

Access to Microfinance & Improved Implementation of Policy
Reform
(AMIR Program)

Funded By U.S. Agency for International Development

Financial News on TV and Public Relations

Final Report

Deliverable for Capital Markets Component

Task No. 5.5.12

Contract No. 278-C-00-98-00029-00

January 30, 2001

The attached press releases, articles, and bi-weekly reports were prepared by Deirdre Kline, in collaboration with Chemonics International Inc., prime contractor to the U.S. Agency for International Development for the AMIR Program in Jordan.

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Bi-Weekly Reports

To: Mr. Khush Choksy, Capital Markets Component Leader-Amir Program
Dr. Karina Nersesian, Training Specialist/Capital Markets Component Coordinator
CC: Bill Moore, President, ECI
From: Deirdre Kline
Date: October 1, 2000
Re: Bi-Weekly Report on Public Relations Training

The follow tasks have been accomplished in the public relations component from September 17-28, 2000.

Amman Stock Exchange (ASE)

- They have appointed a full time employee to be their public relations person. This was key since the ASE would get the most requests for information and be on the firing line to answer questions if there is a drop in the Stock Market.
- Established a list of priorities for this visit and created a timeline. A copy of the timeline is attached.
- Had them practice writing an easy-to-read English version of the Daily Summary to send out to the Jordan Times and JTV. The first one will be released on October 1, 2000. This sheet will make it easier for these news organizations to understand the highlights of the daily activity of the ASE and have the numbers they need to report the stories. A common complaint of the ASE is that news organizations are missing the stories and getting the numbers of the day incorrect. A copy of one of the practice summaries is attached.
- Wrote a rough draft of a one-sheet that explains what the ASE is and how it can help people. This can be used as an educational tool in the future.
- Discussed what the presence of the ASE should be during the IOSCO conference in November.

Jordan Securities Commission (JSC)

- Wrote a Public Relations Plan for the upcoming IOSCO conference being held in Amman and hosted by the JSC. The plan incorporates local press pitches, as well as international ones. This is the first time the JSC has attempted to reach the international press. The PR plan is attached.
- Established a first draft of a media list, both locally and internationally, which creates a mailing list for the press release and the press kits. This list can be revised and used for future releases. It also makes the international media aware of Jordan's capital market and what they are doing. A copy of the media lists is attached.
- Sent out a press release, with the approval of the JSC and IOSCO, to the media on the above lists. A copy of the release is attached.

- As of today, three Arabic papers in Jordan, the Petra News Agency and the Jordan Times have written about the IOSCO conference from the release that was sent out. It is difficult to collect international stories that were written. A copy of these articles is attached.
- Royal Wings, the magazine of Royal Jordanian, has agreed to reprint our press release, as an article, in the Nov./Dec. issue. This is important since most delegates of IOSCO will be taking Royal Jordanian to Amman.
- Collected what we will need for the press kits: including a one sheet on the JSC, list of milestones, agenda of the meetings and information on Jordan.

Securities Depository Center (SDC)

- Established an outline for this visit. Goals include developing the basic materials for a press kit, which can also be used in informational and educational brochures.
- Started working on a glossary that can be used and agreed upon by all of the components of Jordan's capital markets.
- Looking into the possibility of a university appearance by Samir Jaradat to educate students on the capital market, what it means to them and answer their questions. Samir is very interested in doing this; we are just trying to establish the optimal time for him to make the speech.

To: Mr. Khush Choksy, Capital Markets Component Leader-Amir Program
Dr. Karina Nersesian, Training Specialist/Capital Markets Component Coordinator
CC: Bill Moore, President, ECI
From: Deirdre Kline
Date: October 16, 2000
Re: Bi-Weekly Report on Public Relations Training

The follow tasks have been accomplished in the public relations component from October 1-14, 2000.

Amman Stock Exchange (ASE)

- Has been periodically sending out an easy-to-read English version of the Daily Summary to send out to the Jordan Times and JTV.
- Completed one-sheet that explains what the ASE is and how it can help people. This can be used as an educational tool in the future. A copy is attached.
- Gathering CV's of the Chairmen to create a short biography of each of them.
- Created questions educating the public on the ASE to be used for the money quizzes on JTV. A copy of the questions is attached.

Jordan Securities Commission (JSC)

- Created a final list of media who will receive a press kit. The list needed to be significantly shortened due to financial constraints.
- Wrote drafts of pitch letters, one for international press and one for regional press, about the upcoming IOSCO Conference. A copy is attached.
- Collected material for the press kits that will be used at the IOSCO Conference.
- Created questions educating the public on the JSC to be used for the money quizzes on JTV. A copy of the questions is attached.

