

# Annual Report 2020

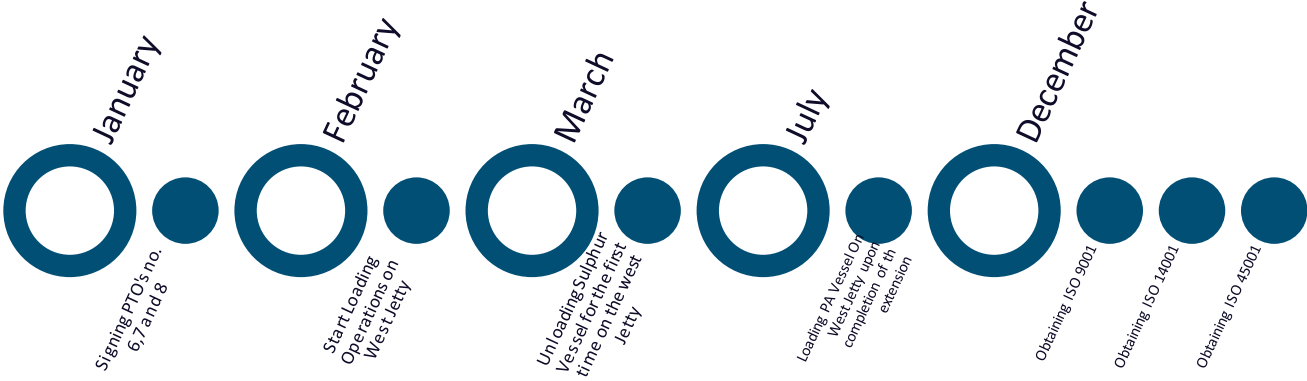
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**Jordan Industrial Ports Company**

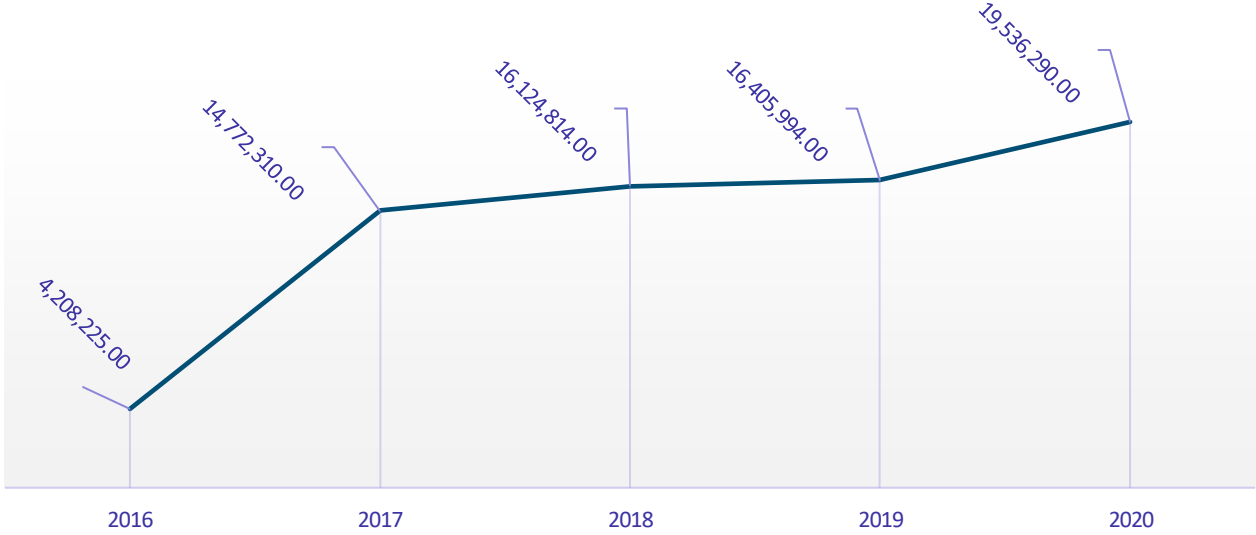


# Highlights of 2020



**“To become the preferred ports management company in Jordan and the region”**

Operation Revenue Over the past 4 years



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## JIPC CHAIRMAN LETTER

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*Greetings to our esteemed shareholders,*

