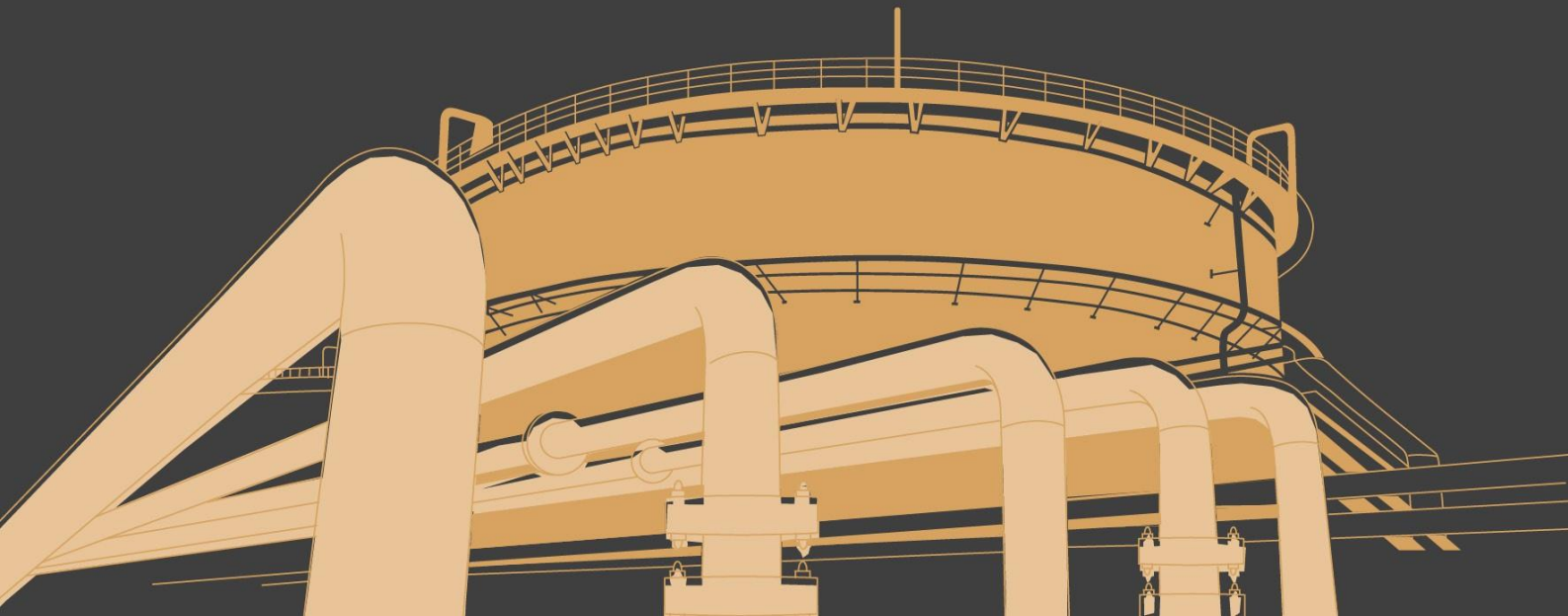




الشركة اللوجستية الأردنية للمرافق النفطية
JORDAN OIL TERMINALS COMPANY

COMPANY PROFILE





WELCOME TO
OUR COMPANY PROFILE



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JOTC is the first independent, open-access storage provider in Jordan offering world-class storage, handling, transportation, for local and regional clients in the petroleum industry.

To ensure our services are provided on a fair, reasonable and non-discriminatory basis, we abstain from purchasing, selling or trading petroleum products in the local market; hence, guaranteeing our status as an independent storage provider.



Where Do We Come From?

Founded in 2015, JOTC is a private shareholding company, wholly owned by the Government of the Hashemite Kingdom of Jordan.



— OUR MISSION



We are a profit-making company, established to ensure the security of fuel supply and promote a competitive petroleum products market in Jordan. We provide our customers, from the private and public sectors, with safe, reliable and efficient logistics services (storage, and transportation) in a non-discriminatory manner, and according to the international industry standards by investing in our intellectual capital, building and operating world-class terminals in strategic locations across Jordan.

— OUR VISION



To be the most trusted and preferred logistics services provider to the oil and gas industry in Jordan and the Levant, and to maximize long-term return to our shareholders.

OUR VALUES

Health, Safety, Security,
Environment and Quality



Courage

Integrity & Responsibility



Customer Oriented

Lean Teamwork





JOTC STRATEGY


JOTC follows a conservative, focused, and long-term strategy that aims to capitalize on its core competencies of oil and gas storage, and related services. JOTC adopted Balanced Scorecard methodology to formulate its strategies and establish its functional objectives.


