

**: 2000. 8. 22, 14:00 - 18:00**

**: KOTRA**



..... **1**

..... **13**

..... **37**

..... **51**

..... **87**

..... **104**

{ }





**I.**

1.

2.

.

1.

2. 가

. -

1.

2. 가



< > ( : )

1991	133,604	126,775	6,829
1992	139,560	144,616	- 5,056
1993	131,370	134,693	- 3,323
1994	137,606	127,281	10,325
1995	157,134	142,009	15,125
1996	183,461	153,450	30,011
1997	196,263	173,546	22,717
1998	153,193	181,411	- 28,218
1999	165,387	176,073	- 10,686

( : KOTIS, IMF)

< 가 ( 3 ) > ( : )

가	1998		1999		2000(2 )	
	153,193	181,411	165,387	176,073	30,140	27,906
	3,108	2,831	3,197	2,946	576	352
	1,067	3,685	1,012	3,789	159	532
	13,298	13,082	14,096	12,020	2,682	1,907
	4,108	1,345	6,876	1,009	694	87
	23,303	27,470	25,072	32,764	4,569	5,264
	1,330	3,901	1,370	3,852	217	570
	8,558	7,561	7,383	4,431	1,365	389
	716	7,060	767	6,423	122	1,014
	11,587	5,106	12,215	4,678	1,902	778
	4,916	3,915	5,807	3,097	1,278	590
	41,286	42,361	43,613	37,012	8,758	6,048
	2,890	3,895	3,756	4,828	625	756
	25,448	32,959	27,329	33,208	5,075	5,261
	5,115	22,161	5,662	22,627	1,086	3,714
	1,497	2,167	1,507	2,332	182	381

( : KOTIS, IMF)

1.

- 가
- 가
- 가

65%

< >

( : thousand million barrels)

	1979	1989	1998	1999	(99)
	58.0	92.9	89.7	<b>89.7</b>	8.7%
	31.0	100.0	112.5	<b>112.5</b>	10.9%
	68.5	97.1	96.5	<b>96.5</b>	9.3%
	2.4	4.3	5.3	<b>5.3</b>	0.5%
	3.8	4.5	3.7	<b>3.7</b>	0.4%
	166.5	257.6	261.5	<b>263.5</b>	25.5%
	2.0	1.7	2.5	<b>2.5</b>	0.3%
	29.4	98.1	97.8	<b>97.8</b>	9.4%
	-	4.0	4.0	<b>4.0</b>	0.4%
	0.2	0.1	0.2	<b>0.1</b>	-
	361.8	660.3	673.6	<b>675.7</b>	65.4%

( : BPAmoco, Statistical Review of World Energy 1999)

< >

( : thousand barrels / day)

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	
	2870	3255	3500	3525	3685	3690	3695	3705	3725	3800	<b>3550</b>	5.1%
	2840	2155	280	525	465	520	575	625	1200	2160	<b>2580</b>	3.6%
	1410	965	185	1095	1965	2100	2135	2140	2145	2195	<b>2025</b>	2.9%
	650	695	715	750	785	820	870	895	910	905	<b>910</b>	1.3%
	405	435	420	495	460	450	460	570	695	745	<b>715</b>	1.0%
	5635	7105	8820	9100	8960	8875	8890	9035	9215	9220	<b>8595</b>	11.9%
	340	405	470	520	570	570	600	590	580	580	<b>560</b>	0.8%
	2025	2285	2640	2510	2445	2480	2505	2660	2665	2725	<b>2505</b>	3.2%
	180	180	195	185	210	345	350	355	370	380	<b>395</b>	0.6%
	55	50	55	55	55	50	50	50	50	50	<b>50</b>	0.1%
	16410	17530	17280	18760	19600	19900	20130	20625	21555	22760	<b>21885</b>	30.5%

( : BPAmoco, Statistical Review of World Energy 1999)

○ 가

- 가 가

- 가

- , 99 3 가 가 2000 가

12 가 ( : \$/Bbl)

	8	9	10	11	12	1	2	3	4	5	6	7
WTI	21.19	23.74	22.59	25.12	26.06	27.24	29.27	29.88	25.83	28.48	32.07	29.86
BRENT	20.45	22.97	22.2	24.64	25.64	25.41	27.44	27.54	23.24	27.07	30.18	28.97
DUBAI	19.4	21.85	21.43	23.12	23.6	23.28	24.65	25.08	22.17	25.77	27.35	26.20

2. 가

○ 가 가 가 33%

가 ( : Trillion cubic metre)

	1979	1989	1998	1999	(99)
	0.25	0.18	0.12	<b>0.11</b>	0.1%
	13.88	14.16	23.00	<b>23.00</b>	15.7%
	0.78	2.69	3.11	<b>3.11</b>	2.1%
	0.95	1.55	1.49	<b>1.49</b>	1.0%
	0.06	0.26	0.80	<b>0.80</b>	0.5%
	1.70	4.62	8.49	<b>8.49</b>	5.8%
	2.71	5.30	5.79	<b>5.79</b>	4.0%
	0.58	5.69	6.00	<b>6.00</b>	4.1%
		0.16	0.48	<b>0.48</b>	0.3%
	0.04	0.11	0.25	<b>0.25</b>	0.2%
	20.95	34.72	49.53	<b>49.52</b>	33.8%

( : BPAmoco, Statistical Review of World Energy 1999)

가 ( : Billion cubic meters)

	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	(99)
	5.5	5.8	5.5	6.5	6.9	7.1	7.2	7.4	8.0	8.3	<b>8.5</b>	0.4%
	22.2	23.2	25.8	25.0	27.1	31.8	35.3	40.2	47.0	50.0	<b>52.5</b>	2.3%
	8.2	4.2	0.5	2.6	5.4	6.0	9.3	9.3	9.3	9.0	<b>7.0</b>	0.3%
	2.4	2.6	2.6	2.9	2.8	2.9	4.1	4.4	5.0	5.0	<b>5.6</b>	0.2%
	6.2	6.3	7.6	12.6	13.5	13.5	13.5	13.7	17.4	19.6	<b>24.0</b>	1.0%
	29.8	30.5	32.0	34.0	35.9	37.7	38.0	44.4	45.3	46.8	<b>46.2</b>	2.0%
	20.4	20.1	23.8	22.2	23.0	25.8	31.3	33.8	36.3	37.1	<b>38.0</b>	1.6%
	7.6	5.5	3.4	4.0	4.2	4.9	5.3	5.4	5.1	5.1	<b>5.4</b>	0.2%
	102.3	98.2	101.2	109.8	118.8	129.7	144.0	158.6	173.4	180.9	<b>187.2</b>	8.0%

( : BPAmoco, Statistical Review of World Energy 1999)

1.

○

○

- 2000 6 25.3% 가  
 가 3,659 가 11,636  
 112.5% 가 가

< - 10 > ( : )

		1999	2000(01-06)		1999	2000(01-06)
1		989,408	383,223		11,003,048	8,768,846
2		625,841	288,334		1,411,749	1,052,216
3		150,589	236,266		743,818	488,860
4		169,860	158,860	LNG	91,380	465,974
5		182,103	115,056		192,273	134,189
6		308,680	112,893		13,235	93,403
7		190,739	109,275		345,734	70,298
8	TV	162,083	96,841		118,079	68,939
9		157,705	89,508		119,446	68,706
10		176,918	87,104		95,545	48,519

( : KOTIS)

2. 가

가.

