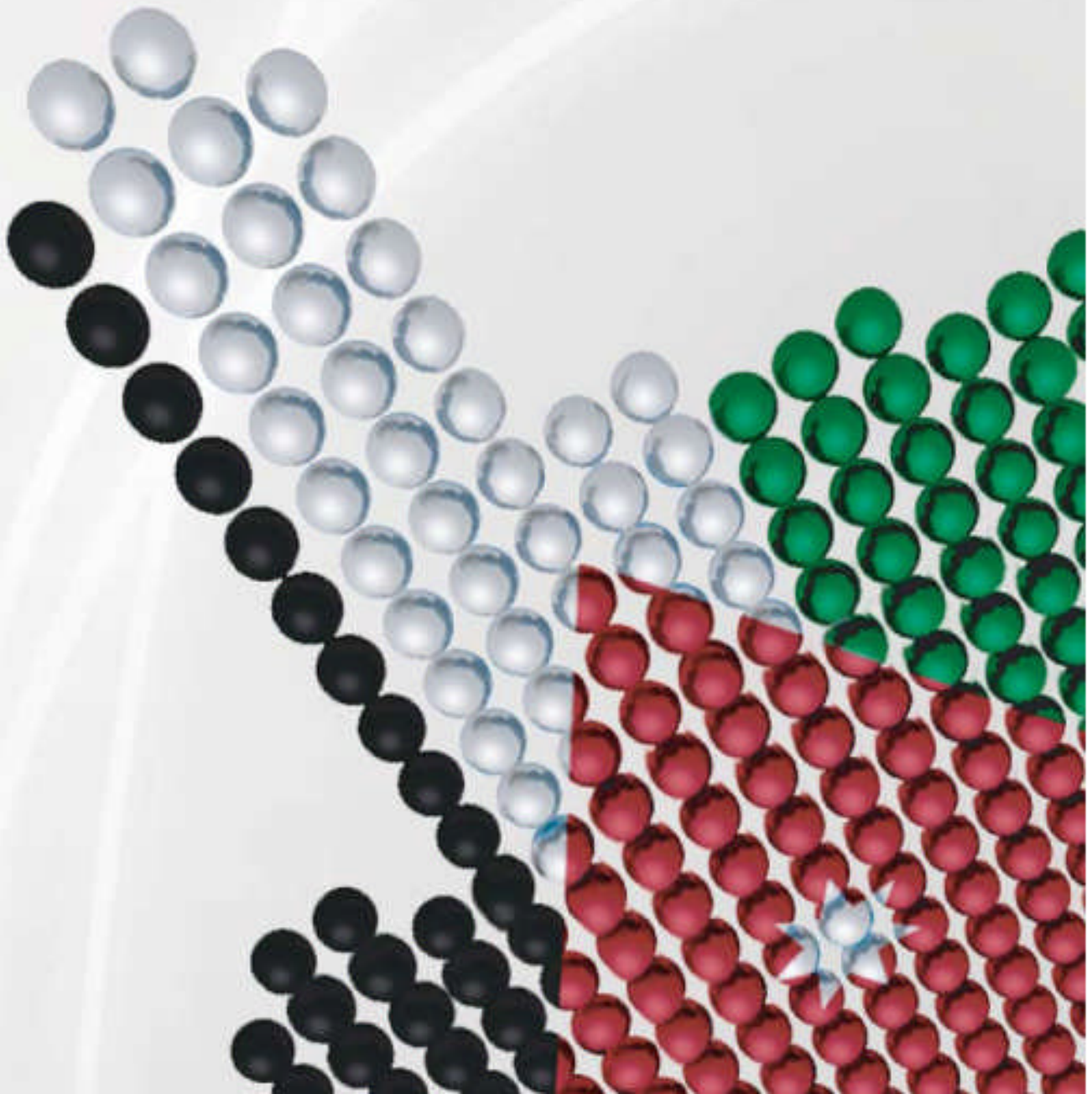


IT Industry Statistics 2007



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Introduction

Jordan's ICT sector has come a long way in the past years and has achieved a great deal of accomplishments in which we can all take great pride. This is listed amongst the government's highest priorities, and is expected to continue immensely to the Jordanian economy.

To demonstrate the sector's growth in terms of numbers and to determine the growth in market size, exports, investments attracted, and new jobs created, the Information Technology Association- Jordan (int@j) has completed its annual survey of the sector for the year 2007.

Methodology for the 2007 survey

The 2007 IT Industry Statistics Survey conducted in May - Aug 2007 was an assessment of Jordan's information technology (IT) industry. The survey was designed to track the growth of:

1. Domestic revenues
 2. Export revenues
 3. Employment
 4. Foreign direct investments
- The survey defined categories of IT industry service fields as well as generic product categories that are currently relevant to the Jordanian market and/ or will be in the near future.
 - The survey was launched in May and concluded end of Aug 2007. Targeted population was the int@j membership base constituted of 110 companies of which 90 companies were determined eligible for the survey according to their scope of work. A total of 89 companies responded to the survey.
 - Unless noted otherwise the results of the survey do not include the four major telecommunication companies which are excluded to avoid distorting the survey results.

