



U.S. Department of State FY 2000 Country Commercial Guide: Jordan

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I. Executive summary

This Country Commercial Guide (CCG) presents a comprehensive look at Jordan's commercial environment, using economic, political and market analysis. CCGs were established by recommendation of the Trade Promotion Coordinating Committee (TPCC), a multi-agency task force, to consolidate various reporting documents prepared for the U.S. business community. Country Commercial Guides are prepared annually by U.S. embassies through the combined efforts of several U.S. Government agencies.

With a per-capita gross domestic product (GDP) of about \$1,550, and a population of 4.8 million, Jordan has one of the smallest and poorest economies in the region. For the past three years, Jordan has experienced slow economic growth, declining per capita income, and high levels of unemployment. Real gross domestic product (GDP) is expected to grow in 1999 at no more than two per cent, which is below the rate of population growth. Drought conditions will cause agricultural output to decline in 1999.

The government is committed to economic reform measures, especially in the area of privatization and in improving the investment climate. However, action has lagged on these reforms, especially in privatizing key government assets and protecting intellectual property.

In April, the government signed a three-year structural reform program with the International Monetary Fund to spur production and reinvigorate economic activity. A month later, the government rescheduled payments with the Paris Club on the country's significant foreign official debt.

Although the government offers significant investment incentives, business start-up procedures are cumbersome and not always transparent. High interest rates, set by the central bank to support the dinar, also discourages local investment.

The U.S. Government has encouraged Jordan to move forward on its program of economic reforms, as illustrated by the following:

- in 1999, the two countries signed a Trade and Investment Framework Agreement (TIFA), which seeks to remove impediments to trade and investment;

-- The U.S. and Jordan also have a Bilateral Investment Treaty (bit), which protects investors and establishes procedures for resolving investment disputes;

-- the U.S. Government allows duty-free treatment for products made in special industrial parks called "Qualifying Industrial Zones" (QIZs). Goods produced in the QIZs are eligible for duty-free entry if they contain certain minimum input from both Israel and Jordan. The U.S. Government offered the QIZ initiative to help strengthen Jordan's economy and promote greater economic cooperation in the region. To date, two industrial parks have been designated as QIZs -- the Al-Hassan Industrial Estate in the northern Jordanian town of Irbid; and the "Jordan Gateway Project," which is located near the Sheikh Hussein Bridge on the Jordan-Israel border. QIZs are already attracting investment, creating jobs and in some cases, resulting in the transfer of technology;

-- U.S. foreign assistance, promoted through USAID in the form of USD 50 million annual cash transfers, is conditioned on the implementation of specific policy reforms aimed at speeding privatization, developing capital markets and improving the investment climate. In addition, USAID supports a comprehensive set of economic reform and private enterprise development activities aimed at improving the overall business climate for trade and investment.

U.S. franchises and merchandise can be found throughout the country, and U.S. products are highly regarded. However, most of the consumer market is dominated by European goods. Customs and health inspection procedures for imports are burdensome, time-consuming, and not always transparent. Many businessmen complain of delays, arbitrary assessment of values to imported goods, and excessive fines.

Opportunities for U.S. investors may emerge as the government moves to privatize the Jordan Telecommunications Company (JTC), Royal Jordanian Airlines, the Aqaba Railway Corporation, and parts of the National Electric Power Company (NEPCO). The government also plans to allow JTC to establish a cellular phone system, which will be the second in the country.

Jordan's intellectual property laws do not meet international standards. As a result, U.S.

companies lose millions of dollars in sales to unauthorized reproductions of copyrighted or patents products. Consequently, Jordan is listed on the United States Trade Representative's "Watchlist" of countries having inadequate intellectual property protection. This lack of protection has discouraged investment by foreign companies in intellectual property-intensive industries. The government has embarked on an action plan to bring its laws into conformity with international standards set by the World Trade Organization (WTO) and World Intellectual Property Organization (WIPO). The government has announced its intention to join the WTO by 2000, but must update many laws and regulations as a condition for membership.

Country Commercial Guides (CCGs) are available for U.S. exporters from the National Trade Data Bank's CD-ROM or via the Internet. Please contact STAT-USA at 1-800-stat-usa for more information. Country Commercial Guides can be accessed via the World Wide Web at <http://www.stat-usa.gov>, <http://www.state.gov/> and <http://mac.doc.gov>. They can also be ordered in hard copy or on diskette from the National Technical Information Service (NTIS) at 1-800-553-ntis. U.S. exporters seeking general export information/assistance and country-specific commercial information should contact the Department of Commerce, Trade Information Center by phone at 1-800-usa-trad(e), or by fax at (202) 482-4473.

II. Economic trends and outlook

-- Major trends and outlook

The economy remains sluggish, with growth estimates for the real gross domestic product (GDP) in 1999 ranging from one to three per cent. Real GDP at market prices grew an estimated 2.2 percent in 1998 and 1.3 percent in 1997. Joblessness continues to be a major problem; although the government says that unemployment is below 15 percent, unofficial estimates claim 25 per cent or more of the nation's workforce is unemployed.

Foreign and domestic investment in 1999 are not expected to show any signs of recovery. The import of capital goods remains flat. The low rate of investment is due to several factors, including a difficult commercial and legal environment; a modest-sized market; cumbersome business start-up procedures; burdensome regulations; and investor uncertainty over regional stability. However, further progress in the Middle East peace process

could have a positive effect on attracting investor interest in Jordan.

Although Jordan rescheduled \$800 million in Paris Club (official) debt owed to foreign governments in May, it still carries an external debt burden estimated at \$6.8 billion, or roughly \$1,400 per capita. Efforts to obtain debt write-offs from major creditors have thus far been unsuccessful.

Foreign exchange reserves at the central bank were about \$1.3 billion in March, equal to four to five months of imports. Public anxiety in late 1998 and early 1999 over the state of the late King Hussein's health caused several runs on the dinar. However, after the King's passing in February, public nervousness abated and pressure on the dinar eased. Since mid-1998, the central bank has maintained a tight monetary policy (i.e., high interest rates) to defend the value of the dinar which has remained fixed at U.S. \$1.41 since 1995.

Progress on economic reform and privatization has been slow despite the government's official commitment to opening the economy. Jordan's efforts to accede to the WTO have fallen behind schedule. The government has repeatedly postponed selling a minority stake in the Jordan Telecommunications Company, and in awarding a concession to Jordan's first privately owned electrical power plant. The government has also delayed a deal to import natural gas through a pipeline from Egypt.

Needed reforms have not been instituted in the customs authority, the tax authority, and in the protection of intellectual property. The unauthorized production of copyrighted and patented goods, especially audio and visual cassettes, and pharmaceuticals, remains a problem. Such lack of protection has discouraged foreign investments in these fields and has complicated the government's goal of joining the World Trade Organization.

-- Principal growth sectors

Mineral resources, pharmaceuticals, tourism, and telecommunications/information technology are the likely sectors for growth. A modest increase in light manufacturing can also be expected as the Qualifying Industrial Zones increase production. A loosening of the international sanctions against Iraq would increase the sale of light manufactured goods to that market, which in the past was Jordan's largest export market.

Mining and mineral extraction is poised for continued expansion. Foreign companies have invested, or are in the process of investing, in the production of chemicals derived from phosphates and potash. The U.S.-based Albemarle Holdings Corporation (<http://www.albemarle.com>) has invested in a joint venture with a Jordanian partner to extract bromine and other chemicals from the Dead Sea. The Norwegian company, Norsk-Hydro (<http://www.hydro.com>), plans to build a multi-million dollar facility to produce fertilizers and phosphoric acid. A Danish and a Canadian company have invested in other mineral projects. There are also prospects for the mining of silica and zeolite.

Although the pharmaceutical industry's exports dropped in 1998, pharmaceuticals are Jordan's fourth-largest export, after phosphates, potash and fertilizers. With a population of less than five million people, Jordan has more than 15 pharmaceutical companies in production. The industry will likely consolidate when world-standard patent protection is finally implemented. However, at present, the unauthorized copying of patented products is widespread.

Revenues from tourism are a key component of Jordan's foreign exchange earning. The number of international visitors has increased steadily over the past several years, which has spurred the tourist industry to grow at a faster rate than the economy as a whole. Hotel construction continues to boom, although there is concern about market saturation. In late 1997, Jordan had about 11,000 hotel rooms of all categories; by the end of 1999, the number of rooms is expected to exceed 18,000.

The increasing popularity of cellular phones, the likely initiation of a second cell phone network, continued expansion of Internet usage, the planned privatization of JTC, and the recent connection in Aqaba to a world-wide fiber-optic network all point to strong growth in the communications sector. JTC's 30 per cent reduction in international phone rates, coupled with the entry of two private companies into the pay-phone market are signs that competition is bringing lower prices and a greater variety of services to the consumer.

-- Government role in the economy

Government expenditure accounts for almost one-third of overall gross domestic product. Central bank

statistics indicate that the public sector's share of total consumption exceeds 25 percent, and the government remains the largest single employer. Over-regulation and government-mandated red tape are still a major concern for businesses and investors in Jordan. It owns a controlling stake in the national airline, Royal Jordanian, the Jordan Telecommunications Company, and other large entities. The government sold a 33 per cent stake in the Jordan Cement Company to a French company in 1998 but still retains effective control over the board of directors. In August 1999, the cabinet, after months of delay, agreed to sell the Aqaba railway corporation to a consortium of U.S. and Jordanian investors.

-- Balance of payments

The central bank indicates that Jordan had a balance of payments deficit in 1998, despite more than \$300 million in foreign grants, and a large inflow of remittances from Jordanians working abroad. Other sources of foreign exchange include tourism and phosphate and potash exports.

-- Infrastructure

Road connections with Syria, Iraq and Saudi Arabia are excellent. Transportation links with the Palestinian authority and Israel are less developed but adequate. There is truck traffic across all borders of the kingdom. Jordan has built new customs control centers at the border with Syria, and at the Sheikh Hussein Bridge crossing with Israel. Modern cargo-handling facilities exist at the port of Aqaba. The Queen Alia and Aqaba airports provide excellent facilities for cargo traffic and air shipping activities.