○ 가

<

>

( : , % )

	97	98	99	2000(01-06 )	
					가
	<b>5,104,386</b>	<b>6,585,566</b>	<b>6,398,154</b>	<b>3,659,201</b>	<b>25.3</b>
	1,424,532	1,497,155	1,550,550	978,465	31.5
	1,038,615	1,323,713	811,290	696,890	162.6
	610,944	766,606	1,329,239	617,730	- 6.9
	442,940	637,365	486,629	302,835	45.7
	193,877	526,805	568,752	258,922	- 11.2
	317,945	360,613	248,618	99,806	- 28.4
	236,632	321,812	237,714	93,646	- 20.8
	160,770	191,885	97,295	85,154	458
	73,711	188,553	153,993	82,975	32.1
	113,915	143,404	143,344	78,441	0.9
	114,397	127,691	267,705	77,673	- 23.1
	70,085	95,784	101,626	66,106	55.3
	36,341	87,801	94,664	46,124	- 5.6
	53,010	75,872	75,672	44,872	24.5
	73,040	71,357	77,622	43,861	27.2
	53,796	68,605	41,268	30,683	34.6
	48,141	52,725	41,431	23,962	32.4
	31,685	34,773	51,528	21,476	- 3.4
	3,111	9,386	9,608	4,437	19.6
	2,709	2,025		4,083	8.5
	2,931	1,577	1,297	1,054	69.6
	1,258	60		6	- 84.1

( : KOTIS)

○

3

가

&lt;

&gt;

( : , % )

	97	98	99	2000(1-6)	
					가
	17,278,798	11,417,299	14,695,660	11,636,588	112.5
	7,153,186	4,384,342	5,664,378	4,524,913	118.2
	3,085,342	2,123,179	2,568,131	1,963,426	104.6
	1,749,902	1,327,972	1,416,413	1,192,374	112.3
	1,787,372	994,293	1,505,775	1,139,938	109.2
	1,017,961	762,851	868,350	979,508	211.8
	722,344	529,302	944,416	745,399	90.7
	581,612	408,502	308,719	297,071	202.7
	268,733	246,815	562,500	225,146	- 16.7
	472,583	212,870	162,962	149,541	120.6
	147,730	188,597	151,735	145,379	922.6
	0	65,886	63,086	101,833	9,765.70
	124,169	59,074	75,866	59,836	57.3
	34,664	39,424	259,700	45,734	- 55.3
	37,034	27,661	76,292	33,230	94.7
	22,747	19,920	49,942	15,620	21.7
	36,013	19,721	6,633	11,560	202.2
	9,110	3,495	2,379	2,566	315.1
	21,167	1,937	533	1,573	1,106.70
	4,029	1,199	5,338	1,330	- 42.6
	1,008	173	1,367	360	- 64.1
	2,053	86	8	142	3,019.40
	39	0	1,139	109	- 71.3

( : KOTIS )

○

對

-

2000 6 2 , 17,275

10

31 , 494,791

<

對

>

( : )

1996	7	41,462	1,809	6,290,395
1997	4	49,323	1,600	5,829,409
1998	1	6,540	701	5,132,700
1999	3	1,350	1,228	4,432,919
2000	2	17,275	943	1,808,380
	17	115,950	6,281	23493803

( : )

○

對韓

-

가

가

<

>

( : )

1996	4	1,070	967	3,202,580
1997	2	3,225	1,055	6,970,915
1998	8	19,816	1,399	8,852,320
1999	14	19,226	2,102	15,541,408
2000	6	605	2,098	5,730,090
	34	43,942	7,621	40297313

( : )



**I.**

•

•

•

•

•

I.

UAE	
UAE	7 Emirates
가(1971 )	
1 GNP가 18,000	2.5
1 GNP	.
: ( 9 9 km <sup>2</sup> )	8 4 km <sup>2</sup> 99%가
:	(5 10 / 40 50 / 80 90%) (11 4 / 15 30 / 30%)
270 UAE	25% , 가
67:33	
:	가
:	가 가
981 ( 10%) ,	
3 , 가 , , 4	
( 5.79 m <sup>3</sup> )	

1.

- /  
- ( )  
- 가  
- '99 가 270  
- ,  
- , , CIS, 150 ( )  
14 )  
- 가 가  
- 가 ,  
- 가  
- 25% 가  
- 가 ,  
- 4% ( : , . 100%)  
- 가  
- 가가  
- ( : , )

가

- UAE 80% 가

2.

가. UAE

- UAE 가 가 6.5% 가 295

< UAE >

( : US\$ )

	1998	1999	2000	2001
	303.6	327.7	354.1	356.4
	261.2	277.2	294.8	309.6
	42.3	50.6	59.2	46.7

( : EIU 00 1/4 , 1999-2001 )

< >

( : US\$ )

	1995	1996	1997
.	5,381	5,459	5,167
.	2,767	3,005	3,117
	1,844	1,992	2,725
/	1,996	1,992	1,961
	1,111	1,246	1,407

( : US\$ )

	1995	1996	1997
.	845	984	950
	640	773	825
.	598	648	676
.	555	499	600
	19,714	21,440	21,672

( : Dubai/ADFTS,ADCD, Abu Dhabi)

.

가

- 2-3 가

가가

-

가

SOC

-

. (80 - 100 )

. ( 33 )

-

. ( 44 ) :

. ( 2.2 ) : , ,

-

,

가

,  
- ,  
- , 가 가 가 .

1.

< UAE >

( : US\$ , %)

		가		가	
1997	1,424,532	3.0	3,085,342	37.0	- 1,660,811
1998	1,497,155	5.0	2,123,179	- 31.0	- 626,024
1999	1,550,550	4.0	2,568,131	21.0	- 1,017,581
2000. 1-6	978,465	31.0	1,963,426	105.0	- 984,961

가.

○ UAE 3-5%  
, '99 15.5

○ 가 가  
31.0% 가 9.8

- , , 가  
( 가)

< >

( : US\$ , %)

	1999	2000. 1-6	가
< >	1,550,550	978,465	31.5
	676,913	313,304	5.4
	279,193	243,070	74.6
	167,947	166,581	132.3
	165,925	95,047	- 19.7
.	93,316	52,967	24.4
	72,900	51,960	47.3
, 가	43,963	25,258	34.3
	26,327	16,560	52.6

( : KOTIS)

- '99 2/4 가  
UAE '99 25.7
- 가 101.8%  
가 15.8 9.8

< >

( : US\$ , %)

	1999	2000. 1-6	가
< >	2,568,131	1,963,426	104.6
	2,090,128	1,582,829	101.8
	353,774	313,480	148.9
.	113,944	61,775	43.2

2. 가

가. 가

	가
가	- 99 價格 弱化 가 週期 , 가 ,
가	- , '成功' , ' (new) 先進國' , ' ,
( / )	- 日本 가 가 - 가

. 가

	가
	- UAE 2000 US\$ 4 35-40% (US\$ 15 ) 가 絕對的. - , - 가 dying finishing 가

	가
.	- 가 , TV 30%, VTR 25% 가
	- / 가 가
	- UAE 60% 10% 25% 가 가
	- 가 가 가 ( 가 가 )
	- 가 가
	- , A/S
,	- 가

3.

가.

○ 가

- 가 가 . , ,

- 가 가  
가

○

- 10%  
- UAE 가  
가

.

○

- 94 15-20%  
- UAE

○

- 가  
- , ,  
-

○ CCTV,

- UAE 가  
- 가  
가

.

- 2000 25 가 PC 가 , 가

15% 가

- PC CD-ROM,  
2

.

○

-

/ 가

○

-

2-3

-

가 가 ,  
가

.

○

-

가 20

50%

-

, ,

,

-

가

○

- 가

-

가

,

.

- ( , , , )
- 가 ( 가 )
- ( , , , )
- , ,

. /

- 가
- 가 /
- 가 350 2015 600
- 가 가

.

○

- 가 , ,
- 가
- 

○ PE Tarpaulin

- , Canopy 가
- /

○

- 가

○ , DVD player, ( , )

.

1.

가. 가

○ , 14  
40

- UAE ,

가가

< 가 >

- : BIG 5 (10 )
- : GITEX (10 )
- : TEKNO 7 (9 )
- 가 : INDEX (10 )
- : GULF BEAUTY (9 )
- : INT'L JEWELERY DUBAI (5 )

. JAFZ(Jebel Ali Free Zone)

○ ,  
- 100km<sup>2</sup> 86

1600 가

- (100% , , , )

○  
- . : 阿.中東 distribution

- :

. Agent

- UAE 가 가 Agent 가 , , 가 가 Agent ( 가)

. 面對面

- , 가 ( 가 )

. : ,

2.

