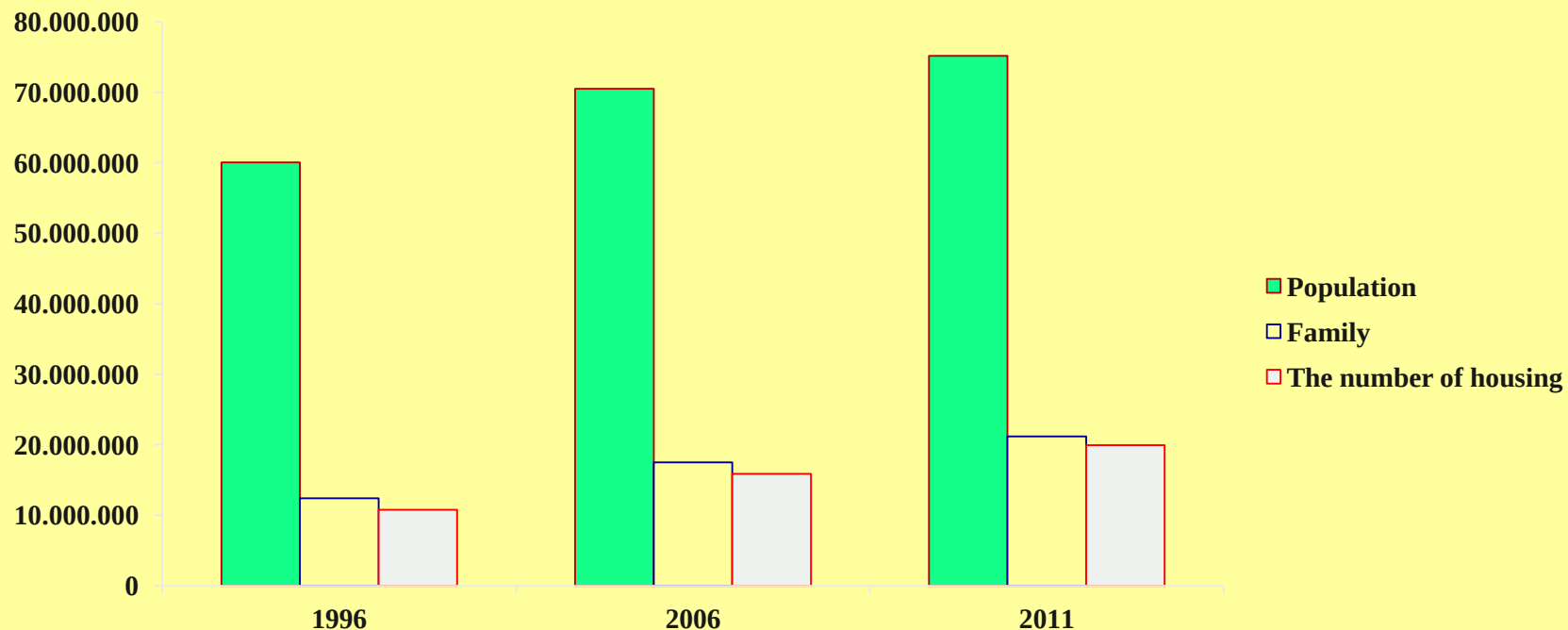


***Overall
Building industry market situation
In IRAN***

Housing demand

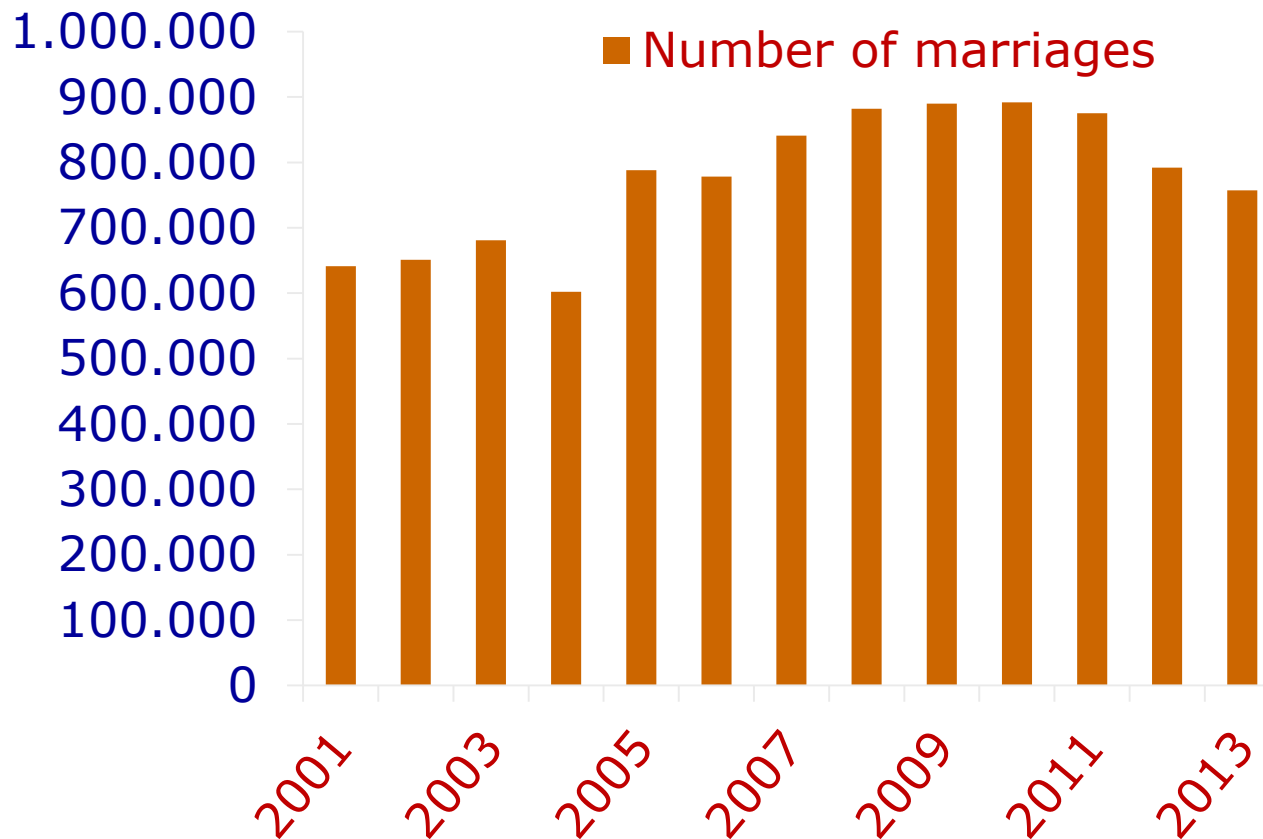
Needs for new house construction in 10 years: 10.8 millions

