
Pre-Feasibility Study
Permanent Logistics Center Project
Amman

April 2017



Table of Contents

1. EXECUTIVE SUMMARY	4
2. THE MACROECONOMIC ENVIRONMENT	6
2.1 AN OVERVIEW OF THE HASHEMITE KINGDOM OF JORDAN	6
2.2 POPULATION	7
2.3 ECONOMIC INDICATORS IN THE KINGDOM	9
2.4 THE JORDANIAN INVESTMENT ENVIRONMENT.....	12
2.5 THE ECONOMIC ENVIRONMENT IN THE SHORT AND MEDIUM TERM	15
3. MARKET STUDY	16
3.1 PROJECT DESCRIPTION	16
3.2 EXPECTED SERVICES DESCRIPTION.....	16
3.3 MARKET ANALYSIS	16
3.4 EXPECTED SUPPLY ANALYSIS	19
3.5 MARKETING STRATEGY	21
3.6 EXPECTED MARKET SHARE.....	23
4. TECHNICAL STUDY	24
4.1 THE DESIGNED CAPACITY	24
4.2 REQUIRED FIXED ASSETS	24
4.3 REQUIRED HUMAN RESOURCES.....	25
4.4 REQUIRED LICENSES	27
4.5 PROJECT TIMETABLE	27
5. FINANCIAL STUDY	28
5.1 FINANCIAL ASSUMPTIONS.....	28
5.2 INVESTMENT COST	29
5.3 FINANCING	29
5.4 REVENUES	30
5.5 THE PROJECTED COSTS	31
5.6 PROJECTED FINANCIAL STATEMENTS	33
5.7 FINANCIAL, ECONOMIC AND SOCIAL ANALYSIS	36
6. RISK AND SENSITIVITY ANALYSIS.....	39
6.1 RISK ANALYSIS.....	39
6.2 SENSITIVITY ANALYSIS	43
7. ANNEX 1.....	46

Amman Governorate



1. Executive Summary

This study aims at determining the pre-feasibility study for a Logistics Center and a Permanent Exhibition of Products in Giza /Al Qastal Area, to provide the support services and infrastructure for commercial companies that import products from East Asia Markets. The project will secure the required area and infrastructure for the manufacturing companies in East Asian Markets. To provide their services to commercial companies operating in Jordan and the Middle East through a permanent office where samples of the products are displayed.

Table 1: Initial Indicators of the Project

Project Name	Logistics Center and a Permanent Products Exhibition
sector	Services
Governorate	Amman
Region	Giza / Al Qastal
Products / Services	<ul style="list-style-type: none"> • Permanent exhibition of imported products. • Insurance, cargo and clearance, transportation, banking and currency exchange services.
Project Description	<p>The project is based on the development of a comprehensive Logistics Center for East Asian products milling to work in the Middle East area. The Center is considered as a permanent exhibition of these companies and their products, thus, make it easier for the targeted merchants, who plan to deal with and import the products, to visit the exhibition and has a direct agreement with the East Asian company without incurring additional costs such as travel, accommodation and participation in exhibitions. .. etc.</p> <ul style="list-style-type: none"> • Initial site selection. • Obtaining the required licenses. • Project design. • Establishing the project. • Contacting international companies wishing to invest in the project. • Final determination of the tenants mix by the sectors, and signing the agreements. • Commencing the project.
Target Market	<ul style="list-style-type: none"> • Commercial and industrial companies in East Asia, which are exporting to Jordan and the Middle East markets. • Foreign and local banks operating in the Kingdom. • Insurance companies operating in the Kingdom. • Currency exchange company operating in the Kingdom. • Cargo and Clearance Services Companies operating in the

	<p>Kingdom.</p> <ul style="list-style-type: none"> • Land Transport Companies operating in the Kingdom.
Investment cost	The investment cost of the project is about JD 19.9 million.
The average return on investment	The average return on investment during the upcoming five years is about 9.7%
Internal Rate of Return	An Internal Rate of Return (IRR) for the project is about 16.6%
Average added value of the project	The average added value to the project in the upcoming five years is about JD 2.4 million.
Risk Assessment	The Sensitivity Analysis indicates a low risk in case of 10% increase in investment cost, or 10% increase in operating costs, or 10% decrease in revenues.
The project justifications	<ul style="list-style-type: none"> • Taking advantage of Jordan location and make it a commercial hub between enterprises in the Middle East and international companies. • Saving the costs of travel and accommodation to local merchants and in neighboring countries through the provision of a permanent logistics center for the East Asia companies. • Increasing the linkages between the project and other service projects in the Kingdom. • Stimulating tourism traffic in the Kingdom. • Employing local labor forces.
Partners/ Stakeholders	<ul style="list-style-type: none"> • Ministry of Interior. • The Ministry of Labor.

2. The Macroeconomic Environment

2.1 An Overview of the Hashemite Kingdom of Jordan

The Hashemite Kingdom of Jordan is a landlocked country surrounded by land except at its southern extremity at the port of Aqaba, where that area is the only sea exit area in Jordan. The Kingdom is bordered at its west side by Palestine and the Mediterranean Sea, at its south and east by the Kingdom of Saudi Arabia, at north east by Iraq and at north by Syria.

Figure 1: Map of the Hashemite Kingdom of Jordan



Jordan is marked by three climatic zones from west to east including the Jordan Valley, most of which lies below sea level and is considered subtropical, and upland areas to the east of the Jordan Valley, ranging in height from 100 to 1500 meters above sea level and this is one of the areas dominated by Mediterranean climate, and the desert areas stretching to the east of the highlands.

The total area of the Kingdom is approximately 89.3 thousand square kilometers, and the semi-desert conditions prevail in over 80% of this area where there are some wet lands settings like Azraq Basin.

The kingdom is divided administratively into twelve governorates distributed into three regions: the Northern Region (includes the governorates of Irbid, Ma'raq, Jerash and Ajloun) while the Central Region (includes the governorates of the capital, Zarqa, Balqa, Madaba) and the Southern Region (includes the governorates of Karak, Tafila, Ma'an, Aqaba), and the major cities are Amman (the capital), Zarqa and Irbid.

2.2 Population

Based on the General Census of Population and Housing in 2015, the population in the kingdom amounted to about 9.5 million people with a population density of 107.3 inhabitants per km², where the Capital City knocked off other governorates by population amounting to about 4 million people and a population density of 538.8 inhabitants per km², mainly because Amman is the most attractive governorate for Jordanians and for those coming to Jordan from other countries, followed by Irbid Governorate with a population of 1.8 million people, and then Zarqa Governorate with a population of 1.4 million. Tafila Governorate which is considered to be the least populous governorate whose population is about 96 thousand people.

Table 2: Number of population and population density in the Kingdom for 2015

Governorate	Population (people)	Area (Km ²)	Population density (people/ km ²)
Central Region			
Capital	4007526	7,579	528.8
Zarqa	1364878	4761	286.7
Balqa	491709	1120	439.0
Madaba	189192	940	201.3
North Region			
Irbid	1770158	1572	1126.1
Mafraq	549948	26551	20.7
Jerash	237059	410	578.2
Ajloun	176080	420	419.2
Southern Region			
Karak	316629	3495	90.6
Tafeileh	96291	2209	43.6
Maan	144082	32832	4.4
Aqaba	188160	6905	27.2
Total of Kingdom	9531712	88793.5	107.3

Source: Department of Statistics, Jordan General Population and Housing Census, 2015

On the other hand, the population growth rate has reached about 3% in 2010 and increased to 9% during the years 2013 and 2014 and then dropped a little during 2015 to reach about 8%, according to demographic surveys for the Department of Statistics. The reason for the high growth rates is attributed to the influx of large numbers of refugees from Syria to the Kingdom which resulted in a marked decline in per capita real GDP index by 5.4% to JD 1,197.4, based on the Statements of the Central Bank of Jordan.

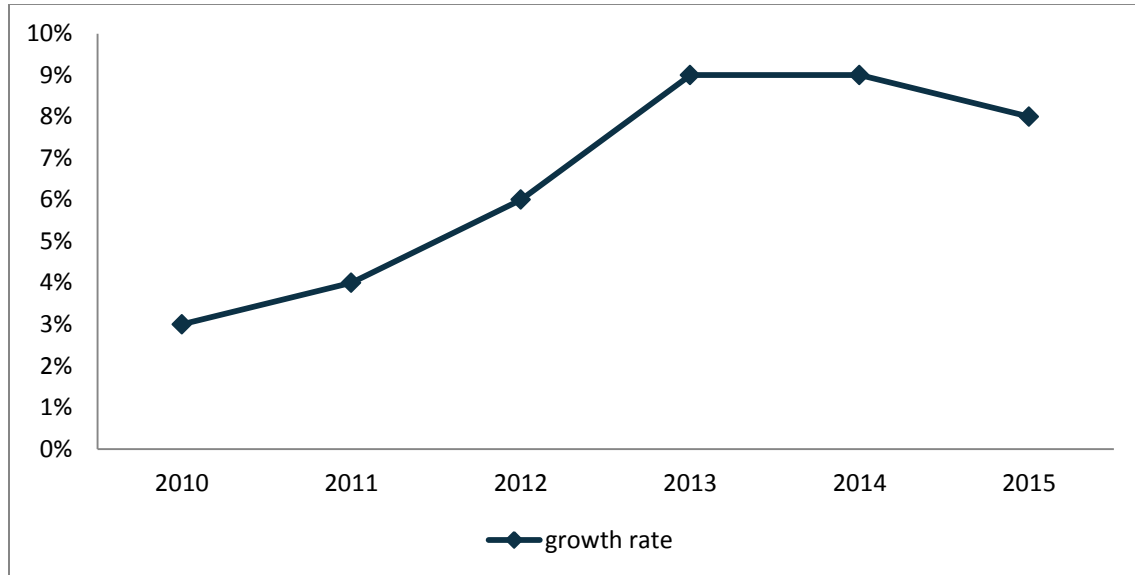
The unemployment rate among Jordanians also witnessed a rise by 1.1 percentage to reach to 13%, due to the structural imbalances that the labor market is suffering from and the acquisition of the low-paid foreign workers on a large number of new jobs in the economy, according to the Central Bank of Jordan.

Table 3: Number of population and population growth in the Kingdom, thousand

	2010	2011	2012	2013	2014	2015
population	6698.0	6993.0	7427.0	8114.0	8804.0	9531.7
growth rate	%3	%4	%6	%9	%9	%8

Source: Department of Statistics

Figure 2: population growth rate in the Kingdom



2.3 Economic Indicators in the Kingdom ¹

Countries across the Middle East are still suffering from instability and closure or partial closure of borders; including the borders of important markets for the Kingdom's products. These factors led to a decline in the performance of many of the economic sectors, including the external sector, national exports, touristic income, and Foreign Direct Investment (FDI), and they contributed to a slowdown in the economic growth to about 2.4% in 2015, compared to 3.1% in 2014. The growth achieved in 2015 came from growth across several economic sectors, especially in the finance, insurance, and real estate services; the transport, storage, and communications services; the mining industry; the manufacturing industry; and the agriculture sector. These sectors contributed a combined 1.8 percentage points (or 75%) of the growth rate achieved during 2015, reflecting the diversity of the economic growth sources in the Kingdom.

Additionally, the general price level registered a decline in the prices of oil, commodities, and other related services in the global markets. Therefore, the general price level, measured by the relative change in the average consumer price index deflated by 0.9% in 2015, compared to the inflation of 2.9% in 2014.

The budget deficit, after aid, increased by 1.2% to a record 3.5% of GDP, compared with 2.3% in the previous year. In addition, the Balance of Payments' Current Account recorded a deficit of 8.9% of GDP, compared with 7.3% in 2014. At the end of 2015, the net public debt amounted to 22,847.5 million Jordanian Dinars (85.8% of the GDP), with an increase of 5.0% of the GDP. However, the total public debt reached 24,876.5 million Jordanian Dinars (93.4% of GDP). This increase resulted from financing both the general budget deficit and the guarantees for loans for the National Electricity Company and the Water Authority, as well as the slowdown of economic growth during 2015. The indebtedness of the National Electricity Company and the Water Authority recorded 6.7 billion Jordanian Dinars at the end of 2015.

On the monetary and banking front, most monetary indicators experienced positive development in performance in 2015, primarily in the Central Bank's foreign reserves, which maintained comfortable levels that amounted to about \$14.2 billion. The dollarisation rate decreased, which reflected positive demand for Jordanian Dinars in comparison to other major foreign currencies. With regards to the activities of licensed banks, the outstanding balance of credit increased by 9.5%, to reach 21,103.5 million Jordanian Dinars at the end of 2015. The total deposits registered with licensed banks increased by 7.7%, to reach 32,598.5 million Jordanian Dinars at the end of 2015. The increase in deposits came as a result of the high dinar deposits, which increased by 2,001.4 million Jordanian Dinars (8.3%), and higher foreign currency deposits, which increased by 336.1 million Jordanian Dinars (5.4%).

