Iran’s International Mines & Mining Industries Exhibition

The 6th International Investment Opportunities in Mines & Mining Industries Exhibition & Conference

Post Show Report
October 10-12, 2017
Tehran, Iran

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About MINEX

Minex2017 is one of the largest mining events in Iran and Middle East, which one of the main goals of it is the presence of the private sector and companies and government agencies in this event. The main venue of Imam Khomeini Musalla was the host of miners, owners of large mineral industries, industrial producers and dozens of domestic and foreign companies and investors from the Islamic Republic of Iran and 15 other countries from 10 to 12 of October in Tehran.

Governmental Support

- Ministry of Industry, Mine and Trade
- Iranian Mines and Mining Industries Development and Renovation Organization (IMIDRO)
- Geological Survey & Mineral Exploration of Iran (GSI)
- the Department of Environment of Iran
- Iranian Mining Engineering Organization

Association Supports

- Iron and Steel Society of Iran
- Ready Mix Concrete Society
- Iranian Tunneling Association
- Iran Foundry Syndicate
- Iranian Geophysical Society
- Iranian Ceramic Society
- Iranian Association of Engineering Geology
- Iranian Society of Rock Mechanics
- Iran Ferroalloys Association
- Iranian Metallurgical and Material Engineering Society
- Molybdenum Producers & Exporters Association
- Iranian Corrosion Association
Exhibition’s General Data

With the growth rate of almost 30% each year, in 2017 more than 250 domestic and international companies provided the most modern and newest products and services in the field of mineral machinery, drilling, machinery and equipment for transferring minerals, melting metals, cutting and processing tools for decorative stones and precious stones, modern equipment and technologies for mines, blasting equipment, consulting engineers, and investment companies.
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MINEX
Iran’s International Mines & Mining Industries Exhibition
Conference

At the same time as holding the 6th Investment Opportunities in Iran’s Mines & Mining Industries Exhibition, the Investment Opportunities Conference in Iran’s mines was held with the participation of Ambassadors and Commercial Counsellors of different countries, investors from different European and Asian countries, domestic investors, government officials, chambers of commerce, associations and related organizations. The speakers of this conference include: Chief of Iranian Mining Engineering Organization, Head of Mine and Mining Industry Commission of Chamber of Commerce of Iran, Head of Industry, Mine and Trade House of Tehran Province, Deputy Minister of Education, Research, and Technology of the Ministry of Industry, Mine and Trade, and Managing Director of Association of European Mining Equipment Manufacturers. Also at the conference, dozens of mineral projects were introduced in three areas of exploration, extraction, and processing of different regions of the country to attract foreign investment.
Mining on of the goals of the 12th government

“The goal of this exhibition is to introduce investment opportunities and providing the latest achievements and technologies”, said Nadeali Esmaili Dehaj, Chairman of the Iranian Mining Engineering Organization. He added “We hope that during MINEX, domestic and international companies and different business delegates negotiate and exchange information in these subjects” Expressing that one of the goals of the 12th Government is the mining sector, he said “this sector has a high priority in the 5th economic development plan. Iran is one of the 12 mineral countries of the world, and more than 56 types of minerals and their different resource have been discovered. The investment platform is ready in Iran because it is one of the safest countries. There is nothing to be worried here and we are ready to cooperate with the technological countries.”

Development of infrastructure, the platform for investment entrée

Bahram Shakouri, the head of Mine & Mining Commission of Chamber of Commerce of Iran, considered the country with a lot of advantages and said: “one of the advantages is the strategic position in the region” He added: “Iran is the connecting point between Asia and Europe and its access to the international waters has created a special condition which plays an important role in the business and production of Iran.” Mr. Shakouri continued: “one of the other advantages of Iran is the region it is situated in. We are in a consumer market that has 600 million people. In the other words, it is 8% of the world’s total population.”

By his words, the country has good facilities in terms of infrastructure and the development of it is one of the sectors that the foreign investors could enter.” Shakouri explained: “the manpower, wage rate, different climate, and low energy costs are the advantages of Iran compare to other countries. On the other hand, also in the field of oil and gas, Iran is amongst the top countries. In the field of minerals with 57 billion tons of mineral resources, we have the periodic table at our disposal. The head of Mine & Mining Commission of Chamber of Commerce of Iran, by pointing out to the tax incentive for the foreign investors of mining industry, he bolded: “also with the existence of supportive foreign investment act there is no problem for the foreign investors to enter Iran.” Fundraising of 250 billion USD of foreign resources in the mining sector has been predicted in the 6th plan. Also the production of minerals will reach 700 million ton until 2026. In the following, Shakouri announced that the present capacity of road transportation for minerals is 620 million ton and mentioned: “this number must reach to 1120 million ton until 2026 and in the field of railway transportation we must have the growth of twice of the presence. For example, in the field of iron ore the production must reach 165 million ton, therefor we need 12% growth annually in this field.
The head of Mine & Mining Commission of Chamber of Commerce of Iran considered the exploration field a good opportunity for foreign investors to be present in. More than 4 million ton of decorative stones have been stocked in Iran. Zinc & lead mine of Mehdi Abad with the reserve of 154 million ton in the Yazd Province has become active and 1.5 billion USD is going to be invested in this mine which is a great opportunity for the presence of foreign investors.

