

Frequently asked questions

Questions

1. [What is the process for job applications?](#)
2. [How is the process for internship applications?](#)
3. [How can I open a PEMEX gas station?](#)
4. [How can I provide services/bid for PEMEX contracts?](#)
5. [Is it possible to invest in PEMEX?](#)
6. [What are citizen bonds?](#)
7. [What is PMI?](#)
8. [If I live outside Mexico, how can I purchase crude oil and/or other products?](#)
9. [If I live in Mexico, how can I purchase crude oil and/or other products?](#)
10. [Where can I purchase ultra low sulfur gasoline?](#)
11. [How is the crude oil export price shown in the home page of www.pemex.com calculated?](#)
12. [Who appoints PEMEX's Chief Executive Officer?](#)
13. [What are PIDREGAS and what are the implications of its elimination?](#)
14. [Which are the main differences between Governmental Accounting and FRS?](#)
15. [Who regulates and supervises PEMEX's operations?](#)
16. [What is the organizational legal framework of PEMEX's activities?](#)
17. [Who appoints PEMEX's external auditors?](#)
18. [May PEMEX declare bankruptcy? What is PEMEX's pecking order?](#)
19. [Can the Additional Hydrocarbons Duty \(Derecho adicional sobre hidrocarburos\) be credited against other duties? Which are they?](#)
20. [Which are the main projects that contribute to reach the estimated 2,5 MMBd production level?](#)
21. [Which are the projects that account for over 80% of your gas production?](#)
22. [Where can I purchase/find out about the price of petroleum products?](#)
23. [How can I be included in PEMEX's Investor Relations distribution list?](#)
24. [What is "the oil-gas transition zone"?](#)
25. [What is associated gas? What does its process consists of?](#)
26. [What is the variable refining margin?](#)
27. [What is the Special Tax on Production and Services \(IEPS\)?](#)
28. [What does other income \(expenses\) typically include?](#)
29. [What does the Comprehensive Financing Result typically include?](#)
30. [What does cost of sales typically include?](#)
31. [What does net cost for employee benefits typically include?](#)

Answers

1. What is the process for job applications?

The institutional job database contains data of job seekers for different areas or specialties. This database supports the candidate selection process for current vacancies in Petróleos Mexicanos and its Subsidiary Companies. Candidates' registration in any work center is valid throughout the whole country.

Registration is done through the Inclusion Form, which must contain the Professional Accreditation Number (Cédula Profesional) for candidates holding a bachelor's degree or the corresponding documentation. Candidates currently working at PEMEX must indicate its 8 digit classification number and its 16 digit position number, including spaces and/or punctuations, as well as their last contract information. In the case of union workers, candidates must also include their current union section information.

All fields in the form must be completed. The system will not record incomplete applications. Duplicate registers will be automatically deleted. The inclusion can be hand-filled or electronically and sent by email to btpemex@pemex.gob.mx.

For further information, please contact María Lucila Santibáñez Selvas, Monday to Friday from 10:00 to 13:00, at Bahía de Ballenas No. 5, Edificio "D" piso 8, Col. Verónica Anzures, C. P. 11300, México D. F., telephone 1944 2500 ext. 32225.

You can find the Inclusion Form in the following link:

http://www.pemex.com/files/content/cedula-bti_100511.pdf



2. How is the process for internship applications?

Petróleos Mexicanos and its Subsidiary Entities carry out social service and professional practices programs. These programs are mostly focused on i) developing in participants a conscience of solidarity and commitment towards the society to which he belongs; ii) make participation in internship programs a true act of reciprocity with society through plans and public sector programs; and iii) contribute to the development of academic and professional skills of internship participants.

Social Service is a program that consists of a set of activities that the student of professional or technical level must perform in compliance with Mexican Law, this program seeks to benefit society by allowing participants to provide knowledge, time and labor in a productive area or service in Mexico's public, social and private sectors.

The Professional Practices program consists of activities related to a specialty or subject that the student performs as training, aiming to reaffirm their theoretical knowledge, with practice hours schedule by its academic program.

The main benefits for students from internship programs are (i) acquiring experience as professionals; (ii) acquiring practical, technical and administrative knowledge in the oil industry; (iii) understanding the organizational culture; and (iv) providing new approaches in an environment of cooperation.

