

CO-HOSTED BY



Ministry of ICT
Telecommunication
Infrastructure Co.



IRAN CONNECT 2016

6 & 7 September 2016, Tehran

The first gateway for international companies
to access the Iranian telecoms market

Keynotes



H.E. Dr. Mahmoud Vaezi
Minister
MINISTRY OF COMMUNICATIONS
AND INFORMATION TECHNOLOGY
IRAN



Mohammad Javad Azari Jahromi
Deputy Minister, Chairman of the
Board & Managing Director
TELECOMMUNICATION
INFRASTRUCTURE COMPANY

Local operators & ISPs



Hamid Reza Nikoofar
Deputy CEO
MOBILE COMMUNICATION
COMPANY OF IRAN



Hassan Shanesaz Zadeh
President
SHATEL

International operators



Kaan Terzioglu
CEO
TURKCELL GROUP



Jacques Bonifay
CEO & President
TRANSATEL/MVNO EUROPE

Lead sponsors



Associate sponsors



THE BRITISH
IRANIAN
CHAMBER OF COMMERCE



Pars Supala Co.
Pioneer in Public Data Network Since 1990

www.irantelecomsconnect.com

What is Iran Connect?

Co-hosted by the **Ministry of Information and Communications Technology of Iran** and the **TIC**, **Iran Connect** will be the first gateway for international companies to access the Iranian telecoms market.

Held on **6 & 7 September 2016** in **Tehran**, **Iran Connect** will unite the entire international telecoms ecosystem looking to do business in Iran.

Providing a high-profile conference of C-level speakers addressing **revenue growth opportunities** in a highly lucrative market, the event will also facilitate meetings and introductions for international operators, vendors and service providers with Iran's entire telecoms industry.

With one of the fastest growing economies in the Middle East and with the end of international isolation, **be the first to discover investment and trading opportunities** in one of the most important emerging markets.

Who will you meet?

Mobile & fixed operators	Vendors	IPTV providers	Content providers & OTTS
Law firms	Investment firms	Consultants & analysts	Government bodies
Wholesale carriers	Satellite companies	Enterprises	Data centres & Cloud companies

Investment and partnership opportunities in Iran

- With **12 DSL operators**, **3 mobile operators** and **34 regional fixed operators** in Iran looking for international connectivity, be one of the first foreign companies to enter the fastest growing emerging market in the Middle East
- With Iran's telecoms market providing **one of the largest non-oil revenue growth opportunities** in the country, discover which verticals you should invest, trade or form partnerships in
- With **52 applications registered for an MVNO licence** in Iran, find out who the successful foreign candidates were and what opportunities remain in this sector
- Discover which **submarine and terrestrial projects** are underway and what opportunities Iran will bring for international transit routes
- Help **Iranian operators** expand their mobile, fixed and wireless services and position your company as a leader in the industry

Benefits of attending



Connect with C-level representatives from Iran's entire telecoms industry and secure early business development opportunities in one of the world's last goldmines for investment in telecoms



Hear from the first international telecom companies to have partnered or invested with Iranian operators and find out what opportunities or challenges they met



Discover where your investment or partnership is needed and how much ROI is expected across the entire telecoms industry, from mobile broadband to voice and data services to submarine and terrestrial networks

Get involved



Attend as a delegate

Secure your place at **Iran Connect 2016** by registering at www.irantelecomsconnect.com, calling **+44 (0)20 7779 7227** or emailing conferences@capacitymedia.com.

1-2 PASSES

£1,500
per pass

3 PASSES
MULTIPLE DELEGATE RATES

£1,000
per pass

Save **£1,500**
Total price **£3,000**

4 PASSES
MULTIPLE DELEGATE RATES

£900
per pass

Save **£2,400**
Total price **£3,600**

5 PASSES
MULTIPLE DELEGATE RATES

£825
per pass

Save **£3,375**
Total price **£4,125**

Pre-event

MONDAY 5 SEPTEMBER 2016

1:00pm – 4:00pm **Workshop: How to do business in Iran**

With an economy growing faster than any other in the Middle East, and a nation finally gaining access to billions in frozen assets following the lifting of international sanctions, foreigners are jumping at the opportunity to invest in a telecoms goldmine. All international delegates are invited to join the pre-event workshop for a 360-degree overview of what steps you will need to take before investing, trading, partnering, or registering a company in Iran. The workshop will also introduce you to local partners, law firms and investment firms to help you seal the deal over the coming days.

