المملكة الأردنية الهاشمية

Petra Development & Tourism Region Authority
سلطة إقليم البترا التنموي السياحي

ملحق توضيحي بخصوص الاستفسارات الواردة فيما يتعلّق بالعطاء رقم (G2G/A/2/2026) الخاص بمشروع "توريد وتشغيل وتنفيذ وصيانة نظام النقل الكهربائي في منطقة إقليم البترا التنموي السياحي" :

- تعتبر هذه الوثيقة جزءاً لا يتجزأ من وثيقة العطاء ، وهي ملزمة للمناقص الذي سيحال عليه العطاء ، كما وأنّه على المناقص تختيم كافة أوراق هذا الملحق ، وإرفاقها ضمن عرضه الفني .

Q1	**Visitor Numbers & Expected Passenger Demand** With regard to historical visitor numbers and expected passenger demand, clarification is requested on the availability of historical monthly visitor data for Petra, together with any available forecasts of future visitor numbers and the anticipated passenger demand for the transportation system.

Historical visitor statistics for Petra are available through the official websites of the Petra Development and Tourism Region Authority (PDTRA) and the Ministry of Tourism and Antiquities (MoTA), which provide tourism statistics, including historical visitor numbers and related data.

The relevant information can be accessed through the following links:

1. Petra Development and Tourism Region Authority:
   https://pdtra.gov.jo/Ar/List/%D8%A7%D9%84%D8%B3%D9%8A%D8%A7%D8%AD_%D9%88%D8%A7%D9%84%D8%B2%D9%88%D8%A7%D8%B1
2. Ministry of Tourism and Antiquities – Tourism Statistics:
   https://mota.gov.jo/AR/List/%D8%A7%D9%84%D8%A7%D8%AD%D8%B5%D8%A7%D8%A6%D9%8A%D8%A7%D8%AA_%D8%A7%D9%84%D8%B3%D9%8A%D8%A7%D8%AD%D9%8A%D8%A9_%D9%84%D8%B9%D8%A7%D9%85_2025

Based on the available historical statistics covering the period from 2000 to 2026, Petra Archaeological Park has received approximately **200,000 visitors annually at the lower end and up to 1,150,000 visitors annually at the higher end**. These figures correspond to an indicative daily average ranging from approximately **550 to 3,200 visitors per day**.

Furthermore, studies are currently underway to improve visitor flow management and increase the site's daily carrying capacity from approximately 3,000 visitors to a minimum target of 5,000 visitors per day. Accordingly, bidders are expected to take these figures and potential future increases in visitor numbers into consideration when developing their proposed transportation operating plans.

In particular, the proposed transportation system should consider the following operational requirements:

- **Petra Visitor Centre – Little Petra (Al-Bayda):** The operation of tourist shuttle buses connecting Petra Visitor Centre with Little Petra is considered an important component of the transportation system. This should include morning shuttle services to transport visitors wishing to commence their visit from Little Petra, as well as afternoon shuttle services to accommodate returning visitors.
- **Cultural Village:** The integration of the Cultural Village into the proposed shuttle routes is also essential. The operating plan should ensure convenient passenger drop-off at the Cultural Village, followed by return transportation to Petra Visitor Centre through the shuttle bus network.

Taking the above into account, the Operator shall be responsible for proposing the most efficient and sustainable operational scenarios for the shuttle bus services along the routes identified in the Tender Documents. The proposed scenarios should address anticipated passenger demand, daily and seasonal fluctuations in visitor numbers, service frequency, fleet allocation, and coordination between the proposed routes.

The proposed operating model should also demonstrate how the transportation system can accommodate the expected increase in visitor numbers while ensuring efficient fleet utilization, maintaining the operational lifespan of the buses, providing a reliable and convenient service to visitors, and ensuring the long-term operational and financial sustainability of the system.
Accordingly, bidders are expected to develop and submit their proposed operational scenarios based on the available historical visitor data and the anticipated future capacity of Petra, rather than relying on a fixed passenger demand forecast.

Q2	**Minimum Guaranteed Operating Kilometers** Regarding the minimum guaranteed operating kilometers, clarification is requested on the minimum guaranteed operating distance per bus, both on a daily and annual basis, as well as whether any compensation mechanism is envisaged in the event that actual operating kilometers fall below the expected or guaranteed levels.

