hotel room.

Never carry large sums of money, valuables etc.

Police in Tehran can be reached by calling 110.

In the event of an incident:

Find an English speaker.

Ask someone to call a policeman.

Await his arrival. Give details.

You may be asked to fill out a report at the local police station.

This is essential for insurance purposes.

Out of hours ring the Duty officer at the British Embassy on

Tel No: 0912 322 9281. Within normal hours, ring Consular section 6405 2291/2294.

If threatened, best not to resist.

If pestered be firm. Maintain your calm.

Business Culture:

- Shaking hands with women is not usual or accepted. A smile or nod of the head is sufficient.
- In official meetings, the conference table will often bear a card with your name showing the exact seat you should occupy.
- If you need a translator, try to speak in short sentences and pause after each sentence.
- Don't wear short sleeved shirts in governmental organisations.
- Women should wear Hejab. Body piercing is frowned upon, including nose rings etc. Earrings and other jewellery are acceptable.
- Avoid drinking alcohol before any meeting.
- Business cards are exchanged, usually with the right hand. Cards should be both in English and Farsi.
- Meetings should begin with informal introductions and chit-chat.
- Never give the 'thumbs up' sign. This is the Iranian equivalent of our two fingers signal.
- It is very difficult to obtain a visa unless a friend, family or organisation sponsors you.

Airport:

Bringing alcohol or pork products, photos, videos, papers or magazines that offend Islamic sensitivities are forbidden.

Personal electrical objects such as mobiles, computers, cameras etc, are allowed. You are not liable to pay tax to import these for personal use.

Tax must be paid on new and sealed electrical objects.

All passports and papers are checked. Patience is required. Do not lose your blue entry/ exit form.

Random baggage checks are carried out.

General Advice:

Write addresses in Farsi and English.

Always write down the address of your hotel in Farsi and keep it in case you get lost and need to ask people for help.

Since rush hours are between 07:00 to 9:30 am and 3:30 to 7:30 pm allow ample time for your meetings and appointments.

The central part of the city is closed to ordinary motorists at specified times unless you have the necessary government issued permission. At the moment, because of heavy pollution, the Municipality has introduced a temporary law extending the traffic permission from between 06:30 am and 7:30 pm from Saturday to Wednesday and 1.30pm on Thursday. A heavy traffic police presence is to be seen and if you do try to enter the traffic zone, a fine of 130,000 Rials is payable. However, all taxis that have the relevant 'sticker' can enter.

Restaurants:

Limited selection but inexpensive. All are dry. It is compulsory for women to wear Hejab. This can be hot and uncomfortable particularly in the summer months. Iranian food is simple and plain, primarily a choice of grilled kebabs or fish with rice and / or salad. A number of non-alcoholic beers are usually on offer.

Daily English language Newspapers

1-Tehran Times	Rials 1000
2-Iran Daily	Rials 1000
3-Iran News	Rials 1000
4-Keyhan International (government funded)	Rials 1500

Money exchanging:

10 rial = 1 toman

US \$1 is approximately 10,000 Rls or 1000 Tomans.

1 Pound is approximately 16,000 Rls or 1600 Tomans.

Prices are most often quoted in tomans.

It is best to exchange your money at the banks, hotels or airport.

The Black market is not recommended.

Entertainment and Sightseeing:**Parks:****Jamshideya Park**

Address: At the end of Shahid Omidvar St., after Jamaran, Dr. Bahonar Ave., Ghods Sq.

Offers Restaurants, traditional tea-room, scenic views due to its location at the foot of the mountains.

Saie Park

Address: Before Vanak Sq., Vali-Asr Ave.

Offers buffet type food, small zoo, children's play areas

Jahan Koodak (Taleghani) Park

Address: Haghani Highway

Melat Park

Address: Across Safaviyeh Bazaar, After Mirdamad, Vali-Asr Ave.

Offers a small lake, and a limited selection of food stands.

Shopping Centres:**Tehran Bazaar**

Address: Sabzeh Meydan (Green Sq.)

This is the biggest traditional shopping centre in Tehran. Sells almost everything including carpets, jewellery, Iranian handicraft, food, ornaments, and clothing.

Golestan Bazaar

Address: Shahrak-e-Ghods

This is a new fully air – conditioned shopping centre offering a large selection of both men's and women's clothing, electrical goods, jewellery, watches, Iranian handicraft etc.

Iran Zamin Bazaar:

Address: Shahrak-e-Ghods

This is a new fully air- conditioned shopping centre offering a large selection of both men's and women's clothing, furniture, jewellery etc.

Safaviyeh Bazaar

Address: North Vali-Asr

Offering a selection of jewellery and boutiques for men/ women's clothing.

Friday Bazaar

Address: Jomhoori Islami St.

Situated in a multi-storied car park. Offering antiques, carpets. Resembles a giant boot fair, worth a visit.

Restaurants:

Limited selection but inexpensive. All are dry. It is compulsory for women to wear Hejab. This can be hot and uncomfortable particularly in the summer months. Iranian food is simple and plain, primarily a choice of grilled kebabs or fish with rice and / or salad. A number of non-alcoholic beers are usually on offer.

Hospitals and Clinics:**Iran Mehr Hospital**

Shariati Ave, Gulhak, Tel: 22009071

Day Hospital

Junction of Vali-Asr and Tavanir (before Vanak sq.)

Tel: 88870048, 8879111/20

Pars Hospital

Keshavarz Boulevard, Vali-Asr Ave, Tel: 889960051/9

Clinic Gharb

Vanak Sq., Tel: 88034928-88034932

Tehran Clinic

GhaemMaghamFarahani Ave., between Motahari & Dr.Beheshti junctions, Tel: 88718113/6

Mehrad Hospital

Miremad St., Dr. Beheshti Ave., Tel: 88747401/9

Tehran AllergyClinic

West Taleghani Ave., Soheil Crossroad, Tel: 66401788

Jam Hospital

Fajr St., Motahare Ave., Tel: 88820091/9

Day and Clinic Gharb hospitals are near Esteghlal and Homa Hotels.

