

UNIDOS, SEGURO VAMOS ADELANTE >>

# ESTADISTICAS HIDROCARBUROS

## TERCER TRIMESTRE AÑO 2006

MINISTERIO DE ENERGIA Y MINAS  
DIRECCION GENERAL DE HIDROCARBUROS  
DEPARTAMENTO DE ANALISIS ECONOMICO

GOBIERNO DE GUATEMALA



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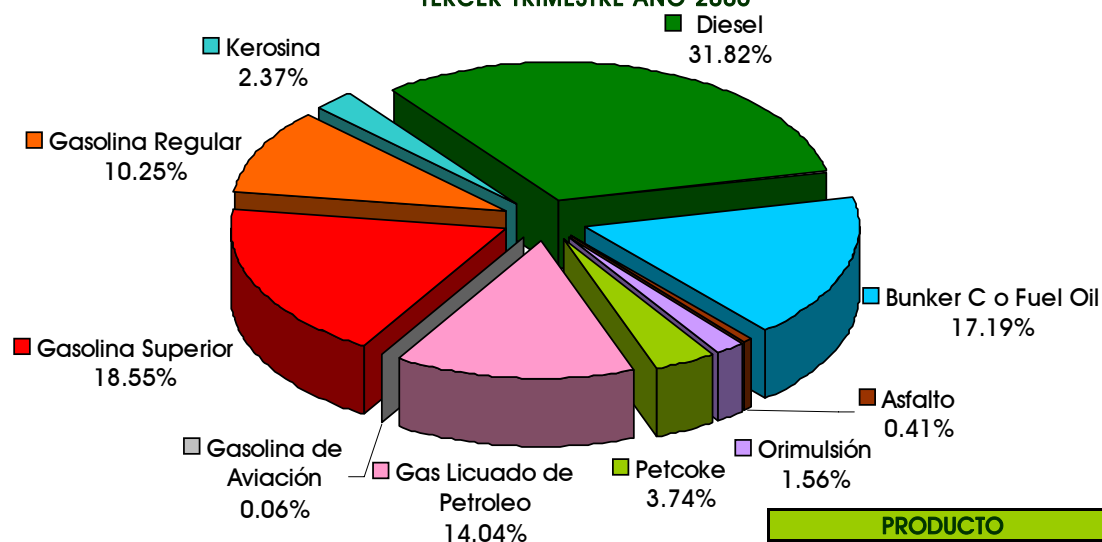
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INFORMATION

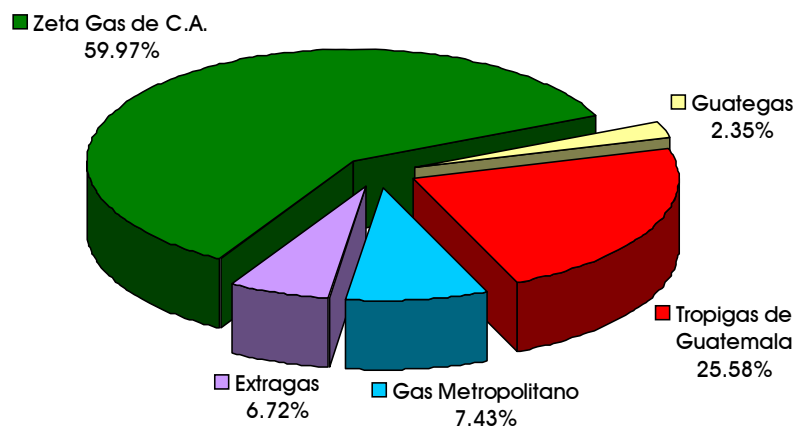
**IMPORTACIONES DE PRODUCTOS PETROLEROS  
TERCER TRIMESTRE AÑO 2006**



Volumen de importación de todos los productos **20,076,534 BBLs.**

| PRODUCTO                | VOLUMEN ( Bbls)   |
|-------------------------|-------------------|
| Gas Licuado de Petroleo | 2,818,124         |
| Gasolina de Aviación    | 12,257            |
| Gasolina Superior       | 3,724,339         |
| Gasolina Regular        | 2,058,316         |
| Kerosina                | 476,510           |
| Diesel                  | 6,389,129         |
| Bunker C o Fuel Oil     | 3,451,631         |
| Asfalto                 | 82,149            |
| Orimulsión              | 312,673           |
| Petcoke                 | 751,406           |
| <b>TOTAL</b>            | <b>20,076,534</b> |

