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Iran Mercantile Exchange

Top Management Rundown



CEO Message

I am delighted, as the new CEO of IME, to say hello to you, our dear peers, and hope very much indeed for more thriving days. It is my great pleasure to offer you our first quarterly newsletter. It will give you more insight on our current activities in the 3rd quarter of 2015. In IME, we believe in the power of collaboration and team work. Through all our efforts, we can virtually make a difference by having each other side by side in our tasks. IME is an ally of the Iranian Capital Market and will do its best to boost the status.

IME's mission is to improve the quality of the services by promoting and enabling choices to be better day by day. IME is dedicated to not only bettering the things done, but also appearing successful

worldwide. Our team is making IME a stronger, more diverse and interesting place to work and flourish.





Dr. Hamed Soltaninejad **New CEO of IME**



At the first session of the Board of Directors of IME, Dr. Soltaninejad was appointed as the new CEO of IME. Having the three significant criteria including knowledge, skills, and abilities on their minds, IME BOD unanimously agreed to appoint Dr. Soltaninejad as the new CEO of IME. Dr. Hamed Soltaninejad has held diverse positions in Iran capital market ranging from the director of Kerman and Karaj regional exchanges to CSDI President and CEO. In addition to the main and general features including required knowledge, competence and virtuosity, Dr. Soltaninejad enjoys individual benefits such as good experience in the capital market and his systematic programs persuaded IME BOD thoroughly to appoint Dr. Soltaninejad as the CEO of IME.



CEO Profile

As the CEO of IME, Dr. Hamed Soltaninejad has been working in the capital market of Iran for almost 9 years. He was born in Hamedan in 1979. After finishing his elementary, middle and high school in Kerman, he was accepted to Imam Sadegh University in Management in 1996. From the very beginning of his academic study, he was very keen on finance; therefore, he chose finance as the field of his academic study. He managed to get his M.A in finance from the same university in 2005 and now he is a Ph.D. candidate at Allameh Tabatabai University.

Regarding his professional background, Dr. Hamed Soltaninejad started his career as the executive advisor on self-assessment project as a sub-division of countries under one of the Iranian Ministries. Then, he was appointed as a research consultant of Islamic Management Organization in 2001. He started working as an investment expert at Ghods Investment Co. from 2003 to 2005 and then, as a senior expert in Omid investment Co. At the time, he was appointed as a board member of Alvan Sabet Co. in fact as a representative of Omid Investment Co. He was also elected as a board member of Iran Support for construction industry on behalf of Omid Investment Co.

Dr. Soltaninejad continued his career as the director of Kerman and Karaj regional exchanges from 2006 and 2007. In 2007, he was selected by the Exchange High Council as a member of securities market arbitration Board. Finally, in 2009, he was appointed as the operations deputy of Central Securities Depository of Iran (CSDI) and in 2011 he became the President and CEO of Capital Market Central Asset Management Co. Dr. Soltaninejad was promoted as the President & CEO of CSDI and a member of Capital Market Central Asset Management Company board of directors in 2011. He was appointed as the CEO of IME in 2015.





CEO Publications

1. Islamic Viewpoint of Short Selling published by SEO, 2009.
1. SAMIP: Settlement Aware Markets Interlinking Protocol published by SEO, 2010
2. Waqf of Securities: Challenges and Solution Proposals published in Press, 2012.
3. Financial Literacy Improvement in Iranian Community published in Press, 2012.
4. CSD-Level Linkage: A Preliminary Proposal published in Press, 2012

His main fields of interest are as follows:

1. Dematerialized, Clearing and Reporting Software Solution, AKA. NetClear
2. Electricity Exchange Requirement Analysis and Mechanism and Feasibility Study Reports
3. Post-Trade Requirement for Futures Markets
4. Simultaneous Oil Salaf Contract Solution for Iranian Oil Company Finance, Business Abstraction and Triple Currency Clearing Solution Design
5. Guarantee Fund Establishment in Iranian Capital Market: Actuary Model

Dr. Soltaninejad is already a visiting professor at ISU teaching the courses mainly related to finance.



IME Future Plans

Our Policy is to Turn IME into a Securities-Based Exchange

Focusing upon the macro-policies of IME, Dr. Hamed Soltaninejad said: The main plan is to turn IME into a securities-based exchange.

He declared: in global markets, besides spot markets, in commodity exchanges there is a market with leverage and a large-scale market relating to commodity-based securities from which all capital market participants take advantages. Therefore, it seems that in instrumental scope, we could provide the possibility of hedging using financial instruments for capital market participants.





The new CEO of IME said: the presence of all market participants and industry along with the financial sector is a great opportunity for both sections of the economy.

When the real economy section and the financial sector converge, good things will happen in the economy and IME can then link the financial and real sectors. IME shall focus on financing entrepreneurship and hedging.

Dr. Soltaninejad described his detailed long term and short term plans along with the macro-policies: launching foreign currency futures contracts, strengthening the export ring of IME, interacting with the global commodity exchanges, as well as developing electronic infrastructures to provide public access to IME are some of our detailed plans which IME is after.

The CEO of IME continued: increasing the number of commodity exchange traders is another plan in the new management system. With this increase we are looking for qualitative and quantitative diversity in participation of IME. Moreover, since applying international standards is a requirement to internationalize IME, we will comply with international standards and Incoterms as much as possible.

New Outlook

In another session in IME, Dr. Hamed Soltaninejad also touched upon some other future programs related to international areas, export trading floor and derivatives market.

International Programs

1. International partnership,
2. Internationalization of IME,
3. Attending international events to share knowledge & experience,
4. Affiliation into international organizations,
5. International financing by:
 - Cooperating with forfaiting institutions for import and export purposes,
 - Providing infrastructures for international long term and credit transactions,
6. Managing risks in international markets by:





- Providing the infrastructures for managing risk in international markets, having more experienced and knowledgeable international practitioners,
- Cooperating with international exchanges and international financing,

7. Internationalizing IME by:

- Listing and offering neighboring countries' products and commodities in IME,
- Enjoying the potential of Iraq's market,

8. Increasing the number of foreign investors,

9. Finalizing trading solutions and commencement of trade between Interexchange Electronic Union (IEU),

10. Cooperating with ECO members.

Programs and Opportunities: Domestic Market

1. Developing systematic and programmatic interactions with all beneficiaries of IME specially guild associations and policy-making institutions in the commodity market,
2. Developing relationships with banks and guarantee funds to help finance the buyers of the commodities through IME to extend credit trading,
3. Culturalizing and orienting the market participants and other people with activities of IME.
4. Identifying new opportunities and reviewing IME's strategy in post sanction era in national and international arena,
5. Developing IME interactions with brokerage firms to strengthen the marketing network

Export Trading Floor

1. Expanding the export trading floor transactions through:
 - Increasing the diversity of commodities such as petrochemical products, minerals, cement, etc.,
 - Paving the way of foreign suppliers presence on the export ring,
 - Providing required conditions for the foreign currency futures contracts on the export ring,
 - Providing the necessary infrastructures for commodity swap transactions with neighboring countries,





2. Empowering the export pit transactions by:

- The export incentives,
- Increasing the tradable commodities on the export ring
- Complying the time of the export ring trading with global commodity exchanges
- Diversifying the terms of delivery to create more added value
- Facilitating the accessibility for buyers
- Using international currencies for transactions
- Updating regulations in accordance with the latest international standards (Incoterms)
- Having customs incentives
- Providing conditions of export transactions in the ring

Derivatives Market

1. Launching derivatives on currencies, steel, oil and petrochemical products,
2. Facilitating access to IME trading system for brokerages and market participants,
3. Creating interest in available securities through tools such as identifying options contracts and reducing the margin,
4. Promoting and culturalizing derivative contracts by collaborating with policy makers and market participants,
5. Launching foreign currency futures contracts,
6. Expanding the market through innovation and development of financial instruments,
7. Using ETC in the sectors of commodities and inventory,
8. Increasing derivatives trading in IME,
9. Developing commodity based futures contracts,
10. Providing futures online trading,
11. Developing basic assets for futures standard parallel contracts,
12. Developing market through options contracts

Role of IME in Developing International Relations in Post-Sanctions Era

Dr. Soltaninejad emphasized the role of IME in developing international relations in the post- sanctions era.



