

The Remaining Bars to International Business After The Lifting of The Sanctions and The Potential of Islamic Finance in Iran

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I. About ISFIN



“An informed and independent perspective to help our clients reach their goals in the emerging world through bespoke strategies and innovative solutions”

Created 5 years ago, ISFIN is a young and creative **global business consultancy** that provides **expert advice** to individuals and firms willing to tap into the **emerging** world and the growing industry of '**Halal**', which encompasses Food, Cosmetics, Fashion, Pharma, Logistics, IT and Media, Tourism and Finance.

corporate social responsibility · investor relations · resource center

English Français العربية

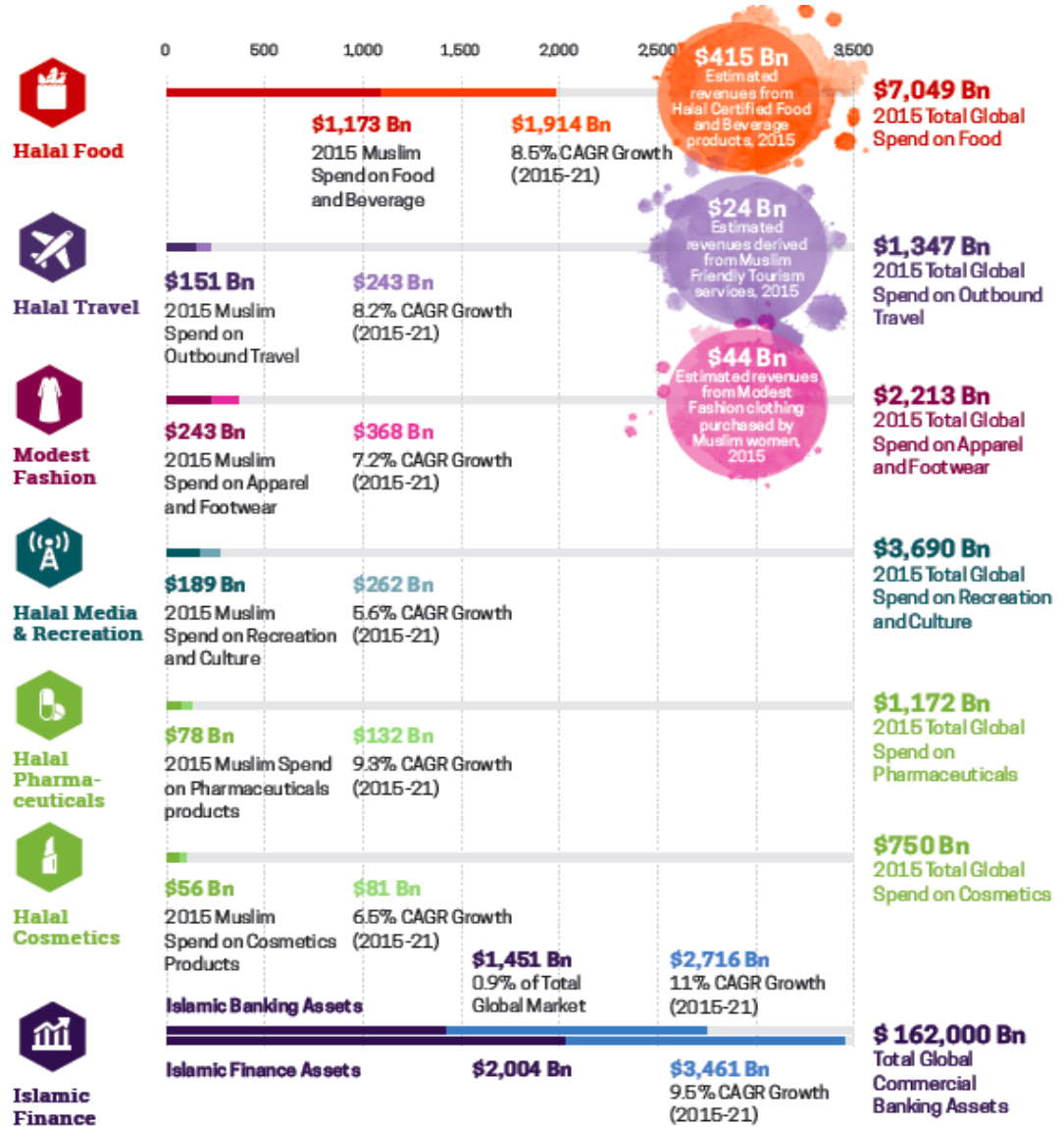
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The world's leading advisory for Emerging markets
Islamic finance, economy & Halal industry

read more find a specialist join us

www.isfin.net

Why Islamic Finance And The Halal Industry ?



