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Hashim Sayed Hashim: Project proceeding as scheduled

Hatem Al-Awadhi: Masterly implementation of a complicated six-phase operation



KIPIC's administration during the visit

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Deputy CEO for Al-Zour Refinery, Hatem Al-Awadhi said, "This inspection visit aims to ensure the security measures, and to check the latest developments at the project site, 80 percent has been completed so far and everything will be done by mid-October."

Al-Awadhi met those responsible for the project and visited the factory ship where the underwater pipes are welded. These pipes will be placed into the

water later on. He stated that this is a complicated sixphase operation that is being implemented masterly. Moreover, Major Projects Group Manager for Al-Zour Refinery, Khalid Al-Awadhi disclosed that work on the underwater pipes is one of the vital stages of Al-Zour project. These pipes will link the refinery to the Artificial Island, which covers a distance of 17 kilometers. The operation includes up to 7,500 pipes and each pipe is 12 meters long. He stressed that it was a "accident-free achievement,"

CEO's message

KIPIC's family.. **Prestigious Professionalism**



I would like to express my pride in the professionalism and high work ethic that prevails Kuwait Integrated Petroleum Industries Company (KIPIC). We are constantly striving to reinforce our work ethics, maintain our high reputation as a flagship company that we garnered during the short period since we went live.

To achieve that goal, I invite you to complete the Code of Conduct E-Training course. The Code of Conduct constitutes a strong reference to our work ethos, and provides you with effective strategies that enable you to make the right decisions, and to avoid any conflicting situations. I encourage you to take your time going through the content. Your co-operation is greatly valued.

Hashim Sayed Hashim Chief Executive Officer

Abul appointed as

DCEO

Kuwait Integrated Petroleum Industries Company (KIPIC) has issued an administrative announcement appointing Mahmoud Abul DCEO for Financial and Administrative Affairs succeeding former DCEO, Khaled Al-Qaoud. The company congratulated Abul and wished him best of luck in his new position, while hailing Al-Qaoud's great efforts and dedication



since the launching of the company.



been achieved without injuries



Introductory program to explain code of business conduct to KIPIC's employees



KIPIC: Transfer of the third and last batch of new employees from Al-Shuaiba Refinery



Hatem Al-Awadhi: We are keen to train Kuwaitis on using state-of-the-art technology

KIPIC marks first anniversary... steady steps, accelerating growth and ambition to be a world-renowned company

Kuwait Integrated Petroleum Industries Company (KIPIC) is marking its first anniversary, with steady steps and ambition of which the sky is the limit.

KIPIC was established in October 2016 with a capital of KD 1.8 billion. It was founded to manage three of Kuwait's most strategic mega projects; Al-Zour Refinery, which has a capacity of 615,000 barrels per day (bpd), the LNG Import Facilities that will produce 3 trillion British thermal units (about 65,000 tons) daily, and the Petrochemicals Complex (PRIZe) that will provide aromatics, polypropylene and gasoline.

The three giant projects will no doubt maximize the national income and diversify its sources, and fulfill the local demand for energy.

KIPIC's goal is to become a leader in integrated refining, petrochemicals operations and LNG supply. In addition to maximizing shareholder value, achieving operational excellence, unlocking the potential in staff and caring for the community.

A subsidiary of Kuwait Petroleum Corporation (KPC), KIPIC adopts a mission to manufacture refined petroleum, petrochemicals products and supply LNG in a reliable, efficient, safe and environmentally responsible manner. This is to be done in order to meet Kuwait's energy demand, maximize profit through integration, develop a professional and competent workforce and enable the development of the local economy.

The company aims to diversify the sources of KPC's income through constructive



Achievements in arecord time

integration between refining operations petrochemicals, and achieving operational excellence through efficiency and effectiveness of operations, as well as preserving health and safety requirements, and environmental standards.

It also seeks to create new jobs for Kuwaiti

manpower, including fresh graduates, supporting and promoting to manage its assets, and lead it to global levels.

