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# Longstanding partnership between Iran and Germany

*by H.E. Seyed Shamseddin Khareghani, Ambassador of the Islamic Republic of Iran*



*H.E. Dr. Kamal Kharazi, Minister of Foreign Affairs of the Islamic Republic of Iran (l.), and H.E. Joschka Fischer, German Federal Foreign Minister*

The historical past of ancient Iran and the rich civilization of this geographic region tell us about a deep culture and a long history. The 5000-year-old history of this country reflects the depth and genuineness of its culture and civilization. The importance of culture and civilization does not remain obscure to anybody. Culture is doubtless the basic foundation and an important factor in the formation of human societies and economic and political infrastructure.

Speaking about Iran with such a cultural background and rich civilization in a few words is a very difficult task. My country is not only important because it is located in the Middle East, the link connecting the three continents of Europe, Asia and Africa, but it has also other characteristics that distinguish it from other countries of the Middle East. Iran with a population of 70 million people

is one of the most populated countries of the Middle East. Important elements such as a young population (65%) and a high percentage of specialists, a large number and variety of natural resources, oil and gas supplies, cheap energy and labor force and the access to the world 's free waters are among the other important elements of my country.

Because of the strategic location of the Middle East, this region has always been the focus of attention of the superpowers and an arena for their competition. Various crises in this region, especially in the past decade, were all the result of this fact.

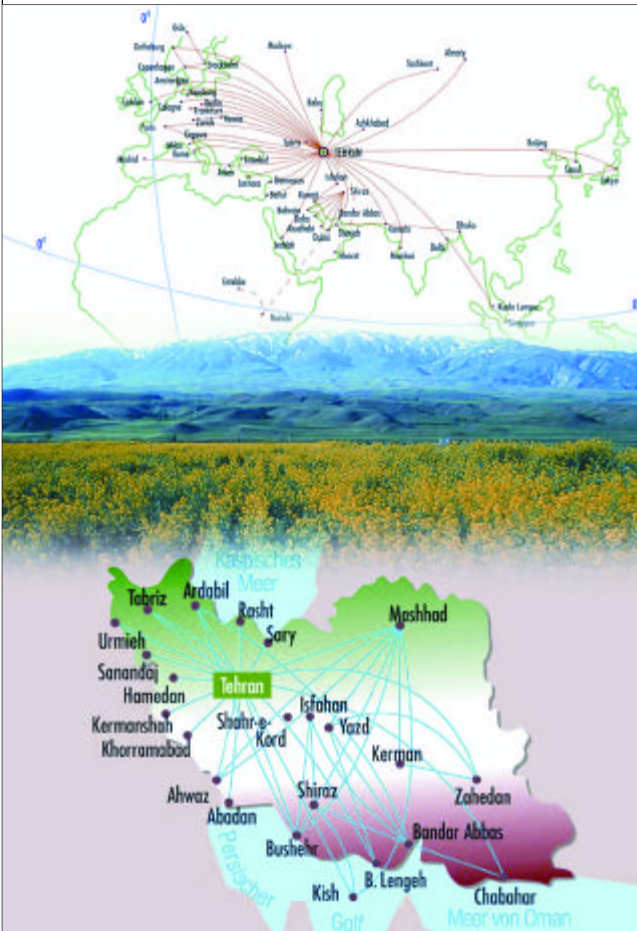
In spite of these difficult and critical conditions in the region and unwanted wars imposed on Iran, it has

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## Message of H.E. Paul Baron von Maltzahn, Ambassador of the Federal Republic of Germany in the Islamic Republic of Iran

Iran has received a great deal of international attention lately. This is primarily due to the Iranian nuclear issue which plays a decisive role for the country's future and its status within the global community. Germany is among the countries which strive hard to reach a satisfactory solution for this serious problem with far reaching consequences.

Iran, on account of its geographical size (4 ½ times as big as Germany) and its fast-growing population (70 million), enjoys an outstanding status in the Middle East region. Furthermore, Iran has historically and culturally an unequalled position, bordering highly diverse regions and constituting a natural bridge between Russia, Central Asia, the Indian Subcontinent, the Arab World and Turkey as a potential future member of the EU.

From the German point of view Iran deserves, due to its longstanding cordial relations with Germany particular interest and attention. Not only does Iran boast a rich history and culture, but it is also endowed with vast natural resources and economic potential. The country possesses more than 7% of global oil reserves and 18% of the world's proven gas reserves. Furthermore, Iran holds rich deposits of precious minerals and ores which have not been developed and exploited yet. The political leadership of the country makes currently great efforts to use the

natural wealth of the country in order to develop and modernize the country and to solve the social problems arising from the rapid population growth of the last three decades. The new Four-Year Plan envisages the construction of an internationally competitive industry which focuses mainly on the petrochemical sector and the expansion of infrastructure, especially in such areas as transportation, water and energy supply. This requires huge investments which can only be implemented with foreign participation. The Iranian government puts great efforts into attracting foreign investments to different sectors in order to create jobs, to strengthen the private sector and to acquire technical and economic know-how. Several economic reforms have been introduced, such as the law on promotion and protection of foreign investments, the law on corporate tax reform as well as a unified exchange rate. Although structural problems and lately also politically motivated interferences have weakened the confidence of foreign investors, there is a general consensus among Iranian decision makers that further reform measures, such as privatization of state enterprises, dismantling of subsidies and introduction of value added tax have to be implemented in order to satisfy the country's economic ambitions.

Despite some obstacles the large number of German enterprises with long-standing business activities in Iran testifies that it is worthwhile to develop long-term business relationships in this market. The importance of Iran's political and economic role in the Middle East will grow further. In spite of unfavourable conditions arising from economic



H.E. Paul Baron von Maltzahn

sanctions Iran has been experiencing economic growth rates of 6 to 7% during the last years.