He said: based on the importance of IME and its appropriate situation among regional exchanges, improving the brand of IME to a global brand is not so unattainable and IME, by hedging in international markets, seeks to increase the depth and number of international market practitioners and enable international funding through empowering financial institutions in order to finance export and import activities. Pointing at the possibility of creating the required underpinning for international terms and credit trading in IME, the CEO of IME noted: developing export trading floor in IME is feasible by increasing the diversity of commodities such as petrochemical products, minerals and cement and providing basis having foreign suppliers in the export ring; currency transactions in this ring and establishing the commodity swap transactions with neighboring countries are within the strategic plan of IME.

Launching Trading Commodity Funds Securities

Based on the necessity of expanding the market through innovation and development of financial instruments, Dr. Soltaninejad said: regarding the inventories of steel and petrochemical companies in Iran, we, supported by these stocks, launch trading of commodity fund securities in IME in order to enable these companies to ensure liquidation of their sources by selling securities of these fund. Moreover, issuing standard futures securities for a number of petrochemical products in IME is in the strategic plan.

Role of IME in Implementing Resilient Economy

Dr. Soltaninejad, while focusing on the importance of IME, said that IME position and duties have been utterly realized in the documents of upstream economy of our country and IME can play an important role to cope with the vulnerability of export earnings in resilient economic policies by diversifying selling approaches, choosing the strategic customer, engaging the private sector in selling, increasing exports of petrochemical products and enhancing the export of petroleum products. The CEO of IME pointed to some of IME's benefits for implementing the Resilient Economic Policies including: making the economy transparent and healthy and





preventing activities and areas of potential corruption in monetary, business and foreign currency scopes, as well as making distribution and pricing system transparent and smooth and updating the methods of monitoring the market.

Position of IME in the Sixth Development Plan Macro-Policies

Referring to the government's Development Plan, Dr. Soltaninejad mentioned that expanding and deepening comprehensive financing system and its instruments is part of the sixth Development Plan. He added that the status of IME as a pillar in the capital market in the sixth Development Plan is utterly definitive and apparent. He continued that via the contribution of the domestic and foreign natural and legal persons, the capital market share will increase and will result in stability and development of investment, business and economic risk reduction, expansion and deepening the comprehensive system of financing and finally the national economy can utilize IME's capacity to fulfill these ambitions. The CEO of IME explained: According to Article 2, the Law of regulating the financial rules, in order to regulate the market properly, to enhance competition, to improve efficiency and transparency of the process of goods and services distribution, the government, complying with the 44th principle of constitution general policies, is obliged to limit pricing to public goods and services, exclusive and subsidy of essential commodities. Since, IME has proved the ability to reform the pricing system and the discovery of rational, transparent and fair price; it can still play an important role in this realm.

IME Short-Term Program

Providing trading statistics of the exchange over the previous year and four months of the current year, Dr. Soltaninejad described that the transactions in IME have been influenced by two natural and nominal factors including production and demand for commodities in the country and development of markets in IME standing for natural factors, and inflation, exchange rates and global commodity prices standing for nominal factors. Expressing the decrease in the value of metals and minerals and petrochemical



products in IME during the first four months of the current year, he continued: trading value of metals and minerals due to the recession in the housing and steel sectors in this period declined by 33 percent. On the other hand, IME experienced 31 percent drop in petrochemical products trading value due to domestic and global markets, too. But in the agricultural sector, concerning the implementation of Article 33 of the law related to the increase in productivity of agricultural sector as well as favorable trading conducted with the Ministry of Agriculture, a dramatic growth of 1,900% for this products have been registered in the first four months of the current year.

Referring to the 47% reduction in the value of futures contracts trading in IME, he continued that lack of market boom for coins spot market and reduced price volatility for gold coins have ended in the decline of trading of this product in IME. Stating the efforts in IME to thrive the futures contracts trading, he said: creating attraction in the current securities through some new strategies such as reducing guarantee deposit, and establishing options contracts along with the promotion of derivatives contracts interacting with policy-makers and market participants are among the activities of the strategic plan of IME.

Important Plans for IME in 2015-16

Pointing at the most important plans for IME in 2015-16, Dr. Soltaninejad said: launching derivative contracts for currencies, steel, petrochemical and petroleum products as well as providing access to IME online trading system for brokers and market participants are considered the most important actions of the year.

Dr. Soltaninejad outlined another part of this year's program based on interactions of IME with beneficiary institutions and organizations.

The promotion of derivative contracts via the interaction with policy-makers and market participants, building rapport with brokerage firms as a marketing arm of this institution in order to strengthen marketing network, developing systematic and efficient interactions with the entire stockholders and policy-making bodies in the commodity market, building relationships with banks and guarantee funds to help finance the buyers of goods via IME to expand credit contracts are other programs in 2015-16.





Launching Foreign Currency Futures Contracts

Describing the current currency market conditions, the CEO of IME explained: Using dual rates of the foreign currency futures contracts, lack of transparency in performance of pillars of the market, lack of transparent price discovery mechanism of the currency, the inability to hedge for businessmen, lack of appropriate structure for interaction among market participants and policy-makers of foreign exchange market, and the lack of monitoring instruments to control the currency market, illustrate the current situation of the market that IME plans to launch a foreign exchange market as a major step toward transparency in this market while cooperating with the Central Bank of Iran, an entity in charge of the country's currency market.

Pointing to the need for the presence of futures market traders including builders of risk coverage, speculators, and arbitrageurs in foreign currency futures contracts, he added: transparent price discovery, eliminating counterparty credit risk, accessibility for all market participants and high liquidity can help achieve futures contracts instruments in order to hedge and these characteristics are also included in the foreign currency futures contracts market.

Talking about the significance of IME, Dr. Soltaninejad said: journalists and the media can help to inform entrepreneurs and people about IME activities and its developmental plans.



Annual Meeting of IME Stockholders

The stockholders of IME unanimously endorsed IME's performance in the annual meeting of the stockholders. During the annual meeting of IME stockholders, held in Razi Conference Center on June 8th, after presenting the report of Board of Directors for the fiscal year ended on 20 March 2015, and describing the major developmental activities, Dr. Panahian, the former CEO of IME, talked about the company's financial statements presented by the independent auditor and legal inspector. At the end of the meeting, the following legal entities were selected as the new board of directors of IME:

1. Esfahan Steel Co.
2. Bank Keshavarzi Brokerage
3. Mobarakeh Steel Company
4. TAPPICO
5. Mellat Financial Group
6. Kharazmi Investment Co.
7. Bahman Group Co.

Moreover, Khouzestan Steel Co. and Mines and Metals Development Investment Co. have been chosen as the alternative members of IME's Board of Directors.





Iran Mercantile Exchange

IME Business



Inauguration of Soybean Meal Futures Contract in IME

The inaugural ceremony of soybean meal futures contract was held in IME on June 6th attended by senior managers of the capital market and the Ministry of Agriculture, representatives of the Parliament and related associations and organizations.

The former CEO of IME, Dr. Panahian, cited: The development of IME is highly dependent on derivatives development and perfection. The main purpose of IME is to feature its role in Iran's economy by reducing volume and value of trading in spot markets and enhancing them in derivatives market. Pointing to inherent complexity of futures and necessity of education in this area, he declared: after evaluation of agricultural markets in America, we have organized 22,000 man/hour training programs for the commodity market participants and this training will certainly increase.

He explained: sensitive and volatile, soybean meal and corn have been chosen among agricultural products for being traded in derivatives market to provide the possibility of risk management and price fluctuations for agricultural market participants.

M. Hasan Nejad, a member of Exchange High Council and representative of the Parliament, referring to chicken price inflation in the previous year and abuse of this occurrence, said, establishing soybean meal futures contract as a risk management tool in this market is considered to be one of the strategic planning inputs and we are so pleased that the Parliament is announced its support of these type of tools in the capital market.

