

## **Jordan – Hungary Economic Relations**



### **Presentation Agenda**

- Jordan Hungary Economic Relations
- Reforms and Macroeconomic Stability
- International Reports
- Investment Climate in Jordan
- Jordan's Competitive Advantages
- Jordan's Enabling Platforms
- Engines of Growth and Business Opportunities



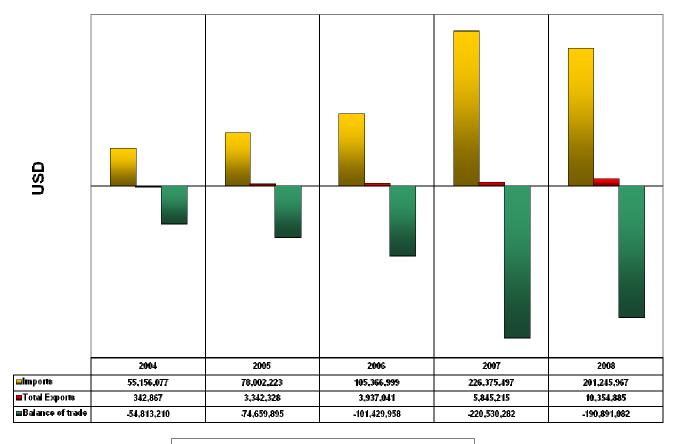
# Investment Climate and Business Opportunities in Jordan

Jordan and Hungary

**Jordan Investment Board** 



#### **Balance of Trade**



The two-way trade volume between the two countries reached \$211.6 million in 2008.

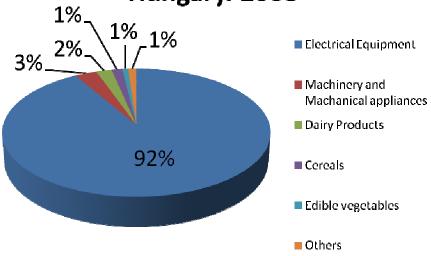
• Hungary maintains positive trade balance with Jordan.

■Imports ■Total Exports ■Balance of trade

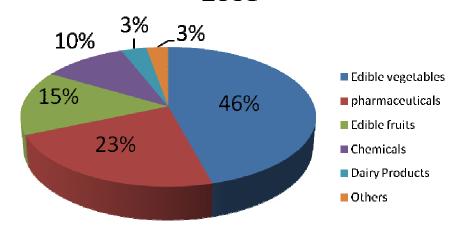


#### **Trade Relations**

# Jordan Imports from Hungary. 2008



# Jordan Exports to Hungary. 2008





#### **Economic Agreements between Jordan and Czech Republic**

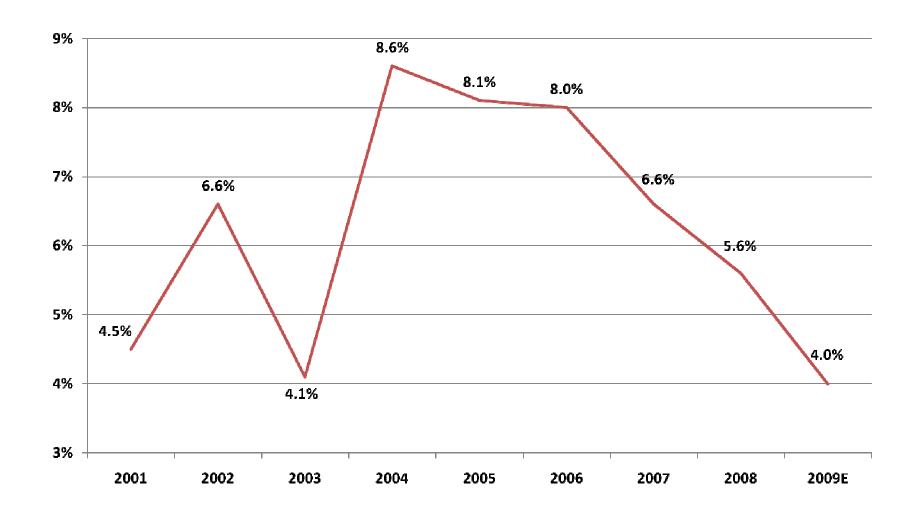
- Agreement on the Establishment of the Jordanian- Hungarian Business Council on Trade and Investment Promotion (Signed on the 24<sup>th</sup> of June, 2001).
- Long-Term Trade Agreement Between the Government of the Hashemite Kingdom of Jordan and the Government of the Hungarian Republic (Signed on the 14<sup>th</sup> of November, 1976).
- Association Agreement with the European Union (Signed on the 24<sup>th</sup> of November, 1997).



