



**2017**

**CFC Project**  
**THE JORDAN EXPRESS TOURIST**  
**TRANSPORTATION**  
**(JETT)**



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## **List of Acronyms**

<b>JETT</b>	<b>Jordan Express Tourist Transportation</b>
<b>MENA</b>	<b>Middle East and North Africa</b>
<b>SWOT</b>	<b>Strengths, Weaknesses, Opportunities, and Threats</b>
<b>PESTLE</b>	<b>Political, Economic Social, Technological, Environmental, Legal</b>
<b>CAPM</b>	<b>Capital Asset Pricing Model</b>
<b>WACC</b>	<b>Weighted Average Cost of Capital</b>
<b>ASE</b>	<b>Amman Stock Exchange Introduction</b>
<b>GCC</b>	<b>Gulf Cooperation Council</b>
<b>CAGR</b>	<b>Compound Annual Growth Rate</b>

## 1- Investment Summary:

JETT is one of the leading companies in transportation industry in Jordan, and has the biggest market share. After analyzing the company's financials, it was clear that within the last four years (2012-2015), growth was apparently increasing from JOD 13,543,345 in 2012 to JOD 17,483,117 in 2014. Growth rates increased to 17.01% in 2013, 10.32% in 2014 compared to previous year. Whereas, gross profit was JOD 5,198,049 with an increase of 18.15 when comparing it to 2013.

Due to high competition in transportation industry in Jordan, JETT has pointed some future procedures and policies in order to keep its competitive advantage among its industry as follows:

1. **Competitive advantage:** Improvement and competition for the company through substituting a part of old buses with new ones in addition to raising the level of customer service and new marketing channels.
2. **Quality:** The Company has established a new department called "Quality assurance department" that fits with strategic plans. It also prepared comparison studies to increase quality.
3. **Social:** JETT has expanded in social events throughout sponsoring and GO-Green projects to assist the industry in solving traffic and environmental problems.

The derived valuation of JETT share is JOD 3.62 per share. The stock closed at JOD 1.72 on December 31, 2015 at Amman Stock Exchange Market. So we recommend "BUY" on JETT stock according to its Current price levels.

## 2. Industry Analysis Overview

### Introduction

The transportation industry sector is essential for economic growth, its widely interrelated activities are used to move an item from one location to another from airlines, from work and school to the container ships that transport goods from port to port all around the global starting from the storehouse and tracking goods movements ending with arrived shipments.

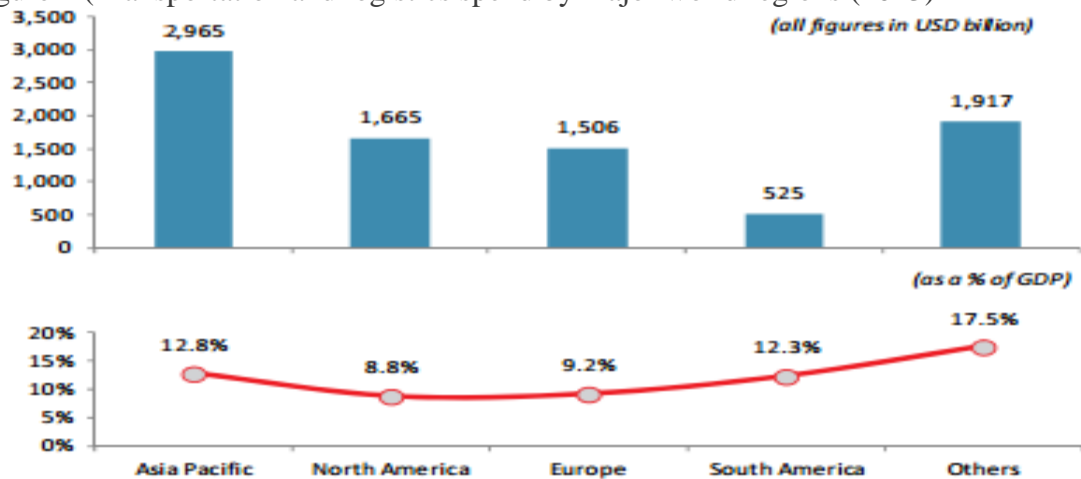
And this term is a fundamental to our economy and society as it is a vital device for movements from one location to another. Common forms of transportation includes Land, sea, and air from point to another, this industry are one of the largest industries that employ millions of employees around the world.

Approximately, everything that surrounds us beginning from the clothes we wear to the mobile devices we use, and to the daily newspapers we receive every morning at our doors all need transportation in order to be on the final form. Opportunities in transportation industry can be classified geographically as, global, regional and local. Specifically, transportation in society can be classified according to economic, social, political and environmental roles. The social role of transport has caused people to live in permanent settlements and has given chances of sustainable developments. Regarding political role, large areas can now be very easily governed with the help of good transportation system. The environmental effects are usually viewed negatively.

## Global transportation industry

According to Armstrong & Associates, a Wisconsin-based US consultancy, the size of the global transportation and logistics industry was about USD8.6 trillion (12% of the global GDP) in 2013. Asia-Pacific accounted for one-third of the global logistics market, backed by robust spending by China and Japan, followed by North America (USD1.7 trillion) and Europe (USD1.5 trillion).

Figure 1 (Transportation and logistics spend by major world regions (2013))



Source: Armstrong & Associates

## Transportation Supply and demand

Transportation considers an important pillar of economic growth and quality of life and has a high impact on employment. World trade is the main driver for transportation of goods across oceans, roads, and more marginally for air transportation. As we notice, World trade has now slowed to approximately 3% against 9% before the financial crisis of 2008-2009. Through that period, companies massively invested in increasing capacities in order to cope with increasing demand, but the new normal has incurred a dramatic fall in freight rates. The Baltic dry index, for example, fell by -50% over the year 2015.

This situation heavily weighs on firms' margins and their ability to generate cash, and despite lower oil prices, puts risk on finances.

Apart from trade, another important driver is the increasing mobility of people, especially through air travel. This business is expanding at an annual rate of 6% due to high demand in business travel and tourism. Transportation companies around the world are taking advantage of this trend and with the slump in oil prices, net profits could double between 2014 and 2016. This should take place mainly in the United States, although European competition remains fierce.