H. Safaie, CEO of Central Organization Rural Cooperatives of Iran, mentioning the deteriorating condition of agricultural market in Iran, said, due to small scale supplier and buyers of agricultural products, semi-monopolistic providers, and reluctance to be transparent and compliance with regulatory frameworks, the necessity to create a secondary market was felt and IME plays a critical role in this matter.





Kiani, the Ministry of Agriculture Research center deputy, uttered production in agricultural sector confronts financial and monetary risks and IME surely is the best place to reduce this risk.

Q. Mohseni, the member of SEO Board, declared that certificate of deposit will be offered in IME and he suggested that futures contract for other products be considered and introduced to the capital market.



Copper Cathode in IME Export Pit

On Wednesday, June 17th 2015, the export pit of IME witnessed the offering of copper cathode for the first time.

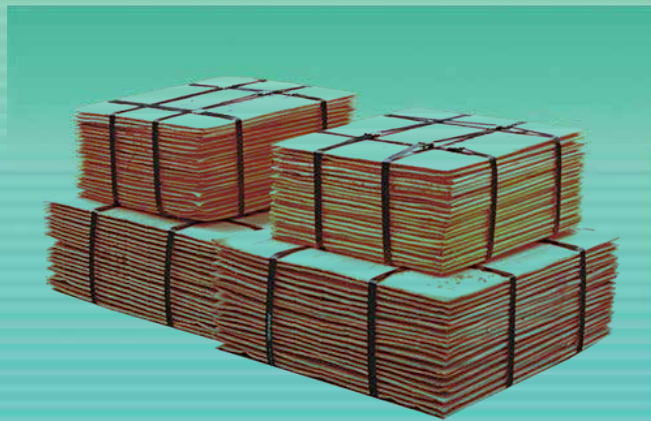
National Iranian Copper Industries Company is offering 2 KT of copper cathode with the minimum purchase of 200 MT, as well as 3 KT of copper cathode with the minimum purchase of 500 MT with the base price of 5,963.8 USD/T, besides 5 KT of copper cathode with the minimum purchase of 5 KT with the base price of 5,953.8 USD/T.

Following IMIDRO Board of Director, and in accordance with the negotiations between National Iranian Copper Industries Company and IME, the offering of copper cathode has been established based on the operating instructions of export ring of IME and customers can purchase them through brokerage firms.

According to IMIDRO programs in 2025 prospect, completion of exploration to processing of minerals chain especially for copper is noticed and IME could play a significant role in the sale and marketing.

On the other hand, the export ring of IME is an appropriate underpinning for exporting copper cathode and considering the fact that commodity exchanges are by nature price references in the world for price discovery and announcement of products; this could enhance the strength of IME to be the price reference in the world.

It is worth noting, the value of traded copper cathode in export ring of IME is receivable in IRR as well as in other currencies.





Barley Warehouses of Kermanshah in IME

The number of accepted warehouses in Kermanshah for barley trading subject to the guaranteed price policy increased in IME.

So far there have been 5 available warehouses to deliver barley products from suppliers to be bought and sold in IME through the guaranteed price policy. This number increased to 9 warehouses by adding 4 new warehouses in Kangavar, Kamareh Gareh, Cheshmeh Sefid, and Marzbani counties.

The suppliers from Kermanshah can attend these warehouses to sell their products in IME and receive the difference between the purchased price and governmental guaranteed price in the terms of Article No. 33. Trading of 3,820 Kg of barley through the guaranteed price policy in Kermanshah was done.

In accordance with the implementation of Article 33 for increasing the productivity of agriculture and natural resources law for barley product in Kermanshah, on Sunday, July 26th, 3,820 Kg of this product belonging to 2 suppliers in this province were traded through the guaranteed price policy in IME. Hence, up to now, totally 225 MT of this product worth more than 50 thousand USD have been traded through this policy and the differences between the purchased price and governmental guaranteed price must be paid by the government.

It should be noted that based on the last decision of Economic Commission of the government, the abovementioned difference will be paid within its determined deadline.



The Middle East's Biggest Gold Plant in IME

Supported by the Chairman of IMIDRO, the first cargo of gold produced by Zarshuran Gold Plant will be offered in IME in the near future.

Dr. M. Karbasian, the Chairman of Iranian Mines and Mining Industries Development and Renovation Company, during the inauguration ceremony of Zarshuran gold mine attended by Dr. Jahangiri, the First Vice-President, pointed out that uplifting IME business will lead to healthy economy and transparency of statistics.

Pointing to the Muteh gold mine whose extracted gold has been traded in IME for 8 years, the chairman of IMIDRO stated that IMIDRO is content with the mechanism via which exporting iron ore is sold and also with the competition among buyers in IME, and we are hopeful to see that the gold from Zarshuran gold mine will be traded in a reasonable and competitive mechanism in the IME, too.

CEO of Zarshuran Gold Mining and Industrial Complex mentioned: offering 45 Kg of 24-carat gold bullion with the highest global standards is the first offering of gold from the Middle East's biggest gold plant to be done through the exchange in question.

Mr. Ahmadi added: Offering Zarshuran Gold Plant product via IME as a regulated and transparent market will increase suppliers' benefits and contribute to fair competition among costumers.

He continued: The annual production capacity of Zarshuran Gold Plant launched last October is 3 MT and in the developmental plan the capacity will be doubled.





Barley Warehouses of Zalouab & Ravansar in IME

On Monday, June 15th, continuing trading commodity-based certificates of deposit on feed barley in Kermanshah province, the first trading in the third warehouse in this province under supervision of IME has been done.

Article 33 of the increasing agricultural productivity and natural resources relating to establishment of guaranteed prices for agricultural products instead of guaranteed purchasing, was implemented by resolution of The Cabinet of Iran on late April. So that, according to the government, it was decided to offer feed barley from Kermanshah and maize from Khuzestan province enjoying government support in agricultural trading floor of IME, and agricultural sector's participant witnessed these trading at the beginning of last week.

Based on regulations of the Article 33, the government is obliged to pay the difference between guaranteed price and traded price in the exchange within two weeks. Till now, information of suppliers, who sold their product based on this context, has been submitted to the Ministry of Agriculture by IME in order to pay the difference.

According to experts, as suppliers from Kermanshah province gradually learn more about ease and advantages of warehouse receipt transactions through IME, trading volume of barley and trading of other agricultural products will be increased in IME.



Painting Color in IME Secondary Market

The paint produced by Alvan Sabet Co. has been listed in secondary market of IME. Offering 10 MT of paint produced by Alvan Sabet Co. has been listed after considering required documents and bringing it up in offering committee of secondary market. Based on this report, Alvan Sabet Co., aimed at supporting textile and leather industries, is established in 1981 in Hamedan and is considered the largest producer of paint and textile auxiliaries in the Middle East. This company has been exploited in 1997 to produce four acidic, direct, reactive and pigment textile paints. Moreover, this company, annually, provides more than 100 types of paints including acid disperse, direct disperse, active disperse, pigment paste, and cationic materials for its customers.





SEO President: Foreign Currency Futures Contracts Will be Launched in IME



On Sunday, August 2nd, the SEO president in a press conference, noticed launching foreign currency futures contracts in IME.

Dr. M. Fetanat, in the press conference on Sunday, August 2nd, pointed to the launching foreign currency futures contracts and said: trading of foreign currency futures contracts has been considered and reviewed for a long time, and after creation of single-rate currency conditions, this market will be established by Central Bank of Iran, banking system, and exchanges contributions in IME.

Mentioning required conditions and necessities including software, regulations and procedures owned by IME to launch foreign currency futures contracts, he continued: at this moment, we and banking system authorities are analyzing creation of this market and are considering all-round benefits.



