

**Exclusive: Interview with H.E. Dr Amir Hossein Zamaninia, Deputy Minister of Petroleum  
For Trade and International Affairs, Ministry of Petroleum**



**CWC: What is Iran's gas business vision with respect to international markets?**

MOP: As a country holding the largest gas reserves, Iran is bound to play a significant role in international gas market starting in 2020. We view gas as a clean and abundant energy source that will facilitate global sustainable development. The environmental premium of gas use worldwide should lead to a fair and reasonable value for natural gas, security of supply and demand, as well as market stability that would allow for sufficient investment in gas projects.

Iran is already one of the biggest producers of natural gas and plans to boost production capacity, particularly through developing the remaining phases of the South Pars gas field within the coming years.

Nearly 90 percent of Iranian households now have access to gas. By the end of this Iranian Year (March 2017) we will have produced 1000 MCM of gas per day, hence we will be in a position to supply more than 100 MCM of gas per day to our neighboring countries.

Iran has always seen its neighboring countries as potential markets for its gas, particularly because the short distance between Iran and the neighbors has made gas exports through pipeline a viable option. Also, by considering the increasing demand by some neighbors and shortage of their domestic supply, there has been increased interest by both Iran and some neighbors for delivering Iran's gas to those markets. Accordingly, there have been negotiations with some neighboring countries, which have led to contracts with some and there are also ongoing talks with potential and existing customers which we hope results in new contracts.

Besides exports through pipeline, Iran has considered gas exports in the form of LNG in an attempt to deliver its gas to more distant markets. Currently, attracting foreign investment and participation in order to finance and complete the 10 million ton-Iran's LNG Project is under negotiation.

Meanwhile, exports of gas in the form of LNG and CNG through small-scale LNG plants, FLNG and CNG facilities are also being considered.

**CWC: How can the international gas and LNG companies make a positive contribution to develop the local industry and add value to the Iranian economy?**

MOP: Iran plans to boost natural gas production and increase its presence in regional and international gas market present various opportunities for foreign companies to invest and participate in Iran's gas and LNG projects. Foreign investments can be targeted to upstream and midstream sectors of natural gas industry including exploration, production, and implementation of natural gas pipeline both offshore and onshore as well as the infrastructure required for transporting the gas in the form of LNG and CNG.

Moreover, one of Iran's main objectives for inviting international companies is to utilize the up to date know-how in Iran's gas industry and to obtain the knowledge and technology in order to enhance the local capacity and experience.

The followings are a non-exhaustive list of issues that Iran and international companies need to address:

- Facilitating the exchange of technology transfer in order to use the sustainable and clean energy such as natural gas;



- Access to the energy resources through the effective investment methodologies in the gas fields including exploration, development and production;
- Use of transparent and equitable market-based instruments formulated to achieve the global energy security objectives and reduce the environmental impact;
- Creation of a framework for the exchange of know-how regarding environmentally sound energy technologies and efficient use of energy;
- Market-oriented pricing formula to safeguard the interests of both the suppliers and consumers;
- Addressing economic and political challenges and uncertainties in international gas market.

**CWC: Which new companies and areas of business would you like to see represented at the Iran LNG & Gas Partnerships Summit?**

MOP: The Summit provides an excellent opportunity to promote dialogue and coordination between representatives of natural gas producing and consuming countries and allows for networking of major stakeholders of this promising industry. We look forward to see company representatives who have gas and LNG experience, the know-how and the vision to dare to rise above the self-inflicted hesitation by some to forge partnership with Iranian companies in many lucrative gas projects in Iran.

Companies with experience and know-how in the following areas will find it opportune to exchange views with Iranian firms in the same fields:

- Construction of large and small scale LNG plants,
- FLNG
- Construction of CNG facilities,
- Gas to wire business,
- Those interested in off take agreement,
- Energy efficiency projects.

**4. What outcome would you like to see coming out of the Iran LNG & Gas Partnerships Summit?**

The demand for natural gas is rising as a result of population growth and greater understanding of environmental considerations. The Summit is expected to promote greater focus on:



- Global energy security,
- Stable and transparent market mechanism,
- Collaborative approach and mechanism of policy coordination on international gas market,
- Efficiency, innovation and technology transfer,

And more importantly, the Summit is expected to highlight the role of the Islamic Republic of Iran, as a gas-rich country, to be a reliable global partner for the long-run to promote all of the above. Of course, the Summit's immediate result, I hope, is networking of Iranian natural gas executives and their foreign counterparts leading to a long-term partnership in developing the thriving Iranian gas industry.

[Click here](#) to view the full line-up of speakers

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For more information on the event, please contact **Mo Kantar** on **+44 20 7978 0000** or email [IranLNGas@thecwcgroup.com](mailto:IranLNGas@thecwcgroup.com)