



# New Horizons: Creating Business Opportunities through Collaboration and Innovation

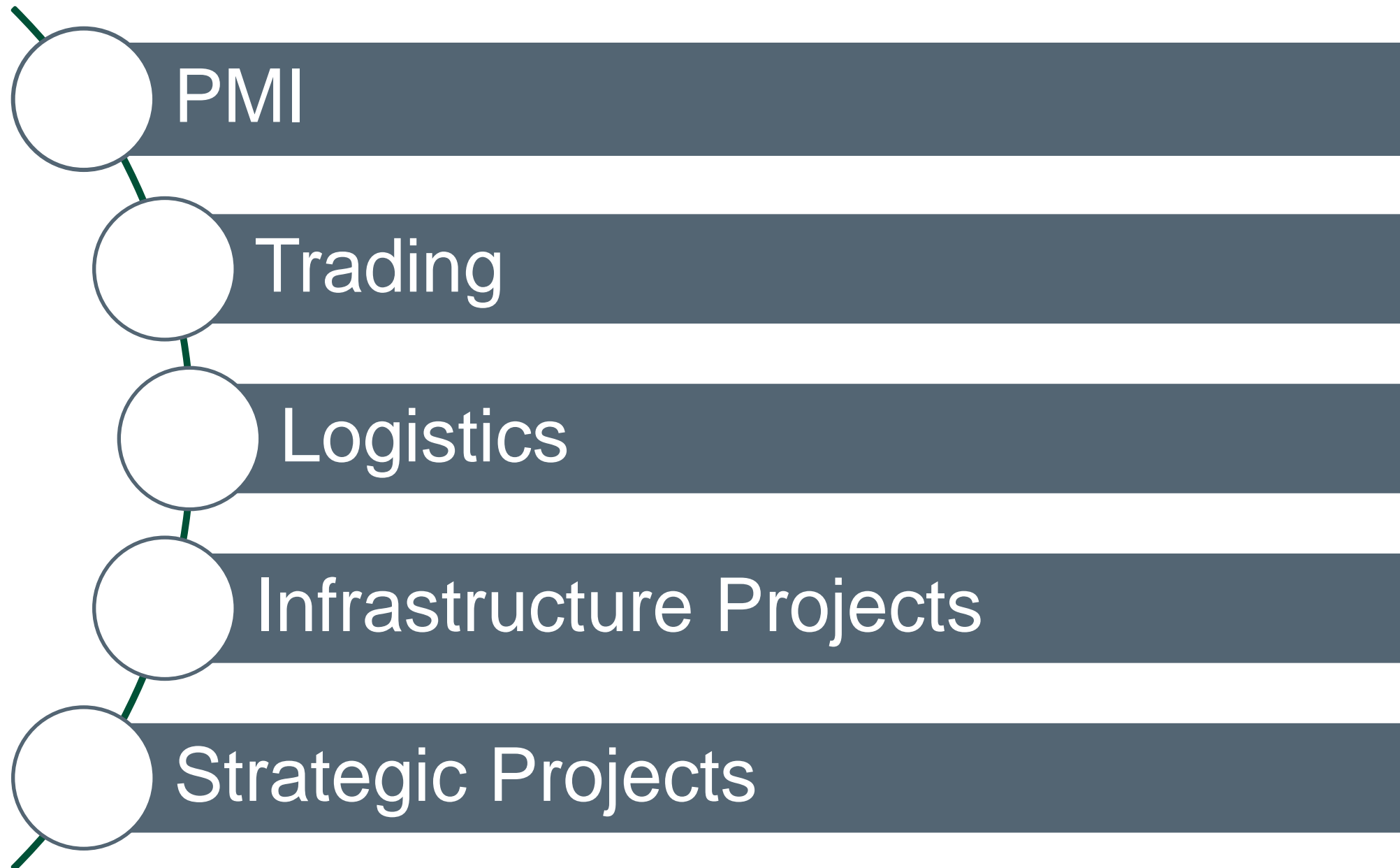
PEMEX Investor Day London - October 29, 2014

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[www.pemex.com](http://www.pemex.com)



