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Market Overview of Automotive Sector in Iran

1

Passenger & Light
Commercial Vehicle
Market Overview

Market Segmentation

Market Size – Historical and current

Drivers & Challenges

Key Trends & Recent Development

Market Size – Forecast

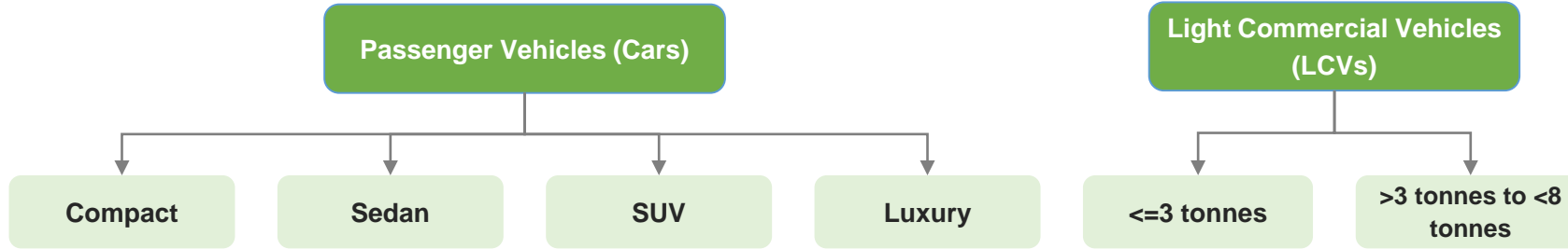
Market Share – Passenger Vehicles (Cars)

Competition Overview

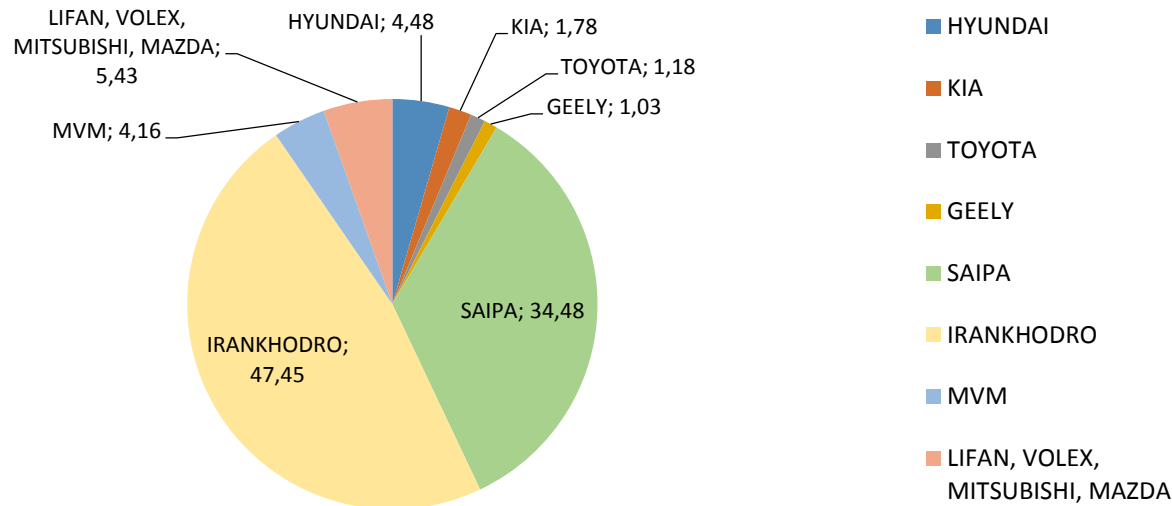


Iran Automotive Market Segmentation

Market Segmentation: Passenger and Light Commercial Vehicles



Market segmentation by brand



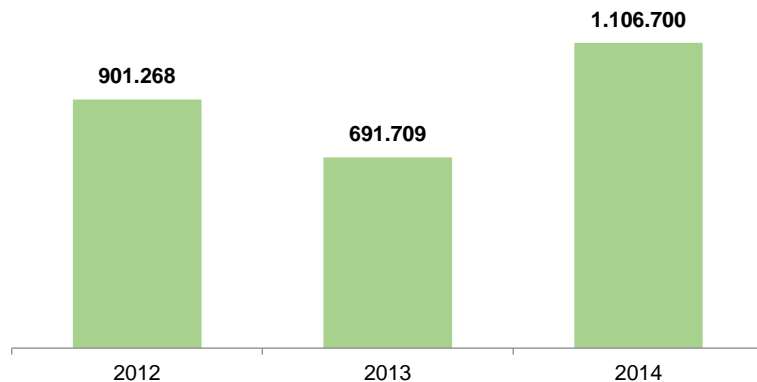


Market size

Automotive is the Iran's second most developed industry, approx. 3% of the GDP. According to the main statistics within 2025 the GDP share is expected to increase to 4,1%

Passenger Vehicles (Car) sales in Iran

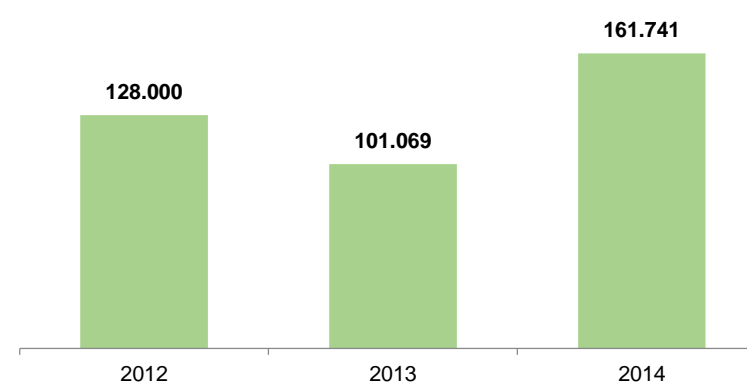
Figures in actuals (units) | CAGR: 10.8%



