

Iran Risk Business Briefing

Tuesday May 16, 2006



The Law Society,

113 Chancery Lane, London, UK

08.30-13.00

Organised by:



In association with:



Exclusive Analysis
Turning insight into foresight

Iran Risk Business Briefing

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Programme

- 08.30 **Registration and arrival refreshments**
- 08.55 **Chairmans introduction**
Michael Simms, Director of Political Risk, Exclusive Analysis
- 09.00 **Forecasting political risk in Iran: the nuclear timetable**
Simon Sole, CEO of Exclusive Analysis, will deliver an insightful presentation on the evolving political scenarios arising out of Iran's domestic nuclear programme and their implications for businesses
He will discuss:
- Who holds the cards? Key players in Iran and on the international stage.
 - Regime change in Iran?
 - Sanction scenarios and Iran's diplomatic and economic responses
 - Military scenarios and Iranian response options
 - Sector specific risk analysis - energy, marine, cargo and industry
- 09.40 **Risk scenarios: a political risk underwriting perspective**
Meirion Board, Senior Country & Credit Risk Analyst, ACE Global Markets, will deliver a perspective on the political risk scenarios in Iran:
He will discuss:
- Iranian scenarios
 - Iran and global geo-political and economic scenarios
 - How do we respond?
- 10.20 **Networking break**
- 10.50 **Legal issues and will the documents cope?**
Geoffrey Wynne, Partner in Denton Wilde Sapte will speak on the following issues:
- Current international position with reference to US, European Union and UK
 - What documents will contain
 - Loan agreements e.g. illegality clause
 - Force majeure clause
 - What the sanction might be
 - Iran the last time
 - Others
 - Effect on transaction documents
 - Finance documents
 - Letters of credit, performance bonds
 - Commercial contracts
- 11.30 **Iran – Pillars of power and strategic business culture mapping**
Mo Massouleh, Managing Director, ANOUSHAA Limited, will present an overview of the current key institutional power in both their appointed and elected forms as well as outlining the proven SBCM technique for examining the country culture.
His objective lecture will cover:
- Behaviour culture
 - Work systems culture
 - Bedrock culture
- 12.00 **Sandwich lunch and refreshments**
- 13.00 **Close of conference and departure**

Introducing Exclusive Analysis

Exclusive Analysis is a strategic intelligence company which forecasts political and violent risks, including war, terrorism and civil unrest. Through our comprehensive and immediate understanding of the issues and groups that pose a threat of violence and business interruption, we make the future intelligible, predictable and profitable. Our risk forecasts utilise our well positioned global-source base, which reports privileged information to the Global Intelligence Centre based in London. We employ a proprietary intelligence methodology. Exclusive Analysis' multi-lingual team of analysts brings extra cultural depth to our analysis of the socio-economic and political landscape in over 110 countries.

Current users of our products and services include project and trade finance teams worldwide. We offer services to clients across the full international finance field, from early stage investigation through finance raising to project execution. These clients include financiers, borrowers, sponsors, governments, advisers and other suppliers. Our products forecast where risks are set to improve, as well as deteriorate.

In addition to international banking and financial institutions, global insurers also use Exclusive Analysis intelligence to capitalise on new business opportunities and lines, as well as avoid losses. Currently, Exclusive Analysis provides services for five of the 10 largest insurance agencies at Lloyds.

What our clients say:

"Since we have retained Exclusive Analysis we have been better informed and have a clearer idea of what lies ahead. This has allowed Atrium 609 to sustain its policy of knowledge-led underwriting."

Christine Dandridge, Lead Underwriter at Atrium 609

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Nicholas Davies, War and Terrorism Underwriter, Brit Insurance



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Iran Risk Business Briefing

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