



TRADE & SUPPLY

The Trade & Supply business plan for this area during the years 2006 – 2012, within the framework of the 2005 - 2030 Sowing the Oil Plan of Petróleos de Venezuela is founded on three objectives:

- ▶ Supply electric power to the domestic market so as to satisfy internal demand for clean fuels, lubricants, asphalt and quality sub-products.
- ▶ Encourage regional integration by consolidating the Petroamérica Project, which comprises the initiatives Petrosur, Petrocaribe and Petroandina, proposed by the Bolivarian Government to achieve a fairer distribution of energy and hence assist in the development of member nations, based on the area's resources and potential.
- ▶ Diversification of markets, with a view to moving into new sales areas and taking advantage of high world demand. Agreements with Europe and Asia should be emphasized in this area, particularly with China, Japan and India, and the retention of traditional markets, in order to evaluate our heavy and extra-heavy crude resources base.





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In order to be able to achieve these overall objectives, PDVSA has been working very hard on the areas of crude and derivatives exports, handling in 2006 a total of 1.73 million bpd of crude and at least 523,000 bpd of derivatives, in this way allowing the Corporation to increase its dispatches to South America, the Caribbean and Asia, without taking attention away from traditional markets such as Europe and North America.

In this sense, PDVSA has inked innumerable cooperation accords for the reliable supply of crude and derivatives through initiatives such as the Bolivarian Alternative for the People of our America (Alternativa Bolivariana para los Pueblos de nuestra América - ALBA), Petrocaribe, the Caracas Energy Cooperation Agreement (Acuerdo de Cooperación Energética de Caracas - ACEC) and the San José Accord (Acuerdo de San José - ASJ), among others.

Venezuela is also maintaining a dispatch rhythm for refined products that is steadily increasing.

By the year 2015, Sowing the Oil Plan contemplates a 30% increase in exports, to an average of 760,000 barrels per day of products such as: fuel oil, kerosene, gasoline and diesel, to satisfy the needs of our sister countries.