Although electrical supply is relatively reliable, blackouts and brownouts are of concern to businesses. In the summer, water is often rationed. In Amman, municipal water sometimes flows only one day per week during the summer. The situation has worsened in 1999 as weak rains have caused drought conditions throughout the region.

Communications have improved significantly, with widespread cellular telephone coverage, and easier access to public pay phones and dedicated lines for homes and offices. Access to the Internet and electronic mail is easily available in major cities;

the top speed for modem access is 33.6 k. ISDN lines are available for business and home use.

The government's National Information Center is working to raise public awareness and help remediate the Y2K problem. Jordan's central bank reports that it is Y2K-compliant, and the private banking sector reports that it has largely resolved the issue. However, some parts of the private sector and public institutions have been slow in facing the issue, which may lead to scattered problems at the turn of the millennium.

III. Political environment

-- Nature of political relationship with the United States

The United States and Jordan have enjoyed a strong bilateral relationship since the establishment of the Hashemite monarchy in the 1940's. During the last fifty years, the U.S. has been one of Jordan's largest trading partners and has provided substantial economic and military assistance. Regional tensions related to the Iraqi invasion of Kuwait buffeted the U.S.-Jordan relationship in the early 1990's. However, close collaboration on the Middle East peace process and King Hussein's decision in 1994 to sign a full peace treaty with Israel largely restored the relationship. Since that time, the Clinton administration has repeatedly and forcefully restated its commitment to assist Jordan in meeting the challenges it faces as part of a larger U.S. effort to promote a comprehensive peace in the region. The strong support shown by the U.S. during the transition period following the death of King Hussein is further evidence of that commitment.

-- Major political issues affecting the business climate

In addition to uncertainty caused by the strained peace process and the death of King Hussein in early 1999, the local business climate has been affected by U.N. security council resolutions prohibiting trade with Iraq. As Jordan's second-largest market for goods and the only source of petroleum products at concessional prices, there is great domestic pressure to expand trade opportunities with Iraq. Prospects have improved somewhat through limited trade with Iraq under U.N. Security Council Resolution 986 and subsequent resolutions (oil-for-food). Trade relations with the gulf, strained

during the Gulf War, have been largely rebuilt with Saudi Arabia and gulf nations. King Abdullah has made efforts to repair Jordan-Kuwait political and economic relations as well. Trade with the West Bank, Gaza and Israel remains limited due to non-tariff barriers and the complicated nature of trilateral Jordan-Palestinian authority-Israel negotiations on such issues.

- Political system, schedule for elections, and orientation of major political parties

Jordan is a constitutional monarchy ruled since early 1999 by King Abdullah II. Under the constitution, power is vested in the king and the parliament, which consists of the senate and the house of representative. The senate is comprised of 40 appointed members, while the house of representatives is comprised of 80 elected members. The king appoints the prime minister and members of the senate. The king also appoints cabinet ministers, in consultation with the prime minister. Jordan's current prime minister, Abdur-Ra'uf Rawabdeh, was appointed by King Abdullah in March of 1999.

Jordan's last parliamentary elections were held in November 1997. Representatives serve a four-year term. Political parties were legalized in 1992 and approximately 20 are licensed, but they do not exert a great deal of influence on Jordanian political life. In 1997, half of the elected deputies won their seats based on tribal support, and only five candidates with declared party affiliation were elected. To protest the current election law, most of the opposition parties boycotted the 1997 elections, including Jordan's largest political party, the Islamic Action Front, the political wing of the Muslim Brotherhood. A new centrist party, the National Constitutional Party, participated in the 1997 elections, but afterwards, suffered from mass resignations. Most other political parties are personality-based or have leftist/pan-Arab orientations.

IV. Marketing U.S. products and services

- Distribution and sales channels; use of agents/distributors; finding a partner

The commercial agents law stipulates that no foreign firm may import goods into the country without appointing a registered agent. See below for the exception for arms companies. The agent's

connection to the foreign company must be direct, without a sub-agent or intermediary. Except for the basic definitions explained in the commercial code, there are no regulations governing the contract between the foreign firm and the commercial agent.

The most significant provisions affecting the principal/agent relationship are:

- agents or distributors of foreign companies are always entitled to compensation for unjustified termination of the agency contract, notwithstanding any agreement to the contrary.
- the courts have jurisdiction over all disputes arising out of the agency or distributorship contract, notwithstanding any agreement to the contrary. However, the choice of foreign law to govern the agency/distributorship arrangement between the parties is permitted and respected by the Jordanian courts.

A foreign company that sells arms or munitions may contract a local representative, but cannot appoint an "agent" and pay commissions. All arms and munitions sales must be made directly to the Government of Jordan.

Once an agency contract is signed, the agent must take the agreement to the registrar of companies at the Ministry of Industry and Trade. The ministry issues a registration number, which must be cited in all subsequent import license applications for goods governed by the contract.

Most agents are located in Amman. There are no restrictions on appointing more than one distributor or re-seller in the country.

-- Product pricing

Local importers base their pricing on the export price, freight costs, applicable import tariffs and taxes, the sales tax and profit margin. Due to unclear policies on customs valuation, U.S. manufacturers and suppliers should coordinate with local representatives before assigning a final price to a product. Out of every 10 customs valuation disputes, nine cases are held up by disagreement over the invoice price. It is common for a customs officer to reject an exporter's invoice price, and levy fines or a higher assessed value.

-- Franchising

Local investors are increasingly interested in franchising, especially in services and the fast food industry. U.S. retail and service franchises have increased dramatically in the last several years. Examples include Subway, Arby's, Pizza Hut, Popeye's, Kentucky Fried Chicken, Boston Fried Chicken, McDonald's, Fuddruckers, and Dunkin Donuts.

-- Joint ventures

Joint ventures with Jordanian partners are one means of penetrating the local market. The advantage lies in the Jordanian partner's market experience, which aids in bridging cultural gaps when conducting business.

The cellular telephone company is a U.S./Jordanian joint venture. Others exist in the Al Hassan Industrial Estate QIZ, and the mining and contracting sectors of the economy. Joint ventures in mining and contracting require 50% local partnership. (see section vii: investment climate)

-- Steps to establish an office

The companies act of 1997 provides guidance for registering foreign companies and establishing regional and representative offices. The law distinguishes between two types of foreign companies; those operating in the Kingdom and those not operating in the Kingdom. The former includes foreign firms that have established branch offices in Jordan. The latter includes representative (i.e. regional) offices, which are not permitted to act as commercial agents or middlemen for business activities in Jordan. However, they are allowed to serve as liaISOs between head offices and Jordanian or regional clients.

The companies act allows foreign companies to establish branch offices and operate as freely as any registered Jordanian company.

-- Advertising and trade promotion

U.S.-style contests, giveaways, drawings and other creative promotions are gaining popularity as consumers become more sophisticated and competition increases. U.S. exporters can participate in local exhibitions and advertise in newspapers, television, radio and business journals as a means to locate

agents, distributors or buyers. The main local newspapers include:

- Jordan times (English daily)
- The Arab Daily (English daily)
- Al-Rai (Arabic daily)
- Al-Dustour (Arabic daily)
- Al-Aswaq (Arabic daily)
- Al-Arab al-Yawm (Arabic daily)

-- Sales service/customer support

Service and customer support are important selling points in Jordan. U.S. firms that compete with European and Asian suppliers find that workshops and training seminars for local agents or subcontracting firms are useful sales tools.

-- Selling to the government

The general supplies department is the government's procurement agency. A local agent/distributor or representative must be appointed to act on the behalf of any potential American supplier for local tenders. Direct bids for tenders financed by international donors or the World Bank may be permitted as stated in tender documents.

-- Protecting your product from IPR infringement

The law requires registration of copyrights, patents and trademarks. Without registration, foreign products do not have viable protection. Under the copyright law, works must be registered at the national library, part of the Ministry of Culture. Patents must be registered with the Registrar of Patents and Trademarks at the Ministry of Industry and Trade. Registering copyrights, trademarks and patents does not necessarily guarantee protection, but allow the foreign company to pursue a court case if its rights are violated. Jordan's patent law provides protection of the manufacturing "process," but no protection of the actual product.

-- Performing due diligence

U.S. companies interested in contracting local agents should conduct due diligence prior to signing any contracts. The Embassy's commercial section is able to conduct confidential background checks on local companies via an "International Company Profile" (ICP) - a fee-based service available through the U.S. Department of Commerce or directly through the Embassy. In addition, there are a

number of internationally recognized accounting and auditing firms in Jordan that can provide research into local companies.

V. Leading sectors for U.S. exports and investment

-- Best prospects for non-agricultural goods and services

Telecommunication services

| (in us \$ millions) | 1996 ----- | 1997 ----- | 1998 ----- |
|-------------------------------------|---------------|---------------|---------------|
| Total market size (gross output) | 270.7 | 286.4 | n/a |

(The above statistics are unofficial estimates)

A new strategy to privatize Jordan's state telecommunications company, JTC, is expected to be finalized in the summer of 1999. The government has awarded JTC additional licenses to provide the following services: cellular-phone, fixed line, Internet/data, paging, and trunking. This, in addition to the sharp increase in the number of phone lines in 1998, is part of an effort aimed at making JTC more attractive for potential bidders.

The issuance of a cellular phone license to JTC has caused a legal dispute with the private operator of the existing cellular network. Regardless of the outcome of this dispute, U.S. companies selling communications hardware, software, and services will find a rapidly-expanding market in Jordan. Competition in this field comes from European and Asian equipment and service providers.

Pharmaceuticals

| (in USD millions) | 1996 ----- | 1997* ----- | 1998 ----- |
|---|---------------|----------------|---------------|
| Total local production (gross value added) | 46.1 | n/a | n/a |
| Total exports (domestic & re-exports) | 182.9 | 203.6 | 150.9 |
| Total imports | 101.8 | 106.2 | 112.8 |
| Imports from the U.S. | 6 | 7.2 | 7.4 |

* 1997 figures have been revised.

(The above statistics are unofficial estimates. The above category includes all pharmaceutical products

and preparations listed under chapter number 30 in the U.S. Harmonized Tariff Schedules [USHTS].)