Shakouri said that 85% of employment in Iran comes from small and medium sized businesses: “The EU analyze based on the role of small & medium sized businesses in the development of European countries until 2015 shows that 4 out of 5 jobs in the world is from these businesses.”

Iran needs long-term cooperation with international companies

MohammadReza Mortazavi, head of Industry, Mine & Trade House of Tehran Province as one of the speakers of this conference said: “the high capacity of mining, manpower, cheap energy and professional workforce are the advantages of Iran for the development of mineral activities.”

By saying that the development of mineral activities are not like commerce & trade, he added: “the development of mineral activities requires assurance to the investor’s presence in this sector, because the return of investment in the mineral activity requires mid-term operation.”

Mortazavi pointed out to the fact that today the mines in Iran in the field of improvement and renovation of technology is in need of investment: “this subject has provided a large area for international companies to come to Iran.”

Mortazavi acknowledge that Iran needs the long-term cooperation with international companies.

Iran the safest country in the region

Barat Ghobadian, Deputy of Mine of the Minister of Industry, Mine and Trade acknowledged Iran as the safest country in the Middle East and added: “by considering the advantages that exists in Iran, maybe those who do not invest in Iran today will regret their decision tomorrow.”

Ghobadian also pointed to the newly discovered iron ore deposit in Yazd province and said: “this discovery is equal to all the resources that have been discovered up to this day.”

He also mentioned: “there is a department in the ministry of Industry, Mine and Trade that follows the cooperation with outside of Iran.”
Workshops

Another successful program of this exhibition was the meetings and the workshops. During the three days of this event, more than 20 workshops, scientific and specialized meetings were held with the participation of experts, university professors and with the participation and cooperation of the mining organizations and associations of Iran and the presence of some foreign ambassadors and foreign delegations. The workshops included:

- Rock mechanics in tunnels: from theory to implementation
- Safety in coal mines
- Fundamentals of remote sensing in exploration
- Introduction of modern technology of separation through the sensor (automatic selective separation based on sensors) and its application in mining industries with case study of copper industry
- Preparation of minerals and stone sections for optical microscope studies
- Introduction of some procedure, tests and devices used for geotechnical studies
- Iran’s mineral export development solutions
- The procedure for validation and data control of analysis lab and device composition
- Orientation of principles and concepts of geo-tourism and geo-park, and Iran’s potential in this field
- Investment absorption solutions in mine and mining industries
- Electron microscope’s application in mining engineering
- Production planning and mine planning of gold resources in Iran
- Geological reporting codes, Life cycles of a mining project, environmental and social impact assessments and technical competent person’s report

- Latest Developments in Gravity and High Intensity Magnetic Separation: Ores (Advanced technologies for ores beneficiation)
- Coal beneficiation with allair® - the world's dry jigging solution without water at lowest process cost
- IP Department workshop of Iranian Mining Engineering Organization
- Work Safety in Mines
+ Other workshops
Exhibitor Survey Results

How satisfying the exhibition has been (%)

- Excellent: 48.5%
- Good: 36.8%
- Medium: 5.8%
- Not Satisfied: 1.5%
- No Answer: 7.4%

Reached their goals of the exhibition (%)

- Complete: 63%
- Half: 27%
- Not reached: 5%
- No Answer: 5%

Planning to participate in 2018 (%)

- Yes: 70%
- Unknown: 3%
- No: 27%
Visitor Profile

By job title

- Sole trader/Entrepreneur: 3%
- Specialists: 29%
- Head of Department/Division: 32%
- Top management: 36%