# **Reforms and Macroeconomic Stability**

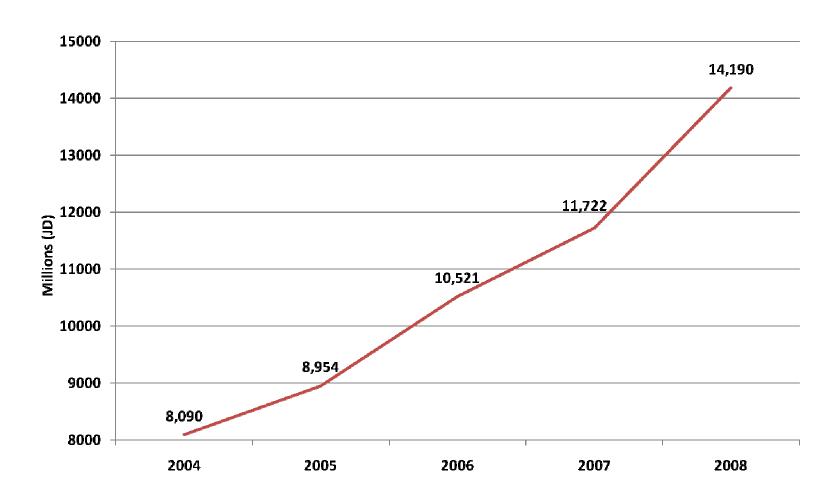


### **Real GDP Growth**



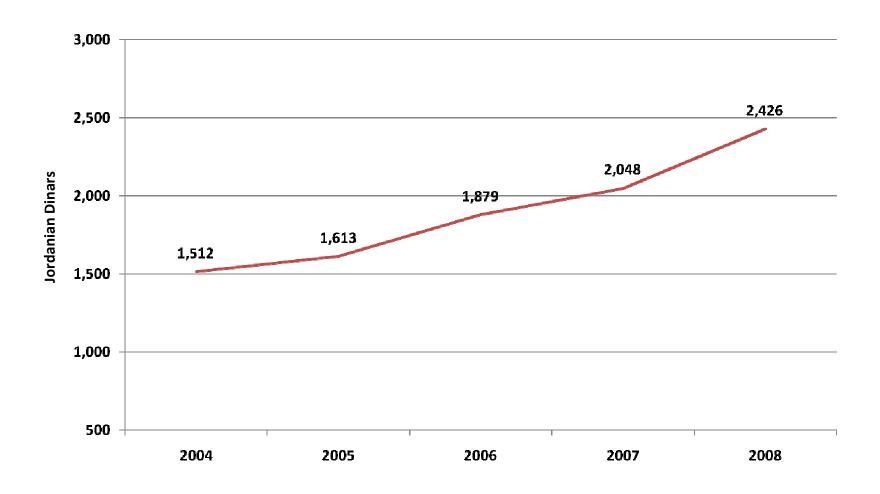


#### **Gross Domestic Product**



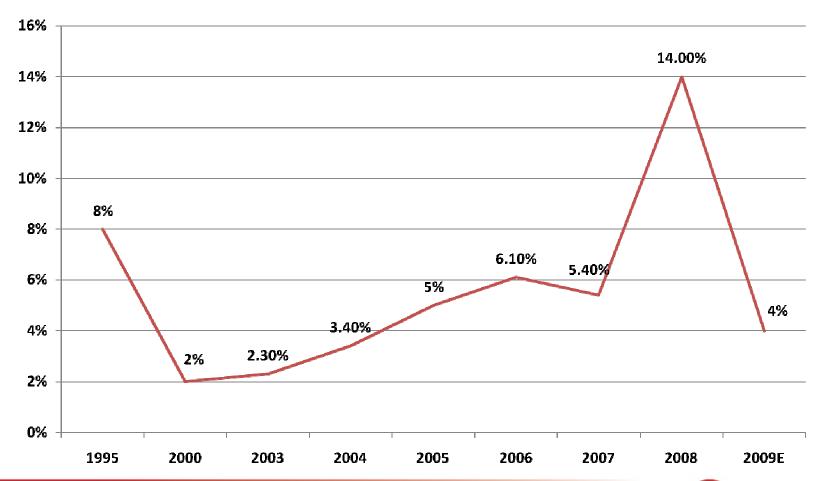


### **GDP Per Capita**



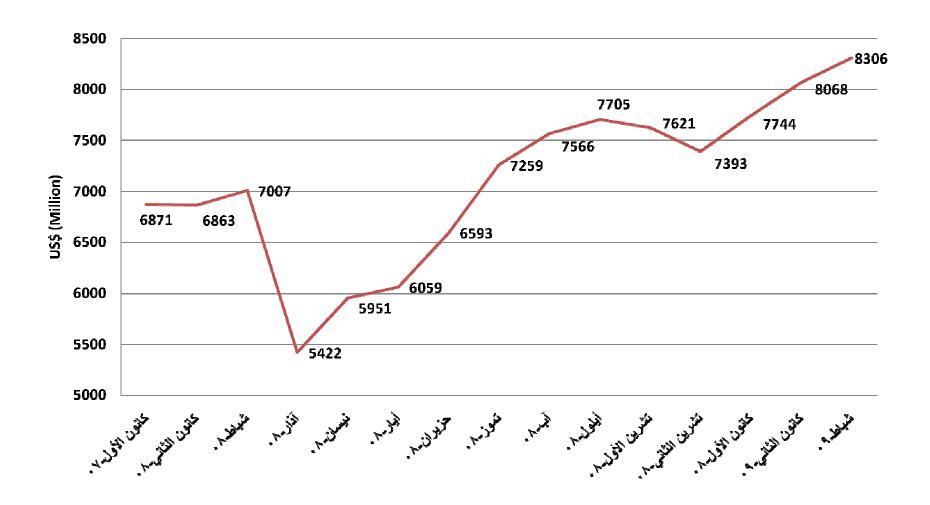


### **Inflation**



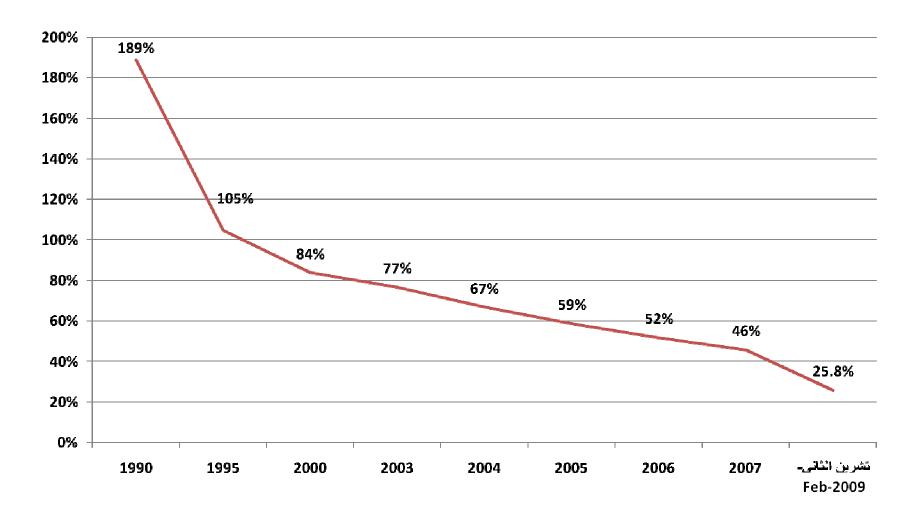


#### **Foreign Reserves**



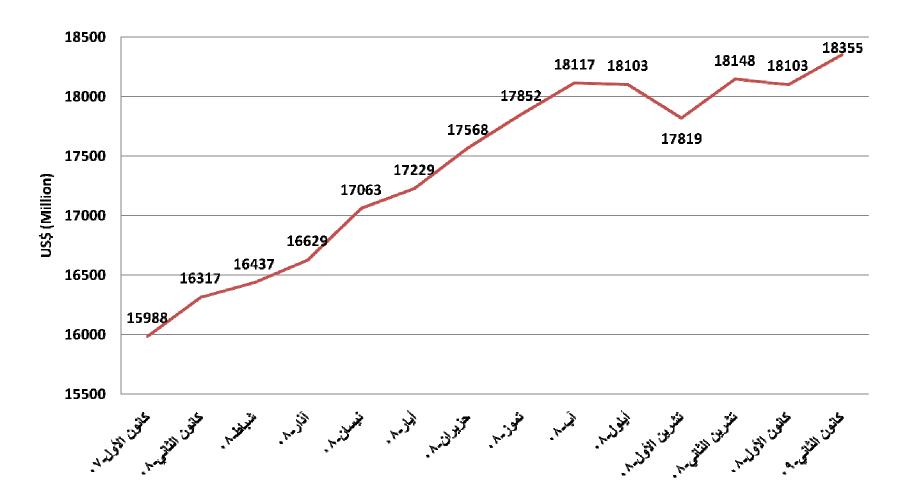


#### **External Debt as a % of GDP**



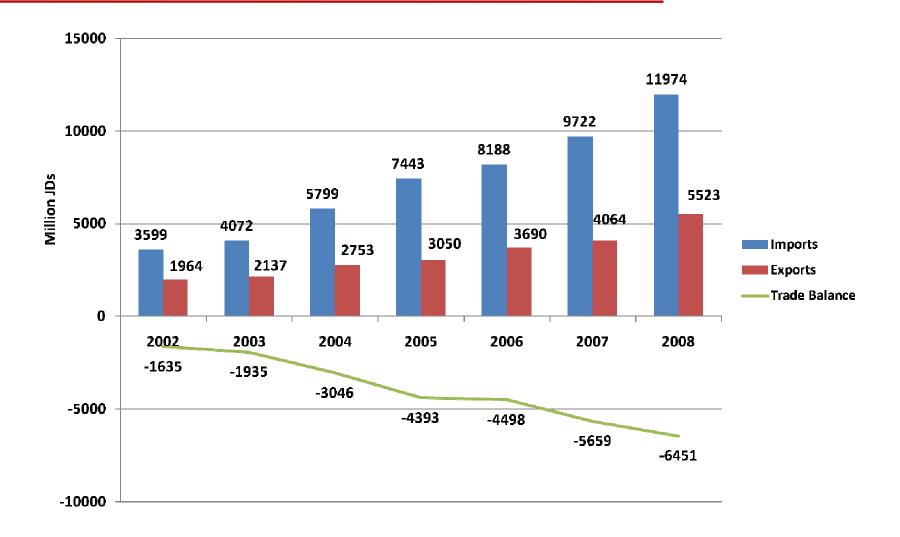


### **Deposits in Banks**





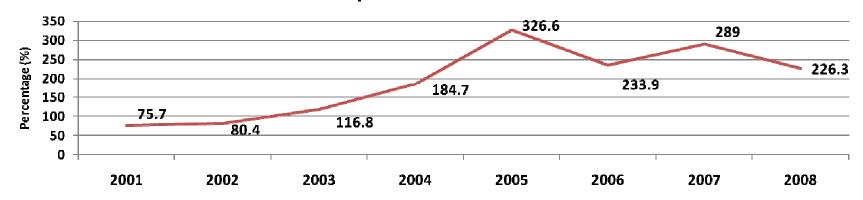
#### **Trade Balance**



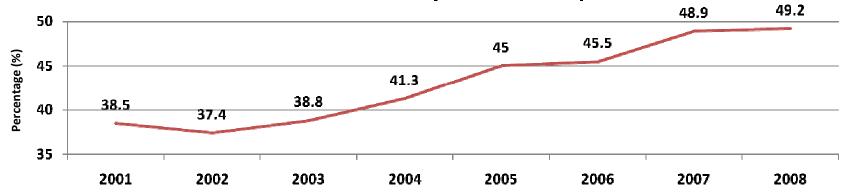


### **Amman Stock Exchange**

#### Market Capitalization as a % of GDP



#### Non-Jordanian Ownership of Market Capitalization





# **International Reports**



### The Global Competitiveness Report 2008 (GCR)

Indicator		Ranking in 2007 out (131)	Ranking in 2008 out of (134)
Global Competitiveness Indicators		49	48
Basic Requirements		<b>4</b> 6	47
	Institutions	32	27
	Infrastructure	42	44
	Масго Есопоту	53	111
	Health and Primary Education	53	56
Efficiency Enhancers		49	63
	Higher Education and Training	47	42
	Market Efficiency	48	44
	Technological Readiness	55	57
	Market Size	NA	88
Innovation and Sophistication Factors		63	47
	<b>Business Sophistication</b>	76	47
	Innovation	55	51

An effective tool to benchmark the competitiveness of 134 countries.

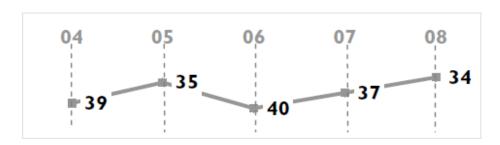
