



# New Horizons: Creating Business Opportunities through Collaboration and Innovation

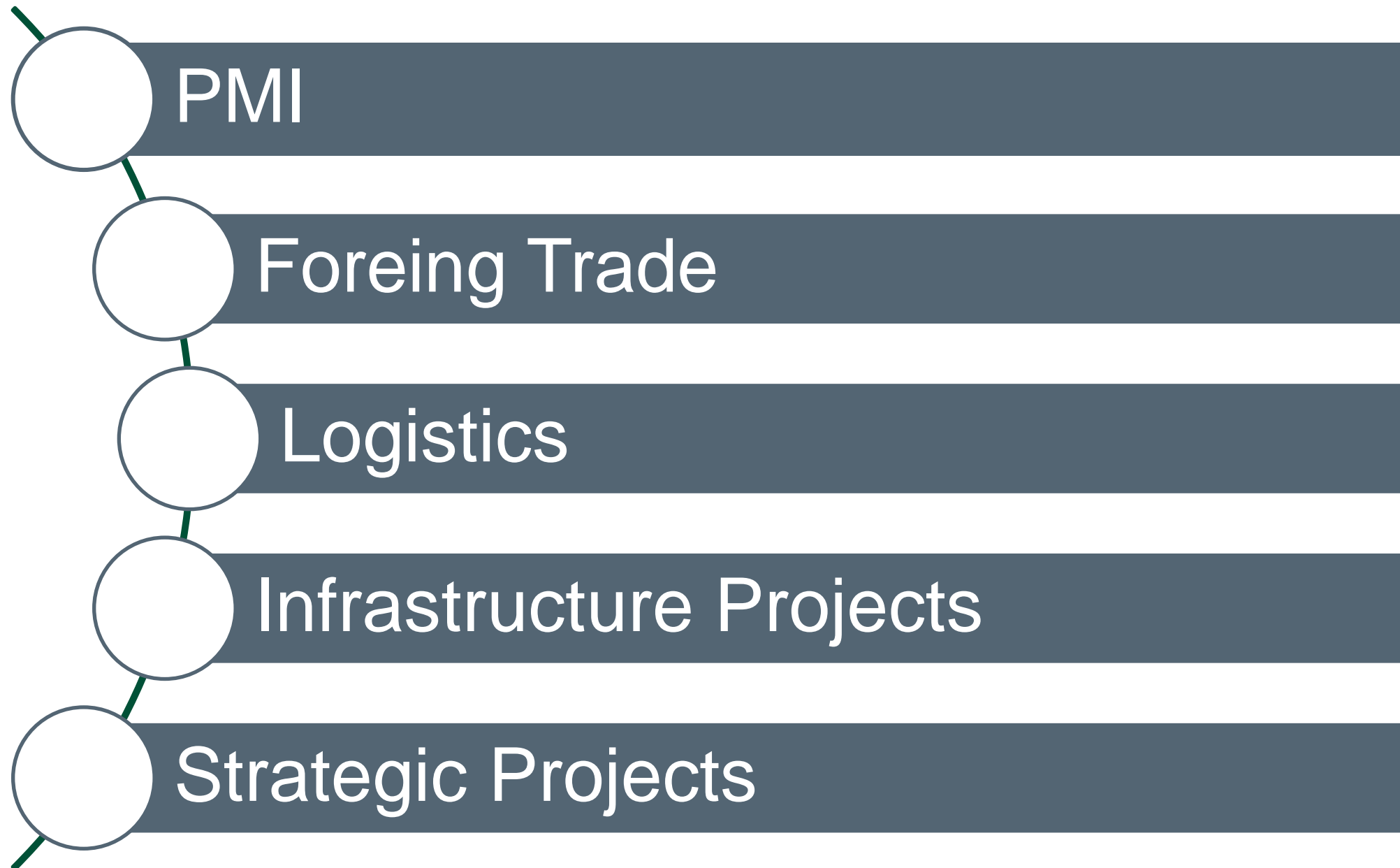
PEMEX Investor Day New York – December 4, 2014