Germany enjoys a good reputation in Iran, since it did not act as a colonial power and contributed considerably to the economic development of this country during the last century. German buildings and facilities which can still be seen today contribute to the good reputation of German products which still enjoy enormous acceptance. This trend is reflected in the German exports to Iran which increased by 33% in 2004 and exceeds the value of 3.5 billion EUR. In the years to come the economic development of Iran will offer many opportunities for German companies which should be used for the benefit of both sides.



فرارسیدن سال نو و عید نوروز را به شما تبریک میگویم

# Happy New Year! Happy Norouz!

## Editorial



Werner Schoeltzke

German-Iranian bilateral economic relations have been improved very much during the last years. Nobody could have expected such development 5 years ago.

Based on the rapidly increasing revenues for exports of oil, petrochemical products and other goods, many new projects could be launched.

The German industry which plays the leading role among all industrial countries in Iran co-operates not only with public companies but also more and more with companies of the private sector in Iran.

Leading partners for the development of the Iranian economy are the German banks which could provide the necessary long term financing.

Hopefully, this process can be continued also in the next years, provided there will be a stable policy and a positive relation between Western Europe and Iran.

With kindest regards

Werner Schoeltzke, Chairman  
German Near and Middle East  
Association





## Exhibitions and Trade Fairs in Tehran 2005

<i>Trade Fair / Name</i>	<i>Date</i>
<b>MEDEX</b> International Exhibition of Machinery, Equipment & Accessories for Furniture & Interior Decoration	January 2005
<b>IPEX</b> Sector: Banking, Investments, Real Estate International Projects Investments Exhibition	February 2005
<b>Iran Pack &amp; Print</b> International Exhibition of Packaging & Printing Machineries and Equipment	13.02.2005-16.02.2005
<b>Iran Oil and Gas Show</b> International Exhibition of Oil, Gas & Petrochemical Industries (G)	14.04.2005-17.04.2005
<b>IPAS</b> International Police and Security Equipment Exhibitio	24.04.2005-27.04.2005
<b>Iran-Med</b> International Fair of Medical, Dental & Hospital Equipment & Pharmaceutical industries (G)	25.05.2005-28.05.2005
<b>Iran Agrofood</b> International Food, Food Processing & Agricultural Trade Fair (I) Sector: Food Processing Techniques and Agriculture	29.05.2005-01.06.2005
<b>International Environmental Exhibition</b> Sector: Environmental Protection, Environmental Engineering	07.06.2005-11.06.2005
<b>T.I.A.F.</b> Tehran International Automobile Fair (G) Sector: Cars, Commercial Vehicles, Motorcycles, Caravans, Parts and Accessories	02.07.2005-06.07.2005
<b>Qualification Iran</b> Sector: Education and Training	August 2005
<b>Iran Home Textiles</b> International Exhibition of Home Textiles	August 2005
<b>BICEST</b> International Trade Fair of Banking, Insurance, capital Market and Export Services and Technology	September 2005
<b>German Pharmaceutical Instruments Symposium (SV)</b>	06.09.2005-07.09.2005
<b>Iran Telecom</b> Sector: Information Technology, Telecommunication	18.09.2005-21.09.2005
<b>German Textile Machine Symposium in Iran (SV)</b>	18.09.2005-19.09.2005
<b>TIIF</b> <b>Tehran International Industry Fair (G)</b> Sector: Industrial Equipment, Chemical Products, Utility Vehicles, Plant Engineering, Electronics	October 2005
<b>IWE</b> International Water Exhibition Sector: Water Treatment, Water Extraction, Water Management, Water supply, Water Technology, pumps, installation material	November 2005
<b>World Mining Congress and Expo</b> Sector: Mining, Geodesy, Geoinformation	07.11.2005-11.11.2005
<b>IRANPLAST</b> International Plastics and Rubber Fair Trade	03.12.2005-06.12.2005

I: Joint Information Counter  
G: Joint Company Exhibition  
SV: Specialist Symposium

## Longstanding partnership between Iran and Germany

*continued from page 1*

remained a stable country with high economic capacities and wants to expand relations in all areas, particularly in the field of economy, with the countries of the Middle East and Europe.

Iran with an area of 1,648,195 square kilometers is the second largest country of the Middle East. More than half of its international borders (4,430 square kilometers) consists of coasts. In the North, the Caspian Sea forms 740 kilometers of its borders and in the South, 1700 kilometers of its borders consist of the Persian Gulf and the Oman Sea. In both regions, there are not only very important harbors but also plenty of gas supplies. Iran possesses one of the largest supplies of copper in the world.

Last year, my country reached an economic growth of 5.9 percent, which is a new record among the countries of the Middle East, and this is by itself a very positive outlook and opens a new horizon for foreign investors.

After the President Khatami 's visit to Germany, the economic relations between the Islamic Republic of Iran and the Federal Republic of Germany showed a tendency toward growth in the past three years, and Germany is still one of Iran's most important economic partners. In the past few years, Iranian statesmen, by adopting a favorable economic policy, especially by ratifying the law of supporting foreign investment, have created a favorable atmosphere for attracting foreign companies. Up to now, various German companies, by competing with one another for investing in Iran, have made this important experience and have profited from the aforementioned support.

Despite the effects of war, the presence of the United States in Afghanistan and Iraq on the economy of the countries of the region and the growing concern of European countries about the instability and insecurity in this region, Germany is still the largest foreign investor in Iran 's important economic and industrial projects. The number and volume of diverse contracts signed within the past few years in the fields of energy, petrochemical industry, steel, shipbuilding, automobile manufacturing, etc. shows the good will of both sides in developing and expanding bilateral economic relations.

The history of relations and the way European countries, especially Germany, view economic cooperation with Iran show that this country has always been regarded as one of the important trade partners of European countries in this region. The passage of time has not only failed to reduce its importance to its trade partners, but it also emphasizes the fact that Iran, with respect to its high economic capacities, is doubtless like a gate through which one may enter a market of 300 million people in the Middle East and Central Asia. I invite you to visit this large old country.