*Strategically, we are looking to Jordan Industrial Ports Company (JIPC) not only as of the industrial Terminal's operator but also as a major stakeholder in managing and operating the logistics and transportation series in Jordan and the region according to the esteemed efforts to enhance the human capabilities in addition to the expertise.*



*JIPC has the soul of considering the obstacles and the problems as challenges and achievements using the strategic planning that is dedicated to the proper closures with analyzed and firmed steps.*

*Nationally, JIPC is having the best example of a success story in implementing the Public and the private sectors cooperation as directed by His Majesty King Abdulla (II) to enhance the national economy and to increase the treasury incomes in different ways such that: Royalty, concessions, Taxation, Donations and solving the unemployment under modern and professional expertise.*

*JIPC representing the Jordanian Ports and the Jordanian perspectives, morals, and strategies with the foreign flags and the vessels received from different nations and countries that might repute the Kingdom and open the business channels with the world.*

*As the country has faced soaring numbers of Covid-19 cases, dramatic changes in our daily living, and a mass economic hardship over the past months, we've called upon our strength, as a mutual company to help us enhance our position, support our employees and customers.*

*In conclusion, it is worth to declare, that JIPC did well the past year regardless of the pandemics and the business drop all over the world with its fully capable, sufficient Jordanian staff, JIPC proved its capability to reflect on the achievement and the financial positions.*

*May Allah's blessing be with you,*

**Abed Alwahhab Al Rowwad**  
**JIPC Chairman**

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# JIPC GENERAL MANAGER LETTER

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*Ladies and gentlemen*

*Greetings,*

*Jordan Industrial Ports Company (JIPC) is one of the most essential Port Operator in Jordan as its only Operator to handle Dry bulk, liquid bulk chemicals and fertilizers to serve the key pillar companies of Jordan's economy such that Arab Potash Company (APC) and Jordan Phosphate Mines Company (JPMC).*



*JIPC invested more than (200) million US in developing the industrial Terminal through the execution of Rehabilitation and Extension of the Industrial Jetty project, raising the capabilities of the Jordan Industrial terminal to handle ( 10 ) million Metric Tons annually in addition to increasing the dry bulk handling rate to be (4000) Metric tons/Hr. , the Sulphur unloading to be 1200 Metric tons/Hr. , Phosphoric Acid to be (1200) Metric tons/Hr., the storage capabilities to be (66,000) Metric tons, and the Vessel receiving size to be 100 thousand Metric Tons deadweight.*

*Nationally, JIPC is a key foundation of Jordan's economy, having supplied the Jordanian treasury with over 15 million US dollars in 2020 in a form of Royalty, in addition to the company's contributions to the Treasury in the forms of taxation and lease. Meanwhile, the world economy is slowing down, evident from the decline in the scales of international trade due to pandemics and market lockdowns. JIPC depending on Jordanian Local Capabilities that are serving the national economy in terms of minimizing unemployment and enhancing the local resources by specialized training and coaching. JIPC is reflecting a significant saving in terms of shipping and handling costs on the Terminal Users by more than (8) million US per year as a mirror to the enhanced capabilities in the Handling processes.*