- Until the beginning of 2014, Iran was not accessible to western market players, notwithstanding industry. With sanctions on nuclear activity, nearly all western companies withdrew from the Iranian market. This translated into a 23% y-o-y decline in passenger car sales in 2013
- Passenger car sales increased 60% y-o-y in 2014

Light Commercial Vehicles (LCV) sales in Iran

Figures in actuals (units) | CAGR: 12.4%



- The light commercial vehicle market in Iran was impacted by significant norms and sanctions in 2012-13
- Many small assemblers and OEMs were forced out of business. Large players survived only with the help of official financial aid
- In 2013, LCV sales in Iran declined 21% y-o-y
- LCV sales in Iran surged 60% y-o-y in 2014



Drivers & challenges

Passenger Vehicle Market

Drivers	Key points	Future impact	Relative impact
Large and underserved market	<ul style="list-style-type: none"> Iran is the second largest country in the Middle East in terms of population. It has the largest auto industry, with 70 million potential customers currently 	↑	●
Devaluation of Iranian currency	<ul style="list-style-type: none"> Sharp devaluation of the Iranian currency (more than 200%) following reinforcement of sanctions significantly drove prices of imported cars. Consequently, many customers opted for domestic cars, thereby strengthening the domestic auto industry 	↑	●
Comparative advantage	<ul style="list-style-type: none"> In foreign currency terms, car manufacture in Iran costs around USD2,500, whereas an average imported car is sold for approximately USD8,000, creating a comparative advantage for domestic car manufacturers. With production of 1.1 million vehicles in 2014, Iran has been able to save almost USD6 billion 	↑	●
Increase in per capita income	<ul style="list-style-type: none"> Increase in disposable income and a growing middle class should create high demand for new cars in Iran over the medium term 	↑	●
Challenges	Key points	Future impact	Relative impact
Sanctions and uncertainty over nuclear agreement	<ul style="list-style-type: none"> Before economic sanctions were imposed, Iran was the largest car producer in the Middle East. Output dropped to less than 700,000 in 2013 from 1.5 million units in 2011. With a decline in production, prices surged nearly 300%. Besides, the quality of domestic cars dipped. The country faces high inflation (25%) and unemployment (>20%) due to the sanctions Iran is trying to mandate stringent preconditions before allowing foreign car manufacturers back into the country, which could deter some inward investment. However, with fewer sanctions, the auto market is expected to revive over the medium term 	↓	●
Lack of access to finance	<ul style="list-style-type: none"> Bank loans and business cycles are key in domestic production. Iran's lack of access to liquidity and international financing hinders further growth in the auto industry and sustainable economic growth. Each of the major producers in the country needs loans of at least USD500 million to expand and update facilities 	↓	●



Drivers & challenges

Light Commercial Vehicle Market

Drivers	Key points	Future impact	Relative impact
Government initiatives	<ul style="list-style-type: none"> Iranian authorities are considering an increase in tariff on auto imports to 70% from an already high rate of 40% to encourage domestic auto production. The government tried to hedge the auto industry from the economic downturn and the sanctions imposed by the West by expanding trade relations with Eastern Europe and China 	↑	●
Growth in logistics industry	<ul style="list-style-type: none"> Easing of sanctions would unlock Iran's logistics potential, which is the major end-use market for light commercial vehicles. The country offers an alternative to conventional shipping routes between Asia and Eastern Europe. By by-passing the Suez Canal and utilizing road and rail transport, considerable money and time can be saved. The estimated cost and time saving could be as much as 30% and 40%, respectively 	↑	●
Challenges	Key points	Future impact	Relative impact
Rise in fuel prices	<ul style="list-style-type: none"> In 2015, Iran increased fuel prices by 40% and scrapped an eight-year rationing program for private motorists. Iran is scaling back the subsidy program stating that it has squeezed public finances 	↓	●
Lack of access to finance	<ul style="list-style-type: none"> Iran reports the highest casualties caused by traffic accidents in the world. Consequently, the government has raised safety standards for both new models and vehicles already on the road. There are mandatory routine inspections. The Institute of Standards and Industrial Research of Iran (ISIR) is responsible for ensuring quality of after-sales service. These checks are a speciality of the Iranian market and any OEM entering Iran would face the same 	↓	●



Key Trends and Recent Development

Enforcement of Euro IV norms, CNG-compliant vehicles, and scrapping old polluting vehicles are key trends in Iran's auto industry



The auto industry accounts for 10% of Iran's GDP and 4% of its workforce, second only to the oil & gas industry. There are around 13 public and private auto manufacturers in Iran, with IKCO and SAIPA accounting for about 94% of the domestic production



Iran's largest export market is Iraq. During the first six months since March 2014, exports to Iraq accounted for 60% of the passenger car production in Iran



Hyundai and Kia Motors are the major exporters of cars to Iran. However, auto imports to the country fell nearly 70% during the first two months of the current Iranian calendar year (starting March 21, 2015)



Iran has managed to enforce Euro IV norms in eight cities, including Tehran, Karaj, Arak, and Tabriz; convert all public cars into compressed natural gas (CNG)-compliant vehicles; and successfully implement a vehicle scrappage program to ensure old, highly polluting vehicles are off the streets



Joint ventures and partnerships are the most popular go-to-market strategies used by major players in Iran's auto industry. Any joint venture between Iranian and foreign auto manufacturers would require domestic companies to produce 40% of the output (which, interestingly, could rise to 85% over the next five years)

Key Trends and Recent Development

Government encourages automakers to upgrade quality and develop new technologies such as electric cars

In 2014, the Iranian government mandated domestic auto manufacturers to upgrade vehicle quality through close collaboration with academic and research centers. Iran Khodro (IKCO) reported it would be compliant with Euro VI norms and similar global standards by 2026

By June 2014, models such as Peugeot 206, L-90, Samand and Tiba had begun conforming to Euro IV standards