Finally, I think it is necessary to thank the manager of the "Nah- und Mittelost-Verein", especially Mrs. Rang and her colleagues, for their effort to create opportunities and a favorable basis for bilateral economic cooperation.



# Prospects for further development of German - Iranian Economic Relations

*by Dr. Ditmar Staffelt*

Economic relations between Germany and the Islamic Republic of Iran have developed at a dynamic pace and surpassed average rates of expansion. Aided by the high-level contacts of economic policymakers and the regular exchange of business delegations at both federal and state levels, Iran became German companies' most important sales market in the entire Near and Middle East in 2004. Conversely, Germany is traditionally Iran's most important supplier. German exports to Iran rose by 33.4% in 2004 and reached the figure of nearly 3.6 billion Euro, thus significantly topping the year-earlier results of +19.7% and 2.7 billion Euros.

German companies sell a full range of products for civilian use to customers in Iran. But worthy of particular attention are exports of machinery, complete production facilities, electrical engineering products, and iron and ironware. Supported by significantly positive economic growth in Iran and high oil prices, German firms in these sectors are participating to a special extent in modernizing and further developing the country's industry; at the moment this especially applies to the petrochemical industry. To provide the young population with a sufficient number of jobs, the Iranian government is pushing forward with the development of additional industrial sectors. Anticipated, for example, is the increasing tapping of potentials for cooperation by the automotive industry. Energy needs, which rise parallel to modernization and further development, are opening up new prospects for Germany's power station builders.

German imports from Iran rose by 35% to 391 million Euros in 2004. The reason was the first expansion of crude oil deliveries (405,000 t) in several years. Germany ran a bilateral trade surplus with Iran of 3.2 billion Euros.

An important role in this development was played by the German government's



*Dr. Ditmar Staffelt*

offering of export credit insurance. The positive experience acquired over the past several years permitted the government to take on new guarantees with a total volume of 2.3 billion Euros. On a worldwide basis, Iran thus ranked second, right behind the People's Republic of China.

In the interest of extending the positive trend of bilateral merchandise trade to include the field of German-Iranian investment relations, Dr. Werner Müller, then German Economics Minister, traveled to Tehran on August 17, 2002 to sign a new German-Iranian Treaty for the Promotion and Protection of Investments. The Treaty has since been ratified by both countries and will be able to enter into force soon.

Furthermore, negotiations began this year on updating the German-Iranian Treaty on Double Taxation, which was originally concluded back in 1969. Agreement has already been reached on numerous points of importance and it would therefore appear to be possible to wind up negotiations by the end of 2005 or beginning of 2006.

Germany's business community has a visible interest in increasing its involve-

ment in Iran. Applications for capital investment guarantees for planned German investment projects in Iran totaling some 100 million Euros have been submitted for decision by the German government.

And Berlin is also working at the international level toward improving the framework conditions for economic relations. Germany is thus supporting the start of negotiations for Iran to join the WTO. Accession would be an important step toward the greater integration of Iran in the global economy. Moreover, the German government is actively contributing in the negotiations which have been restarted for a trade and cooperation agreement between the EU and Iran. The goal here is to ensure that account is taken of German companies' interests.

The German business community is well represented in Iran. The official German-Iranian Chamber of Industry and Commerce in Tehran is one of the Federal Republic's largest foreign chambers throughout the world. It looks after the interests of some 1400 member firms from both countries.

But the further trend of German-Iranian economic relations must also be viewed in the context of the ongoing negotiations being conducted with Iran by Germany, France, the United Kingdom, and the EU Commission to reach a long-term agreement for the civilian use of nuclear energy. The achievement of results acceptable to both sides on demands that Iran provide objective guarantees for the exclusively civilian use of nuclear energy would undoubtedly produce new impulses for more intensive collaboration in economic matters, which would not remain confined to Germany and the European Union. 

*Dr. Ditmar Staffelt, Parliamentary State Secretary to the German Minister of Economics and Labor*













## Iran's Economic Profile

Data	2003
Population	66.4*
Population growth (annual %)	1.3
GDP (US-\$ in billion)	136.8
GDP growth (annual %)	5.9
GNI, Atlas method (current US-\$; in billion)	132.9
GNI per capita, Atlas method (current US-\$)	2,000
<i>* World Bank estimate: latest population estimate for 2004: 68.9 million</i>	
<b>Structure of the Economy (% of GDP)</b>	
Agriculture	11.3
Industry	41.2
Manufacturing	12.5
Services (average annual growth in %)	47.6
Agriculture	5.3
Industry	11.7
Manufacturing	10.0
Services	4.8
<b>Government Finance (% of GDP)</b>	
Current revenue	27.9
Current budget balance	5.9
Overall surplus/deficit	-0.2
<b>Foreign Trade (US-\$ million)</b>	
Total exports (fob)	28,283
Fuel	24,057
Textiles	.....
Manufactures	.....
Total imports (cif)	29,547
Food	2,461
Fuel and energy	1,044
Capital goods	16,257
<b>Leading markets (% of total)</b>	
Japan	22.4
China	10.4
Italy	6.7
<b>Leading suppliers (% of total)</b>	
Germany	12.3
France	9.3
China	9.2
<b>Balance of Payments (US\$ million)</b>	
Exports of goods and services	40,254
Imports of goods and services	39,320
Resource balance	934
Net income	2,195
Net current transfers	-1,065
Current account balance	2,063
Financing items (net)	-5,063
Changes in net reserves	3,000
Reserves including gold (US-\$ millions)	24,400
Present value of debt (current US-\$, billion)	7.9
Short-term debt outstanding (current US-\$)	2.4
Consumer prices (% change)	15.6
Unemployment rate (%)	16.8
Currency: Iranian Rial (IR)	
Exchange rate*	
IR/US-\$	8,282
IR/Euro	10,377
<i>*period average</i>	
<b>Fitch Country Rating (12/2004)</b>	
Long Term	BB-
Short Term	B
Local Currency Long Term	B+

