



His Majesty King Abdullah II Ibin Al-Hussain


Al-Eqbal Investment Co. is an investment company owning industrial companies:

1. International Tobacco \& Cigarette Co. (WLL). It manufactures high quality cigarettes complying with its core values which depend on the high quality product, suitable price and qualified staff. It takes a remarkable place among the industrial companies by providing international products which are locally manufactured.
2. AI-Fakher Tobacco Trade Co.

It manufactures high quality products of flavored tobacco
3. Arab Cigarette Distribution Co. It distributes cigarettes produced by International Tobacco \& Cigarette Co. in Aqaba Economic Zone.



Mr. Tawfik Fakhoury Chairman of the Board


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## Board of Directors

## Chairman

Tawfiq Shaker Fakhouri

## Vice Chairman \& General Manager

Samer Tawfiq Shaker Fakhouri

## Directors

Walid Tawfiq Shaker Fakhouri

## Ibrahim Rashid Abdul Mene'm AI Juba

Yahya Zakariya Qadamani
Representative of AI Eqbal Co. for General Trade

## Abdul Rahman Talal Abdul Rahman Dakhmash

Rep. of Pearl Commercial Co. for Construction \& Investment

## Hasan Mohammad Hasan Hanafiyeh

Rep. Bank of Jordan as of 01.10.2008

## Yousef Mohamad Omer

Rep. Farah Company for Electrical \& Sanitary

## Adel Ramez Abu Durgham

Rep. of Zahra AI Urdun for Real-Estate Investment
Hassan Abdul Hafez Ibrahim Jaser
Rep. Arab Gulf Company for Investment \& Transportation as of 01.02.2008

## Haitham Mahmoud Qtaishat

Rep. of AI Yamama General Investment

## The Auditors

Messrs Ibrahim AI Abbasi \& Company

# Eqbal Investment Company's achievements and balance sheet as on 31.12.2008 and its plan of 2009. 

## Dear Shareholders

Greeting,,,",
On behalf of myself and all board of directors of Eqbal Investment Company, it is my pleasure to present to you our 16th annual report of the Company's achievements during 2008 and the business plan for the year 2009.

## Dear Shareholders ${ }^{\prime \prime,}$,

Since the beginning, we have worked on creating a special and distinguished corporate identity and established a strong base for a giant and developed national company which embraces the concepts of both innovative industry and profitable investment. We were able to establish a trustworthy reputation both nationally and internationally thus creating an elite investors base inside and outside the Kingdom.
The outstanding achievements of Eqbal Investment Co. were made possible by the dedication of its workers and their loyalty to the Mother Company and its subsidiaries.
The excellent financial results seen today are the outcome of accurate planning and concentration of all efforts. The Company employs knowledgeable experts in various fields, and applies best preparation and training programs to its staffs, at same time it provides its employees with motivations and privileges to insure their dedication. The company succeeded in forming a strong work force capable of implementing all necessary steps to achieve its goals and aspirations at the national, regional and international levels.
Our aim is to stay at the forefront and continuously reinforce our leading position and achieve our set targets by keeping up the continuous efforts to produce high quality brands of Cigarettes and Tobacco that meet our customers needs and reflect the real image of Eqbal Company.
As you see, the report indicates profits of JD 7.441 .076 during the last year; such number could not have been reached without the intensive efforts made by the Top Management, Executive Management and all people working for the Company.

## The Company's main activities:

1. Eqbal Investment Co. is a Company owning industrial companies: International Tobacco \& Cigarette Co. (wll It manufactures high quality cigarettes complying with its core values which depend on the high quality product, suitable price and qualified staff. It takes a remarkable place among the industrial companies by providing international products which are locally manufactured.
2. Al-Fakher Tobacco Trade Co.

It manufactures high quality products of flavored tobacco

## The Company's geographic locations and number of employees in each one:

The Company headquarter is in the Hashemite Kingdom of Jordan
Amman, Na'ur, P.O. Box 911145 Amman 11191
Tel: +962 65727901 Fax: +962 65727902
E-mail: info@eqbal-invest.com
Website: www.eqbal-invest.com
7 employees work there and no branches for the Company.
It is registered at the Ministry of Industry \& Trade under No. 218 on 01.06.1992, the Establishment national No. is 200022790

The Company's Capital Investment
It is 79,000,000 JDs on 31.12.2008.

## Subsidiary Companies Owned by the Company:

## 1. Al Fakher Tobacco for Trading \& Agencies:

## Limited Liabilities Company

Specialized in the distribution of flavored tobacco within the Jordanian market
Capital investment worth 30,000 JDs
100\% ownership
Headquarters in Amman Na'ur, the Hashemite Kingdom of Jordan
Amman, Na'ur, Umm Al-Basateen Triangle, Al-Quds St.; its team consists of 40 employees.
The Company has a branch in the 7th Circle Area for Hubble-Bubble delivery service, and 21 employees are mandated by the Main Branch to work there.
It owns AI Fakher Tobacco Trading in Ajman UAE with a capital investment of 11 million dollars.
It is registered at the Ministry of Industry \& Trade under No. 12208 on 30.05.2006, the Establishment national No. is 200010064.

## 2. International Tobacco \& Cigarette Co.:

Limited Liabilities Company
It manufactures cigarettes.
Capital investment worth 30,000 JDs
100\% ownership
Headquarters in Amman Na'ur, the Hashemite Kingdom of Jordan
Amman, Na'ur, Umm Al-Basateen Triangle, Al-Quds St.; its team consists of 393 employees.
The Company has no other branches.
It is registered at the Ministry of Industry \& Trade under No. 16206 on 16.04.2008, the Establishment national No. is 200094979.

## 3. The Arab Cigarette Distribution Company:

Limited Liabilities Company
Specialized in the distribution of cigarettes
Capital investment worth 30,000 JDs.
100\% ownership
Headquarters in Amman Na'ur, the Hashemite Kingdom of Jordan
Amman, Na'ur, Umm Al-Basateen Triangle, Al-Quds St.; its team consists of 3 employees.
The Company has no other branches.
It is registered at the Ministry of Industry \& Trade under No. 6321 on 04.09 .2000 , the Establishment national No. is 200022449.


| Name | National No. | Date of <br> Birth | Nationality | Certificate | Graduation Date | Position at Al Eqbal Investment Co., and Professional Experiences |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  | From | To |  |  |
| Board of Directors Members and their Representatives |  |  |  |  |  |  |  |  |  |
| Tawfiq Shaker Fakhouri | 9351011862 | 1935 | Jordanian | Businessman |  | 1987 | 2/8/07 | Bank of Jordan | Chairman of Board of Directors |
|  |  |  |  |  |  | 2001 | Till Now | Al Eqbal Investment Co./Amman | Chairman of Board of Directors |
|  |  |  |  |  |  | 2006 | Till Now | Zahrat AI-Urdun for Real Estate \& Hotels Investments | Chairman of Board of Directors |
| Samer Tawfiq Shaker Fakhouri | 9721050578 | 01/05/1972 | Jordanian | Bachelor of Business Administration | 1993 | 1995 | Till Now | Al Eqbal Investment Co./Amman | General Manager |
|  |  |  |  |  |  | 2001 | Till Now |  | Vice Chairman of Board of Directors |
|  |  |  |  |  |  | 2001 | 7/11/07 | Al-Eqbal Printing \& Packaging Co. | Chairman of Board of Directors |
|  |  |  |  |  |  | 04/2008 | Till Now | International Tobacco \& Cigarette Co. LTD | Chairman of Board of Directors |
| Waleed Tawfiq Shaker Fakhouri | 9721000980 | 12/02/1972 | Jordanian | Bachelor of Marketing | 1992 | 1992 | 1995 | Bank of Jordan | Employee |
|  |  |  |  |  |  | 1995 | 1999 |  | Executive Manager |
|  |  |  |  |  |  | 1999 | 2003 |  | General Manager Assistant for Investment Treasury |
|  |  |  |  |  |  | 2003 | 2004 |  | General Manager Assistant for Investment \& Branches |
|  |  |  |  |  |  | 2005 | Till Now |  | Board of Director Member |
|  |  |  |  | Master of Business Administration | 1999 | 2004 | Till Now | Arab Islamic Bank | Head of Board of Directors |
|  |  |  |  |  |  | 2001 | 2005 | Al Eqbal Investment Co./Amman | Board of Directors Member Representative- Al-Eqbal Jordanian Co. for General Trade |
|  |  |  |  |  |  | 2005 | 25/2/07 |  | Board of Directors Member Representativ - Bank of Jordan |
|  |  |  |  |  |  | 25/2/07 | Till Now |  | Board of Directors Member |
|  |  |  |  |  |  | 2003 | 7/11/07 | Al-Eqbal Printing \& Packaging Co. | Board of Directors Member |
|  |  |  |  |  |  | 2006 | Till Now | Zahrat AI-Urdun for Real Estate \& Hotels Investments | Vice Chairman of Board Directors |
| Ibrahim Rasheed Abdul Mene'm Juba | 9561017570 | 20/05/1956 | Jordanian | Tobacco Expert | 1980 | 1980 | 1992 | Jordan Tobacco Co. | Factory Manager Assistant/ Production Manager |
|  |  |  |  |  |  | 1992 | 31/12/06 | Al Eqbal Investment Co./Amman | General Manager Assistant |
|  |  |  |  |  |  | 2001 | 25/3/07 |  | Board of Directors Member Representative at Farah Co. for Electrical \& Sanitary Installation |
|  |  |  |  |  |  | 25/3/07 | Till Now |  | Board of Directors Member |
|  |  |  |  |  |  | 7/11/07 | Till Now | Al-Eqbal Printing \& Packaging Co. | Board of Directors Member Representative- Lo'lo'a Trade Co. for Construction \& Investment |



Board of Directors Member Representative- Arab Gulf
Board of Directors Member Representativ - Bank of Jordan
Programs Announcer \& Presenter
General Supervisor \& Queen Alia' Airport Customhouse
Manager/ Amman Civil Airport
President Consultant/ Securities Commission General Coordinator
Media Consultant
Board of Directors Member Representative-AI-Yamama
General Investment Co.
Board of Directors Member Representative- Lo'lo'a
Board of Directors Member Representative- Arab Gulf
Investments \& Public Transportation Co. General Manager General Manager
Head of Directors Commission \& General Agent Head of Directors Commission \& General Agent
Board of Directors Member Board of Directors Member
Board of Directors Member Board of Directors Member Representative - Arab Gulf
Investments \& Public Transportation Co. Vice Chairman of Board Directors Board of Directors Member Board of Directors Member
Board of Directors Member Representative- Al-Eqbal Board of Directors Member Repres
Jordanian Co. for General Trade
Board of Directors Members and their Representatives
1964 High Art Trade Co.
High Fashion Clothes Co.
International Clothes Co.
Al-Ahliya Industrial Co.
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Till Now
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Trust International Transportation Co.
Tourism to Holy Lands Co./Jerusalem Italian Airlines - General Agent/Jordan Jet Tourist Co.
Bank of Jordan Co.
Arab Islamic Bank Co.
Al-Eqbal Printing \& Packaging Co.


| 1988 |
| :---: |
| 2004 |
| 1997 |
| 2005 |
| Till Now |

Till Now



|  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |

Bachelor
of Business 1972
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|  |
| :---: |



Haitham Mohammad
Ali Qteshat
Yehya Zakariya
Mohammad Al-
Qadamani
Names of Board of Directors Members, and Top Management Members and Information about Each of Them


| Shareholders who own more than 5\% of the Company's capital |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Shareholder's Name | Shares | Percentage | Shares | Percentage |
| Tawfeeq Shaker Khader Fakhouri | $3,255,948$ | $16,280 \%$ | $3,255,948$ | $16,280 \%$ |
| Bank of Jordan Company | $2,848,425$ | $14,242 \%$ | $2,848,425$ | $14,242 \%$ |
| Jordan Eqbal for General Trade | $1,932,915$ | $9,665 \%$ | $1,932,915$ | $9,665 \%$ |
| Arab Gulf Company for Investment \& Transportation | 6,666 | $0,033 \%$ | $3,307,716$ | $16,539 \%$ |
| Total | $8,043,954$ | $40,220 \%$ | $11,345,004$ | $56,725 \%$ |

## The Company Market Position:

The Company makes more efforts to maintain its share in the local market and expand its exportation range of cigarettes and flavored tobacco in order to strengthen its competitive position through its sales of the local brands and Phillip Morris' Company's brands according to policies depending on a lot of studies about both national and exportation markets.
In spite of the hard competition, smuggling markets range expansion and the production high cost, the Company will keep producing various kinds of cigarettes and flavored tobacco with international quality especially the French tobacco with its own trade marks or the product of Phillip Morris Company that has an outstanding relation to (the International Tobacco \& Cigarette Co.); this relation is continuously developed through cooperation in several technical and market fields which led to build a factory for preparing tobacco with high quality standards.
The Company emphasizes its adherence to make its promotional and marketing plans in conformity with the applicable laws and regulations issued by the competent entities. It adheres not to breach the same with illegal promotion for cigarette and flavored tobacco products.