- Documentation
  - 先 禁物
  - UAE L/C
  - ( D/A)
- Sole Agency , Authorized Distributor

○ UAE 가 見本 本品  
가

- ) , 가 (

○ 가 가

○ UAE 70%  
UAE가 3 L/C 가 ,  
가 가 L/C

○ 가 , ,

- D/A 가

○ 가  
( )  
가

- , ‘ , ’  
가 가  
가 가

○

가

○

UAE 가

가

,

-

가

Sole Agency

,

Authorized Distributor

○ UAE

Sole Agency

.

Agency

가

(

)

,

가

-

Authorized Distributor

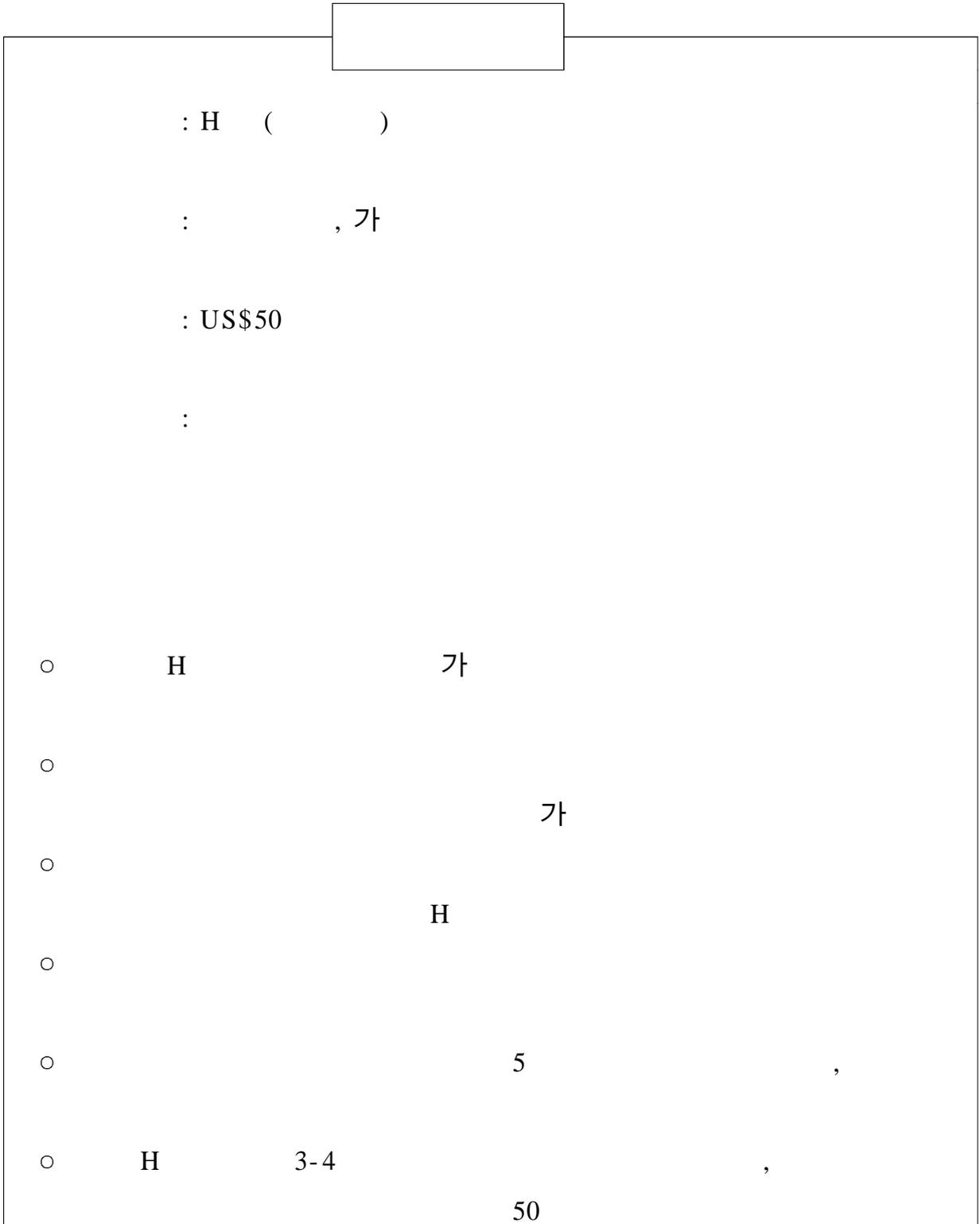
Distributorship

,

가

.

1.



2.

1 :

: (Agar - Agar)

:

- (Agar - Agar) S 2
- 3
- L/C (Unpaid),  
가 Market Claim
- 가 20%  
15% 가

2 : L/C

:

:

- H UAE  
가
- H US\$4 5 L/C  
( Shipping Sample 10m  
L/C )
- H 5  
가  
₩ 10% ₩ Reject  
가  
Ship-Back

UAE

IBM

(In Sha Allah)', ` (BuPkra)', ` (Ma Alish)' -

(http://www.cyara.com/Dubai10.htm#anchor149291)

"IBM"

"IBM" IBM ` (In Sha Allah)', ` (BuPkra)', ` (Ma Alish)' 造語

" "

“盡人事 待天命”

“100%  
가

” 가

가

BUYER

“ ”

L/C가

“ ”

L/C가

L/C

가 “ (BuPkra)”  
“가  
L/C

1  
“L/C

L/C가

(Ma

Alish)'  
“ 가

L/C

(NO PROBLEM)  
(KNOW PROBLEM)"

가

Global Standard가

1. UAE

가 ( 7 ) : 5 , 5 4

○ : 71%, 81%

[ 2000 1-7 UAE ]

			( )
( )	( , )	ADNOC	2,040
( )		ADNOC	652
		DEWA	2,364
	132/11KV	ADWEA	36,719
		ADWEA	500,000
			541,775

( : )

2.

가.

○ UAE

- (ADNOC) project

(30 ) PQ

- UAE 가

, UAE

( )

○ Up-Stream

- 3

( , , )가

/가 Up-Stream

.

가 ( , ), Up-Stream

○

- 3 K Station

lowest가 가

( 2nd lowest )

\*

가 가

( )

○

- ( )

가

○ Utility

- UAE ,



가

○

○

Shooting

Risk Control Trouble

3.

가.

(IWPP)

○

: 1,500MW 1 1 (imperial gallon)

○

: (ADWEA)

○

: (15 )

○

: 2001 Developer가

. Jabel Ali L /

○

: Jabel Ali (500MW)

(50Mil. g/d)

○

: (DEWA)

○

: ( 6 )

○

:

.

○

: 30

○

: Takreer (ADNOC )

○

: 4

○

: 가 (2005 )

- . Westside Marina 1
  - : ( 37 , 9 ) 6  
( 64 5.5 m<sup>2</sup> 56 2  
가 )
  - : Emaar Properties
  - : 2.5 -3
  - : : 9 , : 4/4

. Saadiyat Project

- :  
50,000s/m , 930
- : Abu Dhabi Free Zone Authority Emirates Global  
Capital Corporation.
- : US\$33 ( )
- : 1 ( 10 )

. Dolphin 가

- : UAE 가 North Field 가 UAE,  
(3,000 Cubic feet/1 )
- : UAE Offsets Group
- : US\$80 - US\$100 ( )
- : ( )

. Green Community

- : 67ha 346 , 508 ,  
150 , 3 , ,
- : Union Properties Dubai Investments (50:50)
- : 1 8
- : PQ : 8 , : 2002



**I.**

.

.

**IV.**

I.

1.

가.

○

\* 22 : 14 , 8

. COMESA ( 21 )

○ 2000.10.

\* 2000.2.27-28 COMESA

. -

○ 2000.4.1-4 62

2.

가. IMF 가,

○ 314 132

\*

- : 45 ( 148 )

- : 30

- : 30

- : 20

- : 30

3. 가

가.

○ 1995 4

○ ; 99.02

○ ; 99.04

○ (98.11) (2000.01)

.

○ , ,

○ 7

<

>

( )	30 (8)	23 (2)	7 (-)	2 (-)
(99 )	5.7	5.2	6.2	2.3
	7	8	5	14
(2000 )	6		가	가

II.

1.

가. 100% ( ) DEPOSIT

○

. ( ,T/T)

○

○

가

\* amend

2. DA/DP

가.

가

○ D/P BANK GURANTEE

\*

\* 3

(2000.9. )

9 3 T D/A 65 , G 4 , H  
10

3.