Emergency telephone numbers:

Fire brigade	125
Mehrabad Airport (Domestic/Overseas)	199
Imam Khomeini International Airport	55678556
Tehran Information	118
Mobile Information	09990
Emergency	115
Taxi telephones	133
Police (Emergency)	110
Tourism of Iran	66435685/7
Police	110
International Police	88793081/5
Accidents	110
United Nations Office	88732813/ 5
British Embassy Duty Officer	0912 322 9281

The above information was provided by the British Embassy, Tehran.

British Embassy: No 198, Ferdowsi Ave, Tehran, Tel: 6670 5011/7, Fax: 6670 8021 (Commercial), 6670 0720 (Visa) 6671 0761 (Consular)

THE IMPACT OF THE GLOBAL FINANCIAL CRISIS ON IRAN

Earlier this year the Iran Chamber of Commerce Industries and Mines (ICCIM) held a conference, the main focus being in studying the current world financial crisis and its impacts on Iran's economy. The ICCIM is the main body in charge of Iran's industrial and trade activities.

The meeting was held in Tehran on 19th January 2009 in which head of the ICCIM, Mohammad Nahavandian, talked about expanded dimensions of the world financial and monetary crisis. Pointing to the all-encompassing crisis as well as different outlooks which have taken shape in our country in this regard, Nahavandian said: "Viewpoints on the impacts of the world financial crisis on our economy are suffering from exaggerations to such an extent that in some dissipating points of view it is stressed that Iran's economy will not be affected by the world financial crisis while in some other excessive outlooks all problems facing Iran's economy have been attributed to the world financial crisis."

The ICCIM head further referred to the fact that if a lesson is to be learned from the prevailing financial crisis in the world, it is to review the economy and added: "Given the extent of vulnerability of Iran towards the world financial crisis, all sectors of the country's economy should be studied so that the most vulnerable parts could be identified and then strongly protected."

Nahavandian said that the recent financial crisis has taken shape as a result of the prevailing vacuum in the process of management of economic globalization, creation of a yawning gap between the world production and consumption markets and, unreal distribution of labor.

He underlined the need for further strengthening of the private sector and referred to parts of the statements by the Leader of the Islamic Revolution on the Fifth Development Plan. "In the Fifth Development Plan special attention should be paid to the creation of competitive

space and thus compulsory economy should be avoided, because continuation of compulsory economy is to fall out of the frying pan into the fire.

Another speaker of the gathering was ICCIM President Yahya Al-Es'haq who underlined the significance of monetary crisis and its impacts, in the first stage on the oil prices, and said: "We were witness to the fall of oil prices from Dlr 140 per barrel to Dlr 40 and its subsequent influence on the budget." Given that our country's economy is strongly dependent on oil, such impacts are considered to be very important and clearly show how much Iran's economy is under the influence of the world trade, he added. "Because, with a change in the budget, development projects will be changed and finally it will cause a gap in the growth of the economic sector."

Stressing that as a result of such a world crisis Iran would be faced with a grave challenge, he said the country could pass through such a situation only by practicing a reasonable management for which the required priority should be given to allocation of resources as prioritization would facilitate solving problems.

In conclusion, Al-Es'haq said that in order to put behind such a crisis an economic viewpoint is needed rather than a political one. Because, he stressed, the qualities of politics and economics are totally different, adding that in such an effort attention should be paid to the essentiality of the compilation of a government-supported package for production and the private sector.

The above article was written by the 'Iran Exports Magazine'



CMEC GALA DINNER

The second annual Conservative Middle East Council (CMEC) Gala Dinner will take place on Wednesday 1st July at the Mandarin Oriental Hyde Park. BICC Members are welcome to attend.

The feedback from last year's inaugural dinner was overwhelming and this year they are thrilled that The Rt Hon William Hague MP, Shadow Foreign Secretary, will address guests before the dinner which will be attended by prominent members of the Shadow Cabinet and the Conservative Parliamentary Party as well as members of the British Arab and British Iranian business and diplomatic communities.

CMEC has had another successful year and continues to grow. In the last year they have led Conservative Parliamentarians on delegations to Iran, Syria, the UAE, Lebanon, the occupied Palestinian territories and Israel as well as making their first trips to Bahrain and Tunisia. In 2009 they plan to expand the now established Iran and Arab programmes and are preparing to lead their first delegations to Libya, Egypt and Qatar.

They have further entrenched their presence in Westminster recently hosting a dinner discussion with the Arab Ambassadors in conjunction with David Lidington MP, Shadow Minister for Foreign Affairs, and by hosting briefings on a range of topical issues emanating from the region. CMEC continue to facilitate dialogue between regional experts and Conservative Parliamentarians in the belief that increasing their understanding of these critical Middle Eastern issues as they move into this crucial election year, both domestically and across the region itself, is vitally important.

However, their work would not be possible without your support. If you are interested in taking a table this year the price of hosting a table of 10 is £5000 which includes the host and seven guests as well as two Conservative Parliamentarians which they will arrange in conjunction with you upon the purchase of your tickets.

If you are interested in hosting a table at what promises to be a wonderful evening then please call 020 3159 4380 or email events@cmecc.org.uk.