Topics covered include:

- How to enter Iran's market
- Due diligence for client take-on and new business approval processes
- Inflation and price control
- How to remain compliant with all remaining sanction regimes
- How accessible is information and how do you find business?
- Export finance and insurance

Ahmad Reza Habibi, CEO, **PARS SUPALA**



+44 (0)20 7779 7227



conferences@capacitymedia.com

Meet the speakers



Edwin Grummitt
Partner & Head of Middle East
ANALYSYS MASON



Adib Tohme
Senior Partner
ARJAN CAPITAL



Denis Souillart
Managing Director Middle East & North Africa
BICS



Mahdi Davari
Chairman, **BISTALK IRAN**
Chairman, **TARASHE SABZ-E-TEHRAN**



Mohammad Bozorgi
Managing Director
BISTALK IRAN



Liu Changhai
Managing Director
CHINA TELECOM (AFRICA & MIDDLE EAST) LIMITED



Hamid Mohammadi
Co-Founder
DIGIKALA



Dr Ali Asgharzadeh
Chief Carrier Wholesale Officer
ETISALAT AFGHANISTAN



Hayk Faramazyán
CEO
GNC-ALFA CJSC (ROSTELECOM GROUP)



Stefano Pileri
CEO
ITALTEL



H.E. Dr. Mahmoud Vaezi
Minister
MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY IRAN



Hamid Reza Nikoofar
Deputy CEO
MOBILE COMMUNICATION COMPANY OF IRAN



Shahram Nigi
Founder & CEO
MOBINTEC



Rashid Shafi
SEVP & Chief Strategy Officer
MULTINET PAKISTAN



Sohail Qadir
VP, Wholesale
OMANTEL



Anne Morel
SVP, Global Carrier Sales, International Carriers
ORANGE



Ahmad Reza Habibi
CEO
PARS SUPALA



Kushal Shah
Partner
ROLAND BERGER



Ivan Skenderoski
Managing Partner
SALIENCE CONSULTING



Hassan Shanesaz Zadeh
President
SHATEL



Alessandro Talotta
CEO & Chairman
TELECOM ITALIA SPARKLE



Mohammad Javad Azari Jahromi
Deputy Minister, Chairman of the Board & Managing Director
TELECOMMUNICATION INFRASTRUCTURE COMPANY



Jacques Bonifay
CEO & President
TRANSATEL/MVNO EUROPE



Kaan Terzioglu
CEO
TURKCELL GROUP



Aleksandr Yesayan
COO
UCOM

Event agenda

1:00pm – 4:00pm **City Tour & Dinner** Sponsored by **Bistalk**

DAY ONE: TUESDAY 6 SEPTEMBER 2016

8:00am **Registration and networking breakfast**

OPENING KEYNOTES

9:00am **Opening Ceremony and Welcome Address** by the Ministry of Communications and Information Technology Iran
H.E. Dr. Mahmoud Vaezi, Minister, **MINISTRY OF COMMUNICATIONS AND INFORMATION TECHNOLOGY IRAN**

9:10am **Keynote Address** by TIC
Mohammad Javad Azari Jahromi, Deputy Minister, Chairman of the Board & Managing Director, **TELECOMMUNICATION INFRASTRUCTURE COMPANY IRAN**

9:20am **Keynote Address** by a Foreign Ambassador

INVESTMENT AND PARTNERSHIP OPPORTUNITIES IN A 'RE-EMERGING' MARKET

9:30am **Panel Discussion:** Managing the international surge of requests for delivery of services in Iran: where should the investment or partnership happen?