가.

○ .

○

○ 가

4. ,

가. ,

○ 가 .

○ " 가 "

가

.

○

○

○ P 가 100

150

. ( )

○ 가 E ( )

, 300 10

, 6

.

5. 가

가.

○ 가

○ , , ,

\* .

6.

가.

○ , COMESA

○ , ,

\* : , LG TV

- 1,100 , 60% 98 8 99  
50%

- LG 90.10. 210 , 51% TV DY, FBT,  
TUNNER 99 5,200 , ( )  
800 가 .

\* : P , M

- P , ,

- M ,

DA

○ Branch 가, Liaison Office 가

	○ 50% , 1 ○ 가 ○ , , ,가 ,
	○ 가 ○ , ,
가	○ 가, 가, 가 ○ , , ,
	○ 98 8 가 - 70%
,	○ 5 - ○
	○ 가 ○ , , , , , ,

\* 32%, 76%

# 가

\* H

.

1.

	<ul style="list-style-type: none"> <li>○ , TV</li> <li>○ 50%</li> </ul>
,	<ul style="list-style-type: none"> <li>○ 가 ,</li> <li>○ 가</li> <li>○ , , ,</li> </ul>
CCTV	<ul style="list-style-type: none"> <li>○ (1500 )</li> <li>○ 가</li> <li>○ ,</li> </ul>

2.

SOC

가. 8 가 90%

○ 850

○ , ,

,

< 8 가 >

Toshka	
Aswan	
Abu Tartour 燐鑛	南部
Suez	
Port Said	
Al Salam	Suez
Shark Owainat	
Technology Valley	

.

○ , , , ,

\* , , ( , ) ,

○

.

○

\*

○ , ( , , , , ( ) ,

\*

- 97 2 2.8 ( , )
- 99 4 2.6 ( , , 3 , )
- 2000 2 5,300 ( , )

.

○ BOT, BOOT

○

\* 15% 가

#### IV.

1.

가. , , 1

.

○ 7 3 .

< >

( : US\$ )

	95	96	97	98	99
	46.7	47.8	55.3	44.0	45.8
	122.7	131.7	141.6	146.2	148.5
	76	83.9	86.3	102.2	102.7

.

○ Corn( ) 5.9 , Drum Wheat( ) 4.3

가 50%

\* : 99 10.8%  
 가  
 ( 11% , 25% , 24% )

< >

( : US\$ )

	98	99
1	2,073	2,301
2	1,468	1,385
3	1,111	1,052
4	923	788
5	-	698
6	502	622
7	637	569
8	418	522
9	364	478
10	-	434

( : , )

가

< >

( : US\$ )

	97	98	99
	2,058.0	1,385.9	2,266.3
	1,248.1	1,394.4	1,262.6
	1,319.9	1,203.8	1,261.1
	1,010.1	1,172.0	1,067.4
	714.0	619.5	705.5
	669.0	696.6	598.2
	394.0	329.2	303.3
	301.6	295.2	292.0

( : , )

가

\* 3

< >

( : US\$ )

		98	99
1		389	435
2		319	353
3		189	260
4		249	250
5		133	187
6		-	135
7		124	134
8		137	121
9		-	119
10	가	-	111

( : , )

( , ) 가

< >

( : US\$ )

	97	98	99
	1,916	943	1,292
	537	438	397
	285	272	266
	175	144	125
	110	107	96
	78	136	88
	131	125	86

( : , )

2. (2000 )

가.

- : 2 5 8 9 2 ( 11.2%)
- : 4 5 7 3 ( 55.3%)
- : 2 1 3 1 9

○ , , , , 5 50%

\* 99 가 2 1 (3,970 )

○ 2000 6 99 2

5%가 55.3%가

\* 對 , , 가 90%

<

>

( : US\$ , %)

		1999		2000(1-6)	
			가		가
1		187,403	8.3	50,883	- 51.8
2		31	- 50.6	39,685	-
3		46,272	- 13.2	24,767	62.8
4		40,402	- 17.4	22,665	45.6
5		53,130	- 7.8	17,107	- 45.4
6		24,315	4.2	11,190	1.0
7		17,493	- 21.0	11,031	41.0
8		17,206	- 30.5	9,900	3.2
9	가	25,714	- 0.1	9,465	- 33.3
10		16,956	- 42.9	9,245	12.1
		<b>568,752</b>	<b>- 10.8</b>	<b>258,922</b>	<b>- 11.2</b>

( : )

- ) 1. : ,  
 2. : ,  
 3. : . , ,  
 4. : / 5. :  
 6. : . / 7. :  
 8. 가 : TV,

< >

( :US\$ , %)

		1999		2000(1-6)	
			가		가
1		181,024	164.9	-	-
2		48,503	- 56.0	25,100	- 5.3
3		17,729	128.4	10,562	22.5
4		5,544	329.5	5,666	218.6
5		1,855	855.2	1,030	186.3
6		576	339.6	868	681.2
		<b>259,700</b>	<b>37.7</b>	<b>45,734</b>	<b>- 55.3</b>

( : )



**I.**

.

. .

**IV.** .

**V.**

.

1.

○ 98 가 GDP 40%,  
 75%, 90%  
 GDP 10.8% .  
 123 , 128  
 ( 1 ).

○ 99 3 OPEC  
 가가 , 가  
 99 GDP 8% .

○ 2000 가

2.

○  
 - 가  
 90%

- 98 가 36.1% 388  
 99 OPEC 가  
 39% 가 540 .  
 - 2000 가가 20 - 25  
 12.9% 가 610 .



○ 98 12 29 99 441  
 , 323 , 118 ,  
 가 가  
 . 가 가가 99  
 15 - 20 , 91 가  
 , 27 .

○ 2000 8.44% ,  
 419 , 493 가  
 44 74  
 .

○ 가 , 가가 25  
 427 (1,600 ) ,  
 533 (2 ) SAUDI BRITISH BANK가

5.

○ 95 가 5%  
 95 ,  
 96-97 1% , 98  
 -0.2% .

○ 98 7  
 99 5 50%  
 가 1.5% .

6. 가

○ 98 OPEC , 가  
 가 11-12  
 10 가 .

○ 99 3 23 OPEC  
 10 OPEC 170  
 , OPEC 40 4 1  
 .

○ 58 5 , 743 8  
 , 90 . 가 99  
 2000 3  
 27

○ 3 27 OPEC 145 2  
 가 가 7 1  
 70 8 가 가 25  
 , 825 3  
 .

**II.**

1.

가.

○ , , .

- .  
 - ,

○ , .

○

,

○

가가

80

가

.

- GDP

: 72

80%

- 97

37.5%

(

34%,

28.5%)

-

,

,

,

. 가 , , .

(SAUDIZATION)

○

30%

(SAUDIZATION)

.

.

○

.

○

10

,

,

.

○

가

95

34%가

가

가

225

, 98

1

1,496

가

.

382

249 , 168 . , , , , .

< >

		(US\$ )
	10	140
	397	430
	758	34,330.00
	66	40
	265	3,240.00
	1,496	38,180.00

.

○

- GDP : '72 28 % - '97 34 %

-

( , )

-

-

.

,

2.

가.

○

- 가

○ 90%, 75%

- 2,580 25%, 825 3

○ . .

- (Haj) .

- .

. 가 가

○ 가 가 가 가 가 90  
가 98 가 가 가  
가 , 가 ,

- 650 가

○ ,

- .

-

○ 가

- , , , , , , ,

-

-

· , , , , , , , ,

3.

가. ( . 2, 3 )

○ 99 279 6.6%가 ,  
98 2,256 99 2,423 7.4%가 가

- 가 가

가 가  
, 가

- 가 , , ,  
가 , 가 12.1%, 12.0%

- , 가 , , , ,  
13.0% , 4.6% 99

- 가  
, , , , 5  
47.7%

- 98 8 99 7 10 1,400 ,  
 2.1% 13 2,900 (0.4% )  
 가

○ 2000 4.5% 291

•		: 6,717	(	24.0%)
•		: 4,829	(	17.2%)
•		: 2,560	(	9.1%)
	가			
•		: 6,717	(	12.0% 가)
•		: 4,829	(	2.8% 가)
•		: 4,054	(	26.6% )
•		: 1,363	(	18.4% )
•		: 2,349	(	18.0% )
	:			
•	10	:	,	,
•	10	99	:	18,201 ( 65.0%)
•			,	,
	99			
•	1	:	5,302 ( 17.1% , 18.9%)	
•	2	:	2,573 ( 0.2% , 9.2%)	
	가			
•	1	:	2,039 ( 8.4% 가)	
•	2	:	980 ( 2.2% 가)	

. ( . , 4 )

○ 98 가 36.1% 388  
99 OPEC 가 39%  
가 540 .