Pharmaceutical exports dropped in 1998, after a record year in 1997. The top companies continued to report strong profits, while other, newer companies had mixed results. Although there are disputes over unlicensed copying of patented products, this sector has modern plants, regional marketing channels and a skilled, low-cost workforce. There is an excess of production capacity, which may eventually lead to consolidation of the industry if exports do not grow. As the level of health care improves, demand for imported, patented medicines will likely continue to increase.

Electrical machinery and non-electrical machinery

| (in USD millions) | 1996 | 1997 | 1998 |
|--|-------|-------|-------|
| Total local production (gross value added) | 74 | n/a | n/a |
| Total exports (domestic & re-exports) | 110.9 | 117.2 | 145.6 |
| Total imports | 643.9 | 714.0 | 641.8 |
| Imports from the U.S. | 80 | 92.0 | 84.3 |

Out of total imports from the U.S. In 1998, USD 16.2 million were medical equipment (H.S. code 90).

(The above statistics are unofficial estimates. The above category includes all types of machinery and equipment, whether electrical, non-electrical, and/or mechanical appliances listed under chapters number 84, 85 and 90 in the U.S. Harmonized Tariff Schedules [USHTS].)

The market in electrical and non-electric machinery, including medical equipment, offers great opportunity for U.S. producers. Jordan is making an effort to become a regional center for health care, and is constructing modern state-run and private hospitals and other medical facilities. In addition, as Jordanian industry modernizes and private consumption increases, demand for U.S.-made capital goods will remain strong. Competition in this sector comes from European and Asian producers.

Transport equipment/spare parts

| (in USD millions) | 1996 | 1997 | 1998 |
|-------------------|------|------|------|
|-------------------|------|------|------|

| | | | |
|---|-------|-------|-------|
| Total local production (gross value added) | 8.7 | n/a | n/a |
| Total exports (domestic & re-exports) | 90.9 | 109.4 | 100.2 |
| Total imports | 470.1 | 495.9 | 529.7 |
| Imports from the U.S. | 64 | 79.8 | 87.3 |

Out of total imports from the U.S. In 1998, USD 22.1 million were motor vehicles and USD 64.7 million were aircraft.

(The above statistics are unofficial estimates and includes all passenger automobiles, motor vehicles and all other categories of sea and air transport equipment listed under chapters number 86 through 89 in the U.S. Harmonized Tariff Schedules (USHTS].)

Demand for transport equipment and spare parts is expected to grow because of the country's aging cargo and passenger vehicle fleet. Currently, 400 tanker trucks per day carry crude oil from Iraq to Jordan's only refinery, in Zarqa. Most vehicles are of Asian or European origin; Mercedes dominates the heavy vehicle and luxury car market. With the merger of Chrysler and Daimler-Benz, more vehicles and parts may, in the long term, originate from the U.S.

With the privatization of Jordan's national airline, Royal Jordanian, underway, opportunities will open up for U.S. exporters with respect to air-transport equipment and spare parts. Royal Jordanian's non-core businesses, such as the catering service, the duty-free shop, and engine overhaul and maintenance divisions will also be put up for sale and may offer opportunities to foreign buyers.

-- Best prospects for agricultural products

Jordan produces only 10 percent of its overall grain needs. Therefore, the country has an ongoing need for imported grains.

| Wheat (in USD millions) | 1996 ----- | 1997 ----- | 1998 ----- |
|----------------------------|---------------|---------------|---------------|
| Total market size | 161.4 | 116.3 | 139.3* |
| total local production | 11.4 | 11.3 | 12.6* |
| Total exports | - | - | 0.005 |
| Total imports | 150.5 | 106.0 | 126.7 |
| Imports from the U.S. | 62.3 | 64.1 | 35.2 |

Wheat is Jordan's largest crop in terms of land cultivated. During 1998, Jordan imported 857,000 tons of wheat, worth 127 million dollars. The U.S. supplied 229,000 tons. Turkey and Argentina were the major competitors to U.S. Sellers.

* preliminary estimate

Barley

| | 1996 | 1997 | 1998 |
|------------------------|-------|-------|-------|
| (in USD millions) | ----- | ----- | ----- |
| Total market size | 59.5 | 83.3 | 77.7* |
| Total local production | 5.8 | 3.2 | 11.4* |
| Total exports | - | 1.2 | 0.55 |
| Total imports | 53.7 | 81.3 | 66.8 |
| Imports from the U.S. | 9.3 | 7.8 | - |

The annual barley requirement is estimated at 600,000 tons. Due to the drought in Jordan this year, total barley production is not expected to exceed 20,000 tons. Turkey and Russia were Jordan's primary suppliers in 1998.

* preliminary estimate

Maize (corn)

| | 1996 | 1997 | 1998 |
|------------------------|-------|-------|-------|
| (in USD millions) | ----- | ----- | ----- |
| Total market size | 82.5 | 37.0 | 61.8 |
| Total local production | 0 | 0 | 0 |
| Total exports | 0.02 | - | 0.02 |
| Total imports | 82.5 | 37.0 | 61.8 |
| Imports from the U.S. | 81.8 | 12.0 | 20.2 |

Jordan continues to import corn as feed. For the second year in a row, the U.S. Has lost a large part of its share of the corn market to Argentina as a result of price competition.

Rice

| | 1996 | 1997 | 1998 |
|-------------------------------|-------|-------|-------|
| (in USD millions) | ----- | ----- | ----- |
| Total market size | 43.5 | 43.7 | 34.3 |
| Total local production | - | - | - |
| Total exports (re-exports) | 0.4 | 0.9 | 1.0 |
| Total imports | 43.9 | 44.6 | 35.3 |
| Imports U.S. | 9.9 | 19.3 | 17.6 |

Jordan's domestic consumption is estimated at 80,000 tons per year. Rice is imported freely by the

private sector. The import of medium-grain rice in 1998 was 9 million tons. Egypt is the main competitor of the U.S. In the medium-grain rice market.

(The above statistics are unofficial estimates and include items under chapter number 10:11/30/59/63 in the U.S. Harmonized Tariff Schedules [USHTS].)

1999 Expectations

During the 1998/1999 rainfall season, Jordan experienced one of its worst droughts since the 1960s. The government predicts that this season's total rainfall will be about 40 percent of the normal average. The drought is expected to have a significant negative impact on agricultural production. Almost all of the winter rain-fed crops have been severely damaged. The loss in grain production (wheat, barley, etc.) is projected to be about 80 percent. The U.S. has so far provided Jordan with a donation of 200,000 tons of wheat under the Section 416(b) program, of which 50,000 tons arrived in May 1999 and 50,000 tons arrived in June 1999.

(All the above statistics should be considered estimates, but are indicative of long term trends.)

Source: Department of Statistics

Vi. Trade regulations and standards

-- Trade barriers, tariff & non-tariff barriers

Jordan's bilateral trade protocols with many Arab and non-Arab trading partners are not consistent with WTO free trade objectives. The government has indicated that it will phase out these protocols after it becomes a member of the World Trade Organization. Although enjoying U.S. Generalized System of Preferences (GSP) and Normal Trade Relations status, Jordan does not provide reciprocal treatment of goods imported from the United States.

Although most imports are subject to tariffs and duties, capital equipment imported by licensed industrial projects is exempt. The ceiling on all duties is 35 percent, with a 10 percent ceiling on industrial raw materials. Most supplementary customs taxes, fees and duties on regular imports have been abolished. However, luxury goods and automobiles are still assessed additional sales

taxes, fees and duties (for details, see sub-section: "import taxes and other related fees").

-- Customs valuation

The customs law which came into effect in 1999 has adopted GATT-compliant criteria for customs valuation, which is based on certified invoices. However, the new law still rewards customs officers who uncover invoice misreporting and imposes penalties on importers.

The customs valuation price is CIF-based. The value of the imported good is converted into JD at the official central bank exchange rate (1 JD = USD 1.41). Invoice or export discounts are not applied to the valuation by the customs department. The exporter should consult the local importer to determine how to grant any such discounts or rebates.

-- Import taxes and other related fees

Customs tariffs are based on the Harmonized System coding practice. Commodities fall under either one of six different tariff rates: zero, 5 percent, 10 percent, 20 percent, 30 percent and 35 percent, with the exception of tobacco and alcoholic beverages which are subject to a tariff range of 50 - 180 percent, and unwrought gold which is subject to a 0.5 percent tariff rate. The tariff schedule may be accessed at the following web-site:

[Http:\\www.customs.gov.jo/frametariffs.html](http://www.customs.gov.jo/frametariffs.html)

In addition to customs duties, both imported products and locally produced goods are subject to a 13% general sales tax. Certain imports are subject to a 20% sales tax, others to a supplementary sales tax, while some are fully exempt. A complete description of these commodities is listed under the general sales tax law, which may be accessed at:

[Http:\\www.customs.gov.jo/next.html](http://www.customs.gov.jo/next.html)

The government is considering instituting a value added tax (vat) in place of the present general sales tax. This could be implemented as soon as the year 2000.

-- Import licenses

Import licenses are required for:

- non-commercial shipments exceeding JD 2,000 in value;
- foreign cigarette brands;
- biscuits of all types;
- mineral water;
- specific goods imported from Syria with which Jordan has special banking arrangements;
- items requiring prior clearance from specific authorities (for a complete list, see "special import provisions")

In addition, goods entering the country under temporary entry status, bonded goods and goods benefiting from the investment promotion law are exempt from import licenses.

All Jordanian and foreign trading companies must obtain an importer's card from the ministry of industry and trade for customs clearance purposes. For non-trading entities such as banks, hospitals and hotels, the ministry issues a special, "limited" card that allows the import of goods specific to that entity's purpose.

-- Temporary entry

U.S. and Jordanian businesses are treated equally with regard to temporary entry rights. Foreign industrial inputs, raw materials, semi-manufactured inputs used in manufacturing for export purposes, as well as containers and wrapping material used for packaging domestic produce, are granted temporary entry status for a maximum three year period, subject to approval by the customs department and the submission of a bank guarantee.

Temporary entry exemptions may be obtained by submitting a written request, accompanied by supporting documentation, to the customs department.

