

|24. November | Park Inn, Oslo Airport, Hotel |

**Objective : Share knowledge of the situation in Iran and give input to 2016 strategy**

**Chair** Werner Karlsson, Regional Director, INTSOK

**09:30** Registration and networking

**10:00** Welcome note

## **Session 1** **Political and legal framework**

**10:10** **The sanctions and the political risks. NUPI**  
Sverre Lodgaard, Senior Research Scientist  
(incl. 10 min Q & A)

**10:35** **The legal status of the sanctions. Ministry of Foreign Affairs, legal department. Export control requirements**  
Erik Furu, Senior Advisor & Mats Benestad, Advisor

**10:50** **The financial situation. Transfer of money, bank guarantees.**  
Speaker to be nominated

**11:00** Coffee break

## **Session 2** **What's going on in Iran? Reports from recent visits**

**11:20** **Iran seen by an Iranian. What is new this time, what is the same**  
Reza Behfar, Business Development Director, Interlink Engineering Services Group

**11:50** **INTSOK findings**  
**Presentation of draft INTSOK report**  
**New projects, who are the clients, local supply chain, contracting regime, business environment**  
Nasrollah Gharesifard, INTSOK

**12:35-13:20** Lunch

## **Session 3** **INTSOK Partner observations & plans**

**13:20** **Kvæerner finding in Iran and business opportunities**  
Bjørn Arne Lundblad, VP Business Development

**13:30** **A niche players experience in visiting and doing business in Iran by Tamrotor Marine Compressors**  
Tom Erik Ranheim, Sales Manager



**13:40**      **DNV GL back in Iran, when and how?**

Bjørn Tore Markussen, Vice President

**13:50**      **Break**

**14:10**      **Fjords Processing**

Kjetil Ulving-Tufte, Vice President Business Development & Sales EMEA

**14:20**      **FRAMO**

Roald Wie, Area Sales Manager

## **Session 4** **Input to 2016 activities**

**14:30**      **INTSOK strategy and plans for 2016**

**14:45**      Discussions and feed back

**15:15**      **Meeting adjourned**