- Company's local markets (by subsidiaries) all governorates and cities of the Kingdom.
- Company's markets abroad (by Tobacco Company) Iraq, Iran, Yemen and Libya.
- Company's markets abroad (by Al Fakher Company) 45 states.
-The Company's share in the whole local market is about 40\%.
The extent of depending on particular suppliers or main clients nationally and internationally:

| Suppliers |  |  |
| ---: | :--- | :---: |
| No. | Supplier's Name | Percentage of total purchases |
| 1 | Phillip Morris | $49 \%$ |
| 2 | Rahman Khan | $12 \%$ |
| 3 | Eqbal for Printing \& Packaging | $11 \%$ |


| Clients |  |  |
| :---: | :--- | :---: |
| No. | Supplier's Name | Percentage of total company's sales \& revenues |
| 1 | Al-Rapan Trade Company | $41 \%$ |
| 2 | Al Masbah Company | $16 \%$ |
| 3 | Parisian Tobacco Company | $12,5 \%$ |
| 4 | Mohammad Karim Abu Rashed | $10 \%$ |

## Government Protection or Privileges of the Company or any of its Products:

Al Eqbal Investment Company does not have any government protection for its products except the Intellectual Property \& Trade Mark Law.

## Decisions Made by the Government or International Organizations that Have Material Effect on the Company's Work and Competitive Abilities:

The Company adopts the international standards quality in the industry by affixing the necessary health warnings on the cigarette and flavored tobacco cans produced by the subsidiary companies pursuant to the decisions made with respect thereto.

## Qualification \& Training Programs for the Company's Employees:

Believing in the qualified and trained human element, the Company continued the qualification and training programs for its employees. It also continued applying the human resources strategy that aims to develop its human resources abilities, provide administrative proficiencies and develop relationships of the individuals and workgroup solidity in order to reinforce their loyalty spirit and improve their living standards through its several social programs such as:

1. Social programs: the company organizes several and various social programs for its employees to reinforce their spirit of loyalty.
2. Work Safety: the company takes care of its employees' safety by holding cultural programs and courses and making precautions to avoid injuries.
3. Healthcare: the Company periodically makes the necessary checkups of various sicknesses and provides its employees with the necessary vaccines, and it adheres to daily providing a doctor in the Company to review and oversee the employees' health situations. The Company's clinic was equipped with a cardiograph, so the clinic became integrated and equipped with an ambulance with the instruments to be used for relieving the workers in case of injury.
4. Medical Insurance: the Company provides its employees and their families with developed and excellent medical insurance including serious illnesses not included by the most kinds of insurance.
5. Daily meals: since its foundation, the Company has been supporting the daily meals to be given for low prices, and it agreed with high standard food company to supply and provide meals.
6. Transportation means: the company provides modern transportation means to all its workers by a specialized and distinguished transportation company.
7. Workers' children education: the Company adopted the education of its workers' children excellent in the Secondary school certificate to be educated in the governmental universities of Jordan; and it also educates its workers' children in the governmental or private schools.
8. Social Committee: the Social Committee plays a key social role by making a number of sport activities, entertainment picnics and purposeful social programs as well as supporting the employees with limited income.
9. Perfect Employee: in order to motivate employees and prompt them toward more productivity, the Company continued applying the Perfect Employee System per month and the best leader and employee throughout the year.
10. The Periodical: the Public Relations Department issues fortnight periodical in which it deals with the most important recent developments and emphasizes the employees' participations and achievements; it has a positive effect on improving the communication channels and spreading knowledge and news well.

| The number of employees of the Mother Company and Subsidiary Companies |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Education | Al Eqbal Investment Co. | ITC | Al Fakher Tobacco \& Agencies | Arab Co. |
| Doctorate | 0 | 0 | 0 | 0 |
| Master | 0 | 6 | 0 | 1 |
| Higher Diploma | 0 | 0 | 0 | 0 |
| Bachelor | 4 | 66 | 11 | 1 |
| Diploma | 1 | 55 | 8 | 0 |
| Secondary | 2 | 46 | 5 | 0 |
| Less than Sec | 0 | 199 | 16 | 1 |
| Vocational | 0 | 21 | 0 | 0 |
| Total | 7 | 393 | 40 | 3 |


| Technical Cert. | Al Eqbal Investment Co. | ITC | Al Fakher Tobacco \& Agencies | Arab Co. |
| :--- | :---: | :---: | :---: | :---: |
| MCSA |  | 1 |  |  |
| MCSE |  | 1 |  |  |
| MCP |  | 2 |  |  |
| CCNA | 1 |  |  |  |
| JCPA | 1 |  |  |  |
| Total | $\mathbf{1}$ | $\mathbf{5}$ |  | 0 |


| The Courses Held for the Company's Employees |  |
| :--- | :---: |
| Course Name | Number of Employees joining the course |
| Marine Insurance | 10 |
| International Symbolization Criteria Application | $\mathbf{2}$ |
| Fundamental Knowledge of Manufacture \& Tobacco Raw Material | $\mathbf{2}$ |
| Type \& Specifications | 10 |
| Financial Skills for Non-Financials | 21 |
| First Aid Courses | 56 |
| General Safety Courses | $\mathbf{2 7}$ |
| Workshop for Work Injuries \& How to Limit them | $\mathbf{1}$ |
| Seminar in Energy Economization in Industry | $\mathbf{4}$ |
| PLC Software Training | 6 |
| Simatic S7 Tia | 1 |
| Human Capital Competencies | 1 |
| Competency Based System | 26 |
| Quality Measurement in Piercing | 167 |
| Total beneficiary employees |  |

The organizational structure of Al-Eqbal for investment


## Board of Directors




The Organizational Structure Of Al-Fakher Tobacco for Trading Agencies Com


The Organizational Structure Of The Arab Cigarettes Distribution Com


## Risks to which the Company is Exposed:

The risks that faced the Company can be summarized as follows:

1. As a result of tax value increase, these decisions contributed to promoting the importation of smuggled brands of the cigarettes and trademarks, sold in the local market, from the adjacent countries to be sold for lower prices.
2. Unknown entities have illegally produced forged (imitated) brands similar to the Company's ones with lower quality for the purpose of damaging the Company's reputation and decreasing the demand of its products.
3. Changing the governmental laws and legislations and their negative effect on the Company's strategy and objectives.

The achievements realized by the Company during the financial year:

1. Completing the restructure of the Company by changing the Company's name from International Tobacco \& Cigarettes Co. to Eqbal Investment Co..
2. Founding and registering a subsidiary company named International Tobacco \& Cigarettes Co. L.L.C completely owned by the Mother Company.
3. Building a Tobacco Preparation Factory in cooperation with Phillip Morris Co. which is considered the most modern in the Region for producing minced tobacco with international specifications and a cost of USD 12 millions.
4. Constructing AI Fakher's building in Ajman/ UAE to go in conformity with the increased demand for flavored tobacco products.
5. Transferring the flavored tobacco factory and the administration to the new building in Ajman/ UAE.
6. Purchasing and installing a production and manufacturing machine of Al Fakher flavored tobacco with a capacity of 50 g .
7. Reinforcing and keeping our brands available in the exportation markets.

The International Effect of Operations with an infrequent Nature Occurred during the Financial Year and not Included in the Company's Main Activity:
There is no infrequent operations during the financial year which are not included the company main activities.

## The financial analysis of the company's operations and results for the financial year

 Introduction:During 2008 and in the light of the decision made by its General Assembly in the extraordinary meeting held on 03.03.2008, the Company restructured itself in order to provide the Administration with more flexibility to enable it to make the appropriate strategic plans in the right time, implement and observe its investment plans and to make the studies necessary for increasing the Company's profits in various fields.
The Company made the following procedures:

1. The Company's name was changed from International Tobacco \& Cigarettes Co. P.J.S. to Eqbal Investment Co. P.J.S.; and its Articles of Incorporation and main bylaw to go in conformity with the Company's main activity of the investment objectives.
2. Registering and establishing a subsidiary company holding the name of the International Tobacco \& Cigarettes

Co. L.L.C to practice the main activity of manufacturing and producing tobacco and cigarettes to which the Mother Company's activities related to this industrial activity were transferred.
The financial and accounting notes and data have arisen as consolidated including the financial and accounting data of the Mother Company and subsidiary companies.

## Subsidiary Companies:

- The International Tobacco \& Cigarettes Co. is a Limited Liability Company with a capital of JD 30,000 and 100\% ownership, and it operates in the tobacco and cigarettes industry and production field.
- Arab Cigarette Distribution Co. is a Limited Liability Company with a capital of JD 30,000 and 100\% ownership, and it operates in the cigarettes distribution field in the Economic Zone (Aqaba).
- Al Fakher Tobacco for Trading \& AgenciesCo. is a Limited Liability Company with a capital of JD 30,000 and 100\%
ownership, and it operates in the flavored tobacco trade and distribution field and other investments such as its subsidiary company in Ajman (UAE).
- Al Fakher Tobacco Trade Co. is a Limited Liability Company located in Ajman with a capital of DRH 40,000,000 equivalent to JD 7,720,000 and 100\% ownership, and it operates in the flavored tobacco production, trade and distribution field locally (in UAE), regionally (in Gulf Cooperation Council Countries, Iraq and Iran) and internationally (worldwide).
-The united company's sales reached JD 66,562,957 in 2008 against JD 52,148,233 in 2007; the increase reached JD 14,414,724 with a percentage of $27,64 \%$.