Securities Depository Center (SDC)

- Wrote a rough draft of a one sheet easily describing the role of the SDC. This one sheet can be used in the future for educational purposes.
- Continued working on a glossary that can be used and agreed upon by all of the components of Jordan's capital markets.
- Created questions educating the public on the SDC to be used for the money quizzes on JTV. A copy of the questions is attached.
- Worked on the press release for the announcement of the Electronic Contracts. This will be released on October 22, 2000

Capital Markets

- Met with reporters from Dubai Business Channel, Jordan Times and Ar'Rai daily paper, about the coverage they are giving to the Capital Markets.

To: Mr. Khush Choksy, Capital Markets Component Leader-Amir Program
Dr. Karina Nersesian, Training Specialist/Capital Markets Component Coordinator
CC: Bill Moore, President, ECI
From: Deirdre Kline
Date: October 29, 2000
Re: Bi-Weekly Report on Public Relations Training

The follow tasks have been accomplished in the public relations component from October 15-28, 2000.

Amman Stock Exchange (ASE)

- Wrote and sent out a press release on the number of brokerage firms that are remote trading increasing to 6. Jordan Times picked it up. A copy of the release is attached.
- Interviewed Jalil Tarif about remote trading, ASE's website and the intranet. The tape can be used in the future by JTV to show what the stock exchange was doing.
- Wrote a rough draft of Jalil Tarif's biography.
- Trained the ASE's PR person, on writing a release, talking in soundbites and getting your message across.
- Designed a folder for the ASE.

Jordan Securities Commission (JSC)

- Wrote pitch letters to fifty international journalists. A copy of the pitch letter is attached.
- Stuffed press kits and sent them out to the journalists. A copy of the journalists is attached.
- Interviewed Dr. Tayseer Abdel Jaber about IOSCO. The interview will air on JTV the week before the conference.

Securities Depository Center (SDC)

- Wrote a release about the new electronic deeds. Jordan Times picked it up. A copy of the release is attached.
- Wrote a release about the success of electronic deeds. Jordan Times picked up. A copy of the release is attached.
- Interviewed Samir Jaradat about electronic deeds. JTV news aired the interview October 26.
- Wrote a rough draft of Samir Jaradat's biography.
- Collecting CV's of the SDC's Board of Directors to write their biographies.
- Assisted with writing the brochure for the SDC.

Capital Markets

- Wrote a rough draft of the release on the Royal Economic Consultative Counsel's report to the King on changes to be made to Jordan's capital markets.
- Interviewed Naser Amad and Eyad Mash'al about current events and their effect on Jordan's economy. Interview with Mr. Mash'al aired on JTV October 26.

To: Mr. Khush Choksy, Capital Markets Component Leader-Amir Program
Dr. Karina Nersesian, Training Specialist/Capital Markets Component Coordinator
CC: Bill Moore, President, ECI
From: Deirdre Kline
Date: November 12, 2000
Re: Bi-Weekly Report on Public Relations Training

The follow tasks have been accomplished in the public relations component from October 29-November 10, 2000.

Amman Stock Exchange (ASE)

- Completed Jalil Tarif's Biography. A copy of the biography is attached.
- Wrote a release on a speech that Jalil Tarif will give in UAE. The release will be sent out on November 12, 2000. A copy of the release is attached.
- Decided what to distribute to the members of the IOSCO Conference. Started putting together information kits.
- Wrote letter for the ASE, at the request of Jomall.com on the importance of the free trade agreement. A copy of the letter is attached.

Jordan Securities Commission (JSC)

- Sent out an invitation to local reporters to attend IOSCO Conference. We are asking reporters to register if they will be attending. In the past the JSC usually throws these things together. This giving this conference some structure it will create a positive blueprint for the JSC and press in the future. Copy of the letter is attached.
- Send out a release on the number of participants who will be attending the conference. All local publications picked up the release. Copy of the release is attached.
- *Royal Wings*, Royal Jordanian's magazine, published the article on the IOSCO conference.
- Wrote and sent out a release on the training seminar sponsored by the AMIR Program and the JSC. A copy of the release is attached.
- Wrote a release on the presentation of certificates that will be distributed for the JSC and AMIR Program sponsored brokerage examination. A copy of the release is attached.

Securities Depository Center (SDC)

- Assisted in the revamping of the SDC's website.
- Continued work on the SDC's brochure.

- Decided on what to distribute to IOSCO members and started to put together the information kits.

Capital Markets

- Wrote and distributed the release on the Royal Economic Consultative Counsel's report to the King on changes to be made to Jordan's capital markets. All the local publications and both JTV stations picked it up. A copy of the release is attached.

AMIR Program

- Met with all component leaders from the AMIR Program to decide what public relations opportunities will present themselves in the next year.
- Put together a list of PR jobs that need to be accomplished before the end of the year.