Moderator: **Adib Tohme**, Senior Partner, **ARJAN CAPITAL**
Kaan Terzioglu, CEO, **TURKCELL GROUP**
Stefano Pileri, CEO, **ITALTEL**
Mohammad Javad Azari Jahromi, Deputy Minister, Chairman of the Board & Managing Director, **TELECOMMUNICATION INFRASTRUCTURE COMPANY IRAN**

10:30am **Coffee and morning networking break**

11:15am **Market Forecast:** 2016-2020 projections for international bandwidth associated with Iran

11:30am **Presentation:** A legal and regulatory overview of investment protections

ADVANCING MOBILE BROADBAND AND VAS

11:45am **Panel Discussion:** Expanding data services and voice connectivity

Moderator: **Ivan Skenderoski**, Managing Partner, **SALIENCE CONSULTING**
Denis Souillart, Managing Director, Middle East & North Africa, **BICS**
Dr Ali Asgharzadeh, Chief Carrier Wholesale Officer, **ETISALAT AFGHANISTAN**
Senior representative, **ORANGE INTERNATIONAL CARRIERS**
Alessandro Talotta, CEO, **TELECOM ITALIA SPARKLE**

12:30pm **Networking lunch**

UPGRADING THE COUNTRY'S NEXT GENERATION NETWORKS

2:00pm **Presentation:** The launch of 5G networks in Iran
Shahram Nigi, Founder & CEO, **MOBINTEC**

2:15pm **Panel Discussion:** Submarine and terrestrial routes: Will Iran become the new hub of connectivity between Central Asia, Pakistan, Turkey and Europe?

Moderator: **Ivan Skenderoski**, Managing Partner, **SALIENCE CONSULTING**
Liu Changhai, Managing Director, **CHINA TELECOM (AFRICA & MIDDLE EAST) LIMITED**
Hayk Faramazyan, CEO, **GNC-ALFA CJSC (ROSTELECOM GROUP)**
Rashid Shafi, SEVP & Chief Strategy Officer, **MULTINET PAKISTAN**
Sohail Qadir, VP, Wholesale, **OMANTEL**

3:15pm **Coffee and afternoon networking break**

4:15pm **Press conference**
Join local and international journalists and media reporters and find out the hottest news in one of the world's last goldmines for investment in telecoms

5:15pm **Evening reception**

DAY TWO: WEDNESDAY 7 SEPTEMBER 2016

8:30am **Networking breakfast**

OPENING KEYNOTES

9:30am **Keynote Address** by Foreign Ambassador

IRAN'S DIGITAL AGENDA

9:45am **Keynote Presentation:** An update on the National Internet Project

10:00am **Panel Discussion:** How can Iran expand OTT and content services?

Hamidreza Kalantari, Member of Board, **BISTALK IRAN**
Aleksandr Yesayan, COO, **UCOM**

10:15am **Interview:** The explosion of E-commerce: What opportunities will this bring for international investors?

Interviewer: **Ivan Skenderoski**, Founding Partner, **SALIENCE CONSULTING**
Interviewee: **Hamid Mohammadi**, Co-Founder, **DIGIKALA**

11:00am **Coffee and morning networking break**

11:45am **Panel Discussion:** Navigating through regulations & future developments in IPTV services

Mahdi Davari, Chairman, **TARASHE SABZ-E-TEHRAN**

12:30pm **Networking lunch**

THE ROLE OF MVNOS IN IRAN'S COMPETITIVE LANDSCAPE

2:00pm **Panel Discussion:** Who are the new players and how will MVNOs improve QoS, attract new investment and bring innovation in new services?