**IMPORTACIONES DE GAS LICUADO DEL PETROLEO (GLP) POR COMPAÑÍA  
TERCER TRIMESTRE AÑO 2006**

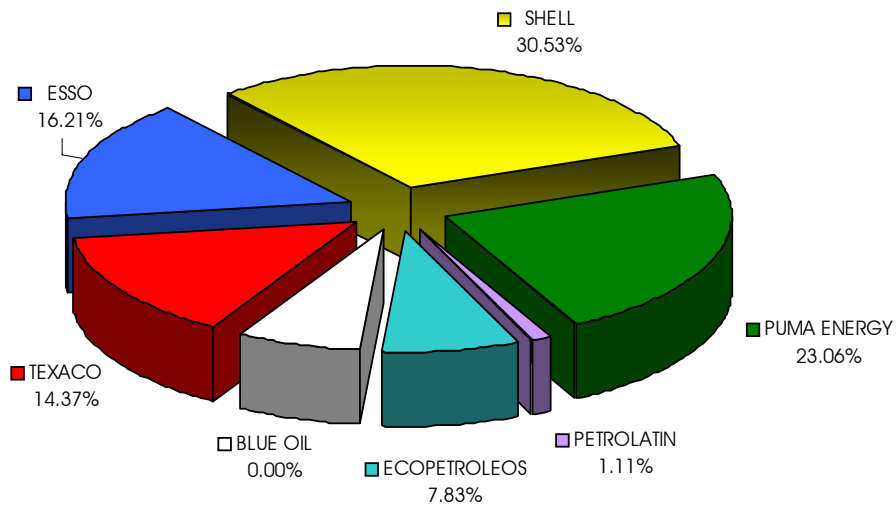


Volumen total de Importación de Gas Licuado de petroleo (GLP) **2,818,124 BBLs.**

| COMPAÑÍA                    | VOLUMEN ( Bbls)  |
|-----------------------------|------------------|
| Zeta Gas de C.A.            | 1,689,896        |
| Guategas, S.A.              | 63,015           |
| Tropigas de Guatemala, S.A. | 652,268          |
| Gas Metropolitano, S.A.     | 238,665          |
| Extragas, S.A.              | 174,279          |
| <b>TOTAL</b>                | <b>2,818,124</b> |

FUENTE: DEPTO. DE ANÁLISIS ECONÓMICO CON BASE A REPORTES DE COMPAÑÍAS IMPORTADORAS.

**IMPORTACIONES DE GASOLINAS Y DIESEL POR COMPAÑÍA  
TERCER TRIMESTRE AÑO 2006**



Volumen total de importacion de Super, Regular y Diesel **12,171,784 BBLs.**

| COMPAÑÍA                  | SUPERIOR (BBLs)  | REGULAR (BBLs)   | DIESEL (BBLs)    | TOTAL POR COMPAÑÍA (BBLs) |
|---------------------------|------------------|------------------|------------------|---------------------------|
| TEXACO                    | 521,763          | 219,394          | 1,007,851        | 1,749,008                 |
| ESSO                      | 581,983          | 259,857          | 1,131,129        | 1,972,969                 |
| SHELL                     | 1,399,775        | 513,034          | 1,803,728        | 3,716,537                 |
| PUMA ENERGY               | 609,280          | 575,190          | 1,622,942        | 2,807,412                 |
| PETROLATIN                | 14,514           | 14,910           | 105,227          | 134,651                   |
| ECOPETROLEOS              | 267,821          | 216,294          | 469,322          | 953,437                   |
| BLUE OIL                  | 329,202          | 259,638          | 248,930          | 837,770                   |
| <b>TOTAL POR PRODUCTO</b> | <b>3,724,339</b> | <b>2,058,316</b> | <b>6,389,129</b> | <b>12,171,784</b>         |