Investment (current price): 311 billions USD



Building demand

- Prediction of needed house annually

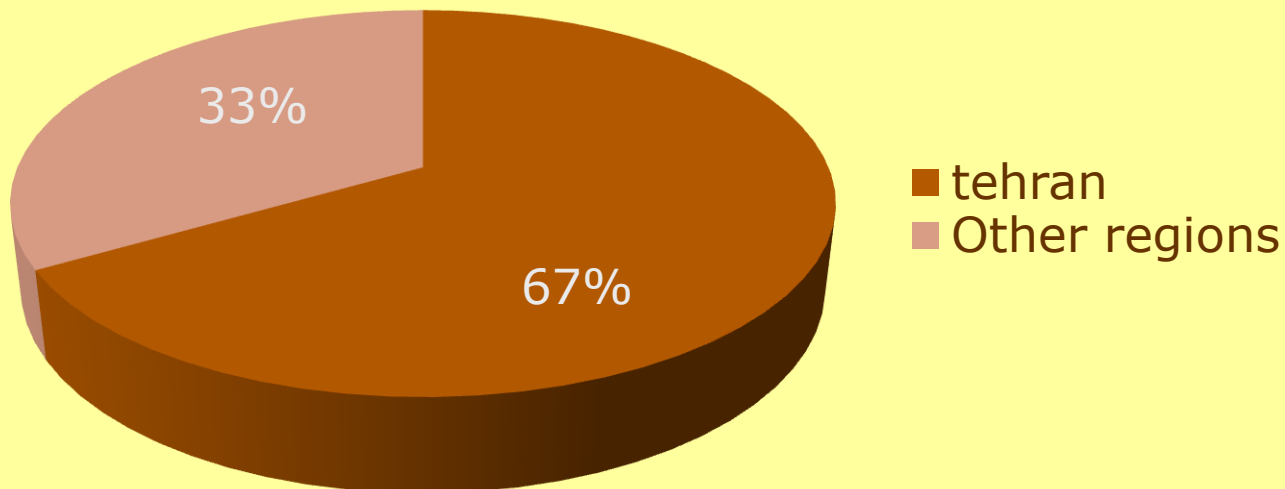


Building demand

□ Number of Mega Malls in Tehran : 97 ~201

□ The least average selling price per square meter: **4700 USD**

□ The least average Construction Cost per square meter: **2400 USD**



Building demand

Demand for rebuilding unstable area

Urban Revitalization

77000 Hectares
15% of Urban Areas
+ 30 ready opportunity

New Cities Developement

16 +8new cities
Superstructure/
Infrastructure needs

Building demand



- Demand for rebuilding unstable area



Suppliers Analysis

- Mass residential construction
Experienced Technologies

LSF - System



Tunnel formwork system



Suppliers Analysis

- mass residential construction

Wooden buildings



HCF & ICF - system



CFT - system



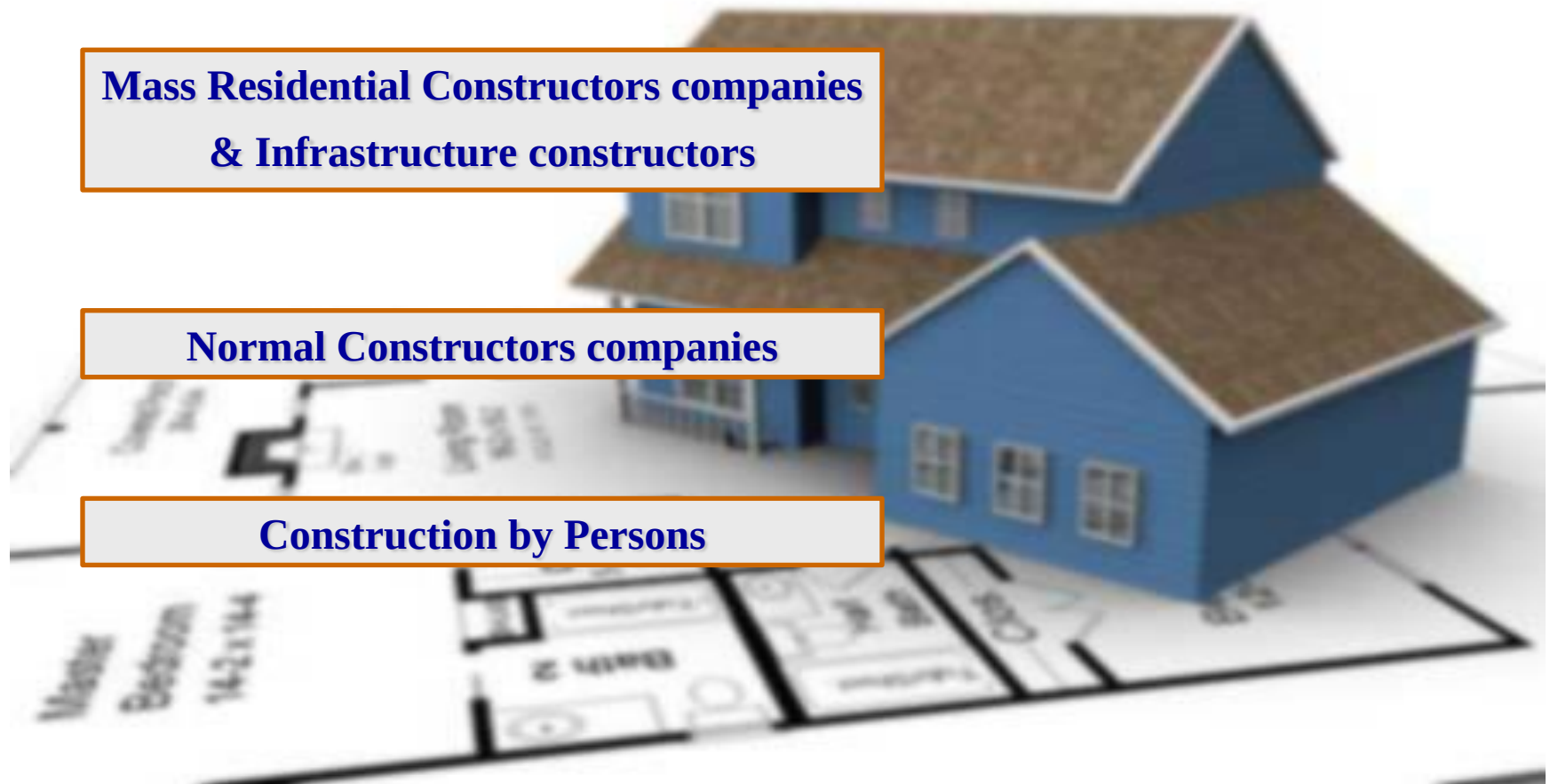