The **Conservative Middle East Council** requests the pleasure of your company at a reception and gala dinner. The reception will be held in honour of and attended by the Shadow Foreign Secretary of the Conservative Party The Rt Hon William Hague MP

 **Conservative** سيمك
Middle East Council

on **Wednesday 1st July 2009**
at **7.00PM**

at the Mandarin Oriental Hyde Park
DRESS: Black Tie

TICKETS ARE LIMITED
FOR MORE INFORMATION CONTACT
CMEC, 83 Victoria Street, London SW1H 0HW
t: 020 3159 4380
w: events@cmecc.org.uk

Shah Abbas: the Remaking of Iran

The Remaking of Iran which is currently on view at the British Museum, has been organised in association with the Iran Heritage Foundation. The exhibition highlights the accomplishments of the reign of Shah 'Abbas who ruled Persia from 1587 until 1629, ushering in a golden age for arts and culture, and opening the country to European trade. He was one of the great rulers of his age during whose reign, Iranian power reached dazzling heights. His territories stretched from the Tigris in present-day Iraq, to the Indus in Pakistan and north into modern Georgia and Azerbaijan. Shah 'Abbas was a stabilising force. He is credited with unifying a culturally and politically splintered country by creating a new sense of nationhood.

The exhibition graphically illustrates Shah 'Abbas' prowess in trade: silks, spices and porcelain arrived at the Isfahan bazaar from China and India, traders came from England and Holland with gold and silver. Shah 'Abbas struck deals with the East India Company in the early 17th century and appointed an adventuring Englishman – Robert Sherley – as a sort of foreign secretary. By the late 16th Century, much of the world was aware of Shah 'Abbas' influence on trade.

Shah 'Abbas revitalised the state religion of Shi'a Islam which is still practised today - and imposed Persian as a unifying language throughout the land. Isfahan was a multi-cultural and multi-faith city and remains so today. With its mosques and palaces, many built by Shah 'Abbas, it is considered one of the most beautiful cities in the world.

Objects in the exhibition, many of which have not been seen outside Iran – alongside loans from Europe and the US – include exquisite Qur'ans, mosque lamps, luxurious gold-ground carpets, beautiful Chinese porcelains, illustrated manuscripts, watercolour paintings, metalwork and gorgeous silks, objects similar to those Shah 'Abbas gave to important religious sites across Iran.

The famous calligrapher Ali Riza Abbasi was a key figure throughout Shah 'Abbas' reign and examples of his work are a major feature of the exhibition. One of the most talented of all Iranian painters, Ali Riza 'Abbasi flourished at the court of Shah 'Abbas.

Shah 'Abbas died in 1629 at the age of 70 in Mazandaran. His tomb is in Kashan, in the Shrine of Habib ibn-Musa. This city lay on the route from Isfahan to the former capital of Qazvin, and had a beautiful garden laid out there, the Bag-e-Fin, which exists to this day.



Neil MacGregor, Director of the British Museum, stated at the opening of the exhibition earlier this year: "It was during the Shah Abbas reign that Persia fully entered European consciousness as trade, diplomacy and military expansion multiplied the contacts between Isfahan and the capital cities of Europe. Ever since it has been of the greatest importance to Europeans to study and understand the history and culture of Iran. This exhibition will, we hope, contribute to that process. My colleagues and I are grateful to the Iran Heritage Foundation for its generous support of the exhibition, the latest in a long series of joint projects with the British Museum to present Iranian culture to the widest public in London."

L-R: Ms. Soussi Rastegar, Mr Ali Sataripour, Rt. Hon. Lord Lamont of Lerwick, Ms May Rashidian & Mr Iraj Bagherzade



Iran Heritage Foundation
5 Stanhope Gate,
London, W1K 1AH
Tel +44 20 7493 4766
Fax +44 20 7499 9293
info@iranheritage.org
www.iranheritage.org

Charity No:1001785



IT & TRADE MISSION FROM IRAN 2009

The BICC welcomed an IT & Trade mission from Tehran in February. The mission was led by Dr Amir Houshang Amini, Vice President & Secretary General at our counterpart chamber IBCCIM.



Mission participants with members of the BICC

The BICC held a reception to for mission members at their offices at the NIOC House. Martin Johnston, Yousef Daneshvar and Cyrus Mehdizadeh were present to welcome members of the mission.

The following members of the chamber were also present at the reception; Martin Perott, bmi Airline representative, Babak Emamian, agent of the Royal Bank of Scotland, agents of British Company SCO Air Eckert, Mr. Saber Sheikh of Hassas Company as well as the agents from an emirate company with whom the Iranian and British companies are willing to discuss further cooperation in a third country. Mr Ibrahimzadeh, the Economic Counselor at the Embassy of Islamic Republic of Iran and Mr. Tavakoli, General Consul were also present to speak to members of the mission.

At the beginning of this meeting, Martin Johnston greeted the guests and spoke about the commercial relations between Iran and Britain and emphasized the fact that, despite the less- favourable political relations between the two countries, the foreign trade had made a considerable progress in both countries. He also hoped for the continuation of any possible interactions in the future. Dr Amini was very appreciative to the chamber for holding the reception and invited the BICC to hold a mission to Tehran.

A buffet lunch was provided, during which attendees could raise specific issues of concern to them.



(L-R) Mr Sabersheikh, Mr Tavakoli, Martin Johnston, Cyrus Mehdizadeh, Dr Amir Amini, Majid Faiz, Mr Ebrahimzadeh, Mr Daneshvar, Mr Manuchehr Kamoon, Mr Kazemi Mogharabi, Mehran Kamoon and Mr Ardekhan

RAK PRESENTATION

Ras Al Khaimah Free Zone (RAK), one of BICC's members gave a presentation to members and guests at the Business Exchange Centre on 23rd January. The purpose of the presentation was to inform attendees of the RAK Business Zone and what it offers potential businesses who wish to take advantage. We have listed some of the incentives offered.