The requirements for Social service program are:

- Letter from the school addressed to Alberto Fuentes Garza, Subgerencia de Incorporación, indicating (i) general average and credits completed (a minimum of 70% is required) and (ii) the number of hours to cover (a minimum 480 hours. in 6 months is required).
- Academic history (original version signed and stamped by the school).
- 2 pictures "infantil" size.
- Copy of proof of address.
- Birth certificate.
- PEMEX Regulation for social service and profesional practices signed by participant.

The requirements for the Professional practices program are

- Letter from the school addressed to Alberto Fuentes Garza, Subgerencia de Incorporación, indicating the number of hours to cover, general average and credits completed.
- Academic history (original version signed and stamped by the school).
- 2 pictures "infantil" size.
- Copy of proof of address.
- Birth certificate.
- PEMEX Regulation for social service and profesional practices signed by participant.

For additional information or paperwork, please contact Alejandra Sánchez Benítez, Superintendent of Training and Development, or Mariana Ojeda Cruz, both located at Marina Nacional 329, Executive Tower, floor 30, Mexico, DF, C.P. 11 300, or call 1944 2500 ext. 59491 or 59477.

 [Top](#)

3. How can I open a PEMEX gas station?

At present, information on gas stations is only available in Spanish through:

http://www.pemex.com/index_cfm?action=content&ionID=4&catID=10016
<https://www.comercialrefinacion.pemex.com/> or
<http://www.franquicia.pemex.com/>

 [Top](#)

4. How can I provide services/bid for PEMEX contracts?

To access information related to Public Works contracts and Tendering, as well as the programs for Acquisitions, Leasing and Services, please access the following links:

- [Public Works Contracts](#)
- [Public Works Calendar](#)
- [Tenders Program](#)
- [Acquisitions Program](#)
- [Inquiries and Assistance](#)
- [Service to Suppliers and Contractors](#)

If you would like to include your company in the Institutional Directory of Suppliers and Contractors, please write an email to dipco@pemex.com (tel. 01 800 228 25 246) or contact:

Luis Eduardo Mota (luis.eduardo.mota@pemex.com)

To contact the Subsidiary Entities of Petróleos Mexicanos, please access the following links:

- [Pemex- Exploration and Production](#)
- [Pemex- Refining](#)
- [Pemex- Gas and Basic Petrochemicals](#)
- [Pemex- Petrochemicals](#)

 [Top](#)

5. Is it possible to invest in PEMEX?

PEMEX issues debt securities in local and foreign markets; investment in debt titles issued by PEMEX can be done through domestic and foreign financial institutions.

 [Top](#)

6. What are citizen bonds?

As stated in article 47 of the Law of Petróleos Mexicanos, decreed on November 28, 2008, citizen bonds are debt securities issued by Petróleos Mexicanos that grant their holders a return linked to the entity's performance. These securities do not grant corporate rights or rights over ownership, control or equity of Petróleos Mexicanos. Citizen bonds may be held by Mexican individuals as long as no individual owns more than 0.1% of the total value of each issuance. The following Mexican legal entities can be holders of citizen bonds: mutual funds specialized in retirement funds, pension funds, mutual funds for individuals, and other market participants that act as market makers. The Secretary of Finance and Public Credit will establish the remaining terms and conditions, negotiation means, and measures to avoid hoarding of citizen bonds.

The issuance of citizen bonds will depend on the implementation of operating efficiencies, and on the company's financial restructure in order to guarantee an adequate return to its holders, and to reach a sufficient value for the product at the time of its placement on the market.

 [Top](#)

7. What is PMI?

PMI is PEMEX's trading arm in the international market, and is in charge of handling imports and exports of crude oil and other PEMEX products.

P.M.I. Comercio Internacional, S.A. de C.V. was constituted in Mexico on May 24, 1989, after getting Mexico's Federal Government's authorization, as a state majority participation company. Of the total stock, 98.33% is owned by PEMEX, 1.66% by the Banco de Comercio Exterior, S.N.C. (BANCOMEXT) and the rest by the Secretary of Energy.

For more information please contact:

PMI Comercio Internacional, S.A. de C.V.
Marina Nacional 329
Torre Ejecutiva, Floors 20, 21 and 22
Col. Huasteca
C.P. 11311 México D.F.
Phone (52) 55 1944-0000

You are also invited to visit the following web site: <http://www.pmi.com.mx/>.