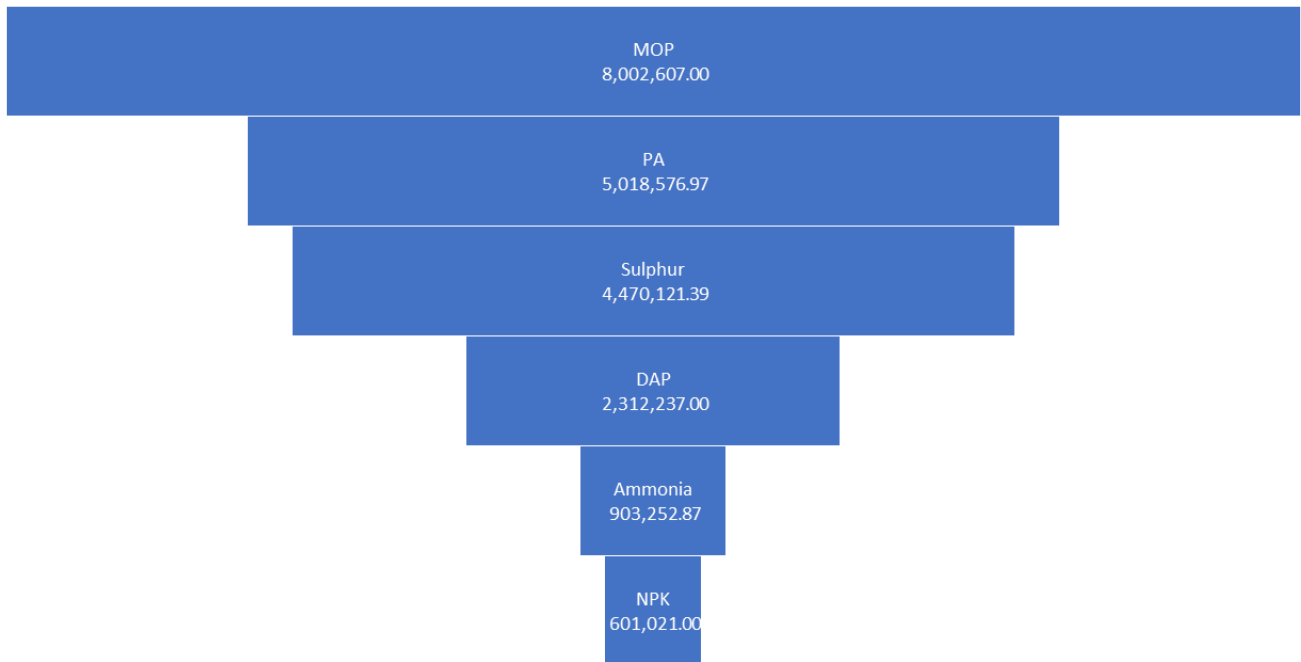
*JIPC is accredited in several certificates applying the high management systems in terms of the health and safety (Iso 14001), Environment Systems (Iso 45001), the Quality (ISO 9001) in addition to the compliance certificate with the ports security code (ISPS). Raising JIPC capabilities, expertise, equity, and the capitals are elongating the visions to expand in operating other terminals inside Aqaba and the region. Through the year of 2020 JIPC performed well higher than the expectations and regardless of the global business drop that shows extraordinary efforts had been implemented by the JIPC loyal Family.*

*Finally, I would like to thank the JIPC's Chairman H.E Mr. Abed Alwahhab Al Rowwad and the Vice-Chairman H.E Dr. Maen Nsour, and the JIPC's board members for the continuous support they provided to the company's Executive management. Also, I convey the gratitude to the Parent companies Jordan Phosphate mines company and Arab Potash Company for their guidance to JIPC.*

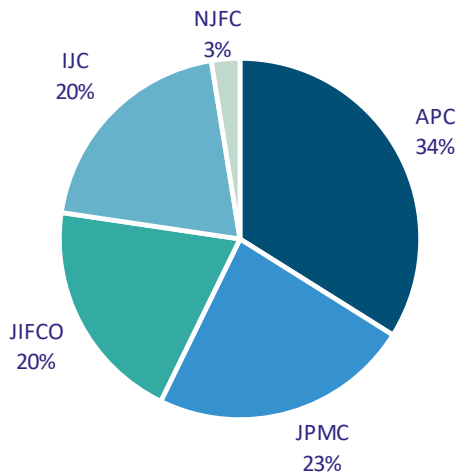
**Khaled Walid Shihadeh**  
**JIPC General Manager**

## JIPC in a Glance

JIPC manage and operate the Industrial Terminals in the most effective and Productive ways, utilizing a new installed systems and equipment, trained staff and vision to be the preferred destination for the past 5 years JIPC managed to handle 21,354,417 Tons, as shown below,



JIPC drives its success from the satisfaction of the terminal users as JIPC represent their gateway for the international markets through its capabilities. The occupancy is divided between JIPC's users as per the below pie chart.