Press Releases

For Release: October 21, 2000

Amman Stock Exchange Increases Number of Remote Traders to Six

Just two weeks after starting remote trading, six out of 26 brokerage firms have started trading from their offices instead of the stock market floor. This process will gradually continue until all of the brokerage firms are trading remotely, which is expected to occur at the end of this year.

Before a firm can begin remote trading, they must comply with several conditions. First is the brokerage firm needs to provide the necessary equipment. Brokerage firms also must prove that they can prevent unauthorized personal to enter, buy or sell stocks on the Amman Stock Exchange (ASE). The last condition is the firm must provide a dedicated line that directly connects them with the ASE.

“We feel that remote trading is a very important step in making the ASE more accessible to Jordanians everywhere, as well as, the international investor,” stated Jalil Tarif, Chief Executive Officer of the ASE.

The ASE, a private sector, non-profit organization with legal and financial independence, is in charge of running the market. The ASE observes international standards of fair practice in the orderly transaction conduct of the market.

With a capitalization of \$5 billion, the ASE is one of the largest stock markets in the region that permits foreign investment. The exchange currently has 590,000 shareholders. 52% of the shares are held by Jordanian corporate and individual investors, foreign investors account for 42% of share ownership and the government through the Jordan Investment Corporation holds 6%.

Contact:

Mithkal Obaidat

566-6296/8 (phone)

For Release: October 22, 2000

Electronic Deeds to Be Used For the First Time

For the first time in Jordan, the Securities Depository Center (SDC) will begin using electronic deeds, today, Oct. 22, 2000. The electronic deeds will create a more efficient and accurate trading environment.

Electronic deeds will replace the contracts that were previously done manually, reducing the possibility of human error. With the new system, brokers will enter the information about their clients in an electronic databank, before trading on the ASE. Once the information has been entered, the client will be assigned a number that identifies him. Jordanians will use their national number, foreign investors and corporations will be assigned a 10-digit number. The electronic deeds allow transactions to be made confidentially, since the buyer does not know the seller's name and the seller does not know the buyer's name.

At the end of the trading day, the SDC receives an electronic daily report from the ASE with all of the transactions that took place during that day. Once the file is obtained by the Securities Depository Center, they will issue the electronic deed in the purchaser's name. The deed contains the name of the issuer, the name of the buyer, their assigned numbers and the transactions that occurred. The SDC will then, deliver the contract to the issuers to ensure that the ownership is authentic.

"After 21 years of trading, the electronic deeds will be a breakthrough for Jordan's capital market. Making a transaction is safer than ever before," stated Samir Jaradat, Chief Executive Officer of the Securities Depository Center.

The Securities Depository Center was created in 1999 as part of the restructuring process of Jordan's capital market. The SDC is a private, non-profit institution that oversees the settlement and transfer of the ownership of securities. The registration includes client identification to ensure accurate records are maintained. In addition, electronic deeds are issued. These deeds contain all of the details regarding the transactions.

During the first year of operation, the SDC has simplified the processes of transferring the ownership of stocks. This procedure has established a reputation, both internationally and locally, as a safe and effective method for trading stocks. As well as, created public and investor confidence in Jordan's capital market. This restructuring process has ensured the Jordanian clearance and settlement system operates with maximum efficiency and minimum risk.

Contact:

Lana Gharaibeth 567-2788

For Release: October 23, 2000

SDC's Electronic Deeds are a Success

The first day of implementing electronic deeds proved to be a triumph for the Securities Depository Center (SDC). On Sunday, October 22, 2000, 538 deeds were issued by the SDC. In addition, the electronic deeds have shortened the clearing time of a stock by one day and all brokers have completed their financial settlements on time.

With the new system, brokers enter the information about their clients in an electronic databank, before trading on the Amman Stock Exchange (ASE). Once the information has been entered, the client is assigned a number that identifies him. By using numbers instead of names, the electronic deeds allow transactions to be made confidentially. At the end of the day, once the SDC obtains the daily report of transactions from the ASE, they issue the electronic deed that contains all of the necessary information. The SDC will then deliver the contract to the issuers to ensure that the ownership is authentic.

“Electronic deeds replaced the contracts that were previously done manually, reducing the possibility of human error and create a safer trading environment,” stated Samir Jaradat, Chief Executive Officer of the Securities Depository Center.

The Securities Depository Center was created in 1999 as part of the restructuring process of Jordan's capital market. The SDC is a private, non-profit institution that oversees the settlement and transfer of the ownership of securities. The registration includes client identification to ensure accurate records are maintained. In addition, electronic deeds are issued. These deeds contain all of the details regarding the transactions.