8. If I live outside Mexico, how can I purchase crude oil and/or other products?

If you're living outside Mexico and wish to purchase crude oil and/or other products please contact:

PMI Comercio Internacional, S.A. de C.V.
Marina Nacional 329
Torre Ejecutiva. Pisos 20,21 y 22
Col. Huasteca
C.P. 11311 México D.F.
Tel. (52) 55 1944 0000
Fax (52) 1944 0012
<http://www.pmi.com.mx/>



9. If I live in Mexico, how can I purchase crude oil and/or other products?

If you wish to purchase:

- petroleum products please contact Pemex- Refining
- natural gas, ethane, propane, butanes, pentanes, hexane, heptanes, raw material for carbon black, naphtha and methane please contact Pemex- Gas and Basic Petrochemicals
- other petrochemicals (Carbonic Anhydride, Ethylene, Ethylene Oxide, Low Density Polyethylene, High Density Polyethylene, Vinyl chloride, toluene, Styrene , etc.) please contact Pemex- Petrochemicals



10. Where can I purchase ultra low sulfur gasoline?

Since October 2006, PEMEX sells ultra low sulfur gasoline. Currently, Premium ultra low sulfur gasoline is available in the whole country while Magna ultra low sulfur gasoline is available in the urban zones of Monterrey, Guadalajara and Mexico City.



11. How is the crude oil export price shown in the home page of www.pemex.com calculated?

The crude oil export price shown in the home page of www.pemex.com is an estimate solely provided for informative purposes. The price is estimated using price formulas per geographic region along with the daily quotations. The daily quotation is published at 6:00 PM.



12. Who appoints the Chief Executive Officer of PEMEX?

The President of the United Mexican States appoints the Chief Executive Officer of PEMEX.



13. What are PIDIREGAS and what are the implications of its elimination?

PIDIREGAS, long-term productive infrastructure projects, were, between 1999 and 2008, an important component of Petróleos Mexicanos and its subsidiary entities capital expenditures. PIDIREGAS are funded through financing activities of the Pemex Project Funding Master Trust, the Fideicomiso (Trust) F/163 or directly by a contractor.

In accordance with the Programa para Impulsar el Crecimiento y el Empleo (Program for Growth and Employment) announced by the Mexican President Felipe Calderón, on November 14, 2008 became effective some modifications to the Ley Federal de Presupuesto y Responsabilidad Hacendaria (Federal Law of Budget and Fiscal Accountability) by its publication in the Diario Oficial de la Federación (Official Mexican Gazette). These modifications look for the elimination of the PIDIREGAS scheme:

- PEMEX PIDIREGAS debt has been included in PEMEX balance sheet prepared in accordance with Government Standards applicable to Mexican public sector entities.
- For Mexican FRS purposes, all PEMEX PIDIREGAS financings and assets are already included in its balance sheet, so these legal changes have no effect on its balance sheet or income statement.
- Petróleos Mexicanos assumed as primary obligor, all payment obligations under PIDIREGAS financings as of December 31, 2009, entered into by the Pemex Project Funding Master Trust and Fideicomiso Irrevocable de Administración F/163 ("Fideicomiso F/163"), our main PIDIREGAS financing vehicles.
- Starting 2009, PEMEX investments will be excluded from the annual goals of the Mexican Government's budget.



14. What are the main differences between Governmental Accounting and Mexican FRS?

The following table shows the main differences between Governmental Accounting and Mexican FRS:

Main Differences	GA	FRS
Subsidiary Entities of Petróleos Mexicanos	Only equity and net income of each subsidiary company are consolidated.	All the items from each subsidiary company financial statement are consolidated.
Cost of the Reserve for Employee Benefits	Establishes the obligatory application of bulletin D-3 "Labor Obligations" under FRS, regarding the quantification, registry, recognition and revelation of these liabilities, as long as it does not imply determining an unfavorable result during the period (loss).	It is an obligatory application, regarding the quantification and registry of the amount of these liabilities and the disclosure in notes to financial statements of the recognition rules and revelation, regardless of the effect in the period's results.



Top

15. Who regulates and supervises PEMEX's operations?

The Mexican Government closely regulates and supervises the operations of PEMEX:

- The Secretary of Energy monitors our activities, additionally, the Secretary of Energy is the chairman of the Board of Directors of Petróleos Mexicanos.
- The Secretary of Finance and Public Credit incorporates the annual budget and financing program of Petróleos Mexicanos and the subsidiary entities into its annual consolidated budget, which is sent to the Mexican Congress for approval.
- The Secretary of Environment and Natural Resources, in coordination with other federal and state authorities, regulates our activities that affect the environment.



