

**Overseas Market Information**



**Country Profile - Iran**

**Economic Overview**

Iran's economy is heavily dependent on oil revenues. Though oil sector's share of GDP has declined from 30-40% in 1970s to 15.2% during 2001-2002, the oil exports accounted for over 80% of the Country's total export revenue and 40-50% of the Government budget. The economy was hit hard by the plunge in oil prices in 1997-1998 and early 1999 but have since recovered with the rebound in oil prices. Overall economic activity during the last three successive years has been strong with real GDP growing by 5.7% (2000-2001), 4.8% (2001-2002) and 5.8% (2002-2003). The share of different sectors in GDP during 2002-2003 was as follows :

Oil & Gas	-	18.6%
Agriculture	-	11.8%
Industries & Mining	-	19.4%
Services	-	50.2%

The Third Five-Year Plan (which began in March 2000), targets the creation of 750,000 new jobs per year, average annual real GDP growth of 6% over the period, reduction of subsidies on basis commodities and other fiscal and structural reforms. A new unified currency regime came into being on March 21, 2002. This has increased transparency and reduced the distortion in the economy caused by import of commodities using cheaper foreign exchange under the previous system and re-export or sale in the domestic market at the market rate. The import duty on all goods is set at 4% and Commercial Benefit Tax (CBT) has been increased in most cases. The Law on Attraction and Protection of Foreign Investment was also passed that year after delays forced by the Guardian Council. Three Free Trade Zones (Qeshm, Kish and Chabahar) have been set up to circumvent some of the restrictions of foreign ownership of companies and trading regulations in order to boost foreign investment. Trade is also being made more transparent, efficient and growth oriented. Measures have been introduced to reduce non-tariff barriers and replace them with tariffs. Licensing procedures have been streamlined by reducing import permit issuing centers. For most import items, licence is now required only from Ministry of Commerce, while earlier it was required from several other Ministries also, the pace of change continues nonetheless to be hindered by politically powerful and entrenched interests of the clerics, state-owned enterprises and traditional bazaaris.

**Import in the Engineering Sector**

Given below is a table showing total import by Iran in the engineering sector during 2001-2002 and 2002-2003 :

*(Value in US\$ Million)*

Sl. No.	Product Groups	2001-02	2002-03	% change
1.	Industrial and mechanical machinery & equipment	3471.2	3702.2	6.7
2.	Industrial and electric instruments	1494.5	1354.8	(-) 9.3
3.	Ironware	1512.2	1304.6	(-) 13.7
4.	Agricultural and road construction machinery	408.0	366.0	(-) 10.4
	<b>TOTAL</b>	<b>6885.9</b>	<b>6727.6</b>	<b>(-) 2.3</b>

**Major Countries of Import**

Main sources of Iran's import are Germany, Switzerland, UAE, France, Italy, South Korea, China, Russia, Japan, Brazil, UK and India etc.

**India's Current Share**

India ranked 12th in term of Iran's overall import accounting for 2.91% of Iran's total imports during 2002-2003 whereas in the engineering sector India's export to Iran accounted for 1.39% approximately of Iran's total import.

**India's Engineering Export to Iran**

Given below is a table showing India's Engineering Export to Iran during the last 3 years i.e. 2000-2001 to 2002-2003 :

**Table**

Year	Value in US\$ Million Total Export
2000-2001	70.82
2001-2002	94.88
2002-2003	93.83

On an analysis of the above table, we find that India's engineering export to Iran during the last 3 years has been erratic. Our performance during 2001-2002 was to the tune of US\$ 94.88 million against the US\$ 70.82 million during 2000-2001 showing an increase of 33.97 per cent whereas our performance during 2002-2003 was US\$ 93.83 million showing a decline of 1.12 per cent over the performance during 2001-2002.



**Major Engineering Products exported to Iran**

Following are the major engineering products which are featuring in our export to Iran :-

- Primary Iron & Steel
- Steel Pipes & Tubes
- Steel Wire
- Wire Ropes
- Aluminium Products
- Other Non-Ferrous Metal
- Tractors & Agricultural Equipment
- Machine Tools
- Textile & Jute Mill Machinery
- Other Industrial Machinery
- Electric Power Equipment & Parts
- Electric Mfrs. N.O.S.
- I C Engines & Parts
- Auto Parts
- Bicycle Parts
- Cutting Tools
- 2/3 Wheelers
- Scientific & Surgical Instruments
- Sanitary Castings
- Chemical Plant other than Boilers, Parts etc.