Hedging Poultry Suppliers in Iran by IME

A meeting was held in the headquarters of IME and the attendees included Dr. Soltaninejad, the CEO of IME, Dr. Amini, the director general of poultry affairs in the Ministry of Agriculture Jihad and a group of senior officials of this ministry in Isfahan and Qom and poultry unions and organizations leaders. The CEO of IME announced: discovering a transparent and fair price for required inputs of poultry industry in domestic and export markets in order to help suppliers and market participants of this industry through modern and transparent mechanisms of IME is now feasible.

He added: IME has established soybean meals futures contracts to hedge poultry and egg suppliers. Moreover, regarding seasonal price fluctuations for eggs, if the government has enough credit to pay differentials, guaranteed price policy for this product can be implemented by IME. Dr. Soltaninejad went on to say: egg suppliers can offer their product in IME by forwards contracts and after receiving the amount of their products, they can purchase their required poultry inputs to produce their products and deliver it on the mature date.

Mr. Amini, stating that egg production in the country is now between 930 to 950 KT, annually, said: based on this production volume, we can forecast that there is a capacity to export 100 KT of this product, and the production capacity is expandable to 1,500 KT. However, we can use potential of IME to offer and discover the egg price and implement the guaranteed price policy for this product. Pointing to many administrative tasks such as market regulation being assigned to the private sector and Mihan union in particular, he continued: The goal is to supply the eggs primarily in IME in few cargos and then to provide administrative arrangements at the national level.

Mr. Haghi; eggs market regulation undertaker of Ministry of Agriculture Jihad, mentioning to Iraq and Afghanistan being one of the most important export destinations for eggs of Iran, said: after launching this product trading, if IME is able to provide this





possibility for traders of these countries to be informed about the prices, the basis to export this product through the export trading of IME will be provided. Moreover, IME will considerably contribute to the process of price discovery in this area.

He added: implementing the guaranteed price policy for the eggs is now feasible and desirable, because the egg market faces significant price fluctuations in different seasons; For example, in the first half of the year, we see a price drop of the product and in contrast, in the second half of the year, with increased demand, we will witness an upward price trend.

Mr. Talakesh, the general secretary of Iranian Laying Hen Farmers Federation said: the price discovery for eggs in IME could benefit both producers and consumers.

Moreover, Mr. Behzadi, Mihan Union, stating that we require 13 to 14 million tone poultry inputs annually in the country, said: established soybean meals futures contract in IME can help significantly poultry and eggs industries in Iran.

Debate on Launching Real Estate Hedging Instruments

A telecast on IRAN News (IRANN) Channel, attended by Mr. Soltaninejad, the CEO of IME, and Mr. Oghbaei, the head of Iran Real Estate Union, was held with the subject of real estate hedging instruments in IME and the new policies to increase the transparency and regulating in the housing market.

One of the High Council of Exchange members had earlier announced that the IME is ready to launch the real estate hedging instruments and has also stated: Regulations and software and hardware of IME to receive requests from agencies and organizations to trade real estate are prepared and they will initiate to work in the coming weeks.

Over this telecast, Mr. Soltaninejad, said: In global markets, the commodity exchanges have various functions. One of these functions is to create transparency.





Exchanges are institutions in which commodities and securities are traded with complete transparency and they are monitored by the upstream organizations and act under determined rules and regulations. In macro-scale policies for Iran's 6th development plan, propounded by the Supreme Leader, it has been decreed that the underpinning to expand and deepen the comprehensive plan of action, to finance through the exchanges and to increase the share of the exchanges in financing must be prepared. On the other hand, the Resistance Economy's policies have emphasized clarification of the economy and facilitating the commercial transactions which are the other functions of the exchanges. Financing and hedging the risk are some of the exchanges' functions. The other important function of exchanges which have been announced by one of the High Council of Exchange members who is one of the Parliament members, too, is to use capacity of the exchange to offer real estate belongings to the government agencies. In the second paragraph of Article 19, Clause 4 of Competitive Production Barriers Removal law (anti-inflation) recently passed and announced by the Parliament, it has been stated that: Properties of banks, government agencies and public institutions that have already been traded through the bothersome and bureaucratic auctions, from now on, will be traded through a transparent and formal market, without any legal formalities and bureaucracy. In the last paragraph of this law, it has been proposed that using mechanisms of IME to transfer the real estate is a priority.

The role of real estate hedging instruments in the trading of real estate is to finance, hedge and create transparent transactions. According to this article of the law and proposed programs and legal capacity, the target of real estate hedging instruments is the big real estate in order to eliminate doubts from the performance of these transactions and auctions and to reconcile supply and demand as an intermediary between the buyers and sellers.



Petrochemical Industry Will Flourish in IME

Over the summer, 2015, a series of meetings, headed by Dr. Soltaninejad, IME CEO, and attended by senior managers of petrochemical institutions and complexes and governmental bodies, were held in the headquarters of IME.

The meetings were focused upon petrochemical products trading methods and flexible, systematic and updated underpinnings in IME.

Dr. Soltaninejad related the financial development to the economic growth in countries and pointed at the fact that the financial market infrastructures contribute to developing countries. He stated: an exchange is a vital pillar of a financial system and commodity exchanges play a leading role for policy-makers. Therefore, IME, in this regard, offers significant financial instruments to petrochemical industry and can meet the required conditions to turn Iran into the price reference hub for this commodity not only in the region, but also in the world. Some of the most important financial instruments tabled in the meetings included forward contracts, standard parallel Salam in IRR or other currencies, commodity-based certificates of deposit, forfaiting, ETC and futures contracts.

It is worth noting that in these meetings the flexibility of IME concerning market conditions was stressed and its main feature is the accessibility of consumers to the trading platforms. Also, in this regard and in coordination with the Ministry of Industry, Mine and Trade, the share of retail customers has increased to the least offering by petrochemical complexes in Behinyab system, and at the same time, the possibility of buying through the related cooperatives has been provided in terms of cumulative orders. Besides, the benefits of trading in IME by petrochemical complexes were presented which include 10% tax exemption for all suppliers, discounted commission fees by brokers for all suppliers and buyers and the defined ceiling for the fees, hedging the risk of the default in supply and delivery, and so on.





Iran Mercantile Exchange

IME International Events



Foreign Investment Meetings

A series of meetings and sessions were held in the headquarters of IME on the topic of foreign portfolio investment (FPI) attended by the representatives from different relevant entities and capital market authorities. The meetings are usually headed by Dr. Hamed Soltaninejad, the CEO of IME, and the attendees basically try to discern the current bottlenecks and impediments in Iran way before the meetings and in each meeting predetermined areas are hashed out. The meetings are almost always held every other week and its outcome will add up to the richness of the content of the forthcoming conference named Iran's Financial Market: Prospects and Opportunities.

To make the meetings more concrete and realistic, every now and then a retail or institutional foreign investor in Iran is invited to the session and in the form of presentations they try to talk about the main barriers in the capital market for foreign investment.





ICIS Met with IME

Following the strategic plan of IME, which is highly focused on the development of international partnership and cooperation with commodity exchanges, market expert media, relevant organizations and institutions, delegations from ICIS; Independent Chemical Information Service, which is in fact a part of Reed Business Information Company, paid a visit to IME headquarters last week.

The meeting was conducted by International affairs experts of IME with the presence of Mr. Muhamad Fadhil; the chief correspondent in Middle East section, Ms. Yu Guo; the senior editor of ICIS, and the vice-president of IME, Mr. Eshghi, and the other related experts.

The visitors were briefed about IME trading procedures in the site main trading floor and the visit continued with a general presentation on IME position and functions in Iran capital market and finally the possible grounds of cooperation were discussed. Mentioning the easing of sanctions, lifting of related financial barriers and creation of positive atmosphere in the international relations, especially in the capital market, both parties focused on development plans which can be considered the grounds of bilateral cooperation.

Cooperation in holding international seminars and conferences and training courses on petrochemical issues, partnership in launching and promoting derivatives contracts and broadcasting IME market data as well as focusing on fundamentals of polymer





business both at Iran and international level, creating a comprehensive outlook for participants of this market were the key points of the discussions in this session.

