Notes

1- This companies' guide constitutes an entire image of the companies' financial data; the financial data with its details and footnotes can't be displayed as it appears on the companies' annual reports. Therefore, for standardization purpose, in the final layout of the guide for each sector (banks, insurance, service, industry) some items have been merged with other items. No guide can make a special layout for each individual company. Thus, please take this note in to your consideration when reading this guide.

2- The figures for shareholders structure and who owns 5% and more as of 31/12/2002.

3- The number of employees as of 31/12/2002.

4- Other information are according to the most recent available information.

5- Financial information is for fiscal years 2000& 2001& 2002.

6- Companie's classification according to markets (first, second, third, not traded) as of 31/12/2002.

7- Cumulative data includes the companies who have financial data for the year 2001 and / or 2002. There is a differences between the cumulative data for the year 2001 in this guide and that appeared in the previous issue, the reason behind this is the changes made by some companies to their financial data, and also some companies provided their annual reports after issuing the 2002 guide.

8- Only key financial figures in the balance sheet, income statements and cash flow are appeared in this guide.

9- For standardization purpose, the total current liabilities figure has been adjusted for some companies by subtracting the proposed dividends from it and adding those dividends to the shareholding equity.

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a) In the income statement, the depreciation and amortization

Item has not been used in the calculation of the net income because it is already included in other items such as cost of goods sold or other operational expenses.

b) For banks, the provision for credit facilities (period) item in the income statement has not been used in the calculation of the net income because it is already included in total operational expenses.

11- The revenues and or expenses for previous years have been excluded in the calculation of the net income.

12- The market capitalization has been calculated using the number of subscribed shares not the listed shares at the Amman Stock Exchange.

13- Boards remunerations were not deducted in the calculation of the net income.

14- There are some differences between financial figures for the year 2000 & 2001 in this guide and those in the 2002 issue, the reason behind these differences, is the changes made by some companies for their financial data.

15- Total liabilities are calculated by subtracting total shareholders equity from the total assets.

16- Total other assets are calculated by subtracting the current assets and total fixed assets and long-term investments from the total assets.

17- Total other liabilities are calculated by subtracting the current liabilities, Long Term Loans & Notes Payable, Corporate Bonds from the total liabilities.

18- Other assets for banks are calculated by subtracting the Cash and Balances at Central Banks, Balances at Banks and Financial Institutions, Deposits at Banks and Financial Institutions, Trading Investments, Available for Sale Investments, Held to Maturity Investments, Net, Investments in Affiliates, Direct Credit Facilities, Net, and Fixed Assets, Net from the total assets.

19- Total other liabilities for banks are calculated by subtracting Customers Deposits, Banks, Financial Institutions Deposits, and Cash Margins from the total liabilities.

20- Total other assets for Insurance are calculated by subtracting the Total Current Assets, Deposits, Securities Held to the Order of the General Manager of IRC, Trading Investments, Available for Sale Investments, Held to Maturity Investments, Net, other Investments, and total Fixed Assets from the total assets.

21- Total other liabilities for Insurance companies are calculated by subtracting Total Current Liabilities, and total Technical Reserves from the total liabilities.

22- Other operational expenses include any other indirect operational expenses plus the depreciation and allowances for doubtful account and allowances for slow-moving inventory…. etc.

FINANCIAL RATIOS USED

Turnover Ratio (%) $= \dfrac{\text{No. of Traded Shares During the Year X 100}}{\text{No. of Subscribed Shares at the End of the Year}}$

Earnings Per Share (JD) $= \dfrac{\text{Net Income}}{\text{No. of Subscribed Shares}}$

Cash Dividends Per Share (JD) $= \dfrac{\text{Proposed Cash Dividends}}{\text{No. of Subscribed Shares}}$

Book Value Per Share (JD) $= \dfrac{\text{Book Value (Shareholders' Equity)}}{\text{No. of Subscribed Shares}}$