Al-Zour Refinery, one of the world's largest in the industry, is a major initiative in KPC's strategy, planned to produce 650,000 bpd. It will come to constitute up to 46 percent

of Kuwait's refining capacity, that will grow from 9936 bpd, to 1.4 million bpd daily.

The Refinery will primarily offer local power stations 225,000 bpd of low-sulphur fuel oil (LSFO), as well as 340,000 bpd of high-value light products that cope with future standards for export purposes to the world markets.

The major contracts of the projects cover five packages, worth KD 3.95 billion, out of the total cost of the entire project, which is KD 4.87 billion.

The LNG Import Facilities is part of KPC's strategic plan to "fulfill the local demand of fuel" until 2030. The project is the first of its kind in Kuwait, and will help supply the country's growing needs of LNG for power generation, as well as for refineries and petrochemical industries.

In the short term, the LNG Import Facilities project is expected to play a significant role for supplying the optimal mix of natural gas for local power stations, together with the eco-friendly fuel oil from Al-Zour Refinery.

This will help provide additional quantities of the crude, gas oil for exporting, and augment the value of the state's oil wealth.

The Petrochemicals Complex (PRIZe) is planned to produce high quality products like p-Xylene (para-xylene), benzene, polypropylene and gasoline for local demand, and for exporting to world markets. In addition, the project offers opportunities for further development of manufacturing by local entrepreneurs in the future.

Al-Jimaz: 18 percent completion of LNG Import Facilities

About 18 percent of the work at the LNG Import Facilities has been completed, says KIPIC's Deputy CEO for Petrochemical and Liquefied Gas, Ahmed Al-Jimaz.

Talking to reporters at the opening of the "Honeywell Technology Summit - Kuwait 2017," organized by the US Honeywell Technology Solutions Inc., Al-Jimaz said that the first phase of the project will be completed by September 2020 and the second in February 2021.



Ahmed Al-Jimaz.

The LNG Import facilities is a unique project in the region in terms of size and capacity, Al-Jimaz asserted, adding that KIPIC is now working on the initial engineering

of the Petrochemicals Complex (PRIZe), in coordination with the project's consultant. Construction is expected to be completed by the last quarter of 2023. KIPIC is proceeding with specific steps in the implementation of the mega project that it is managing, such as conducting initial engineering studies, estimating the volume of investment and verifying economic feasibility of the project, as well as seeking for financial sources, he narrated.

Al-Gharaballi: LNG Import Facilities' capacity is 65,000 tons per day

KIPIC's Performance Management Team Leader, Al-Gharaballi Mohammad announced that Al-Zour Refinery will start operating in December 2019, while LNG Import Facilities will be completed by September 2020 and the Petrochemicals Complex (PRIZe) in 2023. Speaking at the symposium organized by the Petroleum Media and Public Relations Department of the Ministry of

Oil, Al-Gharaballi confirmed

that work at KIPIC is

proceeding as planned.

He stated that Al-Zour Refinery will be one of the world's largest, considering it has a capacity of 615,000 barrels per day (bpd) – about 46 percent of the total refining capacity in Kuwait.

With a total cost of USD 4.8 billion and five major phases, the strategic Al-Zour Refinery Project will primarily supply 225,000 bpd of low-sulphur fuel oil (LSFO) to local power plants, as well as 340,000 bpd of high-value light products.

On the LNG Import Al-Gharaballi Facilities, said it will produce 3 trillion British thermal units per day - about 65,000 tons.

The LNG project will provide the optimal mix of natural gas for Kuwait's power stations, together with eco-friendly fuel from Al-Zour Refinery. objective behind the decision to establish LNG Import Facilities is to meet local demand for fuel until 2030, Al-Gharaballi explained.



Mohammad Al-Gharaballi

Al-Ajmi: A million working hours have been achieved without injuries

Making Sure that all employees are aware of safety measures

Kuwait Integrated Petroleum Industries Company (KIPIC) Maintenance Group Manager, Eng. Mohammad Al-Ajmi visited the first package of Al-Zour Refinery and Al-Zour School 4, and was accompanied by the Workshops

and General works team leader, of the inspection program applied Eng. Saleh Al-Meghwar.