Planning to visit next year exhibition

- Yes: 97%
- No: 3%

Recommend, influence or make the final decision about purchasing

- Yes: 95%
- No: 5%

Consider that visiting the exhibition is important for business

- Yes: 92%
- No: 8%

Tend to purchase as a result of the exhibition

- Yes: 92%
- No: 8%

Visiting only MINEX among similar exhibitions

- Yes: 62%
- No: 38%
List of Exhibitors

AAF International
ABB
Acid Sazan Zanjan
Aframix
Akkayalar Konveyor
Alexandrovsk Machine-Building Plant
Alfa Machine Pooya Co.
Allmineral
AMZ
Am Group
Arcinal
Arian Machinery Rahbord
Arian Zamin
Arkan Vazin
Arpan Machine Alvand
Arvand Motor Iranian
Asan Kar Padr
Asankhodro Co.
Asalol Technical and Engineering Group
Association of European Mining Equipment Manufacturers
ASTRA
Atlas Pars (Atlas Copco)
B & F
Baigh Zinc Smelting
Bahan Gostar Engineering Services
Bana Machine Industry
Bandarabbas Zinc Production
Banske Projekty Ostrava A.S.
BARTEC
Baspar Lorestan
Becker Warkop
BHMZ
Bitner Cable Factory
BKT
BOART LONGYEAR
Bulk
Calcimin Co.
Caspeo
Catalyst Parsian Co.
Cement Technology Magazine
CFT
Chinese Pavilion
Chirran Machine Co.
CIFA
CMS Cepcor
COD Pro
COMPOSIT LLC
Consortium of Mines Development & Renovation Persia
DAEMO
DFMC
DLD
DLK
Donaldson
Dosco
Duvas-Uni
Ecotex
EEP
Eesta Heavy Machinery Co.
Eickhoff
Electro Pars Mechanic Kavir
Elektrometal SA
Emarni Mining Equipment-Sangkhak
Erkorn
ESAB
Esfahan Malleable Co.
Esfahan Mobarakey Steel Company
Esfahan Steel Company
Esfandaghe Mining Co.
Fakoor Meghnatis Spadana
Famur
Faravari Mavad Madani Iran Co.
Fard Filter Middle East
Fars Scientific Services
Ferry Capitain (CMD)
FEST
FIB SNC di BOSI G. & S.
FIXTECH
FLSmith
Foolad Sang Mining & Industrial Company
Foton
Foulad Sab Works
FRD
French Pavilion
FS IND Group
Geological Survey of Iran
GHII Fahrzengen
Golghar Mining and Industrial Company
Gonar Co. Ltd.
GoodYear
Gorex
GOREX
GSES
Guroof Bazarghani Abzar Havayh Sooad
Hadid Steel Co.

Hafar Sanat Persia
Haffar Machine Shiraz
Haffar Madan Persian
Halbach & Braun
Hanyar Tejarat Farak
Hansen Electric
HANY Grouting Systems
Hardox
Hargreaves
Hauchinco
Hazemag Group
Hero International Safety Co.
HEYNCK
Hitachi
Ideh Pardazan e Zamin o Manzar
INCO
Industry, Mine, Trade Newspaper
Ingersoll Rand
Infortech
Inmesol
Iran Central Iron Ore Co.
Iran China Clay Industries
Iran Mineral Salt Co.
Iran Zinc Development Company
Iran Zinc Production
Iranian Mineral Production and Supply – Sistan and Baluchestan Minerals and Exploration Plans Complex
Iranian Mining Engineering Organization
Iranian Mining Engineering Organization (Tehran Province)
Isfahan Casting Industries
Isfahan Copolymer
Italvibras g. silingardi
ITC SA
ITM
Jam Omid Alborz Co.
JDEVS – University
JUNJIN CSM
Kavak Sanat Persian
Kayser
KAY-TEX
Kerman Coalmines Company
Kettenfabrik
Kettenfabrik Unna
Khatamolanbia Construction Headquarters
Kian Madan Pars
Kian Sanat
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Kimae
Kordestan Gold Mines Development
Korfirann
KSE-Lights
Kazbassghiprosahkhat
Leibherr Group
LMR
LOVOL
M4C
Madan Aftab Pars
Madankaran Angouran Co.
Magna Tyres
Magnet Abzar Gostar (MAG)
Mahle
Malvern Engineering
Mantou
Martin
Mato
Maximnator
Mine Master
MineArc
Mining Development Magazine
Mitsubishi
MONARK
Motive Group
MSA – The Safety Company
MTS
Muller Beltex
Murtfeldt
National Iranian Lead & Zinc Co.
Navid Bahman Shoe Co.
Neuhauser
Ni. Sharh Sepahan
Nik Mehr Omrani Co.
Nirafon
NIVA
Novin Shinyar Lab
Okada
Ozon
Panel A.S. - Poliuretan A.S.
Papko Group Company
Parker
Parkian LTD
Pars Gostaran Aqiq (Zarmesh)
Part Wear Solution
PAUS
PD Profi
Peyman Sanat Mohareke Sepahan (PIMCO)