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Contact:

Lana Gharaibeth 567-2788

For Release: October 29, 2000

Committee Presents Report to H.M. King Abdullah on Changes to Be Made to Jordan's Financial Market

After three months of reviewing Jordan's financial market a committee led by Naser Amad, General Manager of United Financial Investment and member of the Royal Economic Consultative Council, presented H.M. King Abdullah II their recommendations of changes to be made to Jordan's financial market, today, October 29, 2000. The report contained 28 definitive recommendations that would make Jordan's market prosper and create a safer atmosphere for investors.

After reviewing Jordan's capital market growth during the last 20 years, the report concluded that the Stock Market has not failed, but has been restricted by many circumstances outside of its control. The report is divided into five sections that would attempt to correct these outside influences. They include changes that need to be made to procedures within the financial market; changes to be made to the professional infrastructure of the financial market; better dissemination of information; international modifications and changes in the laws that govern the financial market.

"There is currently a lack of trust and confidence in the investment environment and management of Jordan's financial market. To regain the confidence and trust we need to create a safer business environment. To do that we have made recommendations that will promote timely and accurate transparency, fairness for all participants and liquidity and efficiency in the market," stated Mr. Amad.

The recommendations to the procedural side are as follows:

To Create New Financial Instruments through Draft Rules and Regulations

Currently the only items traded on the Amman Stock Exchange (ASE) are stocks and bonds. They recommend adding more instruments for an investor to choose from, so that the ASE will be able to attract investors regardless of their income and objectives. Some of the recommendations suggested include allowing for stock splits, options, mutual funds, treasury stocks and buybacks. In addition, they suggest creating Islamic instruments to invest in, so the market opens itself up to people who might not normally invest. Islamic funds are mutual funds that comply with the Shri'a. These changes will allow more people to invest in the market and maximize their earnings potential.

Enhancing the Role of Privatization in Economic Development

As privatization increases throughout Jordan, the committee suggests that when a company decides to sell shares, a certain percentage of stock should be held back for employees to purchase, allowing them the opportunity to buy into the company where they work. They recommend that stock privatization should take place on the ASE. This action will help initiate more interest in Jordan's market and more awareness in the privatization program. The placement of these stocks on the ASE will fuel the supply side and naturally the demand will follow to create a fair market price of the stock. This would also

generate pride among workers and create a more open, and less intimidating investment environment for the employees.

Need to Build a Financing Structure to Help Brokers

The report proposes that brokers need to be more active participants in the market and this can be achieved by enabling them to set margins and finance investors, through repurchase agreements. The Jordan Securities Commission (JSC) would oversee all of this.

Restructure the Social Security Corporation (SSC)

The report recommends the restructuring of the investment division of the SSC. As Jordan's largest institutional investor, the SSC needs to recruit qualified employees and increase their proficiency. They also need to revisit their policy of buying stocks and not selling them, as well as reviewing the companies and industries in which the SSC invests. This policy has not changed in 20 years and needs to be updated to maximize the investment opportunities, especially during volatile times in the market. They also recommend new software for the management of portfolio managers.

Mutual Funds

The small investors who buy into the stock market are often the investors who are short-term buyers and deeply affected by the markets ups and downs. With that instability, they are the ones who end up losing money. The report suggests that banks should establish mutual funds that would cater to the different needs of different clients. By creating mutual funds, the ASE would be safer for the millions of people in Jordan who do not have a lot of extra money to invest.

JSC and Ministry of Trade and Industry

These two entities are responsible for overseeing company management and fair-trading on the ASE. The report recommends that they intensify and coordinate their efforts when executing this task. These two entities should be able to detect problems in companies early on and take preventative measures to create stability. There are already corporate duties and articles in place that specify their responsibilities; the committee charges that these duties are not being enforced fully.

Security Depository Center (SDC)

The committee suggests that the SDC migrate from keeping its records on paper to the electronic book entry of documents, which would produce a delivery versus payment plan. In addition, they should seek cooperation from other Middle Eastern Markets and comply with international standards. This will enhance diversification, allow protection of the investor's holdings and give credibility to the market.

Amman Stock Exchange (ASE)

Although some remote trading has been introduced, the committee states they would like to see the ASE more proactive in using the internet to implement trading and disseminate information. This would allow people from all over Jordan, as well as international investors, to trade on the ASE with ease and make trading more viable. The report recommends changes in the software and procedures of electronic trading to create a fairer trading environment.

The recommendations to the professional infrastructure are as follows:

Create an Association that Governs Auditing and Accounting

An association should be established that oversees the roles of auditors and accountants. The association would organize both businesses and specify the terms of practice. It would also make sure auditors were not being influenced by outside pressures and opinions. International auditing and accounting standards would apply, in addition to the establishment of a code of ethics for members. Before being allowed to work in Jordan, an auditor would need to comply with this association and show proof of malpractice insurance.