Source: The World Bank Group, September 2004, Economist Intelligence Unit, February 2005, Fitch Ratings

## German Trade with Iran (in million €)

	1999	2000	2001	2002	2003	%-change
<b>German Imports from Iran</b>	471,3	557,8	405,5	320,9	289,6	-9,8
<b>German Exports to Iran</b>	1.123,4	1.566,1	1.925,4	2.236,3	2.677,5	19,7
<b>Trade balance</b>	652,1	1.008,3	1.519,9	1.915,4	2.387,9	
<b>Volume of Trade</b>	<b>1.594,7</b>	<b>2.124,0</b>	<b>2.330,8</b>	<b>2.557,2</b>	<b>2.967,1</b>	<b>16,0</b>
<b>Main Imports</b>						
Carpets	195,7	201,1	175,9			
NEW: Textile articles (a.o. carpets)				145,2	123,8	-14,8
Fresh and dried fruits and nuts	72,3	90,1	71,3	68,9	63,6	-7,8
Food products of animal origin	26,9	29,8	31,3	27,1	34,6	27,7
Crude oil	102,8	161,9	50,4	11,1	4,8	-57,1
<b>Main Exports</b>						
Machinery	316,2	425,4	576,0	778,9	840,0	7,8
Chemical Products	162,3	205,4	269,0	223,3	294,7	32,0
NEW: complete production plants				134,9	282,2	109,2
Transport vehicles	87,8	172,6	201,8	254,6	278,7	9,5
Electrotechnical goods	208,4	193,7	325,7	197,2	255,9	29,8
Iron and iron products	136,3	192,8	188,1	149,8	243,7	62,7
Food products	80,6	117,5	32,1	20,1	24,6	22,3
<i>*) preliminary results</i>						
<b>Structure of trade with Iran</b>						
<i>Share of main import goods as a percentage of German imports from Iran in 2003</i>						
NEW: Textile articles (a.o. carpets)			42,8%			
Fruits			21,9%			
Crude oil			1,7%			
<i>Share of main export goods as a percentage of German exports to Iran in 2003</i>						
Machinery			31,4%			
Chemical products			11,0%			
NEW: complete production plants			10,5%			
Transport vehicles			10,4%			
Electrotechnical goods			9,6%			
Iron and iron products			9,1%			
<i>Source: German Federal Statistical Office</i>						

**H.E. Dr. Mohammed Khazae:** As you might know from the beginning of the 3rd Development Plan, a Privatization Organization has been set up in the Ministry of Economic Affairs and Finance through it the whole 1,039 public sector enterprises reviewed and out of which 735 are slated for privatization. In this line, all of the Ministries were required to sell the shares of the planned-to-privatized state-owned enterprises they control. These include such huge companies and properties as the National Iranian Tanker Company, Shipping Lines of the Islamic Republic of Iran, (up to 49% of shares of ) Iran Air, commercial banks, insurance companies, the liquefied gas distribution centers, etc. On this way, Privatization Organization has taken major steps by increasing volume of shares sold out at Tehran Stock Exchange from \$400 million in 1997 to more than \$10.5 billion in the last year. Also, with various provisions envisioned in the 4th Development Plan the private sector has more incentive to actively participate in the economy, for instance the government has bared investments by state-affiliated companies in steel plants so that private investors have a chance to participate in the sector. In fact, privatization is the centerpiece of Iranian officials.

**H.R.:** *International credit agencies were accused of being discriminatory against Iran for downgrading the country's ratings. On the other hand Iran has been praised for the good management of its debts, its high liquidity and also for being a net creditor. Iran's rating does not reflect the realities of Iran's economy. Do you see any possibility for a change of policy towards Iran in the near future?*

**H.E. Dr. Mohammed Khazae:** As you mentioned export credit agencies, especially in certain countries have always treated Iran's development and advances unfairly. In the past 3 years Iranian economy has had a continuous robust growth and development and as a consequence of various policies, we have witnessed improving economic indexes. Yet we have remained in the same country risk/creditworthiness rankings as we were in 3 years ago. Although some relatively independent professional credit rating institutions (such as Fitch, Business Monitor International, etc.) reported and embodied latest economic developments in Iran in their ratings and rankings, yet the official national credit agencies under direct pressure (like Moody's) or indirect pressures refrain to reflect the new scene and prospects in Iranian economy in their judgments. I hope that in current year, we witness an appropriate upward shift in Iran's creditworthiness position at the next meeting of vice ministers of finance of OECD member countries.







# Federal Export Credit Guarantees: An important vehicle for German exports to Iran

by Thomas Wohlwill

After the limited financing facilities the Iranian economy and companies had to face at the end of the nineties, they are now able to take advantage of the high proceeds from the sale of oil and gas and related products. The export revenues are now used for the financing of substantial investments, especially in petrochemical facilities and in the steel sector. The same is true for the Iranian government which launched a comprehensive investment programme aimed at diversifying the economy and modernising the existing infrastructure.

In this context, it is worthwhile mentioning that Iran is counted among the most important trade partners of German exporters. With a 30% increase in the export volume to approximately Euro 3.5 billion, this relationship gained even more importance in 2004. From the perspective of Iran, the German export industry was in 2003 the leading trade partner with an import quota of just under 13%, ahead of France with a quota of 10%. A position Germany should have consolidated in 2004.

## Export credit guarantees enhance the capacities for financing and are regulated by ...

Federal export credit guarantees for Iranian public and private buyers play an essential role in the trade relations between the two countries: The total commitment level of the Federal Republic of Germany currently amounts to more than Euro 4 billion. This represents the highest exposure among all OECD export credit agencies. The main focus here are capital goods for plants in the petrochemical sector and for metal and energy production.