Survey Details

2007 ICT Sector Statistics (Survey Totals) USD	
Domestic Revenue	Export Revenue
374,828,807	107,580,016
Domestic revenue adjusted to total sample	Export revenue adjusted to total sample
379,040,366	108,788,780
Domestic revenue adjusted to assumption 1	Export revenue adjusted to assumption 1
686,063,063	196,907,691
Growth from 2006	
Domestic Revenue	Export Revenue
18.58%	2.81%
Total market size	
882,970,754	

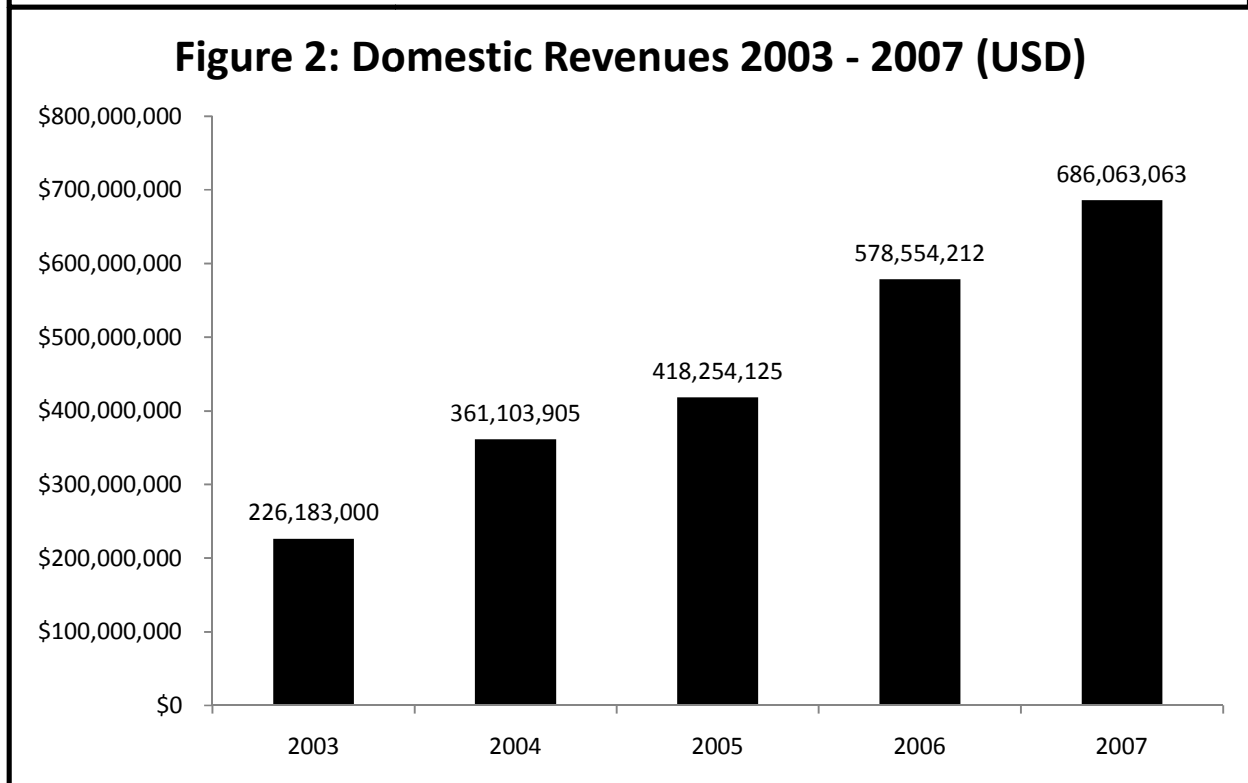
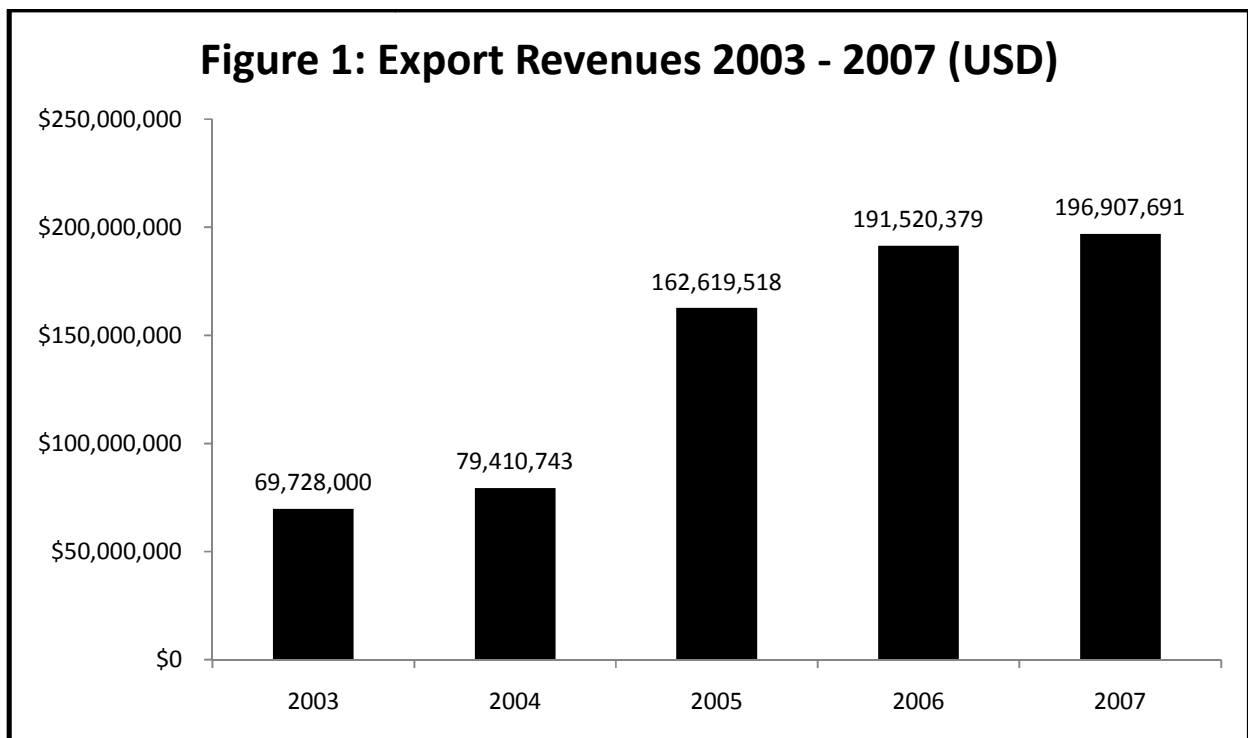
Assumptions
1- int@j members constitute approximately 55% of the ICT Sector (Using a multiplier of 1.81 based on the weight of int@j members within the sector in reference to their number of employees)
2- Total Sector numbers include \pm 10% margin of error due to lack of a proper identification of the ICT Sector definition and magnitude