Representatives from the RAK Trade Zone, with Martin Johnston

- Established in the year 2000
- Open for all kinds of business
- More than 5000 company establishments
- 4 Locations
- ISO 9001 and ISO 14001 certified
- Recognised as one of the Best Free Zones in the Middle East
- 45 minutes drive to Dubai
- Saqr Port
- 500,000m2 Storage space
- New container terminal
- RAK International Airport



Participants at the meeting enjoying Iranian cuisine at the buffet lunch

- 100% Ownership
- 100% Free Tax
- More Business centres in RAK; Dubai, Abu Dhabi & New York
- Promotion Centres in India, Turkey and Germany
- No Import-Export Tax
- 100% Free Flow of Capital and profit



BICC board member, Mr Amir Soleymani putting forward a question for the RAK Representatives

MEETING WITH MICHEAL AXEWORTHY

On the 13th March BICC members were given a talk by Micheal Axeworthy, entitled 'Recommendations to President Obama on dealing with Iran'. Micheal Axeworthy has worked as a diplomat for 14 years and heralds a new era in relations with Iran.

Mr Axeworthy has worked as Head of Iran Section at the Foreign Commonwealth Office (FCO) between 1998-2000 and now works as a Director at Exeter University working on Iranian Studies.

He started his speech emphasizing that there are definite grounds of optimism with Iran and commented that there will be some major changes now that there is a new President in the US and the Iranian Elections are coming up in June 2009.

During the Q&A session that followed Mr Axeworthy's speech, he spoke about the influence President Obama's administration will have on relations with Iran and the US, he said 'until the Iranian Presidential Elections are out of the way and they (US) know who the front man is going to be it will be difficult to predict the US stance...it will be clearer after the June elections'.

The meeting was followed by a buffet lunch, during which members could purchase a signed copy of Mr Axeworthy's most recent book.

For details of upcoming members meetings, please see our website: www.bicc.org.uk



***“some businesses
are doing well
even in these
difficult times”***

Micheal Axeworthy

***“where do we stand with
Iran? We have grounds for
optimism.”***

Micheal Axeworthy



Lord Lamont with Micheal Axeworthy

“Iran has followed a pragmatic line in relations and foreign policy. There is a chance for reconciliation internationally”



Mr Axeworthy speaking to participants at the meeting.

MEMBERS MEETING WITH DR HOUSHANG AMIR AHMADI

We were fortunate to have Dr Hooshang Amirahmadi talk to members on the 15th May. Dr Amirahmadi is an Iranian academic, political analyst and is the President of the American Iranian Council. Please find below a few key quotes from his speech.



Rt. Hon Lord Lamont of Lerwick, introduces Dr Amirahmadi to members

***“Dr Amirahmadi
has a key role in
insuring some sort
of dialogue between
the two countries
(US & Iran)”***

Rt. Hon. Lord Lamont



Dr Amirahmadi talking to members and guests at the meeting.

Rageh Omar, News Correspondent with Channel 4 putting forward a question to Dr Amirahmadi



“President Obama has certainly initiated a move towards Iran that is filled with tremendous opportunities”

Dr Amirahmadi

Rt. Hon Lord Lamont of Lerwick, Dr Amirahmadi and Mr Y. Daneshvar



Mr Babak Emamian talking to Mr Rageh Omar

OIL IN THE IRANIAN SECTOR OF THE CASPIAN SEA: REALITY OR MYTH?

By Mohammad Ali Ala

Iran's Ministry of Petroleum has recently been quoted as having stated that the 'Iranian sector of the Caspian Sea contains 20 billion barrels of proven oil reserves'. This article reviews the meanings of the term 'reserves' as used in the international oil industry, reflects on whether the use of the term 'proven reserves' is appropriate in the case of the Iranian Caspian sector and finally assesses the oil and gas prospects of this area in light of the available technical information.

DEFINITION OF 'RESERVES'

First and foremost, it should be noted that 'reserves' are always estimates of the quantities of oil and gas that are deemed to be ultimately recoverable from a given field or area. These estimates are based on a number of variables and assumptions and, as such, are subject to differing degrees of uncertainty. Furthermore, reserves tend to be a dynamic rather than a static quantity: the figures are regularly revised as new data become available as exploration activity progresses. Where individual oil and gas fields are concerned, it is worth noting that they often ultimately yield more petroleum than their originally estimated reserves.

Reserves are classified into several categories depending on the degree of confidence in the computed value of the estimate and these are briefly reviewed below:

Hydrocarbons In-place (also referred to as 'In-Place Reserves')

This refers to the total volume of oil or gas that is present in a field before any production. It is known as the *stock tank oil initially in place* and abbreviated to **STOIIP**. This quantity is not all recoverable. The recoverable fraction is highly variable and depends on the nature of the reservoir, its production characteristics and the quality of the oil, particularly its density and viscosity.

Proven Reserves

Economically, this is the most important category and refers to oil or gas in existing fields that can be produced from existing wells.

Probable Reserves

This category includes oil or gas in extensions of existing fields beyond or below the currently known limits.

Possible Reserves

This is oil or gas expected from future discoveries in areas or formations known to be productive.

Undiscovered Reserves

This category is subject to the greatest degree of uncertainty and refers to the quantity of oil and gas that *could* be found in an area.

IRANIAN CASPIAN SECTOR

Geologically, the Iranian Caspian sector falls in the South Caspian Basin (Figure 1). Substantial oil and gas deposits are present in the Azeri and Turkmen sectors of the South Caspian Basin. The key to the productivity of these areas is the delta systems built up by the Volga, Kura and Amu Darya (formerly the Uzboi) rivers. Worldwide, deltas are associated with prolific oil and gas production and examples include the Niger Delta in west Africa, the Nile Delta in north Africa and the Mackenzie Delta in northern Canada.