The Development of the Net Sales of the Domestic Market


The Development of the Net Export Sales


| Balance Sheet |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Assets | 1999 | 30/11/2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 |
| Current Assets |  |  |  |  |  |  |  |  |  |  |
| Cash On Hand \& At Banks | 170,191 | 38,140 | 1,547,673 | 302,292 | 380,893 | 223,164 | 551,600 | 1,644,360 | 1,545,059 | 6,083,061 |
| Cheques Under Collection | 297,881 | 158,480 | 290,355 | 2,232,397 | 312,532 | 324,625 | 240,396 | 932,014 | 780,737 | 1,188,728 |
| Net Accounts Receivable | 915,943 | 1,629,778 | 2,998,454 | 3,297,526 | 598,501 | 3,245,672 | 4,178,468 | 6,791,051 | 10,794,240 | 8,886,911 |
| Net Inventory | 6,604,431 | 12,175,006 | 10,066,979 | 12,485,288 | 13,763,697 | 19,031,658 | 18,740,605 | 17,017,608 | 16,769,428 | 17,732,772 |
| Spare Parts Warehause | 1,437,091 | 1,782,748 | 2,197,174 | 3,132,602 | 3,442,219 | 3,362,649 | 3,433,542 | 3,937,399 | 3,267,318 | 3,598,379 |
| Magin \& Exbenses On Letters Of Credit | 29,520 | 252,329 | 490,148 | 178,750 | 9,641 | 743,223 | 0 | 26,922 | 7,112 | 146,221 |
| Goods In Transit | 93,062 | 748,433 | 0 | 1,192,006 | 1,235,496 | 0 | 222,675 | 308,772 | 37,023 | 44,548 |
| Other Receivable | 297,567 | 429,315 | 404,483 | 406,714 | 514,225 | 516,198 | 351,293 | 1,662,543 | 1,913,974 | 1,424,248 |
| Total Current Assets | 9,845,686 | 17,214,229 | 17,995,266 | 23,227,575 | 20,257,204 | 27,447,189 | 27,718,579 | 32,320,669 | 35,114,891 | 39,104,868 |
| Available For Sale Securities | 1,318,757 | 7,696,878 | 12,051,998 | 5,799,360 | 4,260,262 | 6,987,875 | 11,571,815 | 9,389,433 | 3,138,834 | 3,351,256 |
| Investments In Land | 0 | 0 | 861,171 | 861,171 | 622,232 | 622,232 | 622,232 | 622,232 | 281,682 | 281,682 |
| Investments In Associated Companies | 0 | 0 | 0 | 3,948,697 | 4,882,010 | 4,841,090 | 4,847,624 | 916,145 | 856,474 | 942,321 |
| Non-current Assets |  |  |  |  |  |  |  |  |  |  |
| Fixed Assets-net Of Accumulated Deprecation | 13,701,451 | 17,859,400 | 19,929,179 | 24,811,625 | 22,563,965 | 20,209,100 | 18,746,817 | 24,186,446 | 28,110,738 | 28,611,419 |
| Goodwill | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6,602,986 | 6,602,986 | 6,602,986 |
| New Prodacts \& Tradmark Expenses-net | 31,566 | 39,648 | 80,640 | 67,383 | 59,859 | 20,798 | 0 | 0 | 0 |  |
| Stork Key Money After Amortization | 0 | 0 | 2,917 | 2,217 | 1,517 | 817 | 117 | 0 | 0 | 0 |
| Total Assets | 24,897,460 | 42,810,155 | 50,921,171 | 58,718,028 | 52,647,049 | 60,129,101 | 63,507,184 | 74,037,911 | 74,105,605 | 78,894,532 |
| Liabilities \&shareholders Equity |  |  |  |  |  |  |  |  |  |  |
| Current Liabilities |  |  |  |  |  |  |  |  |  |  |
| Bank Overdafts | 1,183,530 | 3,345,056 | 893,568 | 4,804,389 | 0 | 8,017,519 | 8,102,446 | 12,667,694 | 8,342,816 | 2,787,644 |
| Accounts\& Notes Payable | 3,036,617 | 6,542,039 | 5,347,420 | 11,155,800 | 5,955,979 | 4,880,997 | 3,091,289 | 6,445,340 | 6,724,202 | 5,471,209 |
| Other Payables | 1,910,011 | 6,519,664 | 7,371,423 | 4,776,557 | 3,534,443 | 2,911,737 | 3,224,171 | 6,321,317 | 5,879,004 | 3,643,016 |
| Loans- Current Portion | 154,141 | 790,578 | 354,500 | 0 | 0 | 0 | 0 | 8,400,000 | 7,626,036 | 13,135,000 |
| Bonds-Current Portion | 700,000 | 700,000 | 1,400,000 | 700,000 | 0 | 0 | 5,000,000 | 0 | 0 | 0 |
| Total Current Liabities | 6,984,299 | 17,897,337 | 15,366,911 | 21,436,746 | 9,490,422 | 15,810,253 | 19,417,906 | 33,834,351 | 28,572,058 | 25,036,869 |
| Bonds Long Terms | 0 | 3,500,000 | 0 | 0 | 5,000,000 | 5,000,000 | 0 | 0 | 0 |  |
| Long-term loans | 2,100,000 | 1,400,000 | 0 | 0 | 0 | 0 | 0 | 1,433,333 | 5,625,000 | 17,725,000 |
| End Of Service Indemnities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 560,072 | 729,759 |
| Total Liabilities | 9,084,299 | 22,797,337 | 15,366,911 | 21,436,746 | 14,490,422 | 20,810,253 | 19,417,906 | 35,267,684 | 34,757,130 | 43,491,628 |
| Shareholders Equity |  |  |  |  |  |  |  |  |  |  |
| Capital | 12,000,000 | 12,000,000 | 14,304,675 | 15,000,000 | 15,000,000 | 15,000,000 | 16,500,000 | 20,000,000 | 20,000,000 | 20,000,000 |
| Stocks Owned By Subsidiary,s Company | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(97,492)$ | 0 | 0 |
| Statutory Reserve | 875,012 | 1,329,737 | 2,108,263 | 3,062,398 | 3,687,781 | 3,750,000 | 4,109,814 | 4,150,838 | 4,687,387 | 5,000,000 |
| Volunatry Reserve | 1,129,558 | 2,039,008 | 5,388,696 | 6,342,831 | 6,968,214 | 7,446,377 | 7,806,191 | 4,306,191 | 4,306,191 | 3,178,307 |
| Proposed Dividends | 0 | 1,800,000 | 2,860,935 | 4,125,000 | 4,500,000 | 4,500,000 | 0 | 0 | 0 | 0 |
| Unrealized Gain From Securities | 0 | 0 | 6,701,203 | 2,749,420 | 1,998,323 | 2,858,000 | 7,491,931 | 3,208,160 | 1,482,785 | (86,922) |
| Retaind Earnings | 1,808,591 | 2,844,073 | 4,190,488 | 6,001,633 | 6,002,309 | 5,764,471 | 8,181,342 | 4,251,992 | 8,872,112 | 7,311,519 |
| Total | 15,813,161 | 20,012,818 | 35,554,260 | 37,281,282 | 38,156,627 | 39,318,848 | 44,089,278 | 35,819,689 | 39,348,475 | 35,402,904 |
| Net Minority | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,950,538 | 0 | 0 |
| Net Shareholders Equity | 15,813,161 | 20,012,818 | 35,554,260 | 37,281,282 | 38,156,627 | 39,318,848 | 44,089,278 | 38,770,227 | 39,348,475 | 35,402,904 |
| Liabilities \&shareholders Equity | 24,897,460 | 42,810,155 | 50,921,171 | 58,718,028 | 52,647,049 | 60,129,101 | 63,507,184 | 74,037,911 | 74,105,605 | 78,894,532 |


| Income Statement |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| List | 1999 | 30/11/2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 |
| Net Sales | 21,040,057 | 27,512,168 | 44,005,105 | 49,258,508 | 41,724,256 | 41,803,188 | 36,436,212 | 51,102,637 | 52,148,233 | 66,562,957 |
| Cost Of Good Sold | $(16,816,509)$ | (20,686,770) | (32,694,168) | $(37,583,991)$ | (34,302,174) | (34,388,018) | (30,587,571) | $(42,405,392)$ | $(43,941,333)$ | (50,191,311) |
| Gross Profit | 4,223,548 | 6,825,398 | 11,310,937 | 11,674,517 | 7,422,082 | 7,415,170 | 5,848,641 | 8,697,245 | 8,206,900 | 16,371,646 |
| General\&adminstrative Expenses | $(638,612)$ | $(682,211)$ | $(1,079,790)$ | $(1,260,146)$ | $(948,376)$ | $(1,141,390)$ | $(1,432,755)$ | $(2,358,746)$ | $(1,982,459)$ | $(2,467,531)$ |
| Selling \&distribution Expenses | $(530,337)$ | $(914,899)$ | $(2,606,716)$ | $(3,153,536)$ | $(2,909,037)$ | $(2,523,292)$ | $(2,500,514)$ | $(4,044,847)$ | $(3,358,312)$ | $(4,166,238)$ |
| Amortization | $(159,493)$ | $(17,119)$ | $(3,967)$ | $(54,497)$ | $(73,234)$ | $(94,554)$ | $(53,266)$ | 0 | 0 | 0 |
| Slow Moving Inventory | 0 | 0 | $(131,988)$ | $(161,090)$ | (127,631) | $(169,019)$ | (199,380) | $(735,489)$ | $(231,161)$ | $(140,659)$ |
| Period Expenses | (1,328,442) | $(1,614,229)$ | $(3,858,461)$ | $(4,629,269)$ | $(4,058,278)$ | $(3,928,255)$ | $(4,185,915)$ | $(7,139,082)$ | $(5,571,932)$ | $(6,774,428)$ |
| Profit From Investing In Associated Companies | 0 | 0 | 0 | 448,607 | 266,661 | 213,761 | 0 | 0 | 0 | 0 |
| Profit From Investing In Subsidiary Companies | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Profit (Loss) of Sale Of Securities | 0 | 0 | $(1,124)$ | 2,178,427 | 2,678,961 | 2,261,185 | 2,403,795 | 0 | 4,361,732 | 0 |
| Adjustment Of Company Share On Associated Companies | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 214,703 | 0 | 0 |
| Increaase Of Shareholders Equity For Associated Companies | 0 | 0 | 0 | 0 | 335,767 | 0 | 0 | 0 | 0 | 0 |
| Interest Expense | $(631,493)$ | $(680,679)$ | $(579,740)$ | $(461,933)$ | (537,542) | $(541,232)$ | $(579,689)$ | $(1,083,900)$ | $(1,398,899)$ | $(1,752,707)$ |
| Other Income (Expenses) | (160,644) | 16,758 | 85,424 | 346,871 | 151,904 | 7,892 | 125,552 | $(37,734)$ | 91,202 | 517,093 |
| Net Income Before Minority Rights | 2,102,969 | 4,547,248 | 6,957,036 | 9,557,220 | 6,259,555 | 5,428,521 | 3,612,384 | 651,232 | 5,689,003 | 8,361,604 |
| Minority Rights | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(112,783)$ | 0 | 0 |
| Provision For Subsidiary, Sc c. | 0 | 0 | 0 | 0 | 0 | 0 | $(15,886)$ | (128,211) | $(338,905)$ | (712,632) |
| Profit After Net Equity And Before Tax Provision | 2,102,969 | 4,547,248 | 6,957,036 | 9,557,220 | 6,259,555 | 5,428,521 | 3,596,498 | 410,238 | 5,350,098 | 7,648,972 |
| Provision For Jordanian Universities | $(21,030)$ | $(45,472)$ | $(69,570)$ | $(95,413)$ | $(62,538)$ | $(54,038)$ | $(35,981)$ | $(4,102)$ | $(53,655)$ | $(76,448)$ |
| Provision For Scientific \& Vocational Training | (21,030) | $(45,472)$ | $(69,570)$ | $(95,413)$ | $(62,538)$ | $(54,038)$ | $(35,981)$ | $(4,102)$ | $(53,655)$ | $(76,448)$ |
| Board Of Directors Remuneration | $(41,250)$ | 0 | $(55,000)$ | $(48,616)$ | $(55,000)$ | $(55,000)$ | $(55,000)$ | $(22,000)$ | $(55,000)$ | $(55,000)$ |
| Provision For Education \& Training Fund | 0 | 0 | 0 | $(76,622)$ | $(51,778)$ | $(49,584)$ | $(28,047)$ | $(1,976)$ | (41) | 0 |
| Other Provision | 0 | 0 | 0 | $(185,000)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Income Tax Provision | 0 | (256,647) | $(410,000)$ | $(507,257)$ | (273,804) | (299,940) | (239,791) | 0 | 0 | 0 |
| Net Income After Tax \& Provision | 2,019,659 | 4,199,657 | 6,352,896 | 8,548,899 | 5,753,897 | 4,915,921 | 3,201,698 | 378,058 | 5,187,747 | 7,441,076 |
| Retained Earnings- Beginning Of Year | 197,717 | 1,808,591 | 2,844,073 | 4,190,488 | 6,001,633 | 6,002,309 | 5,764,471 | 8,181,342 | 4,251,992 | 8,872,112 |
| Capitalization From Retained Earning | 0 | 0 | 0 | $(695,325)$ | 0 | 0 | 0 | 0 | 0 | 0 |
| Paid Out Dividends | $(51,281)$ | 0 | $(58,437)$ | $(9,159)$ | 0 | 0 | 0 | $(4,125,000)$ | 0 | (10,000,000) |
| Adjustment Of Profit On Associated Companies | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(114,604)$ | $(59,670)$ | 85,847 |
| Prior Years Adjustments | 0 | 0 | 0 | 0 | $(2,455)$ | $(113,377)$ | $(65,199)$ | $(26,780)$ | 28,592 | 97,213 |
| Retained Earings(Loss) - Ending Balance To Be Approprited As Follow | 2,166,095 | 6,008,248 | 9,138,532 | 12,034,903 | 11,753,075 | 10,804,853 | 8,900,970 | 4,293,016 | 9,408,661 | 6,496,248 |
| Transfer To Statutory Reserve | 210,297 | 454,725 | 695,703 | 954,135 | 625,383 | 62,219 | 359,814 | 41,024 | 536,549 | 312,613 |
| Transfer To Voluntary Reserve | 147,207 | 909,450 | 1,391,406 | 954,135 | 625,383 | 478,163 | 359,814 | 0 | 0 | $(1,127,884)$ |
| Proposed Dividends To Shareholders | 0 | 1,800,000 | 2,860,935 | 3,000,000 | 4,500,000 | 4,500,000 | 0 | 0 | 0 | 0 |
| Retained Earnings- End Of Period | 1,808,591 | 2,844,073 | 4,190,488 | 7,126,633 | 6,002,309 | 5,764,471 | 8,181,342 | 4,251,992 | 8,872,112 | 7,311,519 |
| Total | 2,166,095 | 6,008,248 | 9,138,532 | 12,034,903 | 11,753,075 | 10,804,853 | 8,900,970 | 4,293,016 | 9,408,661 | 6,496,248 |


| Profits distributed by the Company: |  |  |  |  |  |  |
| :--- | ---: | ---: | :---: | ---: | ---: | ---: |
| Distribution year | 2003 | 2004 | 2005 | 2006 | 2007 | Total |
| Shares | 0 | $1,500,000$ | $3,500,000$ | 0 | 0 | $5,000,000$ |
| Percentage | 0 | $10 \%$ | $21 \%$ |  |  |  |
| Cash | $4,500,000$ | $4,500,000$ | $4,125,000$ | 0 | $10,000,000$ | $23,125,000$ |
| Cash profit distributed percentage | $30 \%$ | $30 \%$ | $25 \%$ |  | $50 \%$ |  |
| Total profits | $4,500,000$ | $6,000,000$ | $7,625,000$ |  | $10,000,000$ | $28,125,000$ |
| Distributed profits percentage/ Capital | $30 \%$ | $40 \%$ | $46 \%$ | $0 \%$ | $50 \%$ |  |

The Company's net profits, before taxes, reached JD 8,361,604 against JD 5,689,003 in the previous year. The profits resulting from stocks and lands vendition in 2007 were JD 4,654,742 of that year's profits, so the operational profits were JD $1,034,261$; therefore, the Company realized a giant leap in 2008 by realizing operational profits of more than eightfold comparing to 2007.

