

**Aqaba International Industrial Estate  
(AIIE)**

## **PROJECT DESCRIPTION**

PBI Aqaba Industrial Estate LLP (PBI Aqaba), a subsidiary of Parsons Brinckerhoff International (PBI), a leading US based civil engineering company, and SUTA Construction, a substantial Turkish land development company, has been awarded a 30 year concession to plan, finance, develop, market and operate an industrial estate, the AIIE.

The AIIE is owned by the Jordan Industrial Estates Corporation (JIEC), a semi-governmental organization with public and private sector participation. It is located within the Aqaba Special Economic Zone (ASEZ). Covering 275-hectares on a site 700 meters east of the Aqaba International Airport, the AIIE is strategically positioned near Jordan's borders with Israel, Egypt and Saudi Arabia. The first phase, 56.9 hectares, was financed by a United States Agency for International Development (USAID) grant.

Presently, the infrastructure for Stage 1 is complete.

The site will be subdivided into lots fitting the requirements of potential buyers and tenants.

PBI Aqaba intends to build and sell industrial buildings, build for long-term lease and to sell or lease lots for self-development by customers.

## **INVESTMENT OPPORTUNITIES**

Industries locating in the AIIE may invest in a wide variety of activities, including:

- \* Construction material
- \* Food processing
- \* Apparel and other sewn goods
- \* Consumer and other plastics
- \* Logistics and warehousing
- \* Appliance assembly and manufacturing
- \* Electronics assembly and sub-assembly
- \* Metal fabrication

## **SERVICE(S) PROVIDED**

Fully serviced industrial and logistics serviced land. Open lots and Standard Factory buildings. Sale or lease.

## **ADVANTAGE: LOCATION AND CORPORATE CONDITIONS**

International airport, direct surface transportation links to three neighboring countries, designation as a Special Economic Zone (SEZ), Aqaba is an attractive investment destination for many businesses. According to the ASEZ Law, AIIE registered enterprises will be subject only to a flat 5% income tax on profits, and will enjoy duty-free imports including capital equipment, raw materials and other consumables. Customs clearance computerized with the ASYCUDA system. AIIE location and corporate conditions include:

- ✓ Strategic geographic location
- ✓ Low transportation and electricity costs
- ✓ Low labor costs
- ✓ Streamlined business registration
- ✓ Low taxation
- ✓ Duty free status
- ✓ Market access agreements (WTO, QIZ, US FTA, EU and Arab Regional Agreements)
- ✓ Imported materials are not subject to customs duties
- ✓ No restriction on foreign currency transactions
- ✓ Full repatriation of capital and salaries

## INFRASTRUCTURE LEVEL – ONSITE

- \* Electricity
- \* Telecommunication
- \* Water
- \* Waste treatment facilities
- \* Full road network including street lighting, sidewalks, street inlets, storm water drainage channels, pipes and manholes.
- \* Full water distribution network including pumps and fire hydrants.
- \* Full sanitary sewer network including pipes and manholes.
- \* Full flood protection drainage channels surrounding and within the entire AIIE.
- \* Administrative Buildings and landscape
- \* Technical Support Buildings

## **LAND**

- Sale Price: \$45,000 per dunam
- Rental: \$5,000 per dunam per year

## **Buildings**

- Sale Price: Standard \$250 per m2, including cost of land (subject to changes in light of investors requirements)
- Rental: \$25 per m2 per year, for standard building including cost of land

# AQABA INTERNATIONAL INDUSTRIAL ESTATE (AIIE)

## ABOUT THE PARTNERS:

### **PARSONS BRINCKERHOFF INTERNATIONAL (PBI)**

- \* Parsons Brinckerhoff, founded in 1885, is one of the oldest continually operating consulting engineering firms in the United States
- \* Over 9,000 employees in over 250 offices worldwide
- \* PBI provides a full range of engineering, architectural, planning and construction management services for clients in the public and private sectors

### **SUTA CONSTRUCTION AND ENGINEERING LLC**

- \* Founded in Turkey in 1977, SUTA is one of Turkey's leading construction firms
- \* ISO 9001 Quality Assurance certified
- \* Vision: Through team work of experts and quality consciousness, to be a trademark in the construction industry.

