

Mr. Waluyo, Corporate Senior Vice President of PERTAMINA, Visits Japan

JCCP courses have received many participants from Indonesia since JCCP's establishment. By FY2007, a total of 1,434 Indonesian participants have attended. The country produces 840,000 BD of crude oil (2007) and exports about 120,000 BD of that amount to Japan, which corresponds to roughly 3% of Japan's total oil imports. Indonesia is thus without a doubt the largest crude oil supplier in Southeast Asia, though it simultaneously imports crude oil today. To effectively process crude oil imported from the Middle East, PERTAMINA has plans to expand and revamp its refineries. Once these plans are accomplished, Indonesia may appropriate domestically produced quality crude oil to exports. At the same time, the country is seeing a dramatic growth in demand for oil products. The modernization of refineries in Indonesia to respond to this growing demand will increase crude oil consumption efficiency and thereby increase the stability of oil supplies to Japan.

Based on this awareness, JCCP places high priority on strengthening its relationship of trust with Indonesia through cooperation in Indonesia's oil downstream sector. As a part of this policy, it has invited Mr. Waluyo, Corporate Senior Vice President, General Affair & Human Resources Director, PERTAMINA, to Japan, from February 28 to March 5, 2009. Mr. Waluyo is the highest officer in charge of the counterpart department for JCCP programs at PERTAMINA. Therefore, with the aim of providing greater understanding of Japan's oil industry and eliciting PERTAMINA's continued cooperation in JCCP activities, we designed and carried out the following program.



At JCCP:
 Mr. Waluyo, Corporate Senior Vice President, PERTAMINA
 (front row, left)
 Mr. Masataka Sase, Executive Director of JCCP (front row, right)

1. JCCP Headquarters (March 2)

At JCCP Headquarters, Mr. Waluyo was warmly received by Mr. Masataka Sase, Executive Director, and Mr. Katsuo Yokoyama, Managing Director, of JCCP. Mr. Waluyo and Mr. Sase met for the second time since Mr. Sase's visit to the PERTAMINA Head Office last September. They were therefore able to exchange views in a relaxed and friendly atmosphere. In the meeting, Mr. Waluyo thanked JCCP for all the cooperation it has extended to PERTAMINA to date, and expressed his expectations of further cooperation, especially as the company is presently undergoing a period of major reform. In response, Mr. Sase promised to step up efforts to strengthen cooperative ties between PERTAMINA and JCCP.



*At METI:
Mr. Waluyo (third from left)
Mr. Norio Kadono, Director, Petroleum Refining and
Reserve Division, METI (second from left)*



Exchange of views at JCCP

2. Ministry of Economy, Trade and Industry (March 2)

Mr. Waluyo paid a courtesy visit to Mr. Norio Kadono, Director, Petroleum Refining and Reserve Division, METI, to extend to METI his appreciation of JCCP's many years of cooperation with PERTAMINA, and to communicate his future expectations of JCCP. Mr. Kadono welcomed Mr. Waluyo to Japan, and said he was happy that PERTAMINA and JCCP have maintained a close relationship over many years. The two leaders then exchanged views on PERTAMINA's requests to JCCP in human resource development and other relevant areas.

3. Information Exchange at JCCP (March 2)

Returning to JCCP Headquarters, Mr. Waluyo and JCCP members held an exchange of views on future JCCP activities in Indonesia. The JCCP side opened the meeting with an overview of future JCCP policies and the status of its training and technical cooperation programs.

JCCP is making active efforts to restructure its activities, so that it may more accurately assess the needs of its counterpart countries and implement practical training and technical cooperation programs that provide solutions to relevant issues.

During FY2008, it conducted a survey on oil downstream trends in Indonesia and other Asian oil-producing countries, and gained an understanding of the oil situation and needs in those countries. The JCCP side presented the results of the survey to Mr. Waluyo during the information exchange meeting, and pointed out three issues that ought to be addressed with top priority—that is, strengthening the management base, upgrading refineries, and developing human resources.

Next, Mr. Waluyo presented a corporate overview of PERTAMINA, its recent business activities, and an outline of its human resource development and management reinforcement program. Since its privatization in 2003, PERTAMINA has been working to reinforce its management power, in order to survive against international competition. Mr. Waluyo's presentation illustrated PERTAMINA's dedicated efforts in implementing an extremely systematic management reinforcement program across its business segments, and strongly impressed the JCCP side. Mr. Waluyo also stated that human resource development is a top-priority issue in improving management, and that PERTAMINA is seeking training programs such as JCCP courses that not only focus on providing knowledge, but that also provide practical experience. The JCCP side assured Mr. Waluyo that JCCP will continue to provide training and technical cooperation based on the experience acquired by Japanese companies in



*At the Cosmo Oil Head Office:
With Mr. Yaichi Kimura, President (left)*

the oil downstream sector in improving management activities in their respective fields.

4. Cosmo Oil Co., Ltd., Head Office (March 3)

Mr. Waluyo paid a courtesy call on Mr. Yaichi Kimura, President, Cosmo Oil Co., Ltd., who is also president of JCCP. A staff member gave a presentation that covered Japan's oil situation, the globalization of Japan's oil businesses, the status of overseas technical cooperation, and personnel management and human resource development in an oil company. After the presentation, the two leaders exchanged views on various oil-related topics. Mr. Waluyo took special note of how the present state of Japan's oil industry and JCCP activities are supported by the cooperation of member companies in the oil industry. As the leader of PERTAMINA's human resource development department, he also expressed strong interest and asked many questions about human resource development practices in Japan's oil companies.

5. Cosmo Oil Co., Ltd., Sakaide Refinery (March 4)

Mr. Katsuyuki Ihara, General Manager, and other senior officers warmly welcomed Mr. Waluyo to



At Cosmo Oil Co., Ltd., Sakaide Refinery

the refinery. A staff member gave a presentation on human resource management/development practices and safety operations at the refinery, and took Mr. Waluyo on a tour of the refinery site. Based on his prior experience as an engineer in charge of HSE (health, safety, and environmental management) at a refinery, Mr. Waluyo engaged the refinery members in active discussions on his first visit to a Japanese refinery.

This invitation program may have been a short few days, but we feel we have achieved our original objective of providing greater understanding of Japan's oil industry and JCCP activities to Mr. Waluyo, and of securing PERTAMINA's continued cooperation in future JCCP activities.

Lastly, we extend our deepest appreciation for the kind cooperation of everyone who spared their valuable time and effort for this program.

<by Takashi Hori, Operations Dept.>