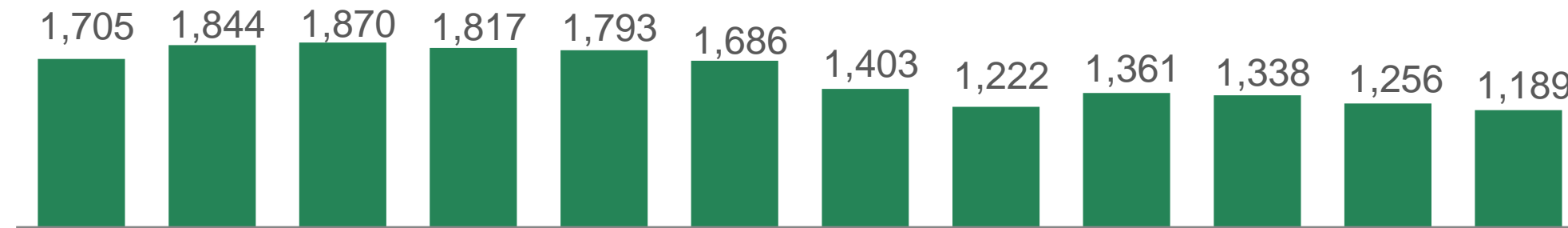
# Content



# Foreign Trading

## Crude Oil Volume

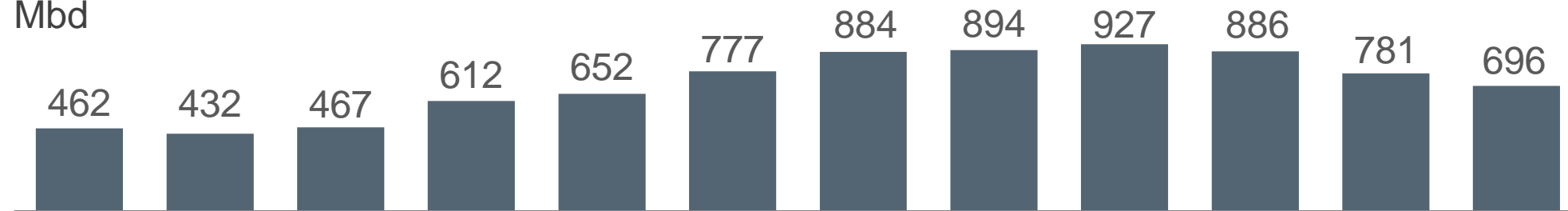
Mbd



- Reduction in crude oil exports since 2004
- Increasing proportion of heavy crude oil

## Petroleum Products Volume

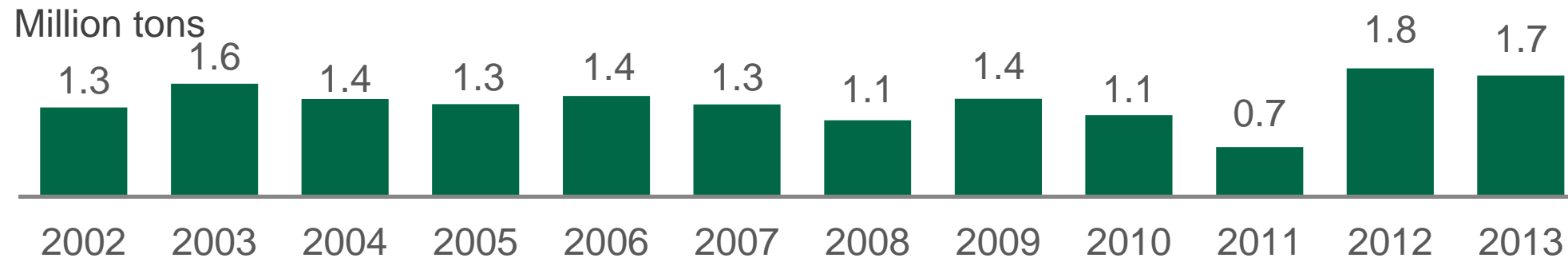
Mbd



- Important growth of petroleum products trading since 2003, especially clean products

