



TEHRAN SUMMIT

The Introduction of New Iran Petroleum Contracts – IPC

Tehran – 2015

Capabilities of Iranian Contractors in Mid and Downstream Projects By: Mehrdad Motarjemi

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28-29 November 2015 - Tehran

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Panel 5 : Capabilities of Iranian Contractors in
Mid and Downstream Activities

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1- Achievements in midstream and downstream projects 2011 to 2014

- Achievements in summarized quantities (Table 1)

(State and private companies)

- Value of projects implemented. 55 Billion USD
- Samples of major successful projects completed in recent years.
 - Petrochemical plants
 - Gas pipe lines, compressor stations
 - Refineries



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1- Achievements in midstream and downstream projects 2011 to 2014

Description	Unit	Available In 2011	Available In 2014	Achieved during 2011-2014
1 Gas Production	M3/day	625,000,000	764,000,000	139,000,000
2 Production of Condensate	bbl/day	390,000	470,000	80,000
3 Production of Gasoline	Lit/day	56,200,000	65,000,000	8,800,000
4 Production of Gasoil	Lit/day	94,700,000	97,000,000	2,300,000
5 Petrochemical Products	Tones	54,500,000	60,000,000	5,500,000
6 Gas main pipelines	KM	1,057	2,250	1,193
7 Products Storage Facilities	Lit.	11,000,000,000	14,000,000,000	3,000,000,000
8 CNG Stations	No.	225	2,200	1,975

Table 1



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2- Iranian contractors potentials and cooperation benefits for the international companies

- Extensive experience
- Highly educated & motivated manpower – eager to learn.
- Working with competitive prices.
- Realistic information on local resources and their actual costs.
- Understanding local bureaucracy.
- Interest, experience and capability in forming consortiums and joint ventures with international companies.
- Higher productivity when working together with international companies



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3- Iranian contractors main expectations when cooperating with international companies.

- Use of the latest technologies.
- Taking advantage of the latest management and control techniques in: Scheduling, Quality, HSE and particularly Environment.
- Provision of financial resources.



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4- Association of Petroleum Industry Engineering and Construction Companies (APEC) – a brief introduction

- General information

- Established in year 2000 by the recommendation of the Ministry of Oil
- All private Companies
- Excellent relationship with oil industry management and relevant associations and manufacturers.
- 206 Members with average experience of 22.6 years (Fig. 1)
- 637 Grades awarded by the Management and Planning Organization (MPO) to APEC Members (Fig. 2)



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4- Association of Petroleum Industry Engineering and Construction Companies (APEC) – a brief introduction