JOTC tracks its strategies, objectives, Initiatives and KPIs using Spider Impact system and utilizes its powerful features such as real-time dashboards and advanced reporting that provides JOTC with valuable insights hence making faster and smarter decisions.


JOTC Strategic Objectives

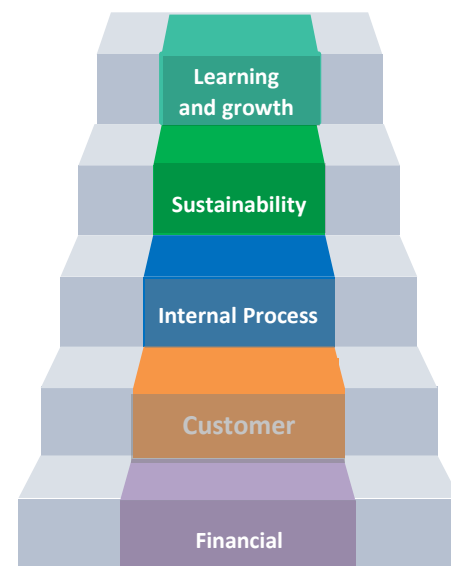
- 
 - ★ Acquire, develop top talent, and enhance their productivity
 - ★ Enhance innovation and digital transformation

- 
 - ★ Protect environment
 - ★ Improve JOTC governance, social responsibility, and citizenship
 - ★ Improve employees' sustainability

- 
 - ★ Operate JOTC processes according to the best international practices, HSSE standards and risk management

- 
 - ★ Expand market share and reinforce customer relations.

- 
 - ★ Position JOTC as an attractive investment choice for its shareholders
 - ★ Diversifying JOTC business to enhance its revenue



JOTC IN FIGURES



3

No. of Terminals



755,000

Storage Capacity
(CBM)
Petroleum
Products



41,360

Storage Capacity
(CBM)
LPG



74

Vessels Received
Petroleum
Products & LPG
(2021)



33,170

Loaded Trucks
Petroleum
Products & LPG
(2021)



3,922

Unloaded Trucks
Petroleum
Products & LPG
(2021)



165

No. of Employees



431,000

Injury-Free
Working Hours



90%

Storage
Utilization at AOT
(2021)

| WHY STORE WITH JOTC?



Safety First

We Comply to highest and safest standards in the industry



Always Operating

We are available, 365 days a year, to respond to your needs



Delivery On Time

Load and receive your goods whenever needed



Process Automation

We optimize our operations using latest technologies



Preserve Goods

Keep your products in pristine condition with our fuel Quality Assurance Program

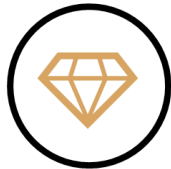


Minimize Losses

Save your products from significant losses by storing in our state-of-art terminals

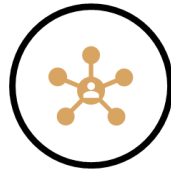
Since our inception, JOTC has laid down the five core drivers “5Cs” that shapes the way we conduct business and serve our clients.

JOTC DRIVERS (5Cs)



Core Values

We stand for Respect, Integrity, Trust, Accountability & Responsibility



Collaboration

We provide adaptable, accommodating, flexible & cooperative environment



Care

Our Motto is “Safety First” - sustainable & environmentally friendly systems



Creativity

We provide open, trusting and innovative work environment that encourages new ideas



Capability

We Simplify and optimize processes to achieve fast, safe & quality performance

These competitive advantages have enabled JOTC’s business to grow rapidly since its establishment and provide a strong foundation for future growth.

JOTC DIFFERENTIATORS



Safety Excellence

We operate in compliance with the highest and safest standards in the industry



Operational Expertise

We align our people, processes, and technology to meet operational goals



Neutral Position in Oil & Gas Sector

We abstain from purchasing, selling, or trading petroleum products in the local market



Strong Governmental Ties

We facilitate business and provide support by leveraging on our strong networks



Innovation & Technological Advancements

We apply latest technology that is fit-for-purpose to create added value to our core storage business

OUR SERVICES



Strategic Stock Management

Store and circulate strategic stock of petroleum products & LPG owned by the Government of Jordan



Storage & Handling

Storing and loading/unloading of petroleum products & LPG in our terminals



Transportation

Transporting petroleum products & LPG between our terminals

PRODUCTS WE STORE



Diesel

EUR3/EUR5



Gasoline

G90/G95



Jet Fuel



Liquefied Petroleum Gas (LPG)



Heavy Fuel Oil



Kerosene

OUR CLIENTS & TESTIMONIALS

Relationships and trust are the foundation of everything we do. Our customers entrust us not only with their products but also their aspirations and their plans.