¹ The Central Bank of Jordan

Furthermore, many of the external sector indicators registered a drop in performance in 2015 due to the deepening instability in the region and almost full closure of the borders with Iraq and Syria. However, the drop in oil prices in the global markets contributed to the decline in the Kingdom's imports bill for energy, as it dropped by 40.6%, which in turn contributed to a decline in total imports and the trade deficit by 11.4% and 14.0%, respectively. Thus, the Current Account, excluding aid, declined to 11.9% of GDP, compared to 12.4% in 2014.

The Current Account deficit increased after aid, to reach 2,365.6 million Jordanian Dinars (8.9% of GDP) in 2015, compared with a deficit of 1,851.7 million Jordanian Dinars (7.3% of GDP) in 2014. This decline is due mainly to the decline in total exports by 6.6% and the decline in surplus in the services account by 27.7%, as touristic income decreased by 7.1%, and the decline in the surplus in the current transfers account decreased as a result of reduced foreign aid.

Capital and financial accounts resulted in a net inflow of 1,593.7 million Jordanian Dinars in 2015, compared to 909.0 million Jordanian Dinars in 2014; this was due to the Kingdom's higher net obligations towards the outside world. Foreign Direct Investment registered a net inflow of 909.4 million Jordanian Dinars, and the reserved investment registered an inflow of 918.4 million Jordanian Dinars due to the Kingdom issuing Eurobonds that are worth \$2.0 billion in the global markets. The withdrawal of bank loans on behalf of the Central Bank increased the use of funds from the International and Arab Monetary Funds by 543.3 million Jordanian Dinars. This led to the registration of a surplus in the overall Balance of Payments of 328.7 million Jordanian Dinars during 2015, compared to a surplus of 1,550.7 million Jordanian Dinars during 2014.

According to the Central Bank of Jordan, the increased international investment at the end of 2015 showed an increase in the external net liabilities of the Kingdom, which reached 24,357.5 million Jordanian Dinars, compared with 22,578.8 million Jordanian Dinars at the end of 2014. This was due to an increase in the external balance of assets and financial liabilities for all of the economic sectors in the Kingdom, which reached to 18,657.9 million Jordanian Dinars and 43,015.5 million Jordanian Dinars, respectively, during 2015.

Table 4: main economic indicators 2011 to 2015 in millions of dinars

	2011	2012	2013	2014	2015
Population (millions)	6.993	7.427	8.114	8.804	9.532
Unemployment rate	12.9	12.2	12.6	11.9	13.0
Production and Prices					
GNP at current market prices	20,288.8	21,690.0	23,611.2	25,141.2	26,289.6
GDP at current market prices	20,476.6	21,965.5	23,851.6	25,437.1	26,637.4
The rate of growth in GDP at constant market prices (%)	2.6	2.7	2.8	3.1	2.4
The total national disposable income at current prices	23,743.5	24,774.9	28,424.5	30,302.1	30,234.7
The rate of growth in gross national disposable income at current prices (%)	4.7	-0.2	8.6	3.1	-2.4
Change in the index of consumer prices	4.2	4.5	4.8	2.9	-0.9

	2011	2012	2013	2014	2015
(%)					
The change in the GDP deflator (%)	6.4	4.5	5.6	3.4	2.3
Money and Banking					
Exchange rate of the Jordanian dinar to the US dollar	1.410	1.410	1.410	1.410	1.410
Money supply (P2)	24,118.9	24,945.2	27,363.4	29,240.4	31,605.5
Net foreign assets of the banking system	9,370.1	6,665.5	6,923.4	7,932.3	8,137.3
Net domestic assets of the banking system	14,748.8	18,279.7	20,440.0	21,308.1	23,468.2
Net debt of the government	6,701.4	9,461.3	10,494.8	10,473.9	11,386.4
Private sector debts (Residents)	14,925.0	15,953.6	17,222.5	17,852.8	18,704.5
Other factors ⁽¹⁾	-6,877.6	-7,135.2	-7,277.3	-7,018.5	-6,622.7
Deposits in dinars at licensed banks	19,119.1	17,711.1	21,003.0	24,013.1	26,014.5
Foreign currency deposits at licensed banks	5,258.8	7,258.6	6,590.2	6,247.9	6,584.0
Rediscount rate (%)	4.50	5.00	4.50	4.25	3.75
Treasury bills interest rate for 6 months (%)	3.232	3.788	-	-	-
Public Finance					
Total revenue and foreign aid	5,413.9	5,054.2	5,758.9	7,267.6	6,796.4
Ratio to GDP (%)	26.4	23.0	24.1	28.6	25.5
Total spending	6,796	6,878.2	7,077.1	7,851.1	7,722.9
Ratio to GDP (%)	33.2	31.3	29.7	30.9	29.0
Overall deficit/savings (on an accrual basis)	-1,382.7	-1,824.0	-1,318.2	-583.5	-926.5
Ratio to GDP (%)	-6.8	-8.3	-5.5	-2.3	-3.5
Net outstanding balance of the domestic public debt	8,915.0	11,648.0	11,863.0	12,525.0	13,457.0
Ratio to GDP (%)	43.5	53.0	49.7	49.2	50.5
Outstanding external public debt ⁽²⁾	4,486.8	4,932.4	7,234.5	8,030.1	9,390.5
Ratio to GDP (%)	21.9	22.5	30.3	31.6	35.3
Foreign Trade and Balance of Payments					
Current account	-2,098.8	-3,344.9	-2,487.7	-1,851.7	-2,365.6
Ratio to GDP (%)	-10.2	-15.2	-10.4	-7.3	-8.9
Trade balance (Deficit)	-6,261.7	-7,486.6	-8,270.1	-8,495.6	-7,249.3
Ratio to GDP (%)	-30.6	-34.1	-34.7	-33.4	-27.2
Commodity exports	5,684.5	5,599.5	5,617.9	5,953.6	5,558.3
Imports of goods (FOB) ⁽³⁾	11,946.2	13,086.1	13,888.0	14,449.2	12,807.6
Balance of services (net)	896.0	1,332.3	1,209.5	1,778.9	1,286.4
Income account (net)	-187.8	-275.5	-240.4	-295.9	-347.8
Current transfers (net)	3,454.7	3,084.9	4,813.3	5,160.9	3,945.1
Capital and financial account (net)	2,298.9	3,808.9	1,811.1	908.9	1,593.7
Direct foreign investment in Jordan (net)	1,055.0	1,074.3	1,281.2	1,426.7	905.1

Source: Monthly Statistical Bulletin, Central Bank of Jordan

1. Includes the debts of public and financial institutions and other factors, as shown in the Monetary Survey Agenda.
2. This represents the total balance of drawn loans, minus total repayments.
3. Does not include imports of non-resident entities.

2.4 The Jordanian Investment Environment

Investment Law No. 30 for 2014

Investment Law no. 30 for 2014 is considered an appropriate legislative framework to attract foreign investments and stimulate local investments. It is considered a competitor to other investment laws in the region because it contains many advantages, incentives, and guarantees, and it offers a range of incentives and benefits in and outside the Development and Free Zones. The law includes a series of public provisions, such as foreign investment guarantees (depositing and withdrawal of capital, investment management, and transfers) and the inadmissibility of the disbarment of investment property. The law offers provisions to settle investment disputes, protection, and encouragement of mutual investment agreements between the Kingdom and other countries.

The following shows the major incentives granted by the law:

❖ Incentives and Benefits outside the Development and Free Zones

- The production inputs for the industrial and crafts sectors are exempted from customs duties.
- The return of the general sales tax on the production inputs for the industrial and crafts sectors within 30 days.
- Production inputs and fixed assets of the industrial and crafts sectors are exempted from customs duties and are granted a reduction in general sales tax to 0%.
- Returning to the sales tax on the services needed to practice economic activity within 30 days.
- The goods that are necessary for the economic activities of the following sectors are exempted from customs duties and are subject to 0% general sales tax:
 - Agriculture and livestock, hospitals and specialised medical centres, hotels and touristic facilities, touristic entertainment and recreation centres, call centres, scientific research centres and laboratories, art and media production, convention centres and exhibitions, transfers and/or distributions and/or extraction of water, gas and oil derivatives, air transport, maritime transport, and railways.

❖ Incentives and Benefits inside the Development and Free Zones

- 5% income tax on the income generated from economic activity within the Development Zone.
- 5% income tax on income generated from economic activity in the industrial sector.
- Tax exemptions that are granted in the Kingdom on goods and services exports.
- Reduction of sales tax to 0% on goods and services that are used by the establishment in order to exercise its activity inside the Development Zone.

- 7% sales tax on specific services provided by a registered company in the zone when these services are consumed in the zone.
- Exemptions from customs duties except for a specified number of goods.

❖ **The Reduction of Income Tax in the Least Developed Areas for Regulation No. 44 for 2016**

- The reduction of income tax in the least developed areas for Regulation No. 44 for 2016 was approved. It aims to create an attractive environment for investments that promote economic development through the reduction of income tax outside the Development Zones and in the least developed areas in the Kingdom. The regulation specified the areas that are considered least developed and identified the activities that are excluded from this reduction.
- Under the provisions of Articles 4 and 5 of this regulation, the areas that were categorised as least developed and enjoy the reduction in income tax are divided into four categories; each category enjoys a reduction in income tax on their activities for a period of 20 years.
- Category A includes the Northern Valley District, Deir Alla District, Shouneh Al-Janoubieh District, the Southern Valley District, Rweished District, the Northern Desert District, the North Western Desert District, Al-Azraq Province, Al-Jiza District except for the borders of the new Al-Jiza municipality, Al-Moakar District except for the borders of Al-Moakar municipality, and the Governorate of Aqaba except for the Aqaba Special Economic Zone. The reduction rate for this category is 100%.
- Category B includes the Governorates of Maan, Tafileh, Karak, and Ajloun. The reduction rate for this category is 80%.
- Category C includes the Governorates of Jarash, Mafraq, and Irbid except the borders of the Greater Irbid Municipality. The reduction rate for this category is 60%.
- Category D includes the Governorates of Madaba, Balqa, Amman except for the Greater Amman Municipality, and Zarqa except for the borders of Zarqa Municipality and Russaifeh Municipality. The reduction rate for this category is 40%.

❖ **Trade and Free Trade Agreements**

The most important agreements are:

- Jordan joining the World Trade Organisation in 2000, which led to the opening of the markets of 150 countries for Jordanian exports in goods and services, and provided new opportunities of access to other countries within a clear and transparent environment of laws, regulations, and procedures.
- A series of regional trade agreements, such as the Jordan Partnership Agreement with the European Union, Agadir Agreement, Free Trade Arab Agreement, the free trade agreement between Jordan and the European Free Trade Association, and the adoption of the Euro-Mediterranean simplification of the rules of the Origin System, which includes the decision

to simplify the rules of the origins of Jordanian products between Jordan and the European Union came into effect on July 19, 2016, and will remain in effect until December 31, 2026.

- A series of bilateral trade agreements with many countries, such as the free trade agreement between Jordan and the United States of America, the Qualified Industrial Zones Agreement, the free trade agreement between Jordan and Singapore, the free trade agreement with Turkey, the free trade agreement with Canada, and many other agreements.
- Jordan has signed more than 35 agreements with Arab and foreign countries in order to prevent double taxation between Jordan and these countries, thus protecting investors' rights.
- The Agreement of Promotion and Protection of Investments and the Movement of Capital between the Arab Countries was signed in 2000 with 11 Arab countries who are members of the Arab Economic Unity Council, in order to establish an appropriate environment for investments and economic cooperation between investors in the Arab countries, thus pushing and stimulating investment activities by providing encouragement and mutual protection for Arab investments.

Human Development Report for 2015

The Human Development Report that was issued by the United Nations Development Program in 2015 showed that Jordan fell 3 points to number 80. Please note that Jordan's place on the Human Development Report index value has improved slightly.

Global Competitiveness Report

The Kingdom's rank has improved by one point in the Global Competitiveness Report for the year 2016/2017, at 63 out of 138 countries compared to 64 out of 140 countries in the 2015/2016 report. It is considered an insignificant improvement, especially because of the reduction in the number of countries participating in this year's report. Amongst the Arab countries, Jordan was ranked after the United Arab Emirates, Qatar, the Kingdom of Saudi Arabia, Kuwait, and Bahrain, who were ranked 16, 18, 29, 34, and 39, respectively.