Source: SGIE 2017

We have a global reach +50 000 contacts worldwide

The screenshot displays the IsFin website interface. At the top left is the IsFin logo, a green geometric pattern, with the text "IsFin Emerging Markets Advisors". To the right are navigation links for "corporate social responsibility", "investor relations", and "resource center", along with language options for "English", "Français", and "العربية". Below this is a horizontal menu with items: "HOME", "ABOUT ISFIN", "PEOPLE", "SERVICES", "TRAINING", "PARTNER FIRMS", "JOIN US", "NEWS", and "CONTACT". The main content area features a world map with 75 green location pins indicating global reach. Below the map, there are three panels: "SECTOR" with links for "Legal (41)" and "Audit & Accounting (8)"; "PARTNERS" listing "Abdul Rahman Law Corporation" in "Singapore" as a "Law firms"; and a "JOIN US !" call to action with a location pin icon and the text "If ISFIN has not formally acknowledged a partner firm".

We are specialized in the **halal industry** and **Islamic Finance** worldwide.
We rely on the support of top tier professional firms in **75 countries**.

*We have the **expertise***

We provide the right professionals with:

❖ **Business Development**

❖ **Marketing**

❖ **Finance**

❖ **Legal**

❖ **Tax**

❖ **Audit & Accounting**

❖ **Public Affairs & Forensic**

❖ **Halal & Shariah-Compliance**





II.

The Orieco DeGaulle Co. JVC

A. Our History

Created in 2016 by



Narges Jannesari
(Attorney at Law)

DE GAULLE
FLEURANCE
& ASSOCIÉS
SOCIÉTÉ D'AVOCATS



IsFin
Emerging Markets Advisors



Your partner for the Iranian market

- De Gaulle Fleurance & Associés is an **integrated full-service independent law firm** composed of **115+ attorneys** and paralegals, including 42 partners
- An organization based around two divisions, responding to the main needs of businesses: **structures and operations**
- An **integrated and cross-practice approach** to cases and files and dynamic project team management
- A modern and reactive firm, with a clear focus on achieving objectives through **flexible methods and team synergies**
- For more information, please visit <http://www.degaullefleurance.com/>



- A **full-service consulting firm** based in Tokyo, Japan
- **Legal, financial and investment** consulting services
- Technological, strategic and energy **solutions for companies** a in wide variety of sectors and on a global scale
- Strong knowledge of the **Iranian market**
- For more information, please visit : <http://www.orieco.co/>





- Iranian **Lawyer and Attorney at Law**, member of the **Iranian Bar Association**
- Former founding partner at **Shayan Law Firm** and partner at **Arya Law Firm**
- **Legal advisory** for company registration, IP law, arbitration, litigation, corporate law and other services related to the **Iranian business regulatory framework**
- Deep **knowledge** of the Iranian market and powerful **network** inside the country
- **International experience** and expertise in a **various sectors** (EPC, Oil & Gas, Automotive industry, etc,)



E. Our Services



F. Our Goals

- **Bring Iran back** on the International business map
- Accompany and assist **foreign investment** to Iran
- Assist Iranian **banks and financial institutions** in their need for international recognition
- Build a **bridge** between Iran and the global business world



III.

The Islamic Republic of Iran

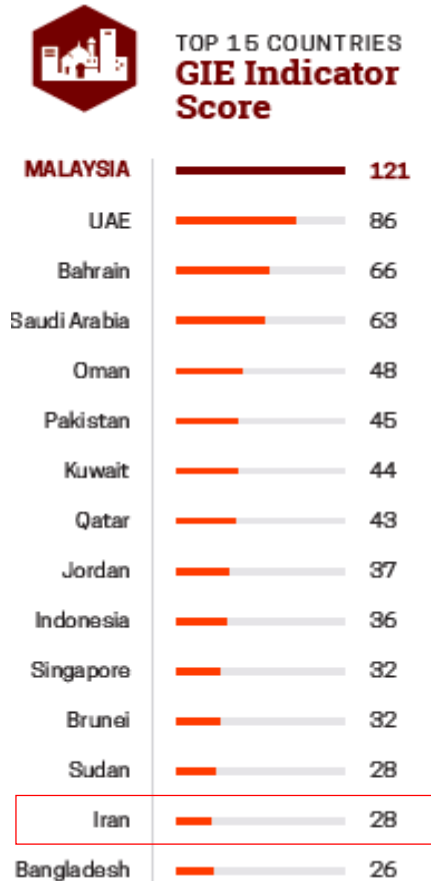
**—
Land of Opportunities**

The Most Promising Market in the World Today

- The lifting of the economic sanctions transformed Iran into the Investor's new "Eldorado"
- Tehran alone accounts for more than **40% of Iran's GDP** – business capital
- Necessity to **accompany, advise** foreign investors by giving additional guarantee (i.e. FIPPA)
- Avoid a "gold rush effect"
- The **ground rules** for business have yet to be established
- We are **pioneers**