The Development of Net Profit


As a result of the modification made to the policies of selling the Mother Company's products as well as the national subsidiary companies in the field of cigarettes sales and distribution regarding the modification of the prices, Al Eqbal Investment Co., represented by its subsidiary companies specialized in tobacco and cigarettes production and sale, realized profits of JD 41,111 despite bearing bank expenses, interests and commissions of JD 1,752,707 used for financing, purchasing, operating and developing AI Fakher Co. in Ajman, in addition to funding the Company's local projects of constructing the conversional tobacco factory to meet the highest quality of the Company's products, in comparison with operational losses of JD 1,770,575 in 2007.

Shareholders' net equity: shareholders' net equity reached JD 35,402,904 in 2008 against JD 39,348,475 in 2007. The decrease was JD 3,945,571 i.e. 10\% between the profits distributed to the shareholders JD10 million, and the fair value of the Company's investments in the shares decreased to JD 1,569,707 due to the circumstances of both national and international stock markets, the net profits gained by the Company reaching JD 7,311,519 and the statutory reserve of JD 312,613.

The Development of the Rights of Shareholders


The Book Value with the Market Value of Company Shares


The Company's working capital increased from JD 5,756,204 in 2007 to JD 14,067,999 in 2008. This indicates the Company's power, strength and ability to fulfill its liabilities and the universal trust of the different financing entities; in addition, the Company replaced a major part of its short-term loams with long-term ones, and the circulation percentage increased from $120 \%$ in 2007 to $156 \%$ in 2008.

The Development of Net Sales Compared with Sales and Administrative Expenses


The percentage gross profits to the sales reached approximately $25 \%$ against $16 \%$ in 2007, and the general and administrative expenses and selling and distribution expenses decreased from 3,8\%, 6,5\% to 3,7\%, 6,26\% successively. On the other hand, the financing cost increased due to the increase with the bank loans and facilitations necessary for the Company's expansion and development. The following are some of the Company's financial percentages for comparison:

| Financial Percentage |  |  |
| :--- | :---: | :---: |
|  | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 7}$ |
| Net profit after provisions/ sales | $11.5 \%$ | $9.95 \%$ |
| Investment revenue percentage | $9.5 \%$ | $7 \%$ |
| Equity revenue percentage | $21 \%$ | $13.2 \%$ |
| Equity/ fixed assets | $124 \%$ | $140 \%$ |
| selling and distribution exp. /sales | $6.26 \%$ | $6.44 \%$ |
| general \& administrative exp./sales | $3.7 \%$ | $3.8 \%$ |
| Bank expenses/sales | $2.64 \%$ | $2.68 \%$ |
| Earning per share. | 0.380 | 0.258 |

## 2008

## The Company's important developments and future plan for minimum one following year:

Depending on its belief in the local market importance as the major consumer of its products, and on its strategy aiming to extend its international markets, the Company takes the following actions:

1. Making studies about the Jordanian markets and the targeted markets to be aware of these markets needs and link them to the Company's future plans.
2. Varying the markets of its products, and not depending on the customary markets.
3. Completing phase 2 of AI Fakher Factory in the Free Zone of UAE.
4. Reinforcing the flavored tobacco products brands in the current markets, and looking for new markets.
5. Going on developing the training methodology in order to develop the skills, knowledge and values of the human resources.
6. Going on reinforcing the Company's adherence to and compliance with the applicable laws, legislations and regulations.

The auditor fees to the Company and subsidiary companies.

| Fees for the services provided to the Company and subsidiary companies: |  |
| :--- | :---: |
| Statement | Amount |
| Al Eqbal Investment Co. | $\mathbf{7 , 5 0 0}$ |
| International Tobacco \& Cigarettes Co. | 1,250 |
| Arab Cigarette Distribution Co. | 1,250 |
| Al Fakher for Tobacco Trade \& Agencies | $\mathbf{1 , 2 5 0}$ |
| Total | $\mathbf{1 1 , 2 5 0}$ |

There are no more fees or dues to the auditor

| Shares owned by the Chairman and Directors of the Board, General Manager and Subordinate Directors and their Wives \& Minor Children In Al Eqbal Investment Company, the companies in which the Company is shareholder and the companies controlled by the Company |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | National No./ CenterNo. | Nationality | Name of company issuing seurity | Position in the company issuing security and/or companies in which the International Tobacco Company is shareholding | $\begin{gathered} \text { Election / joining } \\ \text { date } \end{gathered}$ | Representative person or relation capacity (husband/wife/hildren) | $\begin{aligned} & \text { Security } \\ & \text { type } \end{aligned}$ | Parvalue Dinar | Securities number as on 31/12/2007 | Securities number as on 31/12/2008 |
| Board of Directors Members \& their Representatives |  |  |  |  |  |  |  |  |  |  |
| Tawfiq Shaker Fakhouri | 9351011862 | Jordanian | Al Eqbal Investment Co. | Chairman of Board of Directors | 09/03/2005 |  | Stock | 1,000 | 3,255,948 | 3,255,948 |
|  |  |  | Bank of Jordan | Shareholder in a company shareholder in Al Eqbal Investment Co . |  |  | Stock | 1,000 | 25,136,852 | 25,727,555 |
|  |  |  | Zahrat AI-Urdun for Real Estate \& Hotels Investments | Chairman of Board of Directors |  |  | Stock | 1,000 | 356,260 | 360,679 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Shareholder in a company shareholder in AI Eqbal Investment Co . |  |  | Stock | 1,000 | 3,125 |  |
|  |  |  | Consultative Investment Group | Owning more than 5\% |  |  | Stock | 1,000 | 1,000,000 | 1,539,035 |
| Ne'mat Theeb Kamel Al-Nejem | 9462000302 | Jordanian | Zahrat Al-Urdun for Real Estate \& Hotels Investments | Board of Directors Member |  | Tawfig Fakhouri's Wife | Stock | 1,000 | 18,750 | 18,750 |
| Samer Tawfiq <br> Fakhouri | 9721050578 | Jordanian | Al Eqbal Investment Co. | General Manager | 1995 | Tawfiq Fakhouri's Son | Stock | 1,000 | 6,666 | 6,666 |
|  |  |  |  | Vice Chairman | 2001 |  |  |  |  |  |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Shareholder in a company shareholder in Al Eqbal Investment Co . | 2003 |  | Stock | 1,000 | 5,000 |  |
| Waleed Tawfiq Fakhouri | 9721000980 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 25/03/2007 | Tawfig Fakhouri's Son | Stock | 1,000 | 5,000 | 5,000 |
|  |  |  | Bank of Jordan | Board of Directors Member of a company Shareholder in a company shareholder in AI Eqbal Investment Co. |  |  | Stock | 1,000 | 5,813 | 5,813 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Shareholder in a company shareholder in AI Eqbal Investment Co. |  |  | Stock | 1,000 | 5,000 |  |
|  |  |  | Zahrat Al-Urdun for Real Estate \& Hotels Investments | Deputy Head of Board of Directors |  |  | Stock | 1,000 | 5,000 | 5,000 |
|  |  |  | Jet Tourist Transportation Co. | Bank of Jordan Board of Directors Member Representative in a company in which International Tobacco Co. is a Shareholder |  |  |  |  |  |  |
| Shaza Abdul Hameed Al-Dabbas | 9732038721 | Jordanian | Bank of Jordan | Shareholder in a company shareholder in AI Eqbal Investment Co . |  | Waleed Fakhouri's Wife | Stock | 1,000 | 203 | 203 |
| Mariam Waleed Fakhouri | 2000346160 | Jordanian | Bank of Jordan | Shareholder in a company shareholder in Al Eqbal Investment Co. |  | Waleed Fakhouri's Daughter | Stock | 1,000 | 20,060 | 20,060 |
| Rakan Waleed Fakhouri | 2000737776 | Jordanian | Bank of Jordan | Shareholder in a company shareholder in AI Eqbal Investment Co. |  | Waleed Fakhouri's Son | Stock | 1,000 | 8,958 | 8,958 |
| A'esha Waleed Fakhouri | 2001097308 | Jordanian | Bank of Jordan | Shareholder in a company shareholder in Al Eqbal Investment Co . |  | Waleed Fakhouri's Daughter | Stock | 1,000 | 2,422 | 2,422 |
| Bank of Jordan | 1105698671 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 09/03/2005 | Represented by Hasan Hanafiyeh | Stock | 1,000 | 2,848,425 | 2,848,425 |
|  |  |  | Jet Tourist Transportation Co. | Board of Directors Member in a company shareholder in AI Eqbal Investment Co. |  | Represented by Waleed Fakhouri | Stock | 1,000 | 1,080,000 | 1,080,000 |
|  |  |  | Concrete \& Supplies Co. | Board of Directors Member |  |  | Stock | 1,000 | 87,809 |  |
|  |  |  | Jordan Company for pioneer projects | Board of Directors Member |  | Represented by Mr. Sehrab Owais | Stock | 1,000 |  | 100,000 |
|  |  |  | Visa Smart Card Services | Board of Directors Member |  | Represented by Mohammad Anwar Hamdan | Stock | 1,000 |  | 415,740 |
|  |  |  | Trust \& Dubai Investment | Owning more than 5\% |  |  | Stock | 1,000 |  | 1,500,000 |
|  |  |  | International Bank of Jordan Co. | Board of Directors Member |  | Represented by Mr. Shaker Fakhouri | Stock | 1,000 | 1,565,000 | 1,565,000 |
|  |  |  | Sherco Securities Co./Syria | Owning more than 5\% |  |  | SL |  |  | 27,000,000 |
|  |  |  | Bank of Jordan Syria | Owning more than 5\% |  |  | Dollar |  |  | 14,773,870 |
|  |  |  | Tafawoq Financial Investment | Dependant company |  |  | Stock |  |  | 3,500,000 |
|  |  |  | Arab Islamic Bank | Owning more than $5 \%$ in a company owned by a subsidiary of Al Eqbal Investment Co. (The Arab Cigarettes Distribuition Co.) |  |  | Stock |  |  | 3,430,650 |
|  |  |  | Arab Palestine Warehousing | Owning more than 5\% |  |  | Stock |  |  | 250,000 |
|  |  |  | Trust Intermational Transportation Co. | Owning more than $5 \%$ in a company shareholder in AI Eqbal Investment Co. |  |  | Stock | 1,000 | 310,000 | 310,000 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Owning more than $5 \%$ in a company shareholder in AI Eqbal Investment Co. |  |  | Stock | 1,000 | 292,187 | 292,187 |
|  |  |  | Consultative Investment Group | Owning more than 5\% |  |  | Stock | 1,000 | 8,084,898 | 7,850,681 |