Furthermore broadcasting Iran petrochemical market on spot market and derivatives in international markets expert media such as ICIS is considered one of the most significant steps to shift from a price getter to a price setter in the Middle East region. ICIS is the world's largest petrochemical market information provider and has fast growing energy and fertilizer divisions. The company's aims are to give global participants of commodities markets a competitive advantage by delivering trusted pricing data, high-value news, analysis and independent consulting, enabling customers to make better-informed trading and planning decisions within a 30 years' working background.





Webinar between IME and ICIS

Following the meeting between the representatives of ICIS in IME the other month, both parties decided to expand their cooperation in more diverse areas.

The webinar was held on September 7th attended by IME top managers and other people from IME. In this webinar, some subjects including terminal of supply and demand information in international markets and different countries, different types of reports such as forecasting, market analysis, price data, logistics price information and other analytical data in different parts of this broad market were probed into.

Moreover, during this webinar, a brief description about methodology of price discovery applied for various petrochemical industries in this information center was presented and some inquiries about reporting standards and literature in this information center were answered.

It is worth noting that the oil and petrochemical pit is one of the most active markets in IME and due to its dependence on international markets, there has always been the demand for an access to such an authentic price reference, a global analysis and news, and on the other hand, IME's duty to discover prices, consciously, more and more highlights that interaction with international price references so as to introduce Iran's market condition to global markets explicitly as well as exploiting international markets information and analysis, will enforce a healthy competition in the huge market of this products.

The collaboration with international price and news references in commodity market related-areas including cash, derivatives and options is on IME's international vision.



ICIS



IME Representatives in Korea Trade Investment Promotion Agency (KOTRA)

In the 3rd week of June, delegations from IME were present in a KOTRA event which was held in the Parsian Azadi Hotel, Tehran.

Based on the plan to develop the presence of international suppliers in IME and presentation of listed suppliers, experts from IME international relations department, listing and marketing department were ready to discuss the listing opportunities with companies like DSR, SAMWOONG and SUNWOO which are respectively active in steel industries, machineries and also steel sections and agricultural products. During this planned session, IME experts presented and described issues like listing of Korean companies in IME, enjoying the benefits of export trading floor, listing of finished products and nonstandard assets, using of financial tool for development of enterprises and increasing of profit and income, accessing to middle east market, reduction of marketing costs, safe traded because of existence of collaterals.





Hedging for FPI



Competition facing economy of Iran among regional and trans-regional economies and willingness to enhance the capital market based on the real sector of the economy have put promising days in front of IME, as the biggest commodity market in Iran. The CEO of IME, Dr.Soltaninejad said that: we reviewed the current situation in IME and prospects of the activity of this important institution. At the beginning of the meeting, pointing into the significance of commodity markets and dividing countries to financial and commodity markets, he explained the role of financial markets in the current conditions of global economy and said: If we want to divide countries based on their financial markets, we will confront surprising data, because allegedly we expect US, China, Japan, Germany, UK, France, Brazil, Italy, India and Russia, enjoying the highest GDP in the world, to own the biggest financial and commodity markets, too. But, it shall be noted that geographical expansion or an enormous real sector of economy will not necessarily result in having a powerful and strong market .

He mentioned the pathology of some economic realities in the financial markets and added: now the importance of financial and commodity markets is clear to everyone and obviously they have their strength and weakness. On the other hand, if these markets have been established based on the real sector of economy and specifically on production, through the strongest enforcement, they can support the industry and lead society towards comprehensive economic development.

Dr.Soltaninejad highlighted: The other reason is Article 43 of the law for development of new financial instruments and institutions in order to facilitate implementing of overall policies of principle 44 of the Constitution. In this law, it is explicitly mentioned that: Ten percent (10%) of income tax gained from sale of the commodities listed on the commodity exchanges and ten percent (10%) of the income tax of the companies whose shares have been listed for trading on the domestic or foreign exchanges and five percent (5%) of the income tax of the companies whose shares have been listed for trading on the domestic or foreign OTC markets shall be exempted with the approval of the SEO as of the listing year to the year during which they have not been delisted from the listed companies on such exchanges or markets. The companies whose shares are listed for trading on the domestic or foreign exchanges or on the domestic or foreign OTC markets shall enjoy a tax exemption for doubling the aforementioned exemptions provided that they have at least twenty percent (20%) free-floating shares at the end of their fiscal year as confirmed by the SEO.

The CEO of IME uttered: The aim of the law is to support not only the domestic financial markets such as IME and TSE, but also the offering of companies stock in foreign financial markets. This indicates that the lawmaker has realized the importance of participation in international financial markets and they support it seriously, because it has plenty of benefits for the entire economy in Iran . He continued: In the current global situation, financial markets are the first priority, entrance into and exiting from them is free and simple, investors bring their capital to these markets confidently and invest them with the lowest risk. These markets absorb speculators to function as hedging and even funding factors.





It is safe to say that all the current problems of production is caused by the lack of strong financial markets and we should support them to be combined with financial services. The same features have made global corporates the major stock markets all around the world. The other point mentioned by the CEO is the systemic risks in the economy. He said: There are many obstacles facing foreign investment, one of which is currency fluctuations, but where we can hedge it. This situation led us to support the establishment of foreign currency futures contracts. The other problem facing the stock exchange was the feed rate and its effect became known exactly when the corporate budgets were incomplete and rather vague. This situation exactly indicates the systemic risks in the economy, we are endeavoring to solve . He added: These cases have more impacts on commodity exchanges, because fluctuation in currency rates or raw materials prices will affect the cost of products. These issues emphasize the necessity of the financial markets more than ever, because these markets engage with the benefits and risks of society. Therefore, any decision will not be made easily and personally. While, the debt market also shall be pointed at, for example, the debt market in a country such as South Korea appeared so important that it is well known in other countries too and is common to enter. All these points just highlight the importance of financial markets. On the other hand, the financial markets currently have matured, relatively, which have reached noteworthy successes accompanying communication and technological development .Dr. Soltaninejad pointed to derivatives markets and said: Based on the past experiences, we need commodities as an underlying asset having high demand and supply as well as various market participants.

CEO of IME adverted to the currency as one of the best underlying assets which alongside with the required features, affects the life of people.

He pointed other assets and said: For example, we are holding meetings and consultations with other international actors to persuade them to enter the financial market of soybean meal or other commodities future contracts.

He mentioned some requirements, the need for registration and use of certain



required guarantees as well as rating agencies related to financial markets and said: The commodity-based securities must have a market in which these securities be traded. IME's warehouses, maintenance of basic durable assets (lasting nearly a year or more), readiness to provide an appropriate atmosphere to trade asset-based securities constitute cases that IME is tracking. This possibility is now provided in IME through futures or forwards contracts which enable market participants and plan and organize the situation of the market. He continued: If the transactions aggregate in financial markets, we will witness the focus of information after the transparency of transactions and processes, because in financial markets the information has been concentrated on explicitly and transparently and following the events will be simple. Dr.Soltaninejad mentioned the foreign exchange market once more and said: In each market and in each commodity transaction, we need real participants and of course there are always people such as intermediaries who enjoy trading these assets. The futures market for currency can lead a major part of this currency mediation demand to such official transactions, because these transactions are being carried out now, but its main problem may be the unsecured underpinning of these transactions. Delays in delivery, uncertainty in settlement of funds or failure to comply with the trading condition or even intentional or unintentional after transferring the fund resulted in ambiguity in the market. Constituting and booming of foreign exchange market will fulfil the central bank's intentions and will provide intermediaries' benefits as well. The CEO of IME announced the availability of required infrastructures for foreign exchange market and said: In general, and even on the most difficult days of sanctions, Iran's trade surplus including oil, gas and condensate export was between 8 and 10 billion USD. Therefore, potentially there is a possibility to have a foreign exchange market with a focus on the supply side. On the other hand, according to policies, upstream rules, and documents, there were always the need to manage this rate. Moreover, factors affecting the exchange rate in each country such as interests had been and are also effective.