Insurance Sector

The report proposes that the commissioners currently overseeing the insurance sector provide a report to the Economic Consultative Counsel to the Royal Palace. This report would establish the foundation for an insurance sector that is on par with international standards and best practices. They would also look to the future of the sector to maintain growth and innovative solutions to the problems that it currently faces. The report also suggests the hiring of qualified personnel by the commissioners paying them what is common in the private sector.

Brokerage Firms

For 20 years, brokerage firms have not accomplished much more than to matching orders. The committee advocates they should take it upon themselves to expand their role in Jordan's financial market. Firms should start offering a full range of services including financial consultation, financial analysis and portfolio management. This cannot be done without highly qualified professionals. The committee recommends that the Certified Financial Professional Association start doing their job by overseeing, recruiting and training financial professionals.

Capital Adequacy of Brokerage Firms

The report states that many brokerage firms are suffering from a lack of capital, which is endangering the investments of their clients. Currently the JSC receives weekly reports from brokerage firms. However, since two firms have gone bankrupt this year alone, this shows that the gravity of these reports has not been taken into account. The committee recommends hiring compliance officers to be a liaison between the JSC and brokerage firms; their sole responsibility would be to make sure brokerage firms are complying with the rules and regulations.

Financial Managers and Officers of Public Shareholding Companies

The report states that currently there is a lack of knowledge among financial officers about capital and liability management. They suggest conducting specialized courses and training regarding the financial market and securities.

The recommendations for the informational side are as follows:

Disclosure and Transparency

The committee says that the regulations that are currently in place are very good, but they are not being fully implemented by the JSC. They feel that when a financial issue or incident is being disclosed it should be done in a comprehensive fashion and not allow for facts to become misleading. They also suggest an all-inclusive form be created and filled out whenever an issue or incident presents itself. This

form would eliminate the manipulating of facts. They also suggest companies increase the number of times they report their earnings. In addition, the committee calls for a timely disclosure of any financial incident. They also suggest that the JSC hires qualified professionals to oversee the above-mentioned changes. After an investigation is conducted of an incident, a report should be made public along with all of its findings. Disclosure also affects the Central Bank of Jordan. Currently the Bank collects yearly financial reports and has the right to accept or refuse these income statements. This process needs to be done in a more expedient way, the committee suggests accomplishing this task within three months.

Formal Disclosure

The report suggests that the Jordanian media needs to be more forthcoming when reporting on political, economic and social incidents. With the advent of satellites, news is being reported all over the world. If Jordan's media doesn't report something, it will generate rumor and innuendo that causes more problems and affects the financial market.

Economic Disclosure

The committee proposes the accurate and timely reporting of all major economic indicators. This includes Jordan's rate of inflation, interest rate, the GDP and employment. These numbers will help investors in the decision making process about what to invest in and when to invest. The report also suggests the government set a calendar so Jordanians will know when to expect this information and then have it disseminated through the mass media.

Investor Relations Officer

The report also states that companies are reluctant to give out information, so they suggest each company hire an investor relations officer. This person would answer any questions from investors or the press regarding the company and its future.

Public Awareness Campaign

The committee suggests as Jordan looks to future investors, they should further educate the public, by tapping into the school system and universities. This could be initiated by teaching introductory courses on the financial market to most students and more specific courses to those in higher education.

Investor Awareness

The committee summarized that most investors lack the awareness of where the market is headed. This can be overcome with the help of the media and the Investor Relations Officer. In addition, they suggest training reporters to help them understand financial markets.

Savings Awareness

The committee suggests enhancing the role of banks and insurance companies to create a greater savings awareness in the public sector. They state banks can achieve this by conceiving products that have incentives for savings and tailoring them to the different needs of different customers. Also insurance companies need to play a larger role, by promoting insurance possibilities and providing more options. They also suggest creating incentives for insurance companies to merge, making them stronger and safer.

The international recommendations are as follows:

Promotion and Marketing of Jordan

The report recommends creating a public relations and marketing campaign for investing in Jordan both locally and internationally. This campaign would spotlight Jordan's new financial market. They also recommend that the government establish a committee of Jordanian volunteers who work in financial communities around the world to gather together at least once a year to discuss the new implementations that are occurring in other parts of the world and how these ideas can be used to help Jordan's financial market.

The Middle East and a One-Market Economy

With the advent and popularity of IT companies around the region, the committee advocates establishing one Middle Eastern market that caters exclusively to them. Since most IT companies do not fit the criteria to be traded on the ASE due to their lack of profits, the creation of a new regional market would allow investors to trade on this emerging sector.