| Name | National No./ Center No. | Nationality | Name of company issuing security | Position in the company issuing security and/or companies in which the International Tobacco Company is shareholding | $\begin{gathered} \text { Election/joining } \\ \text { date } \end{gathered}$ | Representative person or relation capacity (husband/wife/children) | $\begin{aligned} & \text { Security } \\ & \text { type } \end{aligned}$ | Parvalue Dinar | Securities number as on 31/12/2007 | Securities number as on 31/12/2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Board of Directors Members \& their Representatives |  |  |  |  |  |  |  |  |  |  |
| Hasan Mohammad Hasan Halfeyeh | 9401006458 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member Representativ - Bank of Jordan | 01/10/2008 |  | Stock | 1,000 | 22,500 |  |
| Lo'lo'a Trade Co. for Construction \& Investment | 1109416944 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 09/03/2005 | Represented by Abdulrahman Talal Daghmash | Stock | 1,000 | 6,666 | 6,666 |
|  |  |  | Bank of Jordan | Board of Directors Member in a company shareholder in Al Eqbal Investment Co. |  | Represented by Dr.Mazen AI Basheer | Stock | 1,000 | 119,454 | 119,454 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Board of Directors Member in a company shareholder in AI Eqbal Investment Co. |  | Represented by Ibrahim Al-Ja'beh | Stock | 1,000 | 5,000 | 5,000 |
|  |  |  | Al-Theqa International Transportation Co . | Board of Directors Member |  | Represented by Awad Al-Tal | Stock | 1,000 | 5,000 | 5,000 |
| Abdul Rahman Talal Abdul Rahman Daghmash | 9641028819 | Jordanian | Al Eqbal Investment Co . | Board of Directors Member Representative - Lo'lo'a Trade Co. for Construction \& Investment | 12/03/2007 |  | Stock | 1,000 | 378,636 | 364,186 |
|  |  |  | Arab United Investors Co. | Board of Directors Member | 2004 |  | Stock | 1,000 | 3,942,485 | 3,506,680 |
|  |  |  | Jordan Construction Co. | Board of Directors Member | 2006 |  | Stock | 1,000 | 50,000 |  |
|  |  |  | Waha Insurance Co. | Board of Directors Member |  |  | Stock | 1,000 | 2,061 |  |
|  |  |  | Aman Securities Co . | Board of Directors Member | 2005 |  | Stock | 1,000 | 2,000,000 | 1,500,000 |
| Arab Gulffor Investment \& General Transportation | 1600866537 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 09/03/2005 | Represented by Hassan Abd Elhafez Jaser | Stock | 1,000 | 6,666 | 6,666 |
|  |  |  | Bank of Jordan | Board of Directors Member in a company shareholder in Al Eqbal Investment Co. |  | Represented by Yehya AIQadamani | Stock | 1,000 | 30,641 | 30,641 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Board of Directors Member in a company shareholder in Al Eqbal Investment Co. | 7/11/2007 | Represented by Adel Abu Dhargham | Stock | 1,000 | 5,000 | 5,000 |
|  |  |  | Al-Theqa International Transportation Co. | Board of Directors Member in a company shareholder in AI Eqbal Investment Co. |  | Represented by Haitham Mohammad Ali AI-Qteshat | Stock | 1,000 | 5,000 | 5,000 |
| Hassan Abdul Hafiz Ibrahim Jaser | 9551017827 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member Representativ - Arab Gulf for Investment \& General Transportation | 01/02/2008 |  |  | - | - |  |
| Al-Yamama General Investment Co. | 1612880043 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 09/03/2005 | Represented by Haitham Mohammad Ali Al-Qteshat | Stock | 1,000 | 6,666 | 6,666 |
|  |  |  | Bank of Jordan | Shareholder in a company Contributing in Al Eqbal Investment Co. |  |  | Stock | 1,000 | 15,277 | 15,227 |
| Haitham Mohammad Ali Al-Qteshat | 9481005364 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member representative in Yamam General Investment Co. | 09/03/2005 |  | Stock | 1,000 | 21,450 | 32,450 |
|  |  |  | Bank of Jordan | Shareholder in a company Contributing in Al Eqbal Investment Co |  |  | Stock | 1,000 | 77,470 | 77,470 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Shareholder in a company Contributing in Al Eqbal Investment Co |  |  | Stock | 1,000 | 5,000 | 5,000 |
|  |  |  | Al-Theqa International Transportation Co. | Board of Directors Member representative in Arab Gulf for Investment \& General Transportation |  |  | - |  | - |  |
| Al-Eqbal Jordanian for General Trade | 1901304522 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 09/03/2005 | Represented by Yehya Zakariya Al-Qadamani | Stock | 1,000 | 1,932,915 | 1,932,915 |
|  |  |  | Bank of Jordan | Board of Directors Member in a company shareholder in Al Eqbal Investment Co. |  | Represented by Nabeeh Al-Nemr | Stock | 1,000 | 15,243,367 | 15,918,314 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Shareholder in a company Contributing in Al Eqbal Investment Co |  |  | Stock | 1,000 | 5,000 |  |
|  |  |  | Zahrat AI-Urdun for Real Estate \& Hotels Investments | Shareholder in a company Contributing in Al Eqbal Investment Co |  |  | Stock | 1,000 | 22 | 13,843 |


| Name | National No. $/$ Center №. | Nationality | Name of company issuing security | Position in the company issuing security and/or companies in which the International Tobacco Company is shareholding | Election / joining date | Representative person or relation capacity (husband/wife/children) | Seurity type | Parvalue Dinar | Securities number as on 31/12/2007 | Securities number as on 31/12/2008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Board of Directors Members \& their Representatives |  |  |  |  |  |  |  |  |  |  |
| Yehya Zakariya Mohammad AIQadamani | 9571027681 | Jordanian | Al Eqbal Investment Co . | Board of Directors Member Representative at Al-Eqbal Jordanian for General Trade | 09/03/2005 |  | Stock | 1,000 | 100,000 | 100,000 |
|  |  |  | Bank of Jordan Co. | Board of Directors Member Representative at Arab Gulf for Investment \& General Transportation at a Company shareholder in AI Eqbal Investment Co. |  |  | Stock | 1,000 | 660,000 | 660,000 |
| Amal Ameen Al-Turk | 9582016841 | Jordanian | Bank of Jordan | Shareholder in a company Contributing in AI Eqbal Investment Co |  | Yehya Zakariya Qadamani's Wife | Stock | 1,000 | 140,000 | 140,000 |
| Farah Co. for Electrical \& Sanitary Installation | 1117715390 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 09/03/2005 | Represented by Yousef Mohammad Omar Omar | Stock | 1,000 | 6,666 | 6,666 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Shareholder in a company Contributing in AI Eqbal Investment Co. | 27/04/2003 |  | Stock | 1,000 | 5,000 |  |
| Yousef Mohammad Omar Omar | 9491000386 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member Representative at Farah Co. for Electrical \& Sanitary Installation | 09/03/2005 |  | - | - |  |  |
|  |  |  | Al-Theqa International Transportation Co. | Shareholder |  |  | Stock | 1,000 | 5,000 | 5,000 |
| Ibrahim Rasheed Abdul Mene'm Juba | 9561017570 | Jordanian | Al Eqbal Investment Co . | Board of Directors Member | 25/02/2007 |  | Stock | 1,000 | 6,729 | 6,729 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Board of Directors Member Representative- Lo'o'a Trade Co. for Construction \& Investment in a company shareholder in AI Eqbal Investment Co. | 07/11/2007 |  | - | - | - |  |
|  |  |  | Bank of Jordan | Shareholder in a company Contributing in AI Eqbal Investment Co. |  |  | Stock | - |  | 10,000 |
| Zenat Mohammad Jameel Amen | 9562016196 | Jordanian | Al Eqbal Investment Co. | Shareholder |  | Ibrahim Rasheed Al-Ja'beh's Wife | Stock | 1,000 | 175 | 175 |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Shareholder in a company Contributing in AI Eqbal Investment Co. |  |  | Stock | 1,000 | 5,980 | 5,980 |
| Zahrat Al-Urdun for Real Estate \& Hotels Investments | 1164063016 | Jordanian | Al Eqbal Investment Co. | Board of Directors Member | 03/03/2007 | Represented by Adel Ramez Melhem Abu Dargham | Stock | 1,000 | 5,000 | 5,000 |
|  |  |  | Bank of Jordan | Shareholder in a company Contributing in AI Eqbal Investment Co. |  |  | Stock | 1,000 | 152,615 | 152,615 |
| Adel Ramez Melhem Abu Dargham | 1176667880 | Lebanese | Al Eqbal Investment Co. | Board of Directors Member Representative at a Zahrat AIUrdun for Real Estate \& Hotels Investments | 07/10/2007 |  | - | - |  |  |
|  |  |  |  | General Manager | 01/05/2001 |  |  |  |  |  |
|  |  |  | Al-Eqbal Printing \& Packaging Co. | Vice Chairman and Board of Directors Member Representative Arab Gulf for Investment \& General Transportation. | 11/07/2007 |  | Stock | 1,000 | 5,000 | 5,000 |
| Higher Administration |  |  |  |  |  |  |  |  |  |  |
| Issa Mahmoud Mohammad Issa | 9401008738 | Jordanian | Al Eqbal Investment Co. | Chairman of Board of Directors Office Manager / Board of Directors Secretary | 20/04/2001 |  | - |  |  |  |
| Mohammad Khaleel Hussein al-She'bat | 9451006695 | Jordanian | Al Eqbal Investment Co. | Financial Manager | 01/12/2005 |  | - |  |  | 3,000 |

Privileges and premiums of the Chairman of the Board, Directors and the Top Management:

| 1. The Chairman and Directors: |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Position | Auditing fees | Travel charges | Allowance | Total privileges | Notes |
| Tawfiq Fakhouri | Chairman |  | 12,000 | 5,000 | 17,000 |  |
| Samer Fakhouri | Vice Chairman |  | 12,000 | 5,000 | 17,000 |  |
| Walid Fakhouri | Director |  | 12,000 | 5,000 | 17,000 |  |
| Yahya Qadamani | Director |  | 12,000 | 5,000 | 17,000 |  |
| Ibrahim Al Juba | Director |  | 12,000 | 5,000 | 17,000 |  |
| Hassan Jaser | Director |  | 11,000 |  | 11,000 |  |
| Yousef Mohamad Omer | Director | 2,000 | 12,000 | 5,000 | 19,000 |  |
| Hasan Hanafiyeh | Director |  | 4,000 | 5,000 | 9,000 |  |
| Haitham Qtaishat | Director | 201 | 12,000 | 5,000 | 17,201 |  |
| Abdul Rahman Dakhmash | Director | 2,000 | 12,000 | 4,028 | 18,028 |  |
| Adel Abu Durgham | Director | 1,799 | 12,000 | 1,178 | 14,977 |  |
| Shaker Fakhouri | Director |  |  | 589 |  | Resigned on 13/02/2007 |
| Muhyi Addin Al-Husni | Director |  |  | 1,137 | 1,137 | Resigned on 25/03/2007 |
| Bassam Adeeb Salah | Director |  |  | 2,986 | 2,986 | Resigned on 07/10/2007 |
| Adel Ahmad Irshiad | Director |  | 9,000 | 3,863 | 12,863 | Resigned on 01/10/2008 |
| Total |  | 6,000 | 132,000 | 53,781 | 191,781 |  |
| Note: Each one of Tawfiq Fakhouri, Samer Fakhorui and Ibrahim AI Juba has a car |  |  |  |  |  |  |


| 2. Executive Top Management: |  |  |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Position | Fees, salaries \& allowances | Travel charges | Travel expenses |  |
| Samer Fakhouri | General Manager | 141,021 | 0 | 213 | 141,234 |
| Mohammad Al-Shebat | Financial Manager | 58,075 | 0 | 0 | 58,075 |
| Total |  | 199,096 | 0 | 213 | 199,309 |


| Donations and grants paid by the Company during the financial year |  |  |
| :---: | :--- | ---: |
| No. | Statement | Value |
| 1 | Educational donations for school and university students | 5,256 |
| 2 | Donations and grants for the local community | 7,192 |
| 3 | Charitable clubs, associations and centers | 18,800 |
| 4 | Donations for patient's treatment | 4,259 |
| 5 | Subsidiary companies donations | 30,965 |
| Total |  | 66,472 |

## Contracts, projects and engagements made by the Company or subsidiary companies:

No contracts, projects or engagements made by the Company with the subsidiary companies, Chairman of the Board, directors, General Manager or any of the Company's employees or their relatives except the subsidiary companies (International Tobacco \& Cigarettes Co. which manufactures cigarettes for both local and exportation markets; Arab Cigarette Distribution Co. which distributes and sells its produced cigarette brands in Aqaba Economic Zone; and AI Fakher Company Tobacco for Trading \& Agencies which distributes flavored tobacco products in Jordan markets).

## The Company's contribution to the environment protection:

- The Company installed purification station to purify waste water with high standards in order to treat and reuse water for trees irrigation.
- The Company weekly damages the tobacco inappropriate for human use in the waste places specified by the Government.
- The Company segregates the burned oils from the pipelines by gathering them in particular places to be reused in other fields.
- Upon building the new factory, the Company took into consideration installing filters that prevent dust or tobacco smells from getting outside.


## The Company's contribution to serving the local community:

- The Company in kind and materially supports various institutions, commissions and departments of the local community, as well as the municipalities, charities, social associations, mosques alms funds and poor families are also supported by the Company; in addition, it makes charitable programs aiming to realize social responsibility through a web of communications and good relations established by the Company through the Public Relations Department in order to provide the local people with social welfare.
- Through the Public Relations Department, the Company made a system for communication with its environment to strongly and clearly exhibit its positive aspect and show its effective participation in the local community development by the social responsibility programs implemented by the Company.
- The Company keeps making the donation program of (Beginning) in order to develop the national staffs in cooperation with Ministry of Higher Education, as 12 students, which means a student for each governorate, joined their classmates at the program's cost, so the number of beneficiaries from the program became 36,3 for each governorate of the Kingdom, to support the economy with the qualified human element; this program is included in the Company's care of the young talented and educated Jordanian people, as the total amount spent for serving the local community during 2008 is about JD 66,472 and since the foundation is JD 606,083.


## Finally:

On behalf of the Chairman of Board, directors, General Manager and all workers and employees, AI Eqbal Investment Company would like to thanks His Majesty King Abdullah II for his wise administration and directions that provided an economic and political climate which enables Jordan to be in a great position in the universal economy. The Company also wants to thank the Government and all its relevant ministries and institutions. In addition, we thank the shareholders of Al Eqbal Investment Co. and their clients inside and outside Jordan for their precious trust and continual support given to the Company Progress.
Finally, on behalf of myself and Colleagues, Board of Directors We thank the General Manager, Executive Management, family of AI Eqbal Investment Company and the subsidiary companies for their efforts made for serving the Company's objectives as well as their loyalty, professional performance and team spirit to lead the Company to this advanced level.

