



JORDAN OIL TERMINALS COMPANY (JOTC)

REQUEST FOR PROPOSAL (RFP)

Heavy Fuel Oil Storage Services
Iraqi Fuel Oil Transit Storage & Export Handling
via Aqaba Heavy Fuel Oil "HFO" Terminal

RFP Reference No.: JOTC-RFP-2026-001
Issue Date: 05/04/2026
Submission Deadline: 07/04/2026 at 14:00 (Jordan Time)



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SECTION 1: INTRODUCTION & BACKGROUND

1.1 About JOTC

The JORDAN OIL TERMINALS COMPANY ("JOTC" or the "Company") is a private shareholding company, wholly owned by the Government of the Hashemite Kingdom of Jordan, responsible for the management and operation of petroleum storage and handling facilities at Amman and Aqaba.

JOTC offers an integrated set of oil storage and logistics services across Jordan, operating a strategic terminal comprising multiple storage tanks serving the nation's energy requirements. To ensure services are provided on a fair, reasonable, and non-discriminatory basis, JOTC abstains from purchasing, selling, or trading petroleum products in the local market, guaranteeing its status as an independent storage provider.

1.2 Purpose of this RFP

JOTC invites qualified companies to submit proposals for the lease of Heavy Fuel Oil (HFO) storage capacity at its Aqaba Heavy Fuel Oil (HFO) Terminal for the purpose of storing Iraqi-origin heavy fuel oil destined for re-export (transit) via seaborne vessels. This RFP establishes a transparent, competitive, and standardized process for evaluating and selecting the most advantageous proposal(s) based on a weighted multi-criteria assessment.

1.3 Background & Market Context

JOTC has received significant market interest from multiple international and regional companies seeking HFO storage capacity for transit operations. The fuel oil will be transported by road tankers from Iraq to Aqaba, stored at the terminal, and subsequently loaded onto vessels for export. Given the high demand relative to available capacity, JOTC has determined that a formal competitive solicitation process will best serve the Company's interests and ensure optimal value realization.

1.4 Definitions

"HFO" means Heavy Fuel Oil with sulfur content of Max 4.0 %.

"Bidder" means any company submitting a proposal in response to this RFP.

"Terminal" means Aqaba Heavy Fuel Oil "HFO" Terminal.

"Throughput" means the volume of product received into and dispatched from storage during a given period.

"Transit" means the temporary storage of product for the purpose of re-export, subject to applicable Jordanian customs regulations.



SECTION 2: SCOPE OF SERVICES

2.1 Services Offered by JOTC

JOTC will provide the following services to the successful Bidder(s):

1. Dedicated storage capacity in designated tanks (2 tanks).
2. Reception of HFO delivered by road tankers from Iraq at the terminal's truck unloading platforms, subject to scheduling coordination.
3. Marine loading services for export via vessels at the Aqaba Oil Jetty, subject to jetty availability and scheduling.

2.2 Services to be Provided by the Bidder

The successful Bidder(s) shall be responsible for:

1. Arranging and managing all road transportation of HFO from Iraq to the Aqaba terminal.
2. Chartering and scheduling export vessels and coordinating with the Port of Aqaba for berthing.
3. Obtaining all required Iraqi export permits, Jordanian transit approvals, and customs clearances (SOMO approval).
4. Bearing all costs associated with pipeline modifications or infrastructure upgrades required specifically for Bidder's operations.
5. Providing all insurance coverage for the stored product.

2.3 Contract Duration

Bidders may propose a storage lease term of their choosing, subject to the following:

- Minimum term: Six (6) months.
- Maximum term: Twelve (12) months with option for renewal.
- Longer terms will be favorably evaluated.
- Contract commencement shall be effective from the date of contract signing.