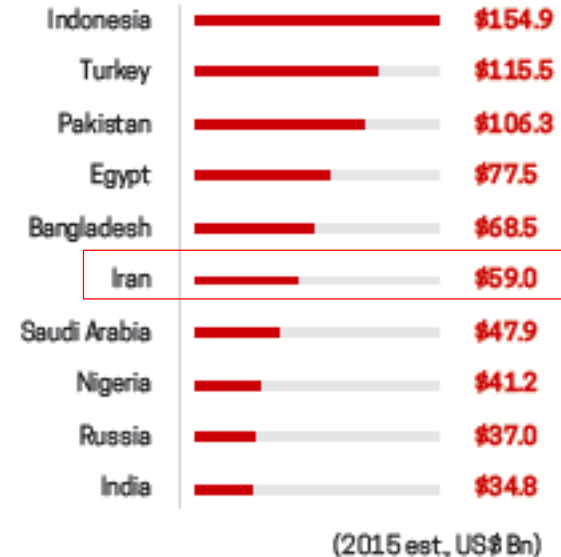
The Most Promising Market in the World Today (cont'd)



TOP 10 Halal Travel

- 1 UAE
- 2 Malaysia
- 3 Turkey
- 4 Singapore
- 5 Jordan
- 6 Maldives
- 7 Iran
- 8 Lebanon
- 9 Oman
- 10 Saudi Arabia

TOP MARKETS Top Muslim consumer food expenditure markets



Source: SGIE report 2016

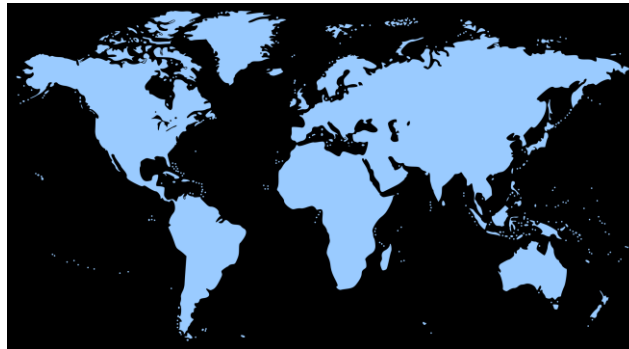
A grayscale photograph of a mosque interior. The image shows a series of pointed arches supported by columns, creating a sense of depth and architectural grandeur. The floor is covered with a large, intricately patterned rug. The lighting is soft, highlighting the geometric details of the architecture.

IV.

Three Bars to International Business

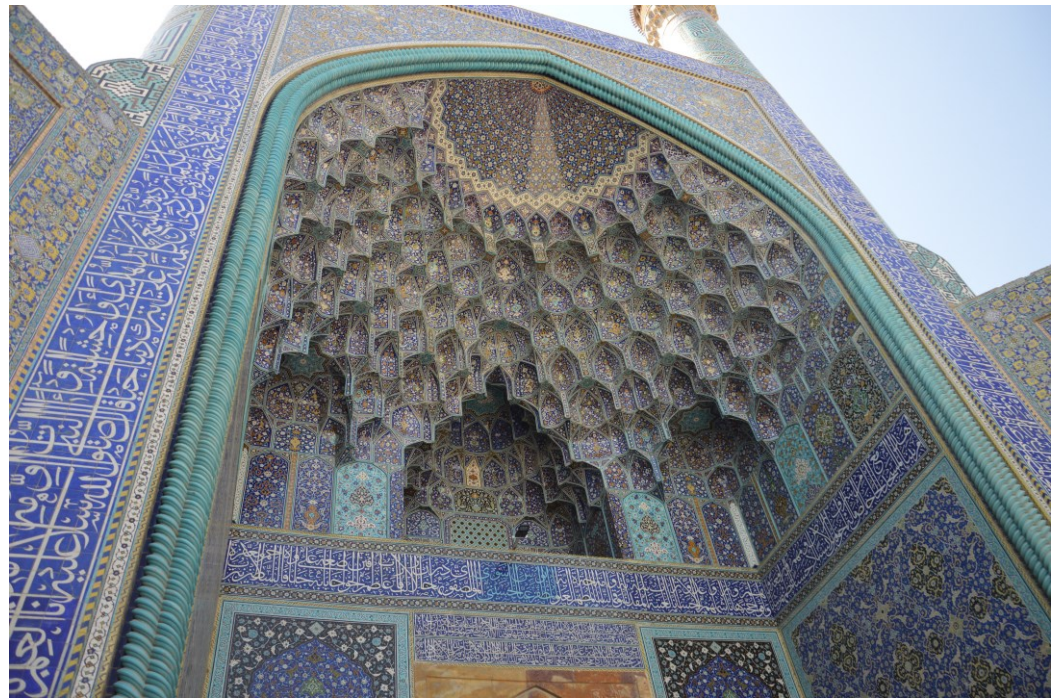
A. The Global Political and Economic Environment