## Petrochemical Products Volume

Million tons






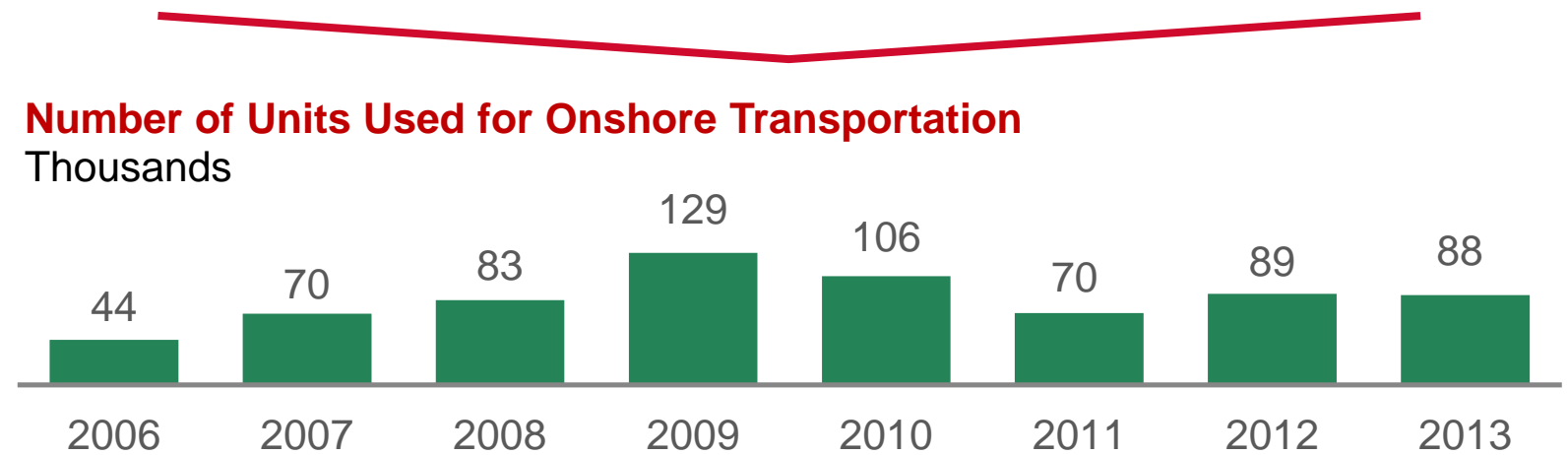
- Petrochemicals trading has remained stable