As clarified in the response to Question No. (Q13) of the previous Clarification Addendum, the expected annual service kilometers and all related operational parameters shall be determined by the bidder based on the projected tourist numbers and passenger demand, taking into consideration the historical visitor statistics, anticipated future demand, and operational scenarios outlined in the response to Question No. (Q1).
Accordingly, PDTRA does not prescribe or guarantee any minimum daily or annual operating kilometers per bus. The Bidder shall be responsible for calculating and proposing the required operating kilometers, both on a daily and annual basis, as part of its technical and operational proposal, based on the anticipated demand, proposed shuttle routes, service frequencies, fleet allocation, and overall operating scenarios.
The proposed operational plan shall ensure compliance with the minimum service standards and operational requirements set out in the Tender Documents, while maintaining efficient fleet utilization and service reliability.
Furthermore, the operational arrangements and service requirements shall be subject to ongoing review and adjustment during the Contract Period in coordination with PDTRA, in accordance with the provisions of the Tender Documents.
Therefore, no minimum guaranteed operating kilometers are established by PDTRA, and no separate compensation mechanism is envisaged in the event that actual operating kilometers fall below the Bidder's projected or estimated operating kilometers.

Q3	**1. Maximum Operating Kilometers** In relation to the maximum operating kilometers, clarification is requested on the expected maximum daily and annual operating distance per bus, given its direct impact on energy consumption, maintenance costs, battery lifespan, and the overall vehicle lifecycle.
Q4	**2. Operating Hours & Service Requirements** With regard to operating hours and service requirements, clarification is requested on the required daily operating hours, the number of annual operating days, peak and off-peak operating requirements, the expected number of trips, and the required service frequency (headway) for each route.

1. Maximum Operating Kilometers

As clarified in the response to Question No. (Q13) of the previous Clarification Addendum, PDTRA does not prescribe or impose a maximum daily or annual operating kilometre limit per bus.

The bidder shall be responsible for developing and proposing the appropriate operational scenarios, including the daily and annual operating distances, fleet utilization, energy consumption, charging requirements, and maintenance arrangements.

In developing these scenarios, the Bidder shall ensure the optimal utilization of the buses while maintaining their operational efficiency and maximizing their service life. Particular consideration shall be given to preserving battery performance and lifespan, maintaining the efficiency and durability of charging infrastructure, and minimizing unnecessary wear and tear on the vehicles.

The proposed operating model shall ensure a reliable and regular transportation service that supports the sustainable transportation of Petra's visitors outside the Archaeological Park, while maintaining the long-term operational sustainability of the fleet.

2. Operating Hours & Service Requirements

The Bidder shall be responsible for developing and proposing the appropriate operating scenarios, including daily operating hours, annual operating days, peak and off-peak service requirements, number of trips, and service frequency (headway) for each proposed route, based on the projected visitor demand and operational requirements outlined in the response to Question No. (Q1).

The buses are intended to operate throughout the year. Accordingly, the Bidder shall propose the most appropriate daily operating schedule and determine the required number of buses to be deployed in rotation, taking into consideration visitor demand, service coverage, operational efficiency, vehicle availability, and maintenance requirements.

For planning purposes, the project fleet consists of **16 buses, each with a passenger capacity of 48 passengers**, providing a total fleet capacity of **768 passengers per full fleet deployment**. This represents the theoretical passenger capacity of the entire fleet when all buses are deployed simultaneously, rather than a guaranteed hourly passenger throughput.

The Bidder shall therefore develop an operational and fleet rotation plan demonstrating how the available 16 buses can be efficiently deployed to accommodate visitor demand, including peak-hour requirements, while ensuring regular and reliable transportation services throughout the year.

The final operational plan, including operating hours, service frequencies, trip schedules, fleet allocation, charging arrangements, and maintenance rotation, shall be developed by the Bidder as part of its technical operating proposal and shall be subject to review and adjustment during the Contract Period in coordination with PDTRA, in accordance with the provisions of the Tender Documents.

Q5	**Electricity Tariff** Regarding the applicable electricity tariff, clarification is requested on the electricity rates applicable to the project, including peak and off-peak tariffs, any additional charges, and the mechanism envisaged to address potential future changes in electricity tariffs.

As clarified in the response to Question No. (Q16)-Previous Annex, the applicable electricity tariffs, including any changes thereto during the Contract Period, shall be addressed through the Indexation Mechanism set out in Appendix D of the Contract.

Specifically, the Indexation Formula takes into account changes in the applicable electricity tariffs through the variables ET_m and ET_{ED}, as stipulated in the Contract.

$$\mathbf{KC_m} = \mathbf{KC} \times \left(\mathbf{50\%} \times \frac{\mathbf{CPI_{m-2}}}{\mathbf{CPI_{ED-2}}} + \mathbf{50\%} \times \frac{\mathbf{ET_m}}{\mathbf{ET_{ED}}} \right)$$

Where:

KC means the agreed kilometre charge of [•] Jordanian Dinars (JOD [•]);

CPI_{m-2} means the general Consumer Price Index for the month before the latest completed month upon the current date as published by the Jordan Department of Statistics or, in case it ceases to be published, any equivalent index as agreed by the Parties;

CPI_{ED-2} means the general Consumer Price Index for the month before the latest completed month upon the Effective Date as published by the Jordan Department of Statistics or, in case it ceases to be published, any equivalent index as agreed by the Parties;

ET_m means the off-peak electricity tariff per kilowatt-hour applicable for electric vehicle charging (public stations) on the first day of month (m) as published by the Energy and Minerals Regulatory Commission or, in case it ceases to be published, any equivalent tariff as agreed by the Parties; and

ET_{ED} means the off-peak electricity tariff per kilowatt-hour applicable for electric vehicle charging (public stations) on the Effective Date as published by the Energy and Minerals Regulatory Commission or, in case it ceases to be published, any equivalent tariff as agreed by the Parties.