Imported primary, secondary, or complementary inputs used in the production of export goods are exempt from custom duties and all additional import fees on a reimbursable or "drawback" basis.

-- Import/export documentation

According to Article 31 of the new customs law, every customs declaration must include the following:

- maritime or air bill of lading.
- commercial invoice indicating value, weight, freight and insurance charges etc. All

- invoices should be notarized by the Jordanian diplomatic mission in the country of origin. certification by the local chamber of commerce is sufficient, subject to the approval of the customs department director, in cases where a Jordanian consulate is not available.
- a notarized certificate of origin issued by the relevant authority in the exporter's local area.
 - value declaration form for shipments exceeding JD 2,000 (USD 2,820).

The customs department may request other documents related to the shipment as needed. All invoices should describe the imported goods in Arabic.

-- Labeling/marketing requirements

Imported products must comply with labeling and marking requirements issued by the institute of standards and metrology and relevant government ministries. Different regulations apply to imported foodstuffs, medicines, chemicals and other consumer products. Importers are responsible for informing foreign suppliers of any applicable labeling and marking requirements.

-- Prohibited imports

The government bans the import of plastic waste, table salt, the narcotic plant "qat", passenger vehicles over five years old, cargo vehicles over 10 years old, and passenger cars that use fuel other than gasoline. Imports of raw natural leather are restricted to the Jordan Tanning Company; crude oil and its derivatives, except metallic oils, and household gas cylinders are restricted to the Jordan petroleum refinery company; black cement is restricted to the Jordan Cement Factories Company; explosives, gun powder and crude phosphate are restricted to the Jordan Phosphate Mines Company; and used tires are restricted to tire retreading factories.

-- Special import provisions

Pre-import clearance is required for certain goods. The clearance, once obtained, acts as an import license. The relevant pre-import license issuing agency and the respective goods include:

Ministry of Industry and Trade: rice, "Halibuna" brand milk, flour and its by-products, sugar, wheat, barley, corn, milk for industry, foreign cigarettes, used tires;

Ministry of Agriculture: frozen animal semen, live animals, fresh/frozen meat, embalmed wild animals, imported milk products from countries engaged in bilateral trade protocols with Jordan;

Agricultural Marketing Corporation: potatoes, onions, garlic, fresh fruit and vegetables from countries engaged in bilateral trade protocols with Jordan;

Ministry of Interior/Public Security Directorate: ammonium nitrate, arms and ammunitions, explosives, switch blades, fuel-operated toy cars, remote control operated toy-planes, electric and electronic games for commercial use, self-defense electric tools;

Jordan Armed Forces: military clothing;

Ministry of Energy and Mineral Resources: radioactive materials and uranium;

Telecommunications Regulatory Commission: wireless receivers and broadcast stations, wireless alarm devices, remote control devices (including motor, garage, window and shutter control; excluding television and video devices), site mapping equipment, wireless receivers and broadcast devices, cellular-phone equipment, cordless telephones, wireless microphones, communication terminals, remote control toy-planes (also to be cleared by the military security), mobile tv equipment;

Radio and Television Corporation: decoders and satellite receivers;

Central Bank of Jordan: color photocopiers;

Ministry of Health: all types of medical drugs and antibiotics, food supplements for athletes, potassium bromide, food dyes, asbestos pipes and panels, frozen ice cream, baby food and milk, laser pens, oxygen and nitrogen oxide;

Ministry of Municipal and Rural Affairs and the environment: halogenous materials, freon gas;

Ministry of Post and Communications: postal clearing devices;

Ministry of Water and Irrigation: artesian well drills;

Military Security: small monitoring cameras.

To import of used electronic equipment (including photocopiers, refrigerators, freezers and pumps), the following conditions apply:

- equipment must be in suitable, usable condition;
- equipment must conform to Jordanian and international standards;
- equipment must be free of any substances which may negatively affect the environment and the ozone layer;
- certificate proving the equipment is under three years old;
- five percent of shipment must comprise of spare parts.

For the import of computers, the following conditions apply:

- computers must include certification that goods are Y2K compliant;
- the Telecommunications Regulatory Commission must approve customs clearance procedures on all computer shipments.

-- Export controls

The Customs Department, part of the Ministry of Finance, controls goods that enter and exit the Kingdom. Export licenses are not required for Jordanian-made products, transit goods, free trade zone goods, re-exports or goods entering the country under temporary status. There are exceptions to that rule, particularly with respect to shipments exceeding JD 1,000 in value, to countries which maintain banking arrangements with Jordan, namely Syria and Iraq. Other exceptions include scrap metal, mainly steel, aluminum and copper.

-- Standards (ISO 9000 usage)

Except for pharmaceuticals, which are handled by the Ministry of Health, the Jordanian Institute of Standards and Metrology is responsible for most issues related to standards, measures, technical specifications and ISO 9000 certification.

As of the end of may 1999, 211 Jordanian companies have qualified for ISO 9000 certification. A quality committee, manned by internationally trained ISO 9000 auditors, handles the ISO 9000 qualification of Jordanian firms.

-- Free trade zones/warehouses

Goods may be shipped to Jordan's free trade zones by shipping agents and representatives of land, sea and air transport and clearing firms. All shipping documentation must be submitted to the free zone authorities within 72 hours of arrival and before the shipment is unloaded.

Transit goods entering the Kingdom may be stored in warehouses at the port of Aqaba for up to one month, after which goods must be moved to a free zone area.

-- Membership in free trade arrangements

Jordan is a member of a pan-Arab accord which strives to create a free trade area and involves the gradual reduction of customs tariffs by 10 percent per year. It also concluded four bilateral free trade arrangements with Tunisia, morocco, Egypt and Sudan. Jordan initialed a "partnership agreement" with the European Union for the establishment of a free trade area by 2010. This agreement has yet to be ratified by the Jordanian parliament or the majority of European Union member nations.

-- Customs Department contact information

Jordan Customs Department
 Mr. Nazmi al-Abdullah, Director General
 P.O. Box 90, Amman, Jordan
 Telephone: 462-3186/8; 462-4394/6
 Fax: 464-7791
 Email: customs@customs.gov.jo
 Web-site: <http://www.customs.gov.jo/next.html>

VII. Investment climate

-- Openness to foreign investment

Foreign and domestic investment is regulated by the Investment Promotion Law no. 16 of 1995 and its regulations no. 2 of 1996 and no. 39 of 1997. The law grants incentives to projects in industry, agriculture, hotels, hospitals, maritime and rail transportation, leisure and recreation, and convention and exhibition centers. The law also

permits the Council of Ministers to designate other economic sectors for exemption.

Non-Jordanians may invest through full or partial ownership of investment projects, or by purchasing shares listed on the Amman Stock Exchange (<http://www.access2Arabia.com/afm/>). Transactions involving the latter are carried out via licensed brokers.

The law grants foreign investors equal treatment vis-a-vis local investors in terms of exemption qualifications, with the following exceptions:

- foreign investors may not own more than 50% of projects in:
 - construction and contracting
 - wholesale and retail trade and commercial services
 - mining (including cement production)
- a minimum capital requirement of USD 70,000 is set for foreign investors. This requirement does not apply to participation in public shareholding companies

Ceilings previously set with regard to foreign ownership of projects within the information and media sectors, aviation and land transport, banking and insurance, telecommunications and agricultural sectors were scrapped in 1997. There is no screening or government selection process for foreign investment.

The law stipulates that expropriation is prohibited unless deemed in the public interest, and calls for fair compensation to the investor in convertible currency.

-- Conversion and transfer policies

All restrictions pertaining to the inflow and outflow of foreign currency (including gold) were rescinded in 1997. The law entitles foreign investors to remit abroad, without delay, foreign capital invested, including all returns, profits, and proceeds arising from the liquidation of investment projects owned, in a fully convertible foreign currency. Non-Jordanian administrative and technical employees are permitted to transfer their salaries and compensation abroad.

The Jordanian dinar is fully convertible for all commercial and capital related transactions. Foreign currency can be obtained from licensed banks at the legal market clearing rate, which is the Central Bank of Jordan's (CBJ) official rate. It is anticipated that the dinar will remain pegged to the us dollar at an exchange rate of approximately \$ 1.41 to the dinar.

In addition to banks, licensed money changers are supervised by the central bank, but are free to set their own exchange rates depending on market conditions. Money-exchangers, unlike banks, do not pay CBJ commission fees for every exchange transaction, which in turn gives them a competitive edge over banks.

The foreign exchange regulations introduced in 1997 have liberalized the foreign exchange market in other respects:

- banks no longer require prior CBJ approval for the transfer of funds, including investment related transfers. Banks must report all such transactions to the CBJ.
- non-residents are allowed to open accounts in foreign currencies. Non-resident foreign currency accounts are exempted from all transfer-related commission fees charged by the central bank. The CBJ requires banks to verify that an account is owned by a foreigner every three years, otherwise such accounts will be converted to resident foreign currency accounts.
- banks are permitted to purchase an unlimited amount of foreign currency from their clients in exchange for JD on a forward deal basis. banks are permitted to engage in reverse operations involving the selling of foreign currency in exchange for JD on a forward deal basis for the purpose of covering the value of imports.
- there are no restrictions as to the amount resident account holders may maintain in foreign currency deposits, and there are no ceilings on the amount residents are permitted to transfer abroad.

The CBJ is in favor of liberalizing the country's check clearing and current account system. A project to automate and modernize the system is

currently under way, and is expected to come on line in two years time.

-- Expropriation and compensation

There are no known cases where the government has expropriated the private property of an investor. It is unlikely that the government's policies regarding expropriations will change.

-- Dispute settlement

According to the investment promotion law, foreign investors may seek third party arbitration, or an internationally recognized settlement of disputes. The government recognizes decisions issued by the International Center for the Settlement of Investment Disputes (ICSID), of which Jordan is a member. Jordan is also a member of the New York Convention of 1958. In cases where the government is one party in the dispute, it generally prefers settlement in local courts. At present, there is one dispute between a U.S. Investor and the government that has dragged on for more than one year in local courts without resolution.