Moderator: **Edwin Grummitt**, Partner & Head of Middle East, **ANALYSIS MASON**
Mohammad Bozorgi, Managing Director of **BISTALK IRAN**
Hassan Shanesaz Zadeh, President, **SHATEL**
Jacques Bonifay, CEO & President, **TRANSATEL/MVNO EUROPE**

MOBILE BANKING

3:00pm **Interview:** Mobile banking adoption in Iran: An update on regulatory requirements, financial service offerings and mobile in payment networks

3:30pm **Coffee and afternoon networking break**

START-UPS INVESTMENTS

4:30pm **Investment opportunities in Iran's Tech start-ups**
Join Iran's entrepreneurs and discover the latest innovations revolutionising the tech community

5:30pm **Close of Iran Connect 2016**



TRAVEL INFORMATION

VENUE INFORMATION



Espinas Palace Hotel
Behrouz Sq, Saadat abad
Tehran, Iran
T: +98 21 75 675
E: reservation.p@espinahotels.com
W: www.palace.espinashotels.com

ACCOMMODATION

Please find a list of hotels below. We would recommend you book your accommodation as soon as possible.

EVENT HOTEL

Espinas Palace Hotel, Behrouz Sq, Saadat abad, Tehran, Iran

T: +98 21 75 675
E: reservation.p@espinahotels.com
W: www.palace.espinashotels.com

Espinas Persian Gulf Hotel, No.126 , Blvd.Keshavarz , Sq.Valiasr, Tehran, Iran (20 minute drive from the event hotel)

T: +98 (21) 83844
E: reservation@espinahotels.com
W: www.persiangulf.espinashotels.com

Parsian Evin Hotel, Yadegar Highway, South Chamran Highway Off. Tehran, Iran (10 minute drive from the event hotel)

T: +98 212740500
E: reservations@evinhotel.ir
W: www.evinhotel.net

CULTURAL NORMS

Iranian cultural norms require women to cover their heads with a headscarf, wear trousers (or a floor length skirt), and a long-sleeved tunic or coat that reaches to mid-thigh or knee. Men should wear long trousers and long-sleeve shirts. We advise that female delegates bring scarfs with them when they travel to this event. Tipping is not widely expected in Iran and the majority of restaurants will include a service charge. Alcohol is illegal in Iran and cannot be purchased or consumed.

MONEY

The vast majority of international credit/debit cards will not work in Iran either for payments or cash withdrawals. Please check with your specific bank for more details. Traveller's cheques are

also invalid in Iran. The dominant payment method is cash so please bring sufficient cash for the duration of your stay. We recommend you bring EUR, GBP, AED or Iranian Rial.

VISAS

Nationals of all countries (except those listed below) holding a valid passport and wishing to visit Iran mainland, can obtain a 30-day Tourist Visa Upon Arrival at these airports:

IKA: Tehran Imam Khomeini Airport

THR: Tehran Mehrabad Airport

MHD: Mashad Airport

SYZ: Shiraz Airport

TBZ: Tabriz Airport

ISF: Isfahan Airport

List of non-eligible nationalities for visa: Afghanistan, Bangladesh, Canada, Colombia, India, Iraq, Jordan, Pakistan, Somalia, UK & USA. You must obtain an authorisation code, details about how to get the code will be given upon confirmation of registration, once you have this you can apply for your visa at your nearest embassy. Your passport must be valid for a minimum of 6 months from the date of the visa application for Iran is submitted. Women must wear a headscarf in their visa application photos.

If you would like a personal agent to organise your visa from the UK please contact **Ali Najafloo** at Safir Travel, **info@safirtravel.co.uk** or please call **+44 (0) 207 112 8517**

For all Non UK Passport Holders we are working with a travel agent based in Tehran that can help with your visa, more details will be sent upon confirmation of your registration. Please also note we are working with the Foreign Ministry to ensure all delegates will have an easy entry on arrival.

TRAVELLING TO THE US POST IRAN

For those travelling back to the US after visiting Iran it is a very easy process. You must apply for a 10 year business visa (please note this is not an ESTA) online and then schedule an interview at the US embassy in your nearest city. Your visa will usually be processed within 1 week.