Doing Business Report

In the Doing Business Report that was issued by the World Bank Group, Jordan is still ranked 118, up one rank from the 2016 report, because of the variation in the performance of the different sub-indicators. Jordan ranked ninth among the Arab countries; the United Arab Emirates was ranked first among the Arab countries at 26, followed by Bahrain at 63 and Oman at 66.

2.5 The Economic Environment in the short and medium term

Risks analysis implemented by BMI indicates that the Jordan's political and economic risks in the short and medium term are less than the overall average of the world and the Middle East. The state's risks and the operational risk are estimated to be within the acceptable levels. The international institutions' forecasts point out that the economic and foreign trade indicators are expected to achieve acceptable rates of growth with the exception of the continued increase in internal and external indebtedness.

Table 5: Assessment of short and long-term risks

	Long term		Short term		Operational risks	State risks
	political	Economic	political	economic		
Jordan	63.1	39.2	66.6	46.2	58.7	55.4
Turkey	60.2	49.4	58.4	56.9	55.9	56.1
Egypt	53.3	45	52.4	48.7	42.9	47.5
Lebanon	45.8	54	55.4	53.5	44.2	49.5
West Bank and Gaza	33.1	38.1	32.2	36.5	32.5	34.3
Syria	22.9	24.4	22.4	23.6	29.3	26.1
Regional average	49.4	46.9	51.2	48.7	46.6	48.3
global average	64.1	50.7	61.3	51.9	49.8	54.6

Source: the economy and state risks, IHS, 15/09/2016

Table 6: The most important key economic indicators 2016-2020

Indicator	2016	2017	2018	2019	2020
The growth rate of GDP	2.6	2.7	2.8	3.2	3.1
GDP (in USD billions)	39.6	42.1	44.8	47.8	50.9
Population (In millions)	9.8	10.1	10.4	10.7	11.0
Consumer Price Index (% change)	-0.7	1.8	3.3	4	3.2
Exports (in USD billions)	7.3	7.6	8.2	8.8	9.6
Imports (in USD billions)	18.3	19.2	20.1	21.3	22.8
Foreign direct investment, the net value (in USD billions)	1.5	1.5	1.6	1.6	1.7
Foreign direct investment, the net value (% of GDP)	3.7	3.7	3.6	3.4	3.3
Foreign exchange reserves (in USD billions)	13.9	14.9	15.7	16.8	17.7
Total external debt (in USD billions)	24.4	27.8	30.7	33.7	36
Total external debt (% of GDP)	61.6	66	68.6	70.4	70.6
Total external debt (% of foreign currency earnings)	127.3	138.3	143.6	147.5	147.8

Source: the economy and state risks, IHS, 15/09/2016

3. Market Study

3.1 Project Description

The project is based on the development of a comprehensive Logistics Center that provides support and infrastructure services for commercial companies importing products from East Asia markets (China, Thailand, Taiwan, Vietnam, Sri Lanka), as the developer will prepare the infrastructure for manufacturers companies operating in East Asian markets to provide services to commercial companies working in Jordan and the Middle East. Thus, through a permanent office will be secured where samples of the products of East Asia companies are displayed so that the dealers can visit this Logistics Center and perform all of their purchases, transport and insurance.... etc., without bearing the burdens and costs of travel, accommodation and purchases and fraud risks arising from some online purchases.

3.2 Expected Services Description

The expected project services include the following:

- Provision of adequate and appropriate space for offices, exhibitions and shops for manufacturers companies and service providers.
- Allocated spaces for warehouse and storage.
- Infrastructure services, which include (internal road network, electricity, water, communications services, lighting services, sanitation services)
- Support Services, which include (Cargo and Clearance, financial services, insurance services, food and beverage services, security services, maintenance services, waste disposal services, housing and accommodation services).

3.3 Market Analysis

Imports and Foreign Trade Analysis

Regarding the total value of the Kingdom's imports from groups of East Asia countries, it is amounted to 16.2 billion JD in 2014 and 14.5 billion JD in 2015, as there was a decrease by 11%, due to the decline in the value of imports from European countries and the Greater Arab Free Trade Area by 61% and 24%, respectively, in the period from (2014-2015), particularly from the Syrian Arab Republic due to its political situation. The foreign trade statistics indicate that about 80% of the value of the Kingdom's imports comes from three countries, namely: (Asian countries by 33%, the Greater Arab Free Trade Area by 26%, the EU countries by 22%). The following table shows the value of the Kingdom's imports by the group of countries for the years between 2013-2015.

Table 7: The Value of the Kingdom's imports from the group of countries for the years from (2013-2015) in thousand JD

Countries	2013	%	2014	%	2015	%	Growth Rate 2015/2014
Greater Arab Free Trade Area countries	4,808,987	31%	4,888,577	30%	3,712,403	26%	-24%
Other Arab countries	73,456	0.5%	76,728	0.5%	75,157	1%	-2%
Asian countries	4,678,171	30%	5,098,663	31%	4,866,548	33%	-5%
African non-Arab countries	61,371	0.4%	73,030	0.4%	208,255	1%	185%
EU countries	3,398,825	22%	3,206,976	20%	3,142,565	22%	-2%
European Free Trade Association countries	372,804	2%	385,659	2%	477,144	3%	24%
The Rest of Europe	480,490	3%	844,023	5%	327,738	2%	-61%
The North American Free Trade Agreement	1,055,308	7%	1,018,960	6%	1,015,187	7%	0%
Central American countries	12,339	0.1%	7,304	0.04%	11,554	0%	58%
South American countries	509,587	3%	480,419	3%	489,875	3%	2%
Oceania countries	216,005	1%	199,847	1%	210,758	1%	5%
Total imports	15,667,344	100%	16,280,189	100%	14,537,182	100%	-11%

Source: Department of Statistics, Foreign Trade Statistics in 2015

Analysis of Imports from East Asia Countries

With respect the size of imports from East Asian countries, the imports from China ranked first on the list of imported products of the Kingdom, with a percentage reached to around 10.3% in 2013, 10.4% in 2014 and 12.8% in 2015. Further and regarding the values of the Kingdom's imports from the Asian countries group, the imports from China has acquired the highest percentage of the total value of imported products from the Asian countries group, with a percentage reached about 35%, 33% and 39%, respectively for the years 2013-2015.

The following table provides an analysis of the value of the Kingdom's imports from the Asian countries group for the years 2013-2015.

Table 8: The Kingdom's imports value from the Asian countries group for the years (2013-2015) in thousand JD

Countries	2013	%	2014	%	2015	%
China	1,620,146	35%	1,705,877	33%	1,874,650	39%
Taiwan	257,829	6%	265,779	5%	336,720	7%
Thailand	155,946	3%	166,844	3%	192,052	4%
Sri Lanka	21,035	0.4%	25,063	0.5%	25,249	1%
Vietnam	79,547	2%	89,382	2%	135,699	3%
Value of imports	2,134,503	46.4%	2,252,945	43.5%	2,564,370	54%
Total imports from Asian	4,678,171	-	5,098,663	-	4,866,548	-

Countries	2013	%	2014	%	2015	%
countries						
Growth Rate (%)	-		%6		%14	

Source: Department of Statistics, Foreign Trade Statistics in 2015

With regard to the main imported products from the Asian countries group (China, Thailand, Taiwan, Vietnam and Sri Lanka) to the Kingdom, it has been found that about 75% of the Kingdom's imports value of vegetable products were from Sri Lanka, while 73% of electrical machines, appliances, equipment has come from Vietnam, and 21% of vehicles and railways equipment has been imported from China. The following table shows the products that accounted for the largest share of the total value of imports to the kingdom from the Asian countries group during the years 2013-2015.

Table 9: Products accounted for the largest share of the total value of imports to the kingdom for the Asian countries group during the years 2013-2015.

Product Description	Percentage
Main products imported from China	
Vehicles and railway equipment	%21
Clothing and fabrics	%16
Electrical machines, appliances, equipment	%14
Iron and Steel products	%10
Main products imported from Thailand	
food products	34%
Transportation equipment	34%
Electrical machines, appliances, equipment	15%
Main products imported from Taiwan	
Textile materials and their products	64%
Electrical machines, appliances, equipment	10%
Main products imported from Vietnam	
Electrical machines, appliances, equipment	73%
Vegetable products	11%
Main products imported from Sri Lanka	
Vegetable products	75%
Textile materials and their products	14%

Source: Department of Statistics, Foreign Trade Statistics in 2015

Annex (1) shows the value of imports by varieties of East Asia countries (China, Thailand, Taiwan, Vietnam, Sri Lanka) for the years 2013-2015.

3.4 Expected Supply Analysis

The supply in the local market is based on the traditional method followed by many Jordanians businessmen and traders, by traveling to Asian countries and dealing directly with business companies, building trade relations and the conclusion of business deals with them, and then start importing and supplying various products to the kingdom, as there is not any actual permanent presence for those manufacturers in the local market. This fact makes the project's idea the first of its kind in the Kingdom, if implemented. This project will bring financial savings to local dealers since they will no longer travel frequently, will enhance the trade relations between the Kingdom and these countries, will make the kingdom as a comprehensive logistics center for Asian products in the Middle East region, and will stimulate tourism in the Kingdom.

Overview of Competitors

It is worth mentioning that there are two competitors for the project in the neighboring countries, namely the Chinese Village in Dubai and the Dragon City in Bahrain, as they both are considered the largest Chinese shopping centers outside China, providing retail sale / wholesale services for many products and varieties. The following is an overview of the competitors.

Name	Chinese Village
Location	UAE, Dubai
General Description	Chinese Village was opened in 2004. The Chinese market in Dubai is one of the largest markets and a one of the leading tourist and business destinations in the city, as it considered one of the ten best tourist sites in Dubai. In addition, the market is considered the largest Chinese shopping complex outside China, with an area of 150 thousand m ² , and that includes a number of restaurants and cafes, as well as many Chinese international brands, and including 3950 stores selling various household items, stationery, cosmetics, building materials, furniture, toys, electronic machinery, textiles, clothing tools and others.

Name	Dragon City
Location	Bahrain
General Description	<p>Dragon City is located in the Kingdom of Bahrain, as is recently opened in the year 2015, with a total area of about 115 thousand m², and about 56 thousand m² of construction area that includes the Dragon Complex and the Restaurants Village, with more than 360 stores for retail sales and wholesale, in addition to an area allocated for warehouses and storage with an area of about 4,500 m². The Dragon City also contains a large parking space that can accommodate 1500 cars, and the «Restaurant Village» occupies 6000 m² of the Dragon City.</p> <p>The Dragon City project also includes Dragon Apartments, which is located near the Mall, with an area of about 20 thousand m². Dragon Apartments consists of 6 buildings with heights ranging between four and six floors comprising 300 apartments.</p>

3.5 Marketing Strategy

Target Market

The project targets the following segments:

- Industrial and commercial companies in Asian countries (China, Thailand, Taiwan, Vietnam, Sri Lanka).
- Service companies in the local market (banks, insurance, money exchange and money transfer, cargo and clearance, telecommunications, food and beverage... etc).

Expected Services and Products

The Service Strategy for the project consists of two major parts:

- **Core Service:** It is the provision of adequate space for rent by Asian companies and local service companies, whether in the form of allocated facilities for exhibitions / shops to display and provide products, and / or offices equipped for practicing business, running and following up operational activities, in addition to spaces allocated for warehouses and product storage.
- **Value-added supplementary Services:** It is the provision of support services to Asian companies and local service companies in order to facilitate their mission during establishing and undertaking their business, to ensure the achievement of competitive advantage of the project and to provide distinguished services to companies, and thus get good prices rates. These services mainly include the following:
 - Roads, electricity, water, sanitation, waste disposal, telecommunications, internet and lighting services.
 - Financial services through the provision of cargo and clearance services, and branches of banks, insurance companies and money exchange offices.
 - Accommodation and food and beverage services.
 - Security services and technical maintenance services.
 - Medical Services (Health Center/ Pharmacy).
 - Complaints and suggestions management and handling services.

Expected Prices

The Project Pricing Strategy aims at providing core and subsidiary services with competitive and attractive to the Asian investors in order to build a distinctive mental image of the project, and attract these investors to establish their businesses and run commercial activities from the Logistics Center in the Kingdom. Therefore, it is recommended to adapt the pricing strategy according to prevailing market price taking into account the price levels offered by similar projects in the region such as the Chinese Village in Dubai. The value of the lease has been determined at (50) JD per meter for the offices / exhibitions planned to be established in the

Logistics Center, provided that the value to be increased at a rate of 3% per year, starting from the second year of operation and over the lifespan of the project.

Promotion

The main promotional objectives of the project are to:

- Increase the awareness of Asian companies of the attractive investment benefits in the Kingdom and the economic returns they can achieve in the event of investing in Jordan.
- Highlight the marketing and competitiveness importance of the project and its ability to help Asian companies increase their exports to the Arab region country.
- Establish and build excellent relationships with the targeted Asian companies and relevant parties in stimulating the volume of trade exchange with the kingdom, as well as to maintain and sustain such relationships.