Top

16. What is the organizational legal framework of PEMEX's activities?

The legal framework that regulates PEMEX's operations and activities is comprised of laws, rules, decrees and administrative dispositions:

I. Ley Reglamentaria del Artículo 27 Constitucional en el Ramo del Petróleo (the Regulatory Law to Article 27 of the Political Constitution of the United Mexican States Concerning Petroleum Affairs, which we refer to as the Regulatory Law)

II. Ley de Petróleos Mexicanos (the Law of Petróleos Mexicanos).

III . Reglamento de la Ley de Petróleos Mexicanos (the Regulation of the Law of Petróleos Mexicanos)

IV.Reglamento de la Ley Reglamentaria del Artículo 27 Constitucional en el Ramo del Petróleo (the Regulation of the Regulatory Law)

V. Reglamento de Trabajos Petroleros (the Regulation of Petroleum Works)

VI. Reglamento de Gas Natural (the Regulation of Natural Gas)

VII. Reglamento de Gas Licuado de Petróleo (the Regulation of Liquefied Petroleum Gas)

For complete information on PEMEX's legal framework follow this link:

http://portaltransparencia.gob.mx/pot/marcoNormativo/begin_do?method=begin& idDependencia=18572



Top

17. Who appoints PEMEX's external auditors?

The Audit and Performance Evaluation Committee of PEMEX's Board of Directors appoints PEMEX's external auditors.



Top

18. May PEMEX declare bankruptcy? What is PEMEX's pecking order?

The Ley de Concursos Mercantiles (Commercial Bankruptcy Law of Mexico) does not allow any state owned company, as PEMEX, to declare bankruptcy. According to the Law, PEMEX's liquidation or extinction must be established by a Congress decree settling the form and terms of the liquidation or extinction and the pecking order.



Top

19. Can the "Additional Hydrocarbons Duty" (Derecho adicional sobre hidrocarburos) be credited against other duties? Which are they?

This duty only applies to fields in Chicontepec and Deep Waters. When the annual declaration results in a positive balance (favorable to the entity), PEP can compensate this amount against the special hydrocarbons duty applicable to Chicontepec and Deep Waters.

20. Which are the main projects that contribute to reach the estimated 2.5 MMbd production level?

Production from the following projects account for more than 80% of PEMEX's total oil production are:

1. KMZ
2. Cantarell
3. Crudo Ligerio Marino
4. Ixtal-Manik
5. Delta del Grijalva
6. Chuc
7. Antonio J. Bermúdez
8. Caan

21. Which are the projects that account for over 80% of your gas production?

Production from the following projects account for more than 80% of PEMEX's total gas production are:

1. Cantarell
2. Burgos
3. Veracruz
4. Crudo Ligerio Marino
5. Delta del Grijalva
6. Ku-Maloob-Zaap
7. Antonio J. Bermúdez
8. Caan
9. Ixtal-Manik

22. Where can I purchase/find out about the price of petroleum products?

Please visit the following link to get information regarding the price of petroleum products:

<https://www.comercialrefinacion.pemex.com/portal/>

23. How can I be included in PEMEX's Investor Relations distribution list?

Thank you for your interest in our Investor Relation's distribution list. Please go to <http://www.ri.pemex.com>, English version, and access "Distribution List" or click on the following link:

<http://www.ri.pemex.com/index.cfm?action=suscription>

24. What is "the oil-gas transition zone"?

The "oil-gas transition zone" is where gas and oil producing areas meet as a result of an expansion of the gas cap due to crude oil extraction rhythms. As a result, the gas content of the oil produced increases, therefore gas production increases but also creates problems for the handling of oil in the surface or the closure of wells.

25. What is associated gas? What does its process consists of?

Associated gas is natural gas obtained from fields that also contain oil. It can be found dissolved in oil or as a gas cap above the oil.

In Mexico, associated gas production comes mostly from the Northeastern Marine Region (40%), followed by the South Region (32%) and Southwestern Marine Region (25%), while the North Region accounts for 3% of total associated gas production.

Sour wet gas refers to gas with above standard sulfur levels. Therefore, sour wet gas must be processed in sweetening plants where excess acidity is eliminated, leaving sweet gas.

Sour wet gas can be associated or non-associated.