A question of particular importance, apart from the coverage of export credit

risk, is the financing of those projects which do not benefit from market financing due to the high level of risk involved. Federal export credit guarantees also take care of this issue: Without the Federal Government's safeguarding of potential repayment risks, the transaction of major projects on credit conditions or under a structured finance scheme would not be possible.

Since the reintroduction of cover facilities in 1998/99 the volume of cover has sharply increased (chart) helping the German export industry generating a growth rate above average. Even if some major projects have already been initiated in 2003, the increase in covered transactions in 2004 was exceptionally high.

## ... the cover policy of the Federal Government:

At the centre of this development is the cover policy of the Federal Republic of Germany towards Iran. This cover policy as such does not impose particular restrictions for export transactions with Iran. The decisive factors are, of course, the risk structure of the underlying transaction and the ability of the buyer country to service the debt (Premium calculation is based on (a) a OECD-harmonised premium system consisting of 7 country risk categories; (b) additional buyer surcharges for commercial risk.

Iran is a category 4 country).

The risk assessment of an individual transaction is mainly based on the life of the loan and terms of payment as well as the creditworthiness of the buyer, or the securities scheme of the transaction. The cover policy of the Federal Government is implemented in the so-called Country Terms of Cover for Iran which provide four different types of cover facilities under which cover can be granted for German export transactions:

- For short term transactions with repayment terms of up to 360 days the Federal Government provides cover for corporate risk, i.e. **without securities** for (a) affiliates/associated companies of German exporters and (b) the state owned company NPC.
- For all other transactions with short repayment terms the Federal Government provides cover **on the basis of bank securities**. The Federal Government has currently accepted nine banks for transactions with L/Cs, each bank, however, being subject to a ceiling.
- For transactions with medium to long repayment terms the Federal Government provides cover **on the basis of securities provided by Iran's central bank or sovereign**

*continued on page 14*

## Iran: Development of Federal Guarantees (FG) and Total Exports (TE)\*

	2000	2001	2002	2003	2004
FG	0,16	0,62	1,0	0,67	2,3
TE	1,57	1,93	2,24	2,68	3,5

\* in bn. Euro

Source: Fed. Statistical Office, Euler Hermes

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**guarantees**, with the exception of NPC for which the Government also grants cover at long repayment terms up to a limit of Euro 40 million.

- In addition, the Federal Government provides cover for **structured finance transactions on the basis of an adequate securities scheme** such as, among other things, the pledging of proceeds from already existing contracts. As this financing scheme is very easily implemented and an attractive means of financing particularly in the petrochemical and metal producing sector, structured finance transactions are currently forming an essential part of the total volume of cover.

### A review of the cover policy towards Iran...

As Iran is one of the major markets for German exporters the Export Credit Guarantee scheme has a strong focus on the country.


The mandatory consortium, which consists of Euler Hermes Kreditversicherungs-AG and PwC Deutsche Revision AG, manages the Export Credit Guarantee scheme on behalf of the Federal Government of Germany and constantly evaluates the commercial and political risk situation in Iran. A regular and up-to-date assessment of the credit standing of the country as well as the creditworthiness of domestic banks and Iranian borrowers is one of the crucial preconditions for the adequate provision and modification of the cover facilities.

### ... also depends on the co-operation with the Iranian business partners

A decision whether a transaction is eligible for cover is always based on the individual risk assessment of the respective transaction. The Federal Government is only able to provide sufficient cover facilities if reliable information about the substance and quality of the securities and/ or the creditworthi-

ness of the respective bank or borrower is made available.

Such a further step could be envisaged as soon as the German side has gained wider and more thorough knowledge of the financial strength of Iranian banks and companies.

Therefore, one of the vitally important tasks in the future for both the Federal Export Credit Agency and its Iranian partners will be to further improve the quality and quantity of information exchanged between them to further deepen the valuable trade partnership between Germany and Iran. 

For further information please contact our Head Office in Hamburg, phone 040-8834-9192, or one of the Euler Hermes branch offices. Internet [www.agaportal.de](http://www.agaportal.de).

*Thomas Wohlwill, Manager of Export Credit Guarantee Division, PwC Deutsche Revision AG*

## Persisch verstehen lernen

Redewendungen und Kommunikationsformen im Umgang mit persischen Geschäftspartnern

Vom 29. bis 30. April 2005

findet zum ersten Mal das Seminar "Persisch verstehen lernen" des Nah- und Mittelost-Vereins / NuMOV in Berlin statt.

Dieses wichtige Seminar ist ein Muss für jeden Geschäftsreisenden in den Iran.

### Seminarschwerpunkte:

- Die persische Welt besser verstehen lernen
- Wichtige kulturelle Hintergründe und Mentalitätsunterschiede aus persischer Sicht
- Vom richtigen Grüßen und Verhandeln im Iran
- Mentalitätsunterschiede und die Auswirkungen der Religion im Umgang miteinander
- Die Würze des Alltags in der persischen Welt
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- Jeder Seminarteilnehmer erhält eine Dokumentation Farsi mit CD

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# Iran's fast growing automobile market attracts German investors

by Malakeh Sanati-Künne

The automotive industry has been playing a major role in Iran's industrialization. The industry which has been active for nearly 50 years is considered as a key strategic sector of the economy, not least because it is a major employer: it employs some 500,000 people. With 33 percent, the industry has been registering the highest growth rate among all the sectors of the economy during the last three years. Today there are 14 automobile and heavy truck manufacturers in the country. Iran's automotive industry is largely dominated by the state, but privatisation of the industry has been a priority and has been partially implemented by larger manufacturers such as Iran Khodro, the largest car manufacturer in the Middle East. Despite large investments in the sector Iran's vehicles manufacturers cannot meet existing domestic demand, estimated at some one million vehicles annually. According to recent statistics, the industry produced more than 500,000 vehicles last year. Iran's population has been growing fast. Half of its population of some 68 million is younger than 20, a vast market for cars. At the same time, almost half the vehicles on the road are, on average, 20 years old. The country's vehicle density is relatively low at 55 cars per 1,000 people. Iran has been striving to promote its automobile industry through raising the prospects for the active presence of the private sector. The automotive industry has been expanding rapidly and comprises today some 2,000 parts manufacturers. The authorities are eager to promote local production and content through joint ventures with reputable foreign companies. The existing joint ventures for car pro-

duction have been dominated by French and South Korean companies.

