



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



MINISTERO DELL'AMBIENTE  
E DELLA TUTELA DEL TERRITORIO E DEL MARE



Department of Environment



ITPO  
UNIDO NETWORK OF INVESTMENT AND  
TECHNOLOGY PROMOTION OFFICES  
ROME, ITALY



Catalogue of investment opportunities  
in **energy** and **environment** sectors



# IRAN

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## Support to Iran's SMEs through investment promotion and technology transfer in energy and environment

The objective of the project “**Support to Iran's SMEs through investment promotion and technology transfer in energy and environment**” implemented by UNIDO ITPO Italy and funded by the Italian Ministry for the Environment, Land and Sea in the Islamic Republic of Iran is to support the Iranian Government in strengthening the competitiveness of local industrial SMEs by identifying and promoting sustainable investment and technology transfer opportunities in selected renewable energy and environment sectors.

The project has been developed in the framework of the Memorandum of Understanding signed in 2014 between the Italian Ministry for the Environment, Land and Sea of the Italian Republic and the Department of Environment of the Islamic Republic of Iran, with the aim to foster the implementation of environment protection and sustainable development projects. In particular, the project focuses on the sectors of energy and climate change in alignment with the United Nations Sustainable Development Goals (SDGs 2030) on sustainable energy (#7), sustainable industrial development (#9) and climate action (#13).

Specifically, the project seeks to:

- attract investments in energy efficiency, environment and related infrastructures;
- facilitate technology transfer through promotion of concrete investment opportunities;
- implement capacity-building activities to raise awareness and disseminate technical competences to local stakeholders, with the support of local institutions;
- support technological upgrading and market access of local SMEs;
- increase capacities of Iranian institutions operating in the renewable energy and environment sectors and promote international partnerships;
- facilitate and develop trade networks in the sectors of interest of the project.

In the framework of the project, UNIDO ITPO Italy has carried out, with the support of local experts, an ad hoc mapping of the most promising business opportunities from local SMEs. Hereafter you will find brief profiles of the 13 opportunities selected after the plants visits that have been performed and the assessment of the projects presented.

The select SMEs operate in different areas of the country and they have expressed their interest to establish partnerships with Italian companies for transfer of expertise and technology, equipment purchase and join-ventures mainly in the renewable energy, energy efficiency and water treatment sectors.

<b>Project code</b>	IRN/001/1910
<b>Sector</b>	Solar power
<b>Description</b>	The company, which operates in the agroindustry sector, intends to install a photovoltaic power plant to cover its production needs and transmit the surplus of clean energy produced to the grid
<b>Foreign collaboration sought</b>	Technical and management expertise, joint venture
<b>Year established</b>	1996
<b>Company/Project strengths</b>	Available land owned by the company and strategic position close to major transportation routes as the highway Shiraz-Beyza at 25km from Shiraz central railway station
<b>Company Name</b>	Kesht & Sanat Fars Co. Parsirang
<b>City</b>	Beyza, Fars province

<b>Project code</b>	IRN/002/1910
<b>Sector</b>	Water treatment
<b>Description</b>	The company operates in the dairy sector, with a production capacity of over 300 tons of ice cream and 150 tons of dairy products per day and a staff of about 1500 employees. The company is seeking for a waste water treatment unit to deal with huge amount of water wasted every day. The treated water could be re-used in the same equipment for other productive process
<b>Foreign collaboration sought</b>	Joint venture, equipment purchase, management expertise, loans
<b>Year established</b>	2005
<b>Company/Project strengths</b>	Leadership of the company in the regional market
<b>Company Name</b>	Zarrin Ghazal
<b>City</b>	Shiraz

<b>Project code</b>	IRN/003/1910
<b>Sector</b>	Innovative materials and Energy efficiency
<b>Description</b>	The company is leader in production of green tyres, and intends to invest in this technology and replace all the current conventional production with tyres made of green materials totally recyclable after disposal
<b>Foreign collaboration sought</b>	Joint venture, equipment purchase, management expertise, technology transfer, loans
<b>Year established</b>	1974
<b>Company/Project strengths</b>	The company has been the pioneer in prototyping green tyres at national level, and it is the second largest producer of tyres and rubber in the country
<b>Company Name</b>	Dena Tire and Rubber Manufacturing Company
<b>City</b>	Shiraz



<b>Project code</b>	IRN/004/1910
<b>Sector</b>	Water treatment
<b>Description</b>	The company is seeking to install a water treatment unit, with the objective to reduce its water consumption and reuse the treated water in its productive process
<b>Foreign collaboration sought</b>	Joint venture, equipment purchase, management expertise, technology transfer, loans
<b>Year established</b>	1974
<b>Company/Project strengths</b>	The company has been the pioneer in prototyping green tyres at national level, and it is the second largest producer of tyres and rubber in the country
<b>Company Name</b>	Dena Tire and Rubber Manufacturing Company
<b>City</b>	Shiraz

<b>Project code</b>	IRN/005/1910
<b>Sector</b>	Energy management and efficiency
<b>Description</b>	The company operating in the cement sector is seeking to implement the Sonic cleaning technology instead of ball cleaning in heat exchangers of the preheater in the production lines of the cement factory. The project will enhance the energy efficiency, decrease CO2 and increase production productivity
<b>Foreign collaboration sought</b>	Joint venture, loans, equipment purchase, technical expertise, technology transfer
<b>Year established</b>	1988
<b>Company/Project strengths</b>	The company is one of the leading companies in the cement market in Iran
<b>Company Name</b>	Saveh cement
<b>City</b>	Saveh, Markazi province