Jordan ranks 48th out of (134) countries in the report up from 49th out of (131) countries in the previous year

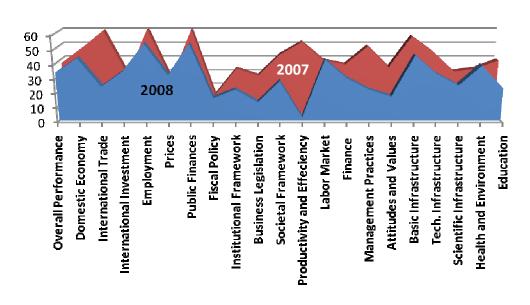


### The IMD World Competitiveness Yearbook 2008

	2008	2007
Overall Performance	34	37
<b>Economic Performance</b>		
Domestic Economy	44	48
International Trade	24	60
International Investment	35	28
Employment	54	61
Prices	32	25
<b>Government Efficiency</b>		
Public Finances	54	61
Fiscal Policy	16	14
Institutional Framework	22	33
Business Legislation	13	28
Societal Framework	28	43
Business Efficiency		
Productivity and Efficiency	2	52
Labor Market	43	39
Finance	30	36
Management Practices	22	49
Attitudes and Values	17	34
Infrastructure		
Basic Infrastructure	46	56
Tech. Infrastructure	33	45
Scientific Infrastructure	25	31
Health and Environment	39	33
Education	23	39

#### **OVERALL PERFORMANCE**







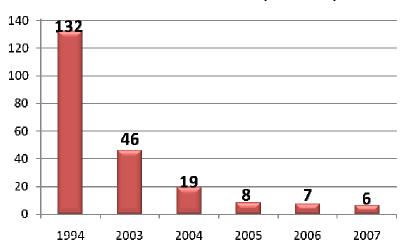
### **The World Investment Report 2008**

Country	2005	2006	2007
Hong Kong	4	2	1
Bulgaria	8	3	2
Iceland	12	4	3
Malta	10	5	4
Bahamas	21	8	5
Jordan	8	7	6
Singapore	6	6	7
Estonia	7	9	8
Georgia	16	15	9
Lebanon	9	13	10
Guyana	32	20	11
Bahrain	23	12	12
Belgium	11	10	13
Gambia	14	11	14
Panama	25	16	15
Mongolia	-	19	16
Tajikistan	-	18	17
Cyprus	-	24	18
Moldova	-	27	19
Egypt	-	31	20

Published by The United Nations Conference on Trade and Development (UNCTAD).

Jordan is ranked 6<sup>th</sup> out (141) countries and in the top 20 in the Inward FDI Performance Index.

