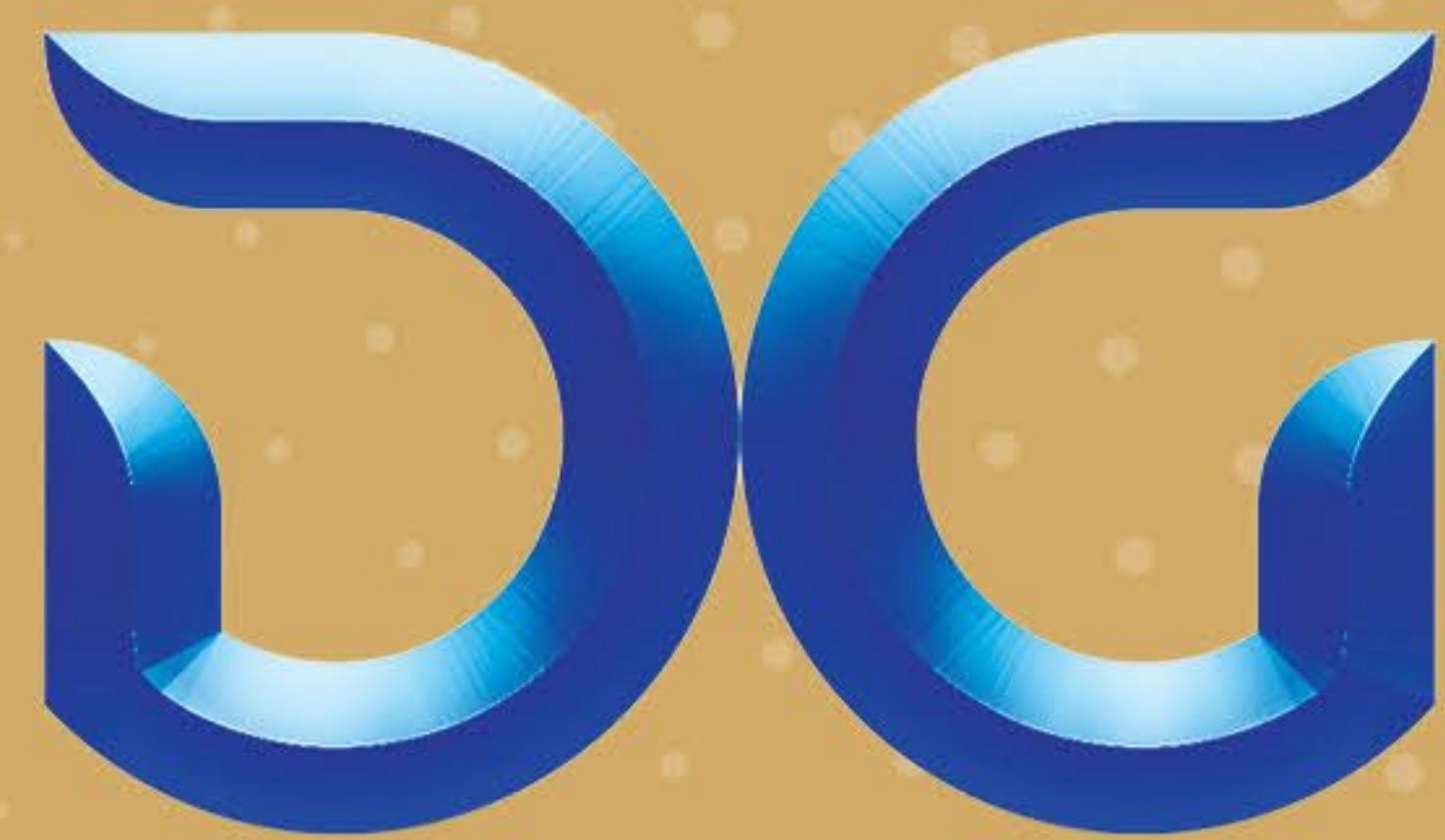


Empowering Your Business in
Iran's Oil & Gas Industry



DELVAR GROUP

Supplying Oil, Gas, Petrochemicals
and Drilling Equipment & Material



We are in pursuit of new conduct in our homeland business atmosphere;

Business Is An Anecdote Of Amity.

Delvar Group is your partner towards success in Iranian market.



A photograph of an industrial refinery or petrochemical plant. Two tall, silver, cylindrical distillation columns with multiple platforms and ladders are the central focus, rising against a blue sky with light clouds. The base of the columns and the surrounding area are filled with complex piping, smaller tanks, and structural steel frameworks. The lighting suggests it's daytime, with shadows cast on the ground.