Nearly 137,000 commercial vehicles are currently plying Iran's roads; of these, 67,000 need to be replaced

Production of sedans stood at 530,313 in the first half of the Iranian calendar year ((March 21–September 22, 2014), which is nearly 70.8% more than the previous year

The Iranian government is encouraging the development of new technologies such as electric and CNG cars. In 2008 and 2009, the government spent more than USD3 billion on CNG infrastructure, as part of its plan to convert the fuel policy from gasoline to CNG. With the world's second largest natural gas reserves after Russia, Iran became the world leader in natural gas vehicles in 2011, with around 2.9 million on the road

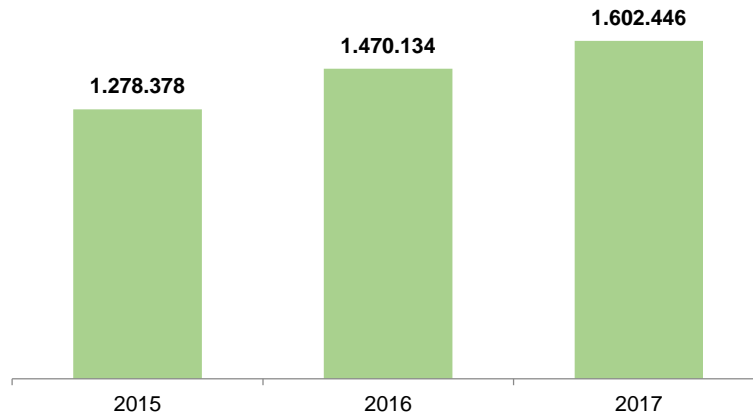


Market Size and Forecast

Iran's passenger car and LCV market to grow at 12% and 10.3% CAGR respectively, with re-entry of foreign auto manufacturers over 2015–17

Passenger Vehicles (Car) sales in Iran

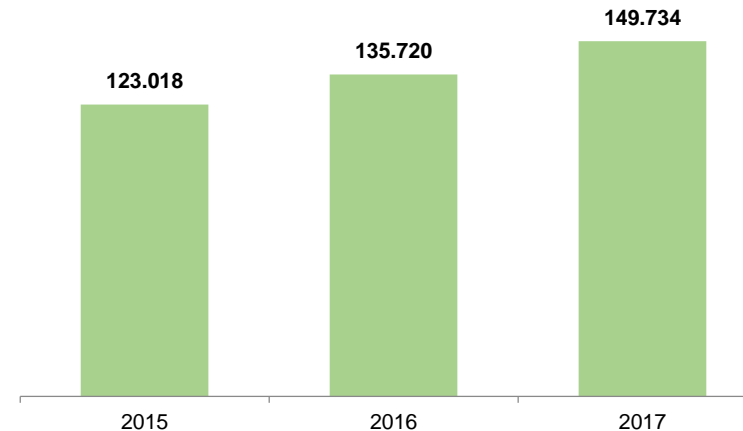
Figures in actuals (units) | CAGR: 12%



- With a population of approximately 78 million, competitive wage rate, low energy cost, and low land value, Iran can reinstate its position as the go-to-market for auto manufacturers
- With foreign manufacturers re-entering the Iranian market, vehicle production in the country is expected to increase 27.8% y-o-y in 2015, led by 30.0% y-o-y growth in the production of passenger cars

Light Commercial Vehicles (LCV) sales in Iran

Figures in actuals (units) | CAGR: 10.3%

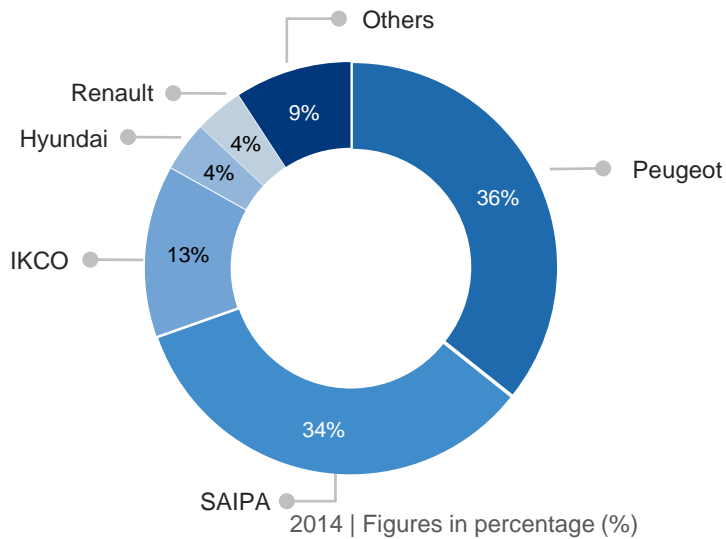


- The P5+1 nations (Russia, China, the US, the UK, France, and Germany) reached a permanent deal with Iran regarding its nuclear program in 2015. Thus, the outlook for recovery and development in Iran's auto sector is expected to be highly positive
- Increased access to technology, kits, and components from foreign partners would boost the slowing light commercial vehicle market in Iran



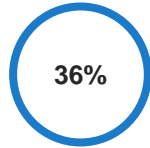
Market share

Passenger vehicles (cars)



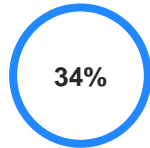
892,046 units

Peugeot dominated with 36% market share in 2014, followed by SAIPA (34%) and IKCO (13%)



Peugeot

- Before exiting the Iranian market, Peugeot offered cars such as Peugeot 405, Peugeot Pars, Peugeot 206, Peugeot 206 SD, and Peugeot 207 through its partnership with IKCO
- The company entered the Iranian market in 1989 with its 405 model, seeking help from IKCO



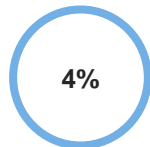
SAIPA

- SAIPA's popular product offerings include sedans such as SAIPA Tiba and SAIPA Pride; H220, H320 and H330; and SUVs such as Koleos, V5, New Murano, and CS35