-- Jordan's legal system

In the legislative process, draft laws are prepared by various ministries, which then are submitted to the council of ministers and subsequently presented to the lower house of parliament for passage, amendment or rejection. Once passed by the lower house, draft laws must be approved by the senate. All laws require royal assent before they are declared operative.

According to the constitution, the judiciary is independent of other branches of the government; however, in practice it is susceptible to political pressure and interference by the executive.

The constitution classifies the judiciary into three categories: religious courts, special courts (e.g. military court, customs court, income tax court) and regular courts. Verdicts determined by the Jordanian judiciary are based on decisions made by a judge or a panel of judges.

General legal provisions are incorporated within the civil code, unless the nature of the specific relationship is governed by a separate, more specialized law.

Commercial activities, business contracts, such as commercial agency and commission agency contracts, are subject to the commercial code. Checks and promissory notes are also regulated under the commercial code.

Bankruptcy and insolvency-related issues are governed by various provisions in the commercial code, the civil code, and the companies law. These provisions are fairly effective in practice. Monetary judgments are settled in either local or foreign currency, depending on the original contract or on the claim itself.

-- Performance requirements/incentives

The investment promotion law defines the scope and criteria for tax exemptions; these take the form of income tax and custom-duty exemptions, which are granted for both local and foreign investors. Jordanian investment and commercial laws are void of any trade-restrictive investment measures, and generally are in compliance with the WTO trade-related investment measures (TRIMS) agreement.

The law divides the Kingdom into three development areas, zones a, b, and c. Investments in zone c, the least developed areas of Jordan, receive the highest exemptions.

However, all agricultural, maritime transport, and railway investments are classified as "zone c", irrespective of location. Hotel and tourism-related projects set up along the Dead Sea coastal area, leisure and recreational compounds, and convention and exhibition centers receive "zone a" designation. The three-zone classification scheme does not apply to nature reserves and environmental protection areas, which are granted special consideration.

Specifically, the law allows:

- exemptions from income and social services taxes of up to ten years for projects approved by the investment promotion committee (which includes senior officials from the ministry of industry and trade, income tax department, customs department, and the private sector), in accordance with the designated zone scheme:
 - 25% tax exemption for zone (a) projects
 - 50% tax exemption for zone (b)

projects

- 75% tax exemption for zone (c) projects

Additional tax exemptions may be granted to projects for expansion, modernization, or development purposes, provided that the outcome of such measures results in increasing production capacity by at least 25%. This additional exemption period may last up to four years.

- capital goods are exempt from duties and taxes if delivered within three years from the date of the investment promotion committee's approval. The committee may extend the three-year period if necessary.
- imported spare parts related to a specific project are exempt from duties and taxes, provided that the ratio of "spare parts" to "fixed assets requiring spare parts" does not exceed 15% in value terms. Another provision requires the entry of spare parts into Jordan within a maximum period of ten years starting from the date of production. Approval of the investment promotion committee is required.
- capital goods are exempt from duties and taxes, provided that the outcome of such measures results in increasing production capacity by at least 25%.
- hotel and hospital projects receive exemptions from duties and taxes on furniture and supply purchases which are required for modernization and renewal purposes once every seven years, provided that entry of these items into Jordan occurs within a maximum period of four years starting from the date of the investment promotion committee's approval.

During 1997 and 1998, one-third of foreign investment projects benefited from the investment promotion law, compared with one-fifth in 1996.

In addition to the investment promotion law, other exemptions are granted to investments within state-run industrial estates:

- industrial projects are granted income and social services tax exemptions for a two-year period. Established industrial facilities which relocate to an industrial estate also

receive this benefit.

- all established industrial projects are granted property-tax exemptions, enjoyed throughout the lifetime of the project.

All exporters are granted the following incentives:

- net profits generated from export revenues are fully exempt from income tax. Exceptions include fertilizer, phosphate, and potash exports, in addition to exports governed by specific trade protocols and foreign debt repayment schemes.
- publicly-held companies which specialize in promoting, marketing, and exporting locally produced goods and services abroad are exempt from income and social services taxes, provided the company satisfies the minimum capital requirement of JD two million.
- foreign inputs used in the production of exports are exempt from custom duties and all additional import fees on a reimbursable or drawback basis.
- right to private ownership and establishment

In general, the laws on investment and property ownership permit domestic and foreign entities to establish and own businesses and engage in remunerative activities. However, activities that concern the military and national security are subject to different provisions and procedures. Foreign companies may open representative (regional) and branch offices; branch offices may carry out full business activities, while regional offices may serve as liaisons between head offices and Jordanian or regional clients.

The Ministry of Industry and Trade manages the government's policy on setting up regional and branch offices. U.S. companies can usually establish wholly-owned branch offices by submitting an application through appropriate channels.

Under the Economic Boycott Law no. 11 of 1995, non-Arab foreign nationals are permitted to own or lease property, provided that their home country does not discriminate against Jordanians and the property is developed within five years from the date of approval. The cabinet is the authority on licensing foreign ownership of lands and property.

Agricultural land is not included in the provisions of this law. However, a foreign company that invests in the agricultural sector automatically obtains national treatment with respect to ownership of agricultural land, once registered as a Jordanian company.

A shortcoming in the labor law is article 20, which can be interpreted as granting employees full ownership of intellectual property rights on works developed on the job. In cases where the employees' job requires them to research and develop for their employers, the article provides the employee with a right to 50 percent ownership of the developed work. These provisions, together with the general lack of effective protection of intellectual property rights, discourage local and foreign investments in industries such as software, audio and video recording and research.

This shortcoming may be overcome by incorporating a clause within the contractual agreement stipulating that the employer has full ownership of any intellectual property rights developed by the employee on the job. Such a contractual clause would automatically supersede article 20 of the labor law.

-- Transparency of the regulatory system

The government is slowly implementing policies to improve competition and foster transparency. These reforms aim to change an existing system that can be influenced greatly by family affiliations and business ties. Although in many instances bureaucratic procedures have been streamlined, red tape and opaque procedures still present problems for foreign and domestic investors. The arbitrary application of customs, tax, labor, health and other laws or regulations have impeded investment.

-- Capital markets and portfolio investment

The Jordan capital market is small, but has significant potential for development. The Amman Stock Exchange was established as a privately managed institution in March 1999. Currently there are 33 broker firms and 149 listed public-shareholding companies on the exchange with a market capitalization of approximately USD six billion. Forty-four percent of ownership is by non-Jordanian investors (39 percent by Arabs and five percent by non-Arabs) and 35 percent of trading is by non-Jordanians. Despite significant progress in the last

two years, adequate legal, regulatory, best market practices and information technology systems need to be established.

One flaw in Jordan's capital market is the absence of a secondary market for government bills and bonds, which is causing significant distortions in the financial market. Under the current system, the government finances its budget through the auction of certificates of deposit (CD's) conducted by the central bank. The commercial banks buy the cd's, but hold them to maturity. Neither the CD's, nor government bills or bonds, trade on the Amman Stock Exchange. Therefore, the market does not have a "benchmark yield curve" to measure the relative risk of all types of marketable securities, government as well as private. A market in tradable government securities would remedy that deficiency.

There are a number of internationally recognized accounting and auditing firms in Jordan. The government's accounting and auditing regulations are consistent with international standards and are internationally recognized.

-- Political violence

There have been very few incidents in Jordan over the past few years involving politically motivated damage to projects and/or installations. A series of five explosions occurred in 1998, directed mostly at parked cars of Jordanian security officials, but including a local, private school which calls itself "The Modern American School". The crude bombs caused minor property damage and no injuries. Jordanian police arrested a group of men in relation to the crime. There is no indication that other groups in Jordan are poised to carry out similar crimes.

Civil unrest occurred in the southern city of Kerak in 1996 when grain subsidies were lifted, and in Ma'an in 1998 in protest of threatened U.S./coalition military action against Iraq. This type of event has been uncommon in Jordan over the past decade. Authorities responded quickly and forcefully to discourage further episodes of unrest.

Despite long-standing tensions between neighboring states, regional leaders and groups that were hostile to the late King Hussein have initially reached out to his son, King Abdullah, in friendship.

-- Corruption

Jordan has an adequate legal framework to discourage corruption. The General Intelligence Directorate (GID) has an anti-corruption department that is responsible for combating bribery, extortion and other similar crimes. Although it is a consideration, U.S. firms have not identified corruption as an obstacle to investment in Jordan.

Influence peddling and a lack of transparency have been alleged in government procurement and dispute settlement. In addition, the Jordanian customs and health departments are reviled for delaying the import of goods until questionable and sometimes excessive duties, fines, and storage charges are paid.

-- Bilateral investment agreements

Jordan and the United States have signed two trade/investment related agreements to date:

A) Bilateral Investment Treaty (signed 1997).
the agreement provides reciprocal protection of Jordanian and U.S. individual and corporate investments. The agreement calls for:

-- the better of national treatment or Normal Trade Relations treatment for investments in the partner country;

-- limits on expropriations of investments and compensation according to world standards should an expropriation occur;

-- guarantee of free transfer of funds in and out of the partner country;

-- limits on a host government's ability to require a party's investors to adopt inefficient and trade distorting practices (performance requirements);

-- the right to international dispute settlement should a problem arise;

-- the right for each party's investors to engage the top managerial personnel of their choice, regardless of nationality.

B) Trade and Investment Framework Agreement (TIFA - signed 1999).

The agreement calls for the facilitation of bilateral trade and investment flows.

Under the agreement, a U.S./Jordan council on trade and investment was established with the objective of working towards the removal of impediments to trade and investment.

Jordan is a member of a pan-Arab accord on facilitating the movement of capital between Arab countries. The accord provides for reciprocal investment rights on a bilateral basis. Moreover, under the Jordan-E.U. cooperation agreement, Jordan will offer equity participation rights to European investors whose countries agree to swap Jordan's debts for equity investment.

-- OPIC and other investment insurance programs

Investments are eligible for overseas private investment corporation (OPIC) insurance and project financing. OPIC provides political risk insurance for one Jordanian company partially owned by a U.S. investor, and is currently considering providing similar coverage to two U.S. companies with investments in Jordan; a consortium of companies seeking to purchase the Aqaba Railway, and a mining concern.