IME CEO at Metal Bulletin's Kish Iron and Steel Conference

IME Can Internationalize Steel Industry

IME can develop financial markets in steel industry and attract market participants and domestic and international investors through internationalizing the steel industry. Hamed Soltaninejad; the CEO of IME, by stating this subject at the first conference of Iranian Iron and Steel which was held from Sunday 13th to Tuesday 15th in Kish International Convention Center, on Kish

Island, attended by Ali Tayebnia; Minister of Economic Affairs and Finance, Mehdi Karbasian, Deputy Minister and Chairman of the Board of Iranian Mines & Mining Industries Development & Renovation, known as IMIDRO, and a group of senior managers of major companies from UK, Brazil, Germany, Russia, Japan, India and etc., said: The IME has various benefits for the steel industry including hedging the risk, financing and assisting the private sector through tax cuts, eliminating unnecessary intermediaries, creating transparency and discovering a fair and reasonable price. Pointing at the new financial instruments in IME and significance of financing in this industry, Soltaninejad continued: IME can develop financial markets in metal and steel industry and attract market participants and domestic and international investors through internationalizing the steel industry and improving the national standards in the industry.

In this conference aimed at highlighting the attractiveness of investment in steel area in Iran in post-sanctions era and presenting The latest achievements in software

**MetalBulletin
Events**

**Iranian
Iron & Steel
Conference**

14-16 September 2015

Kish International Convention Centre, Kish Island, Iran



and hardware in the field of iron and steel , Ali Tayebnia; Minister of Economic Affairs and Finance said: Since one of the essentials in foreign investment is economic and political stability in a country and while the Middle East is not in an appropriate condition nowadays, Iran is the most stable country in the region. He added: The steel industry in Iran has an acceptable and suitable condition for foreign investors and we welcome foreign investors to enter this market. He highlighted: The technical perspective of the eleventh government is strategic, comprehensive and long-term, and a balanced and systematic support of this industry is a priority for the government. Mehdi Karbasian, Deputy Minister and Chairman of the Board of IMIDRO, pointing to profitability of the steel industry of Iran, stated: The steel industry of Iran in recent years has experienced a reasonably good growth.

The international Institution of Metal Bulletin, established 102 years ago in the nonferrous and ferrous metals markets, has published a journal with the same name and then developed its activity by holding international conferences. The Metal Bulletin holds annually more than 60 conferences around the world. This international Institution so far has held conferences with Iranian issues abroad, including in the Persian Gulf countries.





An Interview with Neil Fleming, a Commodity Markets Specialist

The Benefits of Commodity Exchanges for the Economy

Mr. Neil Fleming is a commodities markets, energy data and editorial consultant with some 28 years' experience in various institutions including as interim Head of Content for ICIS, independent Strategic Advisor to the ICIS group, as Vice-President at oil, energy and commodities market information publisher Platts, consultant of International Energy Agency, the Norwegian government, educational publishers Espresso Ltd, and sub-Saharan African downstream specialist consultants CITAC. Working with CITAC, he has developed and delivered numerous energy market and risk-management training programs for governments and businesses in the African petroleum sector.

Regarding Neil's fruitful resume and his high level of experience in the field of commodity exchanges and data analyzing, especially in petrochemical markets, IME International Affairs and PR has arranged a conference call with Neil to ask his opinion about the importance of commodity exchanges in the world, the challenges of launching Futures contracts, considering government interference in commodity trading processes as well as the significance of offering and trading strategic products such as petrochemicals in commodity exchanges.



Q: What are the benefits of commodity exchanges for an economy?

A: The commodity exchanges have many benefits to the economy and we can outline two of them as the main advantages. The first major advantage is to create transparency in the market and the second one is that commodity exchanges help market participants to control their transactions risk. With contribution of the commodity exchanges, market participants can enter financial market easier and the possibility of facing troubles and disorder in transactions will be less.

Q: What is the biggest challenge to create, develop and boost commodity exchanges in emerging economies, nowadays?

A: I think the biggest challenge in this area is to create a trading contract that can fulfill market needs and demands. Many exchanges in a number of different commodity markets have attempted to launch futures contracts, but these contracts have not succeeded, because either there was not any balance in selling and buying products in the market, or pricing for each contract was not related to a specific market and the pricing process was wrong.

Another problem is that market participants did not consider those contracts as an effective tool of risk management and have stated that these contracts will damage the market, more. This challenge really is a big challenge facing all markets, especially in emerging economies, because designing a futures market requires a comprehensive review and some kind of marketing in order to attract market participants. The history of Futures is not very encouraging and settling this kind of contracts, especially in the





field of petrochemical products is very complex and difficult. However, if this type of contract after adequate consideration and work starts to operate properly, it will help market participants to increase the efficiency of the industry as well as to hedge risk of price fluctuations in the market.

Q: What kind of solution do you recommend to deal with the challenges of settling the futures market?

A: The key strategic solution is to study carefully each market before launching any type of contract in order to identify products and factors affecting the result of efforts on those products.

For example, before launching futures contract, one must pay enough attention to liquidity in the market, the tradability of the product, the market size and the number of actors such as buyers and sellers of the product, appropriate pricing and monitoring of factors affecting the risk to be able to design and launch an effective trading system. For example, many activists during the years 1998-2000 in New York, on numerous occasions tried to set up futures to trade crude oil, and however many transactions were conducted for this product, but the determined price was not relevant to the market and market participant who were trying to control their risk. In fact, there was a mismatch between physical trading contracts and a system that was implemented for these transactions, so the market players could not use it.

Q: Do you think a government has the right to interfere in the process of trading and pricing commodities in exchanges?

A: In general, we can say that investors and market participants are not interested in entering the market and transactions that the government interferes in their processes. For example, crude oil is a strategic commodity in the world and this product prices



are accepted by all countries because none of the governments can interference in the process of trading this commodity. Also, OPEC is also used as a benchmark to the crude oil price because no one except traders do not play major role in determining the final price. Thus the whole world accepts prices as a benchmark that is safe from government interference and is obtained from the transactions in free markets.

However it is very interesting that in Europe, the EU is imposing many regulations to market and this increases concerns about whether this means that government will interfere in the market or not, if the answer is positive, there is no doubt it will damage Europe markets.

Q: What is the significance of presence of major industries such as petrochemical products in commodity exchanges?

A: To answer this question, I must say that offering of a product in a commodity exchange is directly related to its market in that country.

For example, some exchanges with agricultural products, some with metals and some other with energy trading have gained a reputation, and this is completely related to competitive advantages of various countries in production. However, we can find a contradiction in this case, for example, there are some countries which do not produce a special commodity, but they are as benchmark to determine prices for that product and this happens due to strong trading platforms, international traders and experiences of that particular exchange.





Ambassador of Switzerland Visited IME

In order to develop international and economic relations between Tehran and Bern in post-sanctions era, a meeting was held with the Swiss ambassador to Iran in the headquarters of IME.

Mr. Giulio Haas drew attention to the positive perspectives about Iran and called for bilateral cooperation between the two countries to boost commodity markets.

Pointing at the development of the novel financial instruments such as options and futures contracts, Mr. Haas expressed his hope that: IME could be addressed as one of the most advanced markets in the Middle East and Asia at the global level through the process that it has adopted.

Emphasizing that increasing foreign suppliers in IME and enhancing the presence of Iranian companies in the global commodity exchanges is one of the IME's action plans in the near future, Mr. Hamed Soltaninejad; the CEO of IME, stated that: We are trying to provide the required underpinnings for international financing via diverse ways such as empowering forfeiting institutions in order to finance the export and import as well as creating the infrastructures required for termed and credit international trading. Mr. Soltaninejad, stating that the development of IME export pit is of the utmost significance to IME in post-sanction era, added: Increasing the diversity of commodities such as petroleum products, minerals and cement on the export pit alongside by paving the way for foreign suppliers will definitely result in mutual benefits for the practitioners.



Renaissance Capital Delegates in IME

A group of delegates from Renaissance Capital, a leading investment banking firm, paid a visit to IME headquarters. The delegates were mostly from the UK, Cyprus, Russia, Sweden, Canada, and Kazakhstan and they were briefed on the main functions of IME and its role in Iran's capital market.