**“Jordan's premier gateway for international fertilizer commerce”**

## Financial Performance of the Year 2020



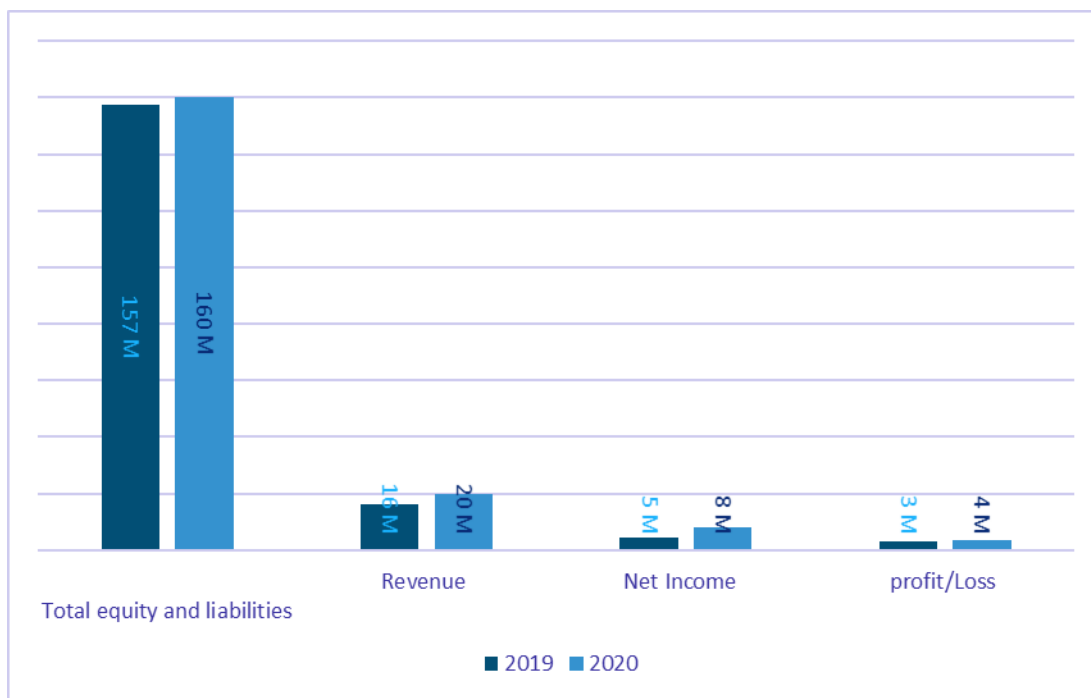
In the year of 2020 JIPC's Revenue reaches 19,743,654.544 JD, that's mark increase by 20% over comparing to last year revenue.



Net income for the year of 2020 reaches 7,889,836.553 JD that's mark increase by 70% comparing to last year net income.



JIPC Profit for the year of 2020 is 3,503,876.487 JD, over 21% increase comparing to last year net Profit.



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## Achievements of the Year 2020