Pishgam Tajhiz Bonyan
Pishro San’at Arian Machine Iranian
PSM Mining
PVG
Python
Qeshim Zinc Melting and Reduction Complex
Rahim Tejarat
Radmehr Trade & Industrial Co.
Rahyaft Machine Parse
Ravanshir Steel Co.
Razi Applied Science Foundation
Remas
Research & Engineering Co. for Non-ferrous metals
Rexsun Parsian
Rikkhelyaye Nasooz Mehr
Rivs
RMZ
Rotan Joosh Saba
RPS Ostrava
RUD
Ruhr Montan Pars
Sadil Masihin Aftak
Sadr Tamin Investment Co.
Sahand Rubber Industrial Co.
Sakura
Samayeshgem Gallery
SANDVIK
SanMe
Sany
Scharf
Schmidt Kranz
Schnob Industrial Group
Schneider Electric
Schulte Strathaus
Schwing Stetter
SECOROC
Seetech
SENOK
Sepahan Foolad Atashgah
Separ Filter
Shomalshargh Shahrood Industrial & Mining Co.
Shumar Engineering
Siemens
Simatec Process
Sinoma

SNF Pars
SOOSAN Heavy Industries
Sorna Tejarat Pars
Sotras
STAZ
Sunward
Sure
Svel
Tabas Parvade Coal Company
Taemin Rah-e Arya
Taif Azar
Tak Tire Azar
TAMROCK
TATRA
TIBK
Tehran Rubber Parts Co.
Territ
TEVEL Brochhaus Environment
TH Minerals
Thiele
Tiefenbach
Titan
TM Machinery A.S.
Tose’e Sanaye Mes Jiroft
Toseh Maaden Pars Tamin
Toseh Sakhte Tabatabaee Co.
Trolex
Tuka Foolad Holding
Tunnel Falat Pars
TurbineDar
Tuschen & Zimmermann
TZK
Ultra Filter
UMMC University
Ural Compressor Plant
Vamberk
Venanzetti
VENTPROM
WEHR Minerals
YAGA
Zam Servis
Zamin Sanat
Zamin Sanjesh Tolue
Zangan Zinc Industry
Zarazma Mineral Studies Company
Zarfaravar Technical and Engineering Co.
Zinc Industry Development Commercial Co.
Zoomlion
Top Booths

* Golgohar Mining and Industrial Company
* Khatamolanbia Construction Headquarters
* Esfahan Mobarakeh Steel Company
* Schmidt Kranz
* Zamin Sanjesh Tolou
* Hafar Machine Shiraz
* Atlas Pars Padir
* Ruhr Montan Pars
* Creative France (French Pavilion)
* Chinese Pavilion
* MIP Process Technologies
Arka Hamayesh Pars Exhibition Co. (ExpoPars)

There is nothing more reassuring to customers than doing business face-to-face, and one of the most effective means for marketing and advertising is exhibition. Exhibition is one of the fastest and the most effective ways to grow your business through exports. In exhibition, you negotiate confidently with your customers, and it helps your marketing more than ever. In this area, you can increase your sales and brand positioning simultaneously as well as introduce a new produce. The activity of ExpoPars includes:

- Organizing domestic and international exhibitions
- Organizing conferences, workshops and summits
- Admission and dispatch of commercial delegations
WHO SHOULDN'T EXHIBIT?

Processing
Separation Systems
Process Control Equipment
Floatation Equipment

Professional Advisory Services
Recruitment Services
Law Firms
Management Consultancies
Risk Consultancies

Exploration
Airborne Surveys
Geophysical Surveying
Exploration Software
GIS Services
Drilling
Blasting

Financial Institutions
Investment Banks
Corporate Finance
Security Services
Exchanges

Mine Production
Resource Management Software
Health & Safety Services
Health & Construction
Engineering & Construction
Communication Systems
Mining Contractors
Environmental Control
Underground Mining Services
Open Pit Mining Services

Heavy Equipment & Machinery
Crusher & Grinding
Electrical Mining Vehicles & Transportation
Power Generation
Air Compressors
Conveyors & Feeding
Mineral Handling Equipment

Special Section for Precious & Semi-Precious Stones
- Domestic Equipment, Tools, Processing and Scraping Machines of Precious and Semi-Precious Stones Producers and Distributors
- Operation License of Mines & Suppliers of Precious and Semi-Precious Stones Producers
- Creditable Institutes of Gemology, Designing and Jewel Making of Precious and Semi-precious Stones
- Precious and Semi-Precious Stones’ Publishers & Content Producers

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