- Growing **uncertainties** regarding International Business
- **Global trends** causing international companies to act carefully
 - USA election
 - Impact of Brexit
 - Outcome of French elections
 - Etc.
- Profound **changes and unpredictability** of further evolutions



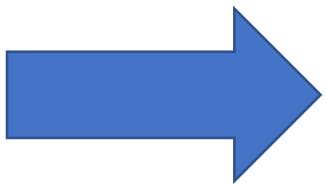
B. Iran's Unknown Treasures

- Years of **sanctions** and lack of **media coverage**
- Need to **promote Iran** and share experiences, not only from a business perspective
- On the upside:
 - Increase of **tourism**
 - Better **media coverage**
 - Stronger **diplomatic relations**



C. Money Transfers and Financing Sources

- Iranian banks and financial institutions in need of **international recognition**
- Need to **comply** to international standards (e.g. Basel III, IFRS, etc.)
- **Carefulness/reluctance** of Western banks
- **Sovereign guarantees** required by foreign banks
- High country **risk premium**



Tremendous business opportunities are put on hold

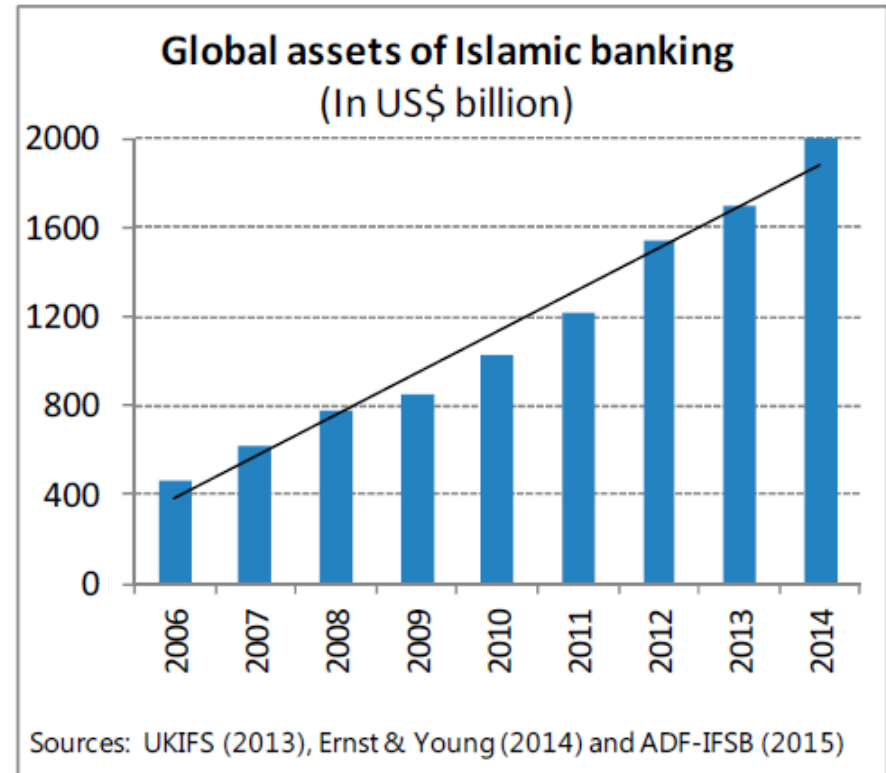


V.