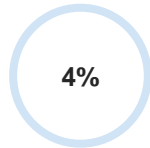
Iran Khodro (IKCO)

- Founded in 1962, IKCO produces multi-brand passenger and commercial vehicles. Its brand portfolio includes Peugeot, Mercedes Benz, Renault, and Suzuki; and models such as Runna, Dena, Soren, Arisan, and Samand. IKCO has eight plants in Iran, with production capacity over 1,340,000 units



Hyundai

- Hyundai sells passenger cars in Iran through Assan Motors, its exclusive distributor since 1992
- The company offers cars such as i20, Accent, Sonata, Santa Fe, Elantra and ix35 in Iran



Renault

- Renault produces two models locally: Tondar 90 (aka Dacia Logan), R90 and Renault Megane
- In 2004, Renault signed a deal permitting the creation of Renault Pars through a JV with two major Iranian car manufacturers



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Competition Overview: Passenger Vehicle Market

Peugeot seeks joint venture with IKCO to turn Iran into production base for car exports to MENA, SAIPA, IKCO.

Renault plan new car launches in Iran



Peugeot

New Plants

PSA Peugeot-Citroen is seeking to establish a 50:50 joint factory to manufacture 208, 301, and other models with previous partner Iran Khodro and export 30% of the output

Future Plans

Peugeot is targeting 400,000 car sales in Iran and has already signed a distribution agreement to sell its luxury DS brand

Future Strategy

In the longer term, Peugeot seeks to turn Iran into a production base, exporting cars to the rest of the Middle East and Africa



SAIPA

New Offerings

SAIPA launched Brilliance H230 and H330 models

New Plants

SAIPA, Iran's second largest car manufacturer, launched two assembly lines in cooperation with China's Brilliance Auto in May 2015

Planned JVs and M&As

SAIPA is in talks with France's PSA Peugeot Citroen and Renault, Germany's Mercedes-Benz, and Sweden's Volvo to finalize deals on joint production of cars in Iran



IKCO

New Offerings

IKCO has begun production of a new SUV, Haima S7

IKCO has unveiled its new energy efficient product line

New Plants

IKCO has begun exporting vehicles to Algeria, Tajikistan, Iraq, and Ivory Coast

Oman has requested IKCO to establish a production site in the country, financed by Muscat

Planned JVs and M&As

IKCO would soon sign a cooperation agreement with Mercedes Benz and Austrian car manufacturers



Hyundai

Existing Facilities

In 2004, first Iranian-made Hyundai vehicles were produced with local partner Kerman Motor Company

The CKD (Complete Knock Down) assembly facility with Rayen Vehicle Manufacturing Company (RVMCO) in Tehran manufactures Hyundai Accent and Elantra

Iran Khodro Diesel (IKD) Co. produces Hyundai Mighty and Hyundai Chorus

Kerman Khodro and Rain Khodrosazan introduced i10. Rain Khodrosazan also manufactures Hyundai Avante, Verna and Sonata



Renault

New Offerings

In 2014, Renault announced an agreement with ISNA, Iran's largest state-owned car manufacturer, to import Renault Clio 4 and Captur

New Plants

Renault plans to quadruple production in Iran

Renault plans to produce 500 vehicles daily by the end of December 2015

Planned JVs and M&As

Renault is in talks with SAIPA to purchase equity in its Pas Khodro subsidiary



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Competition Overview: Light Commercial Vehicle Market

Daimler seeks partnership with IKCO

Volvo ties up with SAIPA to re-enter Iran's commercial vehicle market



Volvo

New Plants

In June 2015, Volvo re-entered Iran with a production line for a new range of Volvo FH trucks at SAIPA Diesel, west of Tehran

The new leg includes the production of Globetrotter High cab vehicles, with a 500 horsepower engine, compliant with Euro 4 emission standards

Future Plans

New Volvo trucks H500 would be introduced in Iran in 2015, with 15% produced domestically



SAIPA

Product Offerings

Z24 pick-up, New pick-up, Rich, SAIPA 151, PADRA, and SHOOKA pick-up

New Plants

SAIPA unveiled the production line for a new Volvo truck at SAIPA Diesel

Planned JVs and M&As

SAIPA Diesel is in talks with Mercedes Benz and Renault Trucks to produce light, heavy, and trailer trucks as well as buses, minibuses, and electric buses



IKCO

Product Offerings

Paykan Bardo pick-up and Arisun pick-up

Planned JVs and M&As

Iran Khodro may sign a deal with Daimler to manufacture trucks, vans, and buses in the near future

New Offerings

Iran Khodro Diesel (IKD) launched an unnamed pick-up, the A7 articulated truck, and the Aria rigid truck in 2014. The new products in IKD's pipeline for 2014 included a van, a trailer, a light truck, a minibus, and an accordion bus



Renault Trucks

New Offerings

Renault Trucks plans to introduce C, D, and K product ranges

Dealerships

Arya Diesel Motor is the exclusive dealer for Renault Trucks heavy range in Iran

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Automotive Component Market Overview

Market Size – Historical and Current

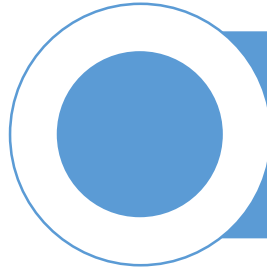
Import and Export of Automotive Components from Iran