The recommendations on the legislative side are as follows:

Change the Laws that Govern the Earnings of the Government

Currently, the government receives money through taxes on purchases, income tax, customs tax, etc. The report asserts that the laws that govern these earnings impede investment and savings in Jordan, by creating hurdles for people who want to invest. They suggest rewriting the laws, not only to ease taxes, but also to create incentives for domestic and international investors to bring their money to Jordan.

Government Debt Securitization

After amending the public debt laws, the report suggests the government should securitize its debts through the Central Bank. By issuing treasury bills and government bonds with different maturities, this can lead to a yield curve and give investors more fixed income devices. This would allow people to invest in something they know is secure and aid the government with its debt.

Create Harmony between the Different Laws

In Jordan's growing financial markets there are several different kinds of laws that are in place. There are laws that deal with companies, banks, financial papers and income tax. However, in the committee's review of these laws they found that many of them contradict one another, which creates confusion. Therefore it is their recommendation that these laws be revised to compliment one another.

Companies' Law/Securities' Law

The report suggests establishing a committee to revise both of these laws to ensure a clear and distinct division between them. They suggest all companies' laws should handle the creation of a company, as well as its termination, and securities laws handle everything else. The roles of the Ministries and Commissioners need to be more clearly defined and also the process of listing a company on the ASE needs to be simplified. The committee urges the redrafting of articles of the companies law that cover all corporate governance. They also suggest the creation of laws that will encourage companies to merge and make them stronger. The report also states that Jordan needs to increase the rights of the minority shareholder. These changes will allow for a more fluid and transparent market.

Banks' Law

The committee suggests a reexamination of Article 34 in the banks law, which dictates an individual cannot own more than 10% of a bank, until he receives approval. They also recommend that some of the other articles in the banks' law be revisited to ensure that the ASE has an efficient trading environment.

Restructuring of the Judicial System

The committee urges the establishment of specialized judges that deal only with financial cases. These judges can be trained to understand the complex laws that accompany financial transactions.

In summary, the report states its goal is to restore trust and confidence in Jordan's Financial Market and this can be acquired by creating attractive investment opportunities. It also can be achieved through fairness, efficiency, liquidity and transparency. These steps need to be translated into reality by actions, procedures and policies. In addition, the financial market laws in Jordan need to be modified to offer a suitable infrastructure. They state the main problem is not with the appropriateness of the law, but the gravity in which it is implemented. The members of the financial community need to understand that no one is above the laws that govern them.

They further state that Jordan cannot look to attracting foreign investors until it starts retaining local investors and developing qualified professionals who work in the financial market. After that is achieved, they state the country needs to be ready when positive opportunities arise.

In addition to Mr. Amad, the committee writing this report consisted of five members from all aspects of Jordan's financial community including: Samir Jaradat, Chief Executive Officer of the Securities Depository Center; Mohamed Tash, General Manager of National Securities Brokerage Company; Mohammad B. Belbeisi, Chairman and CEO of National Portfolio Securities; Bashar Amad, Capital Market Specialist for Jordinvest Trast Company; Khalil Naser, Executive Assistant Manager of the Securities Depository Center.

Contact:

Deirdre Kline

962-79-815-227 (phone) or deirdrekline@aol.com

For Release: November 3, 2000

JSC and AMIR Bring Together 80 CEO's of Banks And Brokerage Firms for Seminar

The Jordan Securities Commission (JSC) and USAID-funded AMIR Program will co-sponsor the Investment and the Capital Market seminar beginning Tuesday, Nov. 5, 2000. 80 CEO's of brokerage firms and banks will come together for this high profile seminar.

During the four-day seminar, participants will focus on a variety of topics including securities regulation, ethics and corporate governance. They will also discuss stock underwriting, asset securitization, venture capital markets, money management and mergers and acquisitions.

The JSC and AMIR program have successfully recruited international experts in the field of investment banking to conduct the seminars. Ronald E. Copley, CFA is the president of Copley Investment Management, an independent advisory firm dealing with investment management for professionals. M. Campbell Cawood, CFA is the branch manager and investment advisor at Linsco/Private Ledger. In addition, Dr. Malcolm H. Lathan, Jr., CPA, is an associate professor of commerce at the McIntire School of Commerce at the University of Virginia.

"This is seminar is a continuation of the JSC's efforts in the development of Jordan's Capital Market. This seminar is a step towards creating a safe and professional environment for investing in Jordan," stated H.E. Dr. Bassam Saket, Executive Chairman of the JSC.

The JSC provides the regulatory environment to achieve a sound and transparent securities market in the Kingdom and protects shareholders, investors and the public from irregular market practices. They also monitor and supervise the Amman Stock Exchange, the Security Depository Center, financial services companies, public shareholding companies, investment funds and certified financial planners. In addition, the JSC is also responsible for licensing these entities, issuing rules and regulations to which they must adhere and regulating the disclosure of information.