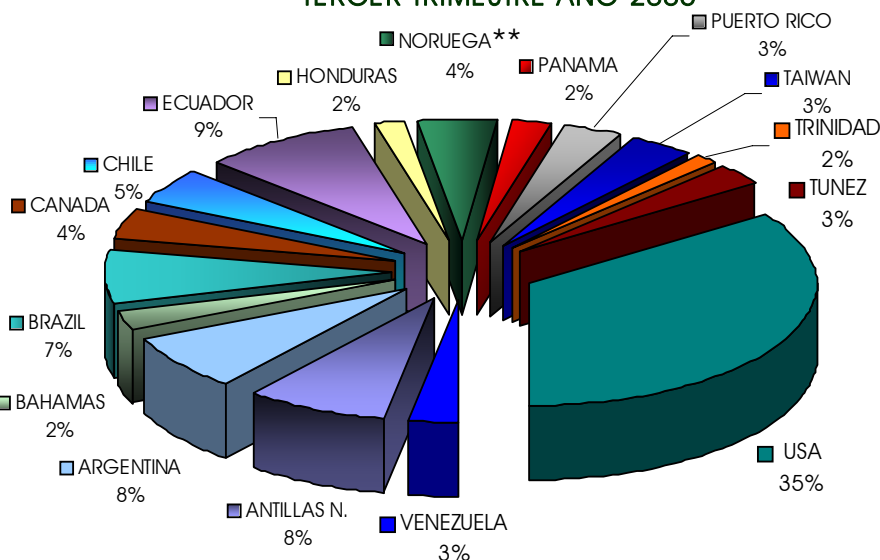
**FACTURA PETROLERA  
TERCER TRIMESTRE AÑOS 2005 Y 2006**

| PRODUCTO          | AÑO 2005                | AÑO 2006                | VARIACION          |              |
|-------------------|-------------------------|-------------------------|--------------------|--------------|
|                   | ( US\$)                 | ( US\$)                 | ABSOLUTA           | RELATIVA %   |
| GLP               | 95,192,657              | 146,467,418             | 51,274,761         | 53.86        |
| Gasolina Aviación | 1,006,771               | 1,444,659               | 437,889            | 43.49        |
| Gasolina Superior | 247,674,271             | 330,190,277             | 82,516,006         | 33.32        |
| Gasolina Regular  | 112,510,262             | 170,718,870             | 58,208,609         | 51.74        |
| Kerosina          | 32,074,948              | 41,460,796              | 9,385,848          | 29.26        |
| Diesel            | 443,231,139             | 532,911,862             | 89,680,723         | 20.23        |
| Bunker C          | 121,538,434             | 172,864,748             | 51,326,313         | 42.23        |
| Asfalto           | 3,434,874               | 4,501,898               | 1,067,024          | 31.06        |
| Orimulsión        | 17,979,070              | 3,351,121               | -14,627,949        | -81.36       |
| Petcoke           | 6,907,086               | 7,050,828               | 143,743            | 2.08         |
| <b>TOTALES</b>    | <b>\$ 1,081,549,511</b> | <b>\$ 1,410,962,478</b> | <b>329,412,967</b> | <b>30.46</b> |

**IMPORTACIONES DE PRODUCTOS PETROLEROS  
TERCER TRIMESTRE AÑOS 2005 Y 2006  
(miles de barriles)**

| CONCEPTO/ AÑO          | 2005             | 2006             | VARIACION      |              |
|------------------------|------------------|------------------|----------------|--------------|
|                        |                  |                  | ABSOLUTA       | RELATIVA %   |
| Gasolina Superior      | 3,570.12         | 3,724.34         | 154.22         | 4.32         |
| Gasolina Regular       | 1,699.49         | 2,058.32         | 358.83         | 21.11        |
| <b>TOTAL GASOLINAS</b> | <b>5,269.61</b>  | <b>5,782.65</b>  | <b>513.05</b>  | <b>9.74</b>  |
| GLP                    | 2,292.20         | 2,818.12         | 525.92         | 22.94        |
| Gasolina Aviación      | 11.03            | 12.26            | 1.23           | 11.13        |
| Kerosina               | 459.73           | 476.51           | 16.78          | 3.65         |
| Diesel                 | 6,565.57         | 6,389.13         | -176.44        | -2.69        |
| Bunker                 | 3,275.78         | 3,451.63         | 175.85         | 5.37         |
| Asfalto                | 131.25           | 82.15            | -49.10         | -37.41       |
| Orimulsión             | 1,642.27         | 312.67           | -1,329.60      | -80.96       |
| Petcoke                | 856.95           | 751.41           | -105.54        | -12.32       |
| <b>TOTALES</b>         | <b>20,504.39</b> | <b>20,076.53</b> | <b>-427.85</b> | <b>-2.09</b> |