José Manuel Carrera Panizzo  
CEO - PMI

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



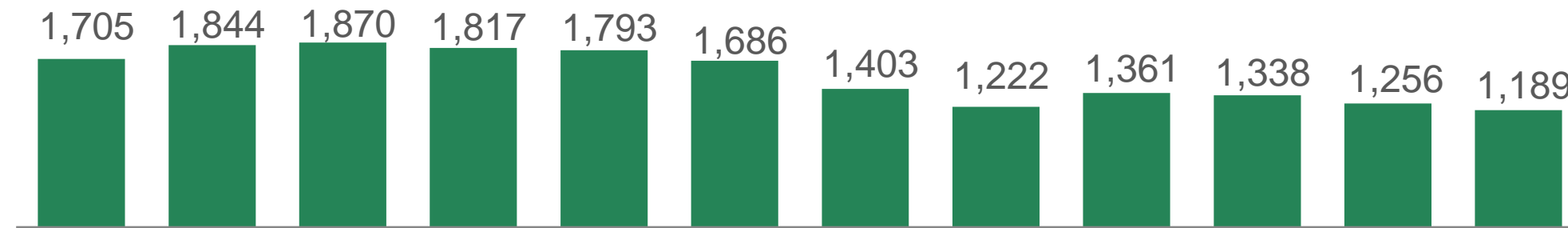
# Content



# Foreign Trade

## Crude Oil Volume

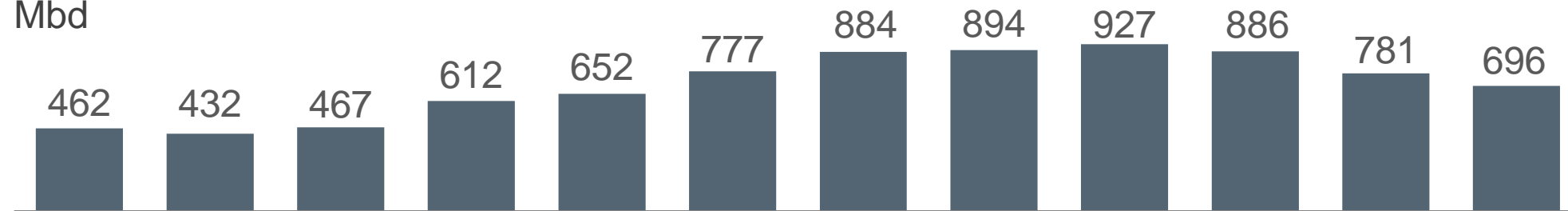
Mbd



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

## Petroleum Products Volume

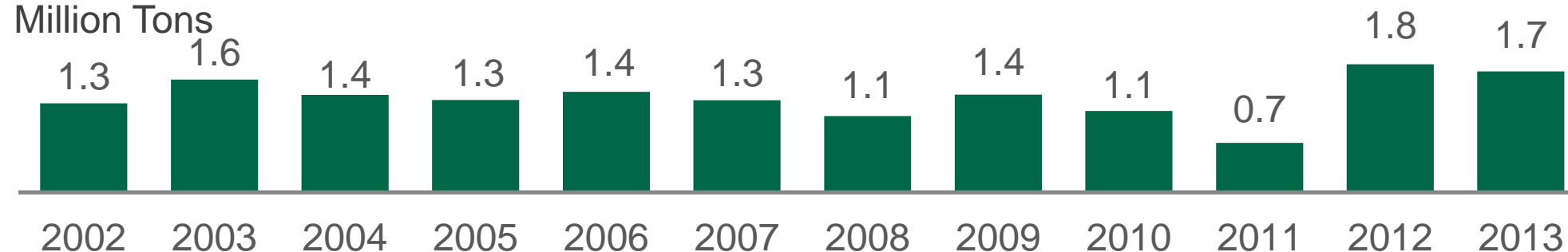
Mbd



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