# Onshore Transportation

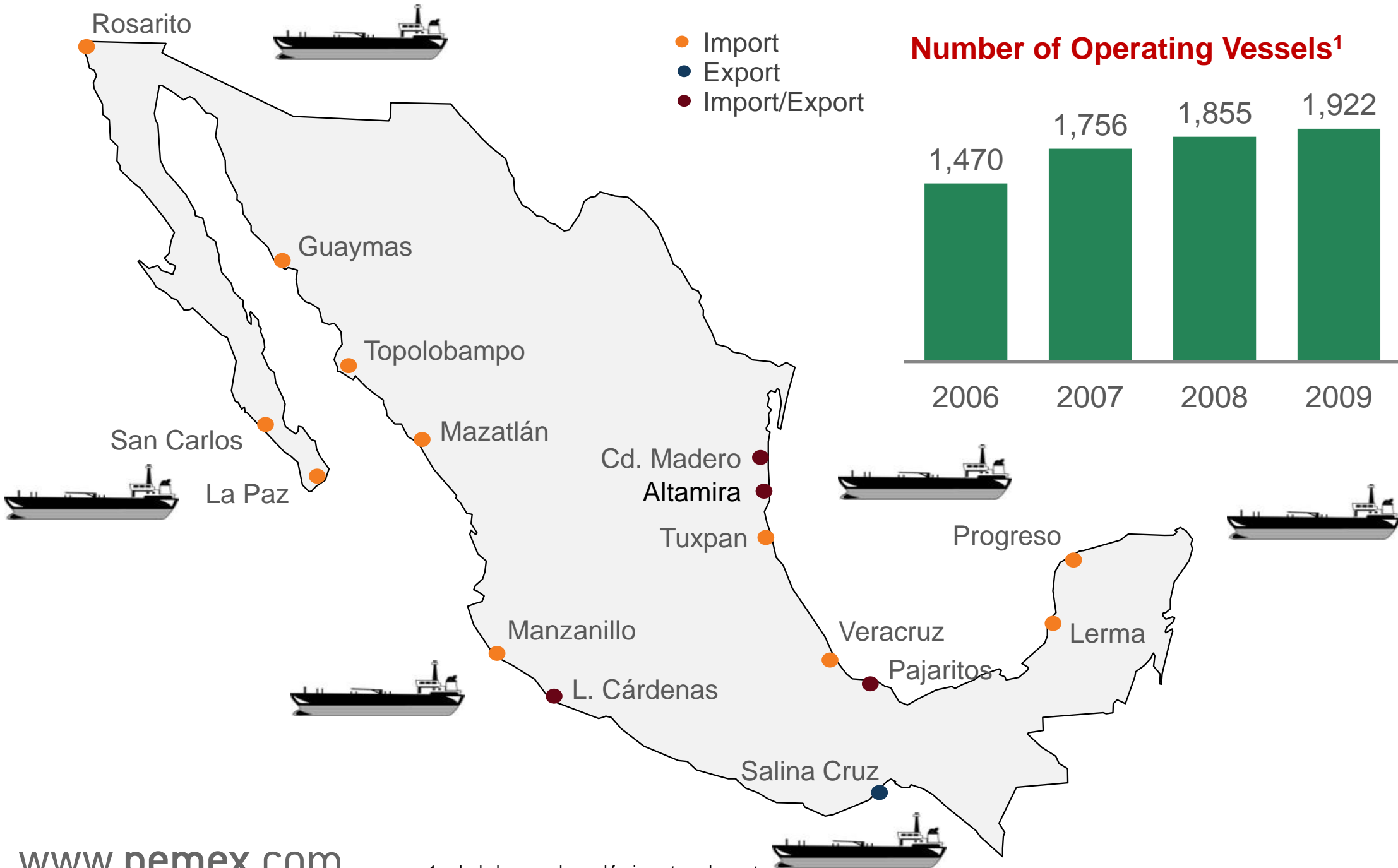
## Import / Export Locations in Mexico



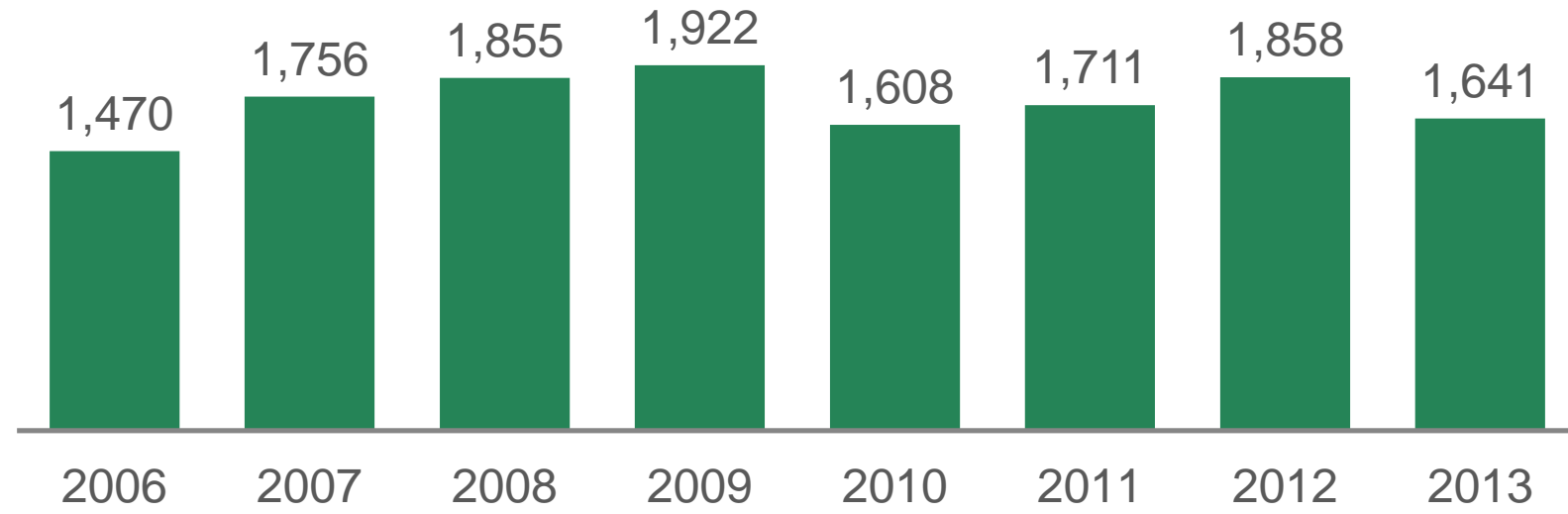
Location	Tank Truck 	Rail Car 	Container 
Rosarito	●		
Cd. Juárez	●	●	
Piedras Negras	●	●	
Nuevo Laredo	●		
Reynosa	●		
Matamoros	●	●	
Veracruz			●
L. Cárdenas			●
Manzanillo			●