Why we are here?

We firmly believe that a relationship built on trust between client and supplier is essential for navigating the complexities and challenges of the oil industry. We dedicate our full expertise and resources to fostering a mutually reliable partnership.

Accordingly, our Group has established client relationships based on five core principles:

- Professional Dialogue Expertise
- Client Partnership and Support
- Integrity in All Interactions
- Transparent Implementation
- Partnership with Reputable Suppliers

Delvar Group: Our Greatest Asset

At Delvar Group, our primary focus is on delivering effective solutions to the oil industry. We measure our success by the tangible improvements we help our clients achieve in their performance and operations. To this end, we have assembled an integrated team of professionals, who we consider our most valuable asset. Though small, our team is young, driven, and united in their commitment to excellence.



Delvar Group Strategy

We are committed to act as a manufacturer's representative in Iran. With our marketing and sales power, we can help manufacturers to provide the best service to Iranian companies and benefit from the support of their local representative.



Delvar Evolution

2024

Today, Delvargroup Operates as an exclusive representative of several reputable international companies in the Iranian market.

2020

Supplying the upstream needs of oil and oil drilling products

2010

Entering the refinery and 1 petrochemical sector

2008

DelvarGroup started as a logistics service provider for Norway's Statoil in 2008

Delvar Group affiliates

We have established all legal requirements in our Delvar Group to show the best comply with our commitments, aiming to achieve maximum benefit for our client.



Delvar Sahel Jonoub
Oil Industry Procurement



Saed Tejarat Khavarmianeh
Oil Industry Chemical Procurement



Delvar Group
Foreign Offices



Delvar Sanat Jonoub
EPC contractor



Delvarnameh
Quarterly Magazine in management



Explaining our Brokerage Cost Plus Supply

In this method we act as a bridge to fill the gap between the manufacturer terms from one side and the end user criteria from the other side. For any performed activity, we provide positive back up documents including but not limited to the foreign manufacturer invoice, inspection contracts, handling and shipment cost, custom fees, etc. Delvar Group commission will be calculated and added based on a cost plus method which is already agreed in the brokerage contract between us and the client.



Our benefits for Clients

Being deeply close to our customers, we aim to keep long term business relationship with them and provide solutions that meet their daily challenges. We have direct access to manufacturing facilities in Europe, the Americas, the Far East, the sub-continent and the Middle East. Majority of our special project supplies are made directly from the manufacturing base and storage facilities. By bridging the gap between IRAN and the world, we aim at marrying the output of international companies with the needs of the Iranian market, creating growth opportunities and business expansion for both: local and global companies.

- RELIABILITY
- GENUINE SUPPLY
- PREMIUM SERVICE
- QUALITY PRODUCT
- TIMELY DELIVERY
- PRECISE DOCUMENTATION
- ACCURATE COMMUNICATION
- STRICT SCHEDULES



Marketing

Oil & gas is an industry where deals are still built on an effective relationship and handshakes. Marketing in the oil & gas industry requires special skills. Delvar Group is familiar with the unique needs of Iran's oil & gas demands. After 16 years, we have a professional marketing team specialized in purchasing tubular and drilling related equipment. Delvar Group is registered in the vendor list of major oil & gas clients as the trusted supplier. We have access to the elite decision makers in the Iranian oil sector because we own the Delevarnameh magazine, which reaches the majority of the oil sector managers in Iran every 3 months. We receive inquiries from our clients on a daily basis. We focused on serving the clients with the most comprehensive technical proposal along with the most favorable price. For this purpose, we try to keep our direct contact with the manufacturers to match the latest products with the client needs. This is your best opportunity to keep your market share as well as expanding and developing new markets for your new product. Be sure! If there is any need for your product in Iran's oil & gas market, we will determine it for you. With the "VERY EARLY" determination of the client needs and also with building a closely effective relationship with the end user, we have the most reliable and complete market data base in Iran.



Project Finance

In Iran, acting as a simple supplier and connecting the manufacturer product to the client to end user needs, does not add any advantage to the purchasing process. Simply expressing; "it doesn't work" Nowadays, one of the biggest problems of Iranian clients is FINANCIAL ISSUE, which mainly comes from 3 reasons as follows:

- Payment in local currency (IRR) instead of hard currencies.
- Lack of secured banking channels for money transfer to the dedicated manufacturer. Because no first class international bank is connected to Iranian banking system.
- Lack of credit/ assigned budget / cash flow, We are glad to inform you that, we have a full package service to solve all these problems.