## Iran to assemble German cars

German car producers have recognised the opportunities of the promising Iranian automobile market and are entering it. A licence agreement between Volkswagen AG and the Iranian BAMCO, a subsidiary of the

A further German car producer, DaimlerChrysler, will expand its four-decade cooperation with Iran beyond the production of Mercedes-Benz trucks, buses and minibuses. Recently the company signed a deal with Iran Diesel for production of luxury Mercedes-Benz to be assembled in Iran. Iran Khodro will set up a company called Top Khodro which will begin with the production of E200,



Signing Ceremony of the Cooperation Contract between Volkswagen and Bam Auto Manuf. Co.

Kerman Automotive Industries Co. to manufacture "Gol" was signed in Bam last July. Relevant installations have been constructed in Arg-e-jadid Bam in South Iran. BAMCO will assemble initially over 20,000 of the Gol 1.81 four-door version per year. The CKD kits (completely knocked down) will be delivered from Brazil for assembly in Iran. According to a board member of Volkswagen the company's high quality standards, such as durability, precise production, low consumption and pollution emission, are to be found in these cars. If business develops successfully, local manufacturing could be set up within few years. Other Volkswagen models may be also be added in the coming years, depending on development of the car market.

E250 and E350 models later this year, with initial annual production of 2,500 units with plans to expand to 5,000.

Despite strong opposition from the domestic industry the Iranian government decided recently to reduce the tariffs on car imports within a short time for a second time from 130% to 100%. The imported vehicles should be brand new and comply with the latest world and national standards. The tariff reduction should encourage foreign car imports and make the domestic car producers more competitive. The local industry will have to strategize its activities in order to improve the quality of domestic cars, to optimize fuel consumption rate and achieve international standards. 



## Kurznachrichten

### Erste Niederlassung einer ausländischen Bank in der Freihandelszone Kish

Die Europäisch-Iranische Handelsbank hat kürzlich als erste ausländische Bank eine Filiale in der Freihandelszone Kish eröffnet. Die Dienste der Filiale werden in der Form von "Wholesale" zur Realisierung der kleinen und mittelgroßen exportorientierten Industrie- und sonstigen Projekte, im Rahmen der internationalen Standards und unter Beachtung der Devisen- und sonstigen Handelsverträge den Kunden zur Verfügung stehen.

### IMA hebt den Obligorahmen für die Bank Keshavarzi Iran

Aufgrund der guten Ertragslage und der zufriedenstellenden Eigenmittelquote der Agricultural Bank of Iran hob der Interministerielle Ausschuss (IMA) kürzlich das bisherige Gesamtobligo der Bank für kurzfristige Geschäfte von EUR 5 Mio. auf EUR 25 Mio. an.

### Weiterer Ausbau der Zementindustrie durch den Privatsektor

Wegen der großen Nachfrage nach Zement soll der Ausbau des Sektors durch den privaten Sektor forciert werden. Ein großer Teil der von der Regierung dem privaten Sektor zur Verfügung gestellten Mittel wurde bereits in die Zementindustrie investiert. Die 38 Zementwerke Irans produzierten zwischen März und Dezember 2004 rd. 26,7 Mio. t Zement, ein Anstieg um 8% gegenüber dem Vergleichszeitraum des Vorjahres. Zementexporte stiegen während desselben Zeitraums um 190% auf 1,2 Mio. t.

### Deutschland bildet Tourismus-Fachkräfte aus

Führungskräfte der Tourismusbranche Irans werden künftig zur Weiterbildung nach Deutschland entsandt. So sollen dieses Jahr rund 80 iranische Manager aus dem Tourismussektor in Deutschland Ausbildungsgänge besuchen und mit dem deutschen Tourismussektor vertraut werden.

### Aluminiumwerk in der Stadt Nahavand

US-\$ 1,3 Mrd. sollen in den Bau des größten Aluminiumwerks Irans in der Stadt Nahavand in der Provinz Hamedan investiert werden. Das Projekt, das unter Beteiligung des privaten Sektors entstehen soll, wird die Aluminiumproduktion Irans erheblich ausweiten. Mit der Umsetzung des Projekts, das nach dem BOT-Modell durchgeführt werden soll, wird voraussichtlich im April 2005 nach der Zustimmung der Bank Melli Iran begonnen werden.

Die Privatisierung des Al-Mahdi Aluminium Werks befindet sich bereits im fortgeschrittenen Stadium. Die Erweiterung des Werks wird die bisherige jährliche Produktion von 110.000 t fast verdoppeln.

### Ausländische Tochterunternehmen von US Ölfirmen im Iran

Halliburton Products and Services mit Sitz außerhalb der USA, eine Tochtergesellschaft

der Halliburton Co., erhielt im Januar einen Auftrag über Bohrarbeiten im Iranischen South Pars Gasfeld, den die Firma durchführen wird. Das US-Sanktionsgesetz gestattet es ausländischen Tochtergesellschaften von US-Firmen, weiterhin im Iran tätig zu sein. Pressemeldungen zufolge haben weitere US "oil services companies" Aktivitäten im Iran, darunter Weatherford und Baker Hughes.

### Iranisches Gas für Oman und Kuwait

Iran und Oman haben kürzlich einen Vertrag über den Export von Gas nach Oman unterzeichnet. Gemäß dem Vertrag wird Iran ab 2006 jährlich 10 Mrd. Kubikmeter Erdgas mittels einer Unterwasser-Pipeline von Assalouyeh nach Oman liefern. Iran verhandelt gegenwärtig über eine Lieferung von täglich 9 Mio. Kubikmeter Erdgas an Kuwait. Iran verfügt über die zweitgrößten Erdgasreserven der Welt.