In addition, there are two OPIC-backed investment funds that make equity investments in businesses in Jordan, the West Bank/Gaza, and Oman. The West Bank/Gaza and Jordan Emerging Fund, with a target capital of USD 60 million, expects to make 40 percent of its investments in Jordan. The fund is managed by International Capital Advisors Inc. of Vienna, Virginia, which can be contacted at (703) 847-0870 or fax (703) 847-3068. The other fund is the InterArab Investment Fund, which expects to invest one-third of its USD 45 million target capital in Jordan. It is managed by InterArab Management, LLC, of Portola Valley, California, which can be contacted at (415) 851-9371 or fax (415) 851-9373. In Jordan, the fund can be contacted at 566-2481, fax 566-2257 or e-mail at faz@interArab.com.jo.

In addition, Jordan is a member of the Multilateral Investment Guarantee Agency (MIGA), a World Bank agency, which guarantees investment against non-commercial risks such as civil war, nationalization, etc.

-- Labor

Jordan has one of the highest population growth rates (3.7% annually) in the world. About one-half of the population of 4.6 million is under the age of 18. In general, the labor force is well educated. Literacy rates are near 90% for men and 80% for women. Jordan has a labor force of 1.1 million and a government-estimated unemployment rate of 15%. Unofficial estimates are considerably higher, ranging to above 25%.

Both political and labor leaders agree that reducing unemployment and creating jobs are top priorities. The estimated 250,000 foreign laborers in Jordan (The unofficial estimate is much higher) work primarily in unskilled sectors, such as construction, agriculture, and domestic services. The ministry of labor regulates foreign worker licensing, licensing fees, prohibited sectors, and employer liability. Among its responsibilities, the ministry must approve the hiring of professional foreign workers by private businesses. The labor law gives the ministry the right to specify fees imposed on foreign workers without consulting the relevant workers' union. Non-citizens are not permitted by law to join unions.

Labor unions do not perform all the functions of unions in the United States. They serve primarily as intermediaries between workers and the ministry of labor, and may engage in collective bargaining on behalf of workers. In order to strike, workers must obtain permission from the government. Currently, about 30% of the total labor force, including government service, is unionized. However, this figure includes the professional associations for engineers, physicians, pharmacists and other professionals where membership is mandatory.

The current labor law came into effect in 1996. Article 28 stipulates the reasons for which an employer can discharge a worker without notice. Article 30 allows employers to terminate the services of employees if they are forced to undergo reorganization. The law does not require employers to include end-of-service retirement in their employment package, but if the employer has agreed to end-of-service retirement, this right cannot be dismissed. The social security law stipulates that if the employer has more than five employees, they must be enrolled in the social security system. The labor law also improves worker compensation resulting from injuries by establishing more compensatory categories and outlining all types of work-related injuries. Article 67 provides unpaid

maternity leave for more than one year for mothers working in firms employing 10 or more workers, and article 70 requires full pay for 10 weeks of maternity leave. The law provides for 14 days of annual leave for employees during the first five years with the employer, and 21 days after five years of service. This law places Jordan in compliance with international and Arab labor agreements.

-- Foreign trade zones/free ports

The Zarqa free zone is Jordan's major free zone area. Other areas include the Sahab Industrial Estate's free zone, Queen Alia International Airport free zone, and the Aqaba port free zone. The government has studied the possibility of converting the entire governate of Aqaba into a free zone area.

Jordanian and foreign investors are permitted to invest in trade, services and industrial projects in free zones. Industrial projects must fulfill one of the following conditions:

- new industries which depend on advanced technology;
- industries requiring raw material and/or locally manufactured parts which are locally available;
- industries which complement domestic industries;
- industries which enhance labor skills and promote technical know-how;
- industries providing consumer goods, and which contribute to reducing market dependency on imported goods.

The following incentives are granted to investors in the designated free zones:

- profits are exempt from income and social services taxes for a period of 12 years, with the exception of profits generated from storage services that involve goods released to the domestic market.
- salaries and allowances payable to non-Jordanian employees are exempt from income and social services taxes.
- goods imported to and/or exported from free

zones are exempt from import taxes and custom duties, with the exception of goods released to the domestic market.

- industrial goods manufactured in free zones enjoy partial custom duties exemption once released to the domestic market, depending on the proportion of the value of local inputs and locally incurred production costs.
- construction projects are exempt from licensing fees and urban and property taxes.
- free transfer of capital invested in free zone, including profits.

VIII. Trade and project financing

- Description of the banking system

The banking system is comprised of 13 commercial banks (of which five are branches of foreign banks), five investment banks, two Islamic banks and one industrial development bank, in addition to a number of specialized credit institutions. The Central Bank of Jordan (CBJ) is the banking system's regulatory agency. A new bank law, which aims at enhancing competition within the banking sector, is expected to come into force by the end of 1999. The new law is intended to protect depositors' interests and diminishes money market risk, while allowing free market forces greater influence. In addition, the CBJ has completed drafting a deposit insurance scheme, which is currently under review by the government's legislative bureau.

Jordanian banks rely heavily on traditional banking activities, namely, the extension of direct credit facilities, as their main source of income. Although the central bank distinguishes between "investment banks" and "commercial banks", there is no significant difference in operations between the two.

Jordanian banks have adopted modern banking practices such as automated check clearing, and use magnetic check processors, unified reporting forms and electronic data-transmission networks.

Credit facilities offered by banks include loans, discounted bills, and overdraft facilities. Investment banks are not permitted to extend overdraft facilities. The corporate bond market

remains under-developed, and continues to be overshadowed by traditional direct lending. One reason is rigid interest rates; another relates to poor incentives related to the marketing of corporate bonds.

The central bank permits banks to extend loans and credit facilities in foreign currency. In such cases, it requires debt repayment to be in foreign currency.

The CBJ is considering raising the minimum capital requirement for Jordanian banks to JD 50m, which will likely promote further consolidation within the banking system.

The Arab Bank and the Housing Bank are the two largest banks in Jordan, with an asset-base of JD 15.46 billion and JD 1.42 billion, respectively, as of the end of 1998. The difference between their asset bases owes to the vast difference in their scope of operations; the Arab Bank has a worldwide presence, while the Housing Bank's prime focus is the local market.

An analysis of the credit market shows that over the last three years, 26% went to finance trading activities. Portfolio investors are the second largest recipients of credit at 20% of the total, while the construction sector ranks third at a 19% average share. Industry's share out of the total is 13%.

There are no restrictions on the flow of foreign currency for all commercial and capital transactions. (see chapter vii "conversion and transfer policies").

-- General financing availability, terms of payment and insurance

To obtain project financing, banks require a comprehensive feasibility study, including a detailed cash flow analysis. Where larger projects are concerned, banks generally prefer to spread credit risk by syndicating the loan. The CBJ has stepped up its role as banking sector overseer, and has given greater attention to banks' assets quality, particularly with respect to loan portfolios.

Conventional financing methods include overdrafts, one-year discounted loans, three-year loans with

interest payable monthly, and syndicated loans for periods of one to seven years.

The United States Eximbank and the CBJ signed an agreement in 1996 allowing the private sector to import U.S. goods using Eximbank short- or medium-term credit guarantees. To date, this program has been under-utilized. More information on this program can be obtained at Eximbank's web page at: <http://www.exim.gov/country/ebd-y-35.html>

-- Banks with correspondent U.S. banking arrangements

All of the country's banks maintain direct correspondence with U.S.-based banks. Each local Jordanian bank deals with at least two to three New York-based banks. (see list of licensed banks.)

IX. Business travel

Jordan has excellent air connections with other middle eastern countries, Europe and Asia. The national airline, Royal Jordanian, flies to several major cities in the U.S. major European airlines also have frequent connections to Jordan.

Most major hotels have business service offices with fax machines, Internet and e-mail. U.S.-based telephone calling cards such as AT&T, MCI and Sprint do not have local access numbers, and therefore do not function in Jordan. International calls must be made through the Jordan Telecommunications Company, which recently lowered its tariffs. Car rental facilities and airport-to-hotel shuttle buses are available. The climate is mediterranean, relatively mild and very favorable compared to the gulf region and north Africa.

U.S. business travelers are encouraged to obtain a copy of the "key officers of foreign service posts: guide for business representatives" available for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402; tel. (202) 512-1800; fax. (202) 512-2250. Business travelers to Jordan seeking appointments with U.S. Embassy, Amman officials should contact the Economic/Commercial section by telephone at (962) (6) 592-0101 ext. 2636 or 2558, Or fax at (962) (6) 592-0146 or (962) (6) 592-7653.