Dr. Hamed Soltaninejad along with other IME people attended the meeting where some of the future plans of IME regarding development of international relations were touched upon. Some crucial issues were also tabled including international custodianship and the feasibility of the presence of Renaissance Capital in the Iranian capital market and their potential services for the players of this market.

In the session in question, brokers and financial companies like Renaissance Capital, Tundra Fonder AB, Verno investment research limited, Bonum Capital LLC, Ashmore Group, Tethys Advisors Ltd., Capital Global, and Visor Holding were present.





Dube Tshidi, FSB Chief Executive Officer, Visited IME

On the 20th of Sep 2015, the executive officer of financial services board of South Africa, Mr. Dube Tshidi, paid a visit to IME.

Dr. Hamed Soltaninejad, the CEO of IME, and Mr. Tshidi hashed out some common grounds of cooperation like using the potential of export trading floor in Kish for the trading of commodities such as cement and bitumen. At the end of the meeting, both parties agreed on some future steps including joining the South African Futures Exchange (SAFEX) and IME for the exchange of information and technical expertise. At the end of the visit, the delegates were presented the trading procedures in the pit of IME at the trading hour.



Iran Capital Market Hosted French Economic Practitioners

Following the nuclear agreement reached between Iran and the P5+1 and opening up very bright prospective for international cooperation, the Securities and Exchange Organization of Iran (SEO) hosted a delegation of 150 French economic practitioners from real and financial sectors on September 21st in Tehran. The gathering aimed to make the possibility for Iranian and French counterparts to get in touch for further cooperation and possible partnership of companies more specifically in financial sectors. This gathering was peopled not only with the French economic dignitaries but also with the high-profile figures from the High Council of the Exchange of Iran, SEO, IME, TSE, IFB, IRENEX, CSDI and a group of authorities in Iran economy. The conference had different sections including the lectures delivered by Dr. Mohammad Fetanat; the SEO President, Dr. Miremadi, the head of Franco-Iranian Chamber of Commerce and Industry in Tehran, Mr. De Silguy, the Vice-president of Medef International, the entity in charge of the French delegations, and a panel discussion where the Iranian and French economic practitioners exchanged ideas on the pertinent subjects. They mainly discussed investment prospects in energy section and petrochemical industries and other fields as well as issues related to the capital market.





IME Delegates in SFOA & AFM Conference



The Swiss Futures and Options Association (SFOA) once again hosted its international forum for commodities, derivatives and emerging markets in Geneva on September 22 – 24, 2015. In its fourth decade, this Bürgenstock Meeting continued the tradition of attracting high-level speakers from across the globe for high-level debate and discussion.

During this meeting speakers from exchanges or top financial organizations or institutes like Intercontinental Exchange, CME Group, NASDAQ NLX, LME Clear, and China Futures Association were ready to express their points of view on the derivatives market.

In one of the panels participated by exchanges including CME and ICE various issues were discussed ranging from liquidity and central counter party and clearing models from horizontal to vertical and the role of technology on latency and pushing markets forward across the globe.

This year the Association of futures markets annual meeting was held during the



days of this event at the same venue.

The delegates from the international relations department of IME and derivatives market development were ready in this conference to discuss the relevant issues and potential discussions of futures market development for benefiting from the valuable experiences of international markets and pioneers of this market.





Iran Mercantile Exchange

Business Statistics



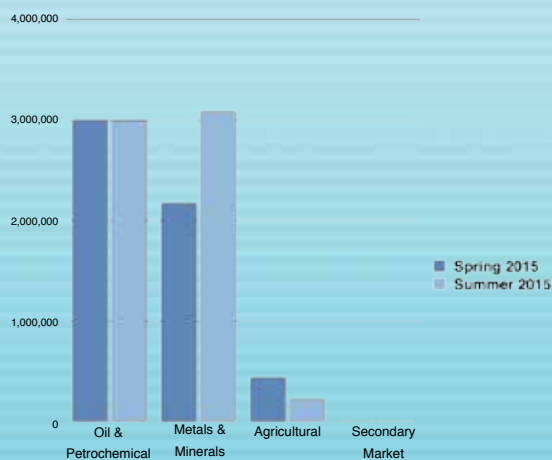
Business Statistics

Spot and Secondary Market Trading Statistics (Summer 2015)

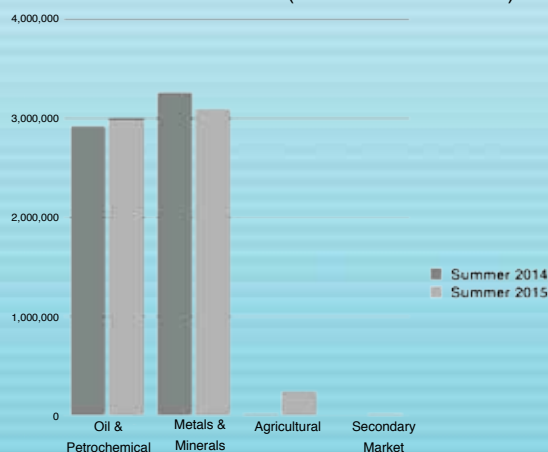
Trading Floors	Volume(T)	Value(IRR)	Value (USD)*
Oil & Petrochemical	2,998,192	40,901,495,292,000	1,365,431,323
Metals & Minerals	3,086,238	36,102,360,930,000	1,205,219,861
Agricultural	227,805	3,469,531,565,000	115,824,789
Secondary Market	7,361	53,557,353,000	1,787,927
Total	6,319,596	80,526,945,140,000	2,688,263,901

* 1 USD = 29,955 IRR/Source: Central Bank of Iran (Sept 26th)

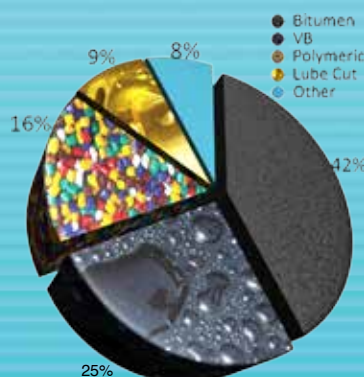
Trading Volume on Spot and Secondary Markets
(Summer & Spring 2015)



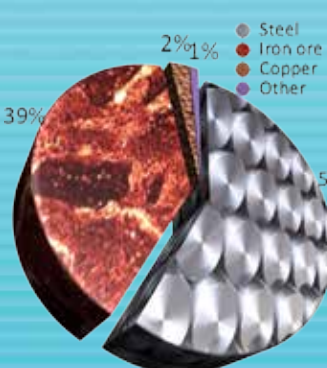
Trading Volume on Spot and Secondary Markets
(Summer 2014 & 2015)



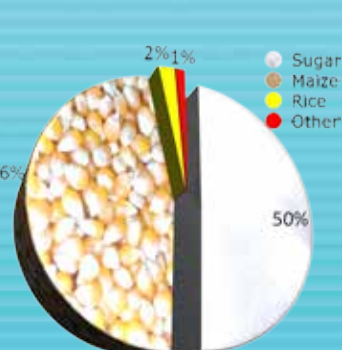
Oil & Petrochemical Pit
(Summer 2015)



Metals & Minerals Pit
(Summer 2015)



Agricultural Pit
(Summer 2015)



