

Day One - 11 April 2016, Monday

09:00 Chairman's Welcome & Introduction

09:10 Changing Landscape of Iranian's PTA, PET & Polyester Industry

- Growth and domestic consumption
- Export opportunities to Iraq, CIS countries and other parts of ME
- Opportunities in the petrochemical/ PET industry post sanctions
- Current challenges facing the sector

Senior Representative

Shahid Tondgooyan Petrochemical Co.

09:40 Vata's Perspective: Strategies for Success in the Bottled Water Industry in Post Sanctions Iran

- Snapshot of the water/ beverage sector
- Packaging cost and challenges
- Industries respond to PET packaging trends and innovations
- Competitiveness and challenges with more entry of brands in the sector in the near future

Mr. Yousef Raeisi

Chairman of the Board

Pak Ab Sabalan Mineral Water Co. (Vata)

10:10 Challenges & Opportunities in Iran's Preform Market

- Market demand vs. production output
- Cost components of producing a PET bottle in Iran
- Raw materials and technology constraints
- Drivers for the PET packaging sector

- Key operational challenges that needs to be addressed in the near future

Mr. Hamid Reza Sadeghi

Quality Assurance Manager

Khoshform Toos Co

10:40 Discussion followed by Refreshment Break

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11:10 Iran's PET Position in the Regional and Global Trade Flows

- Situation pre-sanctions vs. post-sanctions
- More resins in the market: how will it tilt the balance?
- Competitiveness and pocket of opportunities for export
- Credit insurance situation and trade barriers eg. duty, freight, logistics

Mr. Mohammad Sadegh Rahimian, CEO

Red Tree Trading

11:40 Iran's Dairy Sector & Recycling Developments in PET: Pegah's Approach

Engr. Mousavi, Consultant

Pegah Dairy Packaging Industries Co.

12:10 Pushing the Limits of Extrusion – Customised Melt Properties with MRS Technology

Mr. Ralf Altepeter

Manager (Technical Sales)

Gneuss Kunststofftechnik GmbH

12:40 Discussion followed by Networking Lunch

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13:55 Chairman's Introduction

14:00 Operating in a Credit Driven Market: How to Reduce Trade & Business Risks in Iran

- Credit facility and insurance
- Partnership with foreign export credit agency

Mr. Arash Shahraini, Board Member

Export Guarantee Fund of Iran (EGFI)

14:30 Doing Business in Iran: What are the Pitfalls to Avoid?

- Overview of the foreign investment law
- Incentives from government: tax exemptions, ownership of land, etc.
- Impact of sanctions removal on trade liberalization and investments
- Remitting profits out of Iran
- Tax structure and requirements
- Guidelines to establishing a company in Iran

Mrs. Anahita Asgari Fard

Managing Partner

Asgari & Associates

15:00 Latest Development on Injection Preform Systems

Mr. Moraldo Masi, Business and Sales

Manager, PET B.U. - Beverage Division

Sacmi



15:30 Discussion followed by Refreshment Break

16:00 Polymer revamps and PETG from CHDM

Mr. Joerg Hamann, Technology

Manager/ Member of Managing Board

EPC Engineering Consulting GMBH



16:30 How Closure Innovation allows Lightweight Packaging?

Mr. Volker Spiesmacher

Marketing Director

Bericap Holdings GmbH

17:00 Discussion followed by End of Day One

Day Two - 12 April 2016, Tuesday

09:00 Chairman's Introduction

09:10 Versatility of Glycol-modified PET & New Developments in PET Specialty Resins for Film & Sheet Application

- Film extrusion: PETG as sealing layer, in medical device packaging, furniture lamination film and card films

- Sheet extrusion: PETG heavy gauge sheet in construction, PoS and deep drawing
- Potential for Iran's market

Mr. Volker Siebott

Commercial & Sales Director

Selenis Portugal, S.A.

