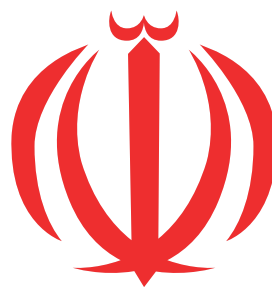


**26-30.06**  
**2022**



## **POLISH BUSINESS VISIT TO THE ISLAMIC REPUBLIC OF IRAN**

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Teheran, IRAN  
26–30 June 2022



POLISH CHAMBER OF COMMERCE

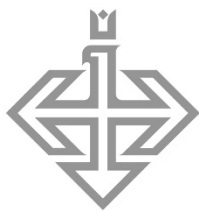
# Polish Business Visit to the Islamic Republic of Iran

26-30 June 2022

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## ORGANIZER



POLISH CHAMBER OF COMMERCE



**Mr Andrzej Piłat**

Member of the board, Polish Chamber of Commerce  
Chairman of the Poland–Iran Business Council



**Mr Bartłomiej Nersewicz**

Foreign Relations Department, Polish Chamber of Commerce  
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### Polish Chamber of Commerce

Polish Chamber of Commerce (PCC) is the main economic self-governing organization in the Republic of Poland. PCC is composed of over 160 chambers and economic associations. The representation of the interest of Polish enterprises vis a vis the state authorities, foreign organisations and entities is the main objective of the PCC. The other principal objective is the promotion of the Polish economy abroad. The Chamber acts as an economic lobby which manages legislative, economic and financial activity in order to create the optimum conditions for the enterprises operating in Poland. The basic goal of the Chamber is to facilitate the incorporation of the Polish economy and Polish companies into the mainstream of international cooperation.

Foreign Relations Department of the PCC conducts activity related to internationalisation of Polish enterprises and promotion of Polish export. Agreements concluded with partner

organisations abroad and contacts with numerous international business organizations allow us to provide active support for Polish enterprises by offering them various forms of promotion and finding foreign partners.

The main duties of the Foreign Relations Department include:

- organisation of Polish trade missions abroad in cooperation with foreign partners
- arranging participation of Polish enterprises in international fairs and exhibitions abroad
- providing information and training to Polish companies
- organisation of international seminars and business forums on development of the Polish economy and foreign trade relations

### Contact

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### COMPANY



**Mr. Artur Chmielewski, Director**

### IS –Wireless

IS-Wireless 4G/5G network solution - for private networks and MNOs  
Polish company IS-Wireless develops and delivers 4G and 5G mobile networks supporting more users with better performance at lower cost by applying cutting edge technologies. The company is a provider of software and hardware necessary for building 4G and 5G networks in the scope of both RAN and Core. IS-Wireless participates in the Open RAN revolution and expects significant changes in the way networks are built and deployed in the coming years. The company has been recognized as one of a few European RAN vendors by leading telco

operators including Deutsche Telekom, Orange, Telecom Italia (TIM), Telefónica and Vodafone in their November 2021 report “BUILDING AN OPEN RAN ECOSYSTEM FOR EUROPE”.<sup>1</sup>  
IS-Wireless 5G solution

Revolution on the telecommunications market

Until very recently, 2G, 3G, 4G networks were built in a closed model approach. One of three global vendors (Eriksson, Nokia, Huawei) delivered the complete solution to mobile network operators (MNO) like Orange or T-Mobile.

With the 5G networks, a new open model - Open RAN - arose. It is based on open and standardized interfaces, which grant interoperability. Thus, it enables multiple vendors to provide different parts of hardware and software.

The telecommunications market undergoes a revolution. It is not only about the introduction of 5G networks, but also about the way the mobile networks infrastructure is developed: the move from closed to open systems. According to some estimates, in less than 5 years all new networks will be built in that model.

Open RAN: a development opportunity:

Open RAN increases competition among infrastructure providers. Thus, it makes it more affordable to engage in such projects as local and industrial 5G networks, which will be the cornerstones of future smart city solutions and Industry 4.0.