Survey Sample	
int@j total members	110 companies
Total Survey Population	90 companies
Total Survey Respondents	89 companies

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Summary: 2003 - 2007					
	2003	2004	2005	2006	2007
Export Revenue (USD)	69,728,000	79,410,743	162,619,518	191,520,379	196,907,691
Growth %	74.16%	13.89%	105%	17.80%	2.81%
% of Total Revenues	24%	18%	28%	25.00%	22.30%
Domestic Revenue (USD)	226,183,000	361,103,905	418,254,125	578,554,212	686,063,063
Growth %	20.02%	59.65%	15.80%	38.33%	18.58%
% of Total Revenues	76%	82%	72%	75.00%	77.70%
Total Revenue (USD)	295,910,000	440,514,648	580,873,643	770,074,591	882,970,754
Growth %	29.51%	48.87%	31.86%	32.57%	14.66%
FDI Yearly	11,594,500	2,900,000	10,524,761	13,569,656	3,070,791
FDI (Cumulative) (USD)	79,600,000	82,500,000	93,024,761	106,594,417	109,665,208
Employment	8,117	8,523	10,032	10,712	11,034
Growth %	1.46%	5.00%	17.70%	6.78%	3.00%

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Figure 3: Total Revenues 2003 - 2007 (USD)

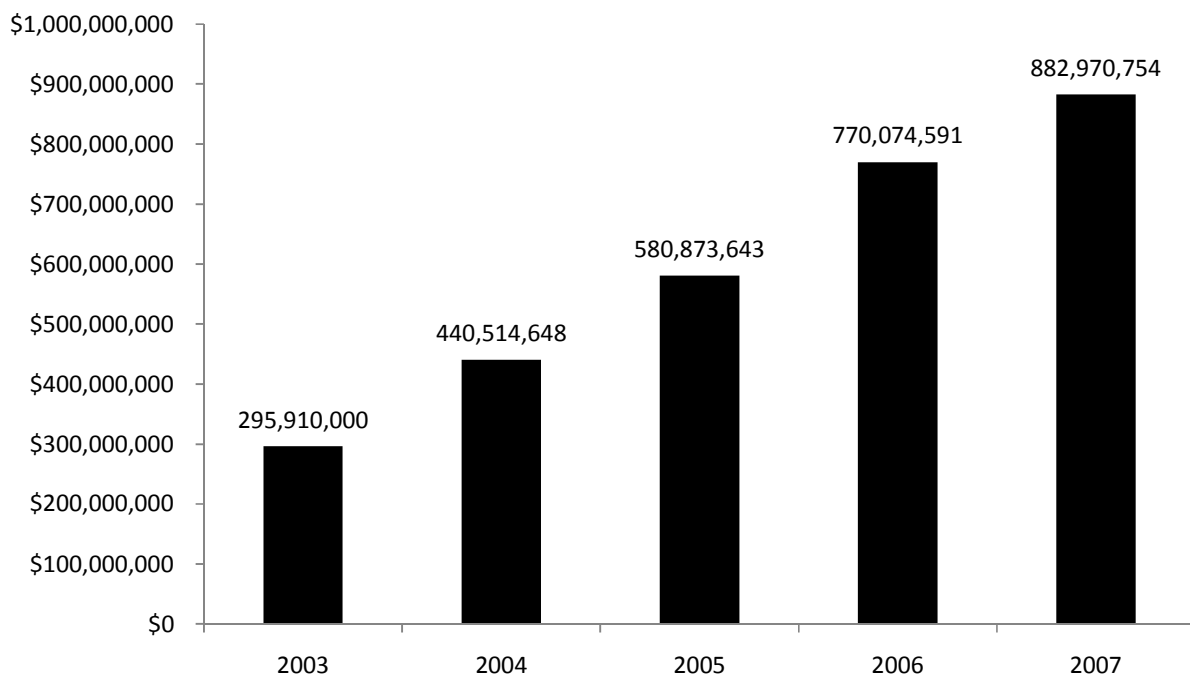
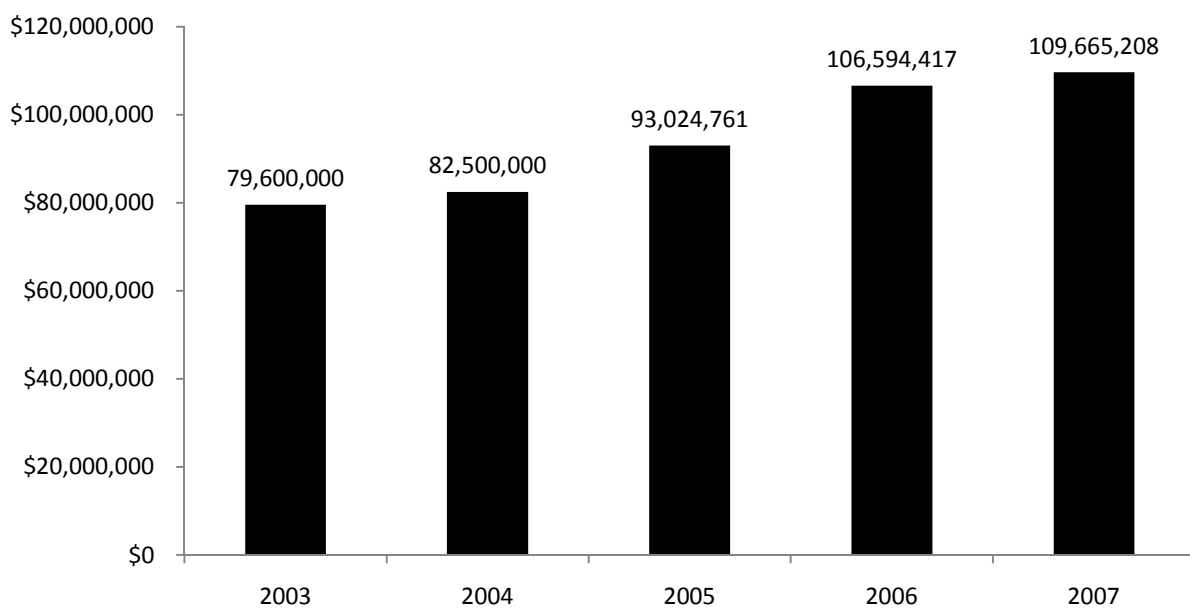
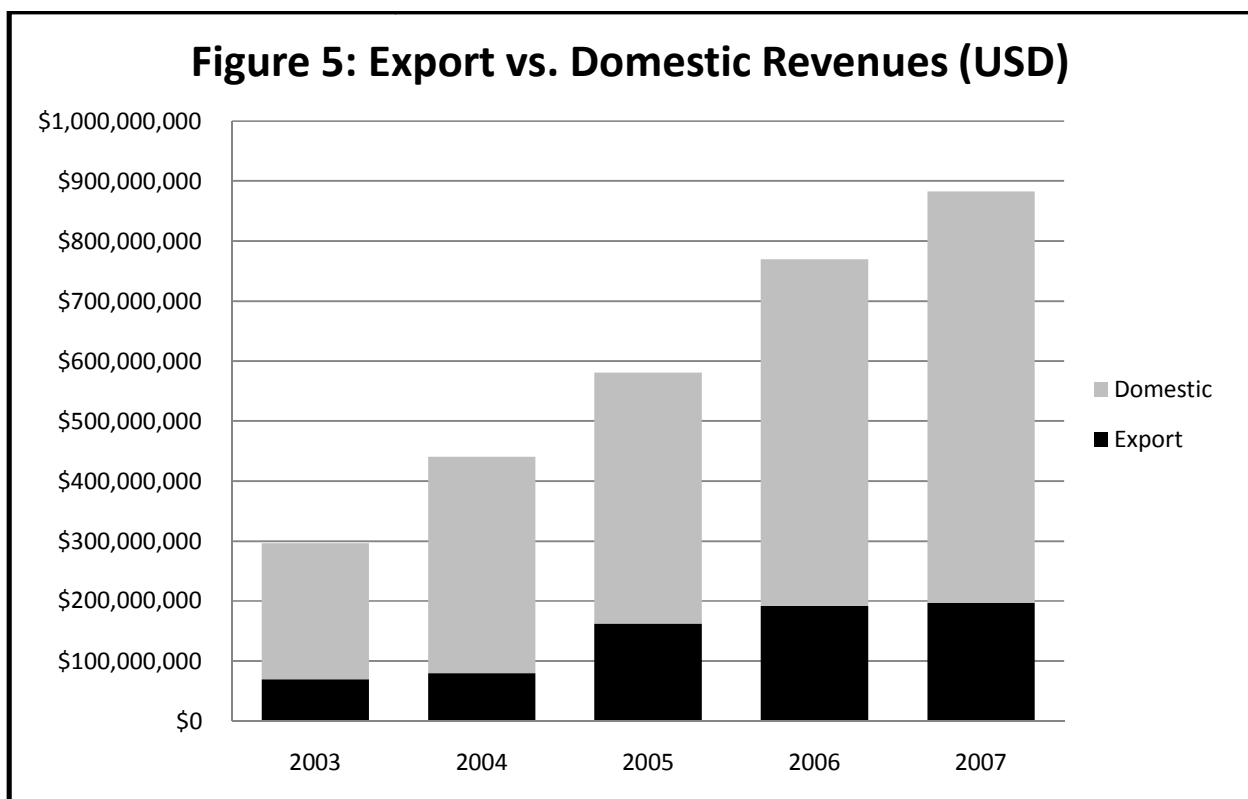