### Größter Kupferverarbeitungskomplex im Mittleren Osten

Nach Angaben des Iran International Magazine wird das Kupferwerk von Meiduk zusammen mit dem Kupferschmelzwerk in Khatoun Abad in der Region von Shahr-e Babak den größten Kupferverarbeitungskomplex des Mittleren Ostens darstellen. Die beiden Anlagen werden während des anlaufenden Entwicklungsplans die Produktionskapazität Irans verdoppeln. Die Kupferreserven von Meiduk werden auf 170 Mio. t geschätzt. Der Reinheitsgrad beträgt 83 %. Die Kupferschmelze in Khatoun Abad soll jährlich 80.000 t Kupfer produzieren.

### Hohe Steigerungsraten der Stahl- und Aluminiumproduktion

Die Stahlproduktion in Iran soll am Ende des iranischen Kalenderjahres 12 Mio t. erreichen, so Eshaq Jahangiri, der iranische Industrieminister. Während des vierten Entwicklungsplanes sollen Investitionen von US-\$ 9 Mrd. in den Ausbau des Sektors getätigt werden. Diese sollen den Stahlausstoß auf jährlich 25 Mio. t erhöhen. Das Land importierte im iranischen Jahr 1382 (21.03.03-20.03.04) 7 Mio. t Stahl. Die Import in der ersten Hälfte des Jahres 1383 (21.03.04-20.03.05) werden auf US-\$ 20 Mio. geschätzt.

### 85 Großdämme im Bau

Nach Angaben des iranischen Energieministers, Habibollah Bitaraf, nimmt der Iran den weltweit dritten Platz bei der Errichtung von Dämmen ein. Zur Zeit werden landesweit 85 große Dämme für den Ausbau von Wasserressourcen gebaut. Das Ranking beruhe auf Daten der Internationalen Kommission für Großdämme (ICOLD), erläuterte Bitaraf auf der dritten Konferenz der Vorstandsmitglieder des Regional Centre for Urban Waters Management, die von der UNESCO organisiert wurde. Es waren Vertreter aus 13 Ländern anwesend.

### IDB-Darlehen verlängert

Die Islamic Development Bank (IDB) hat mehrere Kredite an iranische Unternehmen verlän-

gert, die unter der ITFO (Import Trade Finance Operation) Kreditlinie zu günstigen Konditionen für Importe (vornehmlich Grundrohstoffe) aus anderen islamischen Mitgliedsstaaten gewährt werden. Zu den Begünstigten zählen u.a. die Behshahr Industries Development Company mit einem EUR 7,5 Mio.-Darlehen, die Khorassan Steel Production Facility (EUR 10 Mio.), Iran Tire (EUR 20 Mio.), Zamzam (EUR 4 Mio.) und Aluminium Pars (EUR 10 Mio.).

### Iran Haupt-Agrarexporteur im Mittleren Osten

Laut UNCTAD (United Nations Conference on Trade and Development) belegten die iranischen Agrarexporte 2004 mit einem Exportvolumen von US-\$ 863 Mio. trotz eines Rückgangs von rund 6% gegenüber dem Vorjahr Platz Eins unter den Ländern des Nahen und Mittleren Ostens. 2003 waren landwirtschaftliche Produkte im Wert von US-\$ 912,6 Mio. exportiert worden.

### Iran unter den weltweit größten Speiseölimporteurern

Iran gibt jährlich mehr als eine Milliarde US-\$ für den Import von Speiseöl und Sojaschrotkuchen aus. Der jährliche Gesamtverbrauch an Speiseöl beträgt 1,1 Mio. t, wovon nur rund 10% (120.000 t) im Inland produziert werden. Der Rest wird importiert. Experten sagen voraus, dass Iran in einigen Jahren ca. US-\$ 2 Mrd. für den Import von Ölsamen ausgeben wird. Der jährliche Pro-Kopf-Verbrauch hat mittlerweile 17 kg erreicht.

### Handelsvolumen mit Irak erreicht

#### US-\$ 1 Mrd.

Der iranische Handelsminister Mohammad Shariatmadari hat kürzlich bekannt gegeben, dass in den ersten zehn Monaten des laufenden iranischen Jahres (21.03.04-20.03.05) Waren im Wert von US-\$ 650 Mio. in den Irak geliefert wurden. Bis zum Ende des Jahres wird mit einem Handelsvolumen von US-\$ 1 Mrd. gerechnet. Das Ausmaß der irakischen Exporte in den Iran ist deutlich geringer. Trotz einer deutlich positiven Handelsbilanz mit dem Nachbarland ist die iranische Regierung noch unzufrieden, da noch ein hohes Potential zur Expansion der wirtschaftlichen Beziehungen existiere.

### Handelsvolumen mit Afghanistan beträgt

#### US-\$ 260 Mio.

Safdar Hosseini, der iranische Minister für wirtschaftliche Angelegenheiten und Finanzen, hat auf einer bilateralen Wirtschaftsveranstaltung zum Ausbau der Beziehungen mit dem Nachbarland Afghanistan bekannt gegeben, dass das iranisch-afghanische Handelsvolumen US-\$ 260 Mio. erreicht hat. Neben umfangreichen Finanzbewilligungen seit der Errichtung einer neuen Regierung in Afghanistan in Höhe von rund US-\$ 500 Mio. plant Iran den weiteren Ausbau der wirtschaftlichen Beziehungen in Form von Infrastrukturprojekten im Grenzgebiet beider Länder sowie Energie-, Wasser-Landwirtschafts- und Telekommunikationsprojekten.