**Importación de Productos Petroleros por Origen  
TERCER TRIMESTRE AÑO 2006**



**BARRILES**

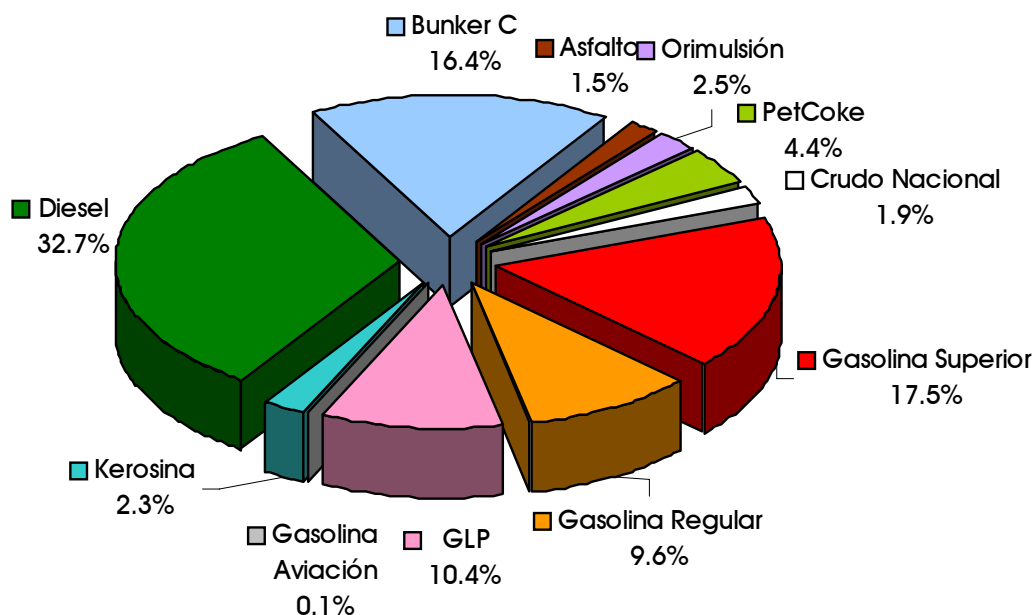
| ORIGEN       | VOLUMEN           |
|--------------|-------------------|
| ANTILLAS N.  | 1,641,353         |
| ARGENTINA    | 1,505,878         |
| BAHAMAS      | 495,844           |
| BRAZIL       | 1,456,806         |
| CANADA       | 797,544           |
| CHILE        | 962,603           |
| ECUADOR      | 1,797,317         |
| HONDURAS     | 324,597           |
| NORUEGA      | 881,552           |
| PANAMA       | 465,730           |
| PUERTO RICO  | 661,689           |
| TAIWAN       | 699,692           |
| TRINIDAD     | 315,884           |
| TUNEZ        | 558,931           |
| USA          | 6,940,255         |
| VENEZUELA    | 570,860           |
| <b>TOTAL</b> | <b>20,076,534</b> |

\*\*Las importaciones de este país, solo son de gases licuados

Volumen total de importaciones **20,076,534 BBLs.**

CONSUMO

**CONSUMO DE PETROLEO Y PRODUCTOS PETROLEROS  
TERCER TRIMESTRE AÑO 2006**



Total de volumen de todos los productos

19,912.18 miles de Bbls.

(miles de barriles)

