

Record of the Minutes of Meeting
With Iranian Business Delegation from Kermanshah
19 February 2010, ASSOCHAM House, New Delhi

At the outset, ASSOCHAM Secretary General Mr.D.S.Rawat welcomed the Iranian business delegation from Kermanshah province representing a variety of sectors and areas of interest in industry & trade. He briefly spelt out ASSOCHAM activities and mentioned that it has had the privilege of receiving similar delegation from Iran in the recent months also.

Mr.Anil Agarwal, Past President-ASSOCHAM, then presided over the meeting addressed the gathering and shared with them some of the basic facts about India & its economy, besides the enormous potential for the business communities in the two countries to co-operate with each other to their mutual benefit by taking forward the existing scenario of trade.

The salient points presented by Mr.Anil Agarwal included the following:-

- Oil and Gas offers enormous opportunities to the two countries to cooperate in joint ventures, including partnerships in exploration, upstream and downstream activities. India and Iran can form strategic relations in various areas connected with this area of common interest.
- In oil & gas, India enjoys considerable skills and technical know how which can also be shared with friends in Iran.
- Banking sector is weak between India and Iran
- India can trade with Afghanistan, Iraq & other CIS countries through Iran
- Agriculture is an important area and Kermanshah province would be of a great interest.
- Iranian dry fruits are popular in India
- India provides opportunities in oil & gas, pipeline, refining, petrochemicals and value added petro items besides all important HR training; has vast resources of mines, minerals, metals, coal copper and iron ore.
- Iran has iron ore yet it is an importer of steel. India can offer to set up steel plants.
- India is strong in medical diagnostics and setting up of hospitals. Iran can avail of India's rich expertise in this field
- India has become self sufficient in cereals, particularly wheat, but imports pulses, fruits and other items.
- India can offer to give low cost agro technologies to help in farming in Iran.
- India is producing cheapest agrimachinery and tractors and also exports to U.S.
- India offers equipments in agriculture and agriculture processing, water management, drip irrigation, food processing technologies, oil seeds for processing e.g. sunflower etc for Iran's edible oil requirements, milk processing & technologies for cheese, butter etc.
- India's fastest growing telecom industry offers technology upgradation services e.g. music, sms applications, email facility etc. for mobiles in Iran.
- India also offers services for aviation industry and other industries.

Mr.Dariush Panahi, Foreign Assistant Manager of Kermanshah Province Commerce Organization, addressed the gathering and offered to open the talks and regular dialogues on rice, tea, oil seeds, chic peas, textiles & I.T engineering and communications technology & services, steel items production plants, petrochemicals, oil and petroleum derivatives and many other items. He said that nearly 4 million tonnes of agriculture products are produced in Kermanshah province. He particularly spoke of large reserves of oil and various oil & gas products, iron-ore, gypsum, natural bitumen etc. He said the industries of importance to both the countries are petrochemical plants, vegetable oils, steel, milk and diary industry, packaging of tea,wheat,chic peas,corn,natural agriculture tribunate,corriander etc. The two countries should initiate a regular programme of cooperation and trade exchanges in these areas. He particularly emphasised the following :

- Iran is neighbour to Iraq and nearest transit to Iraq and Mediterranean is through Kermanshah Province which can provide transit facilities.
- Iran also offers India to setup manufacturing units in Kermanshah.
- Iran invites ASSOCHAM to bring an Indian trade delegation to Iran during next three months.

During the question answer session, following issues were highlighted.

- Banks in India do not offer L/C to Iranian Businessmen and most of the India banking is done through Dubai. To this, Mr.Anil Agarwal responded that talks are already in progress between the representatives of the two countries for opening of banking and non banking financial sectors.
- Special economic zones for Indian operators; to this Mr.Dariush Panahi said SEZ is being developed in Kermanshah Province where Indians can establish their units.
- One of the Iranian delegates asked how to find the genuiness of the party in India. Mr.Anil Agarwal said that members' verification can be provided in respect of companies registered with ASSOCHAM; and disputes or queries can be addressed to ASSOCHAM.

While ASSOCHAM reiterated its pleasure to receive the Iranian delegation, Mr.Dariush Panahi expressed on behalf of the 20 member delegation his sentiments of gratitude to ASSOCHAM for arranging the meeting and helping the subsequent interactions between individual business persons. He also thanked the chamber for the hospitality extended to the delegates

The two sides also expressed the desire to later sign memorandum of understanding for cooperation between them

For

The Associated Chambers of Commerce
and Industry of India



Mr.Anil K Agarwal
Past President, ASSOCHAM
New Delhi
22/02/10

For

Kermanshah Province Commerce Organization

Mr.Dariush Panahi
Foreign Assistant Manager, Kermanshah Province