## Petrochemical Products Volume

Million Tons






- Petrochemicals trading has remained stable



# Onshore Transportation

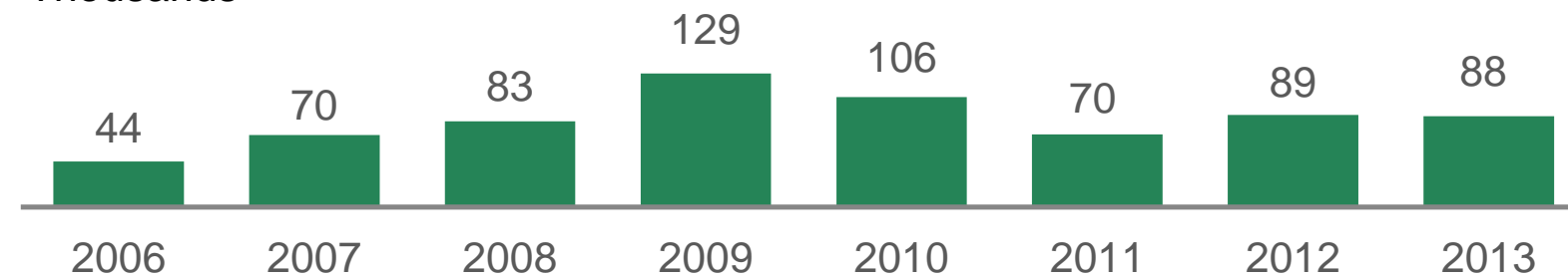
## Import / Export locations in Mexico



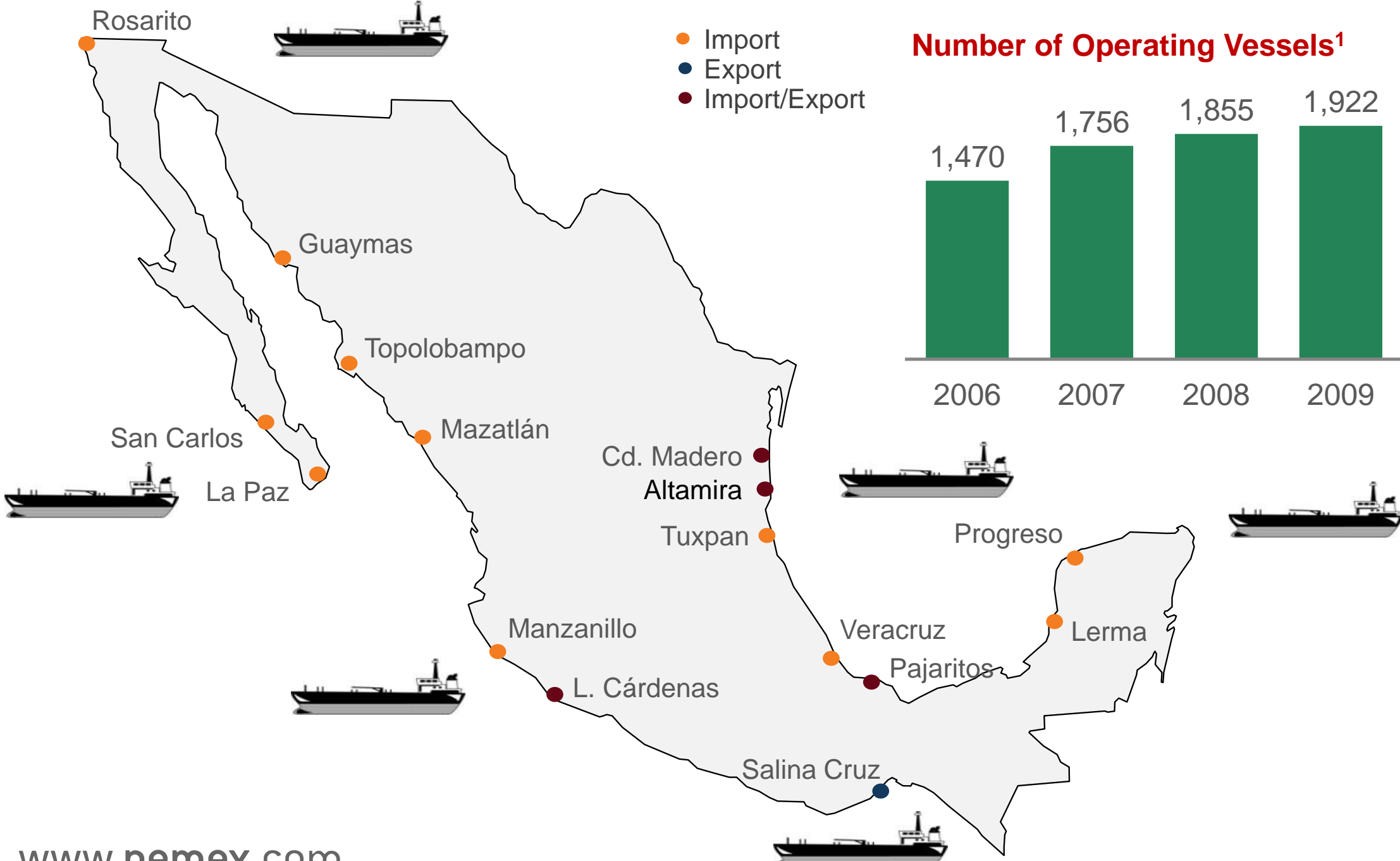
Location	Tank truck 	Rail car 	Container 
Rosarito	●		
Cd. Juárez	●	●	
Piedras Negras	●	●	
Nuevo Laredo	●		
Reynosa	●		
Matamoros	●	●	
Veracruz			●
L. Cárdenas			●
Manzanillo			●