**Major Importers**

Given below is a list of importers of selected engineering products in Iran :

<i>Name of the company</i>	<i>Items interested</i>
Movahedpour Trading Co. No. 3, Unit 12 Third Floor, Emami Alley North, Sohrevardi St., Tehran, Iran Tel. : 0098-21-8746025 Fax : 0098-21-8775820	Air-compressor
Mr. A. Akbari No. 223, Resalat Express Way Tehran, Iran Tel. : 0098-21-7885159 Fax : 0098-21-7703546 E-mail : mojpgolpa@accir.com	Telecommunication cables
Iran Truck Co. P.O. Box 13595/384, Tehran, Iran Tel. : 0098-21-541073 Fax : 0098-21-546071 E-mail : info@stco-ir.co	Auto parts - Cylinder - Crankshaft

<i>Name of the company</i>	<i>Items interested</i>
Saeed Phighegan Tejarat #802, 8th Floor, No. 1075 Vali Asr. Ave., Tehran, Iran Tel. : 0098-21-8710501 Fax : 0098-21-8710501	Auto spare parts
Ali Haji Akbari #18, 4th Floor, No. 14 Abshar Building, Daman Afshar St. Vanak Square, Tehran, Iran Tel. : 0098-21-8783239 Fax : 0098-21-8789763	Cookware
Safdar Sassani & Co. No. 978, Enghelab Ave. College Crossing P.O. Box 11365-471, Tehran, Iran Tel. : 0098-21-6706115 Fax : 0098-21-6718415 E-mail : sassani@neda.net	Electric power transmission, distribution, control, knife-type HRC fuse systems.
Parand Afra Pars Co. #8, No. 426/1-52, Jamaledin Asadabadi Ave., Tehran, Iran Tel. : 0098-21-8212193 Fax : 0098-21-8042247 E-mail : info@oarabdafra.cin	Corrosion protection systems equipment, (for oil, gas and petrochemical industries)
HEPCO No. 10, Somayeh Ave. P.O. Box 15875-1814, Tehran, Iran Tel. : 0098-21-8303829 Fax : 0098-21-8829437 E-mail : headoffice@hepcoir.com	Earthmoving equipment loaders, rollers, motor grader, bulldozers, excavators
Pishgam Tejarat Mabna Co. #8, 2nd Floor, No. 2, Etminan Bldg. Vali Asr. Crossing, Taleghani Ave. Tehran, Iran Tel. : 0098-21-6968503 Fax : 0098-21-6968503	Medical equipment
Yavar Sanaye No. 712, 5th Floor, Parsian Bldg. Chahar Bagh Bala Esfahan, Iran Tel. : 0098-311-6253625-6 Fax : 0098-311-6254853 E-mail : ysi.co@gmx.net	Hydraulic valve
Behran Oil Co. No. 47, Dastgerdi St., Shariati Ave. Tehran, Iran Tel. : 0098-21-2264136-40 Fax : 0098-21-2264141 E-mail : info@behranoil.com	Plant for manufacturing grease base soaps



<i>Name of the company</i>	<i>Items interested</i>	<i>Name of the company</i>	<i>Items interested</i>
Iran Model Co. Payam St., Sorabad Old Qom Road, Tehran, Iran Tel. : 0098-2292-545580 Fax : 0098-2292-545062	Auto-mould making machinery	Tehran Mobaddel Co. P.O. Box 16765-1819, Tehran, Iran Tel. : 0098-21-7339847-9 Fax : 0098-21-7349197 E-mail : info@tehranmobaddel.com	Galvanized steel sheets
Azarakhsh Refractory Co. No. 8, Block 3, Ghahartaghi Industrial Township 26 km off. Ghouchan Road Mashhad, Iran Tel. : 0098-511-6100668 Fax : 0098-511-6100668 E-mail : info@azarakhsh-ref.com	Ceramin fibres machinery	Zarand Chemical Corporation No. 267/1, Beheshti Ave., Tehran, Iran Tel. : 0098-21-8501200 Fax : 0098-21-8733047 E-mail : zcc@zarandco.com	Iron & steel scrap
Doreen Kashan Co. No. 34, 4th Floor, Esfandiyar Blvd. Africa Ave., Tehran, Iran Tel. : 0098-21-8783174 Fax : 0098-21-8787341 E-mail : info@doreenkashan.com	Crashers, feeders, screens, conveyors	Pars Armous Co. #321, No. 310, Mirdamad Blvd. Tehran 19697, Iran Tel. : 0098-21-8889686 Fax : 0098-21-8889686 E-mail : myamini@parsarmous.com	Iron, steel galvanized cold-rolled coil and sheets, angles, blooms, billets
Beh Azin Asr Co. 1st Floor, No. 17, Besat St. West Fatemi St., Tehran, Iran Tel. : 0098-21-6949467 Fax : 0098-21-6949467 E-mail : behazineasr_co@yahoo.com	Industrial machinery	Asa adi Trading Co. No. 22, 3rd Floor, Abbasabad Bazar Saraye Azadi, Tehran, Iran Tel. : 0098-21-5808046 Fax : 0098-21-5608137 E-mail : m_r_asadi@dpimail.net	Stainless steel sheets & coils
Rangin Damavand Thread Production Co. No. 101, West Hoveyzeh St. North Sohrevardi Ave. Tehran, Iran Tel. : 0098-21-8735365-7 Fax : 0098-21-8735368	Machinery for plastic straps (for packing finished goods)	Zadourian Trading Co. No. 21, 21st Floor Mirzaye Shirazi Ave. Tehran 15866, Iran Tel. : 0098-21-8305295 Fax : 0098-21-8306537	Steel cold-rolled strap and sheets, welded steel chlorine cylinders
Rouy Andoud Co. No. 14, Parkway Crossroad Modares Expressway Tehran, Iran Tel. : 0098-21-2044888 Fax : 0098-21-2047173	Steel coils galvanization production line	Badra Co. No. 139, Forsat Shirazi St. North Eskandari St., Tehran, Iran Tel. : 0098-21-6922170 Fax : 0098-21-6929004 E-mail : info@badrpneumatic.com	Steel round bars
Azar Poulad Ind. P.O. Box 71955-451, Shiraz, Iran Tel. : 0098-711-2307396 Fax : 0098-711-2331508 E-mail : api@sec-ir.com	Alloy steel angles, hinges, stainless steel plates, galvanized plates	Petropart Co. Ltd. P.O. Box 11365-3467, Tehran, Iran Tel. : 0098-21-8300595 Fax : 0098-21-8300595	Steel, equipment for thermal systems.
Sina Darou Pharmaceutical & Health Care Co. P.O. Box 11365-3851 Tehran, Iran Tel. : 0098-21-6026630 Fax : 0098-21-6026603	Aluminium tube	Foulad Fam Co. #4, 1st Floor, No. 42, Yousefian St. Motahari Ave., Tehran 15667, Iran Tel. : 0098-21-8700352/8406030 Fax : 0098-2108430352 E-mail : fouladfam@safineh.net	Screws for hose clamps, steel and alloy steel (for automotive metal parts and components).
		Aghigh-e-Qom Co. No. 10, 11th St., Kouy-e-Nasr Tehran, Iran Tel. : 0098-21-8278772/8276 Fax : 0098-21-8266869	Stone processing technology & machinery for cutting, slabbing, processing, facetting.