In the Iranian sector, there is a potential delta development associated with Sefid Rud. However, the Iranian sector remains underexplored and the area requires a detailed and systematic study. Only three exploration wells have been drilled here by the National Iranian Oil Company (NIOC) since 1989: two in the eastern end and one in the western part of the area, a few kilometres northwest of Bandar-e Anzali. The results of this drilling activity are summarised below (Figure 2):

Well	Date Drilled	Depth reached (m)	Results
Meghdad	1995	5,964	Gas shows
Meysam	1996	5,140	
Khazar	1989	5,570	Gas shows

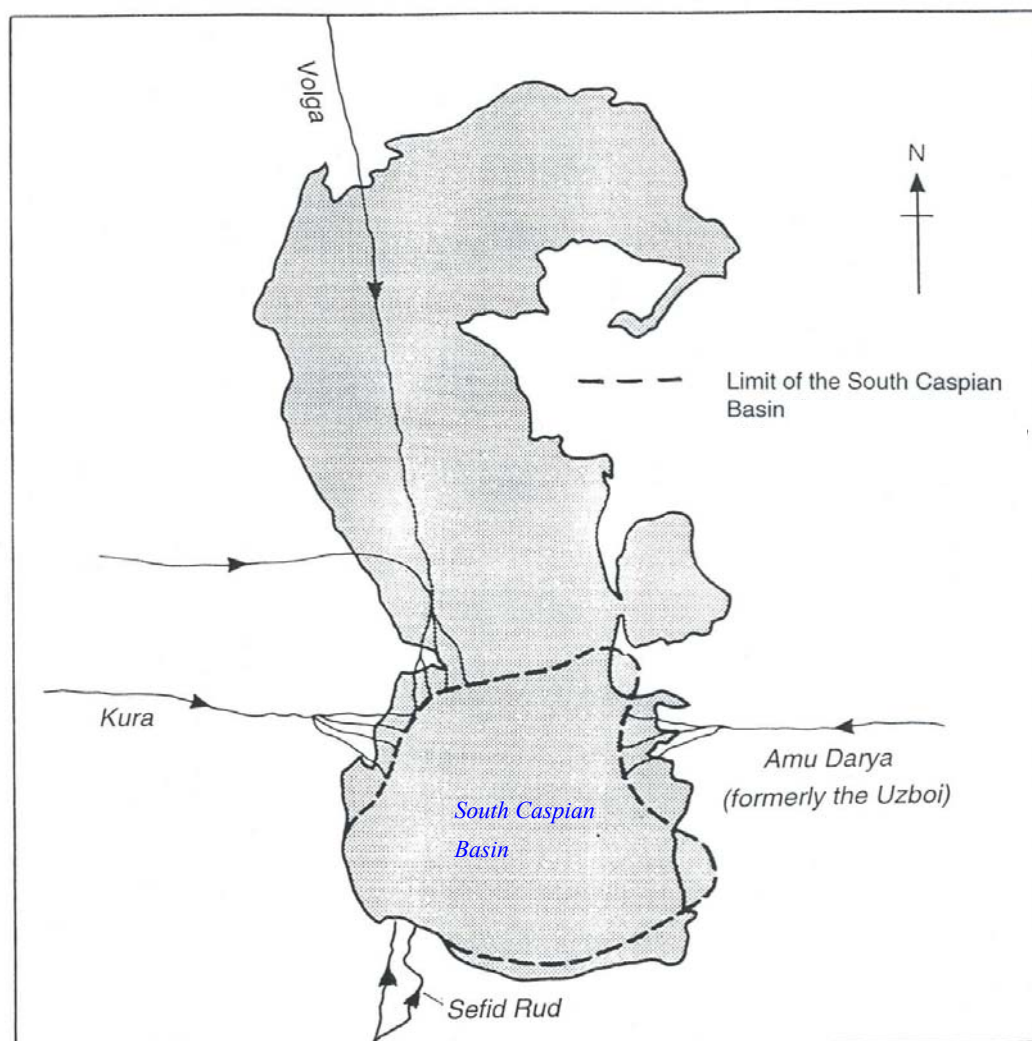


Figure 1 Location of the South Caspian Basin and its associated deltas

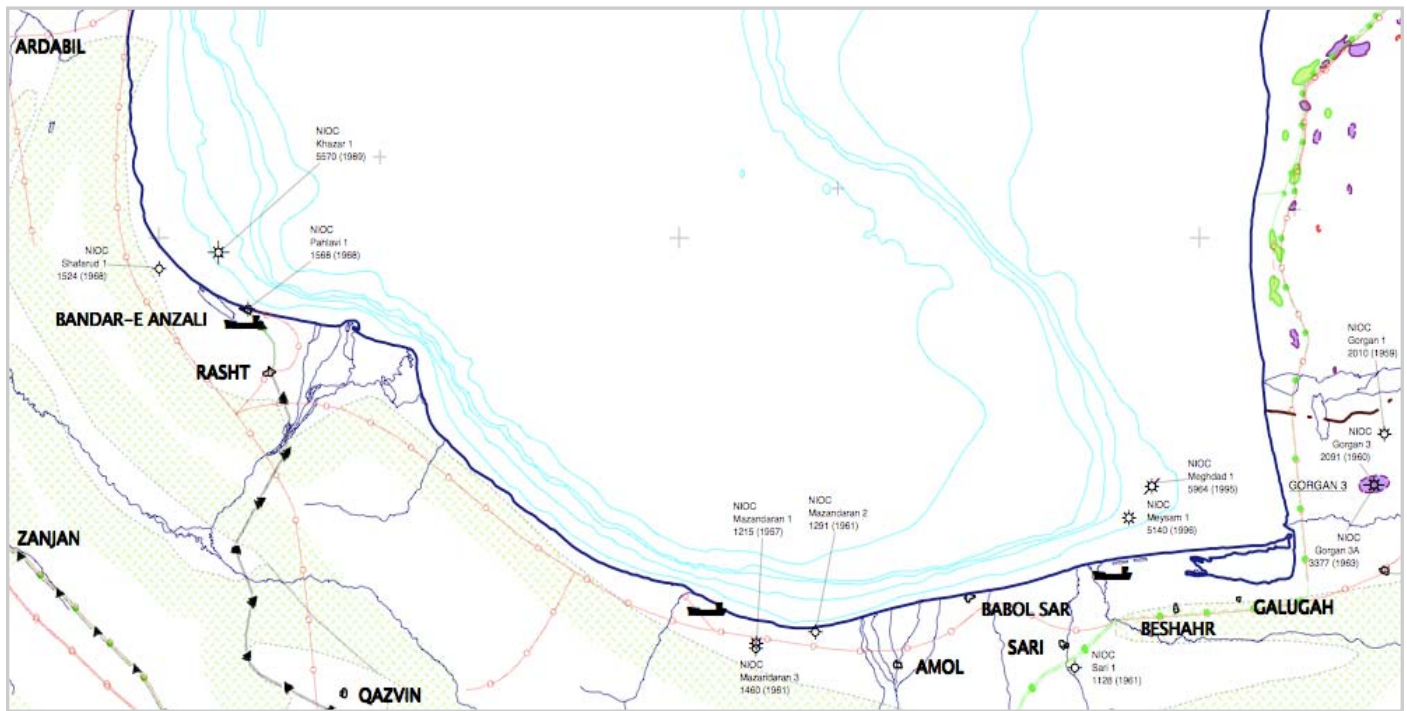


Figure 2 Locations of the wells drilled by NIOC in the Iranian sector of the Caspian

In December 1998 Shell and LASMO (now part of the Italian ENI/Agip Group) signed an exploration study agreement with the NIOC for the Iranian sector of the Caspian Sea. Veba (now part of PetroCanada) joined Shell and LASMO in late 1999 and the group acquired 10,000 km seismic data in this sector. The interpretation of the data, representing the first integrated evaluation of the area, identified several large prospects. Under the terms of the agreement, the