### **MENA Transportation industry**

Regarding to the role of the transportation in the Middle East and North Africa (MENA) area pursue political transformation and economic diversification, transportation and logistics investment is the cornerstone to future growth.

Because of its center location in the world, Arab world is considered as one of the major links in transportation industry.

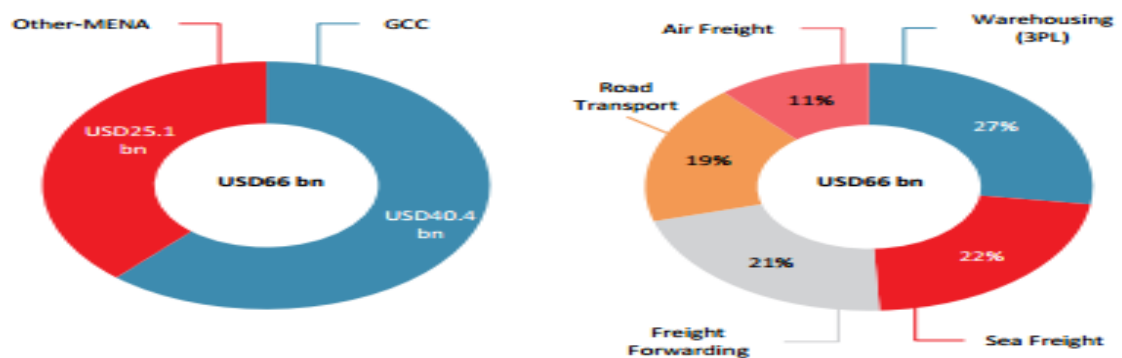
Today, the MENA region remains in an uneasy limbo between the extremes of oil-driven affluence and socio-political turmoil. Its fortunes, consequently, are mired in ambiguity.

A recent International Monetary Fund economic outlook describes the Middle East as a "two-speed" region, reflecting the gap that exists between progressive and totalitarian political regimes. The Arab Spring uprisings that beset Libya and Egypt in 2010 erupted into a Syrian civil war that still smolders. Elsewhere, the lingering effects of war in Afghanistan and Iraq, and the ongoing threat of Iran, place MENA in a precarious position.

According to Al-Masah capital research, transportation and logistics industry in MENA generated approximately USD66 billion in revenue in 2013 (representing 2.7% of the GDP), while the GCC transport and logistics industry was worth USD40 billion (representing 2.5% of the GDP). The share is very low when compared to other regions across the world. However, the share is only bound to increase backed by various growth enablers —fast growing consumer segment, robust trade activity, fast-growing non-oil economy and a determined series of government investments.

According to a Booz & Co report<sup>1</sup>, the size of the GCC transport and logistics industry, as a percentage of the GDP, was 2.3% in 2008. The Booz & Co report shows that Warehousing (Third-Party Logistics) is the largest segment within the transportation and logistics industry in MENA, followed by Sea Freight, Freight Forwarding, Road Transport, and Air Freight.

**Figure 2 (MENA transportation and logistics industry)**



Source: Booz & Co, Al Masah Capital Research

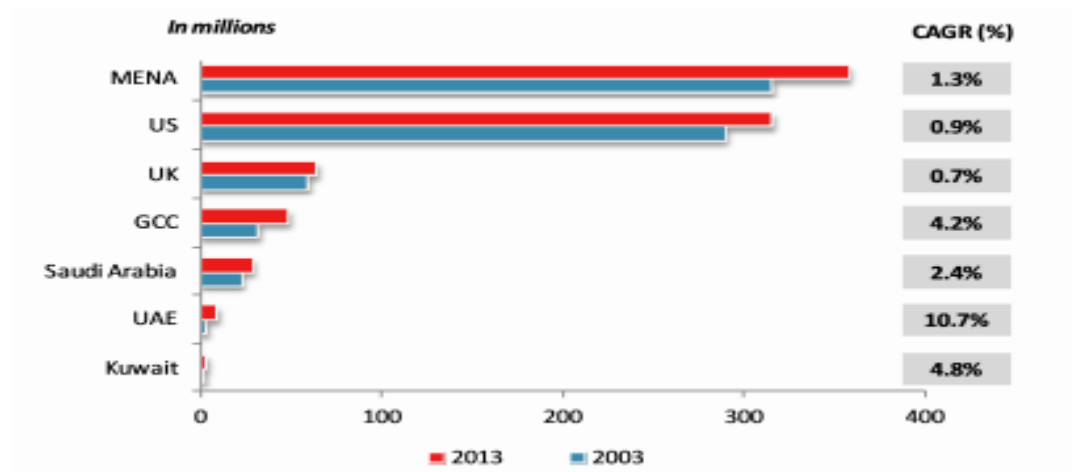
Within MENA, Saudi Arabia represents the largest transportation and logistics market. The market was worth USD17 billion in 2013. The KSA was followed by Egypt (USD11.1)

Growth Drivers For Transportation & Logistic Industry



MENA region population of 231 million is a huge market for logistics companies. The total population of MENA has grown at a (Compound Annual Growth Rate (CAGR)) of 1.9% over the last decade, higher than the world average of 1.1% and that of developed nations like the US (0.8%) and the UK (0.7%). A growing population calls for higher demand of consumer and industrial goods, which indirectly need logistical services in order to reach people.