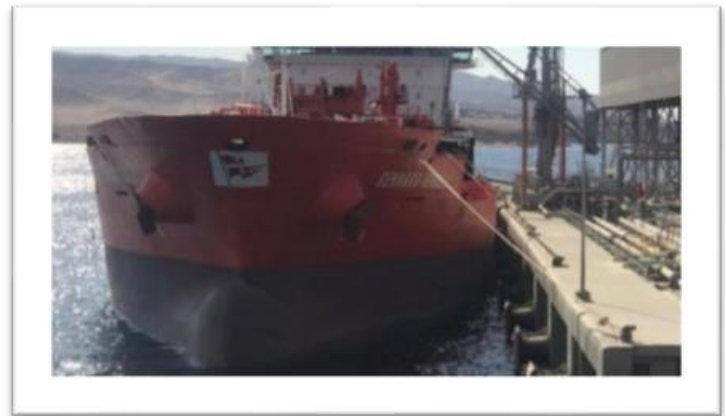
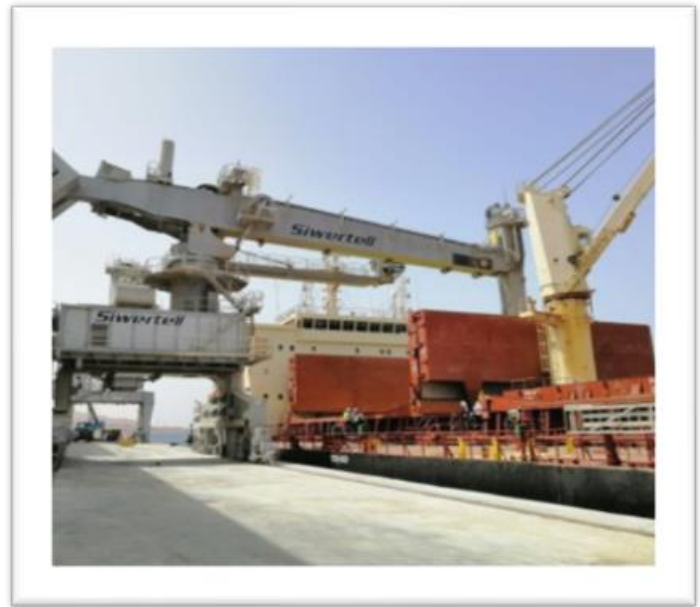
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The year of 2020 was a challenging on all levels, for sector like terminals it was an extraordinary year where JIPC had a set of per-defined goals and objective and with the global pandemic, JIPC optimize it's activities in order to achieve the goals without any compromises to Health and Safety.

Therefore, all the administrative and supporting jobs shifted to work remotely any mandatory presence of the personnel on the site was followed by strict rules of social distancing, regular checks and sanitizing rounds had been conducted with each shift rotation.

It is worth mentioning that JIPC Staff shows a high level of professionalism in dealing with the new situation, and they adapt very well to the new rules and regulation and complete their tasks and jobs as required.

Had all that said, let's now take a closer look on each department performance through the year of 2020.



## Achievements of the Year 2020 – Operations Department



Overall Handled Quantities had been by 1.8% comparing to last year.



Start loading Sulphur at the West Jetty on the 21<sup>st</sup> of January, at the end of the year JIPC served 18 Vessel which mean 830,569.67 tonnes of Sulphur handled.



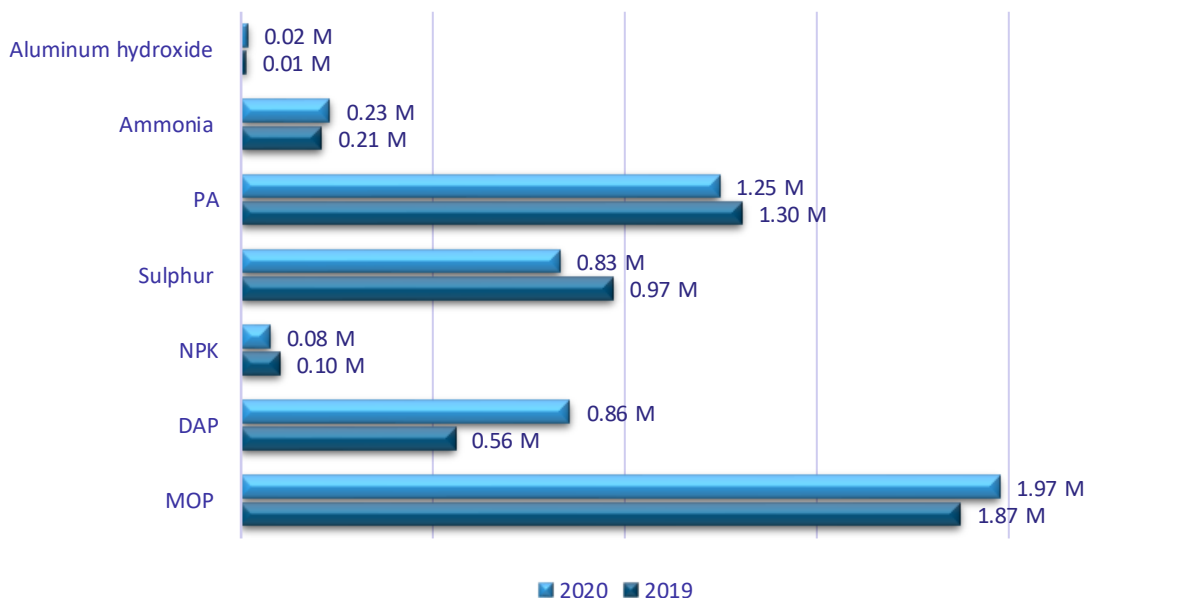
Enhance the capability of receiving Phosphoric acid tankers by the extension of PA line to west jetty, where now a Vessel of more than 40,000 DWT can be berthed on the west Jetty.