group was entitled to select up to 6 blocks, each about 2,000 km² in area, for further detailed exploration. However, no progress in this regard was made since the prospects identified lie in relatively deep water (300-500m) and in the border area in dispute with Azerbaijan.

By analogy with the Azeri and Turkmen parts of the basin, the Iranian Caspian sector must be considered to have significant potential, particularly in the area associated with the Sefid Rud delta. To test this potential, the NIOC announced its intention to commence drilling in the Caspian during 2004-2006. For this purpose, it commissioned the construction of a semi-submersible rig capable of drilling in water depths of up to 1,000m. However, there have been delays in the completion of the rig and it is not expected to be operational until late 2009 or even 2010. Also, there are unresolved issues concerning the demarcation of the maritime border between Iran and Azerbaijan in the Caspian, making the drilling operation a politically sensitive matter.

Moghan Area

Situated in the northeastern corner of Iranian Azarbaijan, the Moghan area bears similarities to the petroliferous Baku region (Figure 3).

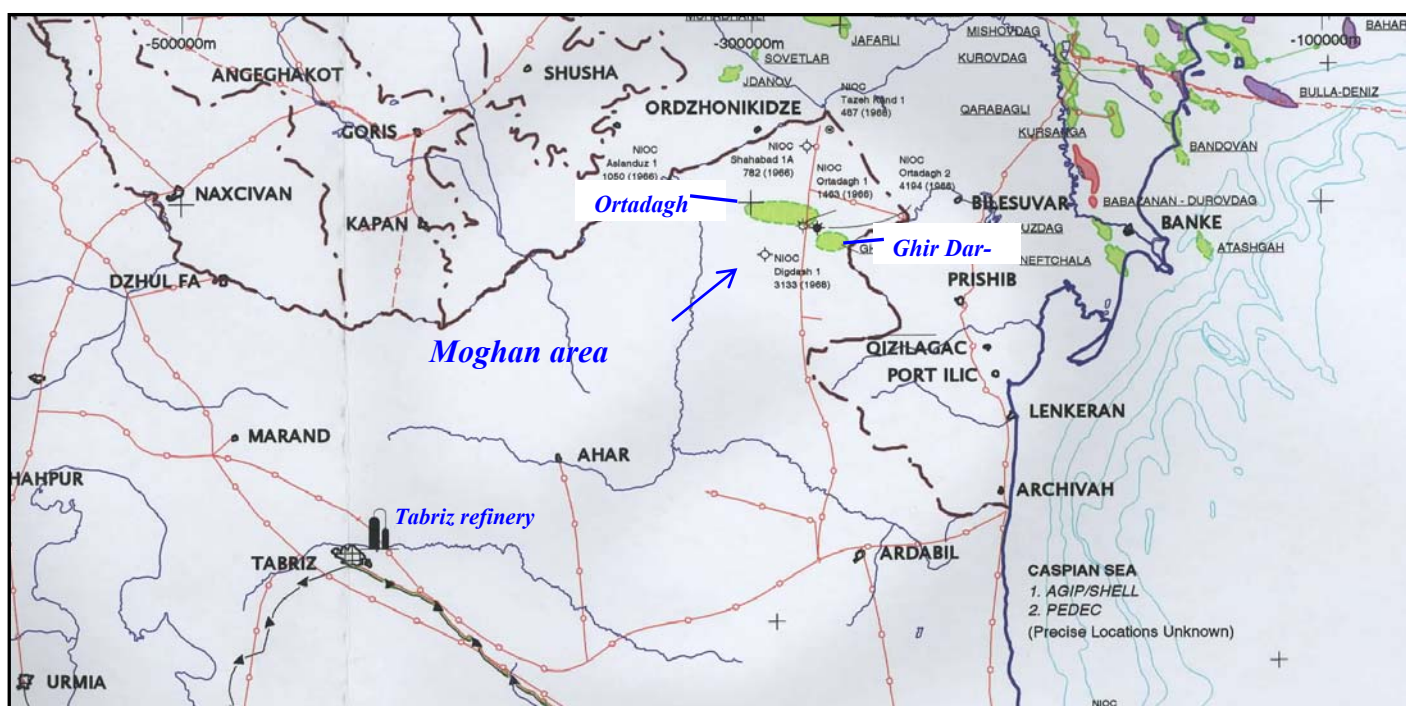


Figure 3 Map showing the Moghan area and the Ortadagh and Ghir Darreh discoveries