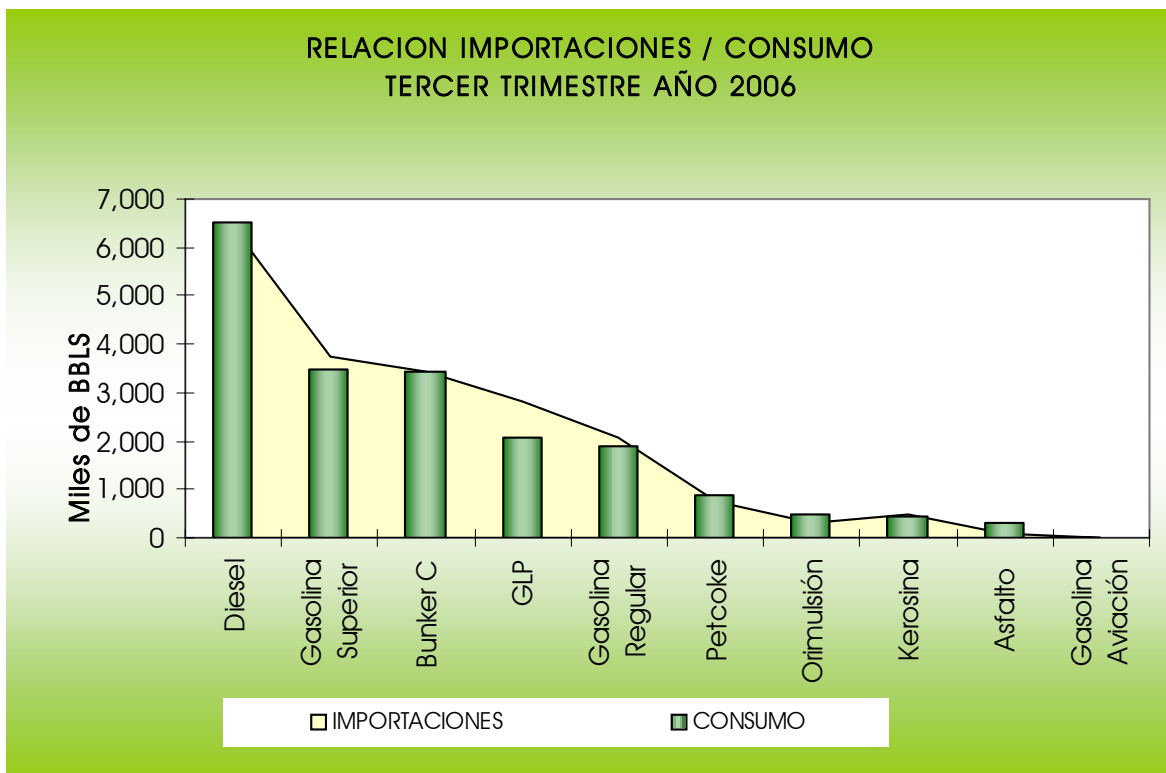
| CONCEPTO/ AÑO          | 2005             | 2006             | VARIACION      |              |
|------------------------|------------------|------------------|----------------|--------------|
|                        |                  |                  | ABSOLUTA       | RELATIVA%    |
| Gasolina Superior      | 3,357.73         | 3,483.40         | 125.67         | 3.74         |
| Gasolina Regular       | 1,878.19         | 1,913.32         | 35.13          | 1.87         |
| <b>TOTAL GASOLINAS</b> | <b>5,235.92</b>  | <b>5,396.71</b>  | <b>160.80</b>  | <b>3.07</b>  |
| GLP                    | 2,037.79         | 2,080.24         | 42.45          | 2.08         |
| Gasolina Aviación      | 12.24            | 13.96            | 1.72           | 14.01        |
| Kerosina               | 464.15           | 450.71           | -13.44         | -2.90        |
| Diesel                 | 6,483.60         | 6,520.88         | 37.27          | 0.57         |
| Bunker C o Fuel Oil    | 3,279.83         | 3,416.30         | 136.47         | 4.16         |
| Asfalto                | 294.30           | 294.70           | 0.40           | 0.13         |
| Orimulsión             | 1,371.65         | 497.84           | -873.81        | -63.71       |
| PetCoke                | 825.36           | 868.44           | 43.08          | 5.22         |
| <b>TOTAL DERIVADOS</b> | <b>20,004.86</b> | <b>19,539.79</b> | <b>-465.07</b> | <b>-2.32</b> |
| Crudo Nacional         | 389.01           | 372.39           | -16.62         | -4.27        |
| <b>TOTAL GENERAL</b>   | <b>20,393.86</b> | <b>19,912.18</b> | <b>-481.69</b> | <b>-2.36</b> |

FUENTE: DEPTO. DE ANÁLISIS ECONÓMICO CON BASE A REPORTES DE COMPAÑÍAS IMPORTADORAS.



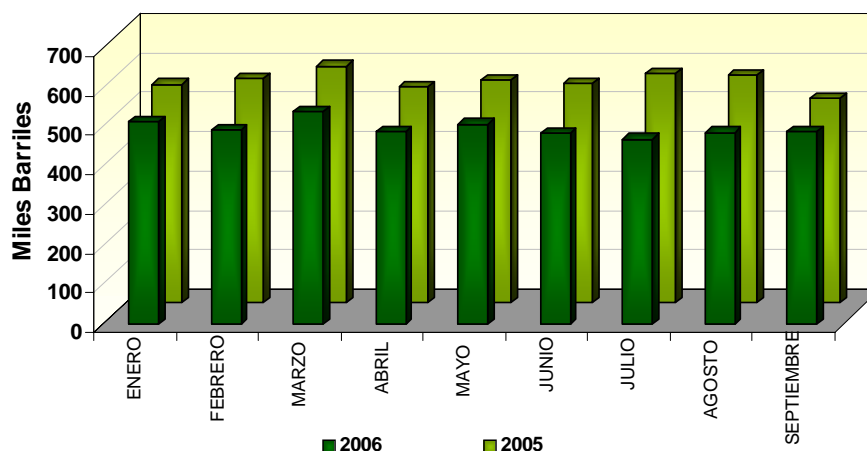
**RELACION IMPORTACIONES / CONSUMO**  
**TERCER TRIMESTRE AÑO 2006**  
(miles de barriles)

