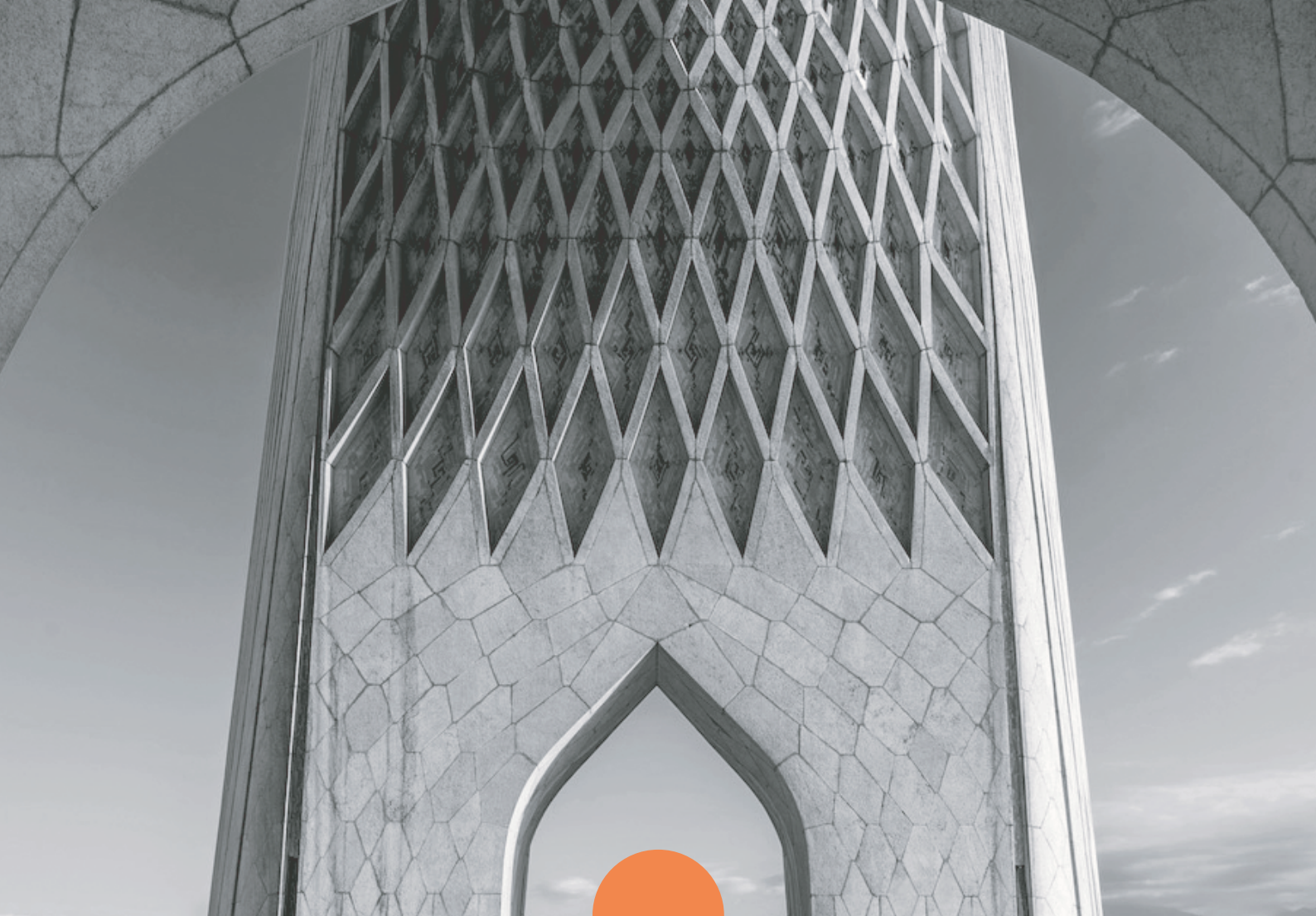




**IRANPARTNER.**



**WE DELIVER EXCELLENCE IN IRAN**

[www.iranpartner.com](http://www.iranpartner.com)

# IRANPARTNER.

IranPartner is a leading boutique business development consulting firm, focused on providing a wide range of market intelligence and business entry services for the Iranian Market. Headquartered in Dubai, we conduct our services through our team of experts located in Tehran.

During the years, astonished by how little our clients knew about doing business in Iran, the vital need for a professional consulting firm became clear to us. So, we created a team of top local talents and partnered with experienced Iranian experts to found IranPartner. Now with more than 10 years of excellence, we provide you with deep insights and practical advice on exploiting the available opportunities on your way to a successful venture in Iran while staying clear of threatening pitfalls.