Maintaining the operations during the global pandemic of Covid-19, while keeping the reduction of staff by 50%. 18 vessels had been handled with total of 404,909.682 tonnes during the full lockdown period.



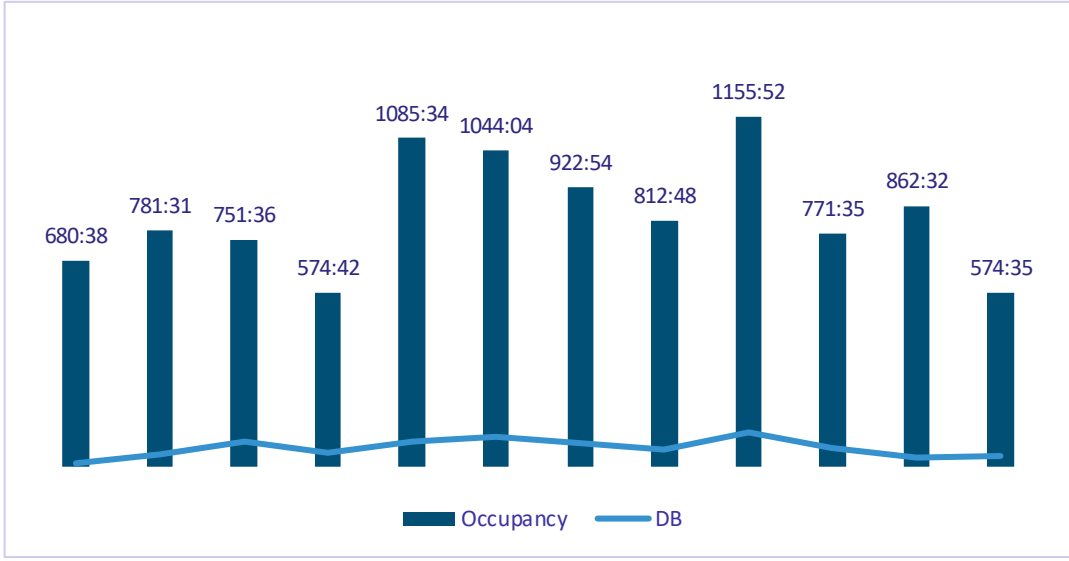
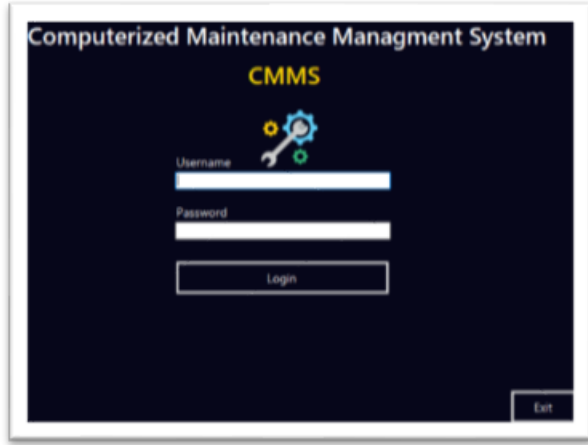
Operational Hours had increased as all major export and import lines had been delivered and now there are under JIPC responsibilities.