## Number of units used for on-shore transportation

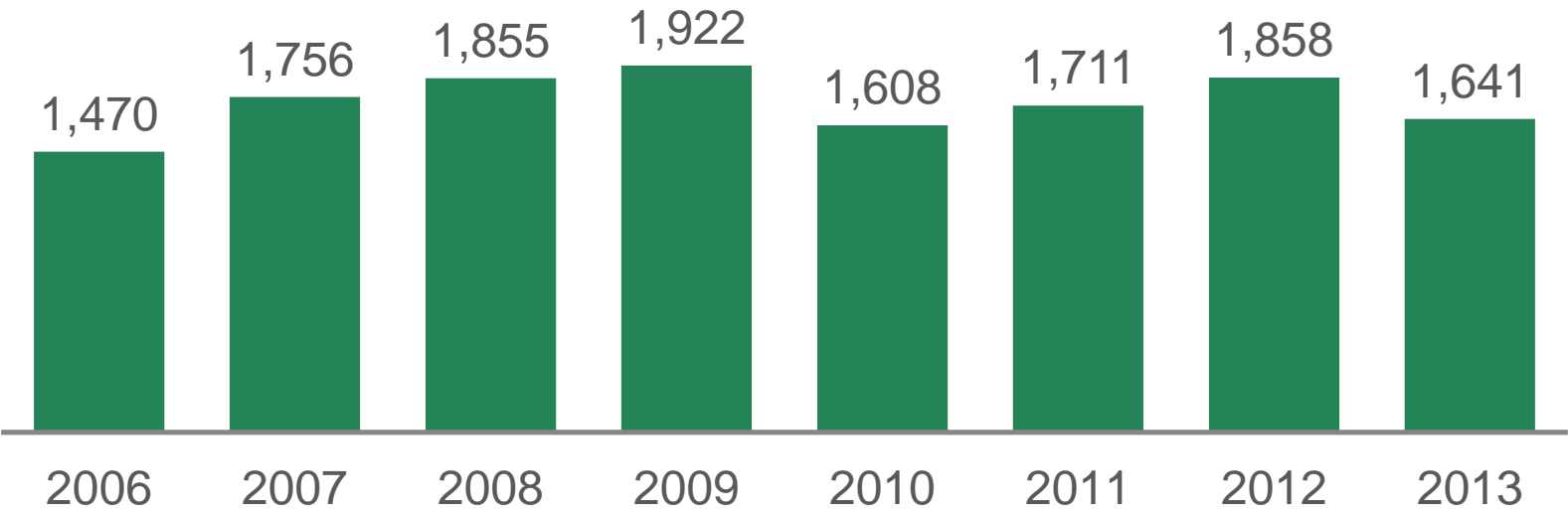
Thousands