SECTION 3: FACILITY DESCRIPTION & OPERATIONAL CONSTRAINTS

3.1 Available Storage Infrastructure

Parameter	Details
Available Tanks	2 Tanks
Nominal Tank Capacity	42,080 CBM Each,
Operation Capacity	38,000 CBM Each
Tank Dead Stock	2,000 CBM Each
Tank Features	Optimized location for efficient truck unloading and complete tank draining
Unloading Station Capacity	200-250 CBM/Hr.
Loading Rate	500-600 CBM/Hr.
Product Type	Heavy Fuel Oil (HFO): Max 4.0% sulfur content
Delivery Mode	Road tankers from Iraq via Jordanian highway network
Export Mode	Seaborne vessels via Aqaba Oil Jetty

3.2 Operational Constraints

Bidders must carefully consider the following operational constraints when preparing their proposals:

A. Operational Priorities

The Aqaba Oil Jetty operates at 70–80% monthly utilization to serve Jordan's national energy import requirements, and its main pipeline can handle only one operation at a time. The marine pipeline shall be prioritized for:

- (a) the receipt of low-Sulphur petroleum products from vessels for Jordan power sector needs.
- (b) the loading of low-Sulphur petroleum products into road tankers at the Terminal.

The Facility's truck unloading station is designated as a priority service for the Aqaba Thermal Power Station ("ATPS"), which receives HFO from the Jordan Petroleum Refinery at a rate of 30–50 tanker trucks per day; ATPS operations shall at all times take precedence over all other truck unloading activities.



All of the above shall have priority over the Bidder's transit export operations. JOTC shall have no obligation to make the pipeline or truck unloading facilities available for the Bidder's operations where doing so would conflict with, delay, or compromise any priority operation or any other operational requirement of the Terminal.

B. Pipeline Availability for Export

The marine pipeline may only be made available for the export of the Bidder's HFO products when no priority operation is taking place or scheduled, and subject at all times to jetty occupancy, berth availability.

C. Ullage Management & Delivery Notice

The Bidder shall be solely responsible for programming its shipments to ensure that sufficient ullage is available in the designated tank(s) to receive deliveries in full. The Bidder shall provide JOTC with written notice of intended deliveries at least one (1) month in advance. At no time shall JOTC be responsible for any cost, loss, or delay arising from insufficient ullage or inadequate shipment programming by the Bidder.

D. Loading Windows & Demurrage

The bidder shall make reasonable efforts to ensure availability, subject to jetty access, berth occupancy, pipeline scheduling, and the priority operations outlined in Subsection C above (first vessel to arrive, first to berth). Any demurrage, detention, or delay costs incurred by the Bidder or vessel interests shall be for the sole account of the Bidder. JOTC shall bear no liability for demurrage or delay arising from jetty congestion, weather, port authority restrictions, pipeline unavailability due to priority operations, force majeure, vessel conditions, or any other cause beyond JOTC's reasonable control.

E. Safety, Regulatory & Environmental Compliance

All operations under the resulting contract shall be conducted in accordance with applicable safety regulations, government regulations in force, and good industry practices with respect to health, safety, security, and environmental protection. The Bidder shall comply with all operating procedures as issued, amended, or updated by JOTC from time to time, and JOTC shall maintain such procedures on a fair, reasonable basis.



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F. Ancillary Costs

All costs not explicitly identified as JOTC's responsibility under the resulting contract, including but not limited to customs clearances, vessel chartering, road transportation, insurance, demurrage, and any regulatory fees, shall be borne entirely by the Bidder.



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SECTION 4: ELIGIBILITY & PREQUALIFICATION REQUIREMENTS

4.1 Eligibility Criteria

Bidders shall demonstrate compliance with the following eligibility requirements, as applicable:

1. Valid commercial registration in the country of incorporation, with authorization to engage in petroleum trading and/or storage activities. (If available)
2. Minimum three (3) years of documented experience in fuel oil trading, storage, or logistics operations. (If available)
3. Demonstrated financial capacity to meet all payment obligations, evidenced by audited financial statements for the most recent two (2) fiscal years. (If available)
4. Valid authorization or verifiable supply chain for procuring Iraqi-origin heavy fuel oil for export. (If available)

4.2 Required Documentation

Bidders shall submit the required documentation, as applicable.