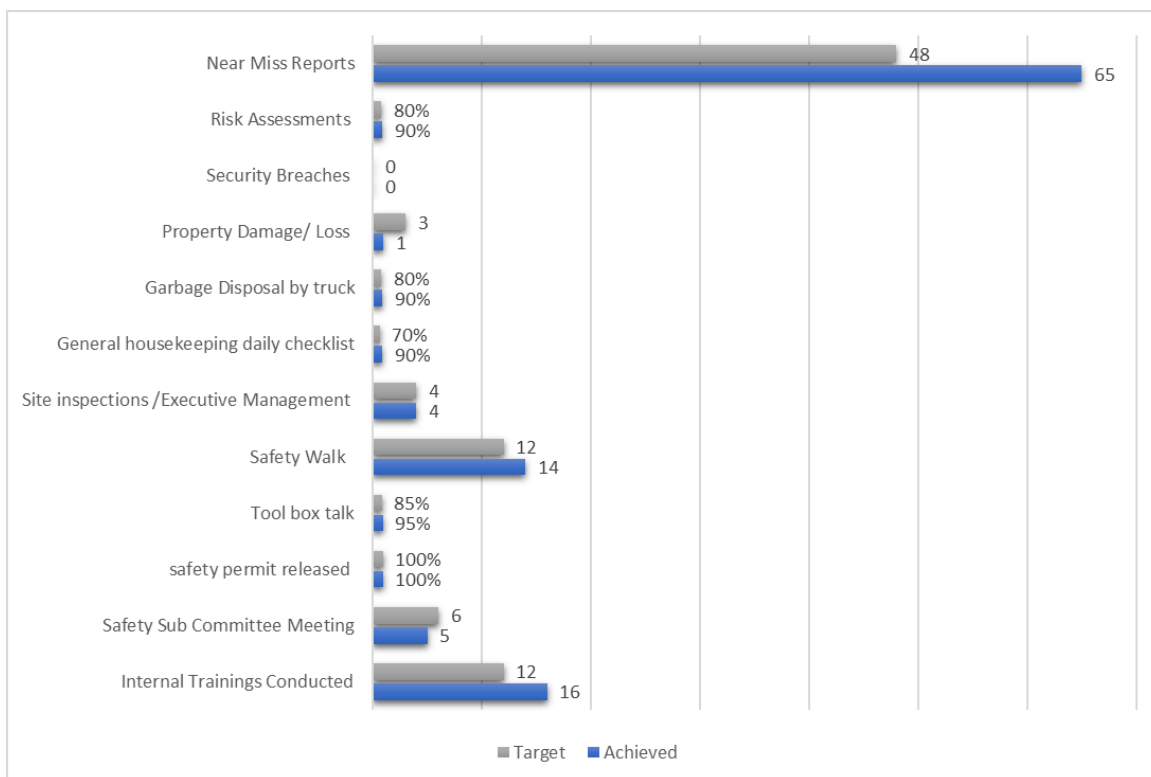
# Achievements of the Year 2020 – Maintenance & IT Department

- ✘ Controlling breakdown time in monthly basis, in order to optimize the operations.
- ✘ Developing and defined all the needed Preventive Maintenance Programs, resulting a 160 Program in total.
- ✘ In house development and Execution of the Computerized Maintenance Management System “CMMS”.
- ✘ Development of Training Strategy in order to elevate the skills of the technical Staff.
- ✘ Rectify several deficiencies related to the project; including Automation system, conveyor systems, Shiploader X8402 and Ship unloader X8404.
- ✘ Perform major maintenance activities such as Conveyor belt Q4109 Replacement.
- ✘ Execution of IT infrastructure; including Data center, network configuration, VOIP solution.