***For additional details, please contact the company CEO Mr. Sheldon Fink at:***

*E-mail:* [madanat-pbi@go.com.jo](mailto:madanat-pbi@go.com.jo)  
*Phone:* +962 3 205 8000  
*Fax:* +962 3 205 8003  
*Mobile:* +962 79 684 86 76

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***PBI Aqaba Industrial Estate LLP***

## Annex '1'

### Rules and Regulations of Aqaba International Industrial Estate

PBI Aqaba Industrial Estate LLP (the "Manager"), hereby declares that the following regulations shall be complied with by all Users (User) located in the Aqaba International Industrial Estate (AIIE), into each of whose respective leases, or land or building sole agreement, these regulations are incorporated by reference.

#### 1. Use of Premises

The Premises and installations located in the AIIE shall be used only for light and medium industrial and commercial operations.

#### 2. Nuisances

a. No activities may be conducted within the AIIE which creates a nuisances to adjacent sites, such as unreasonable noise, emission of dust , smoke, toxic or noxious fumes or odors; vibrations, elector-magnetic disturbances or radiation, or air or water pollution.

#### 3. Improvements

a. No structure, fence, wall, change in any building, outside storage facility, parking area or other improvement (temporary or otherwise) shall be commenced until the specifications thereof, showing the nature, shape, height, materials, color schemes, lighting and location of the proposed improvement, have been submitted to and approved in writing by the Manager. The Manager shall have the right to refuse the approval of any such plans or for any reason which the Manager, in its sole discretion, may deem to be in the best interest of the Users of the AIIE. (the manager will not be obliged to approve any structure to be constructed not in accordance with the guidelines attached hereto or Appendix 'A' concerning building setbacks, maximum height, building footprint, maximum occupancy etc.

b. All installations or modifications shall be in compliance be in compliance with all applicable laws, regulations and decrees and shall be in complete compliance.

d. All installations, modifications or improvements of any building shall be done by the Manager at User's cost. User shall have the right to present cost/quality efficient options and may tender the work with external contractors while subject to the Manager's right of first refusal. Notwithstanding, all construction related activity performed within the IE shall be directly supervised by Manager who shall charge a reasonable fee for this activity.

#### 4. Users Management

the User agrees to inform the Manager promptly and in writing of the names, fax numbers, telephone numbers, e-mail addresses and mailing addresses of the principal executive managers responsible for their operations in the AIIE. Any changes in the names, fax, telephone numbers and mailing addresses of such managers shall be reported in writing to the Manager

#### 5. Signs

the User shall neither place or cause or allow to be placed, any sign or signs of any kind whatsoever at, in, or about the building, except in or at such place or places as may be consented to in writing by the Manager. Such consent shall not be unreasonably withheld by the Manager.

#### 6. Parking and Traffic

- a. The User agrees to abide by all parking and traffic signs placed in the AIE and to cause their personnel to obey all rules or traffic and parking. Loading or unloading docks and/or ramps shall always be constructed facing the side or rear of the building. Containers and automobiles shall be parked only in designated areas.
- b. A vehicle which cannot operate on its own power shall not remain within the AIE for more than 24 hours
- c. The speed limit within the confines of the AIE shall be in accordance with ASEZA regulations
- d. Any damage done to the AIE property by person providing services to the user shall be repaired at user cost.

### **7. Landscaping**

- a. The land between building and any street shall be developed and kept in a clean and attractive appearance by the Manager. These areas shall be covered entirely by sidewalks or other paving, landscaping, decorative fillings or construction compatible with the overall architectural style of buildings in the AIE. All other portions of the lots not in use as buildings or parking areas shall be kept free of trash or debris and any foreign material.
- b. All lots reserved by users for future expansion shall be kept at tenant's cost free of weeds and other wild vegetation, as well as trash or debris.

### **8. Painting**

Users shall be responsible for maintaining their buildings and improvements well painted. Exterior surfaces shall be repainted at least every three years. All repainting shall be at users cost in the same color as the original painting unless the Manager permits in writing the use of a different color.

### **9. Storage Areas**

No materials supplies or products shall be stored or permitted to remain on the premises outside a permanent structure without consent of the Manager.