X: Economic and trade statistics

APPENDIX A: COUNTRY DATA

| | 1996 | 1997 | 1998 |
|-------------------------|-------------------------|---------|-------|
| | ----- | ----- | ----- |
| POPULATION (MILLIONS): | 4.441 | 4.600 | 4.756 |
| POPULATION GROWTH RATE: | 3.7% | 3.6% | 3.4% |
| RELIGION(S): | ISLAM AND CHRISTIANITY | | |
| GOVERNMENT SYSTEMS: | CONSTITUTIONAL MONARCHY | | |
| LANGUAGES: | OFFICIAL: | ARABIC | |
| | BUSINESS: | ENGLISH | |
| WORK WEEK: | SATURDAY-THURSDAY | | |
| | (EMBASSY WORK WEEK: | | |
| | SUNDAY-THURSDAY) | | |

APPENDIX B: DOMESTIC ECONOMY

| FISCAL YEAR (FY) | 1996 | 1997* | 1998* |
|------------------------------------|---------|---------|---------|
| | ----- | ----- | ----- |
| (FIXED PRICES 1985) | | | |
| GDP (US \$ MILLION) | 3,943.3 | 3,994.6 | 4,082.5 |
| GDP GROWTH RATE % | 1.0 | 1.3 | 2.2 |
| GDP PER CAPITA (US \$ THOUSAND) | 0.887 | 0.869 | N/A |
| (NOMINAL PRICES) | | | |
| GDP (US \$ MILLION) | 6,642.5 | 6,973.6 | 7,385.0 |
| GDP GROWTH RATE % | 3.3 | 5.0 | 5.9 |
| GDP PER CAPITA (US \$ THOUSAND) | 1.495 | 1.516 | 1.553 |

* 1997 AND 1998 FIGURES ARE PRELIMINARY ESTIMATES;
BUT ARE INDICATIVE OF ACTUAL PERFORMANCE.

| | 1996 | 1997 | 1998 |
|--|-------|--------|--------|
| | ----- | ----- | ----- |
| INFLATION (PERCENT) | 6.5 | 3.0 | 3.1 |
| UNEMPLOYMENT (PERCENT) * | | | |
| - TOTAL POPULATION | 11.3 | 13.2 | 11.5 |
| - JORDANIAN POPULATION | 12.1 | 14.4 | 12.7 |
| FOREIGN EXCHANGE RESERVES (US \$ MILLION) | 697.1 | 1693.2 | 1169.5 |

| | | | |
|--|-------|-------|-------|
| AVG EXCHANGE RATE | 1.410 | 1.410 | 1.410 |
| DEBT SERVICE RATIO (PERCENT) (COMMITMENT BASIS) | 25.9 | 24.1 | N/A |
| DEBT SERVICE RATIO (PERCENT) (CASH BASIS) | 15.7 | 14.8 | N/A |
| U.S. ECONOMIC ASSISTANCE** | 22.6 | 211.9 | 155.0 |
| U.S. MILITARY ASSISTANCE | 201.2 | 31.6 | 51.6 |

* UNOFFICIAL UNEMPLOYMENT STATISTICS RANGE UP TO 27% FOR 1996/1997.

**

- INCLUDES USD 63.5 MILLION IN DEBT FORGIVENESS, AND EXCLUDES USD 200 MILLION IN EXIM BANK EXPORT GUARANTEES FOR 1997.
- EXCLUDES AN ANNUAL USD 40 MILLION SOFT LOAN FACILITY UNDER THE AGRICULTURAL GSM PROGRAM SINCE 1996.

APPENDIX C: TRADE

| | 1996 | 1997 | 1998 |
|---|---------|---------|---------|
| | ----- | ----- | ----- |
| (USD MILLIONS) | | | |
| DOMESTIC | 1,466.1 | 1,504.7 | 1,472.1 |
| RE-EXPORTS | 350.2 | 330.3 | 326.5 |
| TOTAL COUNTRY EXPORTS | 1,816.3 | 1,835.0 | 1,798.6 |
| EXPORTS TO U.S. (U.S. DEPT. OF COMMERCE) | 26.3 | 26.0 | 17.1 |
| TOTAL COUNTRY IMPORTS | 4,291.4 | 4,100.4 | 3,835.1 |
| IMPORTS FROM U.S. | 415.8 | 387.7 | 363.9 |

(NO VIABLE PROJECTIONS EXIST FOR 1999/2000.)

(SOURCE: CENTRAL BANK OF JORDAN / DEPARTMENT OF STATISTICS.)

MAJOR JORDANIAN IMPORTS FROM THE UNITED STATES (20 LARGEST IMPORTS BY HS CHAPTER)

| HS CHAPTER/COMMODITY | VALUE (USD THOUSANDS) | | |
|----------------------|-----------------------|-------|-------|
| ----- | ----- | ----- | ----- |
| | 1996 | 1997 | 1998 |
| | ----- | ----- | ----- |

| | | | |
|---|---------|---------|---------|
| 10 / CEREALS | 163,192 | 103,151 | 73,038 |
| 88 / AIRCRAFT AND PARTS | 40,890 | 44,509 | 64,712 |
| 84 / REACTORS/MACHINERY | 47,028 | 55,361 | 43,709 |
| 85 / ELEC. MACHINERY | 19,882 | 21,101 | 24,332 |
| 87 / VEHICLES (OTHER THAN RAIL) | 21,734 | 39,913 | 22,098 |
| 90 / MEDICAL/ SURGICAL EQUIP. | 13,023 | 15,582 | 16,219 |
| 15 / ANIMAL/VEGETABLE FAT/OIL | 6,124 | 11,852 | 15,968 |
| 24 / TOBACCO | 4,763 | 8,317 | 14,982 |
| 47 / PULP OF WOOD/ PAPER WASTE | 12,780 | 9,152 | 7,506 |
| 30 / PHARMACEUTICAL | 6,132 | 7,151 | 7,394 |
| 73 / ARTICLES OF IRON/ STEEL | 5,180 | 5,026 | 6,950 |
| 63 / MADE-UP TEXTILE ARTICLES/WORN CLOTHING | 4,584 | 4,576 | 5,540 |
| 48 / PAPER/PAPERBOARD | 7,521 | 5,033 | 5,199 |
| 29 / ORGANIC CHEMICALS | 5,167 | 3,999 | 4,820 |
| 21 / MISC. EDIBLE PREPARATIONS | 3,431 | 4,353 | 4,781 |
| 23 / FOOD INDUSTRY WASTE/ ANIMAL FODDER | 839 | 724 | 4,487 |
| 38 / MISC. CHEMICAL PRODUCTS | 5,303 | 4,729 | 3,331 |
| 39 / PLASTICS | 3,229 | 3,512 | 3,013 |
| 08 / EDIBLE FRUIT/NUTS | 1,507 | 2,827 | 2,750 |
| 94 / FURNITURE, BEDDING/LIGHTING FITTINGS | 3,718 | 3,136 | 2,600 |
| (A) TOP 20 US IMPORTS | 376,027 | 354,004 | 333,429 |
| (B) TOTAL US IMPORTS | 415,815 | 387,721 | 363,888 |
| A/B | 90.4 % | 91.3 % | 91.6 % |

(SOURCE: DEPARTMENT OF STATISTICS.)

APPENDIX D: INVESTMENT STATISTICS

OFFICIAL STATISTICS ON FOREIGN DIRECT INVESTMENT (FDI) ARE NOT PUBLICLY AVAILABLE. THE VOLUME OF REGISTERED FOREIGN CAPITAL IS THE CLOSEST AVAILABLE INDICATOR FOR THE SIZE OF FDI.

THE FOLLOWING STATISTICS SHOULD BE INTERPRETED AS INDICATING TRENDS RATHER THAN EXACT FIGURES.

VOLUME OF REGISTERED CAPITAL BY ECONOMIC SECTOR
(THOUSANDS/JORDANIAN DINARS AT YEAR END)

| | 1996 | 1997 | 1998 |
|---------------|--------------|--------------|---------------|
| ----- | ----- | ----- | |
| TOTAL CAPITAL | 2,850,152 | 3,139,377 | 3,539,396 |
| FOREIGN | 225,915 (8%) | 257,442 (8%) | 365,847 (10%) |
| INDUSTRY | 797,454 | 855,210 | 991,100 |
| FOREIGN | 65,383 (8%) | 72,220 (8%) | 116,984 (12%) |
| TRADE | 1,181,405 | 1,361,523 | 1,528,273 |
| FOREIGN | 84,401 (7%) | 107,497 (8%) | 152,395 (10%) |
| AGRICULTURE | 39,199 | 39,839 | 47,696 |
| FOREIGN | 21,021 (54%) | 21,065 (53%) | 27,272 (57%) |
| CONTRACTING | 214,652 | 224,163 | 237,487 |
| FOREIGN | 6,604 (3%) | 6,481 (3%) | 4,477 (2%) |
| SERVICES | 617,441 | 658,641 | 734,840 |
| FOREIGN | 48,505 (8%) | 50,180 (8%) | 64,719 (9%) |

(THE PERCENTAGE FIGURE REFLECTS THE SIZE OF FOREIGN CAPITAL TO TOTAL CAPITAL)

(DATA EXCLUDES CAPITAL OF PUBLIC SHAREHOLDING COMPANIES)

(SOURCE: MINISTRY OF INDUSTRY AND TRADE)

VOLUME OF ANNUAL REGISTERED CAPITAL INFLOWS BY ECONOMIC SECTOR ('000 JORDANIAN DINARS)

| | 1996 | 1997 | 1998 |
|---------------|--------------|--------------|---------------|
| ----- | ----- | ----- | ----- |
| TOTAL CAPITAL | 327,997 | 289,225 | 400,020 |
| FOREIGN | 25,647 (8%) | 31,527 (11%) | 108,405 (27%) |
| INDUSTRY | 48,327 | 57,756 | 135,890 |
| FOREIGN | 4,748 (10%) | 6,837 (12%) | 44,765 (33%) |
| TRADE | 187,552 | 180,119 | 166,750 |
| FOREIGN | 10,742 (6%) | 23,095 (13%) | 44,899 (27%) |
| AGRICULTURE | 8,015 | 640 | 7,857 |
| FOREIGN | 8,000 (100%) | 44 (7%) | 6,206 (79%) |
| CONTRACTING | 9,323 | 9,511 | 13,324 |
| FOREIGN | 500 (5%) | 0 (0%) | -2,003 |
| SERVICES | 74,780 | 41,200 | 76,198 |

FOREIGN 1,656 (2%) 1,674 (4%) 14,539 (19%)

(THE PERCENTAGE FIGURE REFLECTS THE SIZE OF FOREIGN CAPITAL TO TOTAL CAPITAL)

(DATA EXCLUDES CAPITAL OF PUBLIC SHAREHOLDING COMPANIES)

(SOURCE: MINISTRY OF INDUSTRY AND TRADE)

VOLUME OF FOREIGN REGISTERED CAPITAL BY COUNTRY OF ORIGIN ('000 JORDANIAN DINARS)

| | 1996 | 1997 | 1998 |
|----------------|--------|--------|--------|
| | ----- | ----- | ----- |
| SAUDI ARABIA | 59,883 | 61,437 | 86,705 |
| SYRIA | 60,491 | 59,915 | 59,215 |
| IRAQ | 39,662 | 42,340 | 47,762 |
| UNITED STATES | 1,714 | 2,208 | 24,748 |
| UNITED KINGDOM | 4,974 | 10,769 | 18,726 |
| NETHERLANDS | 3,357 | 6,692 | 17,933 |
| LEBANON | 14,213 | 14,838 | 17,249 |
| LUXEMBOURG | - | 12,600 | 12,975 |
| EGYPT | 4,395 | 5,141 | 6,420 |
| KUWAIT | 3,178 | 3,438 | 5,628 |