Figure 4: Foreign Direct Investments 2003 - 2007 (Cumulative) (USD)



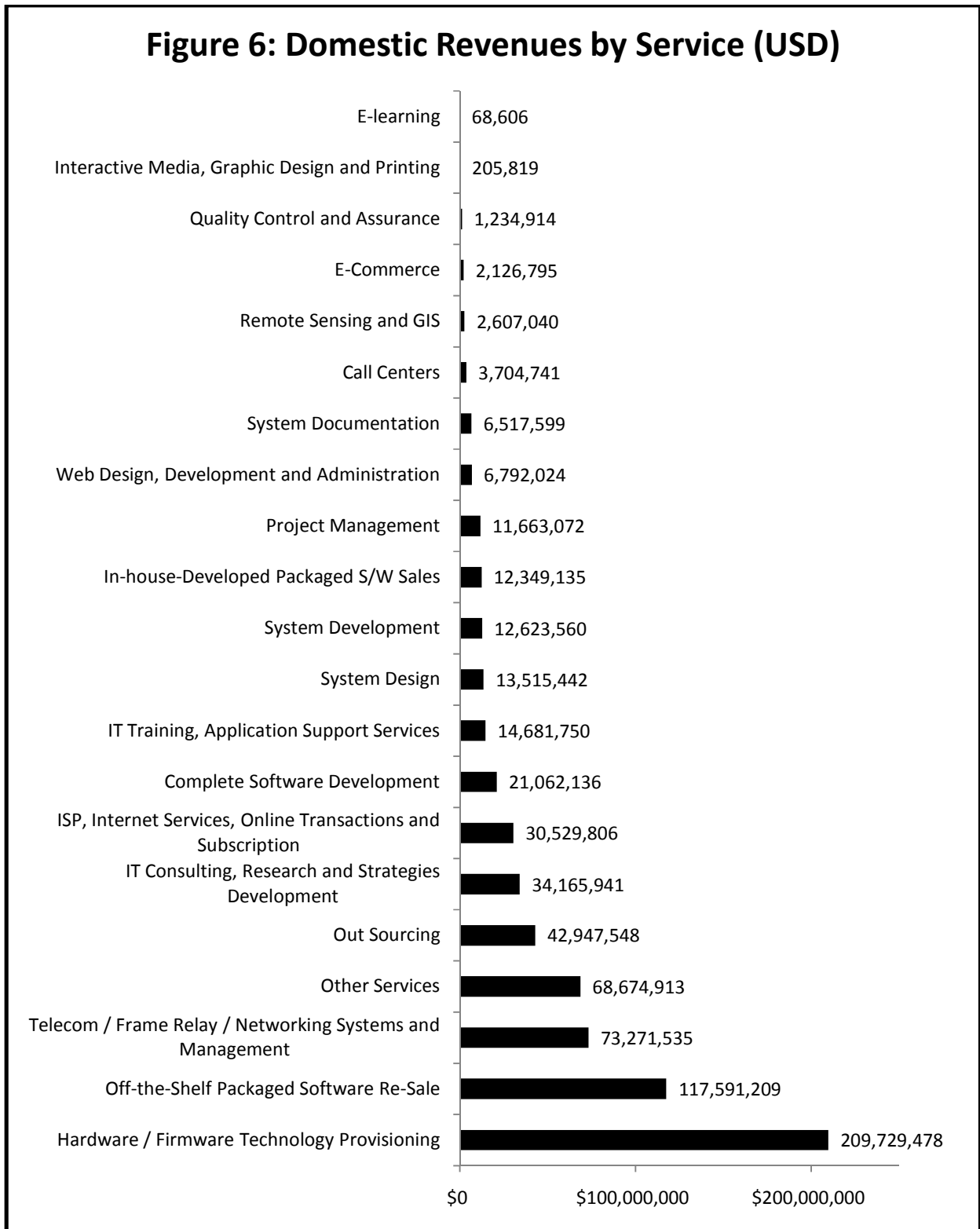
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IT Industry Statistics 2007