The AMIR Program is a four-year economic opportunity activity funded by the U.S. Agency for International Development (USAID) and implemented partnership with the Jordanian private sector and ministries of the Government of Jordan. AMIR Program activities promote economic growth and prosperity in Jordan through the development of a favorable environment for business-one that stimulates increased investment and enables Jordan's private sector to meet the challenges of economic globalization.

The seminars will take place at the Marriott Hotel on November 5th, 7th, 9th and 12th.

Contact:

Taroub Dauod 566-7400 (JSC)

or

Amal Habis 565-0231 (AMIR)

For Release: Nov. 7, 2000?

Representatives Expected From Over 70 Countries to Attend the IOSCO Emerging Securities Markets Committee Meeting

As of today, the Jordan Securities Commission (JSC) has received 103 responses from 46 countries to attend and participate in the International Organization of Securities Commissions (IOSCO) Emerging Markets Committee Meeting. The meeting that is being held under the patronage of His Majesty King Abdullah II, in Amman between Nov. 17-21, 2000, is the first time that such an international conference will take place in the Middle Eastern Region.

Securities regulators from all over the world, including Asia, Africa, North America, South America and Europe will come to Amman to participate in the four-day conference. They will discuss issues that have a direct and vital interest to security market regulators in emerging markets. Participants will examine the regulatory impact of privatization and alliances of stock exchanges, since these changes are having a far-reaching impact on the regulations overseeing capital markets. They will also discuss the regulatory perspective of internet related market development. In addition, members will look at the regulatory and market changes taking place in the Middle East and Africa, focusing on the impact globalization will have on these markets.

“We are enthusiastic about the level of participation in the conference and expect the number of attendees to continue to rise in the next 10 days. The IOSCO Emerging Markets Meeting is an important step in the JSC’s continued effort to work with the international community and promote Jordan’s Capital Market,” stated H.E. Dr. Bassam K. Saket, Executive Chairman of the JSC.

The Jordan Securities Commission is successfully providing the regulatory environment to achieve a sound and transparent securities market in the Kingdom and protecting shareholders, investors and the public from irregular market practices. The JSC monitors the Amman Stock Exchange, the Securities Depository Center, financial service companies, public shareholding companies, investment funds and certified financial professionals. The JSC is also responsible for licensing these entities and issuing the rules and regulations for them. In addition, the JSC regulates the disclosure of information and the licensing on financial services companies and certified financial planners.

IOSCO was established to promote high standards of regulation in order to maintain just, efficient and sound markets. It promotes the exchange of information to assist the development of domestic markets. IOSCO has established standards for the effective surveillance of international securities transactions. It also provides assistance to promote the integrity of the markets by a rigorous application of standards.

Contact:

Taroub Daoud 566-7400 (phone) or taroub@jsc.index.com.jo

For Release: November 8, 2000

JSC and AMIR Award 32 Capital Market Specialists for Excellence

The Jordan Securities Commission (JSC) and USAID-funded AMIR Program awarded 32 certificates to capital market specialists in a ceremony held today, Nov. 8, 2000. The certificates were given to representatives of Jordan's financial community who participated in the Broker Training and Certification Program Examination administered in July.

The examination was the first of its kind and will soon be the standardized test for all brokers in order to be licensed by the JSC. Administered by a team of highly qualified international and Jordanian instructors, the training program and exam addressed a variety of financial issues. Among the topics covered include securities law, the economics of capital markets, stocks, bonds, derivatives and portfolio management.

"This examination is an important step as we look towards bringing Jordan's capital markets up to international standards and was held in accordance with the JSC's comprehensive capital market reform policy," stated H.E. Dr. Bassam Saket, Executive Chairman of the JSC.

Participants of the training session and examination included representatives of Jordanian banks, investment companies, financial consultancy institutions, the JSC and the Amman Stock Exchange. Of the 32 partakers, 17 were brokers who received their licenses this year.

The JSC provides the regulatory environment to achieve a sound and transparent securities market in the Kingdom and protects shareholders, investors and the public from irregular market practices. They also monitor and supervise the Amman Stock Exchange, the Security Depository Center, financial services companies, public shareholding companies, investment funds and certified financial planners. In addition, the JSC is also responsible for licensing these entities, issuing rules and regulations to which they must adhere and regulating the disclosure of information.

The AMIR Program is a four-year economic opportunity activity funded by the U.S. Agency for International Development (USAID) and implemented partnership with the Jordanian private sector and ministries of the Government of Jordan. AMIR Program activities promote economic growth and prosperity in Jordan through the development of a favorable environment for business-one that stimulates increased investment and enables Jordan's private sector to meet the challenges of economic globalization.