Al-Ajmi said that this visit was made to inspect safety measures, and health and environmental precautions.

He noted that such visits are part

by all officials according to a decided timetable throughout the year, stressing that all employees should be well aware of all safety measures, and their due roles in case of emergency.



KIPIC begins training to enhance the skills of its newly recruited employees



Ali **Mohammad** Al-Ajmi: The goal is to familiarize new employees with Abdullah Refinery units

KIPIC's new employees

The Al-Zour Refinery Operations Group has organized a meeting for KIPIC's new employees, in collaboration with Mina Abdullah's Operations Department and the Training and Career Development Department at Kuwait National Petroleum Company (KNPC).

This program is considered the first step in the training and development of the staff, which consists of specialized technical training courses in and outside of Kuwait. Al-Zour Refinery Operations Group Manager, Ali Mohammad Al-Ajmi pointed out that this is the initial step in implementing

the training and development program for

newly recruited employees. He disclosed the meeting that was held in cooperation with Mina Abdullah's Operations Department and KNPC's Training and Career Development Department.

The meeting was aimed at familiarizing the newly recruited employees with Mina Abdullah's units through training and technical courses incorporated in Mina Abdullah's training programs.

Al-Ajmi said, training will commence for two to three years, until the operations begin at Al-Zour Refinery, adding that there will be specialized training programs in and outside of Kuwait in a bid to train employees

in operating the strategic project of Al-Zour Refinery.

Furthermore, Field Operator Mohammad Al-Thufairi, who moved to KIPIC recently, expressed appreciation for the company's keenness in conducting training courses to enhance the skills of new employees, such that they will greatly contribute to achieving the company's desired goals.

Talking about moving to KIPIC and the related procedures, he affirmed that the transfer process were very smooth. He said that all matters were explained clearly and all questions were answered adequately.

Al-Thufairi concluded, "I am so happy to

be moving to KIPIC and I am proud to be one of the cofounders of the company, which motivates me to work hard and do my best. I wish this company continues to toe the path towards progress and success.

Another Field Operator, Ahmad Al-Otaibi, reaffirmed, "The transfer procedures were very easy and smooth. For me, the vision was very clear. I'm so happy to move to the company. I wish we can do something for the company and our dear nation."

On the training courses, he asserted "I expect these courses to be productive and yield good results, thanks to the proper arrangements made by the company's administration."

Events 3

KIPIC: Export of oil derivatives will be initiated in December 2019





Al-Awadhi: Masterly implementation of a complicated six-phase operation

Hashem Sayed Hashem: Project proceeding as scheduled

KIPIC will start exporting oil derivatives in December 2019, whereas works on underwater pipes at Al-Zour Refinery Project will be completed in mid-October. 80 percent of the piping work, welding and placing them into the water has been done.

Speaking after the visit made by KIPIC's administrative team to the work site, CEO Hashem Sayed Hashem stressed that the project is proceeding as scheduled. He commended the efforts exerted by the project administrator and contractor in this regard.

Work on the underwater pipes for exporting oil derivatives is in the final stages The fifth and final stage will be completed by mid-October. It is a great achievement considering the phases of the project, Hashem stated.

"We made an important visit to the project to see how work is proceeding during this vital stage, as well as to check the security and safety measures taken," he noted.

The CEO stressed that the facilities of oil derivatives export will play a major role in the operation of the refinery.

Deputy CEO for Al-Zour Refinery, Hatem Al-Awadhi clarified, "This inspection aims to ensure security measures, and to check latest developments at the project site, 80 percent

has been completed so far and everything will

be done by mid-October." He revealed that they met those responsible

for the project which launched in July, also stating that they visited the 'factory ship' where the underwater pipes are welded. These pipes will be placed into the water later, he added. He went on to say that this

is a complicated six-phase operation being implemented masterly.