FOR FURTHER INFORMATION PLEASE CONTACT:

Sonal Vegad | Head of Operations

E: sonal.vegad@capacitymedia.com

T: +44 (0)20 7779 8982

Our sponsors

Lead sponsors



BICS delivers best-in-class international wholesale solutions to any communication service provider worldwide. Through its Mosaic portfolio, a comprehensive, flexible and innovative suite of solutions designed to be used individually, or collectively, BICS meets the existing and future requirements of the global telecoms industry. BICS' headquarters are located in Brussels with regional offices in Bern, Madrid, Dubai, New York and Singapore. We also have a satellite office in Beijing and local representation in Accra, Cape Town, Miami, Montevideo, Nairobi and Toronto. Our team continuously strives to provide our customers with the highest levels of quality, reliability and interoperability enabling them to maximise their end-user value. With our successful consolidation strategy, and a continuing focus on technological advancement and innovation, we have achieved a world-leading position in the international Voice and Mobile Data markets.

For more information, please visit www.bics.com



Bistalk is an international telecom operator with licenses and exclusive interconnects throughout the Middle East and North Africa. We carry our own sources of retail traffic as well as trade in wholesale international hubbing. In addition to our focused routes in the region, we also offer a full A-Z to worldwide locations. Our PoP's are located in Milan, Italy and in Frankfurt, Germany. Our service is provided using Carrier Grade switches and dedicated fibre optic connectivity. Partners can interconnect over the Interoute or Epsilon networks with either TDM or IP connections.

For more information, please visit www.bistalk.com



Pars Online is the largest provider of Internet services and local/global network connections to the Iranian private sector. During the past 16 years, Pars Online Group has been successful in presenting a wide range of efficient and effective services to users all over the country. Utilising world-class expertise of highly skilled experts, Pars Online has established the largest network for accessing the latest communication and Internet tools. Pars Online Group's clients form a big family, with over a thousand organisations and enterprises using Pars Online's B2B services, and over half a million subscribers for ADSL services all over the country.

For more information, please visit www.parsonline.com

Associate sponsors



As one of the world's leading wholesale providers, **Orange International Carriers** offers a comprehensive portfolio of innovative and flexible solutions to mobile operators, international carriers and OTTs worldwide. Its state-of-the-art IPX transport solutions, leading edge mobile services for 2G/3G/4G signalling and SMS, together with ever-dependable Voice services are supported by a submarine network of 450,000km. Customers can launch their own 4G service using Orange IPX Transport and LTE, as well as optimising roaming agreements via Orange Optimum Roaming OTA and SIM OTA management.

For more information, please visit www.orange.com/wholesalesolutions



Sparkle is a leading global service provider offering full range of IP, Data, Cloud, Data Center, Mobile Data and Voice solutions designed to meet the ever changing needs of Fixed and Mobile Operators, ISPs, OTTs, Media & Content Players, Application Service Providers and Multinational Corporations. Thanks to a state-of-the-art advanced global backbone of around 570,000 km of fiber and through an extensive worldwide commercial presence distributed over 37 countries, Sparkle ranks #9 globally for voice traffic while #7 worldwide for IP. Through a rich portfolio of services, a state-of-the-art network based on the latest technologies, a globally distributed sales force and advanced customer care capabilities, Sparkle is able to fulfil its mission of providing customers with top performing and tailored solutions worldwide. With a truly global dimension and a local outlook, we stay close to our customers to understand their needs and ensure they receive the very best care. Sparkle. The world's communication platform.

For more information, please visit www.tisparkle.com or www.world.tisparkle.com



Ucom LLC entered the Armenian telecom market in 2009, providing Armenian customers with high-quality fixed internet, IPTV and digital phone services. The key objective of the company has always been to ensure accessibility of the latest innovative solutions of the field to its customers. Ucom was the first to introduce the FTTH (Fiber to the Home) solution to the Armenian consumer, which ensures provision of high-quality IPTV, broadband internet and digital phone services. Ucom was able not only to achieve a stable position on the Armenian broadband internet market in a short period of time, but has also become the largest wholesale operator in Armenia, thanks to own fiber-optic link connecting Armenia and Georgia. This enabled the company to provide transit internet services to Near East countries, thus ensuring the importance of Armenian telecommunication market in the region. In 2013 the company received a license for provision of public mobile broadband internet services, and in 2015 acquired 100% shares of Orange Armenia, thus expanding its operation to the Armenian mobile market. This expansion prepared basis for implementation of the fastest 4G network in Armenia, which meets the best international standards, as well as replenish company's convergent services, with "4 in 1" package, providing customers with the access to a full range of IPTV, fixed and mobile voice and internet services.