Price Earnings Ratio (Times) $= \dfrac{\text{Market Capitalization}}{\text{Net Income}}$

Price Book Value (Times) $= \dfrac{\text{Market Capitalization}}{\text{Book Value (Shareholders' Equity)}}$

Dividend Yield (%) $= \dfrac{\text{Proposed Cash Dividends X 100}}{\text{Market Capitalization}}$

Cash Dividends to Earnings Per Share (%) $= \dfrac{\text{Proposed Cash Dividends X 100}}{\text{Net Income}}$

Return on Total Assets (%) $= \dfrac{\text{Net Income X 100}}{\text{Total Assets}}$

Return on Equity (%) $= \dfrac{\text{Net Income X 100}}{\text{Shareholders' Equity}}$

Net Interest and Commissions to Net Operating Income % $= \dfrac{\text{(Net Interest + Commissions Income) X 100}}{\text{Net Operating Income}}$

Credit Interest / Net Credit Facilities % $= \dfrac{\text{Interest Income X 100}}{\text{Direct Credit Facilities, Net}}$

Net Income to Total Revenues (%) $= \dfrac{\text{Net Income X 100}}{\text{(Credit Interest + Net Commissions Income + gains from financial assets and Instruments + other Operating revenues)}}$

Total Revenues to Total Assets (%) $= \dfrac{\text{(Credit Interest + Net Commissions Income + gains from financial assets and Instruments + other Operating revenues) X 100}}{\text{Total Assets}}$

FINANCIAL RATIOS USED

(Provision fo Credit Facilities and Interest in Suspense) to Credit Facilities % = $\dfrac{\text{(Provision fo Credit Facilities+Interest in Suspense)X100}}{\text{Direct Credit Facilities, Net}}$

Equity Ratio (%) = $\dfrac{\text{Shareholders' Equity X 100}}{\text{Total Assets}}$

Shareholders' Equity to Deposits (%) = $\dfrac{\text{Shareholders' Equity X 100}}{\text{Customer Deposits+Banks\&Finanicial Institutions Deposits}}$

Debt Ratio (%) = $\dfrac{\text{Total Liabilities X 100}}{\text{Total Assets}}$

Total Deposits to total Assets (%) = $\dfrac{\text{(Customer Deposits+Banks\&Finanicial Institutions Deposits) X 100}}{\text{Total Assets}}$

Net Credit Facilities to Total Assets (%) = $\dfrac{\text{Direct Credit Facilities, Net X 100}}{\text{Total Assets}}$

Net Credit Facilities to Total Deposits (%) = $\dfrac{\text{Direct Credit Facilities, Net X 100}}{\text{Customer Deposits+Banks\&Finanicial Institutions Deposits}}$

Shareholders' Equity to Net Credit Facilities (%) = $\dfrac{\text{Shareholders' Equity X100}}{\text{Direct Credit Facilities, Net}}$

Current Ratio (times) = $\dfrac{\text{Cash\&Balances at Central Banks and Balances at Banks and Financial Institutions+ Deposits at Banks and Financial Institutions}}{\text{Customer Deposits+Banks\&Finanicial Institutions Deposits}}$

Cash & Investmment to Total Deposits (times) = $\dfrac{\text{Cash\&Balances at Central Banks + Balances at Banks and Financial Institutions+Deposits at Banks and Financial Institutions + Trading Investments+ Avaliable for Sale Investments + Held to Maturity Investments + Investments in Affiliates}}{\text{Customer Deposits+Banks\&Finanicial Institutions Deposits}}$

Cash & Trading Investments to Total Deposits (times) = $\dfrac{\text{Cash\&Balances at Central Banks + Balances at Banks and Financial Institutions+Deposits at Banks and Financial Institutions + Trading Investments}}{\text{Customer Deposits+Banks\&Finanicial Institutions Deposits}}$

Gross Margin (Insurance Companies)% = $\dfrac{\text{Income from Insurance Departments X 100}}{\text{Total Rvenues for Insurance Departments}}$