○ 2000 가가 20 - 25  
12.9% 가 610 .

98	가
•	: 443 ( 0.2% 가)
•	( ) : 32,656 ( 84.2%)
•	: 1,107 ( 26.7% )
•	: 587 ( 26.7% )
10	: , , , 가 , , , , U.A.E. ,
10	98
: 26,596	( 68.6%)

. -

1. ( . , 5, 6, 7 )

○ 80.4%  
,  
10 , 3 ,  
7 (99 ) .

-



- 가 10 ISP  
 가 가 45% ,  
 가 .

- PC가 120 , PC,  
 , 가 .

□

- PC .

- 3  
 가  
 가 .

- , 58% .

- PC 70%  
 , , , , 가 가 .

- 12%가 .

□

( : US\$ , %)

	1996	1997		1998		
	130	-	-	466	-	1
	227	-	-	644	-	1

	1996	1997		1998		
	66,933	41,667	- 38	17,267	- 59	36
	10,529	31,423	198	26,356	- 16	34
	8,699	6,096	- 30	10,484	72	22
	2,457	1,525	- 38	13,743	801	18
	4,396	3,529	- 20	3,586	2	8
	1,772	741	- 58	1,280	73	2
	2,270	10,961	383	5,245	- 52	11
	759	228	- 70	5,253	2,204	7
	1,267	2,174	71	2,101	- 3	4
	2,845	2,681	- 6	5,594	109	7
	17,701	6,963	- 61	8,368	20	18
	10,137	8,778	- 13	24,703	181	31
	101,396	71,390	- 30	47,517	- 33	100
	28,726	45,376	58	77,573	71	100

HS: 8471.10.00/.20.00/.91.00/.92.00 (Analog Hybrid Automatic Data Processing M/c, Digital Automatic Processing M/c with CPU, Digital Processing Units, Input & Output units)  
 ( : Ministry of Planning, Central Dept. of Statistics.)

□

- PC 3 가

- 가 가

□

- 가 , 가

가



○ JEDDAH COMPUTER CENTER

P.O.BOX: 19774 JEDDAH 21445

TEL: 02-6533604

FAX.: 02-6512076

E.MAIL: accjedhq@saudionline.com.sa

CONTACT PERSON: Mohd. Thelakat (MGR.)

ITEMS: Computer, Hardware, Software, Acce.

IMP CNTRY: Computer and others form Taiwn. Other items HK, USA

○ TAYSCO COMPUTER & ENGINEERING

P.O.BOX: 14918 JEDDAH 21434

TEL: 02-6693043

FAX.: 02-6721910

E.MAIL: cescoelc@saudionline.com.sa

CONTACT PERSON: Mousa Al Sheikh (GM)

ITEMS: Computer, Hardware, Software, Acce.

IMP CNTRY: TAIWN, HK, CH, USA, Etc.

○ JAMAL AL JASIM CO.

P.O.BOX: 102 DAMMAM 31411

TEL: 03-8277030

FAX.: 03-8278883

E.MAIL: purchase-aljassim@danah.com

CONTACT PERSON: Ilyas Sultan (Commercial Mgr.)

ITEMS: Computer, Hardware, Software, Acce.

IMP CNTRY: Computer and other items from KOR, HK, TAIWN. Other form USA,CH,etc.

○ SHAMS TRADING

P.O.BOX: 5321 JEDDAH 21422

TEL: 02-6610675

FAX.: 02-6610675

E.MAIL: california@sbm.net.sa

CONTACT PERSON: Abdul Maitn (MGR.)

ITEMS: Computer Hardware, Software, Acce.

IMP CNTRY: TAIWN, HK, CH, USA,etc

○ AL NAHIL COMPUTER CO.

P.O.BOX: 59205 RIYADH 11525

TEL: 01-4645373

FAX.: 01-4645365

E.MAIL: inform@nahil.com.sa

CONTACT PERSON: Suleiman (Deputy Mgr.)

ITEMS: Computer Hardware, Software, Acce.

IMP CNTRY: Import computer form TAIWN, USA, other from  
TAIWN, USA, HK, CH, etc.

.

□

-

가

가

-

가

900

, 600 - 800

. 200

-



가

		가 (SR.)
	Synthetic Material Printed Size 42 x 42	15- 20
		10- 20
		10- 15

- ,  
가 가 .  
- ,  
가 , 가가 .

○ BIN MERDAH TRDG.& CONTR.EST.

P.O. BOX 18300 JEDDAH 21415  
TEL : 02-6483168  
FAX : 02-6483168  
CONTACT PERSON : Ahmed Dabir Asghar

○ AMEEN COMMERCIAL ENTP.

P.O. BOX 16352 JEDDAH 21464  
TEL : 02-6433299  
FAX : 02-6431569  
CONTACT PERSON : Thomas Oommen

○ MOHD.GUSSAIB SHEHIBI EST

P.O. BOX 18178 JEDDAH 21415  
TEL : 02-6480087

FAX : 02- 6482491

E-MAIL : mgshehbi@zajil.net

CONTACT PERSON : Ramesh Thkwni(Mgr)

○ AL SAGGAF STORES

P.O. BOX 2471 RIYADH 11451

TEL : 01-4640028

FAX : 01-4620953

CONTACT PERSON : Ali Bakili, Mohd.Abdul Kader

○ ABDULAZIZ A. AL ABBASI EST .

P.O. BOX 5435 RIYADH 11422

TEL : 01-4027638

FAX : 01-4010362

CONTACT PERSON : Abdul Rahman

.



- 1 1,100 . 3 가 , 98

- 90% 가 가 , , . ,

- 가 가 , 3 ,

□

- , ,  
98 69%  
83%

- 가 ,  
, 가 가 . 가  
, , .

- 12% 가 .

□

( : US\$ , % )

	1996	1997		1998		
	16,095	17,383	8	15,714	- 10	14
	11,434	7,456	- 34	4,614	- 38	4
	6,572	3,426	- 49	1,597	- 53	1
	6,335	7,776	22	6,798	- 13	6
	60,576	55,826	- 8	47,454	- 15	43
	46,596	36,261	- 22	28,722	- 21	26
	9,198	5,439	- 41	6,170	13	6
	156,986	133,576	- 15	111,069	- 17	100

(Non precious metal Watches, battery or accumulator powered)

( : Ministry of Planning, Central Department of Statistics.)

□

- 가 ,  
CITIZEN, SEIKO, CASIO, CLASSIC, FEUR LUBA  
가 .

S, W, R 가

가  
S  
25% 가 1

□ 가

		가 (SR)	
	S	95- 190	METAL STRAP
	W	95- 250	
	R	100- 200	
	OMAX	18- 65	
	TIME STAR	16- 55	
	ROMANO	16- 55	
	KATINO	15- 40	
	EARTH	75- 150	
	COMODOR	30- 75	
	CASIO	14- 300	PLASTIC STRAP
	"	24- 400	METAL
	CITIZEN	120- 500	
	SEIKO	140- 650	
SWITZ CLASSIC	140- 500		
ACCURATE	120- 500		
FEUR LUBA	300- 1200		



- , , , ,



○ UNITED STAR AGENCIES

P.O. BOX 58908 RIYADH 11592

TEL : 01-4058471

FAX : 01-4051309

CONTACT PERSON : Mr. Baha

○ ALKHALAF STORES

P.O. BOX 3371 RIYADH 11471

TEL : 01-4026200

FAX : 01-4014366

CONTACT PERSON : Mr. Muqbil A. Khalaf

○ OBAID FOR WATCHES

P.O. BOX 60985 RIYADH 11565

TEL : 01-4550561

FAX : 01-4036347

CONTACT PERSON : Mr. Ali Saleh Al Obaid

○ EHSAN M. AL AWADI EST.