# Marine Transportation

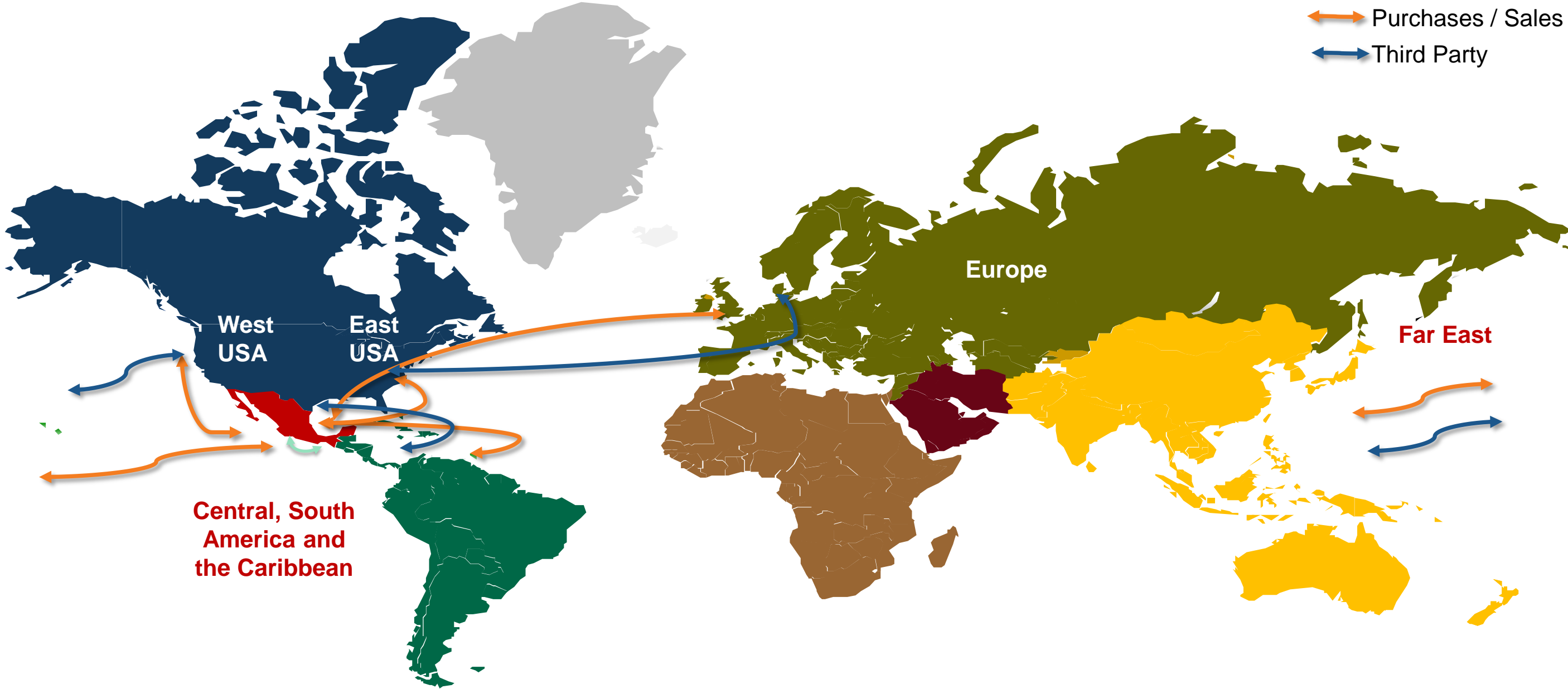


**Number of Operating Vessels<sup>1</sup>**