| CONCEPTO/ AÑO     | 2006<br>IMPORTACIONES | 2006<br>CONSUMO  | RELACION<br>% |
|-------------------|-----------------------|------------------|---------------|
| GLP               | 2,818.12              | 2,080.24         | 1.35          |
| Gasolina Aviación | 12.26                 | 13.96            | 0.88          |
| Gasolina Superior | 3,724.34              | 3,483.40         | 1.07          |
| Gasolina Regular  | 2,058.32              | 1,913.32         | 1.08          |
| Kerosina          | 476.51                | 450.71           | 1.06          |
| Diesel            | 6,389.13              | 6,520.88         | 0.98          |
| Bunker C          | 3,451.63              | 3,416.30         | 1.01          |
| Asfalto           | 82.15                 | 294.70           | 0.28          |
| Orimulsión        | 312.67                | 497.84           | 0.63          |
| Petcoke           | 751.41                | 868.44           | 0.87          |
| <b>TOTALES</b>    | <b>20,076.53</b>      | <b>19,539.79</b> | <b>1.03</b>   |



PRODUCTION

**PRODUCCION DE PETROLEO CRUDO NACIONAL  
TERCER TRIMESTRE AÑOS 2005 Y 2006**



**PRODUCCION DE PETROLEO CRUDO NACIONAL  
TERCER TRIMESTRE AÑOS 2005 Y 2006  
(BARRILES)**

| MES/AÑO        | 2005                | 2006                | VARIACION          |               |
|----------------|---------------------|---------------------|--------------------|---------------|
|                |                     |                     | ABSOLUTA           | RELATIVA %    |
| ENERO          | 554,628.79          | 514,282.09          | -40,346.70         | -7.27         |
| FEBRERO        | 570,463.61          | 494,228.16          | -76,235.45         | -13.36        |
| MARZO          | 601,632.57          | 540,051.04          | -61,581.53         | -10.24        |
| ABRIL          | 547,431.08          | 489,491.43          | -57,939.65         | -10.58        |
| MAYO           | 564,908.95          | 508,880.46          | -56,028.49         | -9.92         |
| JUNIO          | 556,520.57          | 485,555.67          | -70,964.90         | -12.75        |
| JULIO          | 583,218.83          | 471,246.13          | -111,972.70        | -19.20        |
| AGOSTO         | 578,061.94          | 487,954.43          | -90,107.51         | -15.59        |
| SEPTIEMBRE     | 519,300.03          | 488,961.84          | -30,338.19         | -5.84         |
| <b>TOTALES</b> | <b>5,076,166.37</b> | <b>4,480,651.25</b> | <b>-595,515.12</b> | <b>-11.73</b> |

**PRODUCCION DE PETROLEO CRUDO Y PRODUCTOS PETROLEROS  
TERCER TRIMESTRE AÑOS 2005 Y 2006  
(miles de barriles)**

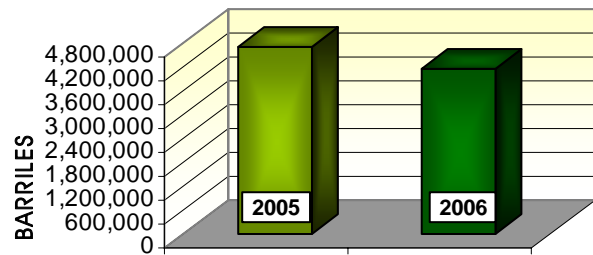
| CONCEPTO/ AÑO                      | 2005          | 2006          | VARIACION    |              |
|------------------------------------|---------------|---------------|--------------|--------------|
|                                    |               |               | ABSOLUTA     | RELATIVA %   |
| <b>PETROLEO CRUDO</b>              |               |               |              |              |
| Petróleo Crudo                     | 5,076.17      | 4,480.65      | 595.52       | -11.73       |
| <b>MINI-REFINERIA LA LIBERTAD:</b> |               |               |              |              |
| Asfalto                            | 230.94        | 221.02        | 9.92         | -4.30        |
| Nafta**                            | 3.69          | 4.43          | 0.74         | 20.17        |
| Kerosina**                         | 1.61          | 5.23          | 3.62         | 224.66       |
| Diesel**                           | 122.98        | 112.52        | 10.46        | -8.51        |
| Gas Oil de Vacío**                 | 21.32         | 22.06         | 0.74         | 3.49         |
| <b>TOTALES</b>                     | <b>380.54</b> | <b>365.26</b> | <b>15.28</b> | <b>-4.02</b> |