- A. Certificate of incorporation / commercial registration. (If available)
- B. Audited financial statements (last 2 years). (If available)
- C. Corporate profile including organizational structure and key personnel.
- D. Evidence of Iraqi fuel oil supply agreements or sourcing capability. (SOMO approval)
- E. References from at least two (2) prior clients for similar storage/transit operations. (If available)
- F. Declaration of Compliance (Annex C).



SECTION 5: PROPOSAL SUBMISSION REQUIREMENTS

5.1 Proposal Structure

Each proposal must consist of two separately sealed envelopes:

Envelope 1 — Technical Proposal: Containing all eligibility documentation per Section 4, a technical plan detailing proposed volumes, delivery schedules, export vessel arrangements, customs clearance approach, and a supply chain overview. Use the format in Annex B.

Envelope 2 — Commercial Proposal: Containing the completed pricing form (Annex A) with the proposed storage fee per CBM (broken down into storage), total estimated monthly volume, proposed contract duration, payment terms and schedule, and financial guarantees offered.

5.2 Pricing Format

To enable fair comparison across proposals with varying volumes and durations, all Bidders must express their pricing in the following standardized format:

Component	Unit	Bidder's Offer (USD)
Storage Fees	\$/CBM/month	[]

5.3 Additional Commercial Information Required

Item	Bidder's Response
Number of tanks required (2)	[]
Estimated monthly throughput (CBM)	[]
Proposed contract duration (months)	[]
Total estimated volume over contract term (CBM)	[]
Advance payment offered (months)	[]
Willingness to cover pipeline modification costs (Yes/No)	[]
Proposed payment frequency (monthly/quarterly)	[]

5.4 Submission Method

Proposals must be submitted in hard copy (one original) in sealed envelopes clearly marked with the RFP reference number, delivered to JOTC's offices (Commercial Department) before the submission deadline.



SECTION 6: PRICING STRUCTURE & FINANCIAL TERMS

6.1 Minimum Acceptable Price

Based on market benchmarks and prior expressions of interest, the **minimum** acceptable all-in rate is **USD 13.00 per CBM** (storage 7\$/CBM, unloading trucks to tanks 3\$/CBM, and pumping to vessel 3\$/CBM). Proposals below this threshold will not be considered.

6.2 Payment Terms

- Payment of storage fees **in advance** (every 2 months).
- A minimum advance payment equivalent to two (2) months of total fees is strongly preferred and will be favorably evaluated.
- All payments shall be made in United States Dollars (USD) via wire transfer.
- Late payment penalty: 1.5% per month on outstanding balances.

6.3 Infrastructure Modification Costs

Any pipeline modifications, connection changes, or infrastructure upgrades required to accommodate the Bidder's specific operations shall be borne entirely by the Bidder. The Bidder must submit a written commitment to cover such costs as part of their proposal. All modifications must be approved by JOTC and shall become JOTC property upon completion of the contract.



SECTION 7: EVALUATION CRITERIA & WEIGHTED SCORING MATRIX

7.1 Evaluation Process

Proposals will be evaluated in two stages:

Stage 1 — Technical Qualification: Verification of eligibility criteria per Section 4. Technically qualified Bidders proceed to Stage 2.

Stage 2 — Commercial Evaluation (Weighted Scoring): Qualified proposals are scored using the weighted matrix below.

7.2 Weighted Scoring Matrix

The following matrix represents the criteria and weights that will be used to evaluate all qualified proposals:

#	Criterion	Weight	Scoring Methodology
1	Storage fees per CBM	50%	Highest price = 100 points. Others scored proportionally: (Bidder's price / Highest price) × 100.
2	Total Expected Revenue	35%	Calculated as: All-in rate × monthly volume × contract duration. Highest total = 100 points. Others proportional.
3	Payment Terms & Financial Guarantees	5%	Scored based on: advance payment months offered (70%), coverage of modification costs (30%).
4	Operational Compatibility	5%	Assessed on: feasibility of proposed volumes vs. tank capacity, delivery schedule compatibility with existing operations, export vessel scheduling flexibility.
5	Company Track Record & Reliability	5%	Based on: years of experience, reference quality, financial strength, prior similar operations.
	TOTAL	100%	Maximum achievable score: 100 points

7.3 Right to Negotiate

JOTC reserves the right to enter into negotiations with the highest-ranked Bidder(s) to finalize contractual terms. JOTC also reserves the right to reject all proposals if none are deemed satisfactory, or to award the contract to more than one Bidder if operationally feasible.