Figure 3 (MENA growth in transportation and logistics industry)



Source: The World Bank, Al Masah Capital Research

### Transportation in Jordan

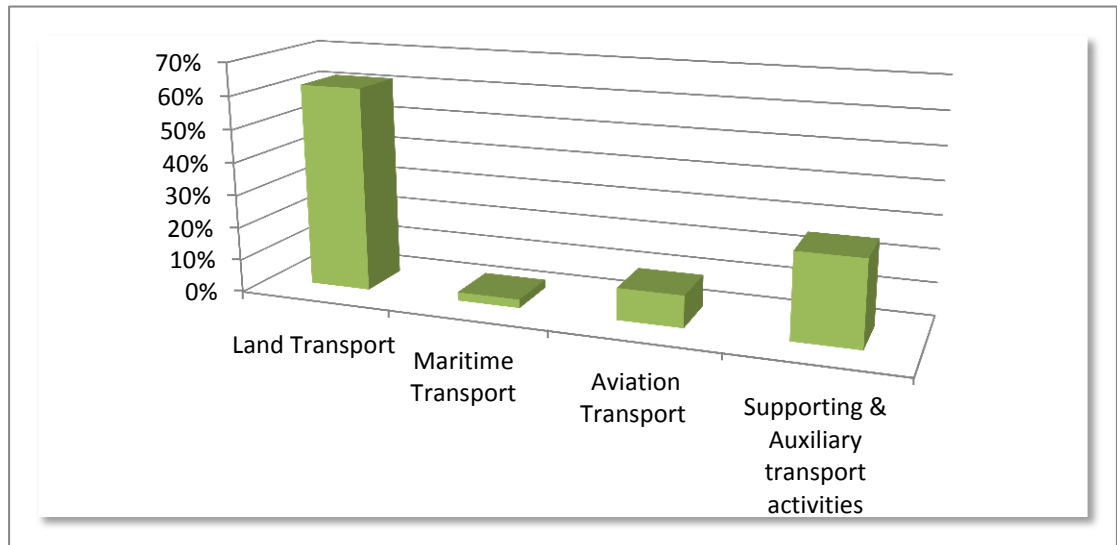
Transportation in Jordan is not only a vital sector for the Kingdom's economy but also relevant for the economic development of the whole Middle East region. During the last 10 years Jordan has heavily invested in the transportation sector:

- Expanding the Road Sector (1,700 km of new highways) Improving Urban Mobility Enhancing the logistic industry
- Full opening of a new sea port in Aqaba in 2017
- Planning and design of a National Railway Network

- Jordan started – as the first country in the Middle East - a process of liberalization of the transport sector with the purpose of raising the performance, efficiency and enhancing competitiveness.

### Transport Demands in Jordan

Figure 4(Classification of the logistics in Jordan 2013)



Source: unece.org

We can notice that Jordan is dominated by land transportation.

### **3. Company overview**

#### **Introduction**

The Jordan Express Tourist Transportation Company is a high standard safe, secure and punctual public transportation and tourism bus service system established in 1964.

The company emerged as a long search for a corporate transport entity that is willing to provide first-class service. JETT is aiming to provide a variety of different services to be integrated in different fields of the transportation and tourism sector in order to maintain a strong position in Jordan. These years have been characterized by new innovations and inventions, marking JETT as the most outstanding in land transportation in Jordan.

The arrival of JETT into the Jordanian market has brought in a revolution within the transport and tourism sector in Jordan. The frame of mind from the start introduced commitment to the industry, by contributing to the transportation market and introducing the latest means of operations in road passenger transportation. JETT is willing to conquer ever known barrier to provide highly convenient services for passengers seeking easy access to local and international destinations. JETT has been able to withstand the competition through state of the art operations. Introducing innovation, quality service backed by marketing and advertising strategies JETT has been the leader in tourism transport in Jordan. In addition, measures of departure and arrival time, quality service, friendly environment are of high importance.

## Objectives

1. Marketing objectives are compatible with the overall market leadership and providing pioneer services.
2. Blending our various interests to reach our goal by benefiting our company and the industry.
3. Achieving our targets and the market share.
4. Placing the safety of our customers paramount to all other concerns and granting customer satisfaction.
5. A work environment which supports employment equity and offering an opportunity for advancement for all employees to achieve employees' satisfaction.
6. Assist the industry to solve traffic and environmental problems.

## Services

For many years in tourism transportation, every goal achieved has been for us a point to provide improved and up to date services. Our voyage started many years ago, when there were few vehicles, in particular a fleet of 4 busses. Since then JETT has been acting with great determination, along with constant professional fleet renewal. We now have a fleet reaching over 200 modern and safe buses, provided with all comfort features transporting you to local and international destinations. Our vehicles and buses are entrusted for maintenance and driven by high skilled personnel. The vast choice of vehicles in our fleet allows you to organize both individual and group tours.

JETT has extended its services by offering the latest modern transportation vehicles for distinguished customers. Adding to its fleet, JETT now provides the most

comfortable and luxury ride serving the public and tourism transportation sector. The new generation luxury buses have two categories:

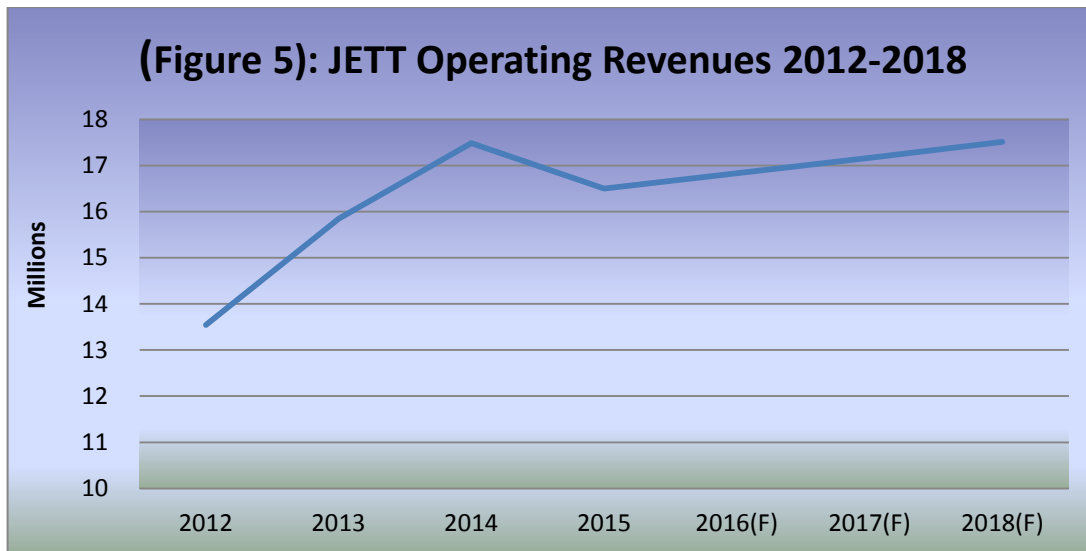
1. Luxury 29 seats to serve one of our main destinations (Amman- Aqaba- Amman).
2. Luxury 8 seats to serve the VIP tourist such as diplomatic missions, Embassies, Corporate, Government sector and Royal Palace.