Drivers & Challenges

Key Trends & Recent Development

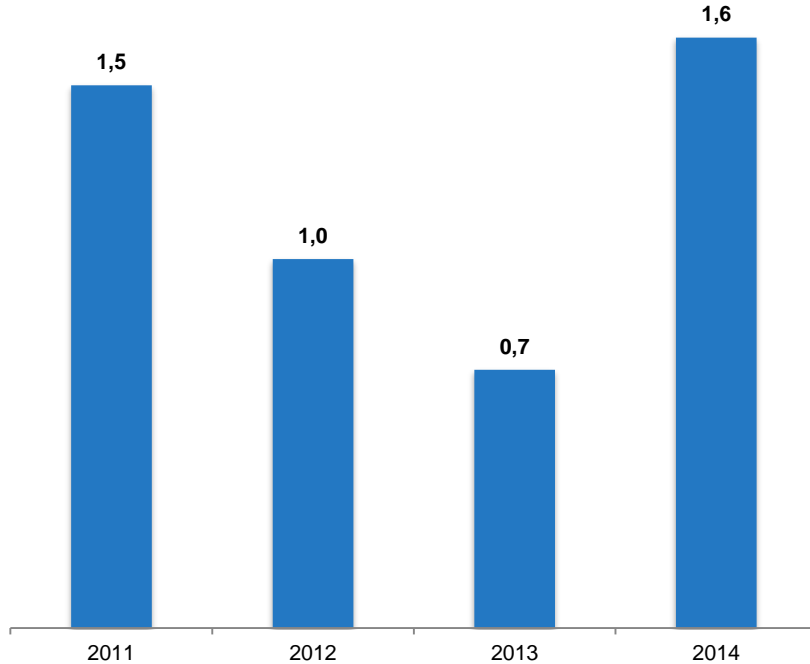
Competition Overview – Automotive Components

Competition – Recent Developments



Market Size

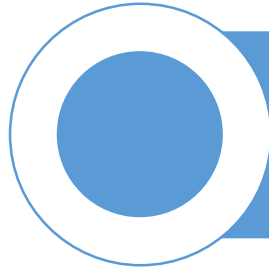
Auto component market in Iran increased at a CAGR of 3% between 2012 and 2014, driven by increase in foreign investment



Auto Component Market* in Iran

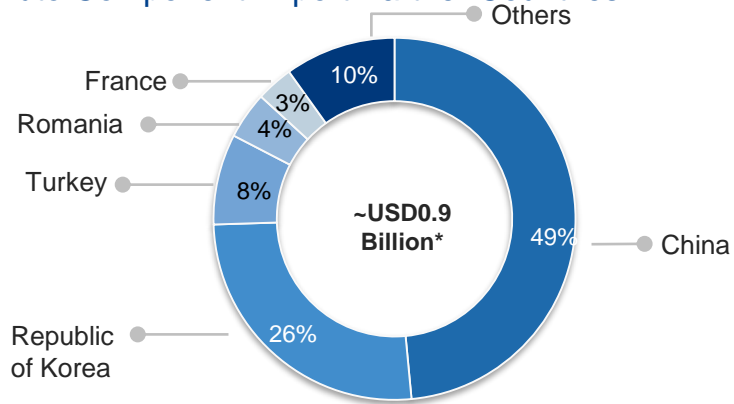
Figures in USD billion^ | CAGR: 3%

- As the sanctions imposed forced the Western companies to withdraw from the Iranian market, the domestic players tried to cover the demand-supply gap of auto parts through localization and import of Chinese spare parts.
- The plan flopped as the both the local and Chinese products could not compete with the Western quality standards
- The sector showed a sharp decline of 30% between 2011 and 2013 as the companies faced reduced sales and high receivables
- The auto part manufacturing sector has been the one registering the largest number of bankruptcies in Iran. Nearly 50% of all firms filing bankruptcy are auto part manufacturing companies
- The domestic auto parts manufacturing sector still relies heavily on Western technology and imports
- 60% of the total autos spare parts demand in Iran is being fulfilled through imports
- To aid the ailing sector, the government has approached foreign investors willing to transfer their technology and knowledge into the country's automotive and auto component sector to decrease the Iran's reliance on Chinese imports
- In exchange, the investors have been offered untouched markets not only in Iran but also in the neighbouring region



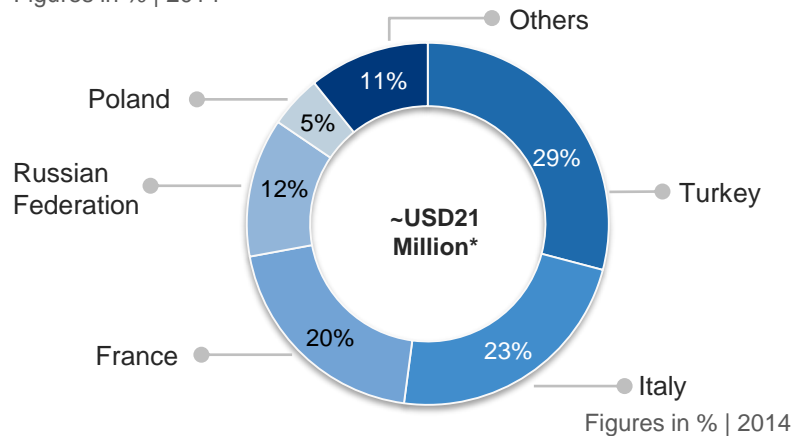
Import and Export of Automotive Components from Iran

Auto Component Import Partner Countries



Auto Component Export Partner Countries

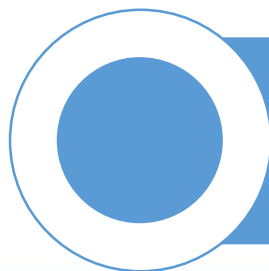
Figures in % | 2014



Auto spare parts exports from Iran projected to grow in the near future

- Prior to the tightening of the sanctions, Iran produced high quality auto spare parts conforming with international standards
- The sanctions, however, slowed the industry's development and left auto manufacturers with no choice but to purchase low quality Chinese products, which considerably impaired the quality of Iranian cars
- Iran is looking to move away from state ownership and is encouraging joint ventures for auto parts manufacturers
- The government has been encouraging domestic auto component manufacturers to comply with internationally accepted quality and energy efficiency standards such as six sigma, ISO and Euro emission norms to attract global OEMs
- The market is increasingly adapting to various process and quality requirements from Turkey, Italy, France, Russia and Poland, thereby supporting exports
- The automobile component manufacturers are expecting a breakthrough in exports as OEMs from foreign countries re-enter the market.