P.O. BOX 20006 JEDDAH 21455

TEL : 02-6433002

FAX : 02-6431150

CONTACT PERSON : Mr. Mohamed Al Amari

○ AL JAWHAR EST. FOR WATCHES

P.O. BOX 17448 JEDDAH 21484

TEL : 02-6446687

FAX : 02-6441264

CONTACT PERSON : Mr. Shaibani, Amir Kasim

.

□

- , 98

5,800 .

- , 가

가

가

.

- 17-22 , 22-25 , 14-17 ,

28-40 , 35-50 가 .

□

- , , , , , 가가 ,

, 62% .

- 98 52 4 , 58% 가

.

- 12% 가 .

□

( : US\$ , % )

	1996	1997		1998		
	0	322	0	524	58	1
	19,102	36,867	93	29,461	- 20	51
	3,655	5,786	58	6,676	15	11
	1,115	3,519	216	4,061	15	7
	2,721	2,586	- 5	3,826	48	7
	7,384	14,409	95	13,749	- 5	24
	33,978	63,500	87	58,297	- 8	100

HS: 8431.49.00 (Other Parts for heading 84.26, 84.29, 84.30)

: Excavator, Bulldozer, Graders

( : Ministry of Planning, Central Department of Statistics.)

□

-

가

- 17-22 , 22-25

가

SR6 5 -7 ,

SR8 -9

,

SR4 -5

가

□

-

가

,

-



- SALEH & ABDULAZIZ ABAHSAIN CO.

P.O. BOX 42127 RIYADH 11541

TEL : 01-4950104, 4951074

FAX : 01-4954900

CONTACT PERSON : Mr. Abdullah S. Abahsain (Vice (Pres.)  
Haroon Basha (Manager)

- MOHAMMED S.ABDUL RAHMAN S.TRDG.EST

P.O. BOX 6359 RIYADH 11442

TEL : 01-4356729, 2430729

FAX : 01-2434836

CONTACT PERSON : Rauf Abdul Rahim (Sales & Inspection Mgr.)

- MOSAD SAUD MUFLEH EST .

P.O. BOX 6035 RIYADH 11442

TEL : 01-4634136

FAX : 01-4654344

CONTACT PERSON : Mosad Saud (GM), Hussain Al Hassan (Sales Mgr.)

- ALI A. AL SALEEM EST .

P.O. BOX 2009 AL KHOBAR 31952

TEL : 03-8981686, 8994213

FAX : 03-8946574

CONTACT PERSON : Abdu Rab Al Nabi Darag (MGR.)

- ARABIAN AUTO AGENCY CO.,LTD

P.O. BOX 2223 JEDDAH 21451

TEL : 02-6692359

FAX : 02-6692359

CONTACT PERSON : Zaki Siddiqui

4.

○ 가 . ,

- 가 가 가 가

, 가 가 가 가

가 가 .

- , , , , 가 ,

6 80%

,

가 .

- ,

.

- ,

, 가 .

- 가 가

.

- GCC(Gulf Cooperation Council ; ) 6

11 2005 가

GCC가 ,

.

- EU, GCC, GCC

1.

- 90%, 75% 가 가
- 가 가
- GDP 8% 122 (SR460 ) 4% (1970-75 ) 21.5%, 1975-80 15.8% ) , 가 가
- , 가 가 10 , 99 1.6% 2.0% ( 3.0 - 5.1%) MEED 6 28

- , BOT 가 가 .

- , . 가 PQ

- , 가

- , .

- , .

- , . 가

6 1 가

2.

○ 100 , 99 가 39 2000  
 15 , 99 90 7 2000  
 4.3% 292

○ 가가 가

○ 가 가 가  
, ,  
가 1

○ 가 , 가  
Fixed Line GSM ,

○  
- ,  
가 .  
PQ , 가가 가

- ,  
가 ( ,  
)

- ,  
3 ,

가

가

가

가

BOT (BUILD

OPERATION TRANSFER)

가

3. ( )

( )	(\$MIL)	
Polymer Production Plant	N.A	2000/ 2002
(SABIC) P.O.BOX 5101 RIYADH 11422 TEL:01-4012033 EXT . 113 FAX:01-4012033 EXT . 6131		
CONTACT PERSON:MR. NUSRAT SHAMSI (GEN. MGR, PROJECT DEPT.)		

( )	(\$MIL)	
GAS PROCESSING PLANT	600- 700	2000. 11
(ARAMCO) P.O.BOX:5000 DHAHRAN 31311 TEL:03- 8747534/ 53052 FAX:03- 8738389		
CONTACT PERSON:MR. SAAD AL DOSSARY(MANAGER, CONTRACTING DEPT.)		

( )	(\$MIL)	
GAS-OIL SEPARATION PLANT	350	2000. 9
(ARAMCO) P.O.BOX:5000 DHAHRAN 31311 TEL:03- 8747534/ 53052 FAX:03- 8738389		
CONTACT PERSON:MR. SAAD AL DOSSARY(MANAGER, CONTRACTING DEPT.)		

( )	(\$MIL)	
BUTANEDIOL & MALEIC ANHYDRIDE PLANT (50,000 TONS/YEAR)	200	
(SAUDI IND ' L PETROCHEMICAL CO.) P.O.BOX 10025 JUBAIL 31961 TEL:03- 3573000 FAX:03- 3573142		
CONTACT PERSON:MR. ABDULLAH AL ENIZAN (GEN. MGR, PROJECTS DEPT.)		

( )	(\$MIL)	
POLYOLEFIN (2 MIL TONS) ETHYLENE CRACKERS AT YANBU & JUBAIL	N.A.	2000
(SABIC) P.O.BOX 5101 RIYADH 11422 TEL:01-4012033 EXT. 113 FAX:01-4012033 EXT. 6131		
CONTACT PERSON:MR. NUSRAT SHAMSI (GEN. MGR, PROJECT DEPT.)		

( )	(\$MIL)	
GAS PROCESSING PLANT (EASTERN REGION)	2000	2000
(ARAMCO) P.O.BOX:5000 DHAHRAN 31311 TEL:03-8747534/53052 FAX:03-8738389		
CONTACT PERSON:MR. SAAD AL DOSSARY(MANAGER, CONTRACTING DEPT.)		

( )	(\$MIL)	
YANBU STREAM POWER PLANT PROJECT (130MW)	160	2000. 2 , . 4/4 ( )
ROYAL COMMISSION FOR YANBU P.O. BOX 5964 RIYADH 11432 TEL:01-4794445		
SWCC DUST COLLECTION EQUIP. PROJECT	40	2000. 7 1 , 가 ( )
SALINE WATER CONVERSION CORP. P.O. BOX 5968 RIYADH 11432 TEL:01-4631111		
JUBAIL POWER & DESAL PROJECT	350	2000. 11 ( )
ROYAL COMMISSION FOR JUBAIL P.O. BOX 5964 RIYADH 11432 TEL:01-4794445		

V.

[ 1] < >

		'94	'95	'96	'97	'98	'99
GDP	US\$	1,234	1,251	1,364	1,460	1,288	1,308
	%	0.6	1.4	8.6	7.1	- 10.8	8.4
1 GDP	US\$	6,800	6,700	6,800	7,200	6,133	6,400
	US\$	426	499	606	606	387	540
	"	234	281	278	287	299	279
	"	192	218	328	319	88	261
	"	320	360	472	544	381	323
	"	426	400	517	560	504	441
	"	- 106	- 40	- 45	- 16	- 123	- 118
	"	- 105	- 53	6.8	2.5	- 128	- 32.3
	B/	8.10	8.16	8.15	8.35	8.36	7.75
	B	2,275	2,296	2,236	2,257	2,221	2,131
가	US\$	31,253	35,464	43,542	41,957	25,097	38,362
가	US\$/B	15.39	16.73	19.85	18.76	11.30	18.00
가	US\$	73.8	86.2	67.9	73.5	67.5	81.0
가	%	0.6	4.9	0.8	0.8	- 0.2	1.5

( : MEED, EIU, SAMA) : 99 .