JETT is aiming to contain a variety of different services in order to be a complete tourism transportation operator. Destination accessibility and mobility to and within tourism locations is important to regulate both locals and visitors flow. Meeting the market demand, JETT has developed a convenient and affordable transportation network for travelers.

## **Operating overview**

### **1-Revenues:**

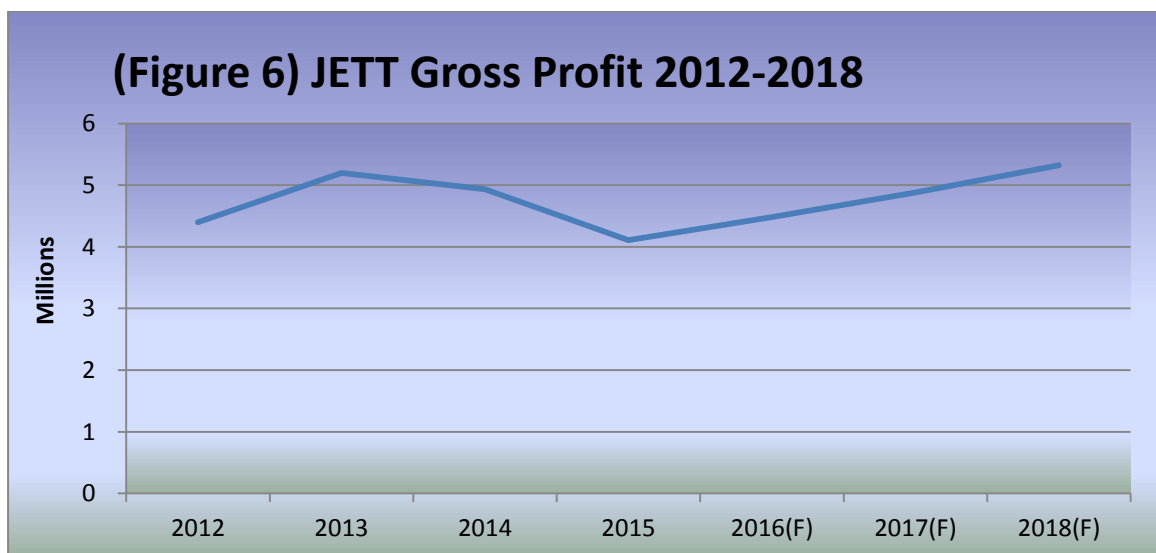
Total JETT Sales “Operating Revenues “had increased from 2012 to 2014 (by 17%), from 13,543,345 Million JOD in 2011 to 15,847,248 Million JOD in 2012 and decreased in 2015 by 5.6% Million JOD compared to 2014.by assuming growth rate of 2% ,the forecasted sales will be 16,831,364 JOD in 2016. The following figure shows JETT Sales (2012-2018) (F)):



Source: Amman Stock exchange ( ASE )

## 2-Gross profit:

JETT gross profit had increased by 18.1% in 2013 compared to 2012 ,gross profit was 4,110,537 Million JOD in 2015 ,the forecasted gross profit will be 5,323,265Million JOD in 2018 and this increased in gross profit will be according to the forecasted sales growth as mentioned earlier The following figure shows the JETT gross profit ( 2012-2018):



Source: Amman Stock exchange ( ASE )

#### **4. SWOT and Pestle analysis**

SWOT and PESTLE are analytical tools that help to identify external keys of strengths, weaknesses, opportunities and threats of an organization.

SWOT is a basic, analytical framework that assesses what an organization can and cannot do, as well as its potential opportunities and threats. A SWOT analysis takes information from an environmental analysis and separates it into internal strengths and weaknesses, as well as its external opportunities and threats. The importance of each of the factors may be different according to different kinds of industries, but it is imperative to any strategy a company wants to develop that they conduct the PESTLE analysis as it is a complementary tool and more comprehensive version of the analysis extends on the external context, impact on implementation of project initiatives and identify the trends for thinking proactively and anticipate with changes.

The term PESTLE is an abbreviation of: Political, Economic, Social, Technological, Legal, And Environmental.

## SWOT ANALYSIS

### Strengths

- High standard in safety and secure
- New generation luxury buses
- Cost Effectiveness
- Easy access to local and international destinations.

### weaknesses

- Safety concerns and lack of security to international operators
- Internally imposed timeline that detract from available capacity.

### Opportunities

- Potential funding source
- New transportation vehicles that become available
- Other initiatives and actions that relate to transport improvement

### Threats

- Conflicts and political instability
- Buses accidents which reflect the company's reputation
- Government policies and regulations volatility and especially in tax law



## PESTEL ANALYSIS

### Political

- Political unrest and government policies.
- Regulatory framework.
- Employment legislation.
- Political interest and influence.

### Economic

- Increasing in fuel price.
- Economic risk and financial resources.
- Taxation.

### Social

- Behaviour patterns and green consumers
- Technological risk in system and data
- Environmental and sustainability attitudes.

### Technological

- Rising prosperity
- Economic risk and financial resources
- Disposable incomes.