## Relevant Addresses

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**Iranian Embassy in Berlin**  
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**Consulate-General of the Islamic Republic of Iran, Frankfurt**  
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www.irangk.de

**Consulate-General of the Islamic Republic of Iran, Hamburg**  
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www.generalkonsulatiran.de

### Ministries

**Ministry of Agricultural Jihad**  
Keshavarz Blvd., Tehran, Iran  
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www.majir

**Ministry of Commerce**  
Valy-e Asr Ave., Tehran, Iran  
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Tel: (0098 21) 8893621-9, Fax: (0098 21) 8906504, 8906438, 8906320  
Email: minister@irtp.com  
www.iranministryofcommerce.com www.irtp.com

**Ministry of Economic Affairs and Finance**  
Sour Esrafil St., Bab Homayoun Ave., 11144 Tehran, Iran  
Tel: (0098 21) 3251, 3110040-50, 3010, Fax: (0098 21) 3916791  
Email: info@mefa.gov.ir  
www.mefa.gov.ir

**Ministry of Energy**  
No 81, Northern Feylistin Ave., Tehran, Iran  
Tel: (0098 21) 8901081-9, Fax: (0098 21) 8903094  
www.moe.org.ir

**Ministry of Foreign Affairs**  
Park Shahr, Imam Khomeini Ave., Tehran, Iran  
Tel: (0098 21) 3211, 32401, Fax: (0098 21) 3113378  
Email: matbuat@mfa.gov.ir  
www.mfa.gov.ir

**Ministry of Health, Treatment and Medical Training**  
Intersection of Hafez & Jomhuri Ave., Post Code: 11365, Tehran, Iran  
Tel: (0098 21) 6701061-9, 6700071-9  
Fax: (0098 21) 6713946, 6709083  
www.hbi.dmr.or.ir/fi-index.htm

**Ministry of Housing and Urban Development**  
Shahid Khodami Ave., Vanak Sq., Tehran, Iran  
Tel: (0098 21) 2130, 8776801-2, Fax: (0098 21) 8776723  
www.mhud.gov.ir www.icic.gov.ir

**Ministry of Industry and Mines**  
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Tel: (0098 21) 81061, 8898607, Fax: (0098 21) 8906563  
www.mim.gov.ir

**Ministry of Interior**  
Dr. Fatemi Ave., Tehran, Iran  
Tel: (0098 21) 61311, 138, 8960912, Fax: (0098 21) 654678  
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www.moi.gov.ir

**Ministry of Oil**  
Taleghani Ave., Tehran, Iran  
Tel: (0098 21) 6151, Fax: (0098 21) 6152092  
www.nioc.co.ir

**Ministry of Post, Telegraph and Telephone**  
Dr. Shariati Ave., Tehran, Iran  
Tel: (0098 21) 8111, Fax: (0098 21) 8601697  
www.icitransport.ir www.eslahate.org

### Organisations

**Civil Aviation Organisation**  
Public Relations Office - Mehrabad Airport - Tehran - Iran  
P.O. Box 13445 - 1795  
www.cao.ir

**Export Promotion Centre of Iran**  
Dr. Chamran Highway  
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**Kish Island Free Zone Organisation**  
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**Industrial Development and Renovation Organisation (IDRO)**  
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**Iranian Cultural Heritage Organisation**  
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**Esfahan Chamber of Commerce, Industries & Mines**  
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**Tabriz Chamber of Commerce, Industries and Mines**  
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**Mashad Chamber of Commerce, Industries and Mines**  
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**Shiraz Chamber of Commerce, Industries & Mines**  
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Navak Bldg. 1st + 2nd floor, Ave. Africa No. 244, Tehran 15138, Iran  
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www.cbi.ir

**Bank Keshavarzi (Agricultural Bank)**  
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www.agri-bank.com

**Bank Mellat**  
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www.mellatbank.com

**Bank Mellat Iran**  
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www.bankmelli-iran.com

**Bank Refah Kargaran**  
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**Dresdner Bank AG**  
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**Mehrabad Airport Teheran**  
www.mehrabad-airport.org

**Iran Air**  
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E-Mail: f.parvaresh@iran-air.de  
www.iran-air.de

**Shipping line of Islamic Republic of Iran**  
Vall-e-Asr Sq., Tehran, Iran  
Tel: (0098 21) 8893793

**Iranian Railways**  
Kalantari Bldg., Rah-e Ahan Sq., Tehran, Iran  
P.O. Box 131-1498  
Fax: (0098 21) - 5650532  
www.irinw.com

## Tenders

### Announcements

#### 1. Consultant

Monitoring and modelling study of some coastal parts of Sistan-Baluchestan and Bushehr provinces.

**Estimated date of issuing tender documents: Second Half of April 2005**

### Tenders

#### 2. Supply

1.000 Tons Aluminum Alloy AS5U3G (AF Norm)

1.200 Tons Aluminum Alloy AS9UZ3 (AF Norm)

**CD: End of March 2005**

#### 3. Project (Prequalification)

Collaboration for design, construction, financing and operation of various sections in the Tehran International Trade & Convention Centre Project (The Yadman Project).

**CD: 30 days after publication (around 05-April 2005)**

#### 4. Consultant

Project Management Consultation Services of oilfield's surface construction project.

**CD: 05-April 2005**

#### 5. Supply

Feed water pump, circulation pump, deaerator, and electrical equipment required for steel making shop.

**CD: 11-April 2005**

#### 6. Supply

55 Units of 200 hp Class Motor Grader.

**CD: 30-April 2005**

#### 7. Supply

50 Set 33 kv Gas type of Disconnecter Switch

**CD: 14-May 2005**

#### 8. Supply

Screening Kits & their confirmatories.

**CD: 29-May 2005**

#### 9. Project

Ahvaz & Shiraz Water Supply and Sanitation Project.

**CD: not mentioned**

**For further information please contact: e-mail: numov@numov.de or fax: 0049 (0)30 - 20641010**

Please give the Number above, Name, Company, Address, Phone, Fax, E-Mail and NuMOV-Membership-No.

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