Accordingly, any future changes in electricity tariffs shall be reflected and addressed in accordance with the applicable Indexation Mechanism and the relevant provisions of Appendix D of the Contract.

Q6	**Electrical Infrastructure & Charging Facilities** In relation to the electrical infrastructure and charging facilities, clarification is requested regarding the allocation of responsibilities for providing the electrical connection and power supply to the depot and charging stations, the available electrical capacity at the designated site, and responsibility for any required grid connection or capacity upgrade costs.
Q7	**Bus Depot & Site Requirements** With regard to the bus depot and site requirements, clarification is requested on the location and allocated area of the land designated for the depot, the existing infrastructure and utilities available at the site, and the respective responsibilities of PDTRA and the Operator concerning construction and site development works.

As clarified in the response to Question No. (Q17) of the previous Clarification Addendum, PDTRA shall provide a land plot of approximately four (4) dunums designated for the project, together with the provision of an electrical power connection point up to the boundary of the designated site.

In this regard, PDTRA confirms its commitment to providing the electrical connection through a dedicated cable and transformer allocated specifically for the project, as explained during the site visit.

The Operator shall be responsible for all works and requirements within the boundaries of the designated project land, including any necessary internal electrical extensions, power distribution networks, charging infrastructure, and associated electrical and mechanical installations required to operate the proposed fleet.

Accordingly, the Operator shall clearly identify and specify its actual electrical power requirements as part of its technical proposal, based on the technical specifications of the proposed buses, including their charging requirements, battery capacities, charging systems, and operational scenarios. The Operator shall also be responsible for designing, supplying, installing, and commissioning all necessary internal electrical infrastructure and charging facilities within the project site, in accordance with the applicable technical standards and the Tender Documents.

Regarding the bus depot and site requirements, a joint site visit was conducted, during which the designated project location and land allocation were reviewed and confirmed. The allocated land area is approximately four (4) dunums, as specified in the Tender Documents. However, the allocated land area may be increased if the Operator demonstrates a justified and reasonable operational need for additional space, subject to review and approval by PDTRA.

The Operator shall therefore take the designated land area into consideration when preparing its technical proposal and shall identify any additional space requirements, supported by an appropriate technical and operational justifications, particularly in relation to bus parking, charging facilities, vehicle circulation, maintenance areas, and other supporting infrastructure.
All construction, site development, internal infrastructure, and facility installation works required for the operation of the project within the allocated land shall fall under the responsibility of the Operator, in accordance with the Tender Documents.

Q8	**KC Payment Mechanism** Regarding the KC payment mechanism, clarification is requested on the applicable base KC rate (JOD/km), the definition of payable operating kilometers, the applicable indexation or escalation mechanism, and the provision of a practical example illustrating the calculation of monthly payments.

The KC payment mechanism, including the applicable base kilometer rate (JOD/km), the calculation of payable monthly operating kilometers, and the applicable indexation and escalation mechanism, is detailed in Appendix (D) – Payment Schedule, forming part of the Tender Documents.
For clarification, the monthly kilometer rate is based on the agreed base kilometer rate and is subject to periodic indexation, comprising two equally weighted components: (i) changes in the Consumer Price Index (CPI), as published by the Jordanian Department of Statistics; and (ii) changes in the off-peak electricity tariff applicable to charging electric vehicles at public charging stations, as published by the Energy and Minerals Regulatory Commission.
The payable monthly kilometers represent the actual kilometers driven by the Operator during the relevant month, as reported to PDTRA following the completion of that month, in accordance with the contractual provisions.
The monthly payments are divided into two components: the monthly kilometer payment and the monthly performance payment. The latter is calculated taking into consideration the applicable performance payment percentage and any applicable performance deductions, in accordance with the mechanism set out in Appendix (D).
The Operator shall submit the monthly kilometers following the completion of each month. The applicable payment amounts shall be notified to PDTRA, and the Operator shall submit the relevant invoices in accordance with the timelines and procedures stipulated in Appendix (D).
Tenderers are therefore referred to Appendix (D) – Payment Schedule of the Tender Documents for the detailed payment methodology, applicable definitions, indexation provisions, calculation mechanisms, and payment timelines.