### Legal

- Future legislation.
- Competitive regulations.
- Transportaion-specific regulations

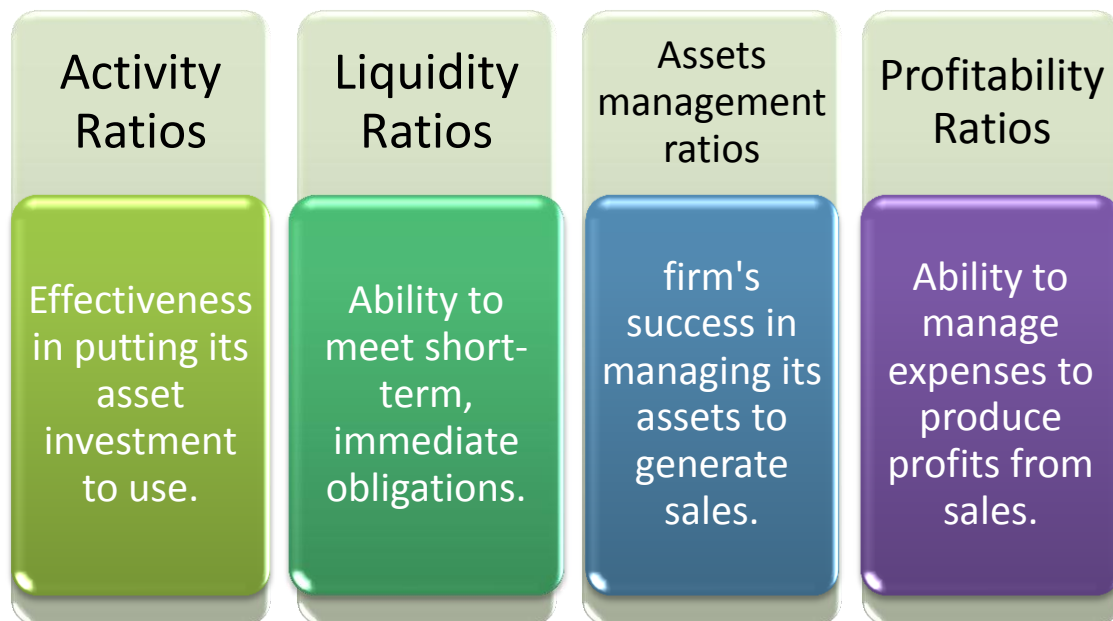
### Environmental

- Impacts of weather
- Reduction of carbon footprint
- Sustainability

## 5. Financial overview.

Financial analysis is the process of evaluating businesses, projects, budgets and other finance-related entities to determine their performance and suitability. Typically, financial analysis is used to analyze whether an entity is stable, solvent, liquid or profitable enough to warrant a monetary investment. When looking at a specific company, a financial analyst conducts analysis by focusing on the income statement, balance sheet and cash flow statement.

We can classify ratios based on the type of information the ratio provides:

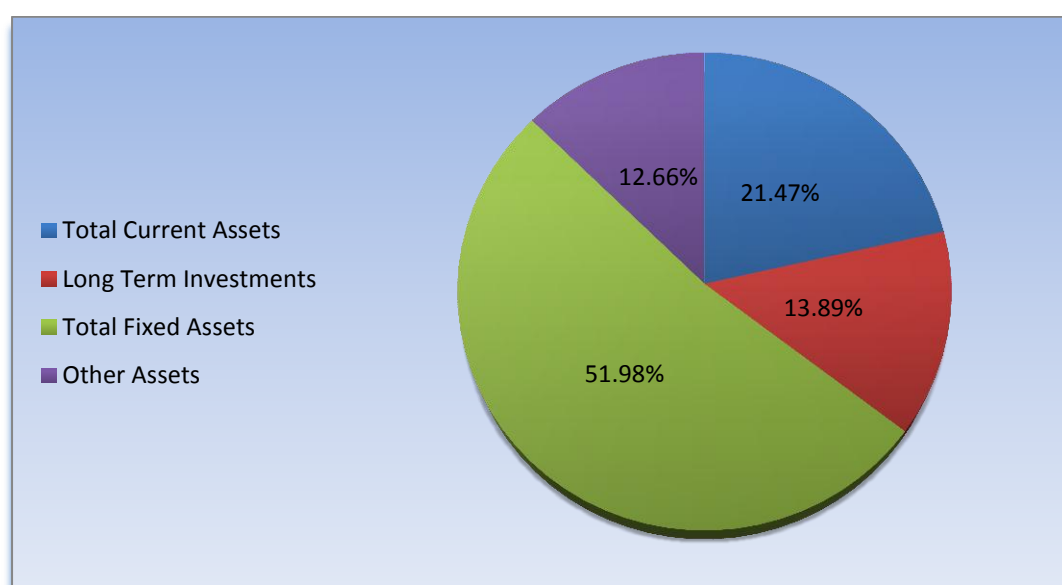


## 6. Financial analysis

### Operating Leverage of the firm:

The firm's assets structure broken down by basic groups is demonstrated in the figure below:

Figure 5 (Assets structure for JETT 2015)



Source: Amman Stock exchange (ASE)

On 31/12/2015, about the half of all the company's assets were related to the non-current assets (51.98%), while a quarter consisted of current assets (21.47%).

### **Liquidity ratio**

The average current ratios shown probably determine that the company is able to meet the short term debt obligations. For instance, the average current ratio for JETT for the period 2012-2015 is about 1.6 times which shows that the company is within the ideal ratio in its industry, The trend for Current Ratios for the same period was declining from 1.1 times in 2012 to 1.9 times in 2015, Current Ratios for the period

2016-2018 will be better than 2015 and that's related to the expected growth in sales which will be reflected on cash and other current assets.

Quick ratio is also a measure of liquidity, but it is more conservative than current ratio as it focuses on cash, short term investment and accounts receivable, the average for JETT quick ratio for the period (2012-2015) was .94 times, which indicates that JETT have the ability to cover its current liabilities, and This ratio will continue its positive trend for the period 2016-2018 with an average of 1.4 times.

### **Profitability ratios**

Gross profit margin indicates that the company is able to generate profits from its operations, the below ratios show how well the company made enough operational profit.

ROA ratio is an important ratio for investors as its measures how effectively a company can earn return on its investments in assets. In other words, JETT had experienced a satisfactory ratio. The analysis showed that 2014 was the highest ratio during the period (2012-2015). Knowing that the average for the period (2012-2015) was 6% which indicate that the company's ROA reflects positive achievements within its industry ,ROA ratio will not be better for the years (2016-2018) with an average of 1.6% and that's mean JETT will not able to generate Profitability from its assets with compared with the previous years .

### **Assets management ratios**

Asset turnover ratio measures the efficiency of the company's use of its assets in generating sales revenue. JETT is one of the companies in the retail industry that tends to have a very high asset turnover due to competition in the same industry.