The following table shows the content of the promotional message designed, as well as the promotional means proposed to be used to deliver these messages effectively to the targeted market segments.

Target Audience	Promotional Message	Promotional Tool
East Asian Companies	<ul style="list-style-type: none"> ▪ The volume of the Asian investments in the Kingdom. ▪ Advantages and incentives for companies to invest in the Kingdom. ▪ Benefiting from the geographic location of the Logistical Center, and its potential contribution to increase the Asian exports volume to the Arab region. ▪ The quality of the basic and value-added services provided by the Logistics Center. ▪ Competitive investment cost in the Center compared with neighboring countries. 	<ul style="list-style-type: none"> ▪ Field visits and direct contacts. ▪ Participation in commercial exhibitions held in Asian countries. ▪ The Website.
Official Relevant Entities	<ul style="list-style-type: none"> ▪ Benefiting from the international and regional agreements that Jordan is a member of, and the wide commercial export opportunities for the Asian countries that these agreements provide. ▪ The possibility of increasing the volume of trade exchange with Asian countries as a result of the establishment of the project. ▪ The existing investment opportunities in the Logistics Center, and the granted investment advantages and incentives. 	<ul style="list-style-type: none"> ▪ Personal contacts with decision-makers. ▪ Participation in conferences and seminars. ▪ Promotional brochures and pamphlets.

3.6 Expected Market Share

The following table shows the expected market share for the project according to the following assumptions:

- The total area on which the project is established is 90 thousand m²
- The licensed construction area for offices is about 82.5 thousand m², provided that the building shall be two-story.
- The number of offices allocated for rent by Asian companies is (500) Office with an area of 150 m² for each.
- The number of offices allocated for rent by services companies is (50) offices with an area of 150 m² for each.
- The occupancy rate for the Logistics Center is about 30% in the first year, 50% in the second year, 70% in the third year, 80% in the fourth year, and to remain steady at (90%) in the fifth year and later throughout the lifespan of the project.
- The rent fee is (50) JD per meter with a growth rate of 3% per year.

Table 10: Market Share of the Project

Statement	First year	Second year	Third year	Fourth year	Fifth year
The total area of 2	82,500	82,500	82,500	82,500	82,500
Rental rate (JD)	50	52	53	55	56
Occupancy rate	%30	%50	%70	%80	%90
Leased space m2	24,750	41,250	57,750	66,000	74,250
Number of tenants	165	275	385	440	495

4. Technical Study

4.1 The Designed Capacity

The designed capacity of the project, represented by the number of offices that will be allocated for rent, amounted to a total of 550 offices for both manufacturing companies and the service companies in addition to the Administration and Services Offices and, as shown in the following table:

Table 11: The Designed Project Capacity

Item	Number
Commercial offices	500
Service Companies	50

In order to reach the proposed project designed capacity, the following table shows the spaces required to be purchased to establish the Logistics Center.

Table 12: Required area for the Project

Item	Unit
The Total Area of the Project	83,300 m ²
Allocated Space to Commercial Office	75,000 m ²
Allocated Space to the Services Companies Offices	7,500 m ²
Administration Offices Space	300 m ²
Public Services Area	500 m ²

4.2 Required Fixed Assets

The following table shows the required fixed assets for the project.

Table 13: Required Fixed Assets for the Project

Item	Unit	Price	Value (JD)
Land	90,000 m ²	10	900,000
Buildings	83,300 m ²	200	16,660,000
Public services and Infrastructure	-	200	1,350,000
Furniture and fixtures	-	-	30,000
Transportation	2	25,000	50,000
IT	-	30,000	30,000
Others	-	-	50,000
Total			19,070,000

* The numbers are estimated from the Market Study

4.3 Required Human Resources

The following table shows the human resources required for the project, the total number of staff will be reaching to about 28 employees with total salaries of about 231.600 JD annually.

Table 14: Human Resources Required for the Project

Item	Number of Employees	Monthly Salary (JD)	Total Annual Salary (JD)	Operational Salary Annual (JD)	Administrative Salary Annual (JD)
General Manager	1	3,000	36,000	-	36,000
Operation Manager	1	1,500	18,000	-	18,000
Marketing Director	1	1,500	18,000		18,000
Financial Manager	1	1,500	18,000		18,000
Supervisor and Engineer	4	700	33,600	33,600	-
Accountant	2	700	16,800	-	16,800
Salesman	2	700	16,800	-	16,800
IT Officer	1	700	8,400	-	8,400
Administrator	2	500	12,000	-	12,000
Technician	3	500	18,000	18,000	-
Worker	10	300	36,000	36,000	-
Total	28		231,600	87,600	144,000

The following table also shows the general job description of the jobs required in the project.

Table 15: General Job Description of the Main Jobs in the Project

Job	Job Description
General Manager	Planning, organizing, coordinating and controlling everything related to the internal management of the company, and participating in determining the company's policy, and managing everything related to the work. In addition, reviewing the reports received by the administration section, and supervising their analysis process, and studying the issues that arise and develop solutions to them. Technical and administrative supervision of the staff, and improving their efficiency, and taking into account the application of occupational health and safety instructions.
Operation Manager	Developing plans, strategies and general objectives of the activities of operation and maintenance, and supervising their implementation within the available resources and means with the highest degree of efficiency and quality. Supervising the course of maintenance operations, and following-up all technicians' works, and ensuring the safety and security of these acts, and discovering the problems and working to resolve them, to ensure that

Job	Job Description
	the workflow runs as required.
Financial Manager	Supervising the implementation the company financial policy, and managing cash liquidity, and preparing final accounts and the estimated budget, and ensuring the integrity of applying accounting regulations and procedures, and issuing financial reports, and controlling financial resources and expenses, in addition to preparing the estimated budgets and settlement for the bank accounts with local and foreign banks.
Marketing Director	Developing the appropriate marketing plans, objectives and strategies, and overseeing the development of plans for sales and adopting them in accordance with the company's trends and capacities. Directing the marketing studies designed to follow up the activities of competitors and the consolidation of relations with suppliers and customers, and consider their affairs.
Salesman	implementing the policies and programs of sales management, and implementing the approved sales policy and all action orders, and implementing all the tasks required by the Director of Marketing and Sales and Marketing and Sales Coordinator, within the work limits of marketing and sales management, and submitting a weekly report to the Director of Marketing and Sales, to indicate what has been accomplished and what has been postponed with an indication of the reason.
Accountant	Proofing accounting operations records and preparing monthly account statements send to customers and suppliers. In addition, auditing and conformance between the bank accounts balances in the records and the statements of these bank accounts.
Administrator	Assisting in all aspects of administrative management, and coordinating between operating departments and units in resolving the administrative and operational issues daily. Scheduling and coordinating meetings, interviews, events and other similar activities, in addition to sending and receiving mail and packages, preparing correspondence, and saving and updating employees' affairs files.

4.4 Required Licenses

The following table shows the necessary licenses from various authorities to implement the project.

Table 16: Licenses Required for the Project

Statement	Analysis
Company registration	<ul style="list-style-type: none"> ▪ Ministry of Industry and Trade
The establishment and Construction of logistics center	<ul style="list-style-type: none"> ▪ Competent Municipality. ▪ Jordan Engineers Association. ▪ Greater Amman Municipality. ▪ Ministry of Environment.
Business Commencement	<ul style="list-style-type: none"> ▪ Ministry of Interior, Competent Municipality, Social Security, Income and Sales Tax, Amman Chamber of Commerce.

4.5 Project Timetable

The following figure indicates the timetable estimated to implement the project, which amounts to 16 months shown in the table below.

Stage	The First Year (in months)												The Second Year (in months)			
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Studies																
Approvals and the Registration of the Company																
Construction and Equipment																
Furnishing																
Trial run and Employment																
Total Duration	16 Months															

5. Financial Study

5.1 Financial Assumptions

The following table illustrates the financial assumptions of the project.

Table 17: The Financial Assumptions of the Project

Item	Assumption
Inflation Rate	3%
Financing Structure	Equity constitutes 75% of the investment and loans constitute 25%
Interest Rate	9%
Working Capital	6 months of annual cost
Pre-Operating Expenses	2% of total investment
Tax Rate	5%
Staff Benefits	25% of salaries
Annual Salaries Increase	5%
Staff Benefits	2% of revenues
Assets Depreciation Rate	4%-20% of the asset value
Maintenance Cost	5% of investment
Growth rate of Expenses	3% - 5%
Electricity and Water Cost	1% of revenues
Accrued Expenses and Payables	8.8% of operating costs

5.2 Investment Cost

The project's Investment cost is estimated at JD 20 million distributed among fixed assets of JD 19 million, working capital and pre-operating expenses JD 839 thousand.

The following table shows the project's Investment cost.

Table 18: the project's investment cost

Item	Value (in thousand JD)
Fixed assets	19,070
Pre-operating expenses	398
Working capital	441
Total	19,909

5.3 Financing

The project will be financed with the shareholders by 75% which is estimated at about JD 15 million, while the other 25% of the project investment cost will be financed through bank loans of about JD 5 million.

The following table shows the financing structure for financing the project.

Table 19: Project financing schedule

Item	Value (in thousand JD)	%
Equity	14,931.9	75%
Loan	4,977.3	25%
Total	19,909	100%

5.4 Revenues

The following table shows the total revenues of the project, where it is noted that the revenues in the first year amounts to about JD 1.2 million, and increased to reach up to JD 5 million in the tenth year due to growth and higher occupancy rates.

Table 20: The Expected Revenues

Statement	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Total area	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500	82,500
Rent rate	50	52	53	55	56	58	60	61	63	65
Occupancy rate	%30	%50	%70	%80	%90	%90	%90	%90	%90	%90
Total Revenues –Thousand JD	1,238	2,124	3,063	3,606	4,178	4,304	4,433	4,566	4,703	4,844

5.5 The Projected Costs

Operating Costs

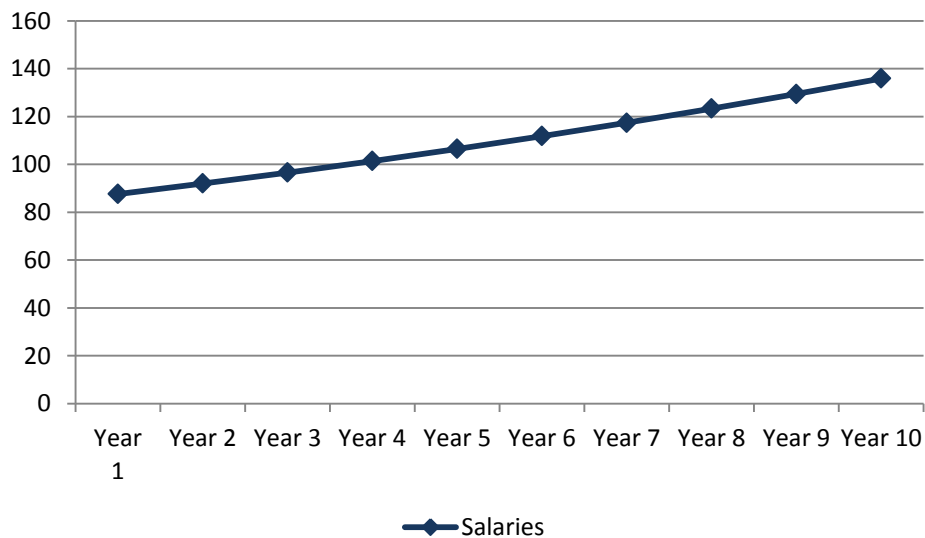
The following table shows the project's operating costs according to the previous assumption over ten years. Salaries cost in Year 1 amounted to JD 88 thousands which increase to reach JD 136 in Year 10.

The following tables show the operating costs and general and administrative expenses of the project according to the assumptions mentioned above.