Suppliers Analysis

Constructor Categories

**Mass Residential Constructors companies
& Infrastructure constructors**

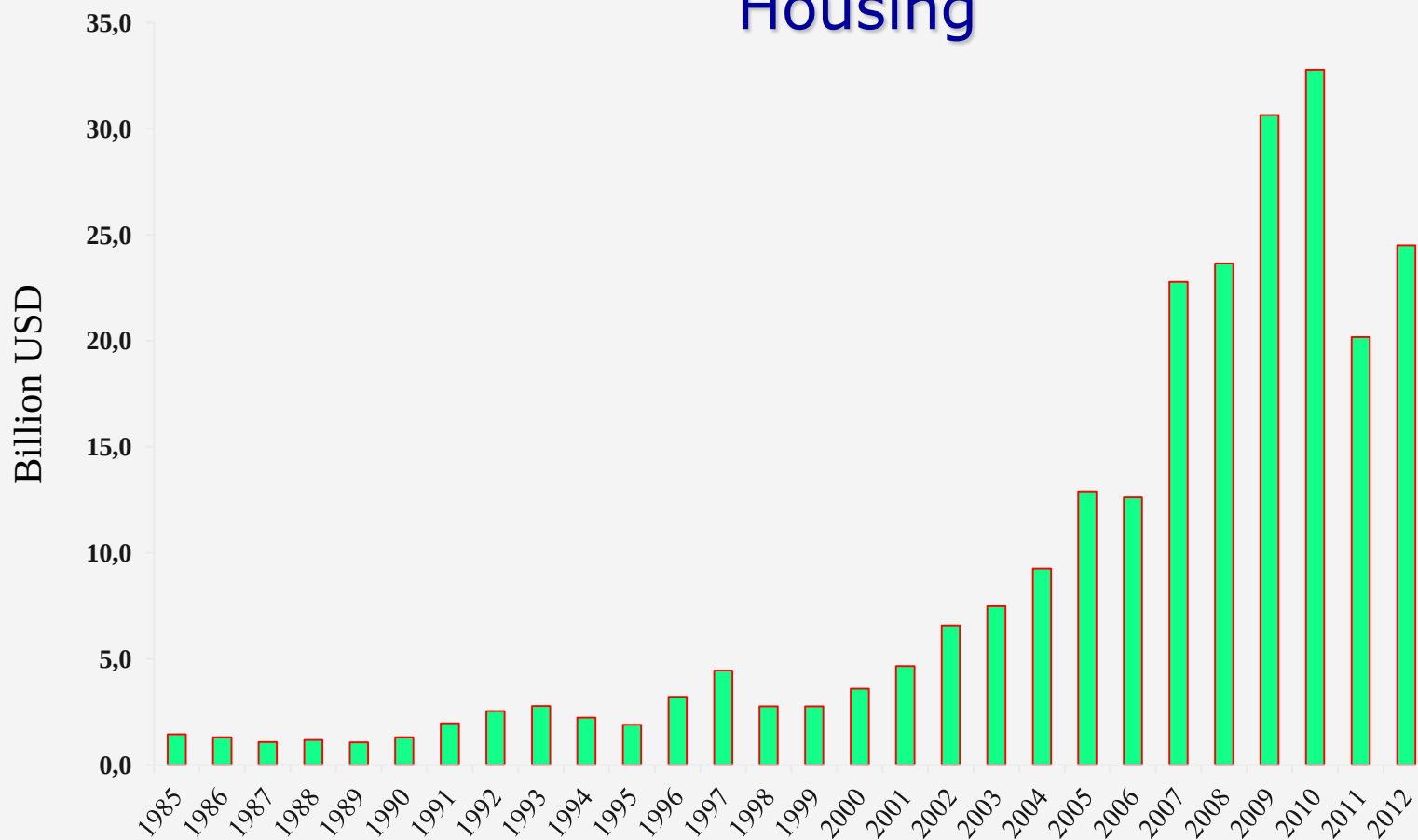
Normal Constructors companies

Construction by Persons



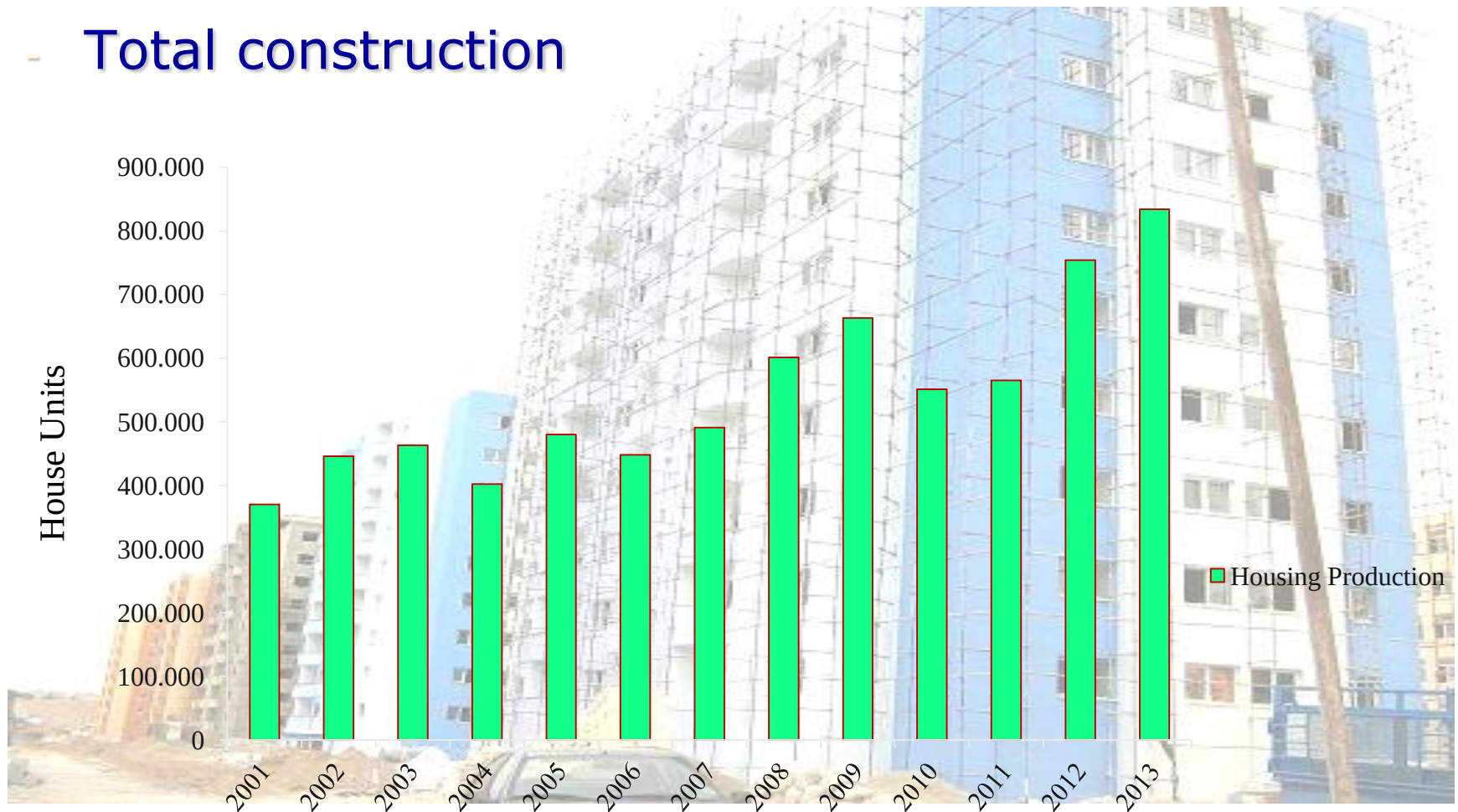
Suppliers Analysis

– Total annually investment of private section in Housing



Suppliers Analysis

- Total construction



Construction materials

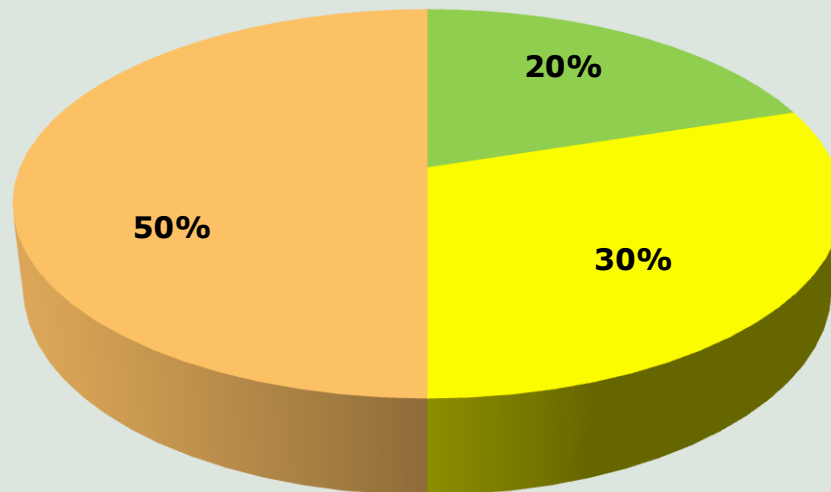


Building categories by construction & Materials quality

☐ Luxury building

☐ Building with Good Quality

☐ Building with Minimum Standard Quality



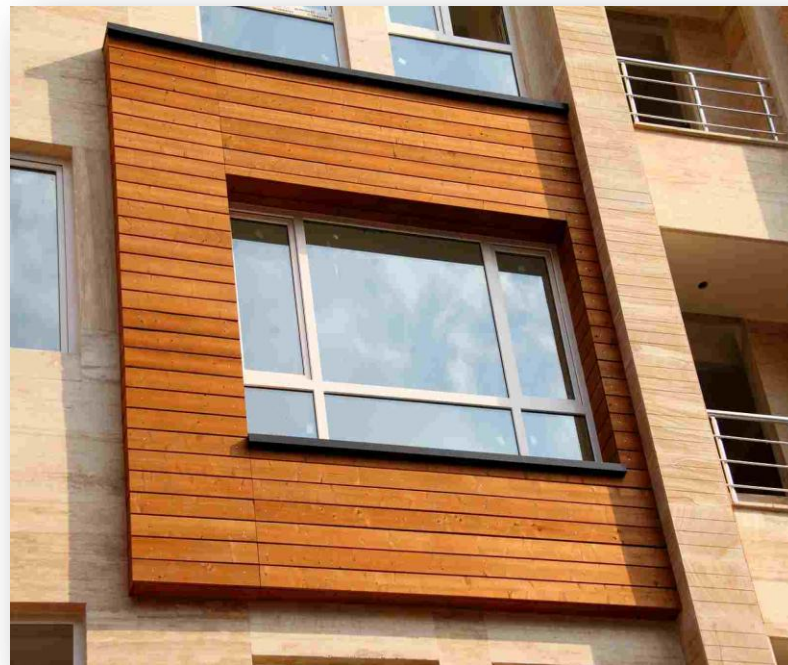
Construction materials

Building facades

Brick facade



Wooden facade



Construction materials

Building facades

Glass facade



Aluminum facade



Construction materials

Building facades

Rock & Ceramic facade



Cement facade



Construction materials