SECTION 8: TIMELINE & KEY DATES

#	Milestone	Target Date
1	RFP Issuance & Distribution	05/04/2026
2	Deadline for Clarification Questions	06/04/2026
3	JOTC Responses to Clarifications	06/04/2026
4	Proposal Submission Deadline	07/04/2026 at 14:00 JT
6	Technical Qualification Review	07/04/2026
7	Commercial Evaluation & Scoring	08/04/2026
8	Notification of Award	08/04/2026
9	Contract Execution	09/04/2026
10	Commencement of Operations	Upon contract signing



SECTION 9: GENERAL TERMS & CONDITIONS

9.1 Confidentiality

All information contained in this RFP and any supplementary documents is strictly confidential and proprietary to JOTC. Bidders shall not disclose, reproduce, or distribute this information to any third party without the prior written consent of JOTC. Bidders may share information with their professional advisors on a need-to-know basis, provided such advisors are bound by equivalent confidentiality obligations.

9.2 National Priority

Bidders acknowledge and accept that Jordan's national energy imports take absolute and unconditional priority over any transit storage and export operations. JOTC reserves the right to suspend or delay transit operations, without liability, when the Oil Jetty or pipeline infrastructure is required for national petroleum imports or NEPCO operations.

9.3 JOTC's Rights

JOTC reserves the right to: accept or reject any or all proposals without obligation to provide reasons; cancel or amend this RFP at any stage prior to contract execution; negotiate with one or more Bidders simultaneously; award the contract to more than one Bidder if the available capacity permits; request additional information or clarifications from any Bidder at any time; and extend any deadline stated in this RFP upon written notice to all Bidders.

9.4 Costs of Proposal Preparation

All costs associated with the preparation and submission of proposals shall be borne by the Bidders. JOTC shall not be responsible for any such costs, regardless of the outcome of the selection process.

9.5 Governing Law & Dispute Resolution

The resulting contract shall be governed by the laws of the Hashemite Kingdom of Jordan. Any disputes arising from or in connection with the contract shall first be resolved through good-faith negotiation. Failing resolution within thirty (30) days, disputes shall be referred to arbitration under the rules of the Amman Chamber of Commerce, with the seat of arbitration in Amman, Jordan.



9.6 Termination Rights

JOTC may terminate the contract with thirty (30) days' written notice in the event of: material breach by the lessee that remains uncured after a fourteen (14) day cure period; failure to make timely payments for two (2) consecutive months; force majeure events lasting more than sixty (60) days; or regulatory changes that render the transit operation impracticable.

9.7 Insurance Requirements

The successful Bidder shall maintain, at its own expense, comprehensive insurance coverage including product liability, environmental liability, and third-party property damage, with JOTC named as an additional insured party. Evidence of insurance must be provided prior to commencement of operations.



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SECTION 10: CONTACT INFORMATION & CLARIFICATION PROCESS

10.1 Designated Contact

Company:	JORDAN OIL TERMINALS COMPANY(JOTC)
Attention:	Commercial Department
Address:	Al Abdali, 36 Suliman Al-Nabulsi St., 2 nd Floor, Amman, Jordan
Telephone:	+962-6-55-60 200
Email:	m.qatatsheh@jotc.com.jo
Reference:	JOTC-RFP-2026-001

10.2 Clarification Process

All questions and requests for clarification must be submitted in writing (email) to the designated contact above by the clarification deadline. Verbal inquiries will not be entertained. JOTC will compile all questions and issue written responses to all prospective Bidders simultaneously, without identifying the source of each question, to ensure equal access to information.

10.3 Amendments to the RFP

JOTC may issue amendments or addenda to this RFP at any time prior to the submission deadline. All amendments will be communicated in writing to all registered Bidders and shall form an integral part of this RFP.