#### Jordan's Rank in the WIR (UNCTAD)





### **The World Investment Report 2008**

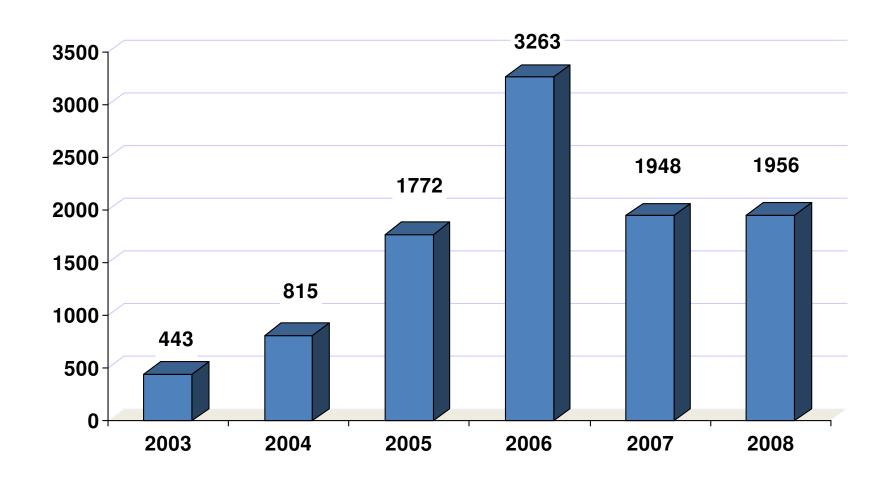
	Under Performers	Below Potential	Above Potential	Front Runners
1988-1990	<b>Jordan,</b> Morocco, Sudan, Lebanon, Yemen, India, Turkey	Saudi Arabia, UAE, Kuwait, Japan, Germany, Israel, Qatar, Italy	Syria, Tunisia, Egypt	UK, USA, Oman, Bahrain, Ireland, China, France
1993-1995	Syria, Lebanon, Algeria, Sudan, Turkey, India	<b>Jordan</b> , USA, Saudi Arabia, Oman, UAE, Kuwait, Libya, Germany, Japan	Morocco, Tunisia, Egypt, Yemen	UK, Bahrain, Qatar, Singapore, Ireland, China,
1999-2001	Syria, Algeria, Turkey, India	USA, Oman, Lebanon, Japan, Italy, Saudi Arabia, Qatar, UAE, Tunisia, Egypt	Morocco, Sudan, Brazil, Kazakhstan	<b>Jordan</b> , UK, Singapore, Ireland, Germany, China, France
2001-2003	Algeria, India, Turkey, Egypt, Yemen	UK, Japan, Kuwait, Lebanon, Korea, Russia, Saudi Arabia, UAE, USA	Syria, Sudan, Morocco	<b>Jordan</b> , Kazakhstan, Qatar, China, France, Tunisia, Germany, Ireland, Israel
2003-2005	Syria, Yemen, India, Indonesia, South Africa	USA, Oman, Algeria, Libya, Kuwait, Tunisia, Saudi Arabia, Turkey, Japan, Germany, Ireland	Egypt, Morocco, Sudan, Lebanon, Romania	<b>Jordan</b> , UK, Bahrain, Qatar, UAE, Singapore, China
2005-2007	Bangladesh, Benin, Bolivia, Burkina Faso, Nigeria, Pakistan, Papua New Guinea, Paraguay, Peru, Philippines, Rwanda, Senegal, South Africa, Sri Lanka, Syrian Arab Republic, Togo, Uzbekistan, Yemen.	Algeria, Argentina, Australia, Republic of Korea, Russian Federation, Saudi Arabia, Slovenia, Spain, Sweden, Switzerland, Taiwan Province of China, Tunisia, Turkey, United States and Venezuela.	Albania, Angola, Armenia, Colombia, Congo, Costa Rica, Ecuador, Nicaragua, Republic of Moldova, Romania, Sierra Leone, Sudan, Suriname, Tajikistan, Uganda, United Republic of Tanzania, Uruguay, Vietnam and Zambia.	Jordan, Portugal, Bahrain, Belgium, Botswana, Brunei Dominican Republic, Estonia, Hong Kong (China), Hungary, Iceland, Kazakhstan, Latvia, Lithuania, Luxembourg, Malaysia, Malta, Netherlands, Panama, Poland, Portugal, Qatar, Singapore, Slovakia, UAE and United Kingdom.
Latest	Angola, Benin, Bolivia, Burkina Faso, Niger, Nepal, Pakistan, Papua New Guinea, Paraguay, Philippines, Rwanda, Senegal, South Africa, Sri Lanka, Ecuador, South Africa, Syrian Arab Republic, Turkey and Kenya.	Portugal, Algeria, Argentina, Australia, Republic of Korea, Russian Federation, Slovenia, Spain, Mexico, Switzerland, Taiwan Province of China, Norway, Qatar, United States and Venezuela.	Colombia, Congo, Costa Rica, Egypt, Ethiopia, Lebanon, Nicaragua, Georgia Romania, Sierra Leone, Sudan, Suriname, Tajikistan, Uganda, United Republic of Tanzania, Uruguay and Vietnam.	Jordan, Bahrain, Belgium, Botswana, Brunei, Estonia, Hong Kong (China), Hungary, Iceland, Kazakhstan, Latvia, Lithuania, Luxembourg, Malaysia, Malta, Netherlands, Panama, Poland, Qatar, Singapore, Slovakia, UAE and United Kingdom.



## **Investment Climate in Jordan**

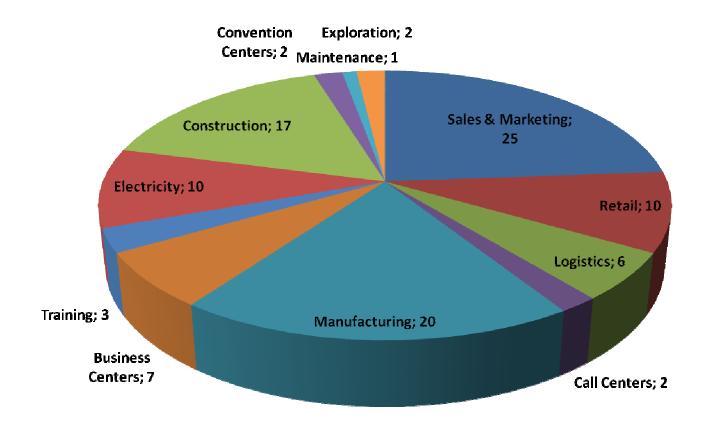


### **Foreign Direct Investment**



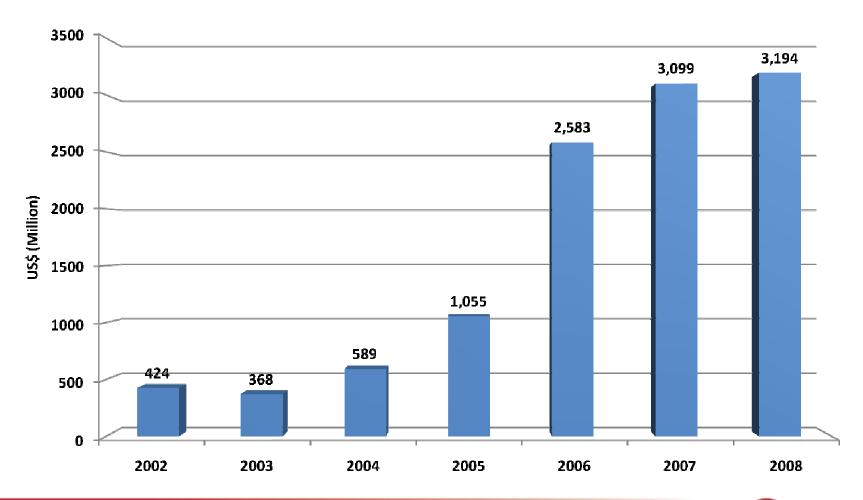


### **Average Direct Investment Distribution per Sector**





### **Investment Benefiting from Investment Promotion law**





# **Jordan's Competitive Advantages**



#### Why Invest In Jordan?

#### **Advantages**

#### Description

Political Stability, Security & Vision

Investors' confidence in the Kingdom's economy, political stability, good international relations and cost-competitiveness has produced a groundswell of investment from around the world. All efforts contribute to maintaining a momentum of growth and development.