Open RAN is an opportunity for SMEs, which can specialize in providing specific parts of equipment and services.

Open RAN stimulates innovation and research by engaging a bigger number of entities in solving technological challenges of future networks.

Private networks will be key trend in 2022

In 2022, we should observe growing interest in private networks. Spectrum release and regulations that exclude existing mobile network providers from acquiring certain frequencies mean big players from the utilities, fuel, mining, ports and airport industries have begun examining the business cases and benefits of having their own private networks. These industries require excellent quality and the highest level of security, and this is exactly what owning private networks can provide.

## Contact

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**Dr Adam Bajcar**

### **Poltegor**

Poltegor - Institute" - the Institute of Opencast Mining

"Poltegor Institute" - the Institute of Opencast Mining has been operating since 70 years. From 30 years it is under supervision of the Ministry of State Assets. The Institute is located in Wrocław. It is the only Polish research institution whose competence covers the whole range of problems related to the management, exploration, exploitation and reclamation of raw materials extracted with the opencast method. It gained its expertise in design and research covering geology, mining, engineering, and environmental protection during the construction and modernization of open pit mines.

Due to its competences the Institute has been servicing all Polish lignite mines and energy complex - Bełchatów, Turów and Konin with the total lignite production 60-55 million tons. The Institute also works also for a number of open pits of other mineral resources.

The Institute employs almost 60 people, including researchers, research and technical employees and engineering and technical employees. "Poltegor-Institute" has well experienced engineering staff with more than twenty years of experience in the field of both mining and reclamation. Institute consists of 6 departments and 10 laboratories. Departments focuses on all designing services related to opencast mining, including:

- strategy of mining and mine operations planning;
- geomechanical analyses and stability evaluations for open pits and dumps;
- dewatering;
- machinery and auxiliary equipment selection;
- mining plans, prefeasibility and feasibility reports;
- post-mining reclamation plans and environmental protection;
- economic analyses.

All above services are provided by the team of qualified scientists and engineers with many years of experience gained during realization of large mining projects and consultation services aiming at designing and activation of opencast mines not only in Poland but also in India, Turkey and Australia.

“Poltegor-Institute” is actively participating in EU founded research projects, especially Research Found for Coal and Steel. It was involved in RFCS projects focused on: Innovative technologies in monitoring system, risk assessment of final pits during flooding, sustainable use of mining waste dumps, recycling of upcycling of coal mining waste geomaterials.

#### Contact

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[www.igo.wroc.pl](http://www.igo.wroc.pl)

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#### COMPANY



**Mr Zbigniew Lubosik**, Vice Director

#### **Główny Instytut Górnictwa**

GIG: FRAMEWORK OFFER OF SERVICES IN THE FIELD OF MINING, GEOENGINEERING AND ENVIRONMENTAL ENGINEERING

Institute carry out various kinds of studies and surveys, technical and technological projects and expertise, compiles instructions, guidelines and norms and transfers know-how in the field of:

- underground hard coal and minerals extraction (feasibility studies of mineral extraction plans; advisory services on conducting safe underground mining operations; underground mining geology; development and selection of mining support, machinery; monitoring and safety equipment);
- surface and structures protection;