## Declarations:

1- The company name board of directors that are no core effects on the company's continuity during the next financial year.
2-The company board of directories declares its responsibility for preparing the financial statments and providing the company with an effective monitoring system.

| Nant | POS376\% | Sllcratier |
| :---: | :---: | :---: |
| Tawfiy Sibaker Pahhuri | Chairman |  |
| Samer Tawfily Pathuri | Deputy Chairman |  |
| Walid Tam | Pirector |  |
| Itrehtim Reshid Ad, .Iuly | Directur |  |
| Aholul Rahman'takal Dagmaxh | [Jirector | $\rightarrow$ |
| Hussun Mohummud Hanafiyeh | Lirector |  |
| Youser Mohammau Omar | Direetur | $4$ |
| Adriltamer Ahul Durgham | Dircelor | $-2$ |
| Ilailhann Muhammad Qluishal | Director | $c-b=$ |
| Hz*suan Ahtul Halced .「asut | Dirccior | $x_{1}+$ |
| Yahya Zakarica Qadammani | Director | $\mathscr{F}$ |

3- With an effective control system. \We, hereunder signed, declare the authentication accuracy and completion of the information data stated in the annual statment.

| N/ME: | POSHION | signatire |
| :---: | :---: | :---: |
| Tamfiq Siluker Fakhumi | C. liairman | $1$ |
| Samer'iauriq Fidkhouri | Deputy Chairman |  |
| Mohammad Khaleel Asthuighat | Financial Manager | $\cdots-3$ |

/BRAJ/MABHAS' © CO.


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## $513\{194$

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Anman - 'I'he liashemite Kingergm of Jordan

## Report on the Consolidated Financial Statements

We have atolited the accompanying Consolidated Finanmal Statements of the A-

 Cash Flow Statement fou the year then ended. thad at sumary of signifitent accounting policies and ofter explanatory nates.

## Marlagement's Responsibility for the Consolidated Financial Statements

 Managentent is responsible for the preparation and fail presemation of they Keporting btandards. 'This respersibility inctudes : deygning, inplenenting and maintainines beternal control meleant to the preparation and fair presentation of Consolidated Financial Statements that are free from material mistatemont. whether ditu for fratud ur error, sedecting and applying appropisiate accounting policies; and mating accounting estimates that are reasonable in the efommances.

## Auditor's Responsibility

Our resonsibility is to express ath opinion on these Consoldated Financial

 ethieal requiremenes and plan and perfort the audit to obtain reasonabse assurance whether the Gonsolidated Financial Statements are free of naterial misstatement.
 amonts and diselostres in the Consofidated Fintmen Shtenents. The protedures selected Gepend on the auditor's judebent, fotuding the assensine the risks of material miswatement of the Comondated Finameial Satements, whether due to
 control relevant to the entity's preparation and fair presentaidon of the Consolidated Fimatial shatoments in rater to desimn adit patacedures that are
 on the effectivencs of the entix's control. An amdit alyo includer maltating the appropriateness of accounting policies uned and the reawnablentss of acturntian
 Finameind Staturent.

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 provide a babe for witatity opinion.

## Opinion






## Report on Other Legal and Regulatory Requirements



 accompanyian equsplidated financial statemonts agree with the conmonetated filmancial stalements incorporated in the Bourd of Diructors' report.
 abconpatheng Consulidated Financiat statements.

FOR IBRAHIA ABBASI S CO.


Liense No. 116
Amman -January 20, 2146

| Consolidated Balance Sheet As of December 31st 2008 and 2007 |  | Exhibit A |  |
| :---: | :---: | :---: | :---: |
|  |  | For the Year Ending on December 31 ${ }^{\text {st }}$ |  |
|  | Notes | 2008 | 2007 |
| Assets |  | JD | JD |
| Current assets |  |  |  |
| Cash on hand and at banks |  | 6,083,061 | 1,545,059 |
| cheques under collection |  | 1,188,728 | 780,737 |
| Account receivables - net | 4 | 8,886,911 | 10,794,240 |
| Inventory - net | 5 | 17,732,772 | 16,769,428 |
| Spare part inventory - net | 6 | 3,598,379 | 3,267,318 |
| Goods in transit |  | 44,548 | 37,023 |
| Margins and expenses on letters of credit |  | 146,221 | 7,112 |
| Other receivables | 7 | 1,424,248 | 1,127,345 |
| Total current assets |  | 39,104,868 | 34,328,262 |
| Available for sale securities | 8 | 3,351,256 | 3,138,834 |
| Investment in associate companies | 9 | 942,321 | 856,474 |
| Investment in land | 10 | 281,682 | 281,682 |
| Properties and equipments - net | 11 | 27,819,188 | 20,491,686 |
| Equipment and machinery under installation |  | 0 | 6,205,670 |
| Goodwill | 3 f | 6,602,986 | 6,602,986 |
| Constructions process |  | 743,596 | 2,164,226 |
| Other assets - net | 12 | 48,635 | 35,785 |
| Total assets |  | 78,894,532 | 74,105,605 |
| Liabilities and shareholders equity |  |  |  |
| Current liabilities |  |  |  |
| Bank overdrafts | 13 | 2,787,644 | 8,342,816 |
| Short-term loans | 14 | 13,135,000 | 7,626,036 |
| Accounts payable and notes payables | 15 | 5,471,209 | 6,724,202 |
| Sales tax consignments |  | 1,671,864 | 3,694,527 |
| Other payables | 16 | 1,971,152 | 2,184,477 |
| Total current liabilities |  | 25,036,869 | 28,572,058 |
| Long term loans | 14 | 17,725,000 | 5,625,000 |
| End of service indemnities | $3 i$ | 729,759 | 560,072 |
| Shareholder equities |  |  |  |
| Capital |  | 20,000,000 | 20,000,000 |
| Statutory reserve |  | 5,000,000 | 4,687,387 |
| Voluntary reserve | 17 | 3,178,307 | 4,306,191 |
| Accumulated changes in fair value |  | $(86,922)$ | 1,482,785 |
| Retained earnings at the end of year (note C) | 17 | 7,311,519 | 8,872,112 |
| Total shareholder equity |  | 35,402,904 | 39,348,475 |
| Total liabilities and shareholders' equity |  | 78,894,532 | 74,105,605 |

The accompanying notes form an integral part of this statement

| Consolidated statement of income and its appropriation for the years ended December 31st 2008 \&2007 |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  | For the Year Ending on December $31^{\text {st }}$ |  |
|  | Notes | 2008 | 2007 |
|  |  | JD | JD |
|  |  |  | 52,148,233 |
| Net sales | 3h | 66,562,957 |  |
| cost of good sold | 18 | $(50,191,311)$ | $(43,941,333)$ |
| Gross profit |  | 16,371,646 | 8,206,900 |
| general \& adminstrative expenses | 19 | $(2,467,531)$ | $(1,982,459)$ |
| selling \& distribution expenses | 20 | $(4,166,238)$ | (3,358,312) |
| Bank interests |  | $(1,752,707)$ | (1,398,899) |
| Provision for obsolete inventory |  | $(140,659)$ | $(227,431)$ |
| Provisions for doubtful debts |  | 0 | $(3,730)$ |
| Profit from share sales |  | 0 | 4,361,732 |
| Profit from investment in lands sales |  | 0 | 293,010 |
| Other revenues (expenses) | 21 | 517,093 | $(201,808)$ |
| Year profit |  | 8,361,604 | 5,689,003 |
| Provision for subsidiary company income tax |  | $(624,144)$ | $(338,905)$ |
| Provision for education, technical and vocational training - subsidiary companies |  | $(88,488)$ | 0 |
| Year profit before provisions |  | 7,648,972 | 5,350,098 |
| Income tax provisions |  | 0 | 0 |
| Jordanian universities fees provisions |  | $(76,448)$ | $(53,655)$ |
| Provisions for scientific research and vocational training |  | $(76,448)$ | $(53,655)$ |
| Board of Directors remunerations |  | $(55,000)$ | $(55,000)$ |
| Provision for education, technical and vocational training |  | 0 | (41) |
| Year profit after provisions |  | 7,441,076 | 5,187,747 |
|  |  | JD/share | JD/share |
| Earning per share |  | 0.380 | 0.258 |
|  |  | JD/share | JD/share |
| Number of shares |  | 20,000,000 | 20,000,000 |

The accompanying notes form an integral part of this statement

| CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDER'S EQUITY FOR THE YEAR ENDED DECEMBER 31,2008 |  |  |  |  |  | Exhibit C |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Description | Capital | Statutory reserve | Voluntary reserve | Accumulated Changes in Fair Value | Minority Interest | Shares Owned by Subsidiaries | Retained earnings | Total |
|  | JD | JD | JD | JD | JD | JD | JD | JD |
| Balance as of December 31,2006 | 20,000,000 | 4,150,838 | 4,306,191 | 3,208,160 | 2,950,538 | $(97,492)$ | 4,251,992 | 38,770,227 |
| Income the Year after provisions(Exhibit B) | - | - | - | - | - | - | 5,187,747 | 5,187,747 |
| Changes in fair value | - | - | - | $(1,725,375)$ | - | - | - | $(1,725,375)$ |
| Minority interest | - | - | - | - | $(2,950,538)$ | - | - | $(2,950,538)$ |
| Shares owned by subsidiary Co. | - | - | - | - | - | 97,492 | - | 97,492 |
| Transfer to statutory reserve | - | 536,549 | - | - | - | - | $(536,549)$ | - |
| Prior years (Expenses) Income | - | - | - | - | - | - | 28,592 | 28,592 |
| Adjustments in inv. Profits for association Co. | - | - | - | - | - | - | $(59,670)$ | $(59,670)$ |
| (Balance as of December 31,2007 (exhibit A | 20,000,000 | 4,687,387 | 4,306,191 | 1,482,785 | 0 | 0 | 8,872,112 | 39,348,475 |
| Income after tax provision(Exhibit B) | - | - | - | - | - | - | 7,441,076 | 7,441,076 |
| Changes in fair value | - | - | - | $(1,569,707)$ | - | - | - | $(1,569,707)$ |
| Transfer to statutory reserve | - | 312,613 | - | - | - | - | $(312,613)$ | - |
| Prior years (Expenses) Income | - | - | - | - | - | - | 97,213 | 97,213 |
| Adjustments in Profits for association Co. | - | - | - | - | - | - | 85,847 | 85,847 |
| Dividends paid (Exhibit 17) | - | - | $(1,127,884)$ | - | - | - | $(8,872,116)$ | $(10,000,000)$ |
| (Balance as of December 31,2008(exhibit A | 20,000,000 | 5,000,000 | 3,178,307 | $(86,922)$ | 0 | 0 | 7,311,519 | 35,402,904 |


| Consolidated Statement of Cash Flows for the Years ended on December 31st 2008 \& 2007 | Exhibit D |  |
| :---: | :---: | :---: |
|  | For the Year Ending on December 31 ${ }^{\text {st }}$ |  |
|  | 2008 | 2007 |
|  | JD | JD |
| Cash flows from operating activities |  |  |
| Net income after provisions | 7,441,076 | 5,187,747 |
| Prior year revenues | 97,213 | 28,592 |
| Amendments to profits from investment in associated companies | 85,847 | $(59,670)$ |
| Slow moving inventory provisions | 140,659 | 227,431 |
| Doubtful debts provisions | 0 | 3,730 |
| Depreciations | 3,951,981 | 3,041,715 |
| Operating profit before changes in working capital | 11,716,776 | 8,429,545 |
| (increase) decrease in current assets |  |  |
| Accounts receivables | 1,907,329 | $(4,006,919)$ |
| Checks under collection | $(407,991)$ | 151,277 |
| Inventory | $(1,104,003)$ | 68,180 |
| Spare parts inventory | $(331,061)$ | 622,650 |
| Goods in transit | $(7,525)$ | 271,749 |
| Margins and expenses on letters of credit | $(139,109)$ | 19,810 |
| Other receivables | $(296,903)$ | $(251,431)$ |
| (increase) decrease in current liabilities |  |  |
| Accounts and notes payable | $(1,252,993)$ | 278,862 |
| Other payables | $(2,066,301)$ | 117,759 |
| Net cash provided from operating activities | 8,018,219 | 5,701,482 |
| Cash flow from investment activities |  |  |
| Changes in fixed assets | $(11,267,333)$ | 483,059 |
| Other assets | $(25,000)$ | 0 |
| Changes in land investments | 0 | 340,550 |
| Changes in constructions under process | 1,420,630 | $(1,401,132)$ |
| Changes in machines under installations | 6,205,670 | $(6,047,934)$ |
| Changes in investments in associated companies | $(85,847)$ | 59,671 |
| Changes in investments available for sale | $(1,782,129)$ | 4,525,224 |
| Shares owned by subsidiary companies | 0 | 97,492 |
| Minority interests | 0 | $(2,950,538)$ |
| Net cash (used in) investment activities | $(5,534,009)$ | $(4,893,608)$ |
| Cash flow from financing activities |  |  |
| Bank overdrafts | $(5,555,172)$ | $(4,324,878)$ |
| Loans | 17,608,964 | 3,417,703 |
| Proposed dividends to shareholders | $(10,000,000)$ | 0 |
| Net cash (used in) financing activities | 2,053,792 | $(907,175)$ |
| Net increase (decrease) in cash | 4,538,002 | $(99,301)$ |
| Cash on hand and with the banks at the beginning of the year | 1,545,059 | 1,644,360 |
| Cash on hand and with the banks at the end of the year (Exhibit A) | 6,083,061 | 1,545,059 |
| Non-cash flow items |  |  |
| Transfer to capital from retained earnings and statutory reserve | 10,000,000 | 3,500,000 |