Strategic Location and Central Market Access to One Billion Consumers Jordan enjoys distinguished foreign trade policies built on the norms of openness and integration. Agreements include GAFTA with 17 Arab countries, US Free Trade Agreement, association agreement with the European Union and a European Free Trade Association Agreement. Similar deals are currently being negotiated with Canada, Turkey, and extending to Latin America.

**Growing and Robust Economy** 

Jordan's macro-economic fundamentals are sound and leading considered indicators to the country's continued growth in 2008. Liberalization, careful planning, policy reforms, a strong economy, and the creation of ideal conditions for businesses led to a surge in foreign investment to Jordan.

**Skilled and Talented Human Capital** 

A population of 5.9 million out of which 70% is under the age of 30 and enjoys a 2.3% annual growth rate. Literacy rates in the Kingdom are among the highest in the Middle East obtaining 91.1% in 2007 compared to 89.9% in 2004.

Modern and Well Connected Infrastructure

• Our infrastructure is set up to serve people, investment, trade and ideas. On one hand, Jordan's modern transportation infrastructure helps businesses navigate the world more quickly and comfortably. On the other hand, Jordan has one of the most liberalized and competitive telecommunication markets in the Middle East and an independent regulator.

**Favorable Business Environment** 

▶ Strong Banking System, Competitive costs of Doing Business , Attractive tax incentives and custom duty exemptions, Reformed and liberal legislation, Streamlined procedures, Profound and international investor protection measures.

**Enabling Platforms** 

 Development Areas (King Hussein Business Park, King Hussein Bin Talal Development Area, Irbid Development Area, Ma'an Development Area), Special Economic Development Zone (ASEZA), Industrial Estates, Free Zones.



### **Strategic Location**



- Strategically situated on land bridge between Europe, Africa and Asia
- Jordan serves as a focal point for trade and investment within MENA
- The MENA market is comprised of 325 million consumers, 6% of world population.
  - Growth rate: 3% (vs. 0.8% in EU)
  - Consumer market is projected to double in size in approximately 18 years



#### **International Gateway**

- Member of WTO.
- Jordan-US Free Trade Agreement (FTA).
- Qualifying Industrial Zone (QIZ) Agreement.
- Greater Arab Free Trade Agreement
- Euro-Jordanian Association Agreement.
- Aghadir Agreement.
- Jordan-EFTA FTA.
- Jordan-Singapore FTA.

# Access To One Billion Consumers... Customs Free and Quota Free



### **Skilled and Talented Human Capital**

#### People are our greatest asset

- Well educated population.
- 20% of population have a degree or third level qualification
- Over 92% literacy rate
- Ranked 39<sup>th</sup> out of (134) countries for the number of scientists and engineers.
- 192,000 students currently enrolled in universities.
- 225 universities (15 private, 10 public).
- 60 community colleges.
- 35 vocational training centers training over 10,000 people each year.
- Competitive wage structure.

Jordan provides the Middle East with its most highly skilled workers, particularly in the professional and services sectors...



#### **Modern and Well Connected Infrastructure**

- Jordan boasts high quality infrastructure surpassing many regional and emerging economies.
- 3 airports and 1 port (Aqaba)
- 55 directly served destinations and 700 served by alliance airlines.
- Expanding airport to serve 9 millions passengers annually
- Road network: 8,000 km of modern highway system.
- Railway master plan to develop an extensive rail network.
- Deregulated telecommunication market since 2005







# **Jordan's Enabling Platforms**



### **Jordan's Enabling Platforms**

- Development Areas and Zones
  - King Hussein Business Park (KHBP)
  - King Hussein Bin Talal Development Area KHBTDA (Mafraq)
  - Irbid Development Area
  - Ma'an Development Area (MDA)
  - Dead Sea Development Zone
- Aqaba Special Economic Zone
- Industrial Estates
- Free Zones













#### **Development Areas Law**

- The Government of Jordan (GOJ) enacted a Development Areas Law in 2008.
- This law aims to provides further streamlining and enhance quality-of-service in the delivery of licensing, permits and the ongoing procedures necessary for the operations of site manufacturers and exporters.

Under the Development Areas Law		
Income Tax <sup>[1]</sup>	5%	On all taxable income from activities within the Area
Sales Tax	0%	On goods sold into (or within) the Development Area for use in economic activities
Import Duties	0%	On all materials, instruments, machines, etc to be used in establishing, constructing and equipping an enterprise in the Area
Social Services Tax	0%	On all income accrued within the Area or outside the Kingdom
Dividends Tax	0%	On all income accrued within the Area or outside the Kingdom

1 No income tax on profits from exports



### **Development Areas Locations**

# Irbid Development Area (IDA)

ICT, Healthcare Middle & Back Offices, and Research and Development.

# King Hussein Business Park (KHBP)

Services at the heart of the capital



#### King Hussein Bin Talal Development Area KHBTDA (Mafraq)

Industrial Production, transportation hub, plenty of opportunities for industrial and logistics tenants to master developers and operators

## Ma'an Development Area (MDA)

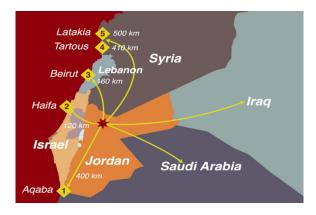
#### Industries:

- Manufacturing of building and construction material
- Exploitation of renewable energy (solar and wind)
- R&D Development Center for renewable energies
- Exploitation and marketing of minerals and natural resources
- Specialized educational programs in sciences and engineering



### King Hussein Bin Talal Development Area (Mafraq)







#### **Location**

- ●60 km northeast of the capital.
- Modern highway network connecting Jordan, Syria, Iraq, and Saudi Arabia.
- Closest access to regional ports.
- •Adjacent mixed use airport planned by 2010.

#### **Opportunity**

- •Industrial production.
- A transportation hub.



## **Irbid Development Area**







#### **Location**

- Located 80 km north of the capital.
- 4 locally established universities offering world class engineering programs of study.
- Irbid hosts is on the main highway linking Amman to Syria with an impressive array of healthcare expertise and service offerings.

#### **Opportunity:**

- Information and Communication Technology
- Health Care
- Research and Development



## Ma'an Development Area







#### **Location**

- ODirect access to specialized cargo highway that directly connects Jordan to both Saudi Arabia and Iraq.

#### **Opportunity:**

- •Area is rich with Silica, Kaolin, Zeolite, Clay and many other natural resources
- **©**MDA spans over 8.75 km² in the vicinity of the city of Ma'an and is comprised of the following clusters:
- Industrial Park
- Residential Community
- Skill Development Center



#### **ASEZ Favorable Business Environment**

#### Attractive Incentives offered in ASEZ

A flat 5% income tax on the net profit

Exemption from annual land and building taxes on utilized property.

Exemption from taxes on distributed dividends and profits.

Duty-free import of goods in commercial quantities from the National Customs Territory

No foreign equity restrictions on investments.

No foreign currency restrictions.

