

My name is Enrique Gomez from Optim Energia we are an energy efficiency company. We develop projects in Mexico for clients so that they can save electricity, water, and fuel. For this we need state of the art technology and we have been having problems financing the projects and that's why we approached the Ex-Im Bank and we have been very successful in developing these projects, able to find technology in the United States to develop projects and bring our clients a lot of savings.

The process was very professional, not only in terms of the rate but also in the terms of the financing. We believe Ex-Im Bank can be a very important part for all the Mexican industries if they want to buy state of the art equipment to increase their productivity and of course to produce savings.

Interviewer: How long have you been dealing with the bank?

We have been dealing with the Ex-Im Bank for the past four years and it seems, for us that this relationship will continue to for many, many years because we are always searching for new technologies and with the support of the Ex-Im Bank the technologies will be producing savings for our clients.

Interviewer: In those four years that you have been dealing with the bank and with UPS what has your growth been?

We were a small company when we started to deal with the Ex-Im Bank today we are growing more than 100% per year so the financing support of the Ex-Im Bank and UPS Capital are very important for our company.

Interviewer: Since your business has grown, has your employment in Mexico grown also?

Yes, of course. Not only the employees that we have in our company but as well, on our projects we need a lot of labor in order to implement the projects. So yes there is a lot of job generation to the growth of our company.