Sweet gas refers to gas with no contents or very little contents of sulfidric acid and carbon dioxide.

Sour gas is sent to sulfur recovery plants.

Sweet gas is sent to cryogenic plants where dry gas or methane is obtained as well as liquids from natural gas (ethane, LP Gas and natural gasoline).

Associated gas accounts for 76% of the total gas processed in Pemex-Gas and Basic Petrochemicals' (PGPB in Spanish)

plants.

24% of the total gas processed in Pemex-Gas and Basic Petrochemicals' cryogenic plants is sweet wet gas coming from Pemex-Exploration and Production fields, primarily from the Burgos asset in the North Region.

Processed gas by PGPB comes primarily from the South Region (47%), followed by the Southwestern Marine Region (27%), and the Northeastern Marine Region (21%).

 [Top](#)

26. What is the variable refining margin?

PEMEX's variable refining margin is an estimate of operating income per barrel of crude oil processed. Operating income is calculated by subtracting from total revenues the cost of raw materials, internal consumption (consisting of fuel oil and natural gas used to operate the refineries) and auxiliary services (electric power, water and catalysts).

 [Top](#)

27. What is the "Special Tax on Production and Services" (Impuesto Especial sobre Producción y Servicios or IEPS for its acronym in Spanish)?

The Special Tax on Production and Services (IEPS) is applicable to the disposition of gasoline and diesel and is regulated by the Law of Special Tax on Production and Services and the Federal Income Law. If public gasoline and diesel prices are higher than its production costs, the IEPS is paid by final gasoline and diesel consumers. If public prices are lower than production costs, the IEPS rate is negative and absorbed by the Secretary of Finance and Public Credit (SHCP), such amounts are credited to PEMEX, who is an intermediary between the SHCP and the final consumers. The difference between gasoline and diesel public prices and production costs is primarily the IEPS. Gasoline and diesel public prices are determined by the SHCP. PEMEX's gasoline and diesel production costs are referenced to an efficient refinery costs in the Gulf of Mexico (as an international market price reference).

When international market prices decrease and public prices remain constant, the IEPS increases and vice versa.

Since 2005, a recurrent situation has occurred in which international reference prices have increased significantly, making PEMEX's production costs close to public prices, which has in turn generated negative rates of IEPS.

Starting in 2006, IEPS has been credited against Value Added Tax (VAT), and in some cases, against the Ordinary Hydrocarbons Duty.

 [Top](#)

28. What does "other income (expenses) typically include?

Other income (expenses) includes: sales of non-productive plant and equipment; sales of bidding basis; donations; donations in kind and income for the credit of negative IEPS tax rate.

 [Top](#)

29. What does the Comprehensive Financing Result typically include?

The comprehensive financing result typically includes (i) accrued interest; (ii) financing expenses (commissions); (iii) interest income; (iv) financial services income (commissions); (v) net effect of financial instruments during the period (derivatives), and; (vi) foreign exchange gain or loss due to financial or commercial operations.

 [Top](#)

30. What does cost of sales typically include?

The following are some examples of the components of the costs of sales as disclosed in the audited financial results of Petróleos Mexicanos and its subsidiary entities:

- Exploration and Production: exploration and drilling expenses (potential evaluation, reserves incorporation, field delimitation and initial characteristics), oil fields operational expenses (wages, employee benefits, incentives and compensations, social development expenses, supplies and material acquisitions, well maintenance, drilling platforms and equipment, general services).
- Refining: imports (gasoline, diesel, fuel oil, naphtha), refineries operational expenses (wages, employee benefits, incentives and compensations, social development expenses, supplies and material acquisitions, maintenance, general services).
- Gas and Basic Petrochemical: imports (dry gas and LP gas), plants and pipelines operational expenses (wages, employee benefits, incentives and compensations, social development expenses, supplies and material acquisitions, maintenance, general services).
- Petrochemicals: imports (toluene, xylene, methanol, ammonia), plants operational expenses (wages, employee benefits, incentives and compensations, social development expenses, supplies and material acquisitions, maintenance, general services).

 [Top](#)

31. What does net cost for employee benefits typically include?

The following are some examples of components of net cost for employee benefits:

- Labor cost of current service
- Financial costs (attributed to defined benefits obligations)
- Expected revenue for the plan's assets

- Last service's labor cost
- Net actuarial income or loss
- Effects of anticipated reductions or liquidations

 [Top](#)

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