Contact:

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IOSCO Conference Materials

October 17, 2000

Mr. Michael Sivy
Money Magazine
Rockefeller Center
New York, New York 10020

Dear Mr. Sivy,

As the world looks towards globalization, emerging markets are banding together to play a larger role in the world's economy. A good illustration of that will take place in November where the Jordan Securities Commission is inviting over 70 countries will gather together for International Organization of Securities Commission's (IOSCO) meeting to discuss the emerging markets role in globalization. The meeting will be held in Amman, Jordan, the first in the Middle East Region. Jordan will be hosting this meeting as a continuation of the restructuring process of their emerging capital market.

The four-day conference covers a variety of relevant issues to these growing markets. They will take a look at the growing trend towards globalization and what it means to the regulatory commission of the emerging markets with relevance to the Middle East and Africa. Panelists will also discuss the rapidly developing role of the internet in respect to emerging markets. Emphasis will also concentrate on the impact of the privatization of stock exchanges, since a significant number of the world securities exchanges have either initiated, or are considering initiating a privatization of their stock exchanges.

I hope that you will be able to join us in Amman from November 17-21, 2000, for a series of discussions that are sure to be educating and practical.

For further information, please feel free to call me at your convenience at 962-6-566-7400 or email me at taroub@jsc.index.com.jo.

Sincerely,

Taroub Daoud
Chairman's Office Director
Public Relations Coordinator

November 6, 2000

Ms. Bayan Tall
Jordan Television

Dear Ms. Tall,

Under the patronage of His Majesty King Abdullah II, the Jordan Securities Commissions (JSC) will be hosting the International Organization of Securities Commission's (IOSCO) Emerging Securities Markets Committee meetings here in Amman. This is the first time they will be held in the Middle Eastern Region.

I would like to invite you to the opening ceremony and the sessions conducted on Sunday, Nov. 19, 2000. They will be held at the Grand Hyatt Amman beginning at 9:30 AM. In addition, a press conference will be held on Monday, Nov. 20, 2000 from 2 to 3 PM. Television cameras will be permitted during the opening ceremony and the press conference.

To ensure that there are workspace accommodations for you, I am asking if you would register in advance to let us know if you will be able to attend. A copy of the complete schedule and registration form is attached.

I look forward to seeing you on the 19th, for further information, please feel free to call me at your convenience at 566-7400 or email me at taroub@jsc.index.com.jo.

Sincerely,

Taroub Daoud
Chairman's Office Director
Public Relations Coordinator

Jalil Tarif
CEO, Amman Stock Exchange

Jalil Tarif is the Chief Executive Officer of the Amman Stock Exchange (ASE), a position he has held since the creation of the ASE in March 1999. He oversees all administrative, financial and technical matters that take place at the ASE. Under his leadership, the ASE has implemented a electronic trading system and all of the rules and regulations required to run the ASE. In other initiatives, the ASE has started remote trading, allowing brokers to trade from their offices instead of the stock exchange floor and completed the infrastructure of the ASE.

Prior to his work at the ASE, Mr. Tarif was the Deputy Director General of the Amman Financial Market (AFM) where he oversaw Jordan's entire capital market. During his six years as Deputy Director General, Mr. Tarif assisted in writing the new securities law that implemented the three separate entities that make up Jordan's Capital Market today. He also supervised all of the regulatory and operational aspects of the AFM. In 1995, Mr. Tarif was chosen by the Amman Financial Market to lead a committee to study the feasibility of creating a stock market in Palestine. Mr. Tarif started working at the AMF as the Executive Director in 1992.

Mr. Tarif began his career in 1978, as an Assistant Director at the Central Bank in Jordan. While in that position, he worked with the research department to embark on having Jordan work with international institutes, such as the International Monetary Fund and the World Bank. He also oversaw monetary and fiscal policies, as well as analyzed Jordan's macroeconomic policies.

Mr. Tarif has also published several works including *External Debt and Economic Development of Jordan*, *Obstacles of Attracting Foreign Investment in Jordan* and *The Legal Structure of Arab Stock Exchanges*. In addition to those, Mr. Tarif was awarded a certificate of merit from the International Development Center of Japan for Outstanding Achievement for his work, *External Public Debt and Economic Development of LDCs*. In 1995, he earned the certificate of distinguished delegate in the alternative structure for securities markets conference that was held at Georgetown University.

Mr. Tarif received his undergraduate degree and Masters Degree in economics from the University of Jordan.

October 2000

Appendix A: *Newspaper Articles – English*

Appendix B: *Newspaper Articles - Arabic*