Average assets turnover ratio for JETT for the year (2012-2015) was 66% which indicates that the company is efficiently using its assets; this ratio will remain as it is almost in the coming years with average for 64%.

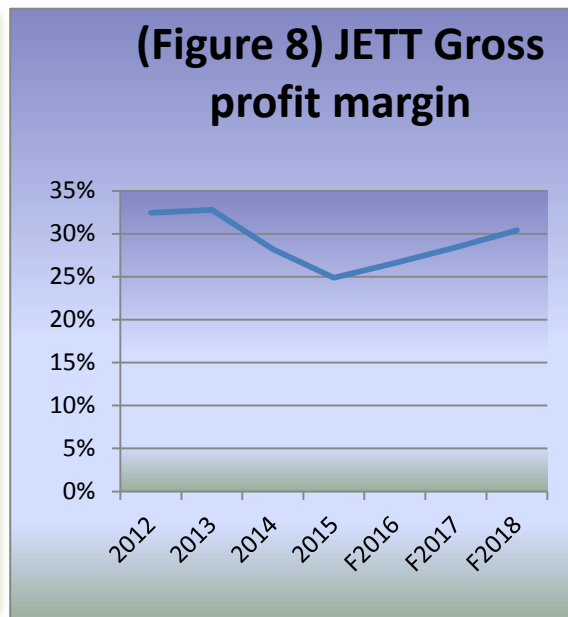
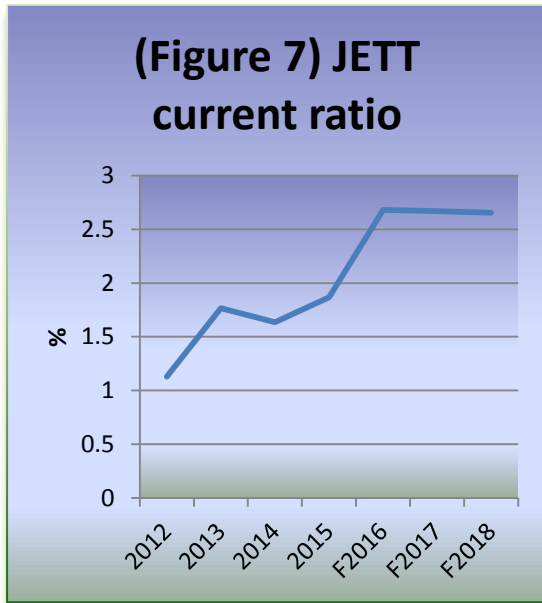
### **Leverage ratios**

Attention should be taken on the debt-to-equity ratio and debt ratios as they describe the capital structure of the company. Both ratios have similar meanings and indicate if there is not enough capital (equity) for stable work for the company. Debt-to-equity ratio is calculated as a relationship of the borrowed capital (liabilities) to the equity, while debt ratio is calculated as a relationship of the liabilities to the overall capital (i.e. the sum of equity and liabilities).

Debt Ratio during the period (2012-2015) was around an average of 20% which is a good ratio means that JETT is approximately using Equity & Debt with equality to finance its investments & operations, The trend is also expected to continue in the future.

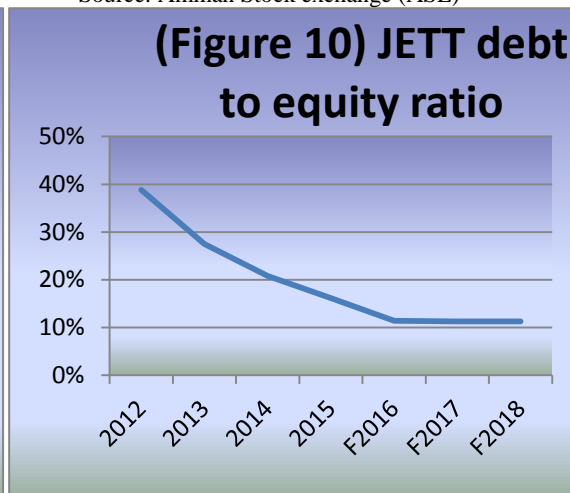
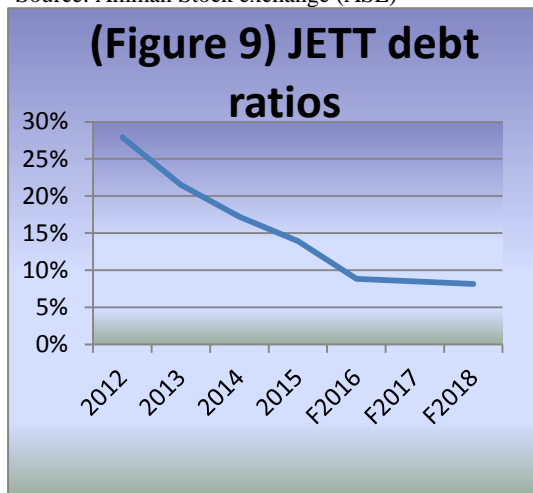
According to the debt ratio, the percentage of the borrowed capital (liabilities) is significantly lower than the admissible value and makes 20 % of overall capital at the end of the year (2015). On the one hand it positively describes the financial situation of JETT. On the other hand it says about missed opportunities to use borrowed capital for the extension of activity and acceleration of development rates. The company can increase the percentage of credits and debts without damage to its' financial situation if a plan on efficient use of additional capital is available. The debt ratio kept an acceptable value during the whole of the reviewed period.