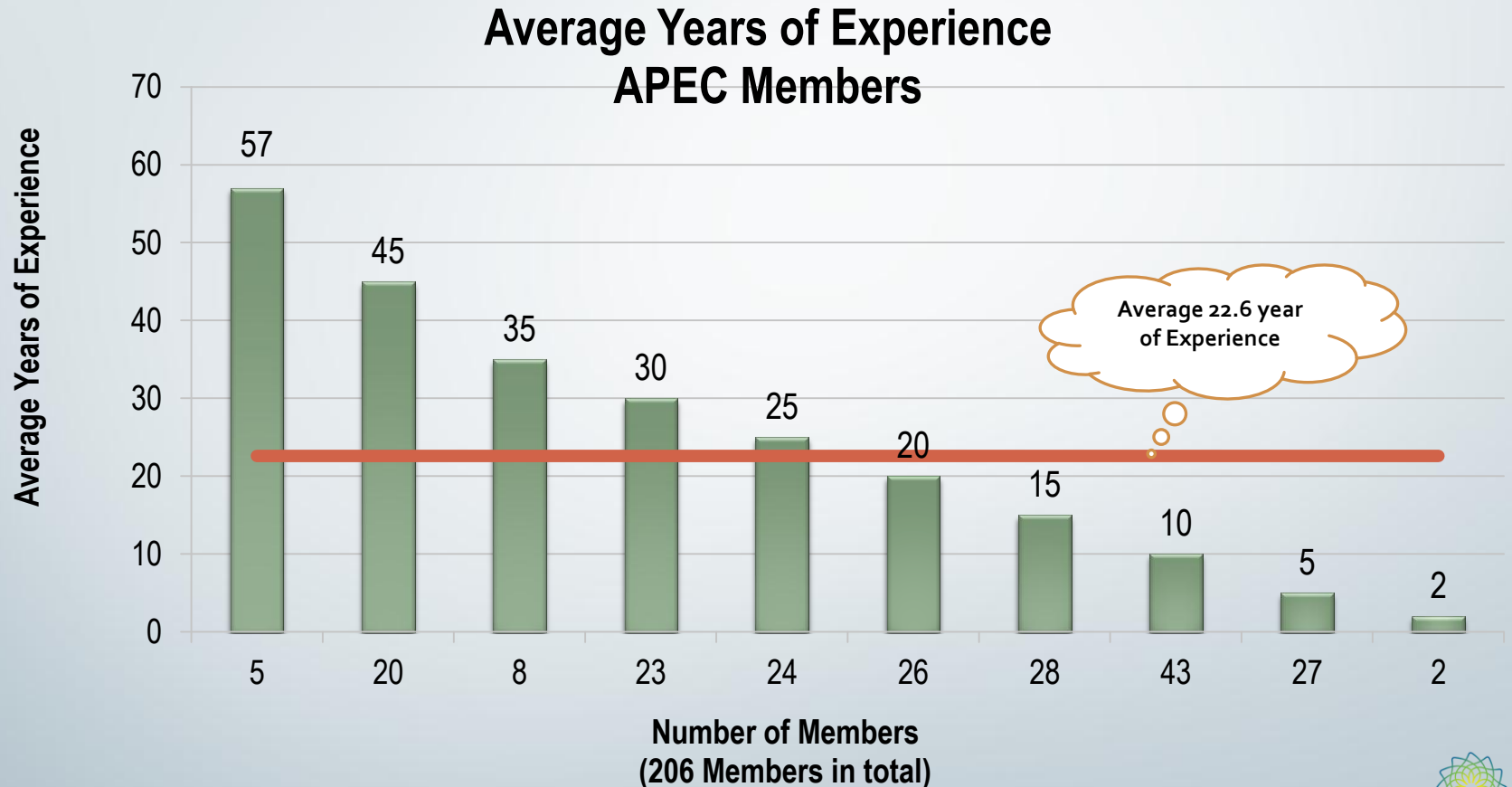


Fig. 1



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4- Association of Petroleum Industry Engineering and Construction Companies (APEC) - a brief introduction

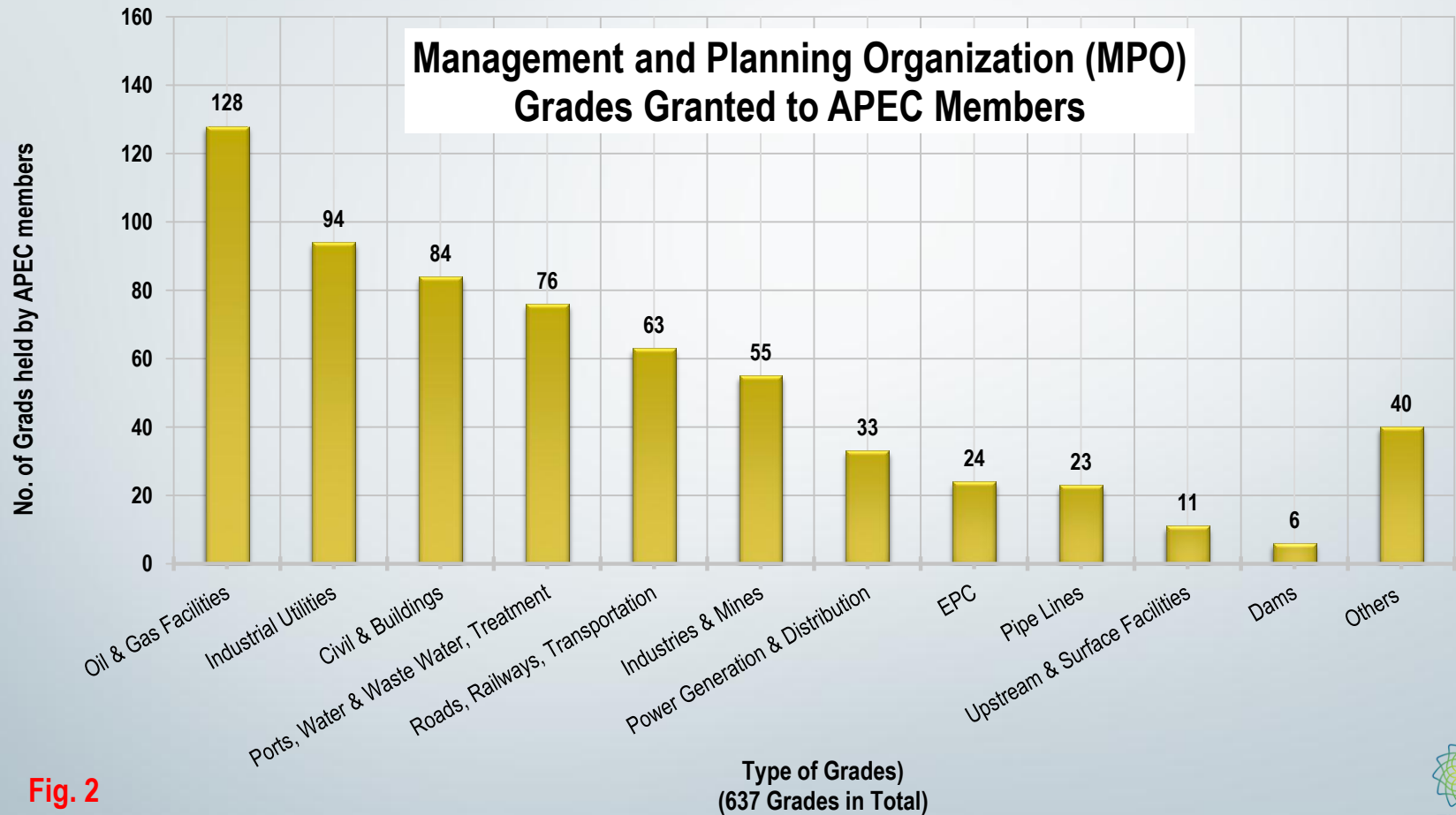


Fig. 2



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4- Association of Petroleum Industry Engineering and Construction Companies (APEC) - a brief history

- Some of the services provided by APEC, upon request

- Introducing qualified companies, after pre-screening.
- Introducing consortiums or joint ventures to suite specific projects.
- Providing information on local resources, laws, regulations, costs and norms.
- Providing mediation services.



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5- Conclusion

- Availability of numerous experienced local contractors for cooperation
- Ample local resources available.
- Partnership opportunities for international companies.
- Promising future for potential investors in Iran's oil, gas and petrochemical projects.



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**Thank you
for your attention**



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