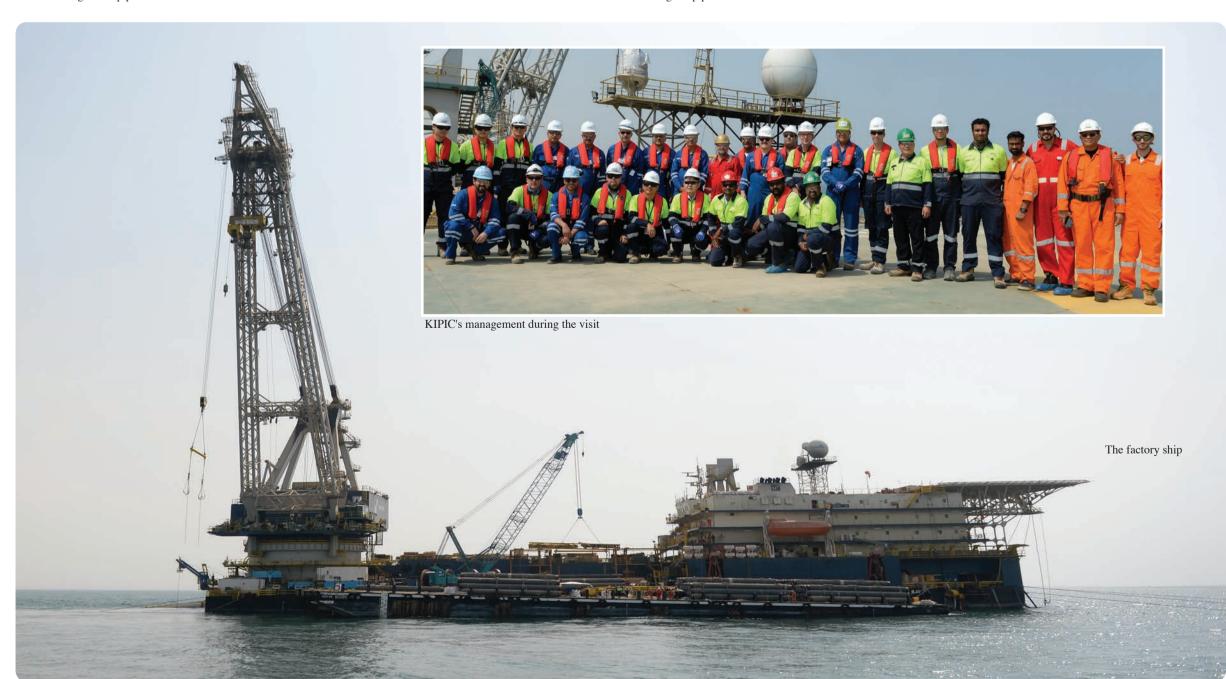
Moreover, Major Projects Group Manager for Al-Zour Refinery, Khalid Al-Awadhi disclosed that work on the underwater pipes is one of the vital stages of Al-Zour project. These pipes will link the refinery to the Artificial Island, covering a distance of 17 kilometers. The operation includes up to 7,500 pipes and each pipe is 12 meters long. It is an "accident-free achievement," he stressed.



The welding of the pipes



Placing the pipes in the water



Introductory program to explain code of business conduct to KIPIC's employees



Hashim Sayed Hashim with the new employees

Hashim Sayed Hashim: You're a major element for KIPIC

KIPIC has organized a three-day introductory program for employees who have recently joined the company, in order to familiarize them with the code of business conduct at the company, the nature of work and the goals it is seeking to achieve.

Addressing the gathering, KIPIC's CEO Hashim aved Hashim voiced pleasure for meeting the new employees, saying he is keen that they would have a clear vision of work, and how to pass the training phasesuccessfully.

"You're a major element in KIPIC, and we are ready to eliminate any difficulties you may face,"

The three-day program is the first for the newlyrecruited staff, said First Controller, Training and Career Development, Munira Hamad Al-Nukhilan.

"The aim is to introduce them to KIPIC, its departments and the services it provides. Also, explaining to them in details on career development and financial matters, "she added.

These young men and women are new to the oil sector - at the beginning of their path- and "we, through the program, seek to clarify all relevant matters," Al-Nukhilan said,.

She praised the employees' ardor and eagerness to make the most of the information presented during the event.

