



Fact Sheet

Ex-Im Bank in Mexico

Mexico has been an Ex-Im Bank customer since 1940 and remains the Bank's largest customer for a wide variety of U.S. products and services, ranging from gas and oil exploration equipment to wind turbines to small businesses' consumer products. In fiscal year 2009, Ex-Im Bank authorized \$1.7 billion in loans, guarantees and insurance to support U.S. exports to Mexico and closed the fiscal year with \$7.8 billion in outstanding exposure. Ex-Im Bank signed a Memorandum of Understanding with the Mexican National Development Bank for Public Works and Services (BANOBRAS) February 25, 2010, through which Ex-Im Bank will consider support of infrastructure projects launched by Mexican President Felipe Calderon through his National Infrastructure Program. Ex-Im Bank supported more than \$1 billion of exports of oil and gas equipment from hundreds of companies across the U.S. to Petroleos Mexicanos (Pemex) in FY2009 and renewed a small-business facility for \$300 million to support Pemex purchases of equipment and services from U.S. companies of 500 employees or fewer across the country.

Promote Infrastructure Development

Support Infrastructure Improvements in the Transportation, Energy and Utility Sectors: Ex-Im Bank and the Mexican national Development Bank for Public Works and Services (BANOBRAS) signed a Memorandum of Understanding February 25, 2010 for Mexico to provide up to \$1 billion in financing for Mexico's National Infrastructure Program (NIP). Mexico launched its NIP to improve and expand infrastructure in its transportation, energy and utility sectors and address bottlenecks in infrastructure capacity. The program includes over one hundred highway, airport, railway, seaport and telecommunications projects, as well as energy projects including renewable energy technologies such as water, wind power and water treatment systems.

Environmental Sector: Ex-Im Bank's environmental exports program provides enhanced support for exports of environmentally beneficial goods and services, including water treatment and waste management. In fiscal year 2010, Ex-Im Bank approved an \$80 million direct loan to support the export by Clipper Windpower Inc., a 700-employee company in Carpinteria, Calif., of wind turbines to Electrica del Valle de Mexico. The company will build a 67.5-megawatt wind farm at La Ventosa-La Mata in Oaxaca, Mexico. It is Clipper's first wind technology sale outside the United States, and the first large U.S. wind technology sale in Latin America.

Promoting Energy Security

Support Mexico's Efforts to Expand Oil Production: Mexico is the second largest source of U.S. crude oil imports, and Ex-Im Bank's relationship with Mexico's state owned oil company, Pemex, has supported production levels. Ex-Im Bank's relationship with PEMEX dates back to 1978 and today Pemex is Ex-Im Bank's single largest borrower. Ex-Im Bank financing has been used to support the exports of 900 U.S. suppliers of goods and services to Exploration and Production (PEP) projects including Cantarell, the Burgos Basin, the Strategic Gas Program and New Projects for PEP.

Promote Small and Medium Sized Enterprises (SMEs) : Ex-Im Bank renewed a small business facility for \$300 million to support Pemex purchases of equipment and services from U.S. companies of 500 employees or fewer across the country.

Enhance Efficiency: Ex-Im Bank has fostered strong collaboration between Pemex and U.S. oil and gas companies which has enhanced the technology and efficiencies used in Pemex drilling and production operations – including a move into high tech, 3D seismic processing and imaging, interpretation and modeling, reservoir characterization to predict suitable drilling and production areas.

Environmental Standards: Pemex maintains a strong commitment to adhere to the highest level of environmental, health and safety standards in keeping with international practice and in compliance with Ex-Im Bank's Environmental Guidelines and Mexico's environmental laws, regulations and practices.