\*\* Productos no comerciales

PRODUCCION DE PETROLEO CRUDO NACIONAL DEL CONTRATO 1-91  
TERCER TRIMESTRE AÑOS 2005 Y 2006  
(BARRILES)

| CONTRATO 1-91  |                  |                  |                  |              |
|----------------|------------------|------------------|------------------|--------------|
| MES/AÑOS       | 2005             | 2006             | VARIACION        |              |
|                |                  |                  | ABSOLUTA         | RELATIVA %   |
| ENERO          | 4,520.24         | 7,874.18         | 3,353.94         | 74.20        |
| FEBRERO        | 4,904.22         | 8,829.12         | 3,924.90         | 80.03        |
| MARZO          | 5,774.45         | 9,130.79         | 3,356.34         | 58.12        |
| ABRIL          | 4,497.64         | 5,033.71         | 536.07           | 11.92        |
| MAYO           | 4,658.61         | 6,996.71         | 2,338.10         | 50.19        |
| JUNIO          | 3,713.19         | 10,618.83        | 6,905.64         | 185.98       |
| JULIO          | 4,769.23         | 5,063.60         | 294.37           | 6.17         |
| AGOSTO         | 4,898.72         | 10,276.48        | 5,377.76         | 109.78       |
| SEPTIEMBRE     | 4,858.05         | 4,500.32         | -357.73          | -7.36        |
| <b>TOTALES</b> | <b>42,594.35</b> | <b>68,323.74</b> | <b>25,729.39</b> | <b>60.41</b> |

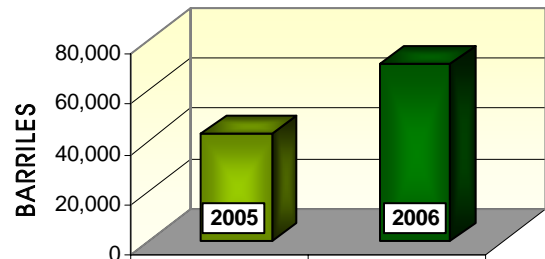
CONTRATO 2-85



PRODUCCION DE PETROLEO CRUDO NACIONAL DEL CONTRATO 2-85  
TERCER TRIMESTRE AÑOS 2005 Y 2006  
EN BARRILES

| CONTRATO 2-85  |                     |                     |                    |               |
|----------------|---------------------|---------------------|--------------------|---------------|
| MES/AÑOS       | 2005                | 2006                | VARIACION          |               |
|                |                     |                     | ABSOLUTA           | RELATIVA %    |
| ENERO          | 514,411.59          | 479,658.76          | -34,752.83         | -6.76         |
| FEBRERO        | 509,773.05          | 457,693.28          | -52,079.77         | -10.22        |
| MARZO          | 558,755.03          | 503,223.46          | -55,531.57         | -9.94         |
| ABRIL          | 511,127.96          | 454,982.88          | -56,145.08         | -10.98        |
| MAYO           | 519,922.49          | 464,480.93          | -55,441.56         | -10.66        |
| JUNIO          | 524,286.34          | 442,223.42          | -82,062.92         | -15.65        |
| JULIO          | 532,766.11          | 444,951.04          | -87,815.07         | -16.48        |
| AGOSTO         | 539,698.95          | 449,894.31          | -89,804.64         | -16.64        |
| SEPTIEMBRE     | 485,356.28          | 460,956.77          | -24,399.51         | -5.03         |
| <b>TOTALES</b> | <b>4,696,097.80</b> | <b>4,158,064.85</b> | <b>-538,032.95</b> | <b>-11.46</b> |

