

ИРАН ИСЛАМ РЕСПУБЛИКАСЫ ЕЛШІЛІГІ АСТАНА

Аса Қамқор, ерекше Мейірімді Алланың атымен

Иран Ислам Республикасының Қазақстан Республикасындағы Елшілігі өзінің ілтипатын білдіре отырып келесіні хабарлайды.

2024 жылғы 14-16 мамыр күндері Иранның Киш аралында Иранның теңіз экономикасына негізделген алғашқы серіктес іздеу жөніндегі халықаралық шарасы «ISBE 2024» өткізілетін болады.

Еліміздің Теңіз өнеркәсібі жоғары кеңесі және Киш еркін аймағымен ұйымдастырылып, өткзілгелі отырған осы шара аясында отырыстар, алуан турлі мамандандырылған панельдік отырыстар өткізіледі. байланысты, компаниялар өздерінің әріптестерімен негізделген біріктірілген тасымалдау, теңіз логистикасы, кеме қатынасы, кеме жасау, теңіз құрылысы, мұнай мен конденсаттарды барлау, өндіру тасымалдау, бункерлеу және жанармаймен қамтамасыз ету қызметтері, порттық және кедендік қызметтер, балық аулау, теңіз туризмі ойын-сауығы салаларындағы ынтымақтастық пен ынтымақтастығын дамыта алады.

Қосымшада осы шараға байланысты постер жіберіліп отыр және толығырақ ақпаратпен <u>www.isbe.ir</u>, <u>info@isbe.ir</u> у +989205969169 сайтынан танысуға болады.



نخستین رویداد بین المللی همتایابی دراقتصاد دریامحور ایران st Iran Sea-Based Economy International Matchmaking Event



■ چالـشما ■ راهكـارها Solutions Challenges Opportunities

ايران - منطقه آزاد قشم مرکز بین المللی نمایشگاه های قشم



Qeshm Free zone - Iran Qeshm International Exhibition Center



14 to 16 May 2024 | ۱٤٠٣ ارديبهشت ١٤٠٣









The International Matchmaking Event (ISBE) in the maritime economy, opportunities, challenges and solutions, has been designed in the form of a 3-day event, which will be held from May 14th to 16th, 2024 at the Qeshm International Exhibition Center. ISBE event is consisting of a conference, B2B and B2G matchmaking sessions further to special panels and training workshops. The event is based on the studies conducted in maritime economy, regulations, opportunities and challenges towards sustainable development which will be resuled in economic growth and improving sea-based industries by creating value through potential opportunities.

Besides, this event will focus on the general policies of maritime development issued by the I.R.I Supreme Leader and other governmental and non-governmental organizations, who has progressive vision in this field.

In addition to above-mentioned conference and sessions, an exhibition and site visit to the port of Qeshm island facilities have been planned for this event.

***** Objectives:

- 1 Reviewing the general policies of sea-based development and identifying opportunities, challenges, and solutions.
- 2 Creating a platform for interaction between governance and private sector in strengthening value chains based on sea.
- 3 Explaining the topic for relevant participants through introducing the capacities of sea in economic development of the country.
- 4 Helping to develop international cooperation, attract capital, and acquire knowledge and technology.

Main Approaches:

- 1 interaction between sea governance actors in policy making, legislation and development planning.
- 2 International commercial investment and innovative financing methods.
- 3 Introducing leading industries, knowledge-based companies, innovative and creative projects.
- 4 Development of science and technology related to sea, alongside with the research and human capital development.
- 5 Strengthening value chains based on sea opportunities, further to emphasis on the role of SMEs and local communities.





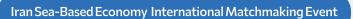
Some Relevant Fields:

- International Shipping; combined transport, transit and communication corridors.
- Oil and Gas, Minerals and relevant indusries.
- Ports: port services and customs.
- Fisheries, fishing and aquaculture.
- Environment and renewable energies.
- Tourism, sports and recreational activities.

Involved Parties, Organizations and Companies

- Vice Presidency for Science, Technology and Knowledge-based Economy of the Presidency
- Ministry of Economy and Finance
- Ministry of Agriculture
- Ministry of Foreign Affairs
- Ministry of Roads and Urban Development
- Supreme Council of Maritime Industries
- Supreme Council of Free Zones
- Supreme Council for Development of Makran Coasts
- Research Center of the Islamic Consultative Assembly
- Research Institute for Strategic Studies of the Expediency Council
- Fisheries Organization
- Ports and Maritime Organization
- Navy of the Army of the Islamic Republic of Iran
- Navy of the Islamic Revolutionary Guard Corps
- Border Guard Command
- Shipping Company of the Islamic Republic of Iran
- National Iranian Tanker Company
- Iran Shipbuilding and Offshore Industries Complex
- Iran Marine Industrial Company







& Event Executive Method:

These days, matchmaking events are becoming an important part of the business world and provide the opportunity for participants to introduce their capacities, advantages, services and products.

Investors, managers, experts and representatives of government and non-government institutions and organizations are the audience of matchmaking events, through B2G and B2B sessions, facilitate the solution of issues around the main topics of the event.

The most important point in matchmaking events is to hold targeted and predetermined sessions instead of random networking in social places; the matchmaking process is done by precise coordination and planning before the event based on the demand and need of the participants.