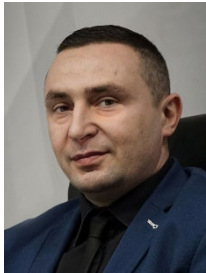
- sustainable mine closure planning & implementation and mitigation of environmental impacts during exploitation and after closure;
- preventing natural mining hazards (identify and develop plans to mitigate the risks of: methane hazards, coal dust explosion, seismic hazards, water hazards, spontaneous combustion of coal, gas and rock outbursts, and climatic and radioactive hazards; design of research and analytical laboratories with necessary instructions and training of personnel; implementation of safety systems in coal mines);
- clean coal technologies (co-operation in the area of clean coal technologies (coal gasification and liquefaction); carbon dioxide capture and utilization technologies (CCS, CCU); gasification of coal/waste and co-gasification of coal and biomass/waste; direct hydro-liquefaction of coal);
- coal preparation and waste management (development of new materials based on industrial wastes; dry coal enrichment; rare earth elements' recovery; mercury presence in fossil fuels investigations and mercury in coal life cycle analyses and management);
- environmental engineering and transformation process (technology for processing and sewage sludge management "waste to product" solutions; remediation technologies for brownfields and the regeneration of post-mining areas; water and waste water management in urban areas; transfer of methods and technologies to ensure soil conditions on reclaimed areas; environmental Impact Assessments of industrial facilities, risk assessment reports, ecological reviews, opinions, evaluations and expertise concerning the state of the environment);
- certification and assessment of management systems (certification and assessment of products within the framework of the directives of the European Union: Directive 94/9/EC (ATEX), Directive 93/15/EEC; certification and assessment of management systems; certification of personnel related to management systems).

### **Contact**

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## COMPANY



**Mr Wojciech Borkowiec**



**Mr Radosław Tumielewicz**



**Mr Dariusz Pala, Sales Director**

### **Koksownia Bytom Sp. z o.o.**

Bytom coking plant Ltd is a Polish, privately owned coking plant. We are a unique company among Polish coke producers. We are distinguished by capital conditions:

- we are 100% a company with Polish capital,
- we are a 100% private enterprise,
- 100% of the shares are in the hands of natural persons.

Bytom coking plant Ltd operates on the basis of a quality management system according to PN-EN ISO 9001: 2015. Management through quality is characterized by a systemic approach, the ability to constantly improve, orientation to strategic goals, commitment of the management and the entire team. The Quality Policy is an integral element of management, the assumptions contained therein constitute the foundation of our system.

We consume different type of coal (mainly low phosphorous one). We've been operating all around Europe for several years supplying customers with high quality met coke. We consume ca 300 k tons of coal annually. We produce coke on the base of coal types as follows: 34, 35 and 36.

### **Contact**

Koksownia Bytom Sp. z o.o.  
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## COMPANY



**Mr Leszek Wojciech Chyła**, Member of the Board

### **EFT Group Sp. z o.o.**

Import from Iran:

#### 1. Raw Material - Polymers:

Polypropylene, (Copolymer PP) in granules/pellets. Suitable for injection moulding of items required high durability, i.e.: crates, lashing strap corner protectors, battery casings, containers.

Linear Low Density Polyethylene (LLDPE) in powder / alternatively in granules/pellets.

Application: designed for Rotational moulded items: Water tanks, chemical tanks, road barriers, boats, buoys, containers, garbage cans, flower pots, manholes, cool boxes, feed carts, and toys.

Linear Low Density Polyethylene (LLDPE) in granules/pellets. Suitable for blown film.

Application: shipping sacks, ice bags, frozen food bags, liners, carrier bags, garbage bags, agriculture films, lamination and coextruded films, shrink film (for blending with LDPE), industrial consumer packaging and high clarity film if blended with (10-20%) LDPE.

Export to Iran

1. Custom moulding - designing and manufacturing of plastic goods in accordance with specification and requirements provided by customer. All products made by roto moulding and injection moulding technology. Thanks for the strong and mutual work of design departments (ours & our customers) we are able to fit the quality of manufactured products and services strictly to the needs and expectations of our customers. On the designing stage we take advantage from our experience and share the knowledge with the customer. In result, we create a new, unique product. Whole cooperation bases on:

NDA – (non-disclosure agreement)

Long term exclusivity supply contract

Sectors we are active and experienced:

AUTOMOTIVE, diesel/petrol tanks, tool-boxes, vehicle body parts.

DECORATIVE ITEMS, i.e. Garden lamps and gardens furniture.

Media Installation components, i.e. gas meter cabinets, cabinets for safety valves.