Mechanical Maintenance Engineer, Faisal Al-Behiri, a new comer into KIPIC, said that he had benefited a lot from the introductory program. It helped him get acquainted with the ideas and orientations of the company, together with the training plans for the new staff.

KIPIC is the latest firm in the oil sector, and is managing strategic projects that will boost the national economy, he said when asked why he joined the company.

"As young people, we always aspire to join such ambitious companies that provide state-ofthe-art training programs, so that we can promote ourselves and serve our dear nation," Al-Behiri

Sheikha Al-Bahari, also a Mechanical Maintenance Engineer, said that the program had presented them with information on the company and the planned training courses to develop oneself.

When asked why she joined KIPIC, Al-Bahari said "The company is managing new national projects, where young people are eager to work and develop the nation's economy

"It is a new challenge, and we are working hard to succeed," she said, pointing to the elevated dealings and high professionalism of decisionmaking and procedures at KIPIC.

" The introductory program was great, I learned a lot from it" said Design engineer Nassar Al-Asfar. "We are pleased to gain new experience here at

KIPIC and we hope that it will be a strong addition to the national economy," he added.

Munira Al-Nukhilan: Participants were very enthusiastic



Faisal Al-Behiri: Young people aspire to join such ambitious companies



Nassar Al-Asfar: We have learnt a lot from the introductory program



Sheikha Al-Bahari: **Dealings** at KIPIC are elevated and highly professional



A part of the introductory gathering



Answering all the questions



Munira Al-Nukhilan explains to the new employees

Events 5

KIPIC: Transfer of the third and last batch of new employees from Al-Shuaiba Refinery



The new employees

In a new step towards integration through its management of the Petrochemical Complex and LNG Import Facilities, Kuwait Integrated Petroleum Industries Company (KIPIC) announced transfer of the third and last batch of Al-Shuaiba Refinery employees to KIPIC -- about 160 employees including team leaders, engineers and operators.

KIPIC's CEO, Hashim Sayed Hashim said "This last batch, which includes a number of engineers and operators, will be a significant part of KIPIC." He noted that they will play an important role in the operation of Al-Zour Refinery and valuable addition to the promotion of the company's role.

He disclosed that this batch, which consists of about 160 employees, is the largest ever and includes several experts. He affirmed that there is a clear-cut plan for training the new employees. KIPIC's Deputy CEO for Al-Zour Refinery, Hatem Al-Awadhi stated "This batch includes experts who will undergo training courses at Mina Abdullah, especially the new units at Al-

Al-Ajmi: We will follow up engineering studies and begin preparations for various stages of operation

Al-Husseini: We hope to help young people develop themselves

Al-Hajri: We are enthusiastic in contributing to the establishment of Al-Zour Refinery

Zour Refinery."

"They will work as a united group keen on achieving the goal of operating Al-Zour Refinery by 20182019-, which requires intensive training." Furthermore, KIPIC's Deputy CEO for Petrochemicals and Liquefied Gas, Ahmad Al-Jeemaz expressed happiness over the transfer of this group whom he had worked with at Al-Shuaiba Refinery for nearly five years. He expects them to work at Al-Zour Refinery with dedication and perseverance so they can operate the company's facilities efficiently.

KIPIC's Human Resources Team Leader, Mariam Al-Meslim explained that this group is part of the process of transferring Al-Shuaiba Refinery employees to KIPIC, which started with the transfer of engineers and operation employees in two batches.

"The demand was high and the transfer process was so smooth, that it did not take a long to complete the relevant procedures," she added. KIPIC has announced the appointment of

Mohammad Fahad Mohammad Al-Ajmi as Operation Team Leader at Area II (Al-Zour Refinery) who will be responsible before the Operation Group Manager (Al-Zour Refinery), Salem Faleh Abdullah Al-Hajri as Operation Team Leader at Area III who will be responsible before the Operation Group Manager (Al-Zour Refinery), and Adel Mohammad Akbar Al-Husseini as Operation Team Leader at Area V (Al-Zour Refinery) who will be responsible before the Operation Group Manager (Al-Zour Refinery).