Floor Covering

Ceramic



Stone



Construction materials

Laminate & Parquet



Cement Mosaic



Construction materials

Wall Materials

Clay Block



Cement block



Construction materials

Wall Materials

Wooden/MDF partitions



Prefabricated wall



Construction materials

Wall Inside covering

Tiles & Ceramic



Wallpaper & Color



Construction materials

Wall Inside covering

Wall-Mount



Decorative Stones



Construction materials

- Which are the routine materials for each category

Roof covering

Prefabricated ceilings



Construction materials

- Which are the routine materials for each category

UPVC window



Construction materials

- Which are the routine materials for each category

wooden door



Aluminum door



Construction materials

- Which are the routine materials for each category

Electrical

Elevator



wire & cable & Switches & Sockets



Construction materials

- Which are the routine materials for each category

Surveillance cameras



BMS



diesel generator



Construction materials

Mechanical

Equipment for saunas & Jacuzzi



Valves & pipes



Construction materials

heating system



Construction Costs

Average construction costs (per sqm)
in Tehran

Luxury building : 800 USD

Building with good quality: 500 USD

Building with Minimum Standard Quality : 280 USD



Construction Costs

- Average sale Price (per sqm)
- Tehran



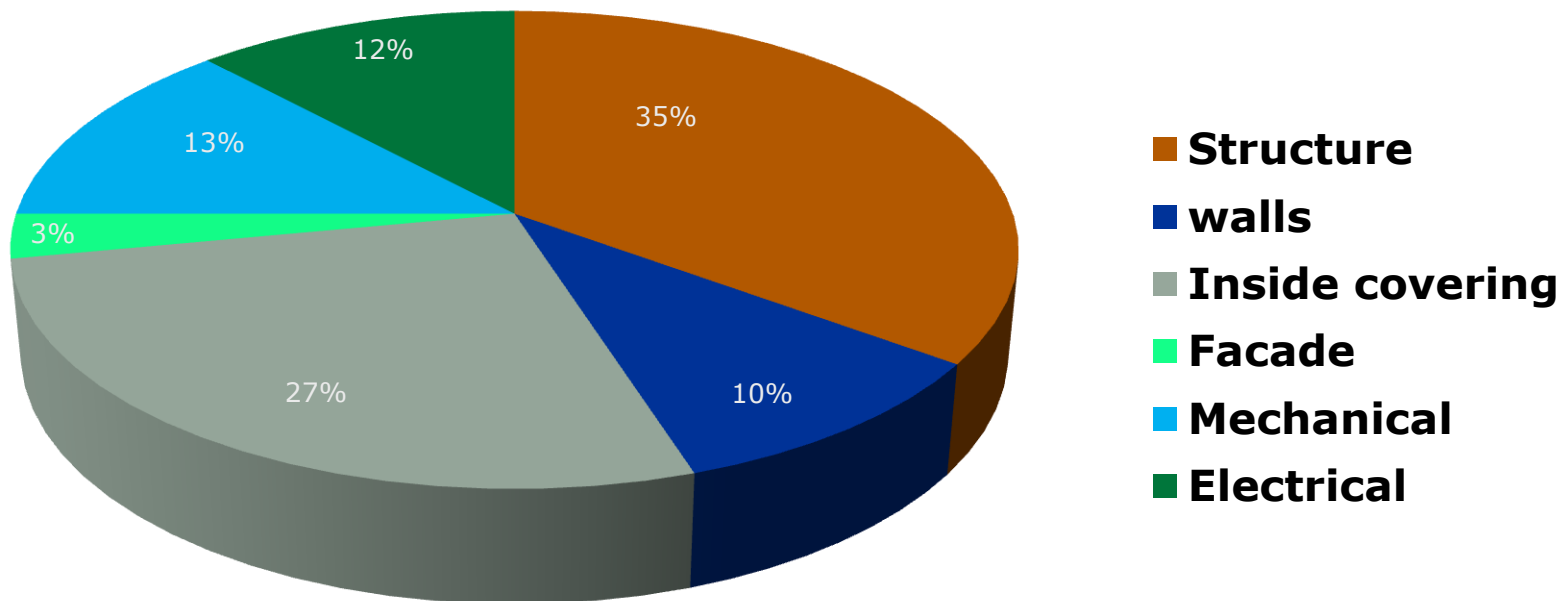
Luxury Building : **5000USD**

Building with good quality: **2400USD**

Building with Minimum Standard Quality : **1200USD**

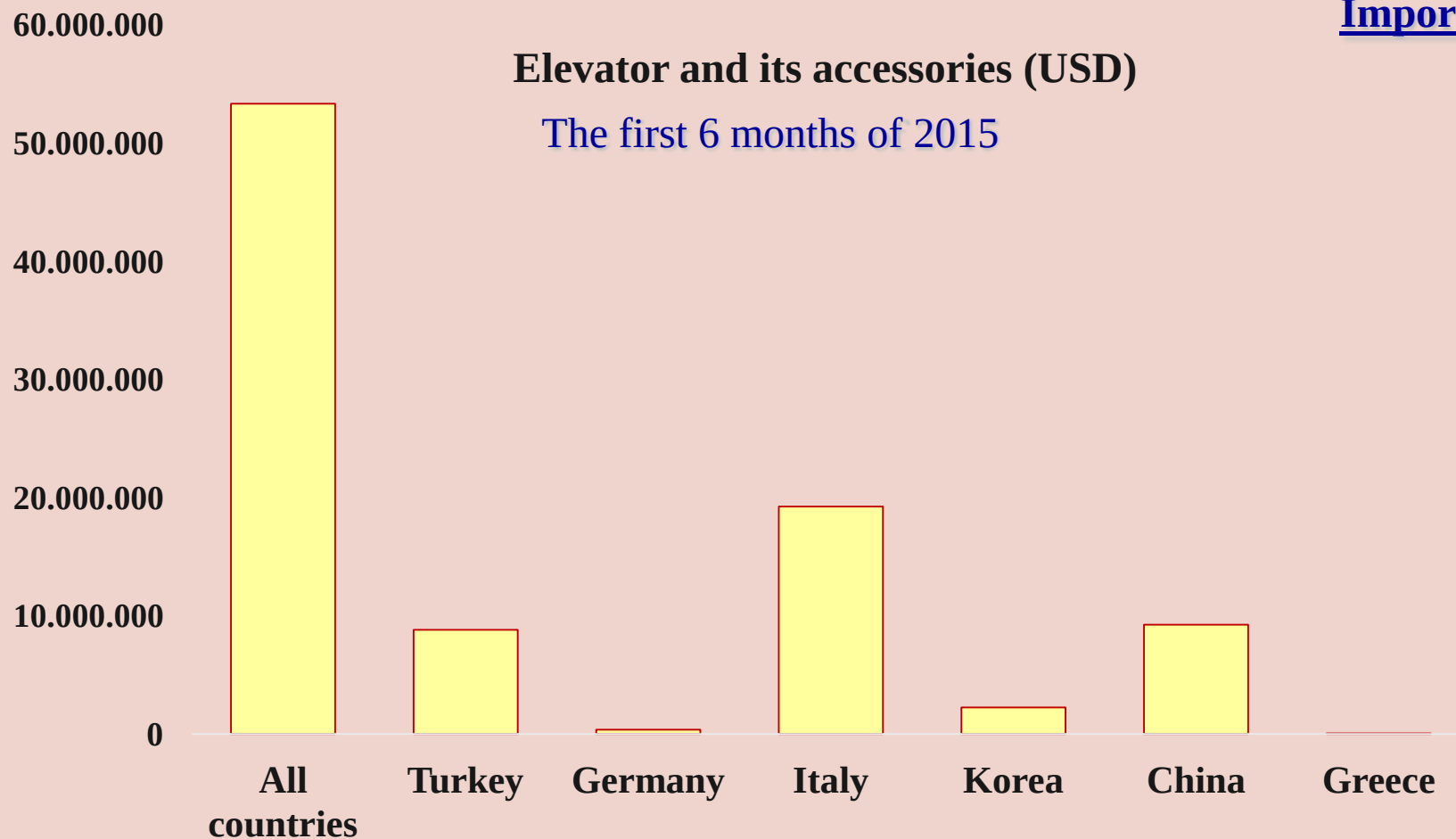
Construction Cost

Cost structure



Construction materials

Import

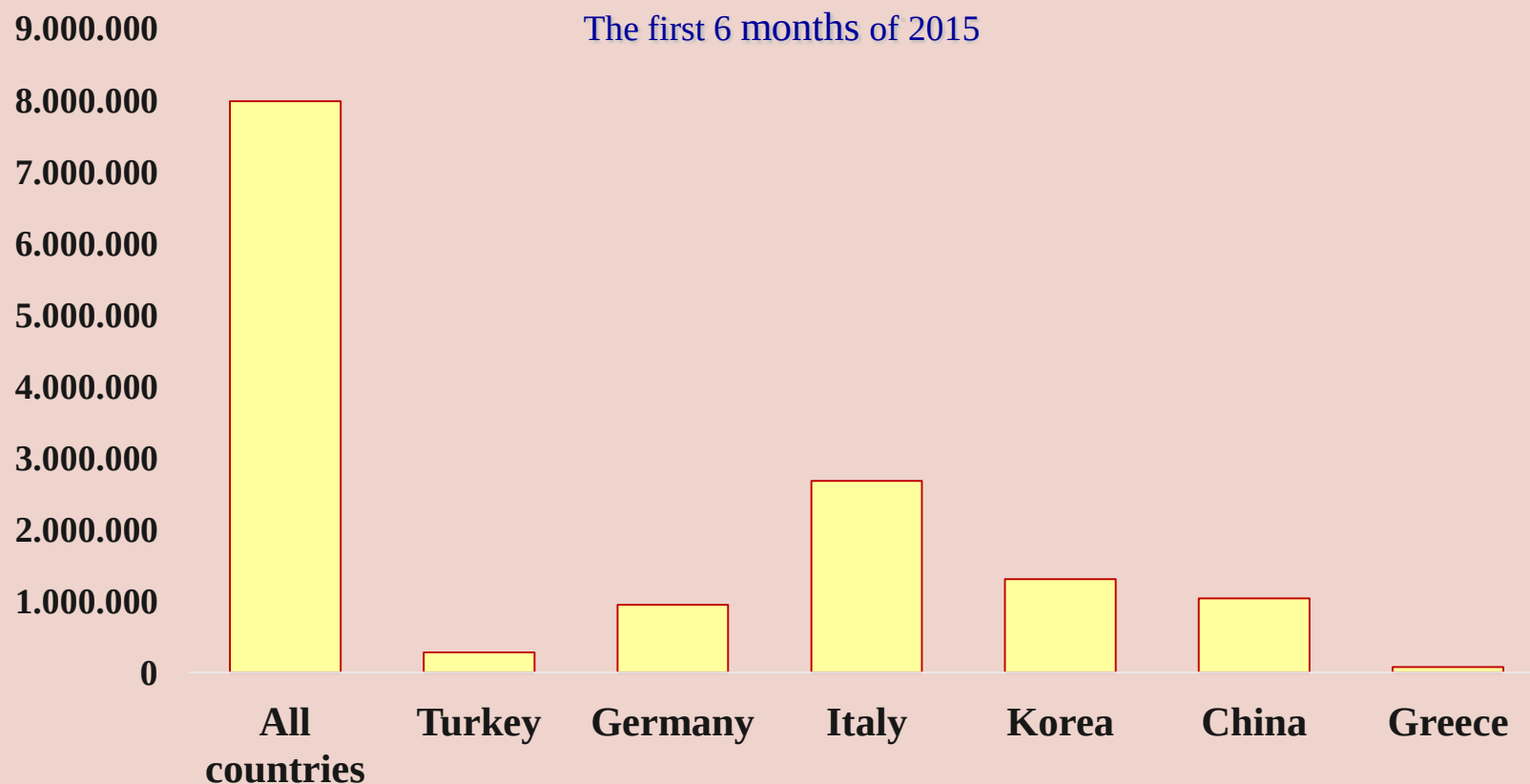


Construction materials

Import

Chiller and its components (USD)