***** Event Schedule:

Date	First Day	Se	Third Day	
Thurs	Tuesday	Wednesday		Thursday
Time	14-May-2024	15-May-2024		16-May-2024
8 - 9			INCOTERMS training seminar	Signing of memorandum of understanding / contract Press conference End of event
9 - 10			training seminar	
10 - 11	Guests check-in	Matchmaking sessions B2B / B2G	Panels of organizations and Knowledge-based companie	Check-out from hotel Return to origin
11 - 12	at hotel reception			
12 - 13			Соттратно	
13 - 14			Rest - lunch	
14 - 15			Panels of organizations and Knowledge-based	
15 - 16	Attendance at the conference center		companie	
16 - 17	Opening ceremony	Port visit and tour of Qeshm Island		S
17 - 18	Opening of the			
18 - 19	side exhibition			
19 - 20	Exhibition visit	T OIT VISIT AND I		
20 - 21	Matchmaking sessions			
21 - 22	Dinner party			







Iran Sea-Based Economy International Matchmaking Event

* Matchmaking Process

Receiving general information of the company

01

Business description based on the standard model of the event

02

Identifying strengths and weaknesses, main needs and challenges

03

Determining the strategy of developing cooperation with business partners

04

Sharing the information obtained with all participants of the event

05

Selecting potential partners from the list of companies

06

Sending a letter of cooperation request with details

07

Holding a pre-negotiation meeting between the parties

08

Developing

cooperation and creating value

Preparing a report on the implementation process

Follow-up on the progress of the memorandum of understanding / contract

Signing the memorandum of understanding or contract in the presence of the press

Preparing the memorandum of understanding or contract

Holding the final negotiation meeting and preparing the draft

Friendly meeting in an informal setting

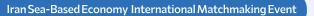
Scheduling and determining the content of the final negotiation meeting













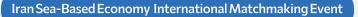
* Available Packages

_		Single	Corporate Participants	
Row	Package Details	Participant	Silver	Gold
1	Round-trip flight (Tehran-Qeshm)	1x	2 x	6x
2	Accommodation in hotel (2 nights)	1x	2x	6x
3	Airport - hotel transfer	1x	2 x	6x
4	Attending in the opening ceremony	1x	2 x	2x
5	Participation in the exhibition	1x	2x	6x
6	Attending in the INCOTERMS training seminar + awarding certificate	1x	2x	6x
7	Port visit and sea tour	_	_	2x
8	Coordination of exclusive matchmaking sessions	_	✓	✓
9	Receiving the guest gift pack	1x	2x	6x
10	Receiving the event statue	_	√	√
11	Dedication a page in the event booklet	_	√	√
12	Inserting company information in the guest guide	_	√	√
13	Option to place a catalog in guest pack	_	_	√
14	Exclusive stand in the lobby of the conference center	_	-	✓
15	Exclusive infographic booth in the exhibition	_	_	✓
16	Playing a two-minute clip in the ceremony and exhibition	_	_	√
17	Consultation, preparation and printing of memorandum of understanding	_	√	√
18	Lunch on the second day	✓	✓	√
19	Participation in the dinner party with managers	✓	✓	√
20	Snack in the exhibition	✓	✓	✓



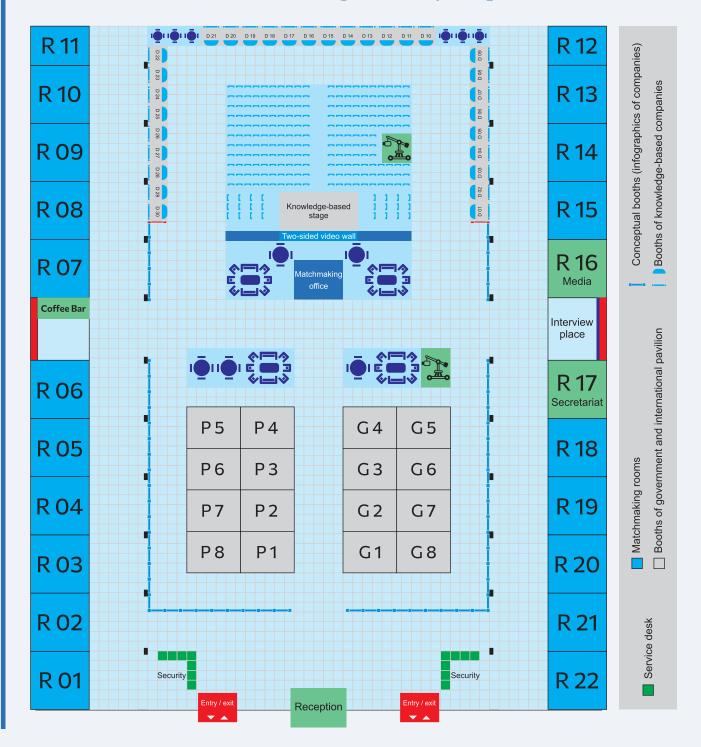
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* Exhibition and matchmaking room layout plan





* Shahedan Karafarin Introduction:

The Shahedan Karafarin Institute acts in the field of consulting to startups, knowledge-based businesses and organizational entrepreneurship.

The strategy of the institute is to play the role of a middle and intermediary link between governance and players in the entrepreneurship ecosystem, wealth creation, employment and business development.

Focusing to the target, The Shahedan Karafarin has held many conferences, events and symposiums on matchmaking, business development and entrepreneurship; which resulted in effective solutions to the subjects.

Secretariat and Tehran Office

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