Furniture for beauty salons, i.e. wide range of chairs or chair`s constructions.

2. Truck and trailers accessories – we are looking the distributors/wholesalers of cargo securement and truck accessories, i.e. anti-slippery mats, lashing straps corner protectors, tool-boxes in automotive sector. EFT manufacture all accessories under our brand Stabilo® or under customer brand / private label.

#### Contact

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[www.eft.com.pl](http://www.eft.com.pl)

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#### COMPANY



**Mr. Romuald Pawlik**, Chairman

#### FOLPLAST

The company FOLPLAST Sp. z o.o. dealing in the production of polyethylene packaging.

Established in 1990, employs over 210 people. Production of 3400 tons/month.

16 extrusion lines, newest installed in 2020.

Wide range of processed materials from LDPE, HDPE, MDPE, LLDPE, PP, EVOH.

Own recycling site.

Product overview: hygiene products, collation shrink films, industrial films, agricultural films, lamination films, building films, food contact films, stretch hood.

What we can offer:

- PE and PP films printed up to 8 colors (newest, first in Poland Windmoller&Holscher Miraflex x 2<sup>nd</sup> generation);
- PE bags/wicket bags with handle (also reinforced) with full 8 colors print;
- Wide films with up to 2800 width for group packaging;
- Films with 30% of recycled material within specification;
- Production under BRC loP regulations;
- Collation shrink films
- Laminates;

Interested in importing plastics (polyethylene) with parameters similar to those in the table below:

Product Data Sheet: ASPC LFI2130

Product description: LFI2130 is a low density polyethylene, suitable for producing heavy-duty films and contains no slip and anti-block additive. It gives outstanding toughness, draw down ability and very good biaxial shrink properties.

Typical applications:

LFI2130 is recommended for blow films extrusion. This product is suitable for manufacture of heavy duty LDPE film packaging for application like shrink hoods, industrial sacks, Carrier bags and liners.

Typical Data:

Physical Properties

MFI(190 OC /2 .16 Kg )	0.3	Dg/min	ISO 1133
Density	921	Kg/m3	ISO 1183 (A)
Mechanical properties (2)			
Impact strength	31	KJ/m	ISO 7765-2
Tear strength (TD)	45	KN/m	ISO 6383-2
Tear Strength (MD)	20	KN/m	ISO 6383-2
Yield stress (TD)	10	MPa	ISO 527-1/3
Yield stress (MD)	11	MPa	ISO 527-1/3
Tensile Stress at break (TD)	24	MPa	ISO 527-1/3
Tensile Stress at break (MD)	22	MPa	ISO 527-1/3
Strain at Break (TD)	>500	%	ISO 527-1/3
Strain at Break (MD)	>350	%	ISO 527-1/3
Modulus of Elasticity (TD)	150	MPa	ISO 527-1/3
Modulus of Elasticity (MD)	140	MPa	ISO 527-1/3
Coefficient of friction	0.7		ASTM D 1894
Blocking	<5	g	SABTEC method
Re-blocking	20	g	SABTEC method
Optical properties (2)			
Haze	12	%	ASTM D 1003A
Gloss (45o )	55	%	ASTM D 2457
Clarity	50	mV	SABTEC method

*Additive :Antioxidant*

Notes:

(1) Typical Values: not to be construed as specifications limits.

(2) Properties are based on 120 um blown film produced at a melt temperature of 200°C and 3 BUR using 100% LFI2130.

Annual needs are 15,000 tons

**Contact**

FOLPLAST Sp. z o.o

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COMPANY



**Mr Radosław Sypniewski**, Sales Director

**LUMAG**

Lumag Sp. z.o.o. is a leading Polish manufacturer of brake friction materials and metal parts with a strong brand position on world markets. The company was established in Poland in Central-Eastern Europe in 1988. The entire assortment consists of brake linings & brake pads for trucks, trailers, semi-trailers and buses, as well as brake pads & brake discs for passenger cars and light cv. LUMAG operates both on OEM/OES and Aftermarket. LUMAG newly opened its state-of-the-art factory for metal parts manufacturing.