* Import and export values do not include parts & accessories of motorcycles



Drivers & Challenges

Drivers	Key points	Future impact	Relative impact
Reviving automobile industry	<ul style="list-style-type: none"> Sales of new vehicles in Iran surged 60% y-o-y in 2014. With more than 15 million vehicles in use in Iran, it is emerging as a good market for auto components and spare parts 	↑	●
Foreign firms seeking a return	<ul style="list-style-type: none"> Iran is the second largest country in the Middle East in terms of population. It has the largest auto industry in the region, with 70 million potential customers and low labor costs. Also, foreign firms can now own up to 51% of Iran's automobile companies. Companies such as Peugeot, Renault, Suzuki, and Mercedes Benz are seeking to enter the market through partnerships with local firms 	↑	●
Availability of raw materials	<ul style="list-style-type: none"> Due to strong growth in the aluminum, steel, foundry and petrochemical industry, Iran has a comparative advantage over other countries when it comes to availability of metal and polymer materials for auto components 	↑	●
Emerging auto hub	<ul style="list-style-type: none"> Iran is emerging as a automobile and auto part hub for supplying and exporting to countries in the Middle East 	↑	●
Challenges	Key points	Future impact	Relative impact
Financial pressure	<ul style="list-style-type: none"> Sanctions were introduced under the pretext that auto parts might be used to produce military equipment. The sanctions were cited to be the major reason behind the long delay in delivery of vehicles due to lack of auto parts. This is exerting financial pressure on auto part makers, as vehicle manufacturers are failing to make payments in the stipulated time and about 10,000 people have been laid off 	↓	●
Reduction in subsidies	<ul style="list-style-type: none"> The industry was dealt a further blow with the announcement that the long-standing energy subsidies would be reduced dramatically and petrol prices would rise. This is expected to have a negative impact on the production and sale of new vehicles in the country, thus thwarting growth of the auto component industry 	↓	●
Quality issues	<ul style="list-style-type: none"> The departure of foreign (Western) firms from the country between 2011 and 2013 forced local players to become self-sufficient in terms of auto components. However, the attempts to produce all components internally have been hindered by insufficient technology support, while imports from China have come at a cost of several quality issues 	↓	●

Key trends and recent developments

Increasing imports, auto parts manufacturing hub in Tehran and ban on Chinese imports are the key trends observed in Iran's auto component industry

The auto component market in Iran consists of approximately 1,200 companies (15,000 factories), which include those affiliated to vehicle manufacturers as well as independent firms

As of 2015, Iran imported 60% of its auto spare parts requirement. Most of the vehicles manufactured in Iran are under license from foreign companies, thus making Iran heavily reliant on them for critical imports, ranging from engines to airbags

Iran has converted all public cars to run on compressed natural gas and has 3.7 million gas-fueled cars on road. However, it still lacks a proper mechanism for providing repair services and spare parts for such vehicles

Auto and auto parts companies are making a beeline to Tehran's influential Sadeghiyeh district for setting up manufacturing and assembling plants

In September 2015, Iranian Minister of Industries, Mines and Trade made an announcement that ordered domestic car manufacturers to stop using Chinese auto parts in their products due to poor quality, and encouraged exports of Iran-made diesel engines

Key trends and recent developments

Auto component manufacturers weighed down by financial pressures; several auto makers fail to make timely payments

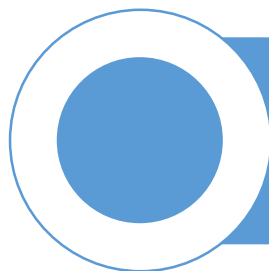
Major auto makers owe approximately USD1.3 billion to auto part makers in Iran. SAIPA, Iran's second largest carmaker, failed to pay debt to auto parts manufacturers and is in arrears by over five months

About 300,000 workers are expected to be laid off, while many have not received wages due to stagnant sales, high receivables and very thin margins. Many firms have also filed for bankruptcy

The government announced allocation of USD59 million as aid to IKCO and SAIPA, the products of which have been boycotted by domestic consumers through an online campaign for months over their high prices and low quality

Bumper is one of the high consumption parts and is highly demanded in the market. Although shipping cost is high, the raw materials (polymeric) are cheap, making bumpers a very good investment

Joint ventures and partnerships are the most popular go-to-market strategies used by major players in Iran's auto component industry, as the Iranian partner is more familiar with the business situation in the country. The role of technology and technique provided by the foreign partner is more important in comparison to that of investment made



Competition Overview

Presence of around 1,200 players in the auto component market

Bahman Group, IPMC and SAPCO are the key players



Bahman Group

Overview

It manufactures and assembles auto parts through its sister company IDM Co

Offerings

Chassis parts

Pick-up seats

Fuel tank

Bahman motor parts

Assembly

Painting

Customers

Mazda

Bahman

ISUZU



Sazeh Gostar

Overview

It is the pioneer in supplying localized auto parts for various cars

Offerings

Steering wheel & seat system

Suspension & front chassis

Brake and exhaust system

Ventilation & cooling system

Electronic & actuators system

Exterior and interior parts

Customers

SAIPA

Nissan

Citroen



IPMC

Overview

It manufactures pistons and piston pins for petrol, gasoline and diesel engines

Offerings

Gasoline engine pistons

Diesel engine pistons

Customers

Peugeot

Kia – Pride

Peykan

Nissan pick-up

Renault

Benz

Volvo



Monavari Brothers Industrial Group

Overview

It manufactures electrical parts and components for light and heavy vehicles

Offerings

Starter

Alternator

Solenoid

Field coil

Brush holder

Housing

Starter shell

Starter drive



SAPCO

Overview

SAPCO is exclusive auto parts supplier to Iran Khodro

Offerings

Engine & body parts

Polymer & plastic parts

Forged & electric parts

Suspension and brake system

Power train and air-conditioning parts

Radiators & wheel rings

Customers

Peugeot 206 & 405

Samand

Runna

Logan

Competition Overview

IDEM collaborating with Mercedes Benz to produce auto components for commercial vehicles