Table 21: Operating Costs

Operating Costs (in thousand JD)										
Item	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Salaries	87.6	92.0	96.6	101.4	106.5	111.8	117.4	123.3	129.4	135.9
Staff Benefits	21.9	23.0	24.1	25.4	26.6	28.0	29.3	30.8	32.4	34.0
IT Expenses	5.0	5.3	5.5	5.8	6.1	6.4	6.7	7.0	7.4	7.8
Depreciation	752.4	752.4	752.4	752.4	752.4	752.4	752.4	752.4	752.4	752.4
Maintenance	95.4	100.1	105.1	110.4	115.9	121.7	127.8	134.2	140.9	147.9
Water and Electricity	12.4	21.2	30.6	36.1	41.8	43.0	44.3	45.7	47.0	48.4
Total	962.3	972.7	983.8	995.3	1007.5	1020.2	1033.6	1047.7	1062.4	1077.9

Figure 3: Projected Operating Costs of the Project



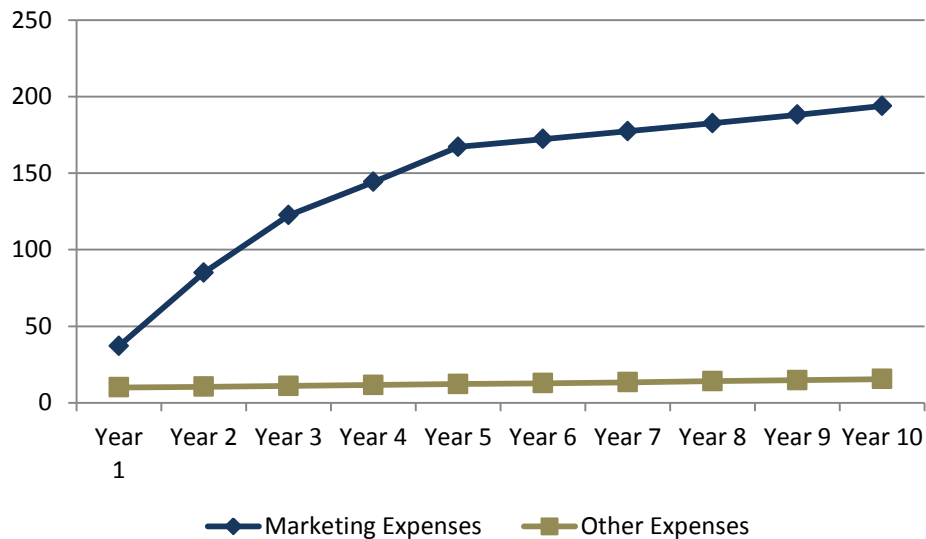
Administrative Expenses

The following table shows the projected administrative expenses of the project. Employees' salaries reach JD 144 thousand in the first year and increase to JD 223 thousand in the tenth year. The marketing expenses are about JD 37 thousand in the first year and increase to reach JD 194 thousand in the tenth year.

Table 22: General and Administrative Expenses

General and Administrative Expenses (in thousand JD)										
Item	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Salaries	144.0	151.2	158.8	166.7	175.0	183.8	193.0	202.6	212.8	223.4
Staff Benefits	36.0	37.8	39.7	41.7	43.8	45.9	48.2	50.7	53.2	55.8
Staff Incentives	24.8	42.5	61.3	72.1	83.6	86.1	88.7	91.3	94.1	96.9
Stationery	15.0	15.8	16.5	17.4	18.2	19.1	20.1	21.1	22.2	23.3
Professional Fees	7.0	7.4	7.7	8.1	8.5	8.9	9.4	9.8	10.3	10.9
Marketing Expenses	37.1	85.0	122.5	144.2	167.1	172.2	177.3	182.6	188.1	193.8
Other Expenses	10.0	10.5	11.0	11.6	12.2	12.8	13.4	14.1	14.8	15.5
Amortization	398.2	-	-	-	-	-	-	-	-	-
Total	672.1	350.1	417.5	461.8	508.4	528.8	550.1	572.3	595.4	619.5

Figure 4: General and Administrative Expenses



5.6 Projected Financial Statements

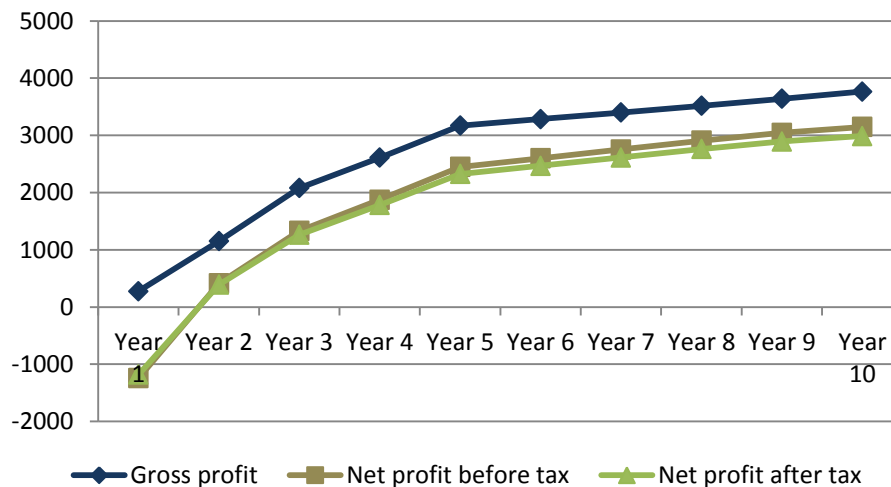
Income Statement

The following table shows the projected income statement of the project. It indicates that gross profit will increase from JD 275 thousand in the first year to JD 3.8 million in the tenth year. The net profit before tax indicate a loss in the first year from operating with JD 1.2 million, this loss will disappear after the first year to reach JD 3.1 million. Also the net profit after tax indicate a loss from operating with JD 1.1 million and this loss will disappear after the first year to reach JD 2.9 million in the tenth year.

Table 23: The Projected Income Statement

Income Statement (in thousand JD)										
Item	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Revenues	1,237.5	2,124.4	3,063.3	3,606.0	4,178.5	4,303.8	4,432.9	4,565.9	4,702.9	4,844.0
Operating costs	962.3	972.7	983.8	995.3	1,007.5	1,020.2	1,033.6	1,047.7	1,062.4	1,077.9
Gross profit	275.3	1,151.6	2,079.6	2,610.7	3,171.0	3,283.6	3,399.3	3,518.2	3,640.4	3,766.0
Administrative expenses	672.1	350.1	417.5	461.8	508.4	528.8	550.1	572.3	595.4	619.5
Net profit	(396.8)	801.6	1,662.1	2,148.9	2,662.6	2,754.8	2,849.2	2,946.0	3,045.0	3,146.5
financial expenses	448.0	389.5	331.0	272.5	214.0	155.5	97.0	38.5	-	-
Pre-operating expenses amortization	398.2	-	-	-	-	-	-	-	-	-
Net profit before tax	(1,242.9)	412.1	1,331.1	1,876.4	2,448.6	2,599.3	2,752.3	2,907.5	3,045.0	3,146.5
Tax	(62.1)	20.6	66.6	93.8	122.4	130.0	137.6	145.4	152.3	157.3
Net profit after tax	(1,180.8)	391.5	1,264.5	1,782.6	2,326.2	2,469.4	2,614.7	2,762.1	2,892.8	2,989.2

Figure 5: Projected Income Statement



Projected Balance Sheet

The following table shows the projected balance sheet of the project during the first ten years. It indicates that total assets will increase from JD 20 million in the year of incorporation to JD 21 million in the tenth year. The Total liabilities will decrease from JD 4.4 million in the first year to JD 95 thousand in the tenth year. The Shareholders' Equity will increase from JD 15 million in the year of incorporation to JD 20 million in the tenth year.

Table 24: Projected Balance Sheet

Projected Balance Sheet (in thousand JD)											
Statement	Year of incorporation	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Assets											
Cash	441	552	505	816	1,355	2,052	2,713	3,578	4,709	6,305	7,930
Receivables		109	353	509	599	694	714	736	758	781	804
Inventory		-	-	-	-	-	-	-	-	-	-
Other assets	-	11	35	51	60	69	71	74	76	78	80
Total Current Assets	441	672	893	1,375	2,014	2,815	3,499	4,387	5,542	7,164	8,814
Fixed Assets	19,468	19,468	19,468	19,468	19,468	19,468	19,628	19,628	19,628	19,628	19,628
Cumulative Depreciation	-	1,151	1,903	2,655	3,408	4,160	4,913	5,665	6,417	7,170	7,922
Pre-operating expense Amortization	-	-	-	-	-	-	-	-	-	-	-
Net Fixed Assets	19,468	18,318	17,565	16,813	16,060	15,308	14,716	13,963	13,211	12,458	11,706
Total Assets	19,909	18,990	18,458	18,188	18,074	18,123	18,215	18,351	18,753	19,622	20,520
Shareholders Equity and Liabilities											
Accrued Expenses and Payables	-	85	86	87	88	89	90	91	92	93	95
Long Term Loans	4,977	4,327	3,677	3,027	2,377	1,727	1,077	427	-	-	-
Total Liabilities	-	4,412	3,763	3,114	2,465	1,816	1,167	518	92	93	95
Shareholders Contributions	14,932	14,932	14,932	14,932	14,932	14,932	14,932	14,932	14,932	14,932	14,932
Retained Earnings	-	(354)	(237)	143	677	1,375	2,116	2,900	3,729	4,597	5,494
Shareholders' Equity	14,932	14,578	14,695	15,074	15,609	16,307	17,048	17,832	18,661	19,529	20,426
Shareholders Equity and Liabilities	19,909	18,990	18,458	18,188	18,074	18,123	18,215	18,351	18,753	19,622	20,520

Cash Flow Statement

The following table shows the projected cash flow statement of the project during the first ten years. It indicates a loss in the cash flow from operation in the first year from operating about JD 65 thousand, this loss will disappear after the first year to reach JD 3.7 million in the tenth year; while the Cash at the ending period will increase from JD 441 thousand in the year of incorporation to JD 7.9 million in the tenth year.

Table 25: The Expected Cash Flows Statement

Cash Flow Statement (in thousand JD)											
Statement	Year of incorporation	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Operation Activities											
Net Profit	-	(1,181)	392	1,265	1,783	2,326	2,469	2,615	2,762	2,893	2,989
Depreciation	-	1,151	752	752	752	752	752	752	752	752	752
Change In Working Capital	-	(35)	(267)	(170)	(98)	(103)	(22)	(22)	(23)	(24)	(24)
Cash Flow From Operation	-	(65)	877	1,846	2,437	2,975	3,200	3,345	3,491	3,621	3,717
Investing Activities											
Fixed Assets	(19,468)	-	-	-	-	-	(160)	-	-	-	-
Cash From Investing Activities	(19,468)	-	-	-	-	-	(160)	-	-	-	-
Financing Activities											
Capital (Equity)	14,932	-									
Loan	4,977	(650)	(650)	(650)	(650)	(650)	(650)	(650)	(427)	-	-
Dividends		827	(274)	(885)	(1,248)	(1,628)	(1,729)	(1,830)	(1,933)	(2,025)	(2,092)
Cash Flow From Financing Activities	19,909	177	(924)	(1,535)	(1,898)	(2,278)	(2,379)	(2,480)	(2,361)	(2,025)	(2,092)
Net Cash Flow	441	111	(47)	311	539	697	661	864	1,131	1,597	1,625
Cash At The Beginning Period	0	441	552	505	816	1,355	2,052	2,713	3,578	4,709	6,305
Cash At The Ending Period	441	552	505	816	1,355	2,052	2,713	3,578	4,709	6,305	7,930

5.7 Financial, Economic and Social Analysis

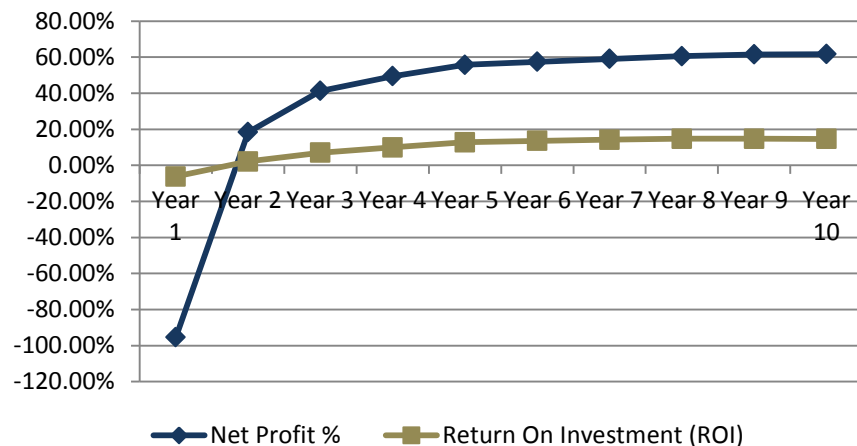
Financial Analysis

The following table shows the financial analysis of the project. It indicates a loss in the net profit ratio in the first year from operating, after this the net profit ratio will increase to reach JD 61.7% in the tenth year, and the return on investment will reach 14.3% in the tenth year.

