بسم الله الرهن الرحيم

In the name of GOD, the Compassionate, the Merciful.

IRAN, THE HUB OF GRAIN TRADE OPPORTUNITIES & CHALLENGES

Governmental Trading
Corporation of Iran
(G.T.C)

Introduction

- Regional transactions became the most popular pattern for world trade & economic development.
- Iran neighboring 15 countries (by land & sea)
- 9 of landlocked countries would be able to reach international waters through Iran.
- Iran has undeniable geopolitics advantages to connect east to west & north to south.

Facts about exporters:

World wheat export : 126 mmt

Russia, Ukraine & Kazakhstan export:
35mmt

 These countries' share in the world's total export will rise from 22% to 35% in 2020

Source: USDA



Comparing between two routes:



Facts about importers:

 Forecasts show that MENA region (middle east & north Africa) will have the most growing demand market in the world.

In 2009-10 Arab League countries imported more than 11 m US\$ wheat.



Russian wheat export will rise from 18.4 mmt to 28.7 mmt

- Kazakh export will rise from 8 mmt to 11 mmt
- Main consumers in MENA region will rise importing to 32 mmt

Deduction

- Iran located between main exporters in north & main importers in south.
 This could be an ideal opportunity to connect them.
- Converting Iran to regional hub of grain would be a win-win situation:
 - Exporters earn greater share in market.

-Importers enjoys lower prices.



Target countries:



Exporters:

Kazakhstan

Russia

Ukraine

the international congress:
"IRAN, THE HUB OF GRAIN TRADE"
Will be held by G.T.C on 23-24th
January 2011 in Tehran.

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ایران، مرکز تجارت غلات منطقه

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