Gallery:



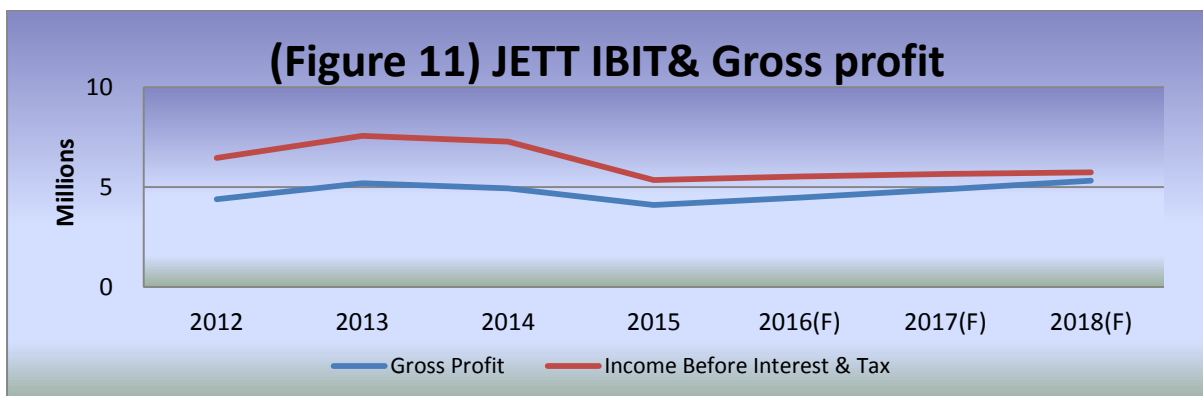
Source: Amman Stock exchange (ASE)

Source: Amman Stock exchange (ASE)



Source: Amman Stock exchange (ASE)

Source: Amman Stock exchange (ASE)



Source: Amman Stock exchange (ASE)

## 7. Outlook & Valuation

### FCF Valuation

In order to compute the cost of equity for JETT, we have used the Capital Asset Pricing Model (CAPM).

- The following assumptions have been made in order to arrive at the intrinsic value of JETT:

- ❖ A risk-free rate of 3.5%
- ❖ A return on the market index of 0.04%
- ❖ Beta – 0.03934 has been calculated
- ❖ The cost of equity derived from the above assumptions using the capital assets pricing model (CAPM) is 3%
- ❖ The cost of debt 15%
- ❖ Based on the above assumptions, the weighted Average Cost of Capital (WACC) works out to be 4%.
- ❖ Tax Rate of 20%
- ❖ Cash flow constant growth rate of 0.00% has been assumed.

FCF Valuation (JOD )	2012	2013	2014	2015	2016	2017	2018
EBIT	234624	601767	877055	1146722	2186996	2152876	1925797
TAX	0	0	0	0	0	0	0
NOPAT	197208	499329	720133	658952	1749597	1722301	1540638
Net Operating working capital	2551428	4107608	2517454	2174537	2722466	2731773	2737341
Net fixed assets	13399804	12250412	12783677	12198168	12442131	12690974	12944793
Total Operating capital	15951232	16358020	15301131	14372705	15164597	15422747	15682135
NOPAT		499329	720133	658952	1749597	1722301	1540638
Net Operating capital		406788	-1056889	-928426	791892	258150	-181663
Free Cash Flow (FCF)		92541	1777022	1587378	957704	1464151	1722301

## Valuation of JETT:

Based on our future earnings projections and the above assumptions, the value of JETT Jordan Company comes out to be JD 3.62 per share.

	(JOD)
value of operations as the end of 2015	43,057,520.000
add: value of non-operating capital	263,399.000
<b>total corporate value</b>	<b>43,320,919.000</b>
less value of interest bearing debt	3,028,765.000
<b>intrinsic value of the firm's equity</b>	<b>40,292,154.000</b>
number of shares outstanding	11,141,171.044
<b>intrinsic value per share</b>	<b>3.62</b>

-The stock closed at JD 1.72 on December 31, 2015 in Amman Stock Exchange. We

Recommend our "BUY" on JETT's stock at its current price levels.



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## 9. Appendix

### Balance Sheet

#### Jordan Express Tourist Transportation –JETT

Assets (JD)	2012	2013	2014	2015	2016(F)	2017(F)	2018(F)
Cash on Hand & at Banks	1357787	2058955	1087436	421071	431816	442834	454134
Account Receivables, Net	1882409	2020987	1843236	1807495	1843645	1880518	1918128
Notes Receivable	0	0	0	0			
Post Dated Cheques	157108	93363	110672	231541	236172	240895	245713
Short Term Investments	183635	187146	233909	263399	267603	271875	276215
Inventory	0	0	0	0			
Spare Parts	1953004	2046081	2296601	2374804	2367153	2354385	2335952
<b>Total Current Assets</b>	<b>5533943</b>	<b>6406532</b>	<b>5571854</b>	<b>5098274</b>	<b>5146388</b>	<b>5190508</b>	<b>5230143</b>
Long Term Investments	3581981	2766054	2824754	2284596	2600896	2960988	3370935
Fixed Assets, Net	13399804	12250412	12783677	12198168	12442131	12690974	12944793
Lands	0	0	0	0			
Projects in Progress	0	0	0	0			
<b>Total Fixed Assets</b>	<b>13399804</b>	<b>12250412</b>	<b>12783677</b>	<b>12198168</b>	<b>12442131</b>	<b>12690974</b>	<b>12944793</b>
Other Assets	3264674	2894717	2716551	2194965	2486934	2817739	3192547
<b>Total Assets</b>	<b>25780402</b>	<b>24317715</b>	<b>23896836</b>	<b>21776003</b>	<b>22676350</b>	<b>23660209</b>	<b>24738418</b>
<b>Liabilities &amp; Owners Equity(JD)</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016(F)</b>	<b>2017(F)</b>	<b>2018(F)</b>
Liabilities (JD)							
Accounts and Notes Payable	1528100	904743	1802883	2028825	1488755	1480725	1469132
Credit Banks	0	0	0	0	0	0	0
Short Term Loans	0	0	0	0	0	0	0
Accrued Part of Long Term Loans	1113672	1113672	906936	400008	431392	465239	501742
<b>Total Current Liabilities</b>	<b>4906354</b>	<b>3625325</b>	<b>3409793</b>	<b>2728799</b>	<b>1920147.067</b>	<b>1945964.066</b>	<b>1970873.631</b>
Long Term Loans & Notes Payable	2264582	1606910	699974	299966	307228	314665	322283
Corporate Bonds	0	0	0	0	0	0	0
Other Liabilities	20082	0	0	0	0	0	0
<b>Total Liabilities</b>	<b>7191018</b>	<b>5232235</b>	<b>4109767</b>	<b>3028765</b>	<b>2227375</b>	<b>2260629</b>	<b>2293157</b>
<b>Shareholders' Equity (JD)</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>	<b>2015</b>	<b>2016(F)</b>	<b>2017(F)</b>	<b>2018(F)</b>
Authorized Capital	10800000	10800000	10800000	10800000	10800000	10800000	10800000
Subscribed Capital	10800000	10800000	10800000	10800000	10800000	10800000	10800000
Paid-in Capital	10800000	10800000	10800000	10800000	10800000	10800000	10800000
Compulsory Reserves	2062287	2121094	2287618	2356095	2435868	2518342	2603608
Voluntary Reserve	2263552	2263552	2263552	2263552	2263552	2263552	2263552
Other Reserves	0	0	0	0	0	0	0
Issuance Premium	0	0	0	0	0	0	0
Issuance Discount	0	0	0	0	0	0	0
Treasury Stocks	0	0	0	0	0	0	0
Cash Dividends	1080000	1080000	1080000	756000	756000	756000	756000
Stock Dividends	0	0	0	0	0	0	0
Accumulated Change in Fair Value	302075	197153	255853	-284305	-284305	-284305	-284305
Retained Earnings	2026343	2565870	3036421	2816789	3483433	3929846	4082545
Adjustment	0	0	0	0	958537	1383207	2193632
<b>Total Shareholders' Equity</b>	<b>18534257</b>	<b>19027669</b>	<b>19723444</b>	<b>18708131</b>	<b>19454548</b>	<b>19983435</b>	<b>20221400</b>
<b>Total Liabilities &amp; Shareholders Equity</b>	<b>25780402</b>	<b>24317715</b>	<b>23896836</b>	<b>21776003</b>	<b>22676350</b>	<b>23660209</b>	<b>24738417</b>