Table 26: Financial Analysis

Financial Analysis (In Thousand JD)										
Item	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Assets	18,990	18,458	18,188	18,074	18,123	18,215	18,351	18,753	19,622	20,520
Revenues	1,238	2,124	3,063	3,606	4,178	4,304	4,433	4,566	4,703	4,844
Profits	(1,181)	392	1,265	1,783	2,326	2,469	2,615	2,762	2,893	2,989
Capital (Equity)	14,932	14,932	14,932	14,932	14,932	14,932	14,932	14,932	14,932	14,932
Net Profit %	-95.4%	18.4%	41.3%	49.4%	55.7%	57.4%	59.0%	60.5%	61.5%	61.7%
Return On Investment (ROI)	-6.2%	2.1%	7.0%	9.9%	12.8%	13.6%	14.2%	14.7%	14.7%	14.6%
Return On Capital (ROC)	-7.9%	2.6%	8.5%	11.9%	15.6%	16.5%	17.5%	18.5%	19.4%	20.0%
Net Profit On Revenues	-95.4%	18.4%	41.3%	49.4%	55.7%	57.4%	59.0%	60.5%	61.5%	61.7%
Assets Turnover (Time)	0.07	0.11	0.17	0.2	0.23	0.24	0.24	0.24	0.24	0.24

Figure 6: The Financial Analysis



Economic Analysis

The following table shows the economic analysis of the project during the first ten years, we conclude that:

- The Internal rate of return is 16.6%. It exceeded four times the return on assets, which means the economic feasibility of the project
- The present value of the project reached about JD 19.5 million. It exceeds the net present value with JD 14.9 million, which means the economic feasibility of the project.
- The profitability index of the project reached 1.31 times, which means that the expected value of the project is double the investment value, which proves that the project is feasible.
- The project payback period is 8.5 years.

Table 27: the Economic Analysis

Economic Analysis (in Thousand JD)											
Statement	Year of incorporation	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Net cash flow from operating and investing activities	(14,932)	(715)	227	1,196	1,787	2,325	2,550	2,695	3,064	3,621	3,717
terminal value											37,172
Net Cash flow	(14,932)	(715)	227	1,196	1,787	2,325	2,550	2,695	3,064	3,621	40,889
Internal Rate of Return (IRR)	16.6%										
present Value	19,505										
Net present value	4,574										
Profitability Index (Time)	1.31										
Payback period (Year)	8.5										

Social Analysis

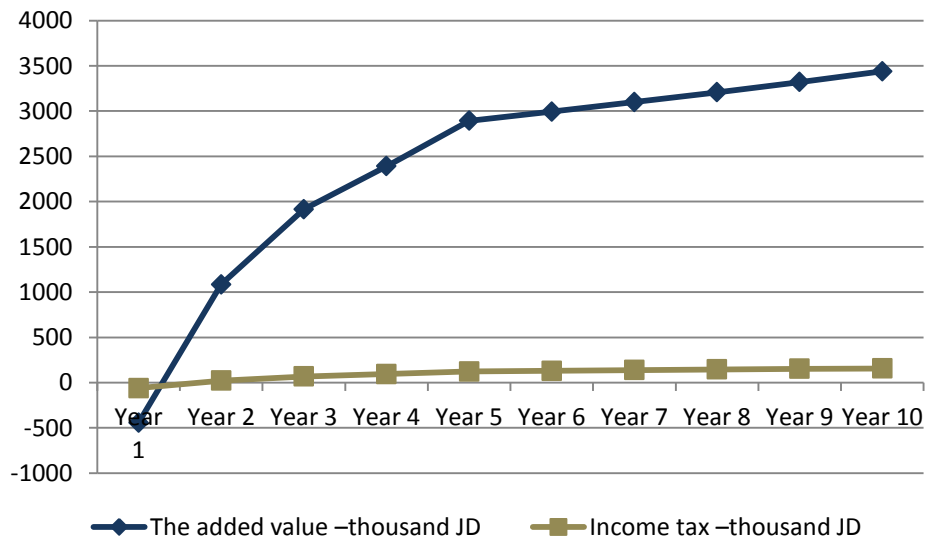
The following table shows the social analysis of the project. It is noticed that the number of staff required for the project will increase from 28 employees in the first year to 33 employees in the tenth year. All the employees are Jordanian.

The added value of the project will reach JD 3.4 million in the tenth year. Also the income tax will reach JD 157 thousand in the tenth year.

Table 28: the Social Analysis of the Project

Social Analysis										
Statement	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Number of Employees	28	29	29	30	30	31	32	32	33	33
Jordanian employees	28	29	29	30	30	31	32	32	33	33
The added value –thousand JD	(443)	1,085	1,915	2,390	2,892	2,994	3,100	3,208	3,321	3,438
Income tax –thousand JD	(62)	21	67	94	122	130	138	145	152	157

Figure 7: The Social Analysis



6. Risk and Sensitivity Analysis

6.1 Risk Analysis

The following table shows the risk matrix analysis that may face the project.

Table 29: Project Risk Matrix

Risks	Type of Risks	Risk Assessment
Financial Risks	<ul style="list-style-type: none"> ▪ Credit Risk Credit risk represents the risk of the company's financial loss as a result of the customer's default of the contractual obligation or that of the party dealing with the company through a financial instrument. These risks are mainly caused by trade receivables and others. ▪ Liquidity Risk Liquidity risk is the risk resulting from the company's inability to meet its financial obligations at time. The company's liquidity management is to ensure as much as possible that the company always maintain enough liquidity to meet its obligations as they become due and payable in normal and emergency conditions without incurring unacceptable losses or risks that affect the company's reputation. ▪ risk of currency fluctuation Currency risk is the risk of the fluctuation of the value of 	<ul style="list-style-type: none"> ▪ The financial risks that may face the company are low, because the company payment method is cash ▪ There is no risk of currency exchange, because the company sales and purchases by local currency ▪ There is no risk of inflation because the company's pricing is based on a periodic basis

Risks	Type of Risks	Risk Assessment
	<p>financial instrument, due to fluctuations in foreign currency exchange rates.</p> <ul style="list-style-type: none"> ▪ inflation risk It is the risk associated with the possibility that the inflation or the rise in the cost of living might lead to the decrease the real value of the investment. 	
<p>Business risk (sector risk)</p>	<ul style="list-style-type: none"> ▪ Strategic Risk It is the risk resulting from taking bad decisions by the company's management, or implementing the decisions in a wrong way, or not taking the decisions at the right time; which leads to losses or causes loss of alternative opportunities. ▪ Legal and Regulatory Risks These risks are reflected as a result of non-compliance with laws, guidelines and instructions governing the work. Legal risks are caused by the company's break of the laws governing the work in the state in which the company operates. While regulatory risks arise from the company's violation of laws and standards issued by the regulatory authorities. ▪ Reputation Risk Reputation risk arises from influential negative public 	<ul style="list-style-type: none"> ▪ The risks are considered moderate before the company's establishment, because of getting the approval of the official authorities such as municipality and tourism ▪ Reputational risk is very high, as the company deals with very sensitive issues such as entertainment activities, food and beverage ▪ Market risk in the short term will be low because of the low competition from other companies in the governorate

Risks	Type of Risks	Risk Assessment
	<p>views which result in great losses of customers or money. It includes the actions of the company's management or its employees which project a negative image of the company, its performance and its relationships with customers and other stakeholders. Reputation risk also results from circulating rumors about the company and its activities.</p> <p>▪ Competition Risk Competition risk results from domestic and external competitors and reduces sales and profits.</p>	
<p>Operational Risk</p>	<p>Operational risk involves losses resulting from the failure of internal operations, human resources and systems. It includes:</p> <p>▪ IT Risks They are losses arising from downtime or systems failure due to the infrastructure, information technology, or the lack of systems, and any failure or malfunction in the systems. They include: the crash of computer systems, breakdowns in communication systems, programming errors, computer viruses and opportunities losses due to breakdown.</p>	<ul style="list-style-type: none"> ▪ Operational risks are very low, for the company will contract with specialized technical bodies to develop the required information systems, in order to manage operations ▪ Competitive salaries will be paid ▪ Information security plan will be put in place to safely keep the company information

Risks	Type of Risks	Risk Assessment
	<ul style="list-style-type: none"> ▪ Human Resources Risk Losses caused by employees or related to them (intentionally or unintentionally). It also includes acts that are intended as methods of cheating, abusing property or circumvent the law, regulations or company policy by officials or employees, as well as losses arising from the relationship with the customer, shareholders, regulators and any third party. 	
State Risk	State Risk includes politicians' interference, civil unrest, wars, financial and monetary policies and high level of debts.	<ul style="list-style-type: none"> ▪ State Risk is considered to be low, due to security and political stability; international reports indicate that State Risk is low both in medium and long terms

6.2 Sensitivity Analysis

First: Increase of Investment Cost By 10%

The following table shows the results of the sensitivity analysis when investment cost increases by 10%.

Table 30: Investment Increase by 10%

Index	Base	Impact	Change
Internal Rate of Return (IRR)	16.6%	14.9%	1.7%
The Present Value at a discount rate of 13% (in Thousand JD)	19,505	19067.9	437.6
Net Present Value at a discount rate of 13% (in Thousand JD)	4,574	2591.9	1981.7
Profitability Index (Time)	1.31	1.16	0.1
Payback period (Year)	8.50	9.20	-0.7
The Net Profit Ratio – an average of 5 years	57.4%	56.4%	1.0%
Return on Investment - an average of 5 years	13.6%	12.0%	1.5%
Return on Capital – an average of 5 years	16.5%	14.7%	1.8%
Net Profit On Revenues - an average of 5 years	57.4%	56.4%	1.0%
Assets Turnover (Time) – an average of 5 years	0.2	0.2	0
The added value - an average of 5 years (in thousand JD)	2994	2997	-2.3
income tax - an average of 5 (in thousand JD)	130	128	2.3
sales tax - an average of 5 years (in thousand JD)	0	0	0

The above analysis refers to the feasibility of investment in the project, in light of the high cost of the total investment of the project, which increased by 10%. It is noted that:

- The internal rate of return reaches 14.9%, which is considered high for investment purposes
- The new payback period is 9.2 years, and it is reasonable for recovery purposes
- The return on capital is 14.7%, which is suitable for investment purposes

Second: Reducing Revenues by 10%

The following table shows the results of the sensitivity analysis when reducing revenues by 10%.

Table 31: Reducing Revenues 10%

Index	Base	Impact	Change
Internal Rate of Return (IRR)	16.6%	14.3%	2.3%
The Present Value at a discount rate of 13% (in Thousand JD)	19,505	16505.1	3000.4
Net Present Value at a discount rate of 13% (in Thousand JD)	4,574	1573.2	3000.4
Profitability Index (Time)	1.31	1.11	0.2
Payback period (Year)	8.50	9.40	-0.9
The Net Profit Ratio – an average of 5 years	57.4%	53.2%	4.2%
Return on Investment - an average of 5 years	13.6%	11.6%	1.9%
Return on Capital – an average of 5 years	16.5%	13.8%	2.7%
Net Profit On Revenues - an average of 5 years	57.4%	53.2%	4.2%
Assets Turnover (Time) – an average of 5 years	0.2	0.2	0
The added value - an average of 5 years (in thousand JD)	2994	2585	408.9
income tax - an average of 5 (in thousand JD)	130	108	21.5
sales tax - an average of 5 years (in thousand JD)	0	0	0

The above analysis shows the low sensitivity of the project in case of reducing the revenues or demand by 10%. It indicates that:

- The internal rate of return is 14.3%, which is considered high for investment purposes
- The new payback period is 9.4 years, and it is reasonable for recovery purposes
- The return on capital reaches 13.8%, which is suitable for investment purposes

Third: Increasing the Operating Costs by 10%

The following table shows the results of the sensitivity analysis when increasing the operating costs by 10%.

Table 32: Increasing the Operating Costs by 10%

Index	Base	Impact	Change
Internal Rate of Return (IRR)	16.6%	16.0%	0.6%
The Present Value at a discount rate of 13% (in Thousand JD)	19,505	18694.7	810.8
Net Present Value at a discount rate of 13% (in Thousand JD)	4,574	3762.9	810.8
Profitability Index (Time)	1.31	1.25	0.1
Payback period (Year)	8.50	8.90	-0.4
The Net Profit Ratio – an average of 5 years	57.4%	55.1%	2.3%
Return on Investment - an average of 5 years	13.6%	13.1%	0.4%
Return on Capital – an average of 5 years	16.5%	15.9%	0.6%
Net Profit On Revenues - an average of 5 years	57.4%	55.1%	2.3%
Assets Turnover (Time) – an average of 5 years	0.2	0.2	0
The added value - an average of 5 years (in thousand JD)	2994	2897	96.9
income tax - an average of 5 (in thousand JD)	130	125	5.1
sales tax - an average of 5 years (in thousand JD)	0	0	0

The above analysis shows the feasibility of the project in light of increasing the operating costs of the project by 10%. It indicates that:

- The internal rate of return is 16%, which is considered high for investment purposes
- The new payback period is 8.9 years, and it is reasonable for recovery purposes
- The return on capital is 15.9%, which is suitable for investment purposes

7. Annex 1

Table 1: Imports from the Republic of China by category for the years (2013-2015) in JD.