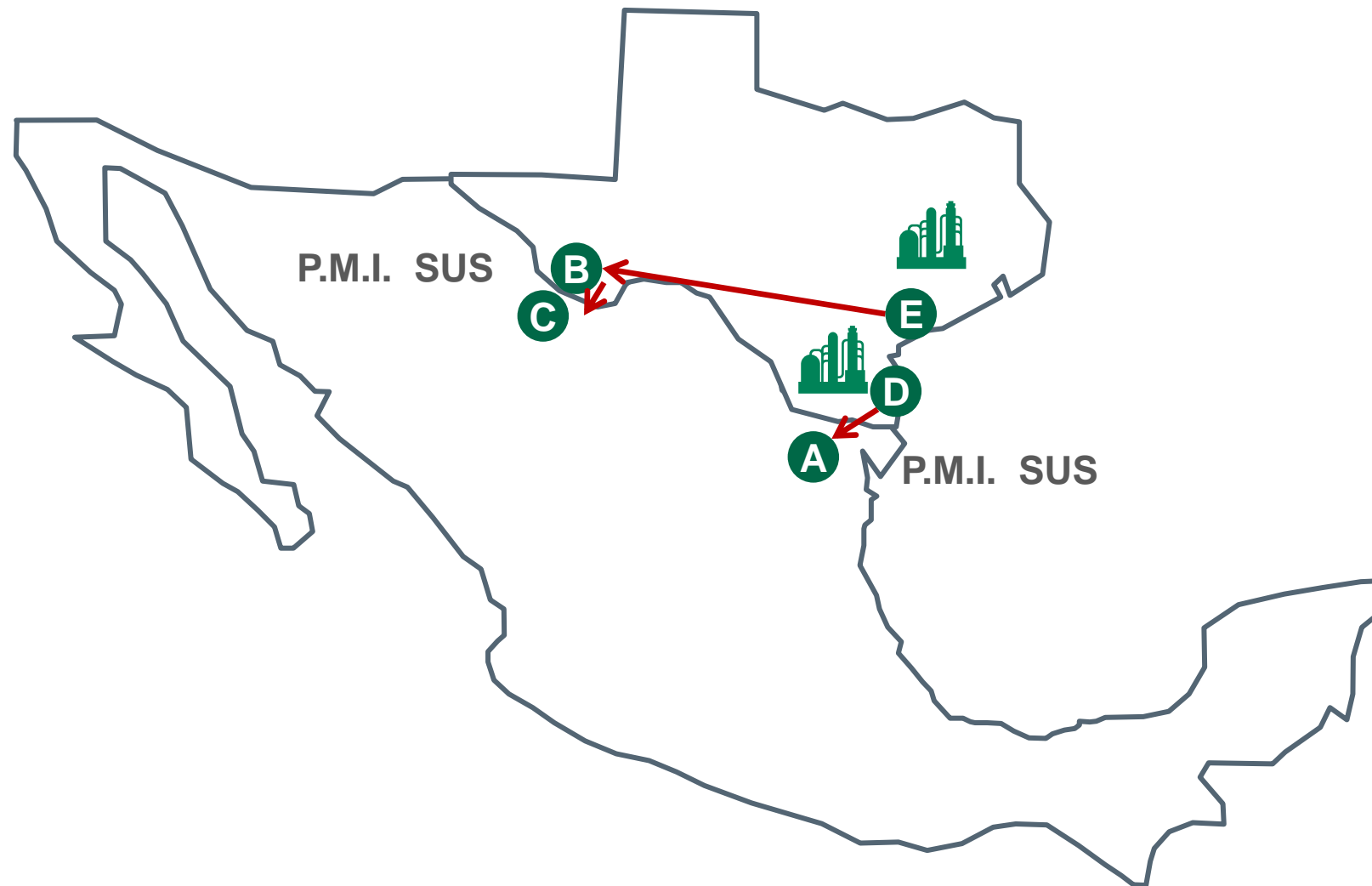
<sup>1</sup> Includes vessels used for imports and exports.