**IRAN** is the leading industrial nation in MENA, offering an 80-million-people market with untapped opportunities, and over 30 million educated and young workforce. It offers the 2nd largest economy in the region. The country has a geopolitically strategic location. Iran is one of the key players in the petrochemical industry, holding 2nd largest natural gas reserves and 4th largest for oil in the world. Having access to a market of 450 million neighbouring countries makes Iran the Land of New Opportunities for international businesses.



Iran Overview

# MARKET OPPORTUNITIES

Market opportunities in Iran are enormous, and so is IranPartner's extent of support to lead you toward choosing the most advantageous path for having a successful business in the country.

- Agricultural Machinery
- Architecture & Interior Design
- Art & Handicrafts
- Computers
- Auto Industry
- Bags & Shoes
- Banking & Insurance
- Food & Beverage
- Electronics
- Construction
- Cosmetics
- Dairy Products
- Decorative Material
- Marine Equipment
- Food Industry Machinery
- Franchising
- Garment & Clothing
- Glass & Glassware
- Chemicals
- Heating & Cooling Systems
- Home Appliances
- Hygienic Cellulose Products
- Marketing and Advertising
- ICT & eCommerce
- Industrial & Construction Machinery
- Installation and Elevators
- Laboratory Equipment
- Lamps & LEDs
- Lingerie
- Livestock, Poultry & Fisheries
- Packaging
- Industrial Electrical Equipment
- Medical and Dental Equipment
- Oil, Gas, Petrochemicals
- Recycling Industry
- Paper & Printing
- Pastry, Chocolate & Ice Cream
- Personal Accessories
- Pharmaceutical Market
- Paint & Resin
- Cement
- Soaps & Detergents
- Solar & Other Renewables
- Steel & Metallurgy
- Stock Exchange
- Stone & Mining
- Textile Industry
- Tiles & Ceramics
- Tourism & Hotel
- Transportation
- Water & Sewage Equipment
- Water & Sewage Infrastructure
- Wood & Wooden Products
- Auto Parts
- Retail Industry
- Furniture



# CLIENTS & PARTNERS

Our clients and partners' profile contains companies from different business cultures in 5 continents, with a wide range of industries and a diverse size of traders, multinational plc corporations and governmental trade promotion agencies.



Clients & Partners

# SERVICES

Business Matchmaking  
Event Management  
Company Registration  
Office Setup  
Tax Advisory  
Work Permit  
Recruitment  
Social Security Advisory  
RepDesk®  
RepDesk Plus®  
Market Research  
Entry Strategy  
Customs Advisory  
Joint Venture Advisory  
Merger & Acquisition Advisory  
FIPPA License  
Vendor List Registration

## BUSINESS MATCHMAKING

Conducting a business meeting can be a challenging and intricate matter. The traditional market of Iran, on the other side, will add to the difficulty of getting in touch with the Iranian prospects. Upon your request, we will find qualified and reliable Iranian companies, both in governmental and private sectors, active in your business field as potential future business partners in Iran and will arrange business meetings for you with these companies. At IranPartner, we create quality relationships with you to fully understand your business and help you discover your opportunities in the Iranian market. We make sure to find the most suitable Iranian Potential Partners for you based on your requirements.







## EVENT MANAGEMENT

IranPartner organizes a variety of corporate events that are strategically planned, creatively designed and skillfully executed to help you find potential clients and expand your business in the country.

Our job is to ensure that every aspect of the event is in line with your visions and will shape the theme, program, decor, entertainment and all other details of aesthetics and atmosphere accordingly in deluxe venues.

We have welcomed a great number of visiting trade delegations to Iran and helped them come in contact with the right clients by using our unique local connections. Our events include Seminars, Workshops, B2B meetings and Matchmakings to assure that the delegates participating in the event will gain both helpful market insight as well as valuable connections for cooperation.

## COMPANY REGISTRATION

There are many reasons why our clients might be willing to register a company in Iran. Whether it's due to your business policies to work directly in the market or you are planning to invest in the country, IranPartner will provide consultancy for all stages and legal procedures of your company formation. We will assist you with our comprehensive Company Registration service and will be by your side throughout the whole incorporation procedure.

## TAX ADVISORY

Our tax advisory service provides consultancy by a team of experienced tax advisors with extensive experience in consulting foreign companies' ventures in Iran. Our team helps clients implement practical strategies for efficient management of their cash flows so that they can focus on the growth of their business in Iran.

## OFFICE SETUP

Companies that decide to pursue their operations in Iran by creating an on-the-ground presence, often lack sufficient knowledge of the Iranian real estate market. Questions regarding in which city they should have an office, prices, rental procedure, how to equip the office, how to finalize the contract and how long will the whole process take, need to be addressed. To solve these problems, IranPartner team provides office setup service that covers A-Z of the process. The service ensures that your office will be located in one of the best business locations in the city and that you get the best prices.

## WORK PERMIT

With your new business in Iran, you may decide to use non-local managers to mobilize your company or you may need to bring your technical staff to start the operations. As the foreign staff need to obtain visas with work permits, our consultants support you through the process of application and will follow-up on the procedure until the issuance of the permit.