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
2	Meat and edible meat offal	1,796,247	0.11%	665,989	0.04%	1,962,808	0.10%
3	Fish and crustaceans, molluscs and other aquatic invertebrates	1,270,113	0.08%	1,603,748	0.09%	1,361,443	0.07%
4	Dairy produce; birds' eggs ;natural honey; edible products of animal origin, not elsewhere specified or included	633,883	0.04%	96,742	0.01%	87,440	-
5	Products of animal origin, not elsewhere specified or included	10,209	-	3,246	-	211,718	0.01%
6	Live trees and other plants; bulbs roots and the like; cut flowers and ornamental foliage	450,631	0.03%	386,997	0.02%	4,786,579	0.26%
7	Edible vegetables and certain roots and tubers	4,996,453	0.31%	3,668,454	0.22%	1,420,274	0.08%
8	Edible fruit and nuts; peel of citrus fruit or melons	1,814,871	0.11%	1,068,103	0.06%	2,338,285	0.12%
9	Coffee, tea, mate' and spices	1,164,205	0.07%	1,683,670	0.10%	7,412	0.00%
10	Cereals	129,889	0.01%	45,347	-	168,836	0.01%
11	Products of the milling industry; malt;starches; inulin, wheat gluten.	249,028	0.02%	174,923	0.01%	11,962,121	0.64%
12	Oil seeds and oleaginous fruits miscellaneous grains, seeds and fruit; industrial or medical plants; straw and fodder	9,363,594	0.58%	10,701,832	0.63%	138,577	0.01%
13	Lac; gums; resins and other vegetable saps and extracts	66,039	-	78,838	-	23,899	-
14	Vegetable plaiting materials, vegetable products not elsewhere specified or included	24,374	0.00%	41,222	0.00%	211,536	0.01%
15	Animal or vegetable fats and oils and their cleavage products, prepared edible fats, animal or vegetable waxes	343,950	0.02%	401,117	0.02%	849,155	0.05%
16	Preparations of meat, of fish, or of crustaceans, molluscs or other aquatic invertebrates	1,284,870	0.08%	1,025,661	0.06%	2,613,100	0.14%
17	Sugars and sugar confectionery	2,875,396	0.18%	3,057,608	0.18%	602,978	0.03%
18	Cocoa and cocoa preparations	390,284	0.02%	435,546	0.03%	306,664	0.02%
19	Preparations of cereals, flour starch; or milk, pastry cooks, products	278,448	0.02%	811,639	0.05%	4,634,092	0.25%
20	Preparations of vegetables, fruit, nuts or other parts of plants	5,218,533	0.32%	4,247,601	0.25%	1,794,553	0.10%
21	Miscellaneous edible preparations	1,460,188	0.09%	1,443,723	0.08%	27,379	-
22	Beverages, spirits and vinegar	10,836	-	26,817	0.00%	980,860	0.05%
23	Residues and waste from the food industries; prepared animal fodder	951,174	0.06%	1,138,838	0.07%	530,637	0.03%
25	Salt; sulphur; earths and stone;	631,535	0.04%	426,983	0.03%	350,387	0.02%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
	plastering materials, lime and cement						
26	Ores, slag and ash	171,845	0.01%	5,232	-	753	-
27	Mineral fuels, mineral oils and products of their distillation bituminous substances; mineral waxes	107,237	0.01%	103,915	0.01%	83,747	-
28	Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, of radioactive elements or of isotopes	9,443,843	0.58%	10,904,487	0.64%	11,420,103	0.61%
29	Organic chemicals	55,256,769	3.41%	59,367,980	3.48%	54,824,825	2.92%
30	Pharmaceutical products	4,847,094	0.30%	4,739,770	0.28%	5,023,151	0.27%
31	Fertilisers	3,556,147	0.22%	5,630,309	0.33%	6,065,245	0.32%
32	Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks.	6,519,772	0.40%	7,463,070	0.44%	8,977,141	0.48%
33	Essential oils and resinoids; perfumery, cosmetic or toilet preparations	6,324,855	0.39%	6,026,012	0.35%	6,669,868	0.36%
34	Soap, organic surface-active agents washing preparations; lubricating preparations, artificial waxes, prepared waxes, polishing or scouring preparations, candles and similar articles, modeling pastes, "dental waxes"? and dental preparations with a basis of plaster	2,867,171	0.18%	5,300,829	0.31%	4,579,080	0.24%
35	Albuminoidal substances; modified starches; glues; enzymes.	1,782,255	0.11%	2,051,213	0.12%	1,130,022	0.06%
36	Explosives; pyrotechnic products; matches; pyrophoric alloys; certain combustible preparations	53,219	-	34,280	-	133,606	0.01%
37	Photographic or cinematographic goods	932,529	0.06%	1,121,721	0.07%	1,454,918	0.08%
38	Miscellaneous chemical products	13,661,239	0.84%	13,325,416	0.78%	11,636,222	0.62%
39	Plastics and articles thereof	61,397,057	3.79%	57,086,712	3.35%	57,633,866	3.07%
40	Rubber and articles thereof	27,169,289	1.68%	25,741,850	1.51%	27,488,100	1.47%
41	Raw hides and skins (other than furskins) and leather	59,733	-	48,787	-	19,802	-
42	Articles of leather; saddlery and harness; travel goods, handbags, and similar containers; articles of animal gut (other than silk-worm gut)?	14,035,664	0.87%	15,720,797	0.92%	17,910,076	0.96%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
43	Furskins and artificial fur; manufactures thereof	15,616	-	220,327	0.01%	79,654	-
44	Wood and articles of wood; wood charcoal	30,552,768	1.89%	26,570,849	1.56%	24,423,955	1.30%
45	Cork and articles of cork	5,030	0.00%	6,828	0.00%	8,074	0.00%
46	Manufactures of straw, of esparto or of other plaiting materials; basketware and wickerwork	252,674	0.02%	162,626	0.01%	116,707	0.01%
47	Paper and paperboard; articles of paper pulp, of paper or of paper board	0	-	21,103	-	0	-
48	Printed books, newspapers, pictures and other products of the printing industry; manuscripts, typescripts and plans	33,647,476	2.08%	40,639,408	2.38%	0	-
49	Silk	961,179	0.06%	4,714,386	0.28%	38,157,847	2.04%
50	Wool, fine or coarse animal hair; horsehair yarn and woven fabric	72,703	0.00%	112,165	0.01%	4,935,489	0.26%
51	Cotton	3,772,812	0.23%	3,885,516	0.23%	42,828	-
52	Other vegetable textile fibres, paper yarn and woven fabrics of paper yarn	24,075,993	1.49%	18,043,817	1.06%	2,233,162	0.12%
53	Man-made filaments	68,048	-	51,727	-	6,408,631	0.34%
54	Man-made staple fibres	44,282,547	2.73%	35,940,706	2.11%	25,467	-
55	Wadding, felt and nonwovens, special yarns; twine, cordage, ropes and cables and articles thereof	15,855,624	0.98%	23,204,106	1.36%	33,202,515	1.77%
56	Carpets and other textile floor coverings	2,791,704	0.17%	2,473,643	0.15%	20,699,222	1.10%
57	Special woven fabrics; tufted textile fabrics; lace; tapestries; trimmings; embroidery	969,635	0.06%	1,591,003	0.09%	1,952,297	0.10%
58	Impregnated, coated, covered or laminated textile fabrics, textile articles of a kind suitable for industrial use	6,600,682	0.41%	7,518,991	0.44%	1,383,300	0.07%
59	Knitted or crocheted fabrics	4,372,942	0.27%	2,959,175	0.17%	8,699,415	0.46%
60	Articles of apparel and clothing accessories, knitted or crocheted	120,504,611	7.44%	141,028,256	8.27%	3,755,704	0.20%
61	Articles of apparel and clothing accessories, not knitted or crocheted	116,597,407	7.20%	110,798,878	6.50%	142,438,421	7.60%
62	Other made up textile articles, sets, worn clothing and worn textile articles; rags	39,059,003	2.41%	39,103,696	2.29%	115,492,502	6.16%
63	Footwear, gaiters and the like; parts of such articles	7,676,729	0.47%	9,314,191	0.55%	31,839,192	1.70%
64	Headgear and parts thereof	34,984,810	2.16%	31,062,229	1.82%	7,553,637	0.40%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
65	Umbrellas; sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof	1,096,292	0.07%	1,140,043	0.07%	36,370,546	1.94%
66	Prepared feathers, and down and articles made of feathers or of down; artificial flowers; articles of human hair	244,439	0.02%	223,986	0.01%	930,619	0.05%
67	Articles of stone, plaster, cement, asbestos, mica or similar materials	537,976	0.03%	454,922	0.03%	431,705	0.02%
68	Ceramic products	6,307,721	0.39%	6,273,946	0.37%	485,174	0.03%
69	Glass and glassware	26,500,682	1.64%	26,991,505	1.58%	7,999,660	0.43%
70	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metal and articles thereof; imitation jewellery; coin	21,654,606	1.34%	19,699,833	1.15%	29,676,861	1.58%
71	Iron and steel	5,266,205	0.33%	5,102,204	0.30%	29,872,458	1.59%
72	Articles of iron or steel	63,791,691	3.94%	126,116,618	7.39%	3,997,866	0.21%
73	Copper and articles thereof	47,067,099	2.91%	55,643,402	3.26%	152,204,941	8.12%
74	Nickel and articles thereof	1,499,121	0.09%	1,837,719	0.11%	64,154,184	3.42%
75	Aluminium and articles thereof	29,462	0.00%	136,335	0.01%	2,012,629	0.11%
76	Lead and articles thereof	12,736,013	0.79%	12,093,402	0.71%	86,929	0.00%
78	Zinc and articles thereof	735	-	12,987	-	21,598,085	1.15%
79	Tin and articles thereof	57,431	-	9,432	-	3,570	0.00%
80	Other base metals; cermets; articles thereof	2,046	-	82,663	-	24,186	0.00%
81	Tools, implements, cutlery, spoons and forks, of base metal; parts thereof of base metal	4,568	-	20,362	-	61,774	0.00%
82	Miscellaneous articles of base metal	7,642,953	0.47%	8,215,264	0.48%	19,621	0.00%
83	Nuclear reactors, boilers, machinery and mechanical appliances; parts thereof	16,993,938	1.05%	17,608,819	1.03%	9,581,388	0.51%
84	Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers and parts and accessories of such articles	238,220,950	14.70%	226,767,545	13.29%	17,568,360	0.94%
85	Railway or tramway locomotives, rolling-stock and parts thereof; railway or tramway track fixtures and fittings; and parts thereof; mechanical(including electro-mechanical),traffic signaling equipment of all kinds	284,365,910	17.55%	293,099,781	17.18%	255,771,034	13.64%

Pre-Feasibility Study
Permanent Logistics Center Project - Amman

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
86	Vehicles other than railway or tramway rolling-stock, and parts and accessories thereof	68,048	-	102,394	0.01%	390,495,224	20.83%
87	Aircraft, spacecraft, and parts thereof	45,550,207	2.81%	23,022,947	1.35%	262,863	0.01%
88	Ships, boats and floating structures	87,453	0.01%	66,701	-	20,665,407	1.10%
89	Optical, photographic, cinematographic, measuring, checking precision, medical or surgical instruments and apparatus; parts and accessories thereof	164,509	0.01%	6,000	-	700	-
90	Clocks and watches and parts thereof	13,503,167	0.83%	18,646,166	1.09%	19,346,373	1.03%
91	Musical instruments; parts and accessories of such articles	4,785,390	0.30%	5,296,777	0.31%	5,284,621	0.28%
92	Furniture, bedding, mattresses, mattress supports, cushions and similar stuffed furnishing, lamps and lighting fittings, not elsewhere specified or included; illuminated signs, illuminated name-plates and the like; prefabricated buildings	223,490	0.01%	140,028	0.01%	177,828	0.01%
94	Toys, games and sports requisites, parts and accessories thereof	48,748,315	3.01%	58,515,691	3.43%	63,026,543	3.36%
95	Miscellaneous manufactured articles	13,577,480	0.84%	13,461,771	0.79%	14,730,771	0.79%
96	Works of art, collectors, pieces and antiques	16,161,608	1.00%	19,760,209	1.16%	20,535,945	1.10%
97	Works of art, collectors, pieces and antiques	42,787	-	25,676	-	22,171	-
99	Unspecified	12,492,721	0.77%	17,971,602	1.05%	11,380,509	0.61%
Total		1,620,145,474	100%	1,705,877,380	100%	1,874,649,822	100%