LUMAG operates on the basis of formulas prepared by its own R&D Center. This allows the company to fully control the production process. The LUMAG company constitutes two separate brands. Pads for trucks are manufactured under the LUMAG brand, while pads for passenger cars are BRECK domain. The quality of LUMAG products is confirmed by the ECE R-90 and R-13 certificates. The company also has a certified integrated management system

according to ISO 9001, an ISO 14001 environmental management system and has implemented the IATF 16949 technical specification. Measurements of various product properties are carried out both in the laboratory and on the road. The company obtains the necessary certificates and approvals for its products, using European quality standards and the highest modern production standards.

Our short term goals for the Iranian market:

- 3 B2B meetings with manufacturers of passenger vehicles / trucks / vans / buses / semi-trailers / trailers. Meetings at the decision-making level.
- 3 B2B meetings with distributors / agents experienced in importing vehicle parts from Europe. Meetings at the decision-making level.

Our long-term goals for the Iranian market:

- Establishing long-term cooperation with 1-2 OEM / OES producers Establishing long-term cooperation with 1-2 distributors

Private owned company, fully Polish private capital, 260 employees, 2 production plants in Budzyń, Poland, state-of-the-art high automated pressing, stamping and finishing lines (IAG, M-Tec, Comec, Waldruff, FeinTool, Bruderer).

Capacity: 4,2 M CV pads, 6,5 M PC/LCV pas, 1,5 M CV linings.

#### Contact

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#### COMPANY

# RAFAKO



**Mr Przemysław Hopfer, CEO**

### **Rafako Engineering Sp. z o.o.**

The Rafako Capital Group is the largest Polish supplier of technological and construction solutions for energy and heat engineering sector. We participated in projects consisting in the retrofit of generation facilities and environmental protection system of power companies with the participation of the State Treasury.

Radako offers comprehensive services for design and construction of complete power generation units, boiler plants, DeSOx, DeNOx and dust installations, Waste to Energy Plants. Furthermore we have manufacture capabilities in boiler production and gasification systems, while also being able to provide engineering services and plant maintenance & service.

Rafako offers easily-scalable technology allowing to achieve 80% + share of renewable energy in the District Heating system, achieving III or IV generation DH system status, according to Lund classification.

Rafako as an integrator of solutions in the field of solar heating, power-to-heat and daily or seasonal heat storages helps investors to adapt to Fit for 55 requirements as part of EU's transition to climate neutrality.

### **RAFAKO S.A. BASIC INFORMATION**

- Market leader in power equipment in Poland - approx. 80 % of power boilers installed in the country have been supplied by RAFAKO. The leader in the comprehensive flue gas treatment.
- One of the biggest in Europe, manufacturers of boilers and environmental protection devices for the power industry.
- The company meets the requirements of the following standards: ISO-9001, ISO-14001, ISO-45001, EMAS and the requirements of the EU Directive in the field of devices and pressure elements.
- Polish company with a long tradition, with a relatively flat management structure allows to make quick and effective market decisions.
- A company with a proven technology in the world of design, manufacturing and commissioning of complete boiler systems and environmental protection devices. We have within the organization full of facilities engineering (design and construction office) and manufacturing facility.
- The world's leading manufacturer of boilers, including membrane walls, drums, coils, rotary air heaters, air and flue gas ducts, steel structures, as well as heat exchangers and other pressure equipment.

### **RAFAKO OFFER**

- Design
- Construction
- Complete power generation units
- Boiler plants
- DeSOx, DeNOx & Dedust plants
- Waste to Energy plant (municipal solid waste, RDF, biomass, etc.)
- Boiler production

- Plant maintenance and service
- Engineering services

**Contact**

RAFAKO Engineering Sp. z o.o., RAFAKO S.A.

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POLISH CHAMBER OF COMMERCE