

Opposing with selling raw materials and modifying the policy of organizing the oil contracts are required in the post sanction economy of Iran.

I am among those who believe abolition of international sanctions can evolve the industry of oil and gas in Iran .But the issue which must be regarded in the industries of oil and gas in post sanction economy of Iran is programming and making policies in fighting against selling raw gas and discussing about how to use outsider investors in superior industries.

In case of gas ,obviously it must be said that the added value of gas which we can earn is much more than what we earn by selling it raw .But in case of oil the issue is largely different ,your potency in bargaining in OPEC is depended to your production rate, you have to have a high rate of production to be allowed to have something to say . So I believe we have to stop selling the raw gas and replace it with selling the oil products , since it is easier to sell oil in global market.

It must be added that injection of gas in an old oil zone make it possible to extract more oil. We would better use gas for the industries such as petro-chemistry and in the ultimate phase if there is a will and accessibility to more gas resources, then we think about exporting it . Of course our target market, regarding the priority , must be the markets of our neighbor countries such as Turkey and south of Persian gulf and then the countries of southern Europe. After passing all these steps if there were extra amounts of gas , we would act upon LNG by using the capitals of foreign investment.

The other important matter in oil and gas in post- sanction era is the matter of foreign investor and the policy to confront with him. At first I should emphasis that internal investment done by the companies in Iran will not be wasted and more over ,by entering foreign companies and capitals ,the powerful internal companies are capable to cooperate with them . Naturally this matter will change the internal companies to be more successful and prosperous.

The fact is that time is changed and the age of imposing the content of contract from the side of foreign companies to ours is passed . In post sanction economy of Iran the foreign investor will see his interest in cooperating with an internal powerful group. When capitals and foreign companies enter the country, sure will be absorbed by the companies and groups that have gained good experiences during the sanction .

But what have to be noticed in relation to foreign investor is the subject of contracts . the issue that even before the time of sanctions cause a lot of anxieties and dissatisfactions among foreign investors. Foreign investor in the section of oil and gas wish to participate in production which is of course is not adapted with our constitutional law . From this point of view the most of our contracts were concentrated on services . This is why their cooperation with us changed to be limited and pale .

It must be noticed that this form of contracts have little share in global markets and usually the companies deny to accept such trading process , while our rivals in the region suggest more interesting suggestions to the investors.

Do not forget that the oil and gas industries of Iran have had no cooperation with major foreign investors during these thirty three years . The foreign companies came to Iranian market based on reciprocal vendor contracts and did some activities in a specified time about seven or eight years and came out of bazaar afterwards .It seems , regardless the matter of sanctions and due to presence of problems in the content of the contracts , our market has lost foreign investor in long term projects.

But at present ,the foreign companies have positive approach towards the Iranian market and more over, the Iranian side has felt the necessity of revision in the contents of contracts. Certainly foreign countries are interested to be in a market holding huge sources of oil and gas and we on the other side want to enjoy the newest technologies of the world. Undoubtedly the holder of the best oil and gas resources of the world, needs the best technologies in this field.

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