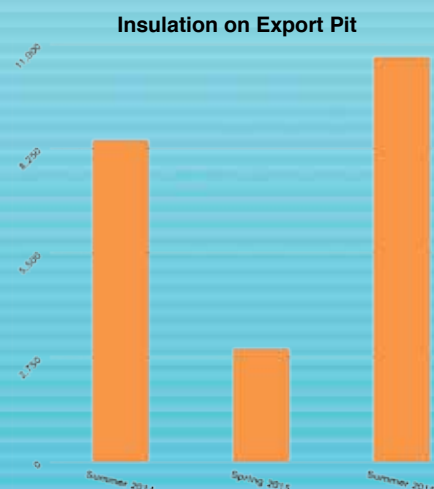
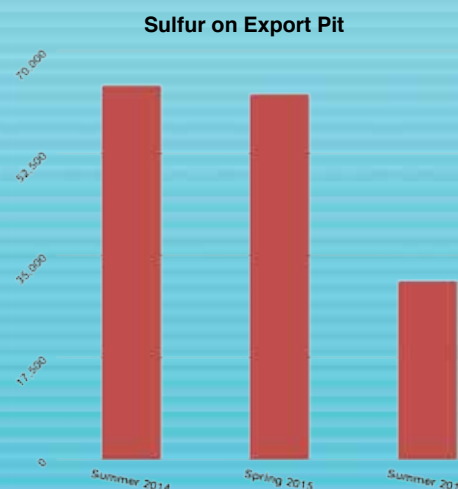
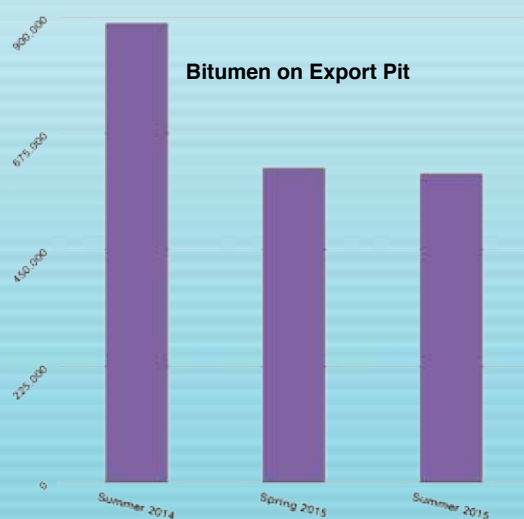
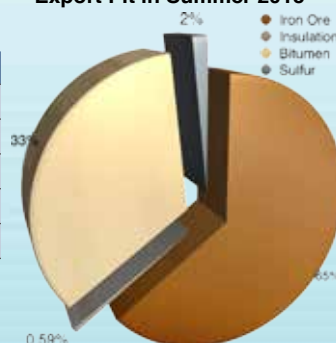


Export Pit Trading Statistics (Summer 2015)

Products	Volume(T)	Value(IRR)	Value (USD)*
Iron Ore	1,180,000	752,225,650,000	25,111,856
Insulation	10,651	114,626,849,000	3,826,635
Bitumen	597,507	5,991,875,511,276	200,029,228
Sulfur	30,500	80,077,296,500	2,673,253
Total	1,818,658	6,938,805,306,776	231,640,972

* 1 USD = 29,955 IRR/Source: Central Bank of Iran (Sept 26th)

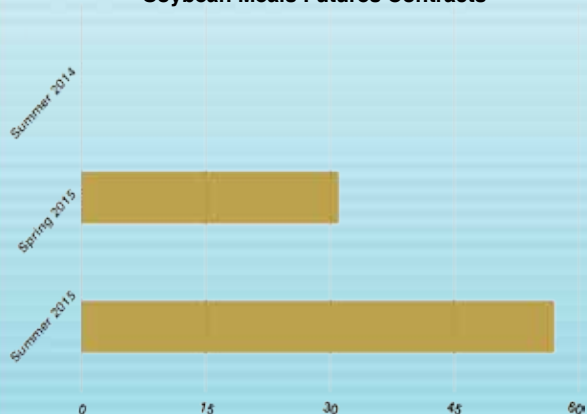
Export Pit in Summer 2015



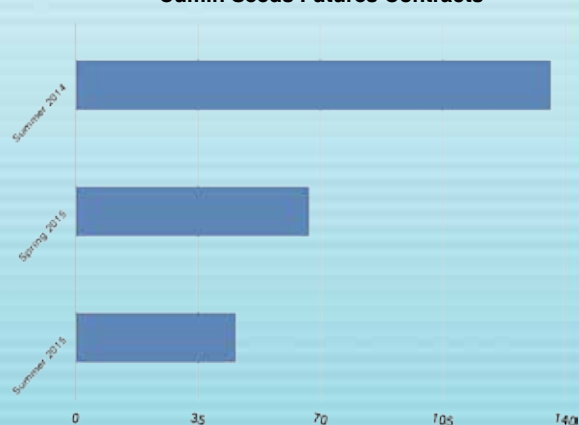
Contracts	Volume(T)	Value(IRR)	Value (USD)*
Gold Coin	341,173	30,954,047,400,000	1,033,351,607
Cumin Seeds	46	3,553,150,000	118,616
Soybean Meals	57	4,437,700,000	148,146
Total	341,276	30,962,038,250,000	1,033,618,369

* 1 USD = 29,955 IRR/Source: Central Bank of Iran (Sept 26th)

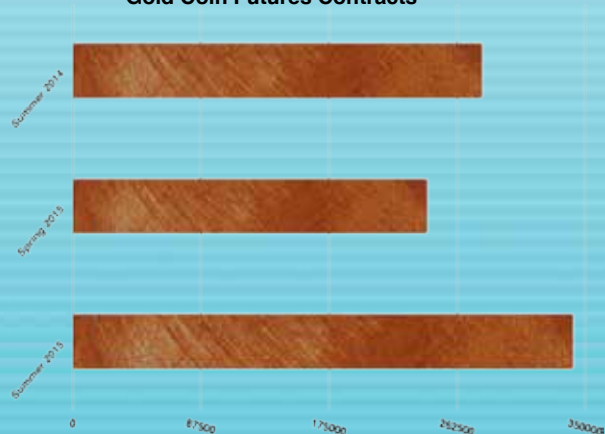
Soybean Meals Futures Contracts



Cumin Seeds Futures Contracts



Gold Coin Futures Contracts





Spot Market Trading Statistics (Spring & Summer 2015)

Commodity Groups	Summer 2014			Summer 2015			Percent Variation	
	Volume (T)	Value (IRR)	Value (USD)*	Volume (T)	Value (IRR)	Value (USD)*	Volume	Value
Metals and minerals	2,178,304	33,911,779,138,000	1,132,090,774	3,086,238	35,957,226,550,000	1,200,374,781	42%	6%
Petrochemical	3,003,469	42,571,231,326,768	1,421,172,803	2,998,192	40,901,495,292,076	1,365,431,323	0%	-4%
Agricultural	442,615	4,341,129,560,000	144,921,701	227,805	3,469,531,565,000	115,824,789	-49%	-20%
Gold	42	47,961,556,000	1,601,120	128	145,134,380,000	4,845,080	205%	203%
Secondary Market	5,229	48,206,939,000	1,609,312	7,361	53,557,353,000	1,787,927	41%	11%
Total	5,624,388	80,920,308,519,768	2,701,395,711	6,312,235	80,473,387,787,076	2,688,263,901	12%	-0.6%

* 1 USD = 29,955 IRR/Source: Central Bank of Iran (Sept 26th)

Spot Market Trading Statistics (Summer 2014 & 2015)

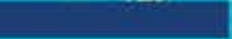
Commodity Groups	Summer 2014			Summer 2015			Percent Variation	
	Volume (T)	Value (IRR)	Value (USD)*	Volume (T)	Value (IRR)	Value (USD)*	Volume	Value
Metals and minerals	3,255,359	50,173,213,241,000	1,674,952,871	3,086,238	35,957,226,550,000	1,200,374,781	-5%	-28%
Petrochemical	2,917,889	57,343,314,072,665	1,914,315,275	2,998,192	40,901,495,292,076	1,365,431,323	3%	-29%
Agricultural	7,155	106,209,900,000	3,545,648	227,805	3,469,531,565,000	115,824,789	3084%	3167%
Gold	35	42,378,391,000	1,414,735	128	145,134,380,000	4,845,080	266%	242%
Secondary Market	Na	Na	Na	7,361	53,557,353,000	1,787,927	Na	Na
Total	6,180,438	107,665,115,604,665	3,594,228,530	6,319,724	80,526,945,140,076	2,688,263,901	2%	-25%

* 1 USD = 29,955 IRR/Source: Central Bank of Iran (Sept 26th)





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