### **10. Refuse Areas**

- a. All refuse, garbage and waste materials must be placed in the dumps located in the back of each building structure. User will be responsible for the visual screening from the streets and adjacent lots.
- b. The back of the building, especially the loading and unloading area must be kept clean and free of any garbage or waste materials. No temporary storage of residual material will be allowed

### **11. Security**

Any additional security requirements must be contracted through the Manager

### **12. Premise Keys**

User shall not alter any lock or install a new lock on any door leading to any leased building without providing the Manager with a duplicate key. Use of such keys is strictly limited to emergency entry or to gain access for repairs to common areas. When a problem arises requiring access to a building and a key is not on file, forcible entry will be used and the unit owner will be assessed for any resultant damage.

### **13. Fire Protection**

a. Manager shall install ..... Fire hydrants per square meters of under roof construction which shall be serviced by an emergency reserved water supply. Each fire hydrant shall have a pressure of .....per minute

b. Each building shall be supplied with a hose of ..... Inches which shall be connected to the emergency reserved water supply

#### **14. Amendments**

These regulations may be amended from time to time by the Manager, provided that such amendment does not result in undue harm or damage to the operation of existing industries. Any such amendment will be implemented only with previous approval in writing from the affected industry. All changes in these regulations will be notified, in writing to all users at least thirty (30) days prior to their effective dates.

#### **15. Approval**

In case the Manager does not reply within thirty (30) calendar days of having received a request as required in a provision herein, the request for authorization, approval or acceptance shall be considered as granted.

#### **16. Food Preparation**

a. No food preparation will be permitted within the buildings. Individual workers may take their own food to work. In the event that adequate catering services are not available, the regulations may be pursuant to Paragraph 13.

b. User shall use one of the commissary services designated by Manager as acceptable, or with Manager's consent, any other commissary service for providing meals to its employees.

#### **17. Employees**

a. The User shall provide a space for a lunch area in the Premises of one seat for every two employees and will instruct its employees and make reasonable efforts to prevent them from eating outside of the lunch area.

b. User shall ensure that its employees eat in the lunch area of its building during their shifts and breaks

c. User agrees to provide its employees with adequate identification so that they may enter the AIIE

d. If any User employee violates any of the rules contained herein within the AIIE, Manager shall notify user of said violation providing User with the employee's name and nature of the violation. If the employee is found in violation after the notification; Manager reserve the right of preventing entry of such employee to the AIIE

e. User shall provide Manager with a list of all its officers it wishes to drive his/her personal vehicles into the park. To this end, Manager shall provide User with a number of "vehicle authorization" for each these vehicles. User will instruct his/her officer that said authorization must be placed on the bottom right hand side of their vehicle. At no time will Manager provide more authorizations that the parking spaces available in each building.

f. All light vehicles must enter and exit the IE through the light vehicle designated area. No light vehicle shall enter the IE without the authorization contained in paragraph 1.

g. User personnel who travel by public transportation shall have an area to board and leave said public transportation immediate outside of the entrance of the AIIE

## 18. Suppliers

- a. Outside contractors who are performing a service for a User may not use the AIIE electrical system.
- b. Common areas that may be affected by service people are to be cleaned up immediately
- c. User will be held responsible and will be assessed for the costs incurred by the Manager for clean-up on repairs if these were necessary

## 19. Application to Sublets

Each User agrees to insert any sublease or sale it may enter into if permitted by the lease agreement, a clause requiring the subset or purchaser to comply with these regulations and any amendments thereto made pursuant to paragraph 13 above.

## 20. Environmental

a. It is understood that under no circumstances shall the user keep dangerous or flammable materials except materials required in the normal course of the User's manufacturing cycle permitted and used in accordance with laws or regulations of ASEZA or Jordanian relevant Authorities.

If User discharge is found not within the standards above he shall not be allowed to continue operations until such time as he has remedied the situation.

b. It is expressly prohibited to discharge any waste water in any manner other than or will be specified by relevant authorities.

c. The User shall comply with all policies and regulation of the ASEZA or relevant Jordanian Authorities to supervise such compliance, the Manager may hire and environmental consultant to verify the process of production and waste disposal in its installations in order to confirm that such regulations are being followed. The cost of the consultancy shall be divided equitably among Users.

d. In the event the user ships toxic wastes or other chemicals inside or outside of the AIIE, the User agrees that it will comply and dispose of such wastes or chemicals in compliances with rules and regulations of ASEZA.