The first 6 months of 2015

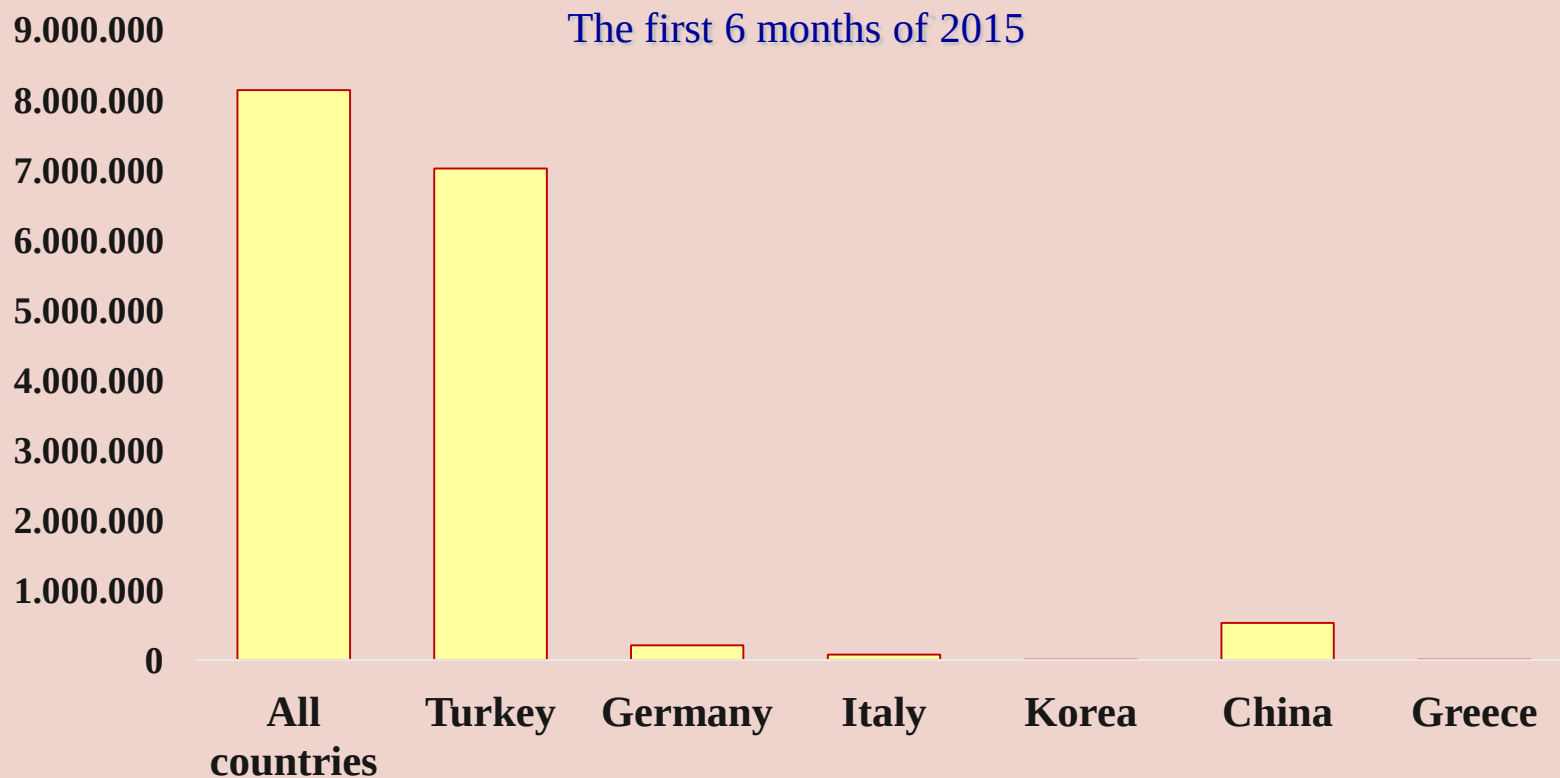


Construction materials

Import

Upvc window and its accessories (USD)