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09:40 **Innovations in Aseptic Filling & Bottling Technology**

- Trends in dairy, water, juices & non-alcoholic beer

Mr. Harbinder Kathuria
Regional Commercial Director
Greater Middle East and Africa Zone
Sidel Greater Middle East & Africa (GMEA)

10:10 **Iran's Polyester Sector Demand & Export Opportunities**

- Brief introduction of Polyacryl Iran Corporation (PIC)
- Production technology, capacities of DMT, POY and Staples plants.
- Global polyester trends including production and capacities, countries and regions.
- Iranian trends including producers and capacities of polyester POY, Staple and Top manufacturers based on states and regions.
- Iran export and import trends in past 3 years.
- Iran consumption and market trends.
- A survey study on Iraq and CIS countries polyester fiber and yarn trends

Mr. Farzad Khozemieh
Assurance Manager
Polyacryl Iran Corporation

10:40 Discussion followed by Refreshment Break

11:10 **PET-Upcycling, using the LSP-Process (Liquid State Polycondensation)**

- Characteristics of the new LSP-Process and differences to the commonly used SSP-Process for PET improvement
- P:REACT – Basic functions and handling of the PET-Reactor
- Findings from field testing at a German customer (PET-Fiber-Manufacturer):

- PET improvement of various production-scrap from the production-line
- Characterization of the r-pellets and processability for new fibers
- Handling of P:REACT and energy balance

Mr. Daniel Szymanek
Area Sales Manager
NGR - Next Generation
Recyclingmaschinen GmbH



11:40 **Ecodry System - New Integrated Solutions for the Cooling of PET, Packaging and Beverage Industries**

- Process control & cooling: Efficiencies and cost reductions for PET**
- Cooling systems for PET and the beverage Industry:**
 - More productive, efficient and safe systems
 - Reducing carbon footprint and water consumption
 - Low environmental impact? Is it possible today?

- Beverages: More efficient system by eliminating the use of ammonia
- Mr. Nizar Ben Ammar*
Regional Manager (Africa & ME)
Frigel Firenze

12:10 **Integrated PET processing: technological advancements and solutions innovation**

Mr. Pierino Martinato
Senior Key Account Manager
- Preforms and Closures
Piovan Spa

12:10 Final Discussion followed by Closing Lunch
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13:30 End of Conference

“How soon will Iran’s PET sector be integrated into the global market?”

The packaging sector in Iran is expected to grow and accelerate. With its near 80 million population, strong middle class consumerism and purchasing power there is a rush to invest in Iran’s food and beverage packaging, driven by increased investment in food processing and demand for water, juice and other type of beverages.

For the PET industry, it is an opportunity for investments and expansions. As the potential market open doors for trade and business, the PET packaging sector is one area to gain momentum post sanctions. With the wave of change hitting Iran, foreign investors are already in preparation mode by setting-up company in Iran whilst waiting for the removal of the sanction. With feedstock advantage, how will the resin trade shift from and to Iran? How will the beverage and food packaging sector grow with foreign brands entering the market? What are the avenues for innovations as converters set-up operations in Iran?

First and only PET conference in Iran, join CMT’s Iran PET for a timely briefing to assess and gain from the most exciting market of the decade!

Highlights

- Status of the PTA & PET resin and export opportunities post sanctions
- Packaging and production cost of PET in the water and beverage sector
- Competitiveness of Iran’s PET trade and barriers to export
- Pegah’s approach to PET recycling and trends in the dairy sector
- Versatility of PETG & functionality of specialty resins for film & sheet applications
- Innovations in aseptic filling & bottling technology, including trends in non-alcoholic beer
- Polyester market outlook and opportunities for export
- Impact of sanctions removal on trade liberalization and investments
- Reducing business risk and operating in a credit driven market
- Technology updates from Frigel, NGR, Gneuss, Sidel, etc.
- Perspectives from leading Iranian companies: STPC Iran, Pak Ab Sabalan Mineral Water Co., Pegah, RTT, etc.

And more!

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Group Fee for 3 or more	1395.00

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