## -Income statement

### Jordan Express Tourist Transportation–JETT

Income Statement (JD)	2012	2013	2014	2015	2016(F)	2017(F)	2018(F)
Operating Revenues	13543345	15847248	17483117	16501337	16831364	17167991	17511351
Operating Expenses	9143729	10649199	12550901	12390800	12350878	12284262	12188086
<b>Gross Profit</b>	<b>4399616</b>	<b>5198049</b>	<b>4932216</b>	<b>4110537</b>	<b>4480485</b>	<b>4883729</b>	<b>5323265</b>
General and Administrative Expenses	2715862	3167830	3032669	3087618	3665352	4351188	5165353
Selling and Distribution Expenses	0	0	0	0	0	0	0
Depreciation (period)	0	2235116	2370182	2491969	3001054	3614141	4352476
Other Operating Expenses	0	0	0	0	0	0	0
<b>Net Operating Income</b>	<b>1683754</b>	<b>2030219</b>	<b>1899547</b>	<b>1022919</b>	<b>815133</b>	<b>532541</b>	<b>157912</b>
Other Revenues	370829	438609	511221	372300	380700	389289	398072
Other Expenses	2994	100004	65000	145000	146274	147559	148856
<b>Income Before Interest &amp; Tax</b>	<b>2051589</b>	<b>2368824</b>	<b>2345768</b>	<b>1250219</b>	<b>1049559</b>	<b>774271</b>	<b>407128</b>
Interest Expenses	125792	215948	158772	103497	172504	172504	172504
<b>Net Income before Tax</b>	<b>1925797</b>	<b>2152876</b>	<b>2186996</b>	<b>1146722</b>	<b>877055</b>	<b>601767</b>	<b>234624</b>
Income Tax (Period)	307112	366481	391296	487770	175411	120353	46925
Income Tax ( Previous Years)	0	0	0	0	0	0	0
Universities and Research Train Fees	0	0	0	0	0	0	0
Board of Directors Remuneration	35000	35000	35000	35000	35000	35000	35000
<b>Net Income</b>	<b>1583685</b>	<b>1751395</b>	<b>1760700</b>	<b>623952</b>	<b>666644</b>	<b>446413</b>	<b>152699</b>

## Ratio Analysis Results for (2012-2018)

Liquidity ratio	2012	2013	2014	2015	Average	F2016	F2017	F2018
Current ratio	1.128	1.767	1.634	1.868	1.599	2.680	2.667	2.654
Quick ratio	0.730	1.203	0.961	0.998	0.973	1.447	1.457	1.468
Profitability ratios	2012	2013	2014	2015	Average	F2016	F2017	F2018
Gross profit margin	0.325	0.328	0.282	0.249	0.296	0.266	0.284	0.304
Profit margin on sales	0.117	0.111	0.101	0.038	0.091	0.040	0.026	0.009
Return on assets	0.061	0.072	0.074	0.029	0.059	0.026	0.017	0.005
Return on equity	0.085	0.092	0.089	0.033	0.075	0.034	0.022	0.008
Assists management ratios	2012	2013	2014	2015	Average	F2016	F2017	F2018
Days sales outstanding	50.732	46.548	38.482	39.981	43.936	39.981	39.981	39.981
Account receivable turnover	7.195	7.841	9.485	9.129	8.413	9.129	9.129	9.129
Assets turnover	0.525	0.652	0.732	0.758	0.667	0.666	0.645	0.623
Leverage ratios	2012	2013	2014	2015	Average	F2016	F2017	F2018
Debt ratios	0.279	0.215	0.172	0.139	0.201	0.088	0.085	0.082
Debt to equity ratio	0.388	0.275	0.208	0.162	0.258	0.114	0.113	0.113

## - Global Equity Ratings Definitions

Global Rating	Definition
Buy	Fair value of the stock is >10% from the current market price
Hold	Fair value of the stock is between +10% and -10% from the current market price
Reduce	Fair value of the stock is between -10% and -20% from the current market price
Sell	Fair value of the stock is < -20% from the current market price

## -JETT Profile

Code	JETT
Reuter Code:	JETT
Address:	Jordan -Amman 7th Circle
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Fax:	+ 962 6 5854176
Established Date :	20/10/1964
Listing Date:	11/06/1966
General Manager	Malek Haddad