DelvarGroup has established several secured and reliable ways for money transfer. We are able to receive local currency from our clients and pay the manufacturer in hard currencies through first class international banks. For this reason, maybe well known international manufacturers and suppliers prefer to dealing with us.

DelvarGroup is able to pay the manufacturers and suppliers regardless of client payment terms. We are fully ready to respect the suppliers PAYMENT TERMS, independently. This is a key element for keeping the P.O active and alive.

Tender Guaranty

Oil & gas is a government-controlled industry in Iran. Major oil & gas clients have to follow the tender directions issued by the government. All bidder, who wish to attend in such tenders, shall place different type of bank guaranties including Tender Bank Guaranty (TBG), performance bank guaranty (PBG) and advance payment bank guaranty (APBG). Delvar Group has sufficient sources and credit in the bank to cover such requirements. We are able to place different type of bank guaranties up to 20 million Euros on behalf of the manufacturer and in favor of the client. This can be achieved through a mutual agreement. Well known manufacturers who cannot place such guaranties and wish to deal directly with the client, will find our service very attractive. Considering our bank credit, we will provide the guaranties with the lowest possible cost. This advantage will help you to sell your product with the most favorable and competitive price.



Legal Support

Considering the fact that almost all Iranian oil & gas clients act as a government or semi-government entities, one of the most important factors to succeed in this market is to have deep knowledge of the rules, laws, directives and legal affairs. Delvar Group has an expert team for legal advice. They are fully familiar with the different styles of supply contracts in oil & gas industry in Iran. Delvar Group is interested in providing these services and sharing this information with the esteemed manufacturers through mutual agreement. This is to assist you to develop your market in more safe and secured manner.

This service includes but not limited to :

- Offering proper legal advice to " avoid legal dispute with oil & gas governmental directives.
- Offering legal and practical " solutions " for the existing problems.
- Predicting legally vague issues and clarify them with the client in due time.



Our Benefits For Suppliers

Logistic

Delvar Group enjoys having experienced logistic and post P. O taem. We provide safe and insured transportation. Our-door-to-door service guaranties that your goods will be collected from your place and delivered to the client warehouse as fast and secured as possible. We are also in direct contact with the most reputable shipping companies all around the world to ensure that no delay happens in project shipment phase. As such, your products will be delivered just-in-time as planned.





Our Services

Drilling | Chemicals | Mechanicals

Heavy Machinery and Equipment

New Services

Exports of Petroleum Products

EPC

Our Fields

Drilling

- OCTG and Accessories
- Rigs Components and Accessories
- Drilling Equipment and Tools
- Special Pipes

Chemicals

- Upstream
 - Drilling Chemicals
 - Production Chemicals
 - Workover and Completion Chemicals
 - Special Chemicals
- Downstream
 - Petrochemical Chemicals
 - Refinery Chemicals
 - Water Treatment Chemicals
- Other Industries Chemicals

A detailed view of industrial machinery, featuring a large, complex turbine or compressor with multiple stages of blades and a large circular flange. The machinery is surrounded by pipes, valves, and structural steel, with some components illuminated by warm lights.

Mechanicals

- Rotary Equipment
 - Compressors and Accessoris
 - Turbines and Components
 - Pumps
 - Motors
- Oil & Gas Production Equipment
- Other Equipment

A large crane with a lattice boom is shown against a clear blue sky. The crane's hook is visible at the top, and the boom extends diagonally across the frame. The crane is lifting a heavy load, which is visible as a small yellow object at the end of the boom.

Heavy Machinery and Equipment

- Cranes and Components
- Mining Equipment
- Other Heavy Machinery



Tubulars, OCTG &

Part of our track record

- Casing and tubing (2022); Client: NirPars Mapna Group
- Pipeline (2021); Client: Khatam Ol Anbia
- Casing (2018); Client: PEDEX, Ghezel Tappe Project
- Coiled Tubing (2018); Client: NIDC
- Tubing (2017); Client: IOOC
- RIG Spare Parts (2016); Client: NDC
- Tubing (2011); Client: NISOC



Drilling equipment

Part of our track record

- Slotted liner (2014); Client: IOOC
- Stabilizer & Hole Opener (2017); Client: NIDC
- Shale Shaker screen and spare (2015); Client: NIDC
- Mud Pump Spares (2011); Client: OKDC
- Mud Pump Spares (2010); Client: TDDC
- Centrifugal pump (2009); Client: NDC
- Safety Valve 2009); Client: NDC