There are oil and gas seeps along the southern margin of the area and several exploration wells were drilled here by the NIOC in the late 1960s. Two discoveries of high quality oil were made at Ortadagh and Ghir Darreh with estimated in-place reserves of 2.5 billion barrels. Flow rates of up to 200 barrels per day were obtained from two of the wells. However, the poor quality of the reservoirs, rapidly reducing the flow rates to few barrels per day, and the price of oil at that time (below \$3 per barrel) made the development of the accumulations uneconomic.

Applications of modern recovery techniques to increase reservoir performance should be investigated. Also, the area remains under-explored and may have additional potential. It merits further exploratory drilling and its proximity to the Tabriz refinery - with a processing capacity of 112,000 barrels per day - about 170 km to the southwest is an additional favourable factor.

CONCLUSIONS

- Until commercially viable discoveries are made, the attribution of 'proven reserves' to the Iranian sector of the Caspian Sea is inappropriate and inconsistent with the oil industry definition of the term.
- By analogy with the petroliferous regions of Baku to the west and Turkmenistan to the east, the Iranian Caspian sector must be considered to have significant potential.
- The Iranian sector of the Caspian Sea and its surrounding areas are under-explored and merit systematic exploration activity.
- Commencement of a sustained drilling campaign to a large extent is dependent on the resolution of the maritime border issues between Iran and her neighbours.

2009 BICC MEMBERS

Abachem Limited	Clarke, Dick	HSBC Bank Plc	Nasre Saher International Co.	Sherlock Thomas, David
Abbasabad Chemical Complex	Classpa Co.	IDT	Omex Agrifluids Ltd	Sina Sarve
Aceona Management Ltd	Comtek Network Systems Ltd	Iran Hassas Limited	Dr Pashazadeh, Mehdi	Sir Dalton KCMG, Richard
AGCO Limited	Contractors Machinery Ltd	Iran Khodro	Parviz Hemat Trading Co.	Sky Co (UK) Ltd
Alpert International Ltd	Cooper Electronic Security	IRISL (UK) Limited	Payam Salamati Abadan MRI	Sout Machine Co.
Amin Aluminium	Daneshvar, Kooros	James, Sir Jeffrey	Pelican Partners	Sogoli Traditional
Apollonia College Ltd	Denton Wilde Sapte	John Crane Limited	Persia International Bank Plc	SPP Pumps
Astran Cargo Services Ltd	Deutsche-Forfait AG	Kamyab South Dev Co	Persian Gold Plc	Square Acre
Aubin Limited	DHL Express	KBC	Petrochemical Commercial Co.	Tahator Kaleye Khorasan
Bafandeh Imandoost, Ahmad	Energy Deployment	Key Group Solutions Ltd	Pouria Sanat Jonoob Ahwaz	Targetfollow Group Ltd
Balli Group	Evans CMG, Alun	Khozestan Development	Pooshak Partov	Technomot Limited
Bank Julius Baer	Esmail Trading Co.	Lawrence Associates	Qatar National Bank	Tehran Paraffin Co. Ltd
Behzad Persian Group	FIC Limited	Lemax Engineering Ltd	RAK Free Trade Zone	TNA Limited
Bazargani Rafiei	Facts Travel Limited	LV Shipping Limited	Rasana Mehr	TNT Iran
Bazargani Kamyab	Falcon Trade Cooperation	Liberty Commodities Ltd	RCC London & Tehran	Toos Resane
BG Group	Finwest Limited	Lord Andrew Phillips	Ridgway, Andrew	Toos Gas Technology
Bimeh Iran Insurance Co Ltd	Fiscal Solutions Limited	Lord Temple Morris	Royal Bank of Canada	Union Resource Limited
BP Exploration Co Ltd	Gaffney Cline & Associates	Mirzadeh Fars	Saneye Alu Guilan Shakiba Co	United Industrial Supplies
bmi	Garner, Sir Anthony	Nagi Mazraeh (Imam Hospital)	Sangam Limited	Worthy Technologies Limited
Calyon Corp Investment Bank	H. Beesley Limited	Negin Naderi Company	Saudi Sim	Yasamansazeh Arvandan
Chase Geotechnique	H. Reiss Limited	Norton Aluminium Ltd	Shell Exploration Limited	Zeta-PDM
Chilansaz-sene	H. E. Adeli, S. M. Hossein	M. Feiz Trading		
	H. N. L International Ltd	MZ Trading		
	Hanley, Sir Jeremy	Napier Turbo Charges		

To find out how you can become a member of the BICC, please visit <http://www.bicc.org.uk/membership.jsp> or telephone the office on 020 7233 4441 for further information.