Source: Department of Statistics, Foreign Trade Statistics in 2015

Table 2: Imports from Thailand by category for the years (2013-2015) in JD

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
<u>I</u>	Live animals; animal products	84,164	%0.05	108,800	0.07%	143,556	0.07%
<u>II</u>	Vegetable products	4,958,883	%3.18	8,649,488	5.18%	7,753,362	4.04%
<u>III</u>	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; prepared animal or vegetable waxes	14,274	%0.01	24,210	0.01%	17,470	0.01%
<u>IV</u>	Prepared foodstuffs; beverages, spirits and vinegar; tobacco and manufactured tobacco substitutes	65,457,493	%41.97	65,764,948	39.42%	65,966,482	34.35%
<u>V</u>	Mineral products	51,478	%0.03	135,461	0.08%	71,551	0.04%
<u>VI</u>	Products of the chemical or allied industries	2,511,983	%1.61	1,783,893	1.07%	1,769,060	0.92%
<u>VII</u>	Plastics and articles thereof; rubber and articles thereof	6,533,272	%4.19	6,854,036	4.11%	5,976,077	3.11%
<u>VIII</u>	Raw hides and skins, leather, furskins and articles thereof; saddlery and harness; travel goods, handbags and similar containers; articles of animal gut (other than silk-worm gut)	46,545	%0.03	32,822	0.02%	24,254	0.01%
<u>IX</u>	Wood and articles of wood; wood charcoal; cork and articles of cork; manufactures of straw of esparto or of other plaiting materials; basket ware and wickerwork	3,304,344	%2.12	2,870,731	1.72%	3,359,644	1.75%
<u>X</u>	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard; paper and paperboard and articles thereof	1,357,962	%0.87	1,566,748	0.94%	2,275,088	1.18%
<u>XI</u>	Textiles and textile articles	3,487,316	%2.24	4,084,273	2.45%	6,534,207	3.40%
<u>XII</u>	Footwear, headgear, umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof; prepared feathers and articles made therewith; artificial flowers; articles of human hair	125,798	%0.08	224,569	0.13%	111,345	0.06%
<u>XIII</u>	Articles of stone, plaster, cement, asbestos mica or similar materials; ceramic products; glass and glassware	305,294	%0.20	306,934	0.18%	229,682	0.12%
<u>XIV</u>	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metal and articles thereof;	829,052	%0.53	409,275	0.25%	724,123	0.38%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
	imitation jewellery; coin						
XV	Base metals and articles of base metals	6,172,227	%3.96	1,376,689	0.83%	1,499,411	0.78%
XVI	Machinery and mechanical appliances; electrical equipment; parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	29,559,775	%18.96	21,890,690	13.12%	27,786,189	14.47%
XVII	Vehicles, aircraft, vessels and associated transport equipment	29,379,476	%18.84	47,965,658	28.75%	65,080,074	33.89%
XVIII	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; clocks and watches; musical instruments; parts and accessories thereof	477,128	%0.31	426,532	0.26%	597,153	0.31%
XX	Miscellaneous manufactured articles	632,962	%0.41	730,877	0.44%	508,982	0.27%
XXI	Works of art, collectors' pieces and antiques	2,474	-	2,865	-	3,505	-
	Unspecified	654,453	%0.42	1,634,276	0.98%	1,620,412	0.84%
	Total	155,946,353	100%	166,843,775	100%	192,051,627	100%

Source: Department of Statistics, Foreign Trade Statistics in 2015

Table 3: Imports from Taiwan by category for the years (2013-2015) in JD

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
I	Live animals; animal products	45,374	0.02%	0	-	5,386	-
II	Vegetable products	221,893	0.09%	745,095	0.28%	202,949	0.06%
IV	Prepared foodstuffs; beverages, spirits and vinegar; tobacco and manufactured tobacco substitutes	7,937	-	285,996	0.11%	354,878	0.11%
V	Mineral products	247,135	0.10%	0	-	29,339,728	8.71%
VI	Products of the chemical or allied industries	4,468	-	2,780,423	1.05%	3,911,796	1.16%
VII	Plastics and articles thereof; rubber and articles thereof	3,866,567	1.50%	22,374,310	8.42%	17,911,103	5.32%
VIII	Raw hides and skins, leather, furskins and articles thereof; saddlery and harness; travel goods. handbags and similar containers; articles of animal gut (other than silk-worm gut)	29,720,010	11.53%	39,837	0.01%	14,089	-

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
IX	Wood and articles of wood; wood charcoal; cork and articles of cork; manufactures of straw of esparto or of other plaiting materials; basket ware and wickerwork	24,491	0.01%	61,300	0.02%	40,348	0.01%
X	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard; paper and paperboard and articles thereof	178,146	0.07%	6,071,997	2.28%	6,207,076	1.84%
XI	Textiles and textile articles	4,879,914	1.89%	182,703,142	68.74%	215,911,823	64.12%
XII	Footwear, headgear, umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof; prepared feathers and articles made therewith; artificial flowers; articles of human hair	169,509,188	65.74%	108,467	0.04%	66,242	0.02%
XIII	Articles of stone, plaster, cement, asbestos mica or similar materials; ceramic products; glass and glassware	35,318	0.01%	245,497	0.09%	264,854	0.08%
XIV	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metal and articles thereof; imitation jewellery; coin	428,086	0.17%	9,179	0.00%	16,412	-
XV	Base metals and articles of base metals	24,059	0.01%	9,585,233	3.61%	10,847,637	3.22%
XVI	Machinery and mechanical appliances; electrical equipment; parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	11,455,550	4.44%	28,286,945	10.64%	33,193,728	9.86%
XVII	Vehicles, aircraft, vessels and associated transport equipment	29,310,444	11.37%	6,883,735	2.59%	12,787,992	3.80%
XVIII	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; clocks and watches; musical instruments; parts and accessories thereof	3,435,767	1.33%	1,154,806	0.43%	1,176,895	0.35%
XX	Miscellaneous manufactured articles	1,030,721	0.40%	3,702,162	1.39%	2,718,290	0.81%
XXI	Works of art, collectors'	2,517,110	0.98%	90,696	0.03%	123,488	0.04%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
	pieces and antiques						
	Unspecified	886,636	0.34%	650,439	0.24%	1,625,032	0.48%
	Total	257,828,814	100%	265,779,259	100%	336,719,746	100%

Source: Department of Statistics, Foreign Trade in 2015

Table 4: Imports from Vietnam by category for the years (2013-2015) in JD

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
<u>I</u>	Live animals; animal products	5,908,582	7.43%	5,247,150	5.87%	4,905,839	3.62%
<u>II</u>	Vegetable products	7,403,158	9.31%	6,515,184	7.29%	15,363,106	11.32%
<u>IV</u>	Prepared foodstuffs; beverages, spirits and vinegar; tobacco and manufactured tobacco substitutes	1,109,226	1.39%	1,547,256	1.73%	1,867,073	1.38%
<u>VI</u>	Products of the chemical or allied industries	788,737	0.99%	1,606,303	1.80%	844,452	0.62%
<u>VII</u>	Plastics and articles thereof; rubber and articles thereof	1,461,259	1.84%	1,087,367	1.22%	711,069	0.52%
<u>VIII</u>	Raw hides and skins, leather, furskins and articles thereof; saddlery and harness; travel goods. handbags and similar containers; articles of animal gut (other than silk-worm gut)	97,275	0.12%	443,978	0.50%	732,694	0.54%
<u>IX</u>	Wood and articles of wood; wood charcoal; cork and articles of cork; manufactures of straw of esparto or of other plaiting materials; basket ware and wickerwork	659,802	0.83%	764,289	0.86%	1,099,875	0.81%
<u>X</u>	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard; paper and paperboard and articles thereof	25,097	0.03%	20,531	0.02%	119,311	0.09%
<u>XI</u>	Textiles and textile articles	3,690,073	4.64%	4,450,796	4.98%	5,911,443	4.36%
<u>XII</u>	Footwear, headgear, umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof; prepared feathers and articles made therewith; artificial flowers; articles of human hair	2,270,417	2.85%	1,809,443	2.02%	2,484,075	1.83%
<u>XIII</u>	Articles of stone, plaster, cement, asbestos mica or similar materials; ceramic products; glass and glassware	69,939	0.09%	153,735	0.17%	33,258	0.02%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
XIV	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metal and articles thereof; imitation jewellery; coin	4,142	0.01%	0	-	1,561	-
XV	Base metals and articles of base metals	549,694	0.69%	1,383,678	1.55%	746,166	0.55%
XVI	Machinery and mechanical appliances; electrical equipment; parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts and accessories of such articles	54,000,251	67.88%	62,368,708	69.78%	98,776,961	72.79%
XVII	Vehicles, aircraft, vessels and associated transport equipment	57,181	0.07%	72,602	0.08%	51,369	0.04%
XVIII	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; clocks and watches; musical instruments; parts and accessories thereof	198,451	0.25%	366,683	0.41%	494,530	0.36%
XX	Miscellaneous manufactured articles	1,178,685	1.48%	1,381,664	1.55%	1,555,729	1.15%
	Various commodities and products	75,424	0.09%	162,584	0.18%	0	-
	works of art, collectors' pieces and antiques	79,547,393	100%	89,381,951	100%	135,698,511	100%

Source: Department of Statistics, Foreign Trade in 2015

Table 5: Imports from Sri Lanka by category for the years (2013-2015) in JD

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
I	Live animals; animal products	33,678	0.16%	31,344	0.13%	66,712	0.26%
II	Vegetable products	17,716,432	84%	21,899,482	87.38%	18,906,227	74.88%
III	Animal or vegetable fats and oils and their cleavage products; prepared edible fats; prepared animal or vegetable waxes	0	-	0	-	16,459	0.07%
IV	Prepared foodstuffs; beverages, spirits and vinegar; tobacco and manufactured tobacco substitutes	175,770	0.84%	140,297	0.56%	202,980	0.80%
V	Mineral products	7,682	0.04%	0	-	309,603	1.23%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
VI	Products of the chemical or allied industries	24,403	0.12%	55,103	0.22%	110,882	0.44%
VII	Plastics and articles thereof; rubber and articles thereof	295,916	1.41%	282,294	1.13%	392,697	1.56%
VIII	Raw hides and skins, leather, furskins and articles thereof; saddlery and harness; travel goods. handbags and similiar containers; articles of animal gut (other than silk-worm gut)	16,349	0.08%	20,268	0.08%	792	-
IX	Wood and articles of wood; wood charcoal; cork and articles of cork; manufactures of straw of esparto or of other plaiting materials; basketware and wickerwork	27,510	0.13%	255,431	1.02%	53,412	0.21%
X	Pulp of wood or of other fibrous cellulosic material; waste and scrap of paper or paperboard; paper and paperboard and articles thereof	123,045	0.58%	34,216	0.14%	385,089	1.53%
XI	Textiles and textile articles	1,770,085	8.41%	1,892,237	7.55%	3,475,237	13.76%
XII	Footwear, headgear, umbrellas, sun umbrellas, walking-sticks, seat-sticks, whips, riding-crops and parts thereof; prepared feathers and articles made therewith; artificial flowers; articles of human hair	43,475	0.21%	28,084	0.11%	43,466	0.17%
XIII	Articles of stone,plaster, cement, asbestos mica or similar materials; ceramic products; glass and glassware	7,845	0.04%	11,051	0.04%	18,900	0.07%
XIV	Natural or cultured pearls, precious or semi-precious stones, precious metals, metals clad with precious metal and articles thereof; imitation jewellery; coin	13,981	0.07%	0	-	0	-
XV	Base metals and articles of base metals	6,958	0.03%	0	-	0	-
XVI	Machinery and mechanical appliances; electrical equipment; parts thereof; sound recorders and reproducers, television image	602,412	2.86%	192,967	0.77%	1,138,410	4.51%

Code	Item Description	2013		2014		2015	
		Imports: The Value in JD	%	Imports: The Value in JD	%	Imports: The Value in JD	%
	and sound recorders and reproducers, and parts and accessories of such articles						
XVII	Vehicles, aircraft, vessels and associated transport equipment	0	-	38,633	0.15%	0	-
XVIII	Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical instruments and apparatus; clocks and watches; musical instruments; parts and accessories thereof	8,713	0.04%	1,780	0.01%	1,605	0.01%
XX	Miscellaneous manufactured articles	154,808	0.74%	176,007	0.70%	126,374	0.50%
	works of art, collectors' pieces and antiques	5,901	0.03%	3,565	0.01%		0.00%
	Unspecified	21,034,963	100%	25,062,759	100%	25,248,845	100%

Source: Department of Statistics, Foreign Trade in 2015