Equipment & Machineries

Part Of Our Track Record

- 450T Crane (2023) Client: Isfahan Oil Refinery
- Spares for Neuman & Esser Compressor Client: Bu-Ali Sina Petrochemical Company
- Spares for Neuman & Esser Compressor Client: Isfahan Oil Refinery
- Spares for Neuman & Esser Compressor Client: Kavian Oil Refinery
- Spares for Neuman & Esser Compressor Client: Razi Petrochemical Company
- Provision of 21 Sets 1400KVA Diesel Generator Client: TIJD South Pars phase (SP12)
- Provision of Offshore Riser Clamp for SP678 Client: StatoilHydro south pars 678 offshore



Instruments

Part Of Our Track Record

- Detectors, sensors, instruments
- General Monitor Toxide Sensors
- Pellet dryer
- p/f Heat Tracing system
- FLCi free chlorine measuring
- Bimetal thermometer Nagano
- Detectors, sensors, lab tools, etc.

Client: Fanavaran Petrochemical (2011-2009)

Client: Fanavaran Petrochemical (2011)

Client: Amir Kabir Petrochemical (2010)

Client: Amir Kabir Petrochemical (2010)

Client: Ghadir Petrochemical (2010)

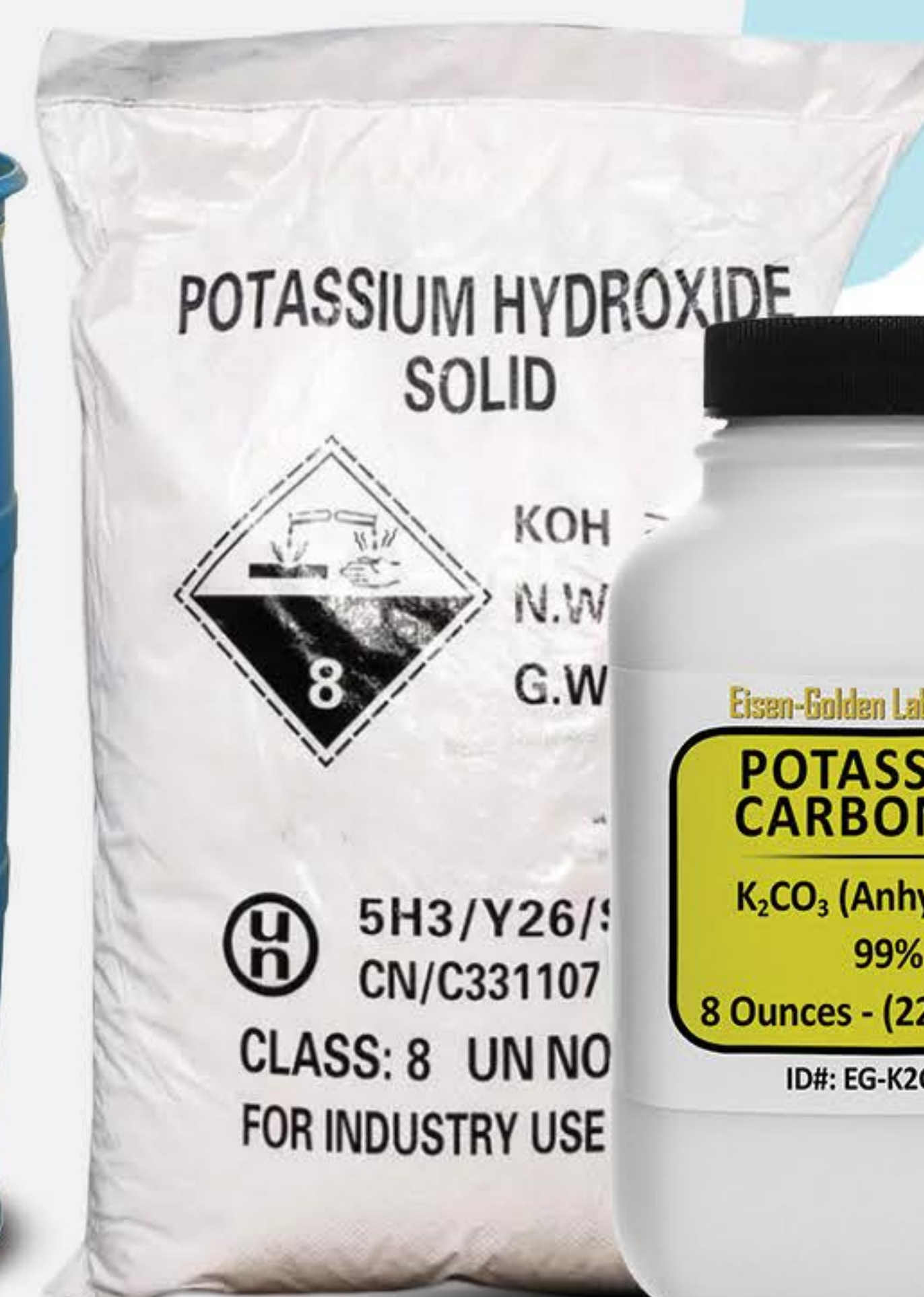
Client: Ghadir Petrochemical (2010)