FINANCIAL RATIOS USED

Margin Before Tax (Insurance Companies)% $= \dfrac{\text{Net Income Before Tax X 100}}{\text{Total Rvenues for Insurance Departments}}$

Profit Margin (Insurance Companies) % $= \dfrac{\text{Net Income X 100}}{\text{Total Rvenues for Insurance Departments}}$

Life Revenues to Total Revenues % $= \dfrac{\text{Revenues for Life Department X 100}}{\text{Total Rvenues for Insurance Departments}}$

Motor Revenues to Total Revenues % $= \dfrac{\text{Revenues for Motor Department X 100}}{\text{Total Rvenues for Insurance Departments}}$

Fire Revenues to Total Revenues % $= \dfrac{\text{Revenues for Fire Department X 100}}{\text{Total Rvenues for Insurance Departments}}$

Marine Revenues to Total Revenues % $= \dfrac{\text{Revenues for Marine Department X 100}}{\text{Total Rvenues for Insurance Departments}}$

Health Revenues to Total Revenues % $= \dfrac{\text{Revenues for Health Department X 100}}{\text{Total Rvenues for Insurance Departments}}$

General Accidents & Others Revenues to Total Revenues % $= \dfrac{\text{Revenues for General Accidents\&Others DepartmentX100}}{\text{Total Rvenues for Insurance Departments}}$

Net Realized Premiums to Shareholders Equity % $= \dfrac{\text{Net Realized Premiums X 100}}{\text{Sharehoders' Equity}}$

Total Technical Reserves to Net Realized Premiums % $= \dfrac{\text{Total Technical Reserves X 100}}{\text{Net Realized Premiums}}$

Total Assets Turnover (Insurance Companies) (times) $= \dfrac{\text{Total Rvenues for Insurance Departments}}{\text{Total Assets}}$

Fixed Assets Turnover (Insurance Companies) (times) $= \dfrac{\text{Total Rvenues for Insurance Departments}}{\text{Total Fixed Assets}}$

Working Capital Turnover (Insurance Companies) (times) $= \dfrac{\text{Total Rvenues for Insurance Departments}}{\text{Working Capital}}$

Curent Ratio (times) $= \dfrac{\text{Total Current Assets}}{\text{Total Current Liabilities}}$

FINANCIAL RATIOS USED

Working Capital (JD) = **Total Current Assets - Total Current Libailities**

Gross Marging % = $\dfrac{\textbf{Gross Profit X 100}}{\textbf{Operating Revenues}}$

Marging Before Interest & Tax % = $\dfrac{\textbf{Income Before Interest \& Tax X 100}}{\textbf{Operating Revenues}}$

Profit Margin (%) = $\dfrac{\textbf{Net Income X 100}}{\textbf{Operating Revenues}}$

Interest Coverage Ratio (times) = $\dfrac{\textbf{Net Income Before Interest \& Tax}}{\textbf{Interest Expenses}}$

Total Assets Turnover (times) = $\dfrac{\textbf{Operating Revenues}}{\textbf{Total Assets}}$

Fixed Assets Turnover (times) = $\dfrac{\textbf{Operating Revenues}}{\textbf{Total Fixed Assets}}$

Working Capital Turnover (times) = $\dfrac{\textbf{Operating Revenues}}{\textbf{Working Capital}}$

Gross Marging % = $\dfrac{\textbf{Gross Profit X 100}}{\textbf{Net Sales}}$

Margin Before Interest & Tax % = $\dfrac{\textbf{Income Before Interest \& Tax X 100}}{\textbf{Net Sales}}$

Profit Margin (%) = $\dfrac{\textbf{Net Income X 100}}{\textbf{Net Sales}}$

Total Assets Turnover (times) = $\dfrac{\textbf{Net Sales}}{\textbf{Total Assets}}$

Fixed Assets Turnover (times) = $\dfrac{\textbf{Net Sales}}{\textbf{Total Fixed Assets}}$