# 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 per 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 per month)
- D Frontera Brownsville terminal (2011)**
  - Clean products 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

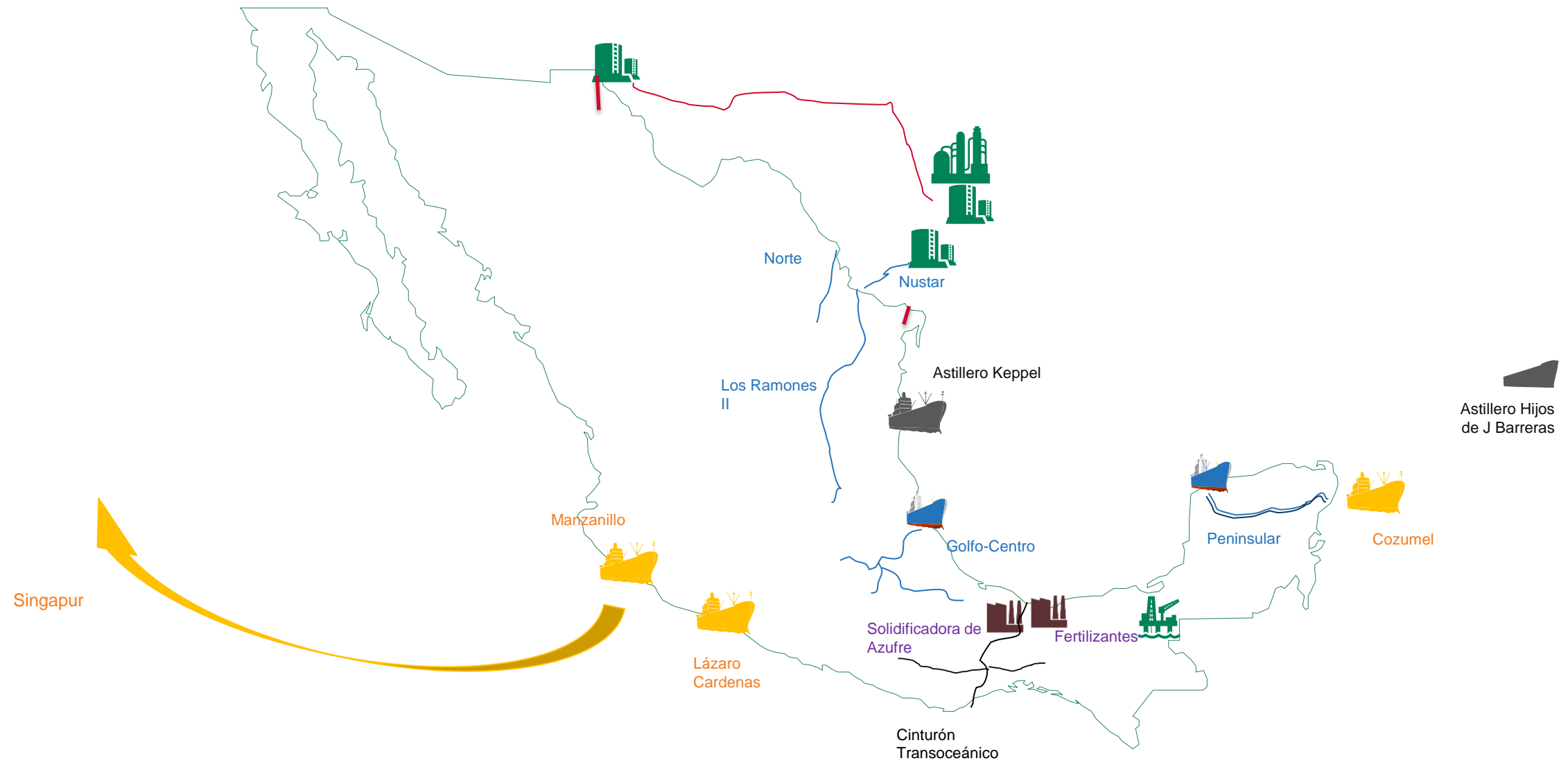
## PMI established alliances to enhance PEMEX operations:

- 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 a total distillation capacity of 340 Mbd
- Vessels (2012):
  - PMI has acquired 10 vessels during the last 2 years for PEMEX's downstream activities





# Strategic New Projects





**Investor Relations**  
**(+52 55) 1944-9700**  
**[ri@pemex.com](mailto:ri@pemex.com)**  
**[www.ri.pemex.com](http://www.ri.pemex.com)**