BDI – the voice of German Industry

An overview

BDI is the umbrella organization of German industry and industry-related service providers.

It speaks for more than 100,000 German SMEs and Family Businesses as well as large corporations.

Membership is voluntary
38 Member Associations

Working committees
Germany - an export oriented nation

Leading Exporters and Their Trade with Each Other
US$ billion, 2013

Note: Visualised trade flows make up 60% of the world’s exports. Exports below US$8bn not mapped.

Source: Euromonitor International (Countries & Consumers), Circus/Krzywinski, M et al.
Iran After the Sanctions: What Business Opportunities for Europe?

I. The Automotive Sector

II. The Energy Sector

III. Challenges
“Reaching the number one ranking in the automotive industry of the region, 5th ranking in Asia and 11th ranking in the world by focusing on competitive development based on technological advancement. “

Iran's 2025 overall economic vision
The automotive sector is the second biggest in Iran, after petrochemicals, and according to the World Bank it accounts for 10% of the economy's GDP and 700,000 or 4% of its workforce.

In 2014, according to OICA data, total market sales - including commercial vehicles - placed the country as the thirteenth largest auto market.

At its peak, in 2011, with nearly 1.7 million sales recorded the country ranked as the 11th biggest market in the world.
The Automotive Industry

Domestic Productions- Key Players in the Iranian Market

- Iran Khodro (IKCO) 49%
- SAIPA 34%
- Import 8%
- Others [PROZENTSATZ] 8%
- Other carmakers
The Automotive Industry

**Import of PV brands to Iran over the past ten years**

- Hyundai: $43.75\%$
- KIA: $16.65\%$
- Lexus: $2.45\%$
- Toyota: $17.78\%$
- Geely: $3.89\%$
- BMW: $3.30\%$
- Benz: $2.85\%$
- Other: $9.34\%$
The Energy Sector

Internationally

Iran is the world’s third-largest dry natural gas producer, after the United States and Russia, the second-largest proved natural gas reserve holder in the world, right behind Russia with its largest gas field, the South Pars.

Iran holds almost 10% of the world’s crude oil reserves and 13% of OPEC reserves.
Energy Consumption grew by 50% in the Past 10 Years.

Renewable energy in Iran is below 1% of the total energy consumption. It is planned for 5% of the national generation of electricity to be from renewable sources.
Remaining EU-, UN and US- Sanctions on Iran

### EU
(1) the arms and ballistic missiles embargoes
(2) the restrictions on the transfer of proliferation sensitive goods
(3) the restrictive measures against some of the listed persons and entities
(4) Iranian support of terrorism and human rights abuses

### UN
(1) Iranian support of terrorism
(2) Iran’s human rights abuses
(3) the arms and ballistic missiles embargoes

### US
(1) Iranian parties on OFAC’s list of Specially Designated Nationals (SDN List)
(2) Iran’s Islamic Revolutionary Guard Corps (IRGC) and its designated agents or affiliates
(3) any other person on the SDN List designated under US executive orders relating to Iran’s proliferation of weapons of mass destruction or Iran’s support for international terrorism.
Challenges for European Companies

Companies....

- are facing difficulties to find financial services
- have no access to trade credit insurance
- are hesitant due to potential exposure to US sanctions.
Challenges for European Companies

Companies...

- are facing difficulties to find financial services
- until European and Iranian banks are fully operational
- have no access to trade credit insurance
- until outstanding amounts are full paid
- are hesitant due to potential exposure to US sanctions.
- unless white lists or similar mechanisms are in place