The first 6 months of 2015

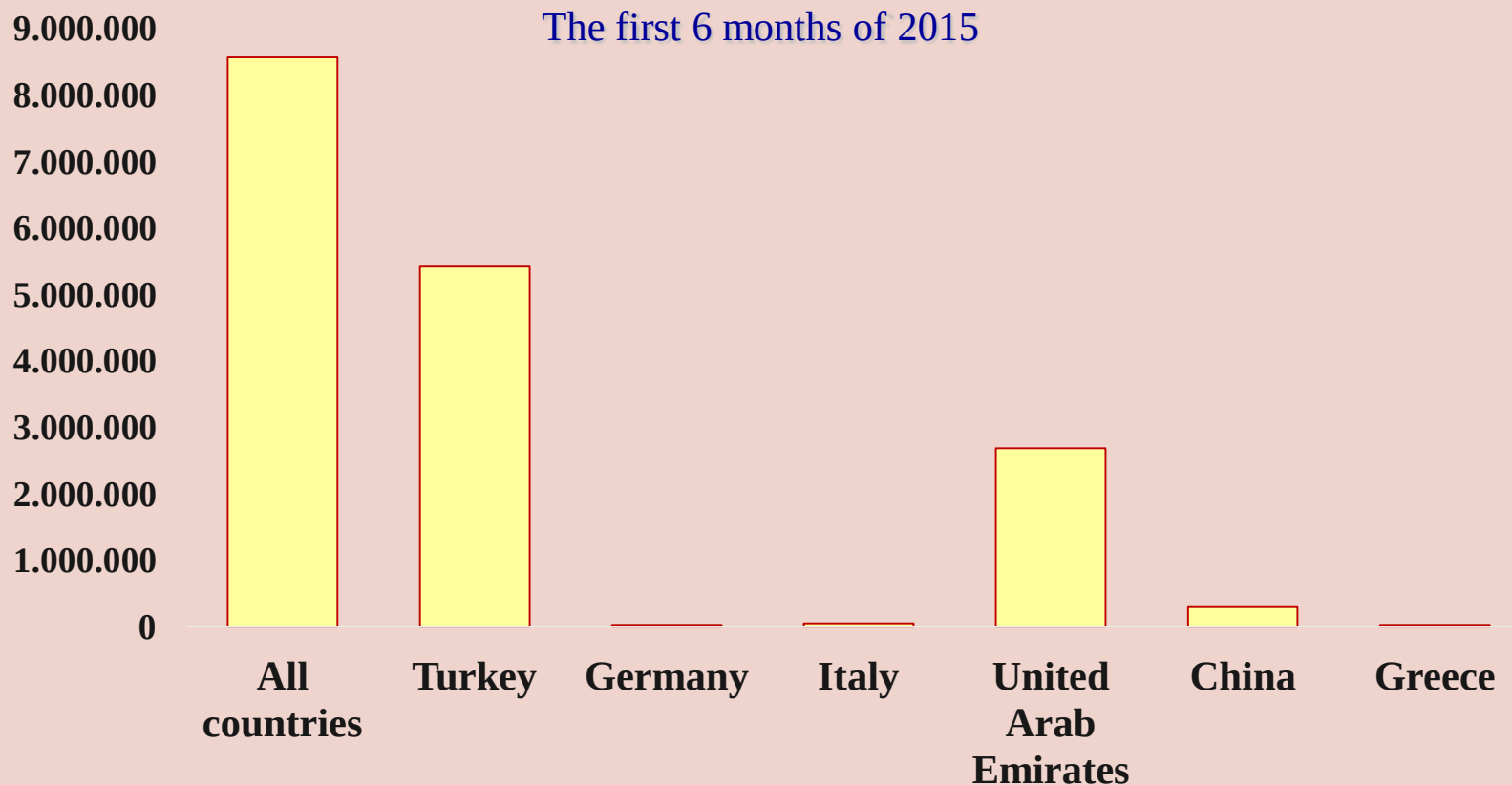


Construction materials

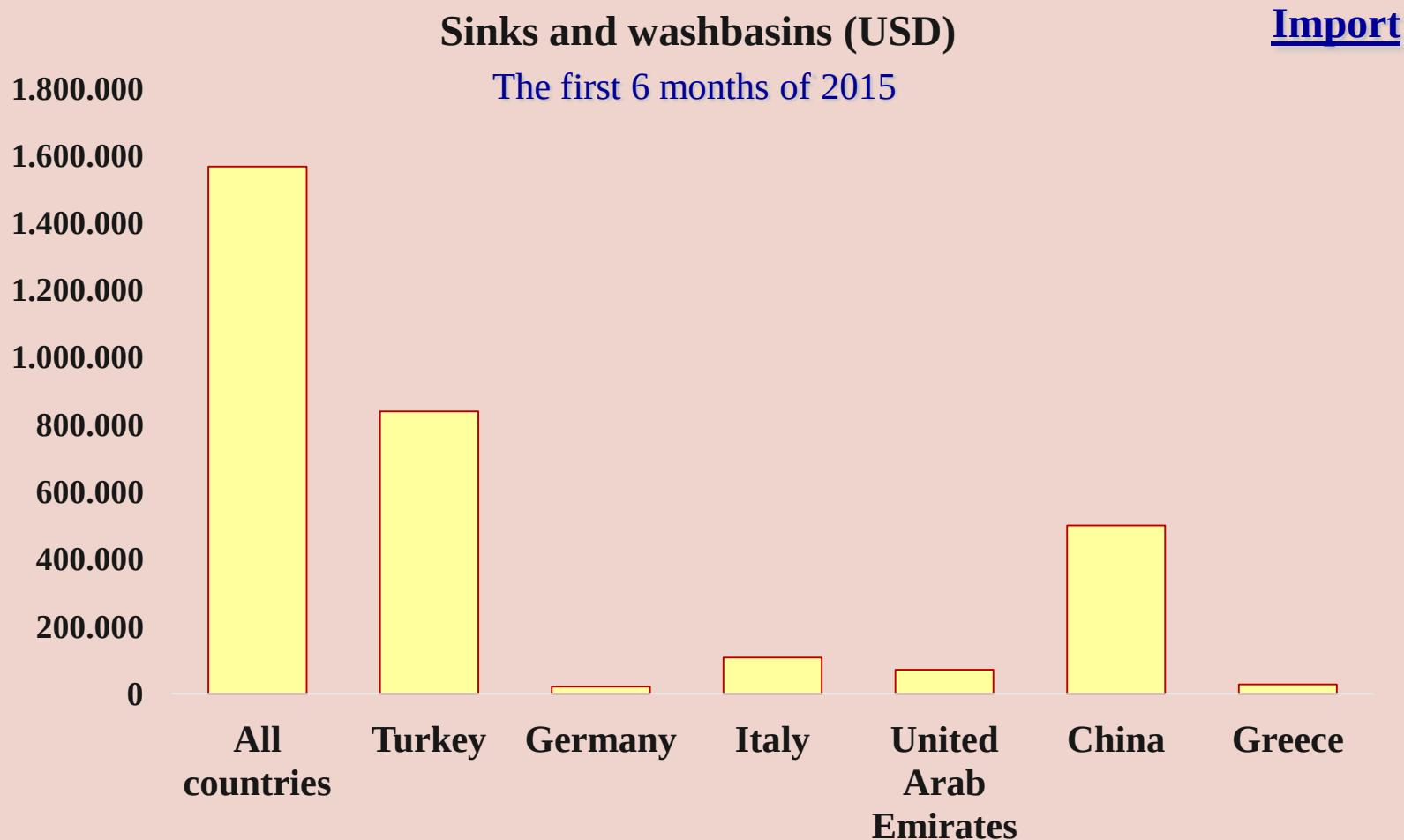
Import

Hollow profiles of aluminum alloys (USD)

The first 6 months of 2015

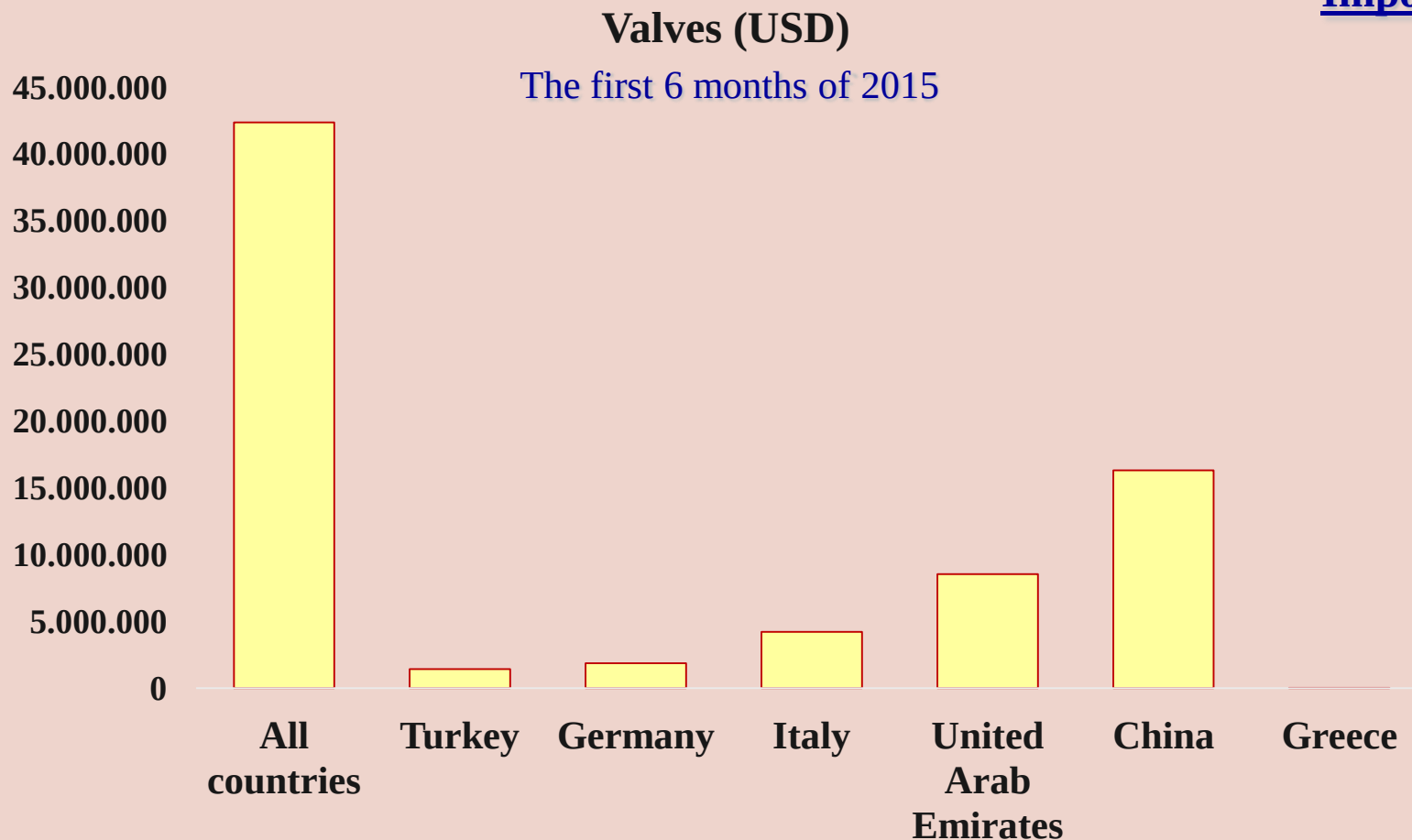


Construction materials



Construction materials

Import



Some Comments

- ☀ **Façade materials** became very important because of the new and modern design intend
- ☀ Standards and construction codes becoming more strict for less **energy consuming**
- ☀ There are good opportunities both in **export** materials & equipment or **jointly production** of them in Iran, bringing know-how and license.

Some Comments

Thank You