(DATA EXCLUDES CAPITAL OF PUBLIC SHAREHOLDING COMPANIES)

(SOURCE: MINISTRY OF INDUSTRY AND TRADE)

XI. U.S. and country contacts

NOTE: WHEN DIALING FROM OUTSIDE OF JORDAN, ADD (COUNTRY)-(CITY) CODE.
EXAMPLE FOR AMMAN: (962)-(6)

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LICENSED BANKS

CITIBANK
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HTTP://WWW.CITIBANK.COM/

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HTTP://WWW.HSBC.COM/PORTALS/PT_JORDA.HTM

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 HTTP://WWW.EXIM.GOV
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 HTTP://WWW.EXIM.GOV/COUNTRY/EBD-Y-35.HTML

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 FAX: (202) 289-5938
 HTTP://WWW.NUSACC.ORG

OTHER RELEVANT WEB PAGES:

U.S. GOVERNMENT

U.S. EMBASSY, AMMAN, JORDAN
 HTTP://WWW.USEMBASSY-AMMAN.ORG.JO
 (AMERICAN BUSINESS CENTER WEB-SITE:
 HTTP://WWW.USEMBASSY-AMMAN.ORG.JO/WWWHCOM.HTML)

U.S. STATE DEPARTMENT
 HTTP://WWW.STATE.GOV

U.S. CUSTOMS DEPARTMENT
 HTTP://WWW.CUSTOMS.USTREAS.GOV

U.S. TRADE AND DEVELOPMENT AGENCY
 HTTP://WWW.TDA.GOV

U.S. FOREIGN AGRICULTURAL SERVICE
 HTTP://WWW.FAS.USDA.GOV

JORDANIAN GOVERNMENT

NATIONAL INFORMATION CENTER, AMMAN, JORDAN
 HTTP://WWW.NIC.GOV.JO

ROYAL SCIENTIFIC SOCIETY
 HTTP://WWW.RSS.GOV.JO/

MINISTRY OF TOURISM & ANTIQUITIES
 HTTP://WWW.MOTA.GOV.JO/

JORDAN CUSTOMS DEPARTMENT
[HTTP://WWW.CUSTOMS.GOV.JO/NEXT.HTML](http://www.customs.gov.jo/next.html)

PETRA (JORDANIAN GOVT. NEWS AGENCY)
[HTTP://WWW.PETRA.GOV.JO/](http://www.petra.gov.jo/)

JORDAN TELECOMMUNICATIONS COMPANY
[HTTP://WWW.JTC.COM.JO/](http://www.jtc.com.jo/)

TELECOMMUNICATIONS REGULATORY COMMISSION
[HTTP://WWW.TRC.GOV.JO/](http://www.trc.gov.jo/)

MINISTRY OF POST & COMMUNICATIONS
[HTTP://WWW.MOPC.GOV.JO/](http://www.mopc.gov.jo/)

JORDAN DEPARTMENT OF STATISTICS
[HTTP://WWW.DOS.GOV.JO/](http://www.dos.gov.jo/)

JORDAN CIVIL AVIATION AUTHORITY
[HTTP://WWW.JCAA.GOV.JO/](http://www.jcaa.gov.jo/)

LINKS TO OTHER JORDANIAN GOVERNMENT MINISTRIES
[HTTP://AMON.NIC.GOV.JO/NIC/OWA/GET_MINISTRY](http://amon.nic.gov.jo/nic/owa/get_ministry)

JORDANIAN ORGANIZATIONS AND BUSINESSES

AMMAN FINANCIAL MARKET (STOCK EXCHANGE)
[HTTP://WWW.ACCESS2ARABIA.COM/AFM/](http://www.access2arabia.com/afm/)

JORDANIAN ASSOCIATION OF MANUFACTURERS OF
PHARMACEUTICALS AND MEDICAL APPLIANCES (JAPM)
[HTTP://WWW.JMCD.COM.JO/JAPM/JAPM.HTML](http://www.jmcd.com.jo/japm/japm.html)

JORDAN EXPORTERS AND PRODUCERS ASSOCIATION FOR FRUIT
AND VEGETABLES
[HTTP://WWW.ACCESS2ARABIA.COM/JEPAFV/](http://www.access2arabia.com/jepafv/)

JORDAN PHOSPHATE MINES COMPANY
[HTTP://WWW.JPMC-JORDAN.COM/](http://www.jpmc-jordan.com/)

ARAB POTASH COMPANY
[HTTP://WWW.NIC.GOV.JO/INDUSTRY/APC/APC.HTML](http://www.nic.gov.jo/industry/apc/apc.html)

THE JORDAN TIMES
[HTTP://WWW.ACCESS2ARABIA.COM/JORDANTIMES/SUN/](http://www.access2arabia.com/jordantimes/sun/)

THE STAR
[HTTP://STAR.ARABIA.COM/](http://star.arabia.com/)

JORDAN UNIVERSITY OF SCIENCE AND TECHNOLOGY
[HTTP://WWW.JUST.EDU.JO/](http://www.just.edu.jo/)

YARMOUK UNIVERSITY
[HTTP://WWW.YU.EDU.JO/](http://www.yu.edu.jo/)

UNIVERSITY OF JORDAN
[HTTP://WWW.JU.EDU.JO/](http://www.ju.edu.jo/)

INTERARAB INVESTMENT FUND
[HTTP://WWW.INTERARAB.COM.JO/](http://www.interarab.com.jo/)

JMTS-FASTLINK (MOBILE PHONES)
[HTTP://WWW.JMTS-FASTLINK.COM/](http://www.jmts-fastlink.com/)

KAWAR GROUP
[HTTP://WWW.KAWAR.COM/](http://www.kawar.com/)

THE UNIFIED COMPANY FOR ORGANIZING LAND TRANSPORT
[HTTP://WWW.UNIFIED.COM.JO/](http://www.unified.com.jo/)

NABRESCO (LAND TRANSPORT)
[HTTP://WWW.NABRESCO.COM.JO/](http://www.nabresco.com.jo/)

MISCELLANEOUS

HIS MAJESTY KING HUSSEIN'S WEB PAGE
[HTTP://WWW.KINGHUSSEIN.GOV.JO/](http://www.kinghussein.gov.jo/)

HER MAJESTY QUEEN NOOR'S WEB PAGE
[HTTP://WWW.NOOR.GOV.JO/](http://www.noor.gov.jo/)

BALADNA (GENERAL INTEREST SITE)
[HTTP://WWW.BALADNA.COM.JO/](http://www.baladna.com.jo/)

JORDAN'S YELLOW NET
[HTTP://WWW.MIDEASTWEB.COM/YELLOW/](http://www.mideastweb.com/yellow/)

PRIMUS/CNS (GENERAL INTEREST)
[HTTP://WWW.CNS.COM.JO/](http://www.cns.com.jo/)

ARABIA ONLINE
[HTTP://ARABIA.COM/](http://arabia.com/)

TRADE POINT DEVELOPMENT CENTER ASSOCIATION
[HTTP://WWW.IEBB.COM](http://www.iebb.com)

XII. Market research and trade events

U.S. FIRMS INTERESTED IN IDENTIFYING COMPETENT
MARKET RESEARCH FIRMS IN JORDAN ARE ADVISED TO
CONTACT THE AMERICAN BUSINESS CENTER WITH THEIR
INQUIRIES.

TRADE EVENT SCHEDULE FOR FY 1999/2000

OCT, 1999 TELECOMMUNICATION SHOW; VENUE
TO BE ANNOUNCED.
ORGANIZED BY: EXPO SERVE
TELFAX: 515-2019

5-8 OCT, 1999 MIDDLE EAST COMMUNICATION
EXHIBITION, AT AMMAN
INTERNATIONAL FAIR HALL,
MARJ AL-HAMAM
ORGANIZED BY: MIDDLE EAST
EXHIBITION CO.
TEL: 465-7303
FAX: 461-8075

11-17 OCT, 1999 MOTOR SHOW '99, AT AMMAN
INTERNATIONAL MOTOR SHOW
ORGANIZED BY: AMMAN
INTERNATIONAL MOTOR SHOW
TEL: 571-4211
FAX: 571-5311

26-28 OCT, 1999 MEDIPHARMA '99, AT AMMAN
INTERNATIONAL FAIR HALL,
MARJ AL-HAMAM
ORGANIZED BY: INTERNATIONAL
CONFERENCE & EXHIBITIONS CENTER
TEL: 553-8908
FAX: 553-8909

30 OCT - 5 NOV 1998 JORDANIAN PRODUCTS EXHIBITION,
AT AMMAN INTERNATIONAL FAIR
HALL, MARJ AL-HAMAM
ORGANIZED BY: GENERAL
CORPORATION FOR EXPORT
DEVELOPMENT
TEL: 464-9665
FAX: 464-9665

8-12 NOV, 1999 MIDDLE EAST TECHNOLOGY SHOW
(METS), AT AMMAN INTERNATIONAL
FAIR HALL, MARJ AL-HAMAM
ORGANIZED BY: JORDAN COMPUTER
SOCIETY
TEL: 568-3549
FAX: 568-3549

MARCH, 2000 8TH ANNUAL AMERICAN COMPUTER
SHOW
ORGANIZED BY: AMERICAN BUSINESS
CENTER, U.S. EMBASSY
TEL: 592-0101, EXT. 2057
FAX: 592-0146

MAY, 2000 ANNUAL AMERICAN PROMOTION WEEK

ORGANIZED BY: AMERICAN BUSINESS
CENTER, U.S. EMBASSY
TEL: 592-0101, EXT. 2057
FAX: 592-0146

FURTHER INFORMATION ON TRADE EVENTS MAY BE OBTAINED
FROM MUNA FARKOUH, COMMERCIAL SPECIALIST, AT THE
AMERICAN BUSINESS CENTER:
TEL: 00962-6-592-0101 (EXT. 2057)
FAX: 00962-6-592-0146.