Full repatriation of profits and capital.

Streamlined labor and immigration procedures.

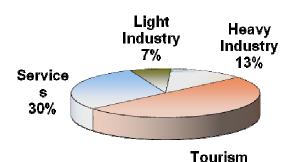
Up to 70% foreign labor

100% foreign ownership

Availability of land for lease or sale.

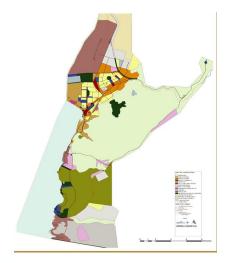
Full guarantees on rights and ownership





50%

**Master Planning** 



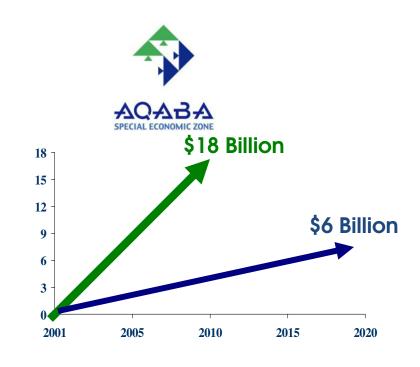








# **Aqaba Special Economic Zone (ASEZ)**



The Aqaba Special Economic Zone (ASEZ) is a private sector-driven development initiative that maximizes private sector participation in a duty free, tax-advantaged, and flexible regulatory operations environment providing a model approach to environmentally sustainable development and governance.





#### **Industrial Estates**







#### **Offering:**

- Cost effective land and factory buildings
- Reasonable cost of utilities
- Comprehensive network of roads and infrastructure
- 2 year exemption from income and social service tax

#### **Target Industries:**

- Food Manufacturing
- Metal Modeling
- Pharmaceutical Production and Cosmetics
- Plastic Products
- Furniture
- Medical Equipment
- Engineering, Machinery and Electronics
- Construction and Building Materials



#### **Free Zones**





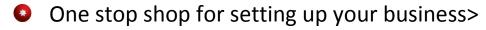
#### **Exemptions in Free Zones**

- Exemption of project profits from income taxes for goods exported outside the Kingdom as well as transit trade, in addition to profits accruing from the selling or transferring of goods inside the borders of the free zones.
- Exemptions for salaries and allowances of non-Jordanian employees in projects established in the free zone from income and social service tax.
- Exempting buildings and real estate constructions built in the free zones from the licensing fees as well as building and land taxes.



#### Jordan Investment Board











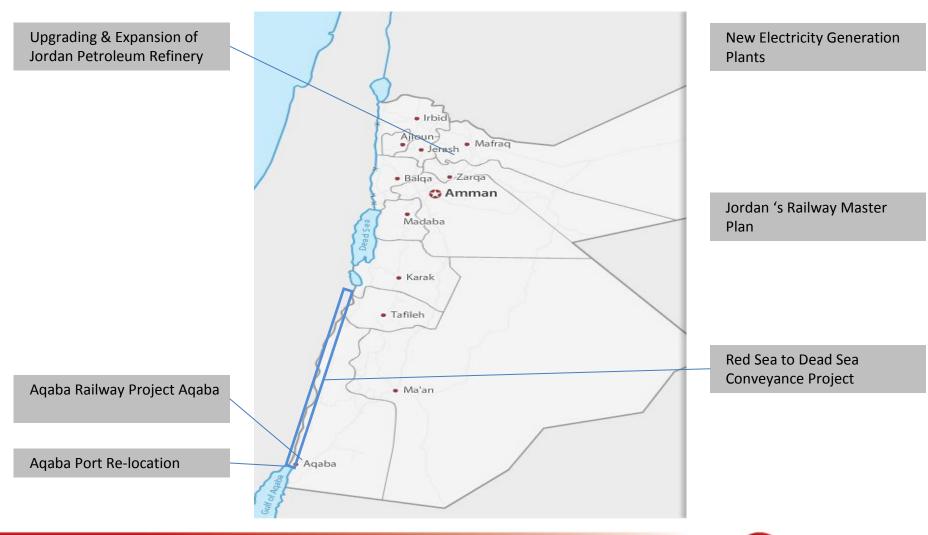
- Tax and Custom Duties Incentives:
  - Projects exempted from income & social services taxes by 25%, 50%, or 75% for 10 years, depending on the location and sector of project
  - Imported fixed assets are exempted from customs duties/taxes
  - Additional exemption from customs duties and income tax is granted for the expansion, modernization, or development of existing projects
  - Ease of licensing and registration procedures
  - Free repatriation of capital, profits and salaries



# **Main Development Projects**

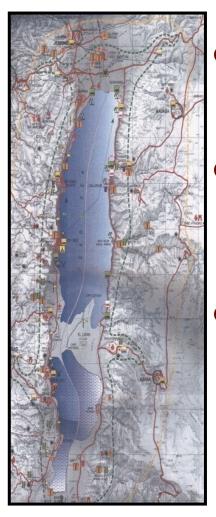


# **Main Development Projects**





### **Red – Dead Sea Water Conveyance Project**



- Phase 1: Water transfer from Red Sea to Dead Sea
  - •At a cost of US\$1 billion.
  - ODistance: 180 km.
  - Annual water transfer: 1,900 mcm/yr.
- Phase 2: Hydropower and freshwater production
  - •At a cost of US\$1-1.5 billion.
  - Hydroelectric generation capacity.
  - Reverse osmosis desalination facility.
  - Freshwater production capacity 850 mcm/yr
- Phase 3: Freshwater and excess electricity distribution
  - Cost to be determined.
  - Freshwater distribution system to demand centers.
  - •Transmission system for sale of energy.



## **Red – Dead Sea Water Conveyance project**



- The World Bank has been commissioned to prepare principles for the Terms of Reference (TOR) for the project Feasibility Study.
- The feasibility study and the environmental impact study will start in March 2008 and will be completed in March 2010.
- Implementation is due to start in 2011.



## **Aqaba Port Relocation & Development**

- Estimated Cost: \$3 billion.
- Objective: Provide an effective and efficient port services.
- Description:
  - Relocation of the main port area, including the phosphate terminal to the southern industrial zone of Aqaba.
  - Development of the cleared-up main port area for commercial use.
  - Construction of a multi-purpose general cargo terminal in the southern industrial zone.
- Al Ma'bar Company (UAE) has obtained rights concession to phase two. Cost: \$500 million.





# **New Electricity Generation Plants**

- Estimated Cost: \$4.3 5.3 billion.
- Objective:
  - to generate 3740MW to meet the growing local and regional demand (average annual local demand growth on electricity is 4.6% annually).
- Description:
  - will be built as an IPP (an electricity production company independent of public sector control).
  - the project will be awarded as BOO (Build, Operate, Own)
- Timeframe: 2008 2020









#### Jordan's Railway Master Plan

- The railway network would comprise a "core" standard-gauge network consisting of:
  - North South Railway (NSR) Syrian Border-Aqaba
  - East West Railway (EWR) Iraqi Border to Saudi Arabia.
- This "core railway" might be supplemented by other domestic rail lines.
- Rail will provide a net benefit to Jordan. It should be developed as BOT, with government subsidy, to begin operation within 4 years



## **Aqaba Railway Project**

- Description: Aqaba Railway Corporation (ARC), a public corporation presently operates railway services for the transport of phosphate rock from the various mines to Aqaba port for export purposes.
- Objective: transport phosphate and other goods from Jordan Phosphate Mines Company (JPMC) to Aqaba port for export.