Client: Fanavaran Petrochemical (2011-2009)

Chemicals

Part Of Our Track Record

- MDEA Client: Isfahan Oil Refinery (2023)
- Potassium Carbonate Client: Shiraz Petrochemical co (2023)
- MDEA Client: Lavan Oil Refinery (2022-2021)
- aMDEA Client: Lavan Oil Refinery (2022-2021)
- Potassium Carbonate Client: Khorasan Petrochemical co (2020)
- Potassium Hydroxide Client: Morvarid Petrochemical co (2020-2019)
- Anti-Foam Client: Abadan Oil Refinery (2019)
- C2Cl4 Client: Abadan Oil Refinery (2019)
- Potassium Carbonate Client: Maroon Petrochemical co (2019-2018)
- Anti-Icing Client: Isfahan Oil Refinery (2019)



Material Immediate Delivery

We have several items (mainly the fast moving items for Drilling) available in our local warehouse which can be delivered immediately upon client request and approval.



New services (being established) >

We strongly believe that if we solve our client's issues, with God's help, we can serve the industry in the best ways. For this purpose, we hope to establish and deliver the following services to have a better performance.

Export of Petroleum Products

Since most of our clients are engaged in exporting their products, therefore we have come up with the correlation of establishing our export division for this type of products in our organization.