Moreover, Operation Team Leader for Area II at Al-Zour Refinery, Mohammad Fahad Al-Ajmi said "We signed the transfer contracts and we are happy to join KIPIC. I have never worked on such a large project like Al-Zour Refinery before."

He pointed out that there were no difficulties, but we will still face challenges, asserting that they will follow up engineering studies and begin preparations for various stages of operation. Operation Team Leader for Area V at Al-Zour Refinery, Adel Mohammad Akbar Al-Husseini believes that the new refinery will be an incentive to gain more experience, and hopes that they can help the youths develop themselves."

He went on to say, "The company's administration was transparent as they clarified all details before the transfer. This company will be a big addition to the oil sector and the State of Kuwait."

Operation Team Leader for Area III at Al-Zour Refinery, Salem Faleh Abdullah Al-Hajri hopes that they can transfer the experience they got from Kuwait National Petroleum Company (KNPC) to KIPIC. "We are enthusiastic in contributing to the establishment of Al-Zour Refinery," he said.

"Over the last period, we were bent on setting out plans to distribute employees at Al-Zour Refinery," he disclosed.

"It is normal for such a huge project to face difficulties, but we are confident that through our concerted efforts, we will overcome these difficulties," he concluded.

Hashim: These new employees will be a significant addition

Al-Awadhi: This batch includes experts who will undergo training courses

Al-Jeemaz: They will be fully dedicated in working at Al-Zour Refinery



The procedures of transferring were easy



Team leaders after signing the contracts



Answering all the questions related to transferring



Hashim Sayed Hashim welcomes the new employees



A large number chose to transfer to KIPIC

October 2017



Hatem Al-Awadhi: We are keen to train Kuwaitis on using state-of-the-art technology

A large part of engineering works has been completed, the operating groups and project operation team have had several meetings

We need positive support from citizens

The next challenge is making preparations for the operation of projects

Transfer of contracts is considered a major challenge

We have monthly meetings with contractors to assess works



KIPIC's projects will provide energy, including oil and environmentally friendly fuel; and support power plants while taking into consideration various environmental concerns

We have completed the transfer of contracts without paying any additional sums or receiving any further conditions

The location of AlZour Refinery, LNG
Import Facilities and
Petrochemical Complex
will lead to the creation of
a strategic industrial zone

KIPIC's role is to ensure integration of the three projects which will be beneficial to kuwait

We purchased 40 reactors which are stored in Al-Shuaiba area

KIPIC's Deputy CEO for Al-Zour Refinery Hatem Al-Awadhi affirmed the company is keen to train Kuwaiti employees on using modern technology, adding that the company triumphed over a major challenge — the transfer of contracts.

Al-Awadhi also confirmed completion of a large part of engineering works in the project, indicating that the operating groups and the project operation team have met

several times.

He disclosed KIPIC's projects will provide energy including oil and environmentally friendly fuel, as well as support power plants, while taking into consideration

He disclosed KIPIC's projects will provide energy, including oil and environmentally friendly fuel; as well as support power plants, while taking into consideration various environmental concerns.

He said as well that the transfer of contracts was done without paying any additional sums or fulfilling any further legal conditions.

"We have monthly meetings with the contractors to assess the development of works and relevant needs. We need positive support from citizens," he said.

Al-Awadhi revealed the next challenge will be preparations for the operation of projects; pointing out that the location of Al-Zour Refinery, the LNG Import Facilities and Petrochemicals Complex (PRIZe) will lead to the creation of a strategic industrial zone.

Following is the full text of the interview:

What were the major challenges you faced during preparations for launching KIPIC?

- It was not easy to establish the company, so I consider it a big achievement. I thought it would only take about two months, but I discovered later that a lot more was required, such as budget, financial system and an organizational structure.

Also, the transfer of projects to the new company was quite difficult as there were already contractors working in them. The transfer required a legal study and an agreement. It took eight months to negotiate the transfer, which was successfully completed.

Actually, it was a unique experience that made us a company which is fully responsible for these projects.

Furthermore, it was not easy to recruit experienced employees. However, through cooperation with Kuwait Petroleum Corporation (KPC) and other subsidiaries; we posted advertisements, followed by the recruitment procedures and laying down of the organizational structure. After all these necessary procedures, the financial and administrative systems were set to greatly contribute to the successful execution of projects.

