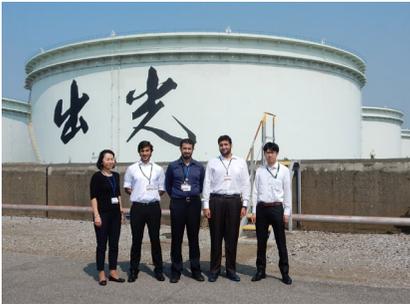


Interaction and Communication with Oil-Producing Countries

Idemitsu seeks to build ever stronger relations of trust with oil-producing countries, particularly in the Middle East. To achieve this goal, we have established local offices within the region from which we promote direct dialogue and exchanges with the countries concerned. Moreover, we have recently been working to strengthen our trusted relationships with oil-producing countries by conducting joint business development with capital participation. In addition, we have been providing personnel development support and technical assistance to oil-producing countries by dispatching our expert staff to these countries with the help of the [Japan Cooperation Center, Petroleum \(JCCP\)](#), a general incorporated foundation, and accepting executive candidates and technicians for training in Japan. We have also been participating in projects implemented by JCCP to develop industrial infrastructures in oil-producing countries.

Fiscal 2016 Results

We accepted 80 trainees from the United Arab Emirates, Qatar, Oman, Vietnam and other oil-producing countries.



Executive candidates from Abu Dhabi National Oil Company visiting the Chiba Refinery



Trainees from Myanmar's state-run companies visiting the Tokyo Oil Terminal

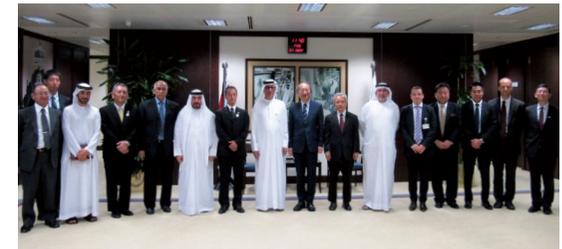
TOPICS : Strengthening Relationships with Oil-Producing Countries

In fiscal 2016, we worked to strengthen our relationships with Middle East oil-producing countries. We held a ceremony to commemorate 40 years of direct crude oil trade with Kuwait Petroleum Corporation (KPC). Joining Oman's Minister of Oil and Gas in discussion, we engaged in lively debate about the outlook for crude oil prices and trends in petroleum supply and demand. Also, an Idemitsu representative gave a speech at the Middle East Petroleum and Gas Conference 2016, which was held in the UAE.



Left: Kiyoshi Homma (then executive officer and general manager, Integrated Supply & Trading Department) engaged in a lively debate at the Middle East Petroleum and Gas Conference 2016

Idemitsu was the first participant in the TAKREER Research Centre (TRC) project, a joint venture launched in 2006 by the UAE's Abu Dhabi Oil Refining Company (TAKREER) and Japan Cooperation Center Petroleum (JCCP), and has been supporting its daily operations. Shinji Araki (general manager, Technology & Engineering Center) attended the May 2016 signing ceremony in Abu Dhabi for a memorandum of understanding between JCCP and TAKREER regarding joint support for maximizing the capacity utilization rate and ensuring the stable operation of refineries.



7th from left: Shinji Araki at the signing ceremony