Domestic Revenue by Service		
Type of Service (Domestic)	Percentage	Revenue (USD)
Hardware / Firmware Technology Provisioning	30.57%	209,729,478
Off-the-Shelf Packaged Software Re-Sale	17.14%	117,591,209
Telecom / Frame Relay / Networking Systems and Management	10.68%	73,271,535
Other Services	10.01%	68,674,913
Out Sourcing	6.26%	42,947,548
IT Consulting, Research and Strategies Development	4.98%	34,165,941
ISP, Internet Services, Online Transactions and Subscription	4.45%	30,529,806
Complete Software Development	3.07%	21,062,136
IT Training, Application Support Services	2.14%	14,681,750
System Design	1.97%	13,515,442
System Development	1.84%	12,623,560
In-house-Developed Packaged S/W Sales	1.80%	12,349,135
Project Management	1.70%	11,663,072
Web Design, Development and Administration	0.99%	6,792,024
System Documentation	0.95%	6,517,599
Call Centers	0.54%	3,704,741
Remote Sensing and GIS	0.38%	2,607,040
E-Commerce	0.31%	2,126,795
Quality Control and Assurance	0.18%	1,234,914
Interactive Media, Graphic Design and Printing	0.03%	205,819
E-learning	0.01%	68,606
Total	100%	686,063,063

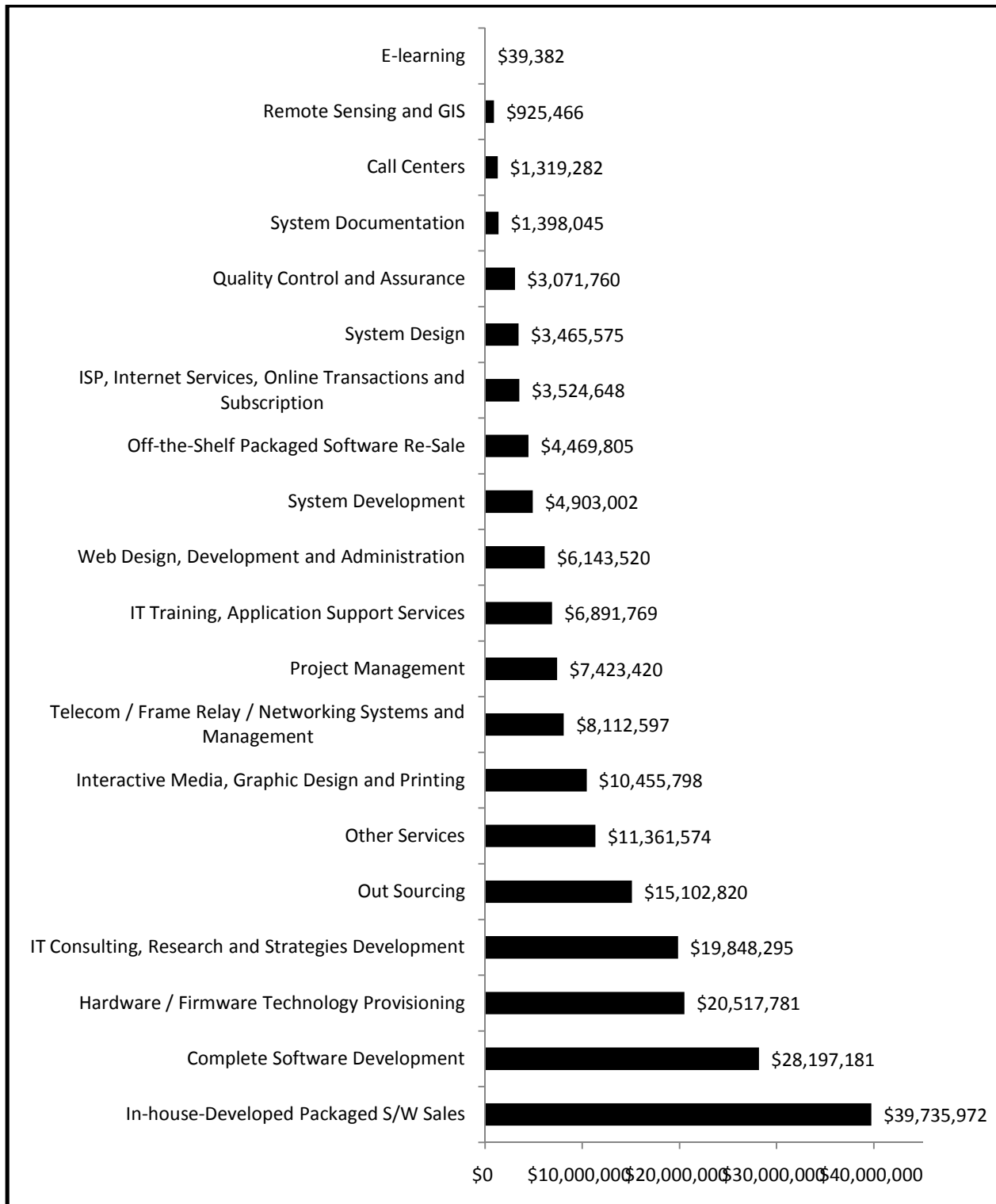
Figure 6: Domestic Revenues by Service (USD)