## 21. User Committee

A user committee may be established with membership of one representative from each User in the AIIE. The User Committee shall meet periodically with the Manger

For the Manager : \_\_\_\_\_

For the User : \_\_\_\_\_

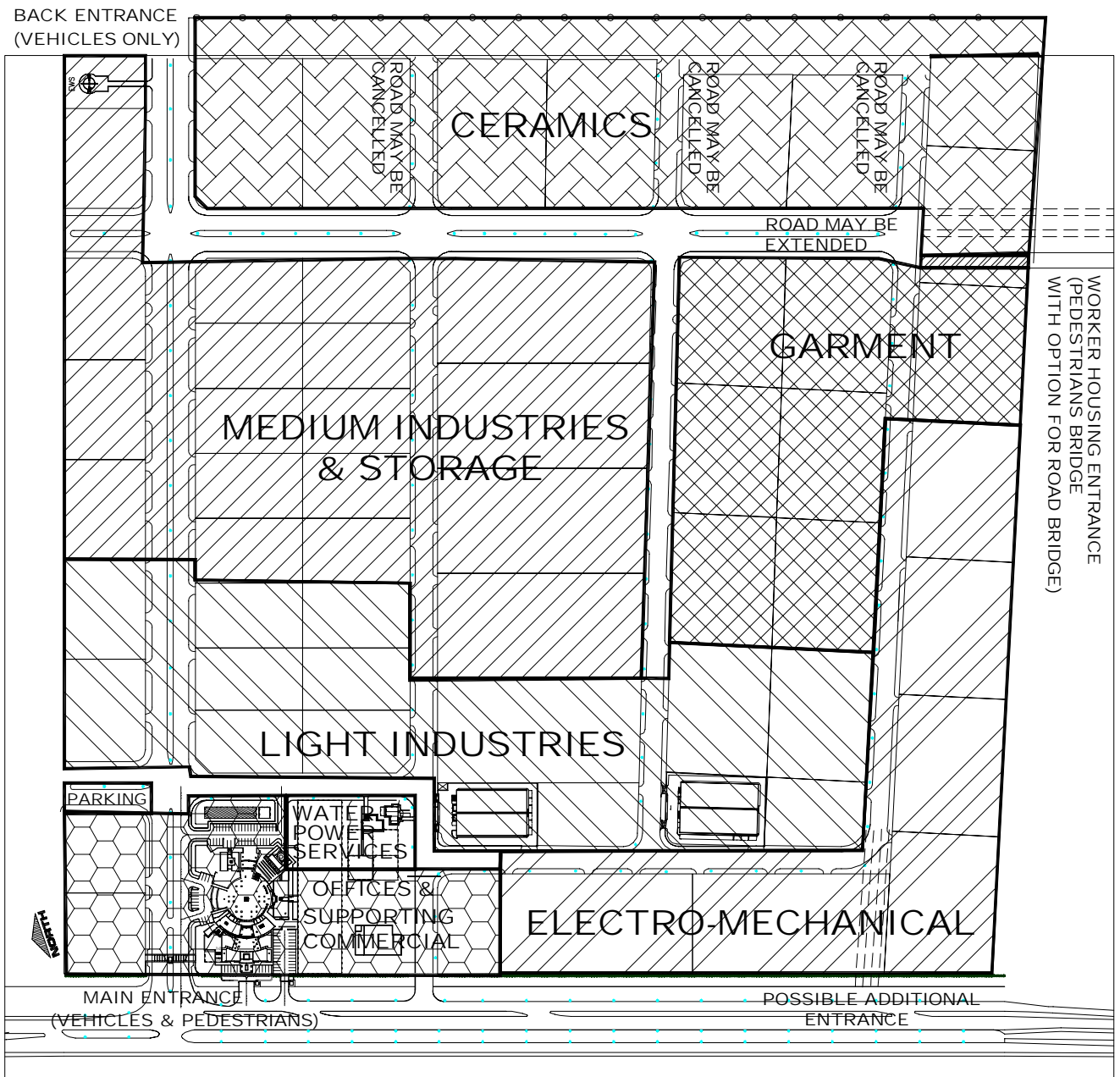
**Annex '2'**  
**Industrial Estate Design Guidelines**