IRANIAN OFFICIAL HOLIDAYS IN 2009

(Based on a list of holidays in 2009 faxed to the Embassy by Khajeh Printing Office)

Tassoua	Tuesday 6 January, 2009
Ashura	Wednesday 7 January, 2009
Anniversary of Islamic Revolution Victory	Tuesday 10 February, 2009
Arbaeen	Monday 16 February, 2009
Prophet Mohammad's Death & Hassan's Martyrdom	Tuesday 24 February, 2009
Martyrdom of Imam Reza	Thursday 26 February, 2009
Prophet Mohammad's and Imam Sadegh's Births	Sunday 15 March, 2009
Oil Industry Nationalisation Day	Thursday 19 March, 2009
Noruz	Saturday 21 March, 2009
Noruz	Sunday 22 March, 2009
Noruz	Monday 23 March, 2009
Noruz	Tuesday 24 March, 2009
Islamic Republic Day	Wednesday 1 April, 2009
13 th Day of Noruz (Nature Day)	Thursday 2 April, 2009
Martyrdom of Hazrat Fatemeh	Thursday 28 May, 2009
Imam Khomeini's Death	Thursday 4 June, 2009
15 th Khordad Uprising	Friday 5 June, 2009
Imam Ali's birth	Monday 6 July, 2009
Prophet Mohammad's Call to Mission	Monday 20, 2009
12 th Imam's Birth	Friday 7 August, 2009
Martyrdom of Imam Ali	Friday 11 September, 2009
Eid ul- Fitr (End of Ramadhan)	Sunday 20 September, 2009
Martyrdom of Imam Sadegh	Wednesday 14 October, 2009
Eid ul-Adha (Eid Ghorban)	Saturday 28 November, 2009
Eid Ghadir Khom	Sunday 6 December, 2009
Tassoua	Saturday 26 December, 2009
Ashura	Sunday 27 December, 2009

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British Embassy - Tehran Holidays in 2009

Thursday, 1 January	New Year's Day
Wednesday, 7 January	Ashura
Sunday, 22 March	Noruz
Monday, 23 March	Noruz
Thursday, 2 April	Sizde Bedar (Nature Day)
Sunday, 12 April	Easter Sunday
Thursday, 11 June	Queen's Birthday
Sunday, 5 July	Eve of Emam Ali's Birthday
Thursday, 27 August	In lieu of August Bank Holiday
Sunday, 20 September	Eid-e Fetr
Thursday, 15 October	In lieu of Martyrdom of Emam Sadegh
Thursday, 26 November	In lieu of Eid-e Ghorban
Thursday, 24 December	In lieu of Christmas Day
Sunday, 27 December	Ashura

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BICC DIARY 2009

23rd January	Board & Members' meeting Presentation given by Ras al Khaimah Free Trade Zone*
5th February	Board & members' met with IBCCIM Delegation
13th March	Board and members' meeting Presentation was given by Micheal Axworthy on "Recommendations to President Obama on dealing with Iran")
17th April	Board meeting
15th May	Board and members' meeting Presentation given by Dr Amirahmadi on Iran/US Relations
26th June	Board and members' meeting (Bijan Khajepour to review Iranian presidential elections)
17th July	Board meeting
August	<i>No meetings</i>
18th September	Board & Annual General Meeting
6th October	House of Lords Annual Reception
16th October	Board meeting
13th November	Board meeting
Tba November	Conference on the Iranian Gas Industry
11th December	Board meeting

Members will receive invitations for meetings and events closer to the date.

An on-line diary of BICC events is also available www.bicc.org.uk

Persian Gold – First Mover Advantage in Gold Exploration in Iran

Persian Gold, which is listed on the London Stock Exchange (AIM: PNG), was created to take advantage of outstanding gold opportunities in Iran. Iran is a large geological province containing an array of world-class minerals that has been significantly under explored over the past 30 years. Not alone has there been little exploration, but almost none of the new exploration techniques developed in the past generation have been used in Iran. Very few international mining companies are working there creating a unique opportunity for an exploration company like Persian Gold. Persian Gold began operations in 2004 and is currently active in three areas of the country.

Chah-e-Zard near Yazd, is a late stage gold project where a 15 hole-drilling programme produced good results finding gold in 13 of 15 holes. The target is an open cast heap leachable deposit. A further detailed programme of trenching and drilling to define the ore body will get underway by September 2007. The project is a joint venture with the local license holder who holds 30%. Recent drilling on this project catapulted Persian Gold's share price to over 40p valuing the company at over USD\$50m.

At Dalli South of Tehran, Persian Gold will shortly begin a drilling programme on a gold/copper porphyry project where soil sampling has shown significant gold values over a large area. The property has never been drilled. Persian Gold has an option to acquire 70% of the concession.

The Takestan area in Northwest Iran is the third area of focus. The Takestan area is particularly exciting. Modern gold exploration techniques have discovered gold associated with silica and alunite. Some of the largest gold mines in the world have been developed or are being developed in silica-alunite deposits in the Andes of South America. The Takestan area of Iran contains over 1 billion tonnes of alunite, the second largest deposit in the world. It has never been systematically prospected for gold. After sampling over 1800 sq km Persian Gold has zeroed in on 4 license areas the most advanced of which is Twin Hills near Qazvin.

The in country operations are overseen by Iranians with specialist support from external consultants. Persian Gold is currently looking to augment its commercial management team in Iran to support its increasing portfolio of projects. The board which has over 30 years experience in the Natural Resources industry and contains the founders of Petrel Resources plc, an Oil and Gas Company operating in Iraq, is privileged to have the technical advice of Monir Davoudzadeh and the board support of Manouchehr Takin to call on. As one of the very few international explorers working in Iran, Persian Gold sees a continuous flow of projects and is interested in discussing any opportunities to increase its operations in Iran. Over the coming years, Persian Gold expects to become a significant Iranian gold producer.

For more information please visit Persian Gold plc website – www.persiangoldplc.com.

Persian Gold plc.

Middle East Gold Exploration

Persian Gold plc. is a Middle East gold explorer focused on Iran and listed on the London Stock Exchange (AIM:PNG).

Iran is a highly prospective and under explored country for natural resources. Persian Gold has an early mover advantage.

www.persianguidplc.com
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Persian Gold plc.
Middle East Gold Exploration

Please see inside page for more information on Persian Gold Plc



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Persia International Bank was established in London on 29th of April 2002 following the merger of the London branches of Bank Mellat and Bank Tejarat, who are the joint shareholders of the Bank.



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