IT Industry Statistics 2007

Export Revenue by Service		
Type of Service (Export)	Percentage	Revenue (USD)
In-house-Developed Packaged S/W Sales	20.18%	39,735,972
Complete Software Development	14.32%	28,197,181
Hardware / Firmware Technology Provisioning	10.42%	20,517,781
IT Consulting, Research and Strategies Development	10.08%	19,848,295
Out Sourcing	7.67%	15,102,820
Other Services	5.77%	11,361,574
Interactive Media, Graphic Design and Printing	5.31%	10,455,798
Telecom / Frame Relay / Networking Systems and Management	4.12%	8,112,597
Project Management	3.77%	7,423,420
IT Training, Application Support Services	3.50%	6,891,769
Web Design, Development and Administration	3.12%	6,143,520
System Development	2.49%	4,903,002
Off-the-Shelf Packaged Software Re-Sale	2.27%	4,469,805
ISP, Internet Services, Online Transactions and Subscription	1.79%	3,524,648
System Design	1.76%	3,465,575
Quality Control and Assurance	1.56%	3,071,760
System Documentation	0.71%	1,398,045
Call Centers	0.67%	1,319,282
Remote Sensing and GIS	0.47%	925,466
E-learning	0.02%	39,382
Total	100%	196,907,691

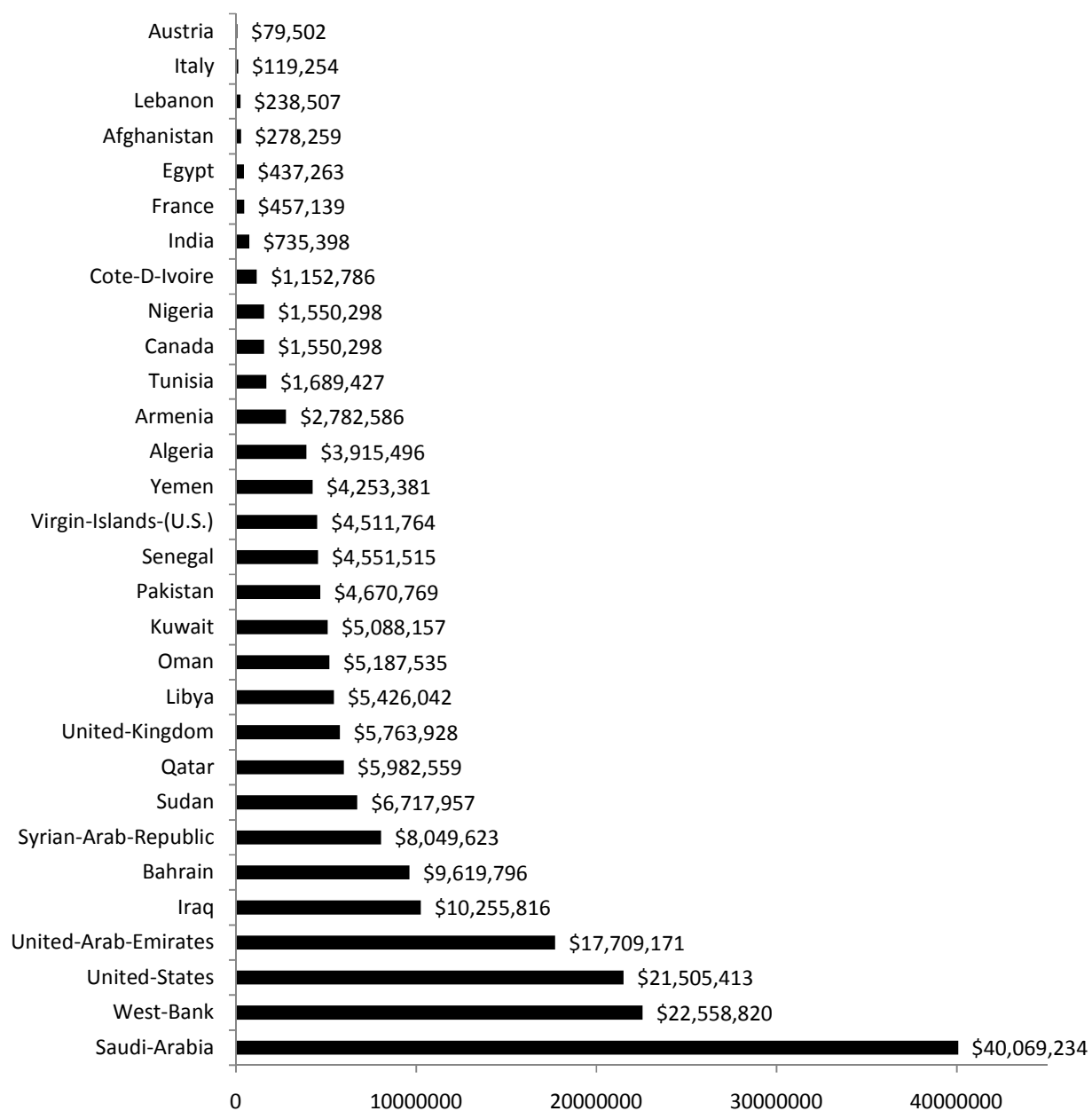
Figure 7: Export Revenues by Service (USD)