# Offshore Transportation

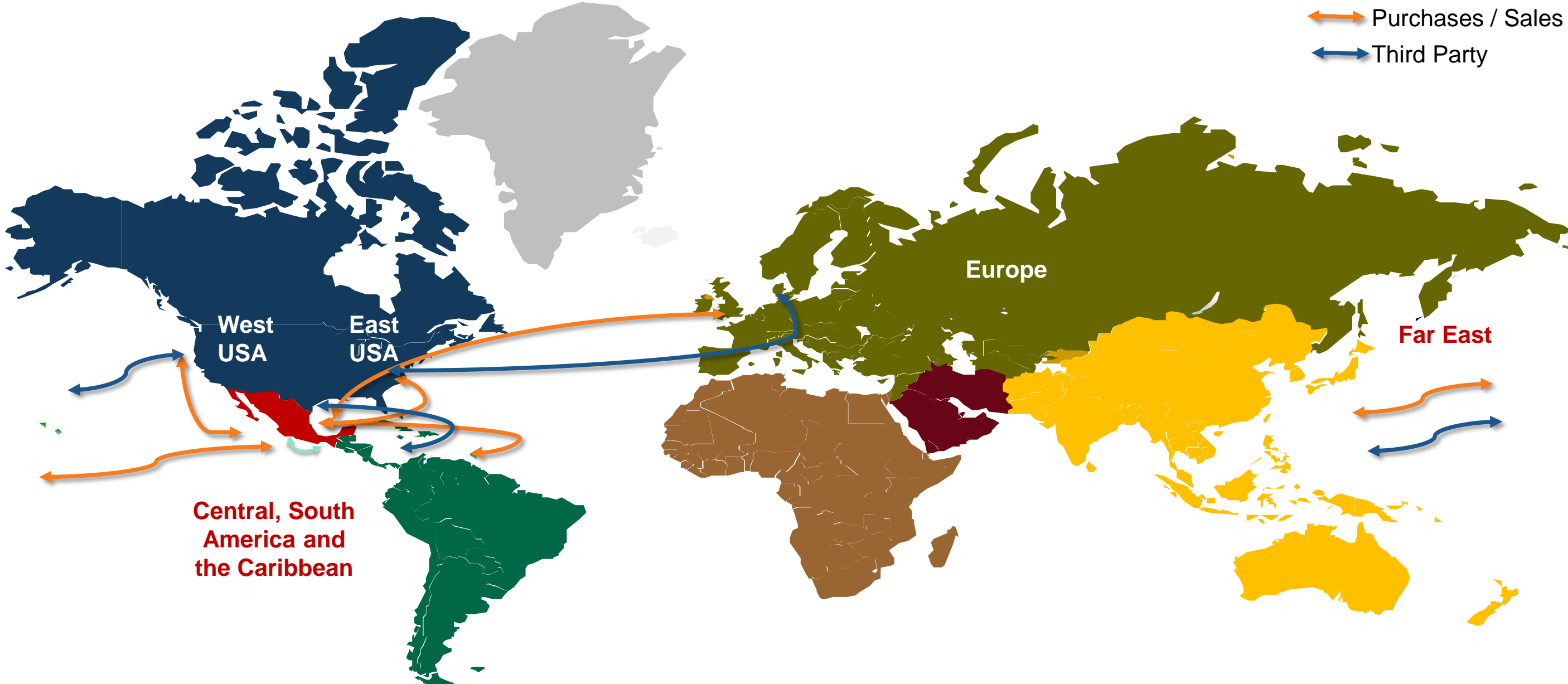


**Number of Operating Vessels<sup>1</sup>**



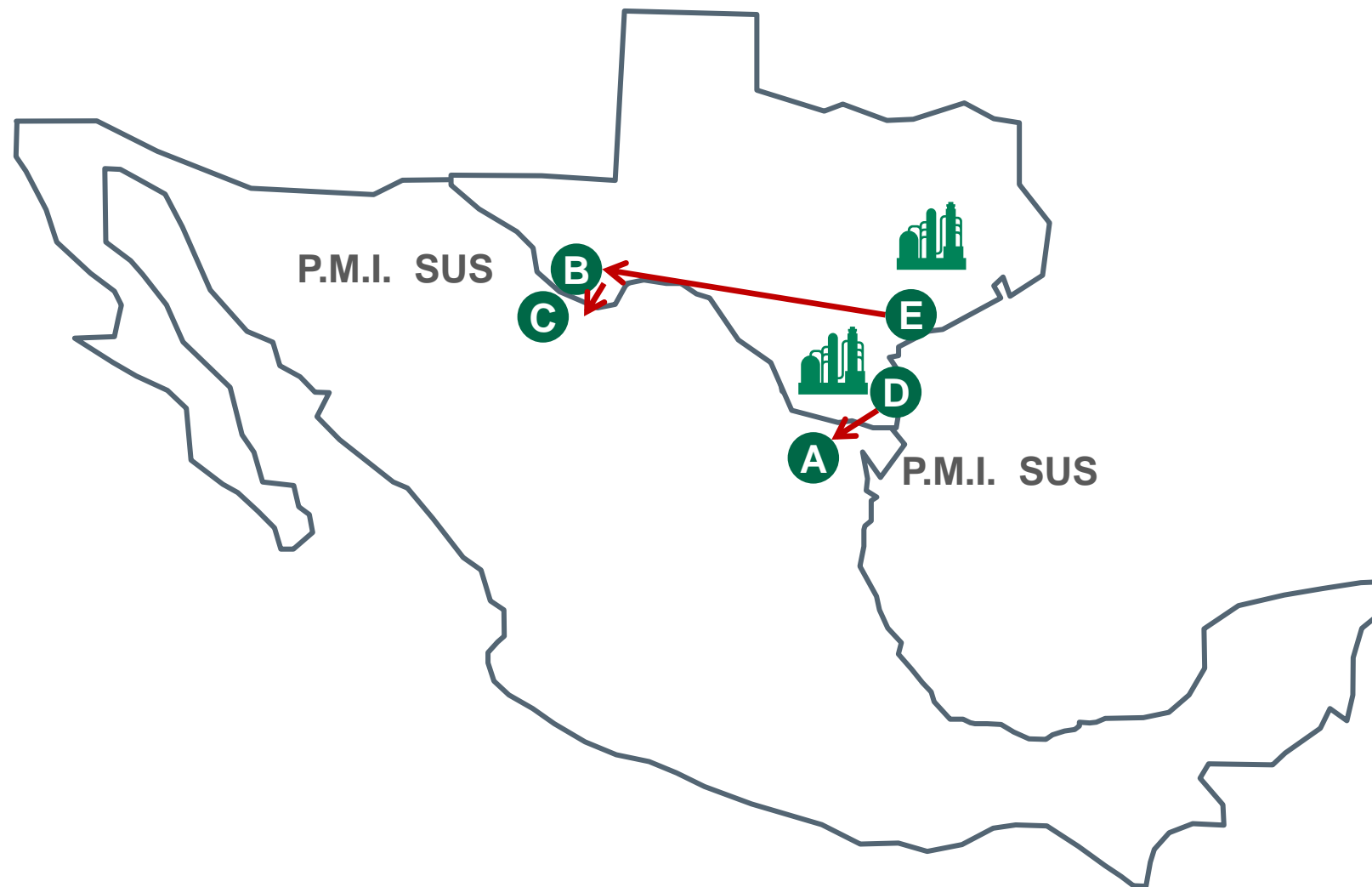
<sup>1</sup> Includes vessels used for imports and exports.

# Logistics: Shipping Map 2013



# Infrastructure Projects

PMI develops infrastructure projects to support its trading activity and enhance flexibility of PEMEX's foreign trading activities.



## PMI has developed the following projects:

- A Matamoros – Brownsville pipeline (2004)**
  - 10” diameter and 17 miles long
  - used for gasoline imports (910 Mb p/month)
- B PMI El Paso Terminal (2010)**
  - gasoline storage tanks with total capacity of 180 Mb.
- C Frontera Juárez pipeline (2010)**
  - 10” diameter and 48 miles long
  - used for gasoline imports (530 Mb p/month)
- D Frontera Brownsville terminal (2011)**
  - clean product storage tanks with total capacity of 1.5 MMb
- E Texas Frontera Terminal (2012)**
  - gasoline storage tanks with total capacity of 840 Mb