IDEM

- Mercedes-Benz is seeking to purchase 30% of Iranian Diesel Engine Manufacturing (IDEM)'s shares to produce trucks, autobuses and auto components in the city of Tehriz, Iran
- Mercedes-Benz will cooperate with IDEM, which is a subsidiary of the country's key auto brand Iran Khodro, for the production of a truck brand named Actros, Arna mini-trucks as well as Arian mini-buses
- IDEM will also manufacture engines for Arisun, a commercial vehicle in IKCO's product portfolio
- Daimler is in discussion with IDEM to produce diesel engines like OM924, OM 926 and OM457 and improve emission standards of its products to Euro 5 and Euro 6

Renault Pars

- Renault Pars is a joint venture between Renault and the Industrial Development Renovation Organisation (IDRO). It assembles jeep automobiles and supplies genuine auto parts to Iran Khodro and SAIPA
- It confirmed the inauguration of a Renault Sandero assembly line at its Tabriz plant in Iran
- Renault Pars will produce 2,535 units of Sandero in 2015, which is expected to grow to 16,379 units in 2016

IPCO

IPCO co-designing engines with Germany's FEV

- Latest addition to Iran Khodro Power Train (IPCO)'s portfolio is the TC7 engine, co-designed with the help of Germany's FEV under a joint project
- The company is also developing a diesel engine for Soren, which is the first passenger car with a diesel engine that is being manufactured by IKCO
- IPCO announced plans to design and produce a 3-cylinder engine
- IPCO plans to increase its engine production by around 14.5% y-o-y in 2015

Competition Overview

Apollo Tyres makes new additions to product range for Iran

SAIPA

- Iranian automaker SAIPA has planned to begin exports of automotive component parts to Turkey
- The company aims to export 20% of its domestic production to Latin America, Africa, the Middle East, and the Commonwealth of Independent States (CIS) by 2016
- It also plans to unveil its new passenger car, SAINA. It has passed the Euro IV European Emission Standards with a 1.5lit Engine and is equipped with ABS and EBD brake system
- SAIPA is seeking German expertise to build low-consumption and clean engines

Apollo

- Tire manufacturer Apollo launched new variants of the Apollo Endurance range of Truck - Bus Radials (TBR) for the Iranian market
- New additions – MA737, HA, HD and RD – were unveiled in association with the company's Iranian business partners, Alton Rah Tohid Jonob Khozestan Coop Co.

IKCO increasing capacity of TU5, TU3 and EF7 engines

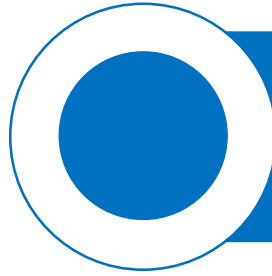
IKCO

- To promote its brand, Iran Khodro (IKCO) launched new engine designing and production projects, such as increasing the capacity and quality of TU5, TU3 and EF7 engines
- IKCO changed the old assembly line of Peykan engine to produce TU3 engine, and plans on decreasing the production of XU7 engines and increasing that of EF7 and TU engines. IKCO produces 300 sets of EAF each day and is planning to raise the number to 600 sets in the near future.
- Under the EF series, IKCO will start production of EFD engines toward the end of 2015
- IKCO established Avrand Plastic Company for expanding cooperation between domestic and international parts suppliers



ITALIAN TRADE AGENCY

ICE - Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane



Key market players

Spare parts dealers in Iran

Company Name : AZAR KIA PRO. IND. CO Manager : Phone : (+98-21) 33113119 Fax : (+98-21) 8715328 Email : azarkia.co@gmail.com WebSite : http://azarkia.ir/	Address : Factory Address : Products : spare part import of Peugeot
Company Name : Manager : rrozbeh taghizade Phone : (+98-21) 4503760, 4520895 Fax : (+98-21) 4503960 Email : taghizaderoozbeh@yahoo.com WebSite :	Address : Factory Address : Products : spare part for tiana
Company Name : Global Tejarat Manager : amir neisani Phone : (+98-0935)6062502 Fax : Email : amir.neisani@gmail.com WebSite :	Address : No. 505, Goldis Tower., Sadeghieh Sq., Tehran, Iran Factory Address : Products : Porches , Kia, Hyundai spare part
Company Name : OGIPS CO. Manager : Eng. Bahram Gomari Phone : (+98-21) 66755175-7 Fax : Email : info@ogips.com WebSite :	Address : No. 336, next to cina hospotal., Emam Khomeini st, Tehran, Iran Factory Address : Products : Porches spare part
Company Name : AKHSHAN MFG. & IND. CO. Manager : Phone : (+98-21) 33993352 Fax : (+98-21) 33916671 Email : support@forosh.com WebSite : http://saipa-ezam.vcp.ir	Address : No. 101, South Shaghayegh Blvd., Nour Sq., Kashani Blvd., Tehran (14837), Iran Factory Address : Products : pride spare part
Company Name : Manager : Alborz Mohammadi Phone : (+98-21) 33978805 Fax : Email : alborzniki@yahoo.com WebSite :	Address : No. 518 Ahanin Mall., Ekbatan ,Tehran , Iran Factory Address : Products : Hyundai spare part
Company Name : Manager : nader reboushe Phone : 00905352080010 Fax : Email : WebSite :	Address : Factory Address : Products : exia3 Citroen/Peugeot
Company Name : KAZEMI BROTHERS CO. Manager : A. M. Ohadi Phone : +98 21 66629700 Fax : Email : info@irankomatsu.com WebSite : http://www.irankomatsu.com/	Address : No 123 & 125 , Opposite to Tejarat bank , Zarand St , Azari Juncture , Tehran , Iran Factory Address : Products : IMPORTER OF CONSTRUCTION MACHINERY SPARE PARTS
Company Name : Geely Part CO. Manager : Hamidreza Jooghataii Phone : (+98-21) 33960523 Fax : (+98-21) 5001350 Email : WebSite :	Address : No. 16, Kaveh Mall. Kaveh St., Tehran , Iran Factory Address : Products : Geely spare Part
Company Name : ELECTRONIC OF IRAN KHODRO CO. (ELIKCO) Manager : F.Moghaddam Nejad Phone : (+98-21) 2057548 Fax : (+98-21) 2058678 Email : info@elikco.com WebSite : www.elikco.com	Address : No. 48, West Nahid Ave., Africa Blvd., Tehran (19664), Iran Factory Address : Products : Automotive electronic parts, Automotive wire hanhness, Electronic control unit, Oxygen sensor, Trading & Importing audio/video system for cars & commercial vehicle
Company Name : Geely Part2 CO. Manager : Mehdi Jalili Phone : (+98-21) 44737465 Fax :	Address : Amirkabir st., Golestan, Tehran, Iran Factory Address :