IT Industry Statistics 2007

Export Revenue by Country		
Country	Exports %	Value (USD)
Saudi-Arabia	20.35%	40,069,234
West-Bank	11.46%	22,558,820
United-States	10.92%	21,505,413
United-Arab-Emirates	8.99%	17,709,171
Iraq	5.21%	10,255,816
Bahrain	4.89%	9,619,796
Syrian-Arab-Republic	4.09%	8,049,623
Sudan	3.41%	6,717,957
Qatar	3.04%	5,982,559
United-Kingdom	2.93%	5,763,928
Libya	2.76%	5,426,042
Oman	2.63%	5,187,535
Kuwait	2.58%	5,088,157
Pakistan	2.37%	4,670,769
Senegal	2.31%	4,551,515
Virgin-Islands-(U.S.)	2.29%	4,511,764
Yemen	2.16%	4,253,381
Algeria	1.99%	3,915,496
Armenia	1.41%	2,782,586
Tunisia	0.86%	1,689,427
Canada	0.79%	1,550,298
Nigeria	0.79%	1,550,298
Cote d'Ivoire	0.59%	1,152,786
India	0.37%	735,398
France	0.23%	457,139
Egypt	0.22%	437,263
Afghanistan	0.14%	278,259
Lebanon	0.12%	238,507
Italy	0.06%	119,254
Austria	0.04%	79,502
Total	100%	196,907,691