[ 2] < > ( : US\$ )

	1997	1998	1999
Foodstuffs	4,999	4,697	4,829
Textile & Clothes	1,891	1,990	1,732
Medicines	864	886	893
Chemical Products	2,381	2,582	2,560
Wood & Wood Products	355	382	336
Jewelry	2,197	1,670	1,363
Base Metal & Metal Articles	2,591	2,865	2,349
Electrical M/c,Eqpt. & Tools	5,671	5,996	6,717
Cars & Spare Parts	1,481	2,203	2,000
Other Transportation Means	2,982	3,319	2,054
Others	3,292	3,383	3,163
	28,705	29,973	27,995

( : , : )

[ 3] < > ( : US\$ )

가	1997	1998	1999
	6,382	6,396	5,302
	3,008	2,543	2,255
	1,554	1,881	2,039
	1,899	2,578	2,573
	1,323	1,245	1,181
	1,659	1,287	939
	1,290	1,563	1,180
	899	958	980
	698	1,036	1,014
	689	815	738
	9,304	9,671	9,794
	28,705	29,973	27,995

( : )

[ 4] < > ( : US\$ , % )

	1996	1997	1998( )
Mineral Products	543.3	534.0	326.6 ( 84.2)
- Crude Oil(million barrel)	2,236.0	2,301.0	2,331.0 ( - )
- Crude Oil(US\$)	435.4	434.7	263.6 ( 68.0)
Foodstuffs	3.6	4.4	4.4 ( 1.1)
Chemical Products	27.8	29.4	26.6 ( 6.9)
Plastic Products	11.4	15.1	11.1 ( 2.9)
Base metals	6.4	8.0	5.9 ( 1.5)
Electrical Machines, Equip.	2.8	2.9	2.7 ( 0.7)
Others	4.9	6.1	5.7 ( 1.5)
Re-exports	6.2	6.6	4.8 ( 1.2)
	606.4	606.5	387.7 (100.0)

( : )

[ 5] < > ( : US\$ , %)

1991	980	32.5	3,268	89.5
1992	941	-4.0	3,797	16.2
1993	944	0.3	3,735	-1.6
1994	878	-7.0	3,816	2.2
1995	1,106	24.9	5,432	42.3
1996	1,096	-0.9	6,666	22.7
1997	1,039	-5.3	7,152	7.3
1998	1,324	27.4	4,384	-38.7
1999	1,329	0.4	5,664	29.2
2000. 1-6	617	-6.9	4,524	118.2

( : KOTIS)

[ 6] < > ( : US\$ , %)

	1997	1998	1999		2000. 1-6	
	52,073	5,383	979	-81.8	1,286	531.6
	262,959	235,910	225,716	-4.3	138,195	12.9
	108,098	94,866	102,827	8.4	51,030	2.1 - 13.4
	153,108	295,365	258,884	-12.3	91,146	-8.8
	75,158	164,863	101,374	-38.5	42,873	-9.1
	76,311	64,085	63,238	-1.3	24,330	25.2
가	88,722	92,021	107,254	16.6	72,379	87.5
	8,016	14,023	16,799	19.8	15,664	
	30,289	17,851	17,238	-3.4	9,962	24.3
	18,095	28,971	33,445	15.4	12,273	-24.5
	13,136	12,690	12,653	-0.3	5,915	-2.5
	35,126	61,917	81,784	32.1	48,213	-13.5
	21,981	16,594	23,585	42.1	5,324	171.7
	6,352	6,268	6,429	2.6	3,772	29.1
	15,384	19,299	15,956	-17.3	7,153	-9.1
	26,818	69,064	42,961	-39.7	22,168	3.3
	966	762	174	-77.1	83	-37.0
	-	4,409	110,810	-	15	-100.0
	-	16,011	24,771	54.7	11,394	-43.2
	46,023	103,361	82,362	7.8	54,510	8.7
	1,038,615	1,323,713	1,329,239	0.4	617,730	-6.9

( : KOTIS)

[ 7]

( : US\$ , % )

	1997	1998	1999		2000. 1- 6	
가 ,	5,515,273	3,405,005	4,362,110	28.1	3,636,104	136.1
	1,378,857	815,249	1,136,111	39.4	774,295	66.2
	218,160	150,043	142,507	- 5.0	96,104	63.8
	10,329	5,242	1,545	- 70.5	2,207	300.5
	7,151	2,939	10,006	240.4	4,610	- 5.3
	12,582	1,637	788	- 51.8	2,826	-
	4,697	988	3,855	290.3	4,079	140.0
	6,137	3,239	7,456	88.4	4,688	136.1
		7,153,186	4,384,342	5,664,378	- 38.7	4,524,913

( : KOTIS )



**I.**

·

·

가

**IV.**

·

·

·

,

·

I.

1.

가.

○

○

○

ECO

,

CIS 6

가 .

.

○

,

○

1

GNP

1999

2,000

가

가 .

○

-

50%

○

가

2.

가.

○

가

○

가

○

(1999.3-2000.3)

- GDP : 1,600 ( \$ 1=Rials 1,750)
- GDP : 2.4%
- 1 : 2,400 ( \$ 1=Rials 1,750)
- : 195
- : 160
- : 35
- : 123
- : 72
- : 15%
- : 442 ( 145 32%)

○

- ,U.A.E 3 ( 10%), , , 4 .
- 가 ,

○

: , , , ,

○

:

○

2000 : 10

- 가 ,

- CKD 가 , , ,

○

- ,

## II.

1.

가.

○ (Conditional)

- ,

- 가

○ (Prohibited)

- , ,

- '99

.

.

- 가 77 (

HS )

- '99 41 (2000.3.21)

36

가 가 . , ,

- 20% - 60% .

- 가 , 가 가 가 .

- 가 가 HS 6  
278 .

L/C

.  
○ 1 , 가 , .

2.

- :
- 가
- 
- “ ”
- 가 “ ” 가 .
-

○

- 가

.

가

.(

)

가,

.

-

-

○

3.

○

3 21

5 (

5

15 )

NOWRZOO (

,

)

가

가

,

가

.

4.

가.

○ CKD

( )

- CKD

30%

,

-

CKD

3

0%

.

. 가

○ 가

.

○

.

○ 가

.

.

○ ,

- ,

.

- ,

.

.

○

-

○

- CKD ( )

· CKD 30%

,

○

- 2000 CKD 가 가 75%

○ ,

-

.

-

가

. ( )

### III.

가

1.

가

○

가

○ '94

가

.

○

가 3

TV 가

○

, ,

가

○

가

○ 가 .  
가  
가,

2. ( )

가.

○ 가 : 가  
○ 가 : 가 .

.

○ 가 : 가 , , ,  
○ 가 :  
CARDBOARD 가

.

○ 가 : 가 .  
○ 가 : 20%

(TV,AUDIO)

○ 가 : ,  
○ 가 : , LG 가  
CKD  
가

90% .

.

○ 가 : 가 가

○ 가 :

.

○ 가 :

○ 가 : MATIZ CIELO 가  
6

.

○ 가 : 가

○ 가 :

.

○ 가 : 가

○ 가 : 가

.

○ 가 : ( ) 5 ( , , LG) .

○ 가 : BOSH  
가

. OIL TANK

○ 가 : 5

○ 가 : OIL TANK, BULK .

IV.

1.

가. 가

○  
- ('97 5 )

○  
- TV 가 3

○  
-

○  
- 40%

○  
- (가 ) 가  
- 가

○  
- 가

.

○

-

(Body Parts)  
(Engine Parts)

Packing & Wrapping Machinery

○

-

-

가

○

-

18

100

82

○

-



○

가

VI. ,

1. ,

○

90

2

5

가

- 2000

3 5

○

,가

-

TV

○

가

2.

○

-

(

)

○

-

가

,

○

○

3. ,

가.

.

.

.

.

.

○

3

○

○

○ , , .

·

### 1. 가

○ 가 .

○ 가 가

·

○ 가, .

### 2.

○ 가 ,

·

○ 가 .

### 3.

○ 가

·

○ CIS CIS 가 가  
CIS 가

·

○

가

,

.

4.

가

○

가가

.

○

가

.