Email : WebSite :	Products : Geely spare Part
Company Name : Arg Part CO. Manager : Poua Moinifari Phone : (+98- 021) 33969529-33969423 Fax : (+98-21) 33969423 Email : argpart@gmail.com WebSite :	Address : No 2, NilooFar mall, Azar Toos st., Tehran , Iran Factory Address : Products : spare part import of Lifan
Company Name : star Benz CO. Manager : Aydin Jahan Bakhsh Phone : (+98-21) 36610597 Fax : (+98-231) 36611227 Email : info@starbenz.ir WebSite :	Address : Toseh St., 2nd Phase, Shargh Industrial City, Semnan (35351), Iran Factory Address : Products : spare part import of Mercedes_Benz
Company Name : Part Darush Yadak Manager : Darush Alizadeh Phone : (+98-21) 33915116 Fax : (+98-21) 33927995 Email : info@pdycoltd.com WebSite :	Address : Sepah-e Eslam St., Km. 11th of Karaj Rd., Tehran, Iran Factory Address : Products : car spare part
Company Name : donyaye sanat CO. Manager : Phone : (+98-76) 35278443-4 Fax : (+98-76) 35278445 Email : WebSite : http://www.dsrqeshm.ir/	Address : Qeshm island Factory Address : Products : spare part for Toyota and Lexus
Company Name : Pouya Rahbaran Khodro CO. Manager : Phone : (+98-21) 8885381, 8795917 Fax : (+98-21) 8885380 Email : WebSite :	Address : No. 2, Baradaran Alley, Tavanir St., Vali-e-Asr Ave., Tehran (14349), Iran Factory Address : Products : spare part of fiat, Hyundai, Kia and Toyota
Company Name : Part Yazd CO. Manager : Phone : (+98-21) 6156 Fax : (+98-21) 66424755 Email : info@partyazd.com WebSite : http://www.partyazd.com/	Address : G. Fl., No. 235, Azadi Ave., Tehran , Iran Factory Address : Products : spare part of Toyota
Company Name : Hiva Part CO. Manager : Phone : (+98-21) 88653592 Fax : (+98-21) 8830189 Email : WebSite :	Address : No. 10, 32 st., Valiasr Ave Tehran, Iran Factory Address : Products : Spare Part of Kia and Hyundai
Company Name : pooyarahbaran khodro CO. Manager : Phone : (+98-21) 44009247-9 Fax : (+98-21) 44009246 Email : Info@pooyarahbaran.com WebSite :	Address : 1 st boostan aley, Kashani Blvd., sadeghieh sq. Tehran. Iran Factory Address : Products : import of spare part
Company Name : Pardazesh Khodro. Manager : mansoori Phone : (+98-21) 48901 Fax : (+98-21) 4907202-03 Email : irankhodro@ikco.neda.net.ir WebSite : www.irkhodro.com	Address : Factory Address : Products : manufacturer and importer of automotive parts
Company Name : Yaghoub Rezai industrial group Manager : : Yaghoub Rezai Phone : (+98-21) 33998660 Fax : (+98- 21) 33998660 Email : WebSite : www. PardazeshKhodro..com	Address : No. 8 Kaveh Mall. Kaveh St., Mellat st., ekbatan st., emam Khomeini sq. Tehran , Iran Factory Address : Products : EURO PARTS CAR - YAC TAIWAN
Company Name : KABIR SAFETY GLASS CO. Manager : Hassan Kouzehgari Phone : (+98-231) 52522, 52527 Fax : (+98-231) 52523 Email : WebSite :	Address : Pajouhesh St., 2nd Phase, Industrial City, Semnan (35351), Iran Factory Address : Products : Laminated glass sheets for automobiles, Unbreakable glass
Company Name : TOLIMA CO. Manager : Eng.Mohammad Kermanchi	Address : No. 434, Azadi Ave., Tehran (13456), Iran

Phone : (+98-21) 6874447 Fax : (+98-21) 6474446 Email : WebSite :	Factory Address : Products : Construction machinery, Road construction machinery, Spare parts for heavy-duty vehicles
Company Name : TOP SERVICE CO. Manager : Ali Asghar Khodabandeh Phone : (+98-21) 2050034-6, 2058987 Fax : (+98-21) 2058477 Email : WebSite :	Address : No. 1395, Opp. Mellat Park, Vali-e-Asr Ave., Tehran (19679), Iran Factory Address : Products : Automobiles, Sole representative of Mercedes Benz passenger cars and Christian Mission ambulances in Iran, Order and sales of cars, After sales services, Procurement and distribution of spare parts