Figure 8: Export Revenues by Country

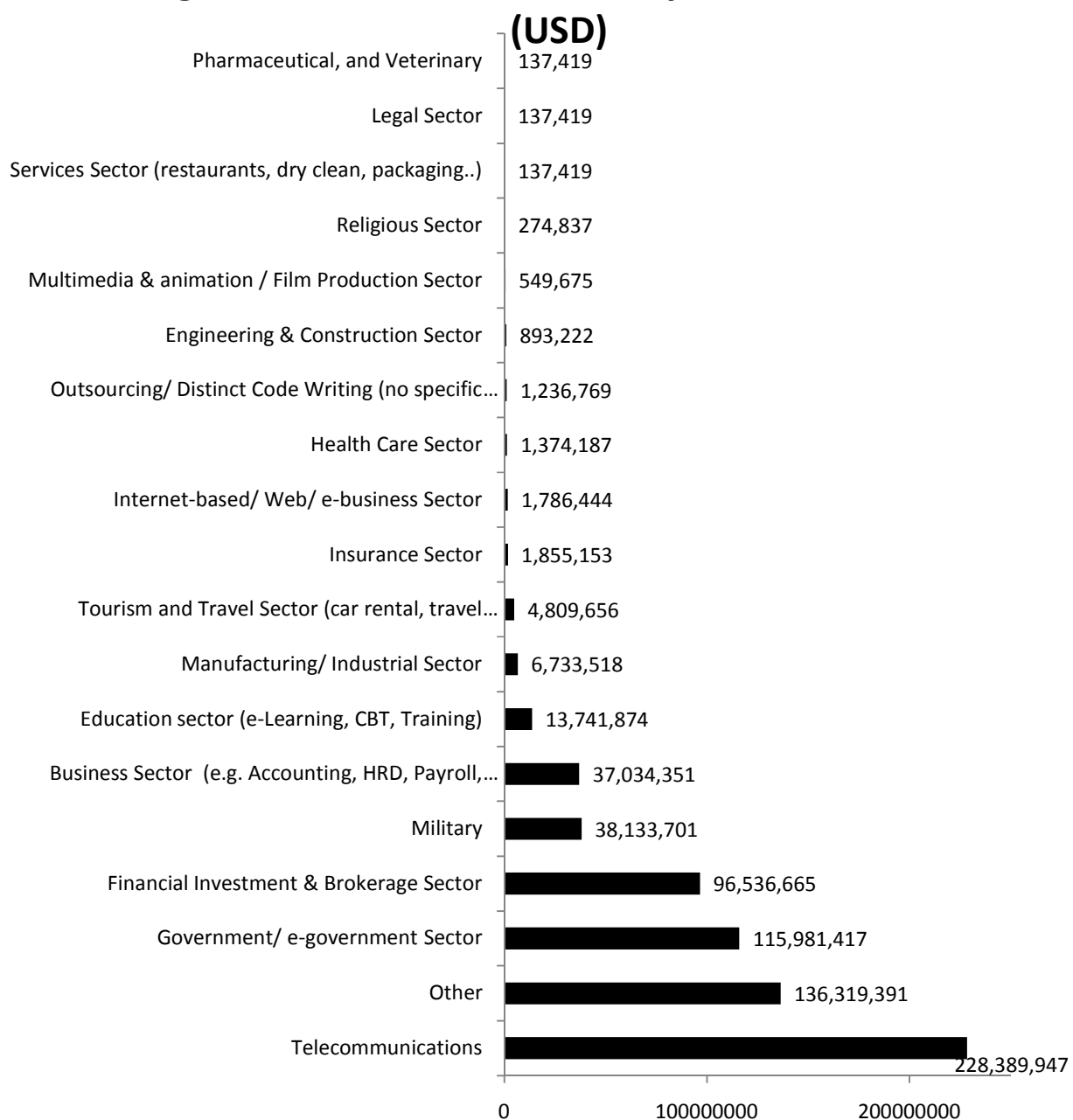


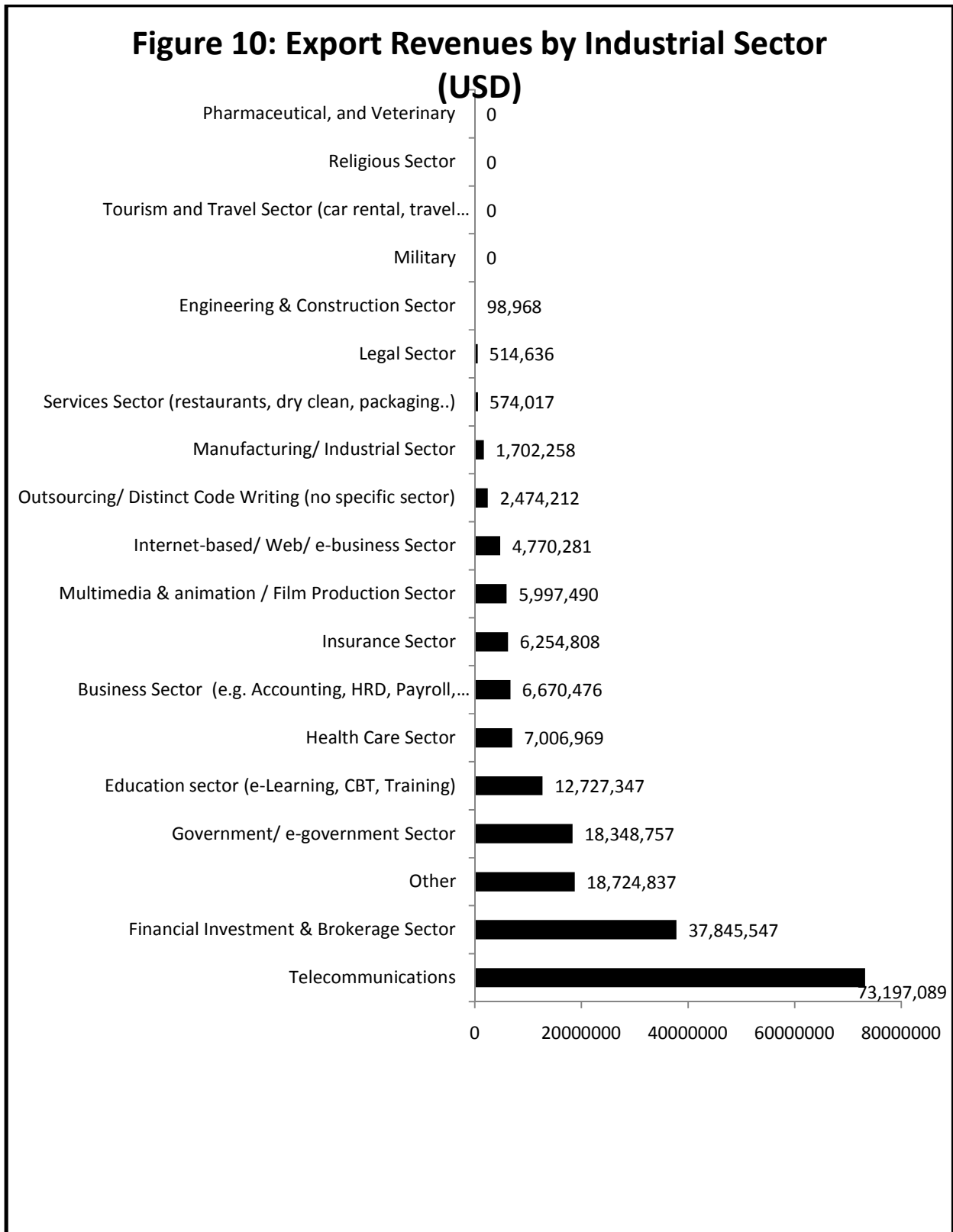
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Revenue by Industry Sector				
Industry Sector	Domestic Revenues (USD)	Domestic %	Export Revenues (USD)	Export %
Telecommunications	228,389,947	33.29%	73,197,089	37.17%
Other	136,319,391	19.87%	18,724,837	9.51%
Government/ e-government Sector	115,981,417	16.91%	18,348,757	9.32%
Financial Investment & Brokerage Sector	96,536,665	14.07%	37,845,547	19.22%
Military	38,133,701	5.56%	0	0.00%
Business Sector (e.g. Accounting, HRD, Payroll, Document Management..)	37,034,351	5.40%	6,670,476	3.39%
Education sector (e-Learning, CBT, Training)	13,741,874	2.00%	12,727,347	6.46%
Manufacturing/ Industrial Sector	6,733,518	0.98%	1,702,258	0.86%
Tourism and Travel Sector (car rental, travel agents, hotel management..)	4,809,656	0.70%	0	0.00%
Insurance Sector	1,855,153	0.27%	6,254,808	3.18%
Internet-based/ Web/ e-business Sector	1,786,444	0.26%	4,770,281	2.42%
Health Care Sector	1,374,187	0.20%	7,006,969	3.56%
Outsourcing/ Distinct Code Writing (no specific sector)	1,236,769	0.18%	2,474,212	1.26%
Engineering & Construction Sector	893,222	0.13%	98,968	0.05%
Multimedia & animation / Film Production Sector	549,675	0.08%	5,997,490	3.05%
Religious Sector	274,837	0.04%	0	0.00%
Services Sector (restaurants, dry clean, packaging..)	137,419	0.02%	574,017	0.29%
Legal Sector	137,419	0.02%	514,636	0.26%
Pharmaceutical, and Veterinary	137,419	0.02%	0	0.00%
Total	686,063,063	100%	196,907,691	100%

IT Industry Statistics 2007

Figure 9: Domestic Revenues by Industrial Sector





Employment (Survey Totals)	
6001	
Males	Females
4,521	1,480
Distribution by job function	
Technical	Marketing & Sales
3,711	946
Management	Administration
546	798
Employment adjusted to sample size	
6069	
Males	Females
4,572	1,497
Distribution by job function adjusted to sample size	
Technical	Marketing & Sales
3,753	957
Management	Administration
552	807
Employment adjusted to assumption 1	
11034	
Males	females
8,313	2,721
Distribution by job function adjusted to assumption 1	
Technical	Marketing & Sales
6,823	1,740
Management	Administration
1,004	1,466
Assumption	
int@j members constitute approximately 55% of job market	
Sample facts	
int@j total members	110 companies
Total Survey Population	90 companies
Total Survey Respondents	89 companies

IT Industry Statistics 2007