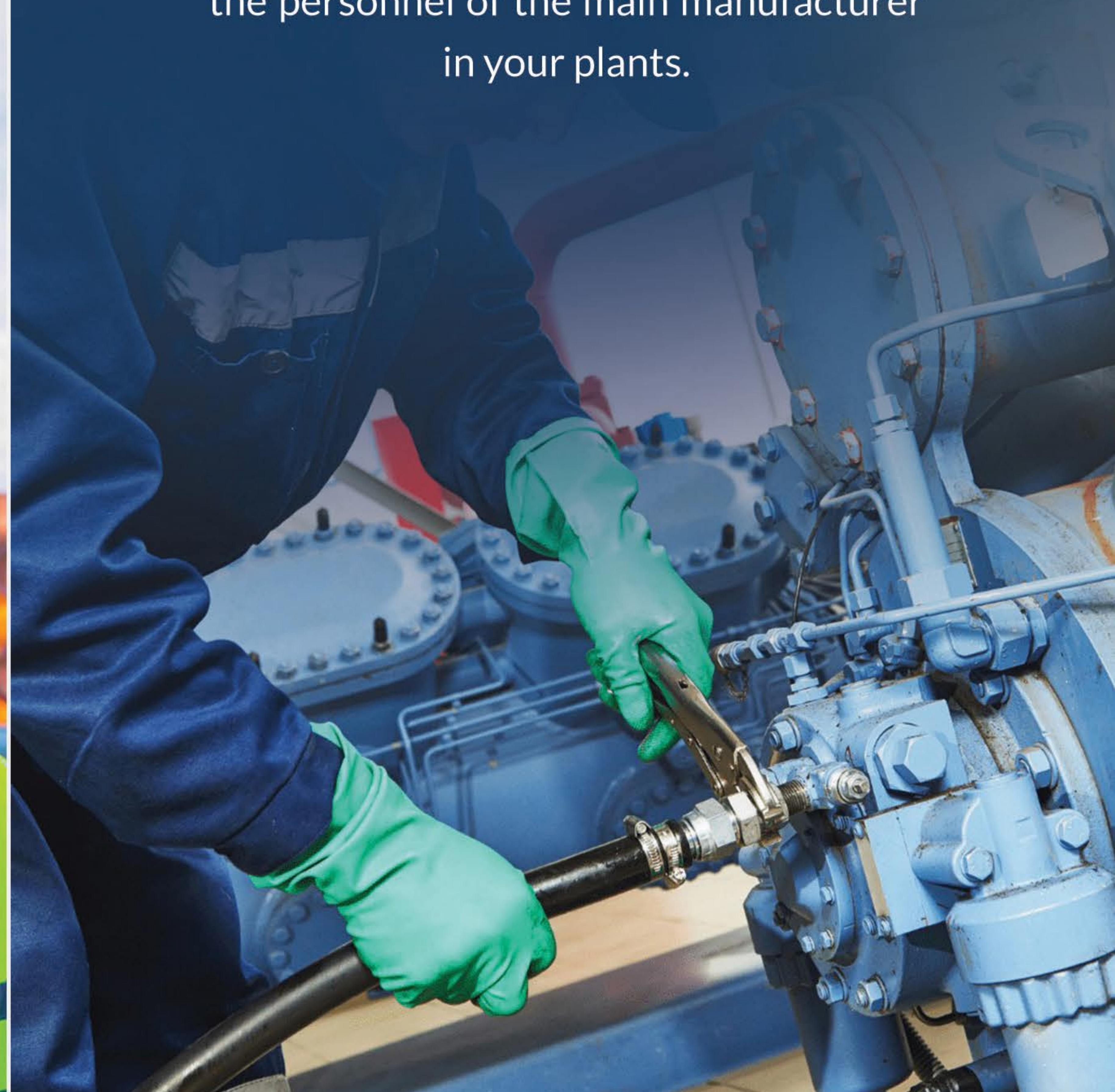
EPC Contracting

In our early days, we had starts as a contractor for Statoil. Further we performed some limited contracts as well. As times went by we realized that to better serve and complete the value chain for the clients, we need to do some contracting services midway. At the time being, we are developing our EPC division in our group.



Maintenance and Repair services for compressor

Delvar Group is Sale representative for a highly reputable brands in reciprocating compressor manufacturing. Therefore, we can provide maintenance and repair eservices. Tis services are provided by the personnel of the main manufacturer in your plants.



Letters of Content

- Lavan Refinery Co. for provision of MDEA (2022-2021)
- Lordegan Ammonia Fertilizers Co. for provision of aMDEA (2021)
- Pars Glycol Co. for provision of potassium chloride (2021)
- Khorasan Petrochemical Co. for provision of Potassium carbonate (2020)
- Abadan oil refinery Co. for provision of C2CL2020) 4)
- Isfahan refinery Co. for provision of Anti-Icing (2014)



- Pedex Co. for provision of Tubing (2019)
- NDC for provision of 1500 pieces of mud pump spare parts
- South Pars for provision of 21 sets of diesel generators (2019)
- Fanavaran Petrochemical Co. for provision of Analyzer parts (AMITEK) (2020-2019)
- Statoil for line Pipe preparation project (2009)







NEUMAN & ESSER

NEUMAN&ESSER

Special workshop for
repair and maintenance
of industrial compressors

Tehran
February 2024



Delvar Group Events

**Special course for compressors
repair and maintenance**



Dubai
May 2023



Delvarnameh Special Event Unveiling The Journal

Tehran - October 2023



Delvar Group Events



Delvarnameh Special Event Iftar Ceremony

Tehran - April 2024



Our Customers



ABADAN-REF
شرکت پالایش نفت آبادان



EORC
شرکت پالایش نفت اصفهان



NISOC
شرکت ملی مناطق نفت خیز جنوب



IOOC
شرکت نفت فلات قاره ایران



ICOFC
شرکت نفت مناطق مرکزی ایران



POGC
شرکت نفت و گاز پارس



KALA NAFTT
شرکت مدیریت پشتیبانی ساخت و تأمین کالا



SPGC
شرکت مجتمع گاز پارس جنوبی



KHPC
شرکت پتروشیمی خراسان



AKPC
شرکت پتروشیمی امیرکبیر



PERSIA
شرکت توسعه صنعت نفت و گاز پارس



شرکت ملی حفاری ایران



MPC
شرکت پتروشیمی مارون



TPC
شرکت پتروشیمی تبریز



شرکت پتروشیمی شیراز
(سهامی خاص)



GPS
شرکت پتروشیمی غدیر



شرکت پالایش نفت اروان
تیمای نام



FNPC
شرکت پتروشیمی فن آوران



شرکت پالایش نفت بندرعباس
(سهامی عام)



OEOC
شرکت عملیات اکتشاف نفت ایران



شرکت پتروشیمی کاویان
(سهامی خاص)