<b>Project code</b>	IRN/006/1910
<b>Sector</b>	Energy management and efficiency
<b>Description</b>	Installation of a Variable speed drive (VSD) system to decrease the energy consumption of industrial fans used in the company plant for the raw milling process
<b>Foreign collaboration sought</b>	Joint venture, loans, equipment purchase, technical expertise, technology transfer
<b>Year established</b>	1988
<b>Company/Project strengths</b>	The company is one of the leading companies in the cement market in Iran
<b>Company Name</b>	Saveh cement
<b>City</b>	Saveh, Markazi province

<b>Project code</b>	IRN/007/1910
<b>Sector</b>	Energy management and efficiency
<b>Description</b>	The company seeks to install a Variable speed drive (VSD) to decrease the energy consumption of the industrial fans used for the electro-filter in the productive line 1 and 2 of 0.25 MW and 0.16 MW respectively
<b>Foreign collaboration sought</b>	Joint venture, loans, equipment purchase, technical expertise, technology transfer
<b>Year established</b>	1988
<b>Company/Project strengths</b>	The company is one of the leading companies in the cement market in Iran
<b>Company Name</b>	Saveh cement
<b>City</b>	Saveh, Markazi province

<b>Project code</b>	IRN/008/1910
<b>Sector</b>	Energy management and efficiency
<b>Description</b>	The company seeks to implement a technological upgrading of the preheater of the cement factory
<b>Foreign collaboration sought</b>	Joint venture, loans, equipment purchase, technology transfer
<b>Year established</b>	2003
<b>Company/Project strengths</b>	Qualified staff of a company of more than 450 employees
<b>Company Name</b>	Darab cement
<b>City</b>	Darab, Fars province

<b>Project code</b>	IRN/009/1910
<b>Sector</b>	Wind power
<b>Description</b>	The company intends to install a 10 MW windpark in Kahak (Ghazvin), around 180 km West from the capital Tehran
<b>Foreign collaboration sought</b>	Joint venture, loans, equipment purchase, management and technical expertise, transfer of technology, joint research and development
<b>Year established</b>	2014
<b>Company/Project strengths</b>	Since these areas are located in Iran's underdeveloped areas, the project benefit from an advantageous taxation system; Kahak site is also close to 20 KV and 63 KV transmission lines as well as transportation facilities such as roads and railway; great wind resource potential of the selected areas; permissions and lands already obtained by the company; availability of highly qualified employees
<b>Company Name</b>	Sana System I.P
<b>City</b>	Teheran

<b>Project code</b>	IRN/010/1910
<b>Sector</b>	Wind power
<b>Description</b>	The company intends to install a 50 MW windpark in Kuhin (Ghazvin), around 200 km North-West from the capital Tehran
<b>Foreign collaboration sought</b>	Joint venture, loans, equipment purchase, management and technical expertise, transfer of technology, joint research and development
<b>Year established</b>	2014
<b>Company/Project strengths</b>	Advantageous taxation system in the area, permissions and lands already obtained by the company; availability of highly qualified employees
<b>Company Name</b>	Sana System I.P
<b>City</b>	Teheran

<b>Project code</b>	IRN/011/1910
<b>Sector</b>	Energy management and efficiency
<b>Description</b>	Company operating in the cement sector which intends to apply a variable speed system in the baghouse fan filter used in raw mill department, to decrease the energy consumption
<b>Foreign collaboration sought</b>	Joint venture, equipment purchase, transfer of technology
<b>Year established</b>	2003
<b>Company/Project strengths</b>	The company operates also in the neighbouring provinces, with 30% of its production allocated for export
<b>Company Name</b>	Peyvand Golestan cement Co.
<b>City</b>	Galikesh, Golestan province

<b>Project code</b>	IRN/012/1910
<b>Sector</b>	Waste treatment and energy efficiency
<b>Description</b>	Technology for the production of Refuse Derived Fuel (RDF), derived from the treatment of waste material. Use of RDF instead will reduce the energy consumption of the company
<b>Foreign collaboration sought</b>	Joint venture, equipment purchase, transfer of technology
<b>Year established</b>	2003
<b>Company/Project strengths</b>	Availability of sufficient volume and amount of waste material to support the production of RDF
<b>Company Name</b>	Peyvand Golestan cement Co.
<b>City</b>	Galikesh, Golestan province

<b>Project code</b>	IRN/013/1910
<b>Sector</b>	Wind power
<b>Description</b>	Construction of 50 MW wind farms in Zabol, Sistan and Balouchestan provinces
<b>Foreign collaboration sought</b>	Joint venture and loans
<b>Year established</b>	2001
<b>Company/Project strengths</b>	Ministry of Energy of Iran (MoE) has established new incentives for wind farm developers including 20 years Guaranteed Power Purchase Agreement (GPPA) with a high FIT. The Purchase Price is the product of a Base Price (in IRR/KWh) and an Adjustment Factor. After signing GPPA, the Base Price will be fixed during a guaranteed period of 20 years; the company Beheen Energy is one the pioneer in wind energy industry in Iran and it is developing and running wind farm projects in the East of the country
<b>Company Name</b>	Beheen Energy Pouyan Mehr
<b>City</b>	Teheran



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