Q9	**Guarantees, Insurance & Financial Requirements** In relation to guarantees, insurance, and financial requirements, clarification is requested on the applicable Bid Security and Performance Security amounts or percentages, the required insurance coverage for buses, passengers, the depot, and third-party liability, as well as any applicable licensing fees, taxes, duties, or other costs to be borne by the Operator.

The requirements relating to bid security, performance security, and other financial obligations are stipulated in the Tender Documents and the Draft Agreement, as follows:

1. Bid Security:

In accordance with Clause 5.5.5 of the Terms of Reference, the Bidder shall submit a Bid Security in an amount equivalent to not less than (3%) of its Financial Offer, provided that the Bid Security shall in no case be less than JOD 100,000 (One Hundred Thousand Jordanian Dinars), in accordance with the requirements and conditions set forth in the Tender Documents and Schedule 7.

The Bid Security shall be issued by a duly licensed and registered bank in Jordan and shall be accompanied by the issuing bank's audited financial statements dated no earlier than 31 December 2025. The Bid Security shall be duly signed and dated by the bank's Executive Secretary or another duly authorized representative.

The circumstances under which PDTRA may call upon the Bid Security, as well as the applicable conditions and timelines for its release and return, shall be governed by the relevant provisions of the Terms of Reference.

2. Performance Security

In accordance with Clause 3 of the Agreement, the Operator shall provide PDTRA with a valid and enforceable Performance Security in the amount of JOD 400,000 (Four Hundred Thousand Jordanian Dinars) or 10% of the Financial Offer for the supply of buses, whichever is higher.

The initial Performance Security shall remain valid for a period of three (3) years and shall be renewed or replaced in accordance with the timelines and conditions stipulated in the Agreement.

Following submission of the initial Performance Security, the amount of any renewed or replacement Performance Security shall be equal to the higher of JOD 100,000 or three (3) times the average monthly payments due to the Operator over the preceding twenty-four (24) months, as further detailed in Clause 3.2 of the Agreement.

The Performance Security shall be issued by a bank duly registered in Jordan and approved by PDTRA. All fees, taxes, and expenses associated with its preparation, issuance, submission, extension, replacement, or renewal shall be borne by the Operator.

3. Parent Company Guarantee

Where applicable, and in accordance with Clause 4 of the Agreement, if the successful Bidder establishes a new entity wholly owned by the successful Bidder to act as the Operator, such entity shall procure and maintain a Parent Company Guarantee from each of its parent

companies, at its own expense, in favor of PDTRA. This requirement shall also apply in the event of a change in ownership, as stipulated in the Agreement.

4. Insurance Requirements

The applicable insurance requirements and coverage obligations shall be as stipulated in the Tender Documents and the Agreement, including the relevant provisions concerning the buses, passengers, depot, and third-party liability.

5. Taxes, Fees and Other Financial Obligations

In accordance with Clause 6 of the Agreement, the Operator shall be responsible for payment of stamp duties and any other similar tax-related expenses arising from the execution of the Agreement, in accordance with applicable laws and regulations.

The Operator shall also be required to maintain a valid tax clearance certificate at all times and submit it to PDTRA annually.

Furthermore, all fees, taxes, and expenses associated with the Performance Security shall be borne by the Operator, as stipulated in Clause 3.7 of the Agreement.

Tenderers are therefore referred to the relevant provisions of the Terms of Reference and the Draft Agreement for further details. The applicable guarantee forms and templates, including the Bid Security and Performance Security forms, are attached to the Tender Documents as part of the Invitation to Tender package.

Q10	**Minimum Revenue Guarantee & Operational Risk** With regard to the minimum revenue guarantee and allocation of operational risks, particularly considering the long-term nature of the project, clarification is requested on whether PDTRA envisages providing any minimum revenue, minimum operating kilometer, or minimum service payment guarantee. Further clarification is also requested on the mechanisms for addressing reductions in visitor numbers or passenger demand, decreased operating kilometers, route closures, or service suspensions arising from circumstances beyond the Operator's control.

PDTRA does not envisage providing any minimum revenue guarantee, minimum operating kilometer guarantee, or minimum service payment guarantee.

The Operator shall be responsible for assessing and addressing the potential operational and commercial risks associated with the project as part of its Technical Proposal. Accordingly, the Bidder shall submit a comprehensive Risk Management Plan identifying and assessing the potential risks that may affect the operation and delivery of the services throughout the project period.

The Risk Management Plan shall clearly identify the relevant risk scenarios, including but not limited to reductions in visitor numbers or passenger demand, decreases in operating kilometers, route closures, and service suspensions arising from circumstances beyond the Operator's control. The Bidder shall also outline the proposed mitigation measures, contingency arrangements, and operational strategies to address such scenarios and ensure continuity of service, where applicable.

The Bidder shall take these considerations into account when preparing its Technical and Financial Proposals, in accordance with the requirements of the Tender Documents.