شرکت پتروشیمی خلیج فارس
PGPIC



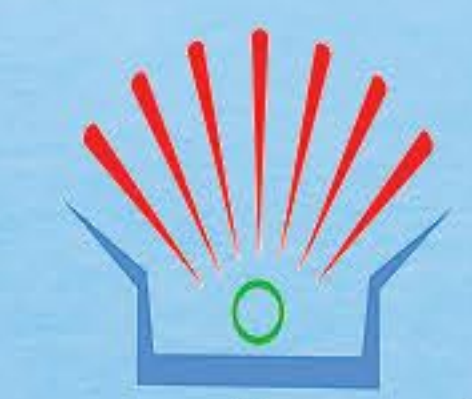
شرکت پتروشیمی خلیج فارس
PGPIC



شرکت پتروشیمی بندر امام (سهامی خاص)
B.I.P.C



ARPC
شرکت پتروشیمی سازند



شرکت پتروشیمی مروارید



NDCO
شرکت حفاری شمال



PPI
شرکت پتروپارس



PEDEX
شرکت حفاری و اکتشاف انرژی گستر پارس



GPT KISH
شرکت گلوبال پترو تک کیش



MAPNA DRILLING
شرکت حفاری مپنا



NEYR PERSE
گروه مپنا



Statoil



TDDC
شرکت توسعه حفاری تدبیر



شرکت پلیمر آریا ساسول
ARYA SASOL POLYMER COMPANY
سهام عام

Client Testimonials

Key highlights from our joint experience in project execution include:

- **Equipping the super block valves of the Tehran supply line with controllable electric actuators.**
- **Provision of equipment and ancillary items to accelerate the Tehran gas work project.**

Our experience can be summarized by the following strengths of Delvar Sahel South Company:

- **Ethical Commitment:** *The team demonstrated a strong adherence to ethical principles, customer-centricity, and professional behavior.*
- **Contractual Integrity:** *Despite executive uncertainties and unexpected changes during execution, Delvar remained focused on fulfilling their contractual duties without filing claims or engaging in non-essential issues.*
- **Result-Oriented Approach:** *The company prioritized delivering impactful results rather than simply completing tasks.*
- **Proactive Problem Solving:** *They made prompt decisions and effectively addressed unforeseen challenges without shirking responsibilities, even when events were beyond their control.*
- **Effective Communication:** *Delvar maintained open and constructive communication throughout the project lifecycle and continued this engagement post-completion, embodying their motto: "Business is the foundation of trust and relationships."*



Mr. Zanganeh
Tehran Gas Co. Retrofit Manager

As the project manager for the Qezel Tappeh project, I commend Delvar Group for their transparency, agility, and professionalism. They significantly contributed to the success of the project by providing 13-3/8" casing during the COVID-19 pandemic, ensuring the project met its goals and standards, and delivering tangible value to our operations.



Mr. Fazeli
Qazel Tape gas field project manager

The positive attributes of the company include:

- **Accessibility:** The team was always available for communication and support.
- **Persistence:** They were tenacious in ensuring the project's success.
- **Customer-Centricity:** Saed Tejarat consistently prioritized our needs, providing flexibility in transactions.
- **Contract Finalization:** Following their selection as a key partner, Saed Tejarat worked collaboratively to finalize the contract, which was achieved through positive interaction and alignment on terms.
- **Follow-Up and Support:** From the introduction of a responsible contact person to effective follow-up throughout the purchasing process, Saed Tejarat ensured a smooth workflow, supporting us fully until the goods were delivered. Their focus on customer satisfaction gave our company full confidence throughout the transaction.



Mr. Nejad Hosseini
Commercial manager of Lordegan Co.



Delvar Group Sapling Garden



In order to honor and grant our valuable customers, we initiated a sapling garden. Each young tree will be planted and tagged by the name of each person. All future fruits of this garden will go to charity as well, under the name of all these esteemed people.



Humanitarian activities, Our Social Responsibility. Why and How Do We Engage In?

Over the years, we understood and believed that the company income is not the only important criteria for having a successful business. Understanding the individuals living situation in our society and paying attention to the humanitarian needs is the other important aspect of the business which should be well taken care of. Otherwise our business success will be imperfect. We are strongly committed to dedicate a part of our benefit earned from each project for humanitarian purposes. We also keep doing it in public to motivate other companies to join us or even surpass us in this graced movement.



Few Samples Of What We Have Done For Our Society



Under Construction Project;
Building a 3-Class school, Chah Dazoo village,
Delgan city, Systan-Baloochestan province