- Privatization Steps:
  - Preparing a new law for the abolition of ARC.
  - Evaluating all ARC assets and liabilities.
  - Preparing a Draft transport agreement between JPMC and the new company.
  - Finalizing necessary documentation required for the establishment and registration of the new company.





# **Engines of Growth & Business**



# **Engines of Growth & Business**







#### Industry

- Pharmaceuticals
- Mineral and Mining
- Cosmetics
- Agro-Food
- Textiles
- Building and Construction Materials
- Electrical and Engineering Goods
- Automotive

#### **Services**

- Tourism
- Health
- Information and Communication Technology

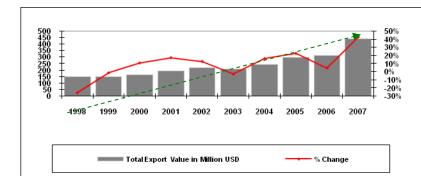
#### **Infrastructure, Utilities & PPP**

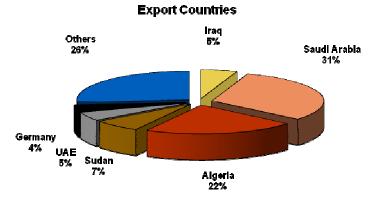
- Energy
- Private- PublicPartnerships (PPP)



### **Pharmaceuticals**

Renowned Jordanian Pharmaceutical Products are exported to more than 66 countries around the world





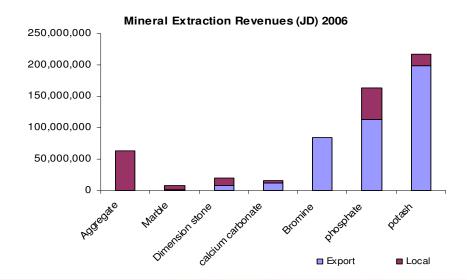
- Investment volume of \$700 million.
- Exports increased by 42% from 2006 to 2007 to reach around 500 m. USD (target 1 b. in 2012).
- Largest Arab exporter.
- 18 major investments employing 8,000 high caliber employees.
- Compliant with intellectual property rights protection.
- Available supporting infrastructure: 11 universities in Para-medical subjects, 8 pharmaceutical colleges, 4 clinical research organizations, and 101 hospitals.
- Increased investment in R&D (Clinical Trial Law).



## **Minerals and Processing Industries**

Jordan is rich in minerals resources that are viable for many downstream industries from phosphate, potash, silica, uranium, copper and many others.

Jordan phosphate reserves, estimated at 4% of total world reserves, are predicted to last about 300 years at current extraction levels.



- Mining Sector output reached 926 m. USD in 2006.
- Exports grow at an average of 5% annually comprising 28% of Jordanian exports.
- Large pool of skilled labour of more than 7000 employees.
- 60,000 Engineers
- Minerals extractions industries average annual growth rate (AAGR) was 13.4% during 2002-2006.
- Foreigners can invest in mineral resources under special agreements and own up to 100% of mining projects.



## **Construction & Building Materials**

- Growing Population and booming construction
- Infrastructure and industrial development projects are currently estimated to be a value of USD 1 trillion.
- Jordan possesses significant mineral resources used in the construction industry such as building and ornamental stones (including marble), cement raw materials, sand, gravel, crushed stone and natural sand and others.
- Jordan is reputable with working with metal and producing metal.
- Existing industry cluster of around 5,000 facilities.
- Availability of large and skilled labour fore including 60,000 engineers.
- Jordanian universities graduate 5,000 engineers annually.







#### **Electrical and Engineering Goods Industry**

- Electronic appliances and machinery exports reached 720 m. USD in 2007, representing a 51% increase from 2006.
- Jordan adopted the International Electro- technical Commission (IEC) standards in August 2005.
- Sector employs more than 50,000.
- Products: Television Sets, Refrigerators, Freezers,
   Microwave Ovens, Washing Machines, Room Air
   Conditioners, Vacuum Cleaners, Small Home Appliances.
- Opportunities:
  - Assembly plants, R&D and partnership opportunities for niche technologies.







### **Agro-Food**



The Jordan Valley offers rich and fertile soil with unique climate to the entire region.

Jordan is the 8th producer of Olive oil worldwide.

- Absolute demand is driven by rapid population growth and growing number of tourists in Jordan and the region.
- Food and Beverage annual production reached 1.7 b.
   USD in 2006 representing a 13% increase from 2005.

#### Opportunities:

- Production of water efficient crops
- Production for the Middle East
- Grading, packing, cooling and fumigation of high value crops such as medical and aromatic plants, fruits, and trees.
- Organic farming
- Expansion of flower and ornamental plant production for global markets
- Production of animal feed
- Utilization of by products of date palms in the manufacture of containers.



## **Textiles & Apparels Sector**

- Textile, leather and jewellery exports reached \$1.8 billion in 2006, compared to \$0.2 billion in 2000 achieving a net growth of over 200% in export levels in the past several years.
- Sector employs over 24,000 people.
- Products have duty-free access to major markets especially the US market.



GAP, Liz Claiborne, Calvin Klein, Tommy Hilfiger, New York Laundry, and many more chose to take advantage of Jordan's manufacturing privileges...









# **Automotive Industry**

The Automotive and automotive components industry is a dynamic industry active since 1970s.

- ●There are 17 companies that manufacture vehicles and their parts; 14 out of which export at least %75 of their production.
- •Investment opportunities in the automotive aftermarket with car park growth rates averaging 10% per annum.
- •Partnership opportunities with local players operating in niche segments of the market (buses, trailers, CAD-CAM, etc)
- •Cost manufacturing platform for car components/car assembly serving rapidly growing Middle East market.
- •Highly competitive costs with average manufacturing staff salaries around 60% lower than GCC.







#### **Tourism Sector**

Unique Destination Advantages: Home for one of the New Seven Wonders of the World, 6World Heritage Sites, Biblical and Holy Land, Land of Adventure, and much more...

- Real Demand growth is at an increasing rate of 5.5%-7.5% (0.01% of total world demand).
- 6.5 million tourists visited Jordan in 2007 (3.4 are over-night tourists)
- Soaring sector revenues, recorded growth of 120% in the past 5 years, reaching revenues of USD 2.3 billion (2007).
- Tourism sector composes 11.5% of GDP.
- The sector employed more than 24,000 people in 2007
- Growing capital investments in sector, 19.6% of total investments (2006)
- Available and growing tourism services





## **Information & Communication Technology**

- Since 2002, Jordan's ICT industry ranks amongst the top 3 for the highest annual FDI achieved.
- Sector revenues for telecom and IT have more than doubled over the last five years going from \$450 million in 2000 to \$1.2 billion in 2006. Forecasts for the next five years suggest similar growth rates.
- IT workforce currently stands at around 18,000 and is poised to grow at more than 15% annually. Wages are considered to be one of the most competitive in the region.
- Size of industry: 12% of GDP.
- The ICT industry has been given a high priority by the Government and has the personal support of His Majesty King Abdullah II
- Export growth: \$200 million in 2007 increase of 174% on 2003 figures.
- IT Specialization: Software development, e-learning, Arabization, System integration, Networking systems and management.





