



*IIFCO*

Iran Industrial Foundation  
Consulting Engineers



*Since 1982*



## *Longstanding and Honorable*

*F*ounded as the first private, multi-functional engineering consulting firm in 1982, Iran Industrial Foundation started building a track record of success in the fields of industrial, management, and investment advisory. From inception, the company's primary focus has been on providing bespoke solutions to the challenging business situations that our clients face.

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*The 1<sup>st</sup> private Consulting company in Iran*

*+40 years' of consulting experience*

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### **Industry Coverage**

*Energy and Petrochemicals, Banking and Financial Services, Telecommunication, Infrastructure, Construction Materials, FMCG, Postal Services, and Food Industry*

### **International Partnerships**

*Capgemini, MTBS, Royal- Haskoning, Frontier Partners*



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## *Industry Services*

*B*ased on our +40 years of expertise in wide range of industry sectors, we provide comprehensive services according to the precise needs of the clients. Predominantly, our industrial sectors activities include variety of industries such as mineral processing, constructional materials, agricultural processing and supplementary, food and pharmaceutical, chemical and downstream petrochemical and cellulose industries as well as renewable energies.

### *Service Offering*

- Investigating, identifying and introducing investment opportunities and comprehensive market studies
- Opportunity, pre-feasibility and feasibility studies
- Conceptual and basic design of industrial production lines
- Technology, machinery and equipment selection
- International and domestic contractual negotiations to fulfill project needs
- Technology transfer
- Conceptual, basic and detail design of factories, mines and relevant projects
- Supervision on erection, construction, implementation, installation, starting up and operation of the project (TURNKEY Solutions)
- Project management
- Management Committee (MC) of the projects





# Management

## *Management Services*

*Our tailored management solutions base on the following four key principals*

**In-depth knowledge** *of various economic sectors in Iran*

**Long standing rapport** *with clients and major players in the market*

**Hands-on experience** *in using updated management tools and technologies*

**Recognized professionals** *with international management consulting expertise*

### ***Service Offering***

*We offer services in the Management and Organization Strategy in the following areas:*

- Enterprise restructuring and change management
- Management systems design and implementation
- Strategic planning
- Organizational design
- Process re-engineering
- Performance measurement and monitoring

### ***Major Clients***

*Recent clients in the Management and Strategy areas include:*

*Post Company of Iran*

*Ministry of Energy*

*Bank of Industry and Mine*

*National Petrochemical  
Industry Development*

*IranKhodro Auto  
Industries*

*Oil Pension Fund  
Investment Company*



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## *Finance & Investment*

*O*ur finance and investment competency lies in our long history of investment and financial advisory to private and estate-owned entities, which spans over the past 40 years. As one of the first private investment advisory practices in Iran, *IIFCO* has helped hundreds of clients with various interests to realize their financial ambitions across different sectors.

### *Service Offering*

*I*n our finance and investment department, we offer exclusive financial services that encompass:

- Investment appraisal and risk management
- Budgeting and capital expenditure planning
- Privatization of public entities
- Project financing and investment fundraising (domestic and foreign sources)
- Financial restructuring and financial systems design and implementation
- Organizing investment workshops and training programs

### *Major Clients*

*S*ome of our finance and investment department's major clients include:

*Housing Investment Company-a subsidiary of Construction Bank of Iran*

*Railways Investment Fund of Iran*

*Industrial Investment and Development Organization of Iran (IDRO)*

*Arman-Ati Investment Advisory*

*Khorasan Industrial Investment Company*

*Bastak Investment Development Company*



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## Import and Export Management

Communication with various industries and examination of the markets' supply and demand has led us to complete the value chain of industrial and management services with the aim of helping industries and entrepreneurs. Providing integrated export and import management services is our new service for the development of our customers' business. By discovering and marketing of products and services, we provide a reliable export platform to the small and medium scale enterprises.

### *Service Offering*

- Valid international market library studies to identify target markets
- Field studies and behavioral studies of the target market using an experienced team familiar with the relevant industry/service in demand
- Preparation of QCBS strategies based on customers' needs
- Developing and monitoring the implementation of marketing, sales and advertising strategies
- Managing the preparation of advertising content according to the needs of the target market
- Managing the applicant's successful presence in trade fairs
- Negotiating, drafting and monitoring the implementation of international export contracts
- Structuring transportation, customs, inspection and obtaining standard certificates according to the technical needs of the destination country
- Management of compilation and secure workflow of valid shipping documents
- Management and sustainable quality control of product production, transportation and supply
- Managing the transfer of financial resources for exporting goods/services and receiving quality approval from customers
- Researching and feedback transfer from target market customers to manufacturers
- Technical consulting to create product/service alignment based on target market demand
- Networking and creating a sustainable export supply chain





## *Private Equity & Start-up Valuation*

*As* one of our core services, Private Equity and Start-up Valuation arm was created to complement the management services we offer in *IIFCO*. This department synthesizes business acumen with sector specific technical support to create value for our clients across different industries.

### ***Service Offering***

*Investment feasibility studies* is central to our PE & SV services and splits into technical and economic feasibility analysis. Our economic feasibility studies entail project valuation, market intelligence, and financial feasibility analysis.

#### ***Our technical services include:***

- Product design, pricing, and positioning
- Value chain and procurement analysis
- Business planning and new product launch strategy design
- Civil planning and supervision (technical electric and mechanical facilities)
- Technical supervision (construction, manufacturing, and infrastructure)
- Full-cycle production planning including: facility design, equipment and machinery installation, and automation

### ***Major Clients***

*The PE & SV division has attracted great clients that include:*

*Ministry of Ministry of Economics and Financial Affairs*

*Bank of Industry and Mine*

*Ministry of Agriculture of Iran*

*Tabin Holding*

*Al-ghadir Holding*



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