The accompanying notes form an integral part of this statement

## Notes on the Consolidated Financial Statements:

## 1. Company's Registration and Objectives

Al Eqbal Investment Co. (P.I.C) was established by virtue of the temporary Companies Law No. 1 of 1989 and was registered in the public shareholding companies' record as (previous International Tobacco \& Cigarette Co.) at the Ministry of Industry \& Trade in the Hashemite Kingdom of Jordan under number 218 on 01/06/1992. The Company's operational purpose is to establish and own subsidiary companies and any other investments which realize the Company's interests.
The Company has established full-owned companies called:

- Arab Cigarette Distribution Co. wll with a capital of JD 30,000.
- Al Fakher Tobacco for Trading \& Agencies Co. wll with a capital of JD 30,000.
- International Tobacco \& Cigarettes Co. wll with a capital of JD 30,000.

The consolidated financial statements of the Company include the financial statements of the subsidiary companies above.

## 2. Basis of Consolidation of the Financial Statements

The consolidated financial statements included assets, liabilities, sales and expenses of the following subsidiaries:

| Subsidiary Companies |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Company name | Company status | Capital JD | Investment \% | The Mother Company's share of sub.profit | Investment Book value |
| Arab Cigarette Distribution Co. | wll | 30,000 | 100\% | 427,631 | 3,889,219 |
| Al Fakher Tobacco for Trading \& Agencies Co. | wll | 30,000 | 100\% | 7,732,124 | 12,725,594 |
| International Tobacco \& Cigarettes Co. | wll | 30,000 | 100\% | 41,296 | 71,296 |

There is no fair value for the aforesaid companies because they are limited liability companies with no closing price.

| A summary of the assetts liabilities, revenues, profits and losses of the subsidiary companies |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Company name | Assets | Liabilities | Sales | Profits |
|  | JD | JD | JD | JD |
| Arab Cigarette Distribution Co. | 4,626,064 | 736,845 | 2,118,517 | 427,631 |
| Al Fakher Tobacco for Trading \& Agencies Co. | 25,320,710 | 12,595,026 | 27,632,302 | 7,732,124 |
| International Tobacco \& Cigarettes Co. | 34,304,650 | 34,233,354 | 24,128,054 | 41,296 |

## 3. Significant Accounting Policies

## a. Inventory

## i. Raw material and spare parts

Raw material and spare parts inventory is stated at cost. Cost is determined by using the moving average method.

## ii. Finished goods

Finished goods inventory is stated at the lower cost or net realizable value. Cost is determined by using the moving average method.

## b. Available for sale securities

Available for sale securities are stated at fair market value. The change in the securities fair market value from the book value is recorded as a component of shareholder's equity.

## c. Investment in associate companies

Investments over 20\% in associated companies are stated as net equity.

## d. Land investments

Investments in land are stated at cost and they appeared at fair value on the attachments.

## e. Fixed assets and depreciation

Fixed assets are recorded at cost and depreciation is estimated by using the straight-line method at annual depreciation rates between 2 - 50 percent.

## f. Goodwill

Goodwill is based on the possession cost excess above the fair value of the assets and liabilities possible for the Company on the possession date. Goodwill is stated in the balance sheet, and it is counted on an annual basis to estimate if its value decreased and it is carried at cost without the decrease losses of the accumulated value.

## g. Sales

Sales represent the value of invoices issued against goods delivered to the Company's customers during the current financial year.

## h. Foreign currency conversion

Foreign currency conversions are converted into Jordanian Dinars at exchange rates prevailing the date of transaction. Assets and liabilities expressed in foreign currencies are converted into Jordanian Dinars at exchange rates prevailing at the balance sheet date. Exchange differences arising from these transactions are included in the income statement of the year.

## i. End of service remunerations

End of service remuneration is taken from the Company's internal system.

## 4. Accounts Receivables - Net

|  | For the year ending on December $31^{\text {st }}$ |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
| This item consists of: | JD | JD |
| Advance payments to farmers for previous years | 101,230 | 101,230 |
| Accounts receivables (customers dues) | 6,527,011 | 4,109,457 |
| Other receivables | 2,397,285 | 6,763,692 |
| Total | 9,025,526 | 10,974,379 |
| Less: provisions for doubtful debts | $(138,615)$ | $(180,139)$ |
| Net | 8,886,911 | 10,794,240 |


| 5. Inventory - Net |  |  |
| :---: | :---: | :---: |
|  | For the year ending on December $31^{\text {st }}$ |  |
|  | 2008 | 2007 |
| This item consists of: | JD | JD |
| goods and materials under process | 1,117,717 | 973,099 |
| Promotional materials | 569,232 | 538,281 |
| Manufactured tobacco | 542,714 | 834,698 |
| Raw materials | 12,948,335 | 12,470,141 |
| Finished goods at the end of period - note 18 | 3,022,369 | 2,317,152 |
| Consumables warehouse | 6,865 | 8,325 |
| Fuel tanks | 29,380 | 27,362 |
| Total | 18,236,612 | 17,169,058 |
| Less: provisions for slow moving items | $(503,840)$ | $(399,630)$ |
| Net | 17,732,772 | 16,769,428 |


| 6. Spare Parts Inventory - Net |  |  |
| :---: | :---: | :---: |
|  | For the year ending on December $31{ }^{\text {st }}$ |  |
|  | 2008 | 2007 |
| This item consists of: | JD | JD |
| Spare parts inventory | 3,739,724 | 3,551,065 |
| Spare parts - vehicles | 11,566 | 11,114 |
| Total | 3,751,290 | 3,562,179 |
| Less: provisions for slow moving items | $(152,911)$ | $(294,861)$ |
| Net | 3,598,379 | 3,267,318 |

## 7. Other Receivables

|  | For the year ending on December 31 ${ }^{\text {st }}$ |  |
| :--- | ---: | ---: |
| This item consists of: | 2008 | 2007 |
| Prepaid expenses | JD | JD |
| Advanced paid income tax | 828,792 | 809,420 |
| Refundable deposits | 203,700 | 0 |
| Others | 221,474 | 73,799 |
| Employees advances | 20,023 | 44,986 |
| Withholding sales tax | 113,204 | 143,771 |
| Withholding income tax | 29,609 | 53,993 |
| Raw material warehouse deposits | 4,416 | 0 |
| Refundable custom deposits | 324 | 324 |
| Warrantees deposits | 2,606 | 100 |
| Total | 1,052 |  |


| 8. Available for Sale Securities |  |  |  |
| :---: | :---: | :---: | :---: |
|  |  | For the year ending on December $31{ }^{\text {st }}$ |  |
|  |  | 2008 | 2007 |
| This item consists of: | No. of Shares | JD | JD |
| Bank of Jordan | 477,270 | 384,276 0 |  |
| Shahiya for Food Industries Co. | 20,734 | 20,734 | 20,734 |
| Jordan express Tourist Transportation Co. - Jet | 27,650 | 31,532 | 31,532 |
| National Industries Co. | 3,000 | 1,335 | 1,335 |
| Al Shamal International Ind. Co./ Foreign | 424,578 | 301,025 | 301,026 |
| Eqbal for Printing \& Packaging | 305,203 | 402,410 | 4,556 |
| Arab Islamic Bank/ Foreign | 2,102,236 | 1,296,866 | 1,296,866 |
| Total |  | 3,438,178 | 1,656,049 |
| Amendments of fair value |  | $(86,922)$ | 1,482,785 |
| Fair value available for sale |  | 3,351,256 | 3,138,834 |

9. Investments in Associate Companies

|  |  | For the year ending on December $31{ }^{\text {st }}$ |  |
| :---: | :---: | :---: | :---: |
|  |  | 2008 | 2007 |
| a. This item consists of: | Ownership ratio | JD | JD |
| Trust for International Transportation Co. P.S.C | 38,576\% | 942,321 | 856,474 |
| Total |  | 942,321 | 856,474 |

b. The financial statements as of 31 December 2007 were approved in evaluating the investments in the associated companies above due to unavailability of audited financial statements for those companies on the date of preparation of these financial statements.

| 10. Lands Investments |  |  |
| :--- | ---: | ---: |
|  | For the year ending on December 31 |  |
|  | 2008 | 2007 |
| a. This item consists of: | JD | JD |
| Investments in lands | 281,682 | 281,682 |
| Total | $\mathbf{2 8 1 , 6 8 2}$ | 281,682 |

b. The fair value in investments in lands on the date of preparing the financial statements amounted to JD 811,987.

| 11-Fixed Assets, net of accumulated depreciation |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| This item consists of: | 2008 |  |  |  |  |  |  | 2007 |
|  | Cost At The Year Bigening | Additions For The Year | Disposals During The Year | Cost At The Year End | Depreciation Rate | Accumulated Depreciation At Year End | Net Book Value | Net Book Value |
|  | JD | JD | JD | JD | \% | JD | JD | JD |
| Lands | 4,291,775 | 0 | 0 | 4,291,775 | - | 0 | 4,291,775 | 4,291,775 |
| Houses | 1,335,248 | 0 | 267,261 | 1,067,987 | 4 | 2,888 | 1,065,099 | 1,335,248 |
| Factory \& Management's building | 5,143,710 | 2,202,079 | 0 | 7,345,789 | 4 | 1,777,389 | 5,568,400 | 3,765,142 |
| Machinery \& Equipment | 21,330,315 | 8,580,523 | 88,066 | 29,822,772 | 10 | 15,078,733 | 14,744,039 | 9,146,267 |
| Vehicles | 1,584,562 | 439,060 | 630,664 | 1,392,958 | 20-25 | 622,719 | 770,239 | 653,214 |
| Plants supports equipment | 2,136,738 | 156,816 | 11,485 | 2,282,069 | 20 | 1,764,021 | 518,048 | 532,080 |
| Furniture \& fixtures | 683,009 | 142,470 | 13,241 | 812,238 | 10 | 408,785 | 403,453 | 376,142 |
| Tools | 239,722 | 102,644 | 0 | 342,366 | 20 | 200,287 | 142,079 | 86,616 |
| Forklifts and equipment | 291,644 | 72,039 | 5,330 | 358,353 | 15 | 213,733 | 144,620 | 141,267 |
| Tobacco \& Cegarettes supplies | 19,551 | 0 | 0 | 19,551 | 33-50 | 19,544 | 7 | 7 |
| Containers | 22,381 | 0 | 0 | 22,381 | 20 | 22,376 | 5 | 5 |
| Cafeteria equipment | 222,335 | 11,293 | 0 | 233,628 | 20 | 85,268 | 148,360 | 151,118 |
| Artesian Well | 48,668 | 10,192 | 0 | 58,860 | 15 | 49,941 | 8,919 | 0 |
| Irrigation droping unit | 1,517 | 65 | 0 | 1,582 | 20 | 1,154 | 428 | 516 |
| Other Equipment | 10,672 | 5,666 | 0 | 16,338 | 20 | 6,437 | 9,901 | 6,973 |
| Aqaba branch assets | 13,849 | 375 | 0 | 14,224 | 20 | 10,408 | 3,816 | 5,316 |
| Total | 37,375,696 | 11,723,222 | 1,016,047 | 48,082,871 |  | 20,263,683 | 27,819,188 | 20,491,686 |


| 12. Other Assets |  |  |
| :---: | :---: | :---: |
|  | For the year ending on December $31{ }^{\text {st }}$ |  |
|  | 2008 | 2007 |
| This item consists of: | JD | JD |
| Other assets | 73,250 | 48,250 |
| Accumulated Extinguish | $(24,615)$ | $(12,465)$ |
| Net | 48,635 | 35,785 |