- 1- The design and execution of industrial buildings, whether carried by the Manager or a body appointed by the Manager, or whether carried out by the tenant, shall be in accordance with design guidelines as set out by the Manager, and with the approval of the relevant municipal authorities in ASEZA.
- 2- All buildings shall be set back from the front site boundary by a minimum of 5 meters, and shall be set back from adjacent lots by a minimum of 4 meters. Exceptions to these setbacks shall be approved by the manager and ASEZA, and shall include such structures as guardhouses and utilities.
- 3- The maximum height of any building shall be 8 meters at the side wall and 10 meters at the roof ridge from the 0.0 level of the building, providing that the 0.0 level is not higher than 1.5m above the average site finish level.
- 4- Building rights shall be as per one of the following the options only, and with the express approval of the relevant authorities:
  - a. 60% footprint on the lot, 100% total building rights over two stories.
  - b. Up to 70% footprint on the lot, 85% total building rights over two stories, to be considered in special cases only.
- 5- Exterior color schemes shall be submitted for approval by the Manager. Wall color shall preferably be achieved by pigmentation of the plaster and not painted finish
- 6- All buildings shall be constructed with a plaster finished exterior.
- 7- All buildings shall have sloped corrugated metal roof and gables.
- 8- Other materials than those mentioned above may be used in the finish of the building façade not exceeding 5% of the façade area
- 9- All buildings shall have a uniform concrete perimeter wall with steel fence, as per the design guidelines.
- 10- All traffic areas and services yards shall be built as sealed roads (asphalt, concrete)
- 11- All services yards and loading docks shall be at the rear or to the side of the site, not adjacent to the road wherever possible.
- 12- All site services including drainage and rainwater runoff shall be resolved within the lot and shall not be reliant on passage through or unwanted affects on any neighboring lot.
- 13- Any height difference greater than 50cm between lots must be resolved with the use of a retaining wall meeting the approval of the Manager
- 14- Access to any shared services on or adjacent to a tenant's lot shall remain unhindered by constructions or activities of the tenant
- 15- Projections for the use of services shall be provided to the Manager for approval, including electric power demands, water usage, sewage output etc.
- 16- All connections to services on site shall be with the express approval of the Manager.
- 17- Works performed by the tenant shall be confined to his lot except with the express consent of the Manager.
- 18- Signage- shall be submitted for the Manager's approval. Color, size and format guidelines will be issued to the tenant upon request.
- 19- All approvals are dependant upon receiving full design approval from ASEZA and the relevant governmental authorities (architectural, structural, health, environmental, etc).

# AQABA INTERNATIONAL INDUSTRIAL ESTATE (AIIE)

**DRAFT FOR DISCUSSION**

## OUTLINE - MASTERPLAN



**NOTE: Lot boundaries and "borders" between various uses may be changed in light of actual market demand, subject to environmental requirements.**

# AQABA INTERNATIONAL INDUSTRIAL ESTATE (AIIE)

## PARCELLATION FOR PHASE 1 OF THE AIIE



BLOCK	PARCEL	PARCEL AREA	BLOCK	PARCEL	PARCEL AREA
1	1	23951.6	6	1	10325.33
2	1	4330.22	2	2	10258.0
	2	12236.74	7	1	4240.5
	3	12439.9	2	2	4419.0
	4	10505.34	3	3	4419.6
	5	10549.85	4	4	4420.02
	6	10546.2	5	5	4420.4
	7	10542.54	6	6	4420.85
	8	10538.88	7	7	4421.27
	9	10535.22	8	8	4366.61
	10	5454.78	9	9	4405.19
3	1	4642.32	10	10	4510.2
	2	8396.33	11	11	4509.55
	3	8516.07	12	12	4508.89
	4	8635.81	13	13	4508.24
	5	8584.32	14	14	4507.58
	6	8810.7	15	15	4506.92
	7	8640.17	16	16	4344.13
	8	8495.38	8	1	10364.51
	9	8350.47	2	2	10392.36
	10	4399.34	9	1	4236.8
4	1	9253.16	2	2	4221.59
	2	9013.96	1	1	5279.99
5	1	4347.16	10	2	5194.97
	2	4231.76	3	3	5181.63
	3	13928.4	4	4	5188.28
	4	13689.76	5	5	5191.88
	5	13861.75	11	1	5138.82
	6	14038.02	2	2	2579.17
	7	13459.76			