MINISTRY OF ENERGY AND MINERAL RESOURCES
THE HASHEMITE KINGDOM OF JORDAN



MANASEER
Oil & Gas



“Our partnership with JOTC over the past three years has proven the **quality** of their services and the **professionalism** of their employees.”

Mr. Yasser Al Manasir, General Manager
Manaseer Oil & Gas



“We store with JOTC for its commitment to implement **global standards** compatible with Total's global requirements.”

Mr. Stephane Lapauw, Managing Director
TotalEnergies, Jordan



“Our partnership with JOTC was a solution for the **supply chain** difficulties in the Jordanian market.”

Mr. Mahmoud Sidani, General Manager
Unigaz, Jordan

CERTIFICATIONS & STANDARDS

- American National Standards Institute: ANSI/ISEA Z87.1 & ANSI Z400.1/Z129.1 & ANSI/ISEA Z89.1 & ANSI/ISEA 107
- American Petroleum Institute: API RP 500 & API RP 2009
- European Committee for Standardization: EN 149 & EN 166 & EN 397 & EN 420 – Protective Gloves
- European Directive (92/58/EEC)
- International Standardization Organization: ISO 20346 & ISO 20347 & ISO 20471 & ISO 28300
- National Fire Protection Association: NFPA 70 – National Electrical Code
- OCIMF, ICS, IAPH: International Safety Guide for Oil Tankers and Terminals (ISGOTT)
- Occupational Safety & Health Administration: OSHA 3074 & OSHA 3079
- Oil Industry Safety Directorate: OISD-STD-116 – Fire Protection Facilities for Petroleum Refineries and Oil/Gas Processing Plants



JOTC Head Quarter (HQ)

The head quarter is located at 36 Suleiman Al Nabulsi St., Al Abdali Boulevard, 3rd Floor, Amman – Jordan.



Amman Strategic Terminal for Petroleum Products (ASTPP)

ASTPP terminal is the biggest reservoir of petroleum products in the Kingdom. Covering Jordan's demand for a certain period, this terminal is primarily used for the storage of the country's strategic stock of petroleum products. This mega terminal has state-of-the-art infrastructure to meet world-class standards, making it one of the region's most-advanced terminals.



Terminal Overview:

- Total storage capacity (Petroleum products): 439,000 m³.
- Total storage capacity (LPG): 30,080 CBM
- Products handled: Gasoline 90, Gasoline 95, Diesel (Euro 3&5), Jet Fuel, Kerosine, LPG.
- 14 tanks for petroleum products.
- 8 LPG spheres with size of 3,760 m³ each.
- 14 loading bays.

Aqaba Oil Terminals (AOT)

AOT Terminal has been built to meet the current and future demand of petroleum products and LPG imports to Jordan. This automated terminal has been built in accordance with the highest standards of quality and the best international practices to enable a smooth, hassle-free storage and handling process.

Terminal Overview:

- Total storage capacity (Petroleum Products): 120,000 m3.
- Total storage capacity (LPG): 11,280 CBM.
- Products handled: Gasoline 90, Gasoline 95, Diesel Euro (3&5), LPG.
- 6 floating roof tanks
- 3 LPG spheres.
- 15 loading bays.



Aqaba Heavy Fuel Oil Terminal

Built in 1978 as Jordan's biggest heavy oil storage terminal, the Aqaba Heavy Oil Terminal's products are called upon on a need-to-use basis to maintain energy security, and to serve heavy fuel export markets..



Terminal Overview:

- Total storage capacity (Petroleum products): 210,000 m3.
- Products handled: Heavy Fuel Oil (HFO).
- 5 fixed roof tanks with a size of 42,000 m3 each.
- 4 loading bays.

JOTC ACHIEVEMENTS 2021



1,223

Safety Training
Hours



409

Toolbox Talks



388

Safety Reports



0

Safety Complain



3

Corporate Social
Responsibility (CSR)
Activities



24

HSSE Employee
Awards



85.6 %

Client Satisfaction
Index



6 Days

To Resolve Any
Complain



1,014,230

CBM

Terminal Throughput
(Petroleum Products)



87,025

CBM

Terminal Throughput
(LPG)



40 Hrs

Vessel Discharge Time



55 Min

Truck Loading Time

Ready To Conduct Business With Us?

JOTC is here to provide you with more information, answer any questions you may have, and create an effective solution for your storage needs in Jordan and the MENA region.

Jordan Oil Terminals Company (JOTC)

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