What about post-system stage?

- We have adopted the 'go-life' system which helps us meet weekly to take decisions regarding our work. Computer systems play a crucial role in this aspect. Therefore, the information technology team is one of our major groups as they have devised effective systems.

our major groups as they have devised effective systems. The most important step now is to achieve the three projects – Al-Zour Refinery, the LNG Import Facilities

and Petrochemicals Complex (PRIZe).

At present, the responsibility of KIPIC is to check the

implementation of the first two projects in terms of time

Consequently, we are bent on avoiding any harmful impact on these projects. This requires provision of human teams and financial systems, as well as legal circles, to deal with contractors according to the existing budget.

What were the key challenges you overcame in the last stage?

- The first and major challenge was the transfer of contracts. This was due to concerns about the possible requests of contractors - legal or financial - in return for transferring these contracts. Thankfully, the team who negotiated with the international companies succeeded in obtaining the required signatures. The task was not that easy as some of these companies had additional requests. Nevertheless, we managed to complete the transfer of contracts without paying any additional money or fulfilling any further legal conditions.

The second difficulty we faced was the selection of managers and team leaders. It was quite a daunting task. We were able to recruit managers from fellow associate companies. We also hired experienced employees from Al-Shuaiba Refinery, which was closed down in early April.

What about future challenges?

The next challenge will be getting ready for operating the projects. We faced the challenge through implementing the first stage, particularly the appointment of managers and team leaders. It also includes training Kuwaiti employees on using state-of-the-art technology.

What is the value of Al-Zour Refinery for Kuwait, since it is one of the leading world refineries?

- At the beginning of this project in 2004, the aim was to provide environmentally friendly fuel oil for power stations as urban expansion requires more energy and power plants. This strategic project will provide 225,000 bpd of environmentally friendly fuel or oil, so it is of paramount significance to Kuwait. It is an environmentally friendly project because it contains just one percent sulfur. This refinery will produce different types of oil, including heavy and light oil.

In addition, the Kuwaiti society will benefit a lot from the project as it will generate jobs for Kuwaitis in all sectors; as well as boost the local economy.

The location of the refinery, LNG Import Facilities and Petrochemicals Complex (PRIZe), will lead to the creation of an industrial zone in this region. Once it starts operating, there will be a populated area; thereby, turning everything into a strategic location.

What about the achievement rate in Al-Zour Refinery project?

- Regarding the four companies with which we signed contracts to execute the four projects, we can say one differs from the other. But, generally speaking, a large part of the engineering works has been completed; while the operating groups and project operation team have had several meetings.

For instance, this project witnessed the presence of managers for operations and maintenance from the very beginning to ensure quality; unlike the earlier situation when the operating groups began working only after completion of the project.

Up to 40 reactors have also been installed and they are

in an excellent condition.

Execution and corresponding work in storage tanks have also started.

We have monthly meetings with contractors in order to check the work progress and listen to their needs, especially those related to providing labor from abroad. I would like to thank the Ministry of Social Affairs and Kuwait Municipality, as well as other State agencies, for

their cooperation in bringing labor from overseas.

Finally, do you want to say something to

citizens on the importance of this project?

- It is important for them to know that KIPIC, just like other associate companies, plays a certain role. This role revolves around the integration process between the refinery, the LNG Import Facilities and the Petrochemicals Complex (PRIZe) projects.

They should also know that these projects will be beneficial to our country, as they will provide energy out of oil and environmentally friendly fuel; while supporting power plants in a way that takes into consideration various environmental concerns and serves public health.

Additionally, they will provide jobs and training for Kuwaitis. The expected manpower requirement is approximately 1,000 Kuwaiti graduates with high school, diploma and university certificates. Therefore, it is in the interest of everybody to complete these projects as planned. We are in dire need of positive support from citizens.

Al-Zour Refinery project, which was suspended several times, is now on the right track, and we hope that everyone will cooperate with us; especially other associate companies for KIPIC to become a model.