Under Construction Project;
Building a 10-Class school, Howeyzeh city



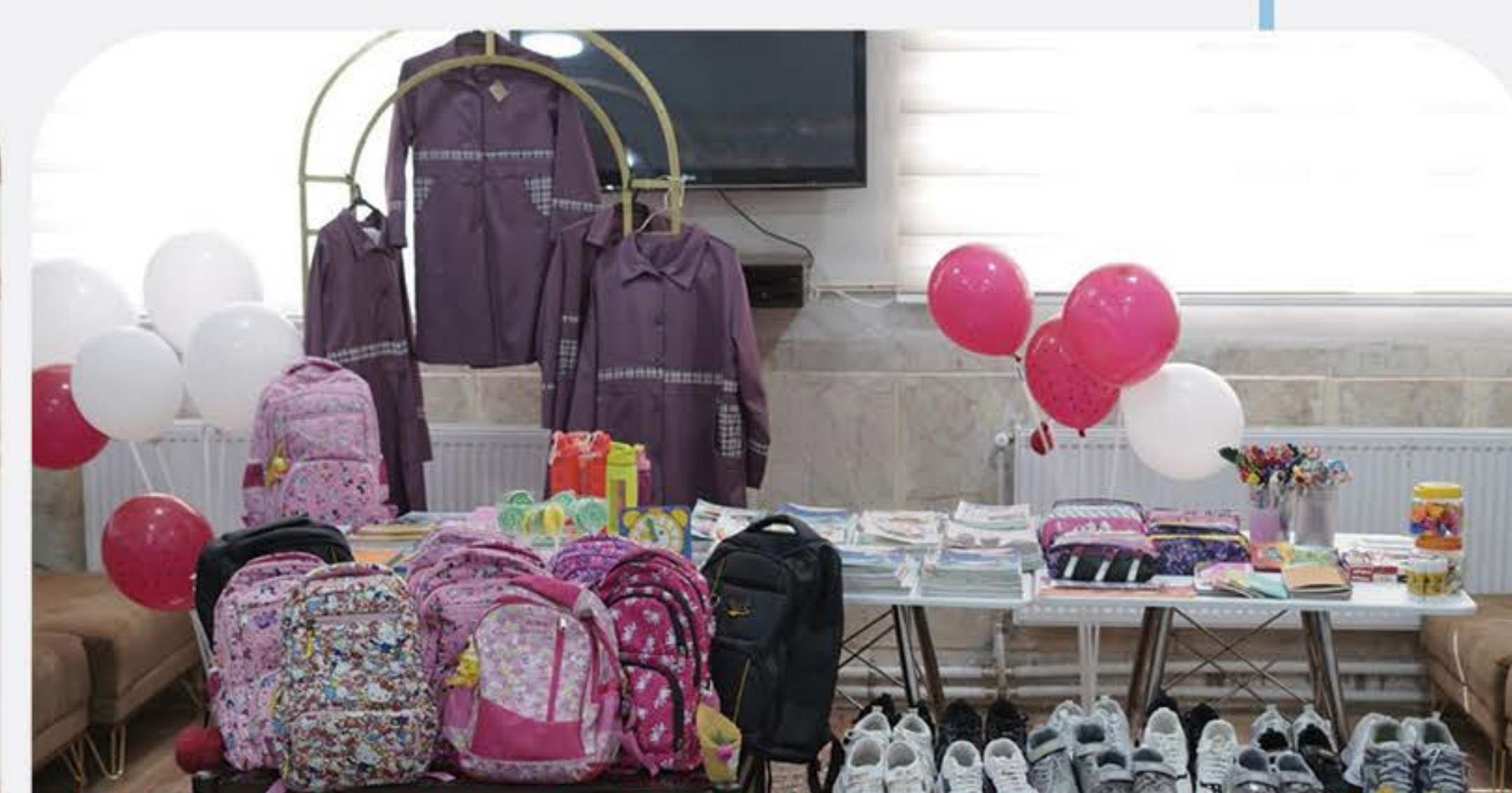
Building a 12 - Class school special for disabled children,
in memory of "Mr. Hasan Hamdan Saedi". Ahwaz city



Building a -5Class school, in memory of
our late friend and co-founder "Mr. Majid Peyman".
Ibrahim-Abad village, Sorkhe district



Running a campaign to provide toys and bicycles
for Khoozestan orphanages



Running a campaign to provide
cloth, shoes, stationaries, etc. for orphanages
in many provinces across the country



Running a campaign
to help curing 250 needy patients
in Khoozestan province each year, since 2019



Granting an AccuVein device for
Ahwaz Children Cancer Hospital



Granting an Optometry device for
Zavareh City medical system, Isfahan province



Delvarnameh

A quarterly published professional journal

We do believe in comprehensive serving of our society as well as our industry. By proving the most updated professional subjects regarding oil industry management in Delvarnameh, we assist the client managers, professional staff and all other individuals who are interested in such fields. Delvarnameh examines the main and historical events of Iranian oil. And the photo on the cover is the important figures of Iran's NAF who interviewed Delvarnameh.

BUSINESS IS AN ANECDOTE OF AMITY

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