ANNEX A: PROPOSAL SUBMISSION FORM — COMMERCIAL

(To be completed and submitted in a sealed envelope marked "Commercial Proposal")

Item	Bidder's Response
Company Name	
Country of Incorporation	
Contact Person & Title	
Email / Phone	
Storage Fee (\$/CBM/month)	
Unloading trucks to tanks (\$/CBM)	3
Pumping fees to vessels (\$/CBM)	3
Number of Tanks Required (1 or 2)	
Estimated Monthly Volume (CBM)	
Proposed Contract Duration (months)	
Total Estimated Volume Over Term (CBM)	
Total Revenue to JOTC Over Term (USD)	
Advance Payment Offered (months)	
Pipeline Modification Cost Coverage (Yes/No) – if applicable	
Proposed Payment Frequency	
Contract Start Date Preference	



The Bidder hereby confirms that the payment terms shall be on a monthly basis in advance, with payment due five (5) days prior to the due date. In the event of any delay in payment, JOTC reserves the right to take control or possession of the available stock and the contract shall be automatically terminated without prior notice and without any right of objection or claim by the Bidder.

Authorized Signatory: _____ Date: _____

Name & Title: _____ Stamp: _____



ANNEX B: PROPOSAL SUBMISSION FORM — TECHNICAL

(To be completed and submitted in a sealed envelope marked "Technical Proposal")

B.1 Company Profile

Item	Details
Company Legal Name	
Year Established	
Country of Registration	
Registration / License Number	
Annual Revenue (last fiscal year, USD)	
Number of Employees	
Key Personnel for this Project	

B.2 Relevant Experience

Please describe at least two (2) similar projects involving fuel oil storage, transit, or trading operations:

Project / Client	Location & Duration	Volume Handled	Reference Contact
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B.3 Technical Plan (Narrative)

Please provide a detailed narrative (2–4 pages) addressing the following:

1. Source of Iraqi HFO: Describe your supply chain, including Iraqi export terminal/refinery of origin and transportation route to Aqaba.
2. Delivery Schedule: Proposed number of tanker trucks per day, delivery hours, and coordination approach with existing JOTC operations.
3. Export Plan: Vessel chartering strategy, expected vessel sizes, export frequency, and destination markets.



- 4. Customs & Regulatory Approach: Planned approach to obtaining transit classification from Jordanian Customs and coordination with ASEZA.
- 5. Risk Mitigation: Contingency plans for delays, jetty unavailability, or NEPCO scheduling conflicts.
- 6. HSE Plan: Health, Safety & Environmental management approach for the proposed operations.

Company Name: _____

Authorized Signatory: _____

Name & Title: _____

Date: _____ Stamp: _____



ANNEX C: DECLARATION OF COMPLIANCE

To: JORDAN OIL TERMINALS COMPANY(JOTC)

Re: RFP Reference JOTC-RFP-2026-001 — Heavy Fuel Oil Storage Services

We, the undersigned, hereby declare and confirm the following:

1. We have read, understood, and accept all terms, conditions, and requirements set forth in RFP Reference JOTC-RFP-2026-001 including all annexes and any amendments issued.
2. All information provided in our proposal is true, complete, and accurate to the best of our knowledge.
3. We confirm that our company is not subject to any insolvency proceedings, bankruptcy, or material litigation that would impair our ability to perform the proposed contract.
4. We acknowledge that Jordan's national energy import operations take unconditional priority over any transit storage operations, and we accept all operational constraints, priority allocations, scheduling requirements, demurrage provisions, and ancillary cost responsibilities described in Section 3 of this RFP and confirm that we shall comply with all such terms in full.
5. We agree to maintain the confidentiality of all information received in connection with this RFP.
6. We confirm that our proposal shall remain valid for a period of ninety (90) days from the submission deadline.
7. We understand that JOTC is not obligated to accept any proposal and reserves all rights as stated in Section 9.3 of the RFP.

Company Name: _____

Authorized Signatory: _____

Name & Title: _____

Date: _____ Stamp: _____

END OF RFP DOCUMENT



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