#### Healthcare

- Medical Tourism Center for the region.
- More than 130,000 medical tourists in 2006.
- Annual revenues from incoming foreign patients \$650 million.
- According to the Arab World Competitiveness Report 2007, Jordan scored 6.4 out of 7 in terms of health care and primary education.
- Expenditure of health sector: 6.1% of the government budget.
- 101 hospitals and 24.5 physicians per 10,000 population.
- Unique spas and health resorts: Dead Sea and natural hot springs in Ma'in, Himme and Zara.

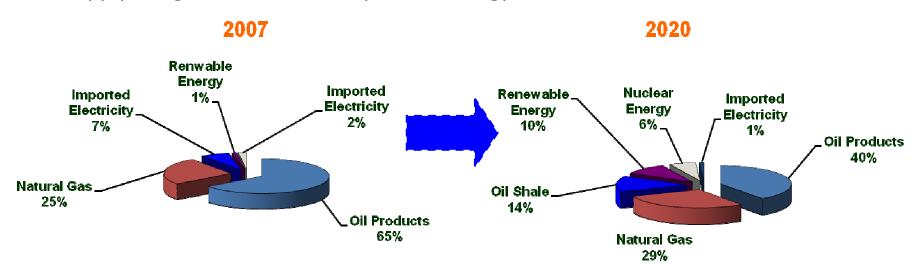






### **Energy Sector**

Jordan's currently has no indigenous sources of energy, in order to achieve security of supply the government developed the Energy Master Plan 2007- 2020.



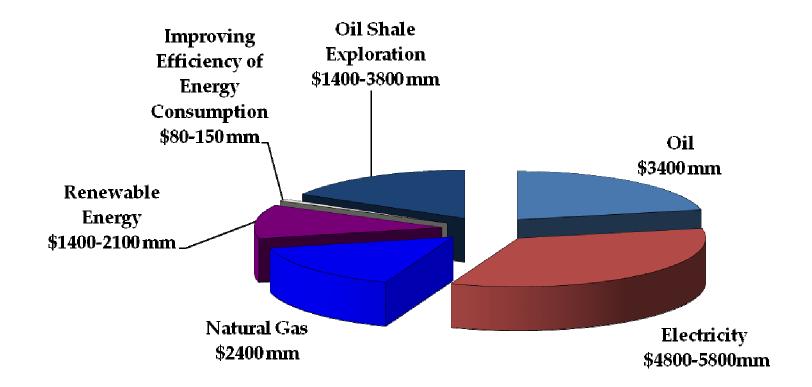
#### The dependency on imported oil will be reduced by:

- Enhancing renewable energy projects.
- Implementing intensive energy efficiency programs.
- Utilizing oil shale to generate electricity and produce oil.
- Generating electricity from nuclear energy.
- Developing local sources of Natural Gas



## **Energy Sector**

According to the Master Plan the required investment in the energy sector is around \$14-18 billion over the period (2007-2020)





### **Energy Sector – Renewable Energy**

#### Solar Energy

- Abundance of sunshine of 300 days a year.
- Horizontal surfaces ranging from 5-7 Kwh/m sq.
- Desert terrain famous for sandstorms and strong solar energy radiation levels.
- Cost competitive research and environmental development opportunity and land values.



Jordan retains a high potential of wind energy generation with ideal locations possessing wind speed of more than 7 mps, compared to the 4.5 mps for effective wind power generation.







### **Energy Sector - Oil Shale**

The 3rd Largest Deposit in the World...

- Oil Shale reserves in Jordan (deep and shallow) are estimated at more than 40 billion metric tons.
- The Government of Jordan and Shell Company signed a Concession Agreement to explore and produce deep oil shale over the next 12-18 years.
- Brazilian Petrobras and the Jordanian partner Kawar Group signed an MOU with the government of Jordan to explore, appraise and exploit Oil Shale in Jordan. The project is estimated at a value of USD 3.5 Billion and is expected to produce up to a 100,000 barrels

per day.

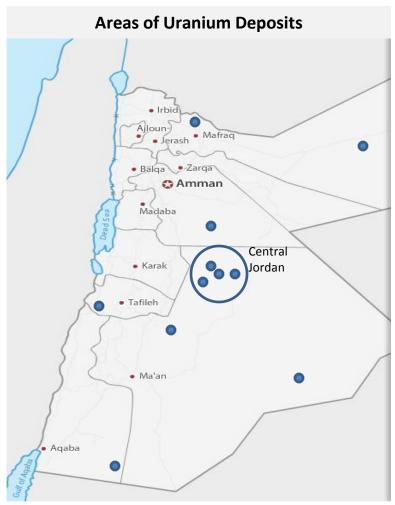








### **Energy Sector – Nuclear Power**



- 5% of the World's Total Estimated Reserves of Uranium
- Jordan possesses an estimate of 140,000 tons of uranium.
- There are numerous indicators for deposits **but much is still unexplored.**
- Only Central Jordan has been somewhat explored with estimates of nearly 70,000 metric tonnes.
- •Jordan is currently working forward to build its first nuclear plant by 2015.

Source: Jordan Atomic Energy Commission



# **Energy Sector – Nuclear Cooperation**

- Engaged the following countries and explored with them opportunities of nuclear cooperation for peaceful purposes:
- USA
- Canada
- France
- Russia
- China
- UK
- South Korea
- Romania
- Spain
- Argentina
- Japan
- Signed NCA with France, China, South Korea and Canada
- Expected to sign NCAs with Russia and UK in Q2-2009
- Ongoing negotiations with USA, Japan, Argentina and Romania









## **Energy Sector - Opportunities**

#### Oil:

- Oil Exploration.
- Crude Oil Transportation Infrastructure.
- Oil Refining.
- Distribution of Refined Products.

#### Gas:

- Gas Exploration.
- Development of Risha Gas Field and infrastructure.
- Development of Gas Distribution Networks.

#### **Electricity:**

- Electricity Generation Plants.
- Electricity Distribution.

# JIB Investment Map Pre- feasibility studies available:

- Concentrated Solar Power Generation Project
- District Energy Company
- Turnkey Solar Equipment Packager
- Quality Solar Water Heating Systems
- Thermochemical Energy Storage
- Wind Powered Electricity Facility Wadi Araba







## **Infrastructure Projects**

- Jordan's expected overall infrastructure spending averages around \$750 million to \$1.1 billion a year through 2015.
- At least \$100-200 million is we forecasted to come from private investors.
- Infrastructure Projects in:
  - Waste Water and Sanitation
  - Energy
  - Transport
  - Municipal Services
  - Education and Health
  - Tourism
  - Water Recycling management









Thank you for taking the time to view the presentation. Please do not hesitate to contact us for any further information or any clarification.

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