**I. UN**

**. UN**

.

.

**V.**

.

.

.

. UN

가.

○ (Trade Embargo)

- / 가

- , ,

- , ,

○ 96 / (MOU)

-

- ,

○ MOU

- ( , ) MOU

- UN 가 ,

- , ,

○

- 가

- 가

< UN >

○		
-	- 96 UN 40%	- UN
-	UN 가	가 가
○	* ( 1 )	* ( 320 )
○	,	,

.

○ 高油價

- 
- 가
- 
- ,

○ MOU

- 
- 2.9 (戰前3.3 )
- 
- 7 5 (MOU8 )
- , , ,

○

-

· 7 MOU(99.12 ) 가

- UN

· ( , , , ) Fast Track ( )

. UN

<

>

1) UN		
○ MOU	UN * , 40%	6 UN  UN UN
2) (UN )		
○	( 3 )	* 3 ( ) 가
○	/	* 3 ( ) 가
3)		
○	, , ,	
○	,가 ( 3-5 )	, * * : 50% 50%

	<	>
	가	
○ MOU	가	90%
○	가	
○	가	
○ ( )	가	
○ ( )		

.

가. - (MOU)

- (MOU) : 120 ( 가 )
- MOU8 (2000 ) : 58.6 ( 12.6 )
- 
- : 16
- , : 5
- , : 10.6
- , : 5.9
- , , : 4.8
- : 7.5
- : 2.8
- , : 6

.

- :
- ( ) :
- : - ( , )

.

# 1. MOU

가.

○ 가

- MOU

- 6 가( )

○ 3 가

- , , 3 가

- UN ( , , )

- 가( , , ) , 3

- 가

. 3

. , , 3 가

.

○

- ,

- (1-2 )

○

- , UN 가

- 6 1

- 가 UN

.

○

- 가  
- 가  
- MOU

○  
- ,  
-

○  
-  
-

.

○  
- 가 , , , ,  
- ,

○ , ,  
- ,  
-

2.

○ 가 가  
- 가 , , ,  
-

\*\* 1 3,100 -> 250

○  
- , A/S  
-

○ ,

- 10

-

○

-

-

.

### 1. MOU

○ 99

- 99 9.6 ( , , , )

- 2000 1

○

-

-

. 가 , 3

(99 )

가

가

○ UN

-

UNCC

-

5 ,

○

-

, , ( )

-

, , , ,

-

, ( ) 가

2.

○ 가  
 - 99 가 3  
 - , , , )

(가 3

○  
 - : , , , ,  
 - ,

○ 가  
 -  
 - , 가

.

### 1. MOU

가.

○ , 가  
 - 가  
 . 가  
 . , 가 ( )  
 - 가  
 . ,  
 . 5

○ 가  
 -  
 . , , , , ,

- 가  
· , , , ,  
·  
(8 MOU 7 5 )

○ 가  
- , ,  
· 가  
-  
· , MOU,

·  
○  
- 가  
-  
-

○  
- 가  
-

○  
- ,  
- ,

○ 3 가 가  
- , 가  
- 가

○ 가 가  
- 가 가  
-

○ UN

-

-

,

< >

○ , , , , , , , , , ,

< MOU 가 >

1) - 3 ( , ) [ , , ] -

2) - ( , 가 ) -

3) - [ ] -

< MOU >

Distribution Plan UN DP , , , ,

Short List 가 ( )

가 ) UN

( ) /

L/C BNP

UN

BNP

2.

가.

- ,
- 가 , , 7

- MOU 가
- 가
- 가 50% 가

.

- 
- ,
- UN 가

- 
- , ( )

- 가 , OEM
- 가 OEM

가.

- 14 : 11 , 3
- ,

. UN

- , ,LG, ,
- 가

.

- 
- 
- 

가

, ,

.

1.

< >

- : (Republic of Iraq)
- : 1932 10 3 ( )
- : (550 )
- : 44.4 KM2( 2 )
  - (30%), (38%), (21%)
  - (1,418KM, : 1,200KM)
- : 2,250
  - 80%, 15%, 5% ( , , , )
- :
  - 95% : 55%, ( ) 25%, 15%
  - 4% ( )
- : ( ), (15%)
- ( ) :
  - (5-7 38-49 ), ( , )
- : \* 1\$ = 2,000
- (98 GDP) : 46 \* 1 GDP = \$203

- : 1,300 ( 2 )
- 1 (2000 6 ) : 3
- (Oil-for-Food , - )
- 99 : 127.07 88.66
- 2000 : 154.96 106.55

< (1999 ) >

- GDP : US\$46 (1998 )
- GDP : 17%
- 1 GDP : US\$203(1998 )
- : 60% ( )
- 가 : 135%
- : Iraq Dinar(I.D)
- : 1US\$ = 2,000 (2000 )
- : US\$1,300( )
- : 3 /日産(2000 5 )
- : 127.07 ( ), 88.66 ( )
- : , , , ( ), , , , ( )

2.

가. 99

	723,240
	293,885
	589,344
	34,800
( , )	3,263,489
,	4,702,931
	\$9,607,689

□ MOU

- : 가 , , ,
- : , , ( , , ),
- :
- :
- :
- ( , , , )
- :
- :
- : Animal Drug, Agro-Chemicals

□

- : 가 , , UPS
- :
- :
- : , , , , 가

3. MOU

가. 8 MOU

- : 2000.6 - 11
- 
- ( 3 ) : 58 6
- UN ( 3 : 12 7
- \*\* : [www.un.org/depts/oip](http://www.un.org/depts/oip)

○

( : )

		3 (UN )
, ,	1,784.42	184.84
,	548.00	50.00
	604.09	161.09
	752.38	134.38
,	805.13	216.63
	388.98	109.48
, ,	488.50	8.00
	757.00	-
( , )	402.98	402.98
* ( )	<b>6,531.48</b>	<b>1,267.30</b>
, ,	600.00	-
*	<b>7,131.48</b>	

. MOU 7

, , , , , , , , , UAE,
, , , , , , , , , , , , ,
, , , , , , , , , , , , ,
, , , , , , , , , , , , ,
(* )

. MOU

	( )	( )	가( )
1	120	2,150	17.92
2	127	2,125	16.73
3	182	2,085	11.46
4	308	3,027	9.83
5	360.8	3,947	10.94
6	389.6	7,402	19.00
7	343.4	8,285	24.13
8 (* )	91.9	2,133	23.21
	1,922.70	31,154	16.20

( ) 2000.7.28

. MOU 1-7 UN (2000.5.31 )

		( )
	1,370	\$5,652
,	414	\$806
	1,611	\$1,165
	1,656	\$846
	643	\$858
	291	\$501
	633	\$690
	192	\$208
	40	\$62
3	268	\$698
	7,118	\$11,486

( ) ○ : 12,675 \$15,661 ○ : 1,114 \$1,640  
 ○ : \$7,663.3

#### 4. MOU

o

-

GCEP (General Company for Electricity Project)

-

GEEP (General Establishment for Electricity Production)

-

BED (General Establishment for Electricity Distribution for Baghdad)

-

MED (General Establishment for Electricity Distribution for the Middle)

o

-

ITPC (Iraqi Telecommunication and Post Company)

-

SEITAC (State Establishment for Implementing Transport & Communication)

-

Iraqi Railways Company

-

General Company for Iraqi Ports

-

Passenger Transport Company

-

Land Transport Company

o

-

General Company for Electronics Industries

-

State Enterprise for Mechanical Industries

-

SEAI (State Enterprise for Automotive Industries)

-

State Enterprise for Light Industries

-

Samara Drug Institute

o

-

SOMO (State Oil Marketing Organization)

-

OPDC (OIL Product Distribution Company)

-

Oil Exploration Company

- 가

State Company for Gas Filling

-

State Company for Oil-Pipeline

-

SCOP (State Company for Oil Projects)

-

North Oil Company

-

South Oil Company

-

State Establishment for Northern Refineries

-

State Establishment for Middle Refineries

-

State Establishment for Southern Refineries

o

-

KIMADIA (State Co. for Marketing Drugs & Medical Appliances)

o

-

Agricultural Supplies Company

o

-

General Establishment for Water and Sewarage

( )

,