## RECRUITMENT

Successful results come with successful people. Whether you are setting up a marketing office or planning to create your technical team, you will be sourcing talents from the local communities. Our recruitment advisory service is an innovative comprehensive package that covers the hiring process, the compensation scheme, as well as the contractual relationship.

## SOCIAL SECURITY ADVISORY

Iran's labor law mandates a nationwide social security coverage - commonly referred to as insurance. All your company employees, as well as any consultants and external workers that you employ for short periods, will be subject to this law. Our team of advisors will assist you with determining insurance office as well as all the related procedures for setting up your company's SSO account.

## REPDESK

Business success will follow when extra expenses and time-consuming market entry phases are eliminated. Our RepDesk® is among our most popular services, allowing you promote your business in Iran from anywhere in the world in a cost-effective and time-saving manner. For our RepDesk®, we will assign a part-time employee for you in order to handle your required tasks in our office.



## REPDESK PLUS

By using RepDeskPlus®, you will benefit from In-house representation services including your full-time dedicated marketing officer recruited by IranPartner's expert team, who will take care of all your business affairs and will be present in Iran's market on behalf of your company in one of the most prestigious locations of Tehran; Palladium Business Tower. Your highly motivated marketing officer will be directly trained by you and will implement your business strategies within the Iranian market and send you direct reports in English language on a daily basis, having access to all the necessary office facilities.

Our RepDeskPlus® services can also be the initial stage for your market entry and the first step for your long-term business plans, as it gives you the required period to effectively evaluate Iran's market for future decisions as well as actions.

## MARKET RESEARCH

**Customized Market Research** service that we provide at IranPartner is intended to provide foreign companies with data, analytics, and information required for gaining a deeper insight into their field of business in Iran. Tailored based on the client's requirements, we use official and commercial reports of governmental organizations, global agencies, and reports generated by private sector firms in Iran, along with primary data gathered through our vast professional network in the country.

**Industries' Market Report** delivers the latest updates on your industry's market in Iran. We continuously monitor the market and gather data on different areas to keep our databases up to date. Upon your request, an updated version of the report will be delivered to you. This report gives you a general overview of your desired industry and the list of top producers and distributors in the market as well as a deep understanding of the significant market shortages and the best opportunities in your industry.



## ENTRY STRATEGY

Knowing that not one solution meets all business requirements, we develop successful market strategies that match the particularities of the Iranian market as well as your company's international expansion strategy. Not only do we help international businesses develop a winning entry strategy, but also we work closely with them to fully implement it. In doing so, our team leverages its extensive local network and assists foreign companies to connect with governmental organizations and private enterprises, and also advises them on compliance issues.

## CUSTOMS ADVISORY

Iran Customs rules and regulations have been formed in a way that would permit the traders to import and export all kinds of commodities. Besides, for some items and some countries, there are preferential tariffs. Having worked with international traders across a broad range of industries we have the knowledge and the expertise to provide you with the latest import procedures, regulations, and costs.

## JOINT VENTURE ADVISORY

Joint Ventures are a common form of partnership in Iran since they allow the foreign company to tap into the infrastructure of a local player and share the risks of the new venture. We assist foreign companies throughout the process by analyzing and selecting the most suitable prospects and providing support during the negotiations and closing.

## MERGER & ACQUISITION ADVISORY

In some industries, purchasing a local player is a quick way of acquiring the credit needed for doing business with the large project owners. Hence, it is crucial for the foreign company to find reliable targets with adequate capabilities. We provide M&A services to our clients from the initial screening phase until the closure of the deal. The services ensure a smooth transaction with the highest success rate and minimal risks.





## FIPPA LICENSE

Foreign investment in Iran enjoys protection under the Foreign Investment Promotion and Protection Act (FIPPA) that safeguards the principal and profits of foreign investments in Iran. We will obtain the FIPPA license for foreign investors, ensuring that the process is concluded on time. Also, we will ensure that maximum protection is granted for investments in forms of capital, machinery, and equipment, as well as the know-how.

## VENDOR LIST REGISTRATION

To be able to participate in tenders in Iran's Oil, Gas and Petrochemical industries, the companies must be listed on the Approved Vendor List (AVL) of the project owner. To facilitate trade in the mentioned industries, we leverage our connections with the right people in the industry as well as our extensive knowledge of the market to assist foreign traders to get registered in the AVL and to conclude their trades with Iran in the shortest possible time and with least costs.



On behalf of IranPartner, I would like to welcome you to our group. We are pleased to be able to share our company's vision and values, and provide you with high quality business development services.

**Alireza Mojaver**  
President



We are delighted to share our enthusiasm and passion for excellence. Our ambitions and commitments outline our ethical and professional approach, which is at the heart of our business culture.

**Farbod Fereidouni**  
Managing Director



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