# Strategic Projects

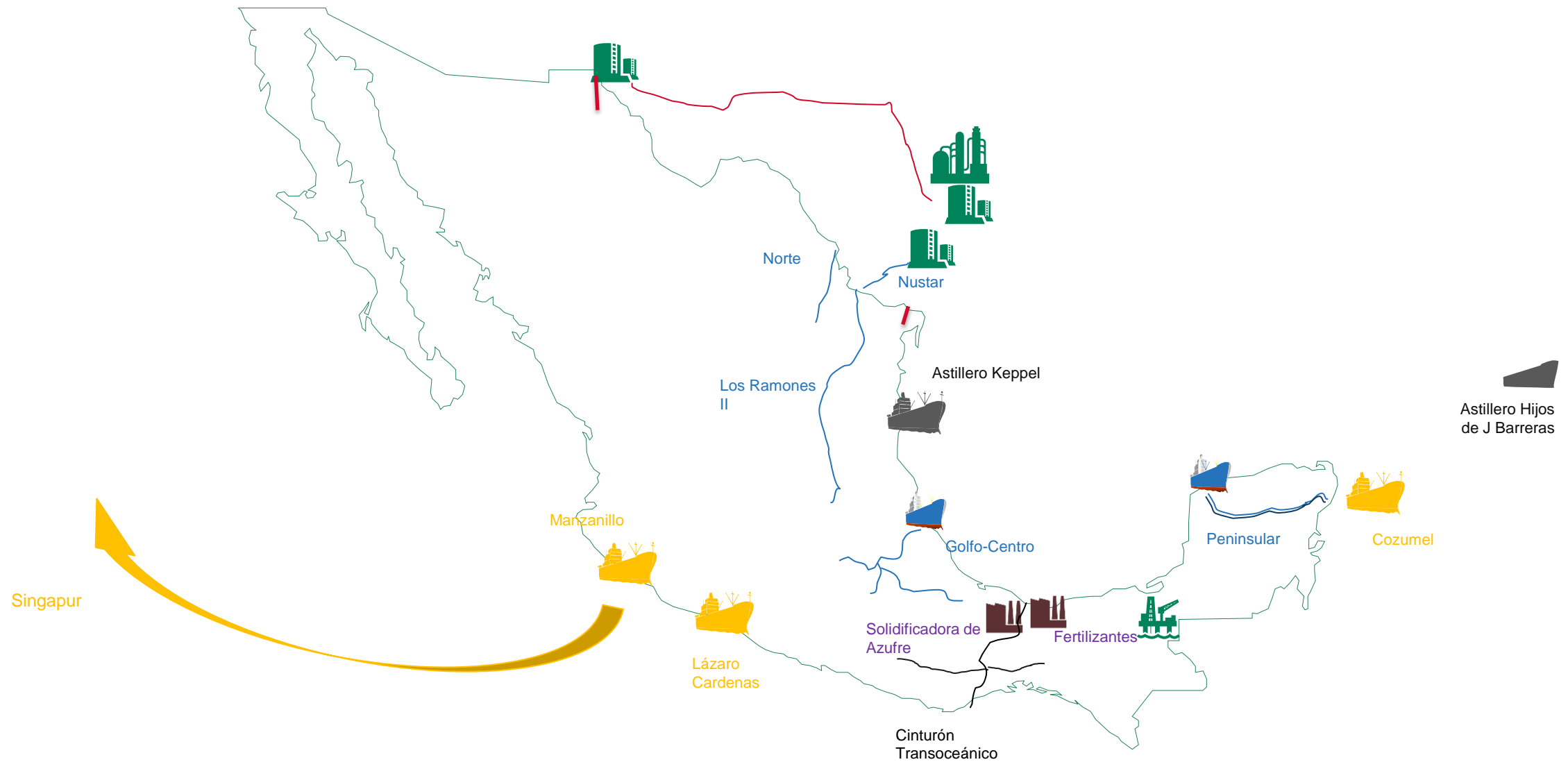
## PMI established alliances to enhance PEMEX's operations:

- Deer Park Refining Limited Partnership (1993):
  - joint venture between Shell Oil and PMI North America
  - Deer Park is the sixth largest refinery in the US, with total distillation capacity of 340 Mbd
- Vessels (2012):
  - PMI has acquired 10 vessels during the last 2 years for PEMEX's downstream activities





# Midstream New Projects





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