EEPC INDIA

## Major Trade Fairs in Engineering Sector

Given below is a list of specialized exhibitions in the engineering sector scheduled to be held during 2004-2005 :

S. No.	Name of Exhibition	Dates
1.	3rd Int'l Exhibition of Water & Water Sewage	November 17-21, 2004
2.	4th Tehran International Construction & Building Fair (TEHRAN CON FAIR 2004)	November 17-21, 2004
3.	10th International Fair of Textile & Leather Machinery	December 09-13, 2004
4.	5th Int'l Exhibition of Audio-Visual, Cinema, Photography & Musical Instruments	December 09-13, 2004
5.	4th Int'l Exhibition of Heating, Cooling & Air Conditioning Systems	December 09-13, 2004
6.	5th Int'l Exhibition of Machinery, Equipment & Accessories for Furniture (MEDEX 2005)	January 04-08, 2005
7.	3rd Int'l Exhibition of Sports Equipment & Facilities	February 02-06, 2005
8.	4th Int'l Exhibition of Foundry, Forging & Metallurgical	February 02-06, 2005
9.	2nd Int'l Exhibition of Consumer Goods & Home Appliances	February 02-06, 2005
10.	11th Int'l Exhibition of Pack & Print Machinery	February 02-06, 2005

For participation and any further information/clarification, kindly contact the following directly :

Mr. Abbas Ghobadi  
 Director of Foreign & International Exhibitions  
 Iran International Exhibition Company (IIEC)  
 Shahid Chamran Expressway  
 Tehran Permanent Exhibition Grounds  
 Tehran, Iran  
 Tel. : 0098-21-2041400/21911  
 Fax : 0098-21-2014506  
 E-mail : info@iranfair.com

## Addresses of Chambers of Commerce & Industry/Trade Associations

- Dr. Fereydoun Entezari  
 Dy. President (Int'l Affairs), and  
 President of Indo-Iran Joint Business Council (JBC)  
 Iran Chamber of Commerce  
 Industry & Mines (ICCIM)  
 No. 254, Avenue Taleghani  
 Tehran, Iran  
 Tel. : 8830064-5  
 Fax : 0098 21 830063/8825111/8810527  
 E-mail : info@iccim.org

- The President  
 Yazd Chamber of Commerce  
 22-Bahman Blvd., Opp. Emamshahr  
 Yazd, Iran  
 Tel. : 0351 7243071  
 Fax : 0351 7243073
- Mashad Chamber of Commerce, Industries & Mines  
 112, Television Blvd.  
 Mashad, Iran  
 Tel. : 0511 2216000  
 Fax : 2216040
- Dr. S.R. Ranjbaran  
 President  
 Esfahan Chamber of Commerce  
 Boustan Feiz, Feyz Sq.  
 Pole Khajoo  
 P.O. Box 81656-336  
 Esfahan, Iran  
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 Fax : 0311 6615099  
 E-mail : eccim@eccim.com
- Bandar Abbas Chamber of Commerce, Industries & Mines  
 Emam Khomeini Blvd.  
 Bandar Abbas, Iran  
 Tel. : 0761 522182  
 Fax : 552793
- Ahvaz Chamber of Commerce, Industries & Mines  
 Ammaneyeh, Loghman, Soghrat Square  
 Ahwas, Iran  
 Tel. : 0611 3332900/3332744  
 Fax : 0611 3332551

## Contact Details of Indian Mission in Iran and Iran's Mission in India

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