## 13. Bank Overdrafts

The Company obtained overdraft credit facilities from several local banks with a total value of JD 13,758,000 and a limit of guarantees amounted to JD 5,983,700 secured on the Company's guarantee.

| 14. Loans |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | For the year ending on December $31{ }^{\text {st }}$ |  |  |  |
|  | 2008 |  |  | 2007 |
| a. This item consists of: | Short term JD | Long term JD | Total JD | Total JD |
| Bank of Jordan Loan (Note 14 B) | 0 | 17,725,000 | 17,725,000 | 0 |
| Bank of Jordan Loan (Note 14C) | 0 | 0 | 0 | 7,500,000 |
| Standard Chartered Bank Loan (Note 14 D) | 0 | 0 | 0 | 2,000,000 |
| City Bank (Note 14 E) | 0 | 0 | 0 | 709,000 |
| City Bank | 0 | 0 | 0 | 3,042,026 |
| AB-Invest commercial paper (Note 14 F ) | 10,635,000 | 0 | 10,635,000 | 0 |
| City Bank (Note 14 G) | 2,500,000 | 0 | 2,500,000 | 0 |
| Total | 13,135,000 | 17,725,000 | 30,860,000 | 13,251,036 |

b. The Company obtained a loan of USD\$ 25,000,000 equivalent to JD 17,725,000 for LIB,6 months in addition to a margin profit of $1,875 \%$, and the loan is guaranteed by the Company.
c. The Company obtained a loan of JD 7,500,000 from Bank of Jordan for an interest of $7,875 \%$, and the loan is guaranteed by the Company and it was completely settled during the year.
d. The Company obtained a loan of JD 2,000,000 from Standard Chartered Bank on 30,09,2007 for an interest of 8\%, and the loan is guaranteed by the Company and it was completely settled during the year.
e. The Company obtained a loan of USD $\$ 1,000,000$ from City Bank, and the loan is guaranteed by the Company and it was completely settled during the year.
f. The Company obtained an AB-Invest commercial paper of USD\$ 15,000,000 equivalent to JD 10,635,000 on $01,04,2008$ for an interest of $4,5 \%$ a year, and it was guaranteed by the Company.
g. The Company obtained a loan of JD 4,000,000 from City Bank for an interest of $6,75 \%$ a year, and the loan is guaranteed by the Mother Company, Eqbal Investment Co. P.S.C, and the balance amounted JD 2,500,000 on the financial statements date.

| 15. Accounts and Notes Payables |  |  |  |  |
| :--- | ---: | ---: | :---: | :---: |
|  |  |  |  | For the year ending on December 31st |
| This item consists of: | 2008 | 2007 |  |  |
| Accounts payable | JD | JD |  |  |
| Notes payable | $4,336,901$ | $6,600,390$ |  |  |
| Total | $1,134,308$ | 123,812 |  |  |


| 16. Other Payables |  |  |
| :---: | :---: | :---: |
|  | For the year ending on December $31^{\text {st }}$ |  |
|  | 2008 | 2007 |
| This item consists of: | JD | JD |
| Provisions for income tax | 1,002,540 | 451,739 |
| Board of Directors remunerations | 55,000 | 55,000 |
| Provisions for Jordan universities fees | 76,448 | 57,757 |
| Provisions for scientific research and vocational training | 76,448 | 53,398 |
| Due expenses | 501,247 | 10,248 |
| Due to income tax and social security | 16,364 | 44,108 |
| Other payables | 37,951 | 34,609 |
| Payments received for product export account | 0 | 1,283,743 |
| Due to shareholders | 54,491 | 56,637 |
| Youth funds | 32,268 | 108,645 |
| Educational and professional training funds | 116,258 | 27,770 |
| Employees receivables | 2,137 | 823 |
| Total | 1,971,152 | 2,184,477 |

17. Profits Carried Over at the Year End and voluntary Reserve

Under the ordinary meeting of the General Assembly held on $03,03,3008$, it was agreed on distributing $50 \%$ of the par value of shares as cash profits of the carried over profits to the shareholders $(8,872,116)$ and a part of the voluntary reserve 1,127,884.

| 18. cost of sales |  |  |
| :---: | :---: | :---: |
|  | For the year ending on December $31{ }^{\text {st }}$ |  |
|  | 2008 | 2007 |
| This item consists of: | JD | JD |
| Raw materials used in production | 40,258,992 | 36,222,062 |
| Manufacturing costs |  |  |
| Depreciation | 3,602,895 | 2,653,931 |
| Salaries, wages and related costs | 3,669,090 | 2,948,332 |
| Maintenance and spare parts | 1,263,981 | 1,351,727 |
| Other manufacturing expenses | 2,186,774 | 1,690,690 |
| Total manufacturing costs | 10,722,740 | 8,644,680 |
| Total production costs | 50,981,732 | 44,866,742 |
| Finished products at the beginning of the year | 2,317,151 | 1,520,103 |
| Promotional material | $(79,014)$ | $(128,360)$ |
| Finished products returned for manufacture | $(6,189)$ | 0 |
| Finished products at the end of the year (Note 5) | $(3,022,369)$ | $(2,317,152)$ |
| Cost of sold goods | 50,191,311 | 43,941,333 |


| 19. General and Administrative Expenses |  |  |
| :---: | :---: | :---: |
|  | For the Year Ending on December $31{ }^{\text {st }}$ |  |
|  | 2008 | 2007 |
|  | JD | JD |
| This item consists of: |  |  |
| Salaries and wages | 1,093,054 | 741,227 |
| Fees and subscriptions | 98,742 | 86,366 |
| Depreciations | 190,932 | 185,739 |
| Stationary and printing | 32,328 | 27,228 |
| Advertisement expenses | 32,560 | 41,027 |
| Professional fees | 76,121 | 60,381 |
| Board of Directors transportations | 132,000 | 128,271 |
| Company's contribution to social security | 35,993 | 43,501 |
| Assets insurance | 18,980 | 23,875 |
| Fuel | 11,480 | 14,251 |
| Staff in-kind privilege | 6,493 | 12,090 |
| Postage, telephone and fax | 79,752 | 55,392 |
| Hospitality | 32,459 | 25,059 |
| Water, electricity and heating | 18,990 | 12,025 |
| Donations and supports | 66,472 | 50,437 |
| Miscellaneous expenses | 34,696 | 23,746 |
| Transportation | 2,309 | 568 |
| Medical expenses and insurance | 19,989 | 19,634 |
| Studies expenses | 130,909 | 1,986 |
| Vehicles expenses | 23,674 | 28,757 |
| Building taxes | 16,827 | 16,827 |
| Maintenance and repair | 31,802 | 35,041 |
| Legal fees | 3,158 | 5,817 |
| Annual vacancies expenses | 1,213 | 466 |
| End of service remuneration | 25,273 | 57,130 |
| Computer expenses | 13,355 | 29,375 |
| Rents | 37,952 | 41,661 |
| Travel expenses | 98,332 | 136,477 |
| Technical support expenses | 32,758 | 61,491 |
| Bank expenses and interests | 12,837 | 8,528 |
| Trademarks | 16,627 | 0 |
| Beginning project | 32,940 | 4,507 |
| Bad debts | 6,524 | 3,579 |
| Total | 2,467,531 | 1,982,459 |


| 20. Selling and Distribution Expenses |  |  |
| :---: | :---: | :---: |
|  | For the Year Ending on December $31{ }^{\text {st }}$ |  |
|  | 2008 | 2007 |
|  | JD | JD |
| This item consists of: |  |  |
| Salaries, wages and related expenses | 822,012 | 673,525 |
| Insurance | 8,743 | 9,521 |
| Depreciation | 158,154 | 202,045 |
| Promotion expenses | 1,381,640 | 2,119,591 |
| Vehicles, insurance and licensing expenses | 74,150 | 77,712 |
| Transportations | 52,497 | 35,818 |
| Staff in-kind privilege | 6,987 | 17,074 |
| Export and freight expenses | 221,160 | 370,139 |
| Fees and subscriptions | 8,501 | 2,594 |
| Company's contribution to social security | 56,661 | 58,462 |
| Stationary and printing | 8,232 | 8,644 |
| Hospitality | 619 | 3,367 |
| Postage, telephone and fax | 37,123 | 30,539 |
| Studies and consultations | 4,047 | 1,693 |
| Miscellaneous expenses | 24,955 | 41,249 |
| Maintenance and repair | 9,705 | 1,131 |
| Medical insurance | 34,370 | 31,671 |
| Materials and supplies | 19,783 | 8,500 |
| Travel expenses | 1,665 | 28,558 |
| Yearly vacancies expenses | 1,249 | 89 |
| Fuel | 130,740 | 126,534 |
| Rents | 56,003 | 43,495 |
| End of service remuneration | 48,419 | 36,587 |
| Egypt expenses | 35,020 | 34,654 |
| Professional expenses | 0 | 10,563 |
| Allowed discount | 73,811 | 15,793 |
| Amortization expenses | 12,149 | 9,650 |
| Load and unload expenses | 2,925 | 9,692 |
| Trademarks registration | 16,204 | 32,929 |
| Bank expenses | 0 | 54,444 |
| Exhibitions expenses | 120,763 | 0 |
| Total | 4,166,238 | 3,358,312 |

## 21. Other Revenues and (expenses)

|  | For the Year Ending on December 31 ${ }^{\text {st }}$ |  |
| :---: | :---: | :---: |
|  | 2008 | 2007 |
|  | JD | JD |
| This item consists of: |  |  |
| Investments in companies profits distribution | 75,738 | 3,318 |
| Currency fluctuations | 49,714 | $(45,633)$ |
| Property and equipment sale profits | 184,948 | $(184,497)$ |
| Other revenues | 206,693 | 25,004 |
| Total | 517,093 | $(201,808)$ |

## 22. Income Tax

Income tax for 2006 and 2007 was not settled.
Income tax of the Arab Co. for Cigarette Distribution (a subsidiary company) for 2006 was not settled.

## 23. Contingent Liabilities

On the balance sheet date, the Company holds the following liabilities:
JD 5,983,700 for bank warrantees - Mother Company and subsidiary companies.

## 24. Financial Instruments

## 1. Price risks

Price risks consist of the following:
Risks of currency rate fluctuations
Most trading transactions made by the Company were recorded in JD/USD, and the exchange rate of JD has been fixed at USD ( 1 USD $=0,71 \mathrm{JD}$ ) as determined by the Central Bank of Jordan.

## 2. Risks of interest rates

Most of the financial instruments listed in the balance sheet are not subject to interest rate risks as all of the Company's cash is deposited with banks with high solvency.

## 3. Credit, liquidity and cash flow risks

The Company keeps cash balances with highly solvent financial institutions. As for accounts receivables, they were listed at fair value representing the cash flow to be received during the year to face the obligations due for the same year.

## 25. Lawsuits

## a. Lawsuits against the Company:

The British American Tobacco Company (BAT) and the Union Manufacturing Company have filed a lawsuit against the International Tobacco \& Cigarettes Company (ITC) on December 30th 2001 to stop the production latter one of the cigarette brands manufactured by ITC basing on the Unlawful Competition Law.
ITC has returned the appeal which resulted in dismissing the procedure won by BAT Co. and the Union Manufacturing Co. by the judge of rushed matters. The decision of Court of Appeal was in favor of ITC, and it was supported by the Court of Cassation.

Accordingly, ITC has filed a counter lawsuit for compensation (damage \& disorder) against both BAT and the Union Manufacturing Co., and this lawsuit is still consideration before the competent courts.

## b. Lawsuit filed by the Company against the Sales Tax Department:

Sales Tax Department has submitted a financial claim and penalties for the sales of cigarette brand L\&M alleging that sales tax was not paid for a margin of profit of the Distribution Company.
As a result of this unjustified claim, the Company has decided to file a lawsuit against the Sales Tax Department to drop the claim because it is not based on the Sales Tax Law and the instructions issued by its General Manager since the Distribution Company of L\&M brand is not affiliated with ITC, as it is an independent entity.
All procedures taken in calculating the sales tax for L\&M brand were supported by official letters from the Company to the Sales Tax Department, and the Company has also kept the written consents issued by the Sales Tax Department with this respect. This lawsuit is still pending before the competent courts.

## 26. Comparative Figures

Some comparative figures were reclassified to go in conformity with the current year figures reclassifications.

## 27. General

Under the extraordinary meeting of the General Assembly held on 03/03/2008, it was approved on the Company restructure by transferring the Company's main activity in tobacco and cigarette manufacturing and production to a limited liability company completely owned by the Mother Company. On 16/04/2008, the Mother Company established ITC wll with a capital of JD 30,000 and the Company's main activity was transferred to it.
Under the extraordinary meeting of the General Assembly held on 03/03/2008, it was approved on changing the Company's name from International Tobacco \& Cigarettes Co. LTD to Eqbal Investment Co. Itd; and procedures were completed at Ministry of Industry \& Trade/ Company Control Department on 10/04/2008.