For more information, please visit www.ucom.am/en/personal

Sponsorship opportunities

SPONSOR

For maximum exposure at **Iran Connect**, join our line-up of sponsors and position your company in the regional wholesale market with significant branding and networking opportunities available.

EXHIBIT

Provide your company with the opportunity to display and demonstrate products and services and generate new sales and business development opportunities with an exhibition stand at **Iran Connect**.

MEETING ROOMS

With so many high-profile delegates attending **Iran Connect**, a private meeting room will offer a designated place to conduct business.



Would you like to find out more? To discuss a tailored solution, please contact:

Alex Grose, Commercial Director

E: alex.grose@capacitymedia.com | **T:** + 44 (0)20 7779 7230



+44 (0)20 7779 7227



conferences@capacitymedia.com

REGISTER NOW

Online
www.irantelecomsconnect.com

Call the registration team on
 +44 (0)20 7779 7227

Email the registration team at
conferences@capacitymedia.com

1-2 PASSES
 MULTIPLE DELEGATE RATES

£1,500
 per pass

3 PASSES
 MULTIPLE DELEGATE RATES

£1,000
 per pass

Save **£1,500**
 Total price **£3,000**

4 PASSES
 MULTIPLE DELEGATE RATES

£900
 per pass

Save **£2,400**
 Total price **£3,600**

5 PASSES
 MULTIPLE DELEGATE RATES

£825
 per pass

Save **£3,375**
 Total price **£4,125**

Special rates are available for Iranian delegates. For more information please email matthew.tremlett@capacitymedia.com
 Delegates in Iran can also contact our Local Agent, Pars Supala Co. at bdelshad@supala.com

VENUE INFORMATION



Espinash Palace Hotel
 Behroud Sq, Saadat abad
 Tehran, Iran

T: +98 21 75 675
E: reservation.p@espinashotels.com
W: www.palace.espinashotels.com

SPONSORSHIP OPPORTUNITIES
 MAXIMISE BRANDING | NETWORK | THOUGHT LEADERSHIP

EXHIBITION STANDS <i>Focal meeting and presentation point (Includes delegate passes)</i>	MEETING ROOMS <i>Reserve your dedicated meeting room to host all your business discussions</i>
--	--

To find out more please contact: Alex Grose on
 +44 (0)20 7779 7230 or email alex.grose@capacitymedia.com

Organised by



With over 20 events across the globe, **Capacity Conferences** provide valuable opportunities for high-level networking, insightful conference sessions and effective forums to conduct business. Our personal touch, market knowledge, commitment to our clients and creative solutions help our audience achieve their business objectives. Each event combines high-quality content with extensive networking opportunities, enabling attendees to meet decision-makers from the local, regional and international telecommunications community.

For more information, please visit www.capacityconferences.com

Lead media partners



Published bi-monthly with over 4,000 subscribers in 127 countries worldwide, **Capacity magazine** reports on the critical business issues that wholesale carriers face in this rapidly changing telecoms market. Through **Capacity magazine** and its portfolio of business briefings, yearbook, carrier directories and the online news source, Capacity is the essential source of business intelligence for the global carrier industry.

For more information, please visit www.capacitymedia.com



Global Telecoms Business has been published for over 20 years. It is the only magazine that focuses on the carrier C-level executives. Each issue contains several interviews with CEOs, CFOs, CTOs and other members of the carrier senior management team and every issue contains strategic, thought leadership articles. GTB also runs finance, marketing and technology events as well as a major awards ceremony.

For more information, please visit www.globaltelecomsbusiness.com

Media partners