## Achievements of the Year 2020 – HSSE Department

- 🛠️ The reading of Total manhour 756480 hour to the end of 2020.
- 🛠️ During the year of 2020, JIPC’s LTI Reading was 1.01.
- 🛠️ HSSE department conduct 16 internal training exceeding the target by 1.3%.
- 🛠️ As part of ISO Committee HSSE department obtain ISO 45001- Occupational health and safety.
- 🛠️ As part of ISO Committee HSSE department obtain ISO 14001- Environment Management.
- 🛠️ Through the year of 2020 48 Near Miss Reported.



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## Achievements of the Year 2020 – Human Resources Department

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Human Resources Department show a high level of flexibility in the past year while they have to shift all their work to be remotely, so that indeed led to updating and Create Policies & Procedure to suits the current environment.



In Order to be up to date with the ongoing changes HR Department proposed a new structure to cover all the required needs, along with creation of the career path and updating the salary scale.



Control the Over time by planning the manpower as per the need.



Conduct and arrange training in order to develop the career of JIPC staff.



Monitor and control JIPC medical insurance policy and put a plan to reduce the overall cost for medical insurance.



Develop ***“You Deserve more because you are JIPC Programs”*** as a gesture of appreciation to the loyal family of JIPC.

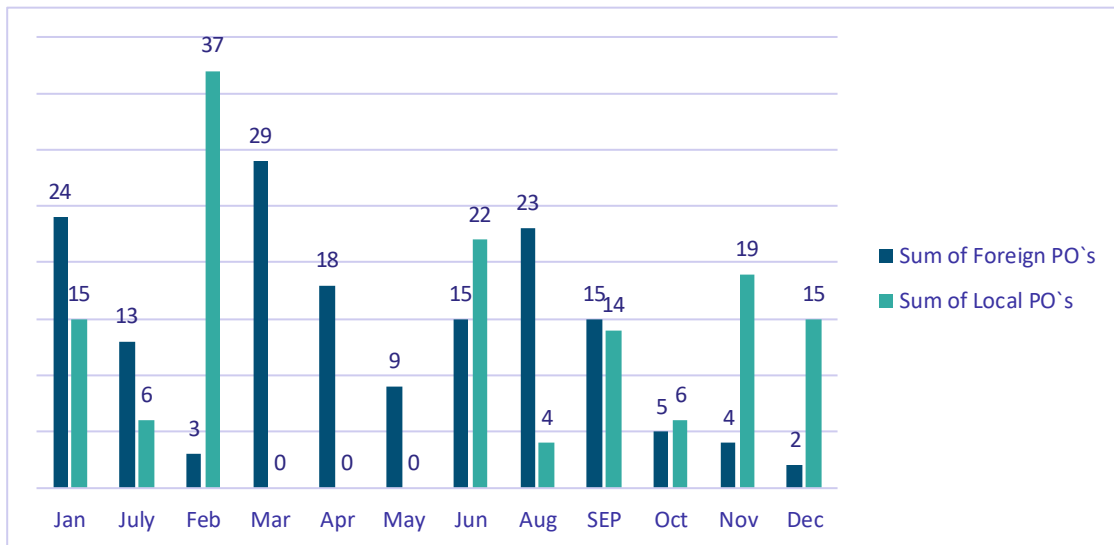


Monitor & Control the vehicles Maintenance & Petrol cost by install GPS System.

## Achievements of the Year 2020 – Procurement Department



Procurement department supplies JIPC with needed purchases to complete the operation with total expenses of 1,844,594.78 JD for the year of 2020, for both external and local purchases.



Reaching 60% of the total Recommended Spare parts lists provided by the contractor.



All over Saved amount over all the purchased items in 2020 is 76,422.94 JOD, which is almost 4% of purchasing budget.



As a reflection of our good relationship with our suppliers Procurement department was able to provide 2 free of charge training, also 3 special training courses with significant discount.



Procurement department also support technical team with a deep investigation for the flushing pump damage ends up with the best practice for operation and maintenance process during the correspondence with the manufacturer.

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## For More Success

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JIPC will continue its hard work in order to be the number one destination for ports operating and management, through developing effective plans, increase the awareness of our staff and customer satisfaction.

For the coming year of 2021, JIPC is planning for more optimizing for its operations and control all the activities in a smart and productive ways to ensure the continuous success.

