IRAN CONNECT 2016
6 & 7 September 2016, Tehran

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

CO-HOSTED BY
Ministry of ICT
Telecommunication Infrastructure Co.

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

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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?

<table>
<thead>
<tr>
<th>Mobile &amp; fixed operators</th>
<th>Vendors</th>
<th>IPTV providers</th>
<th>Content providers &amp; OTTS</th>
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<td>Law firms</td>
<td>Investment firms</td>
<td>Consultants &amp; analysts</td>
<td>Government bodies</td>
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<td>Wholesale carriers</td>
<td>Satellite companies</td>
<td>Enterprises</td>
<td>Data centres &amp; Cloud companies</td>
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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.

To register please visit: www.irantelecomsconnect.com
**MONDAY 5 SEPTEMBER 2016**

**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**

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**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

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**Get involved**

**Attend as a delegate**

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

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**Pre-event**

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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

HamidMohammadi
Co-Founder
DIGIKALA

Dr Ali Asgharzadeh
Chief Carrier Wholesale Officer
ETISALAT AFGHANISTAN

Hayk Faramazyan
CEO
GNC-ALFA CJSC (ROSTELECOM GROUP)

Stefano Pileri
CEO
ITALTEL

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
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Jacques Bonifay
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Aleksandr Yesayan
CEO
UCOM

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Kaan Terzioglu
CEO
TURKCELL GROUP

Aleksandr Yesayan
CEO
UCOM
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)
Sohail Qadir, VP, Wholesale, OMANTEL

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, UCUM

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

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, ANALYSYS 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

Espinhas Palace Hotel
Behroud Sq, Saadat abad
Tehran, Iran
T: +98 21 75 675
E: reservation.p@espinashotels.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.

Espinhas Palace Hotel, Behroud Sq, Saadat abad, Tehran, Iran
T: +98 21 75 675
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W: www.palace.espinashotels.com

Espinhas Persian Gulf Hotel, No.126 , Blvd.Keshavarz , Sq.Valiasr,
Tehran, Iran (20 minute drive from the event hotel)
T: +98 (21) 83844
E: reservation@espinashotels.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

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 8782

To register please visit: www.irantelecomsconnect.com
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
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.

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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.

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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

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