**Islamic Finance & Sukuk Issuance
in Iran**

A. Islamic Finance on the Rise

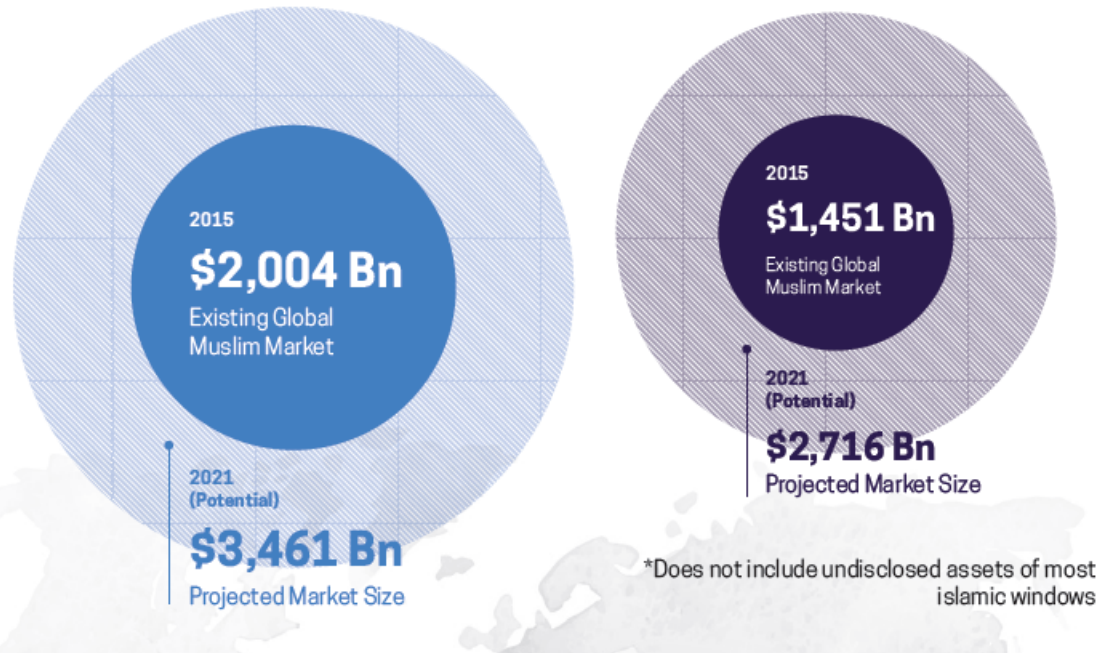
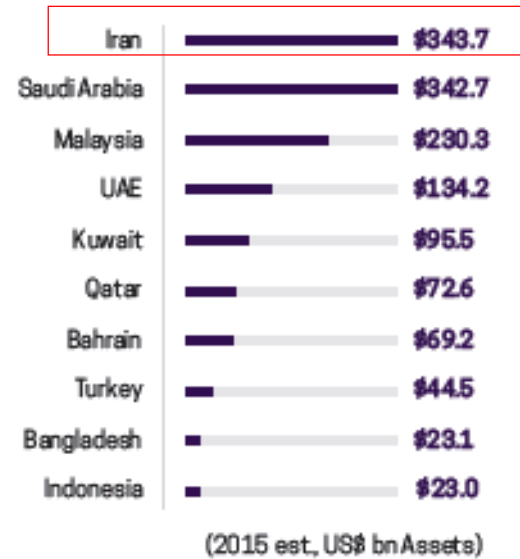
- Growth in **MENA** countries
- **European countries** hopping on the bandwagon (e.g. Luxemburg, UK, France, etc.)
- Increasing popularity of IF in **Africa** (e.g. Togo, Nigeria, Sudan, etc.)
- The trend is **far from slowing down**
- IF assets projected to reach **\$3,400bn** worldwide by 2021 (SGIE 2016)
- **Iran** listed as top Islamic Finance market (**\$343.7bn** in assets) by SGIE in 2016 report



Islamic Finance on the Rise (cont'd)

TOP MARKETS

Top Islamic Finance markets ↴



Source: SGIE report 2016



Ethical alternative to conventional finance

B. Islamic Finance in Iran

- Iranian government and financial institutions are **already committed** to Islamic Finance (**macro level**)
- Need to **promote** IF's benefits to companies and private industrial projects (**micro level**)
- Suggestion : ***Issuance of Sukuk to finance private industrial projects in Iran***
- E.g. Sukuk **Al-Ijarah** for midsize projects
 - Easy to implement
 - Flexible

C. The Role of Orieco DeGaulle Co.



We make deals happen

The background of the slide is a grayscale photograph of a mosque's interior. It features a series of pointed arches supported by columns, with a large, ornate carpet covering the floor. The architecture is highly detailed with geometric and floral patterns. The text 'VI. Conclusion' is overlaid on the left side of the image.

VI.

Conclusion

Thank you for your attention

Any Questions ?

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