



## ***U.S. Commercial Service at OTC '08***

# **Doing Business in Mexico's Oil & Gas Industry**

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# NATIONAL INFRASTRUCTURE PLAN

- Announced by President Calderon on July 18<sup>th</sup>, with over 300 projects in the power, oil and gas, airport, ports, environmental, road transport and other sectors;
- Public-private partnership model, with 45/55 split as base case. USD250 billion spend expected in 2007-2012;
- Major opportunities for U.S. primary/sub contractors and suppliers

# EXECUTIVE REVIEW: OIL & GAS PROJECTS

- Current production is peaking; E&P needs lie onshore and offshore (more complicated);
- Estimated USD107 billion spend on upstream, downstream, petrochemicals;
- NIP calls for focus on onshore first, given cash needs and legal restrictions with going offshore;
- Increase to 3,000 onshore wells by 2011 from over 500 now; additional 1,200 kilometers of pipelines



# IMPORTANT ENERGY EVENTS IN MEXICO

- State of Texas Oil & Gas Trade Mission to Mexico:  
August 25 – 27, 2008;  
<http://www.rrc.state.tx.us/commissioners/carrillo/mexico/index.html>
- Petroleum Exhibition and Conference of Mexico:  
Villahermosa, Tabasco, November 11 – 13, 2008;  
biggest show in Mexico  
[http://www.oilonline.com/index.php?option=com\\_content&task=view&id=52&Itemid=5](http://www.oilonline.com/index.php?option=com_content&task=view&id=52&Itemid=5)

# WEBSITES FOR THE ENERGY SECTOR



U.S.  
COMMERCIAL  
SERVICE  
*United States of America*  
*Department of Commerce*

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- Secretary of Energy: [www.energia.gob.mx](http://www.energia.gob.mx)
- Pemex: [www.pemex.gob.mx](http://www.pemex.gob.mx)
- Energy Regulatory Commission: [www.cre.gob.mx](http://www.cre.gob.mx)
- Federal Electricity Commission: [www.cfe.gob.mx](http://www.cfe.gob.mx)
- College of Petroleum Engineers of Mexico:  
[www.cipm.org.mx](http://www.cipm.org.mx)

# EXPORT FINANCING



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## ***U.S. Trade & Development Agency: U.S.T.D.A.***

- Feasibility studies; orientation visits; definitional missions; etc.
- For more information: [www.ustda.gov](http://www.ustda.gov)

## ***Overseas Private Investment Corporation: OPIC***

- Investment Financing - 25% U.S. equity – financing & political risk insurance
- For more information: [www.opic.gov](http://www.opic.gov)

## ***The Export-Import Bank of the U.S. Ex-Im Bank***

- Financing U.S. Exports with Insurance, guarantees, and working capital
- For more information: [www.exim.gov](http://www.exim.gov)



# U.S. COMMERCIAL SERVICE

- Agency of the U.S. Department of Commerce
- Mission is to help (primarily) small and medium size, export-ready companies to enter new markets, and to protect U.S. business interests abroad
- Network of 100+ offices in the U.S. and 150 world-wide
- Wide variety of services to help our clients



# CONTACT US

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