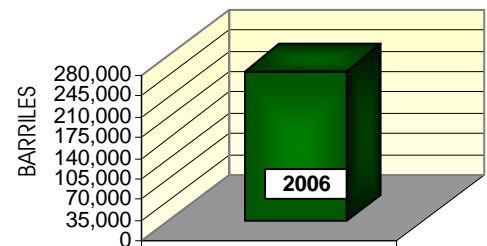
CONTRATO 1-91



PRODUCCION DE PETROLEO CRUDO NACIONAL DE SERVICIOS  
TERCER TRIMESTRE AÑO 2006  
(BARRILES)

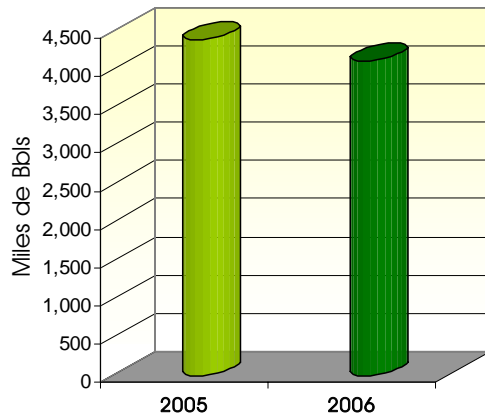
| CONTRATO DE SERVICIOS |                   |
|-----------------------|-------------------|
| MES/AÑOS              | 2006              |
| ENERO                 | 26,749.15         |
| FEBRERO               | 27,705.76         |
| MARZO                 | 27,696.79         |
| ABRIL                 | 29,474.84         |
| MAYO                  | 37,402.82         |
| JUNIO                 | 32,713.42         |
| JULIO                 | 21,231.49         |
| AGOSTO                | 27,783.64         |
| SEPTIEMBRE            | 23,504.75         |
| <b>TOTALES</b>        | <b>254,262.66</b> |

CONTRATO DE SERVICIOS

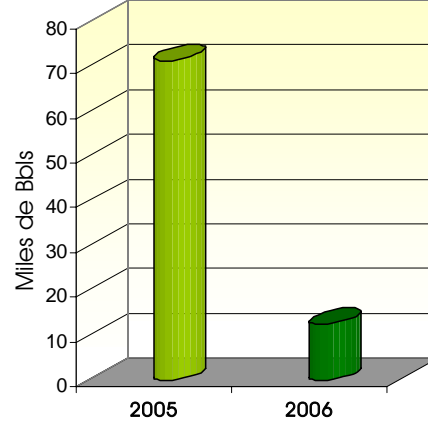


EXTRAADONS

EXPORTACION DE PETROLEO CRUDO  
TERCER TRIMESTRE AÑOS 2005 Y 2006



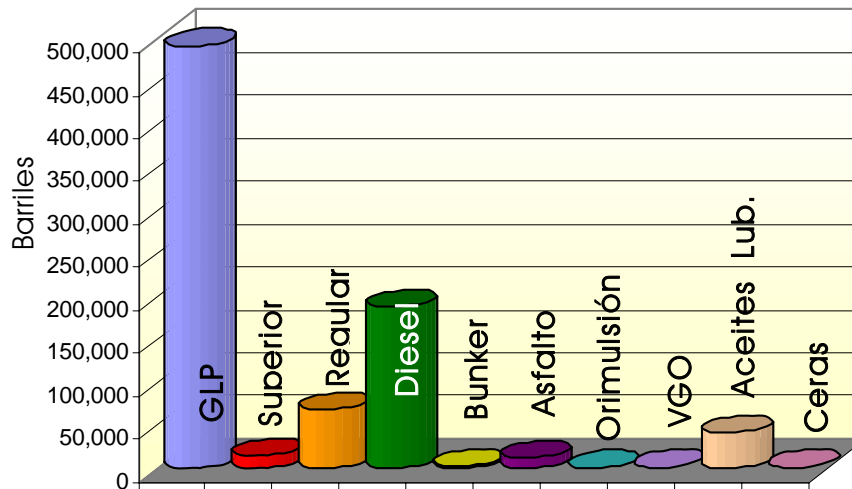
EXPORTACION DE ASFALTO  
TERCER TRIMESTRE AÑO 2005 Y 2006



(miles de barriles)

| CONCEPTO/ AÑO  | 2005     | 2006     | VARIACION |            |
|----------------|----------|----------|-----------|------------|
|                |          |          | ABSOLUTA  | RELATIVA % |
| Asfalto        | 71.57    | 12.60    | -58.97    | -82.39     |
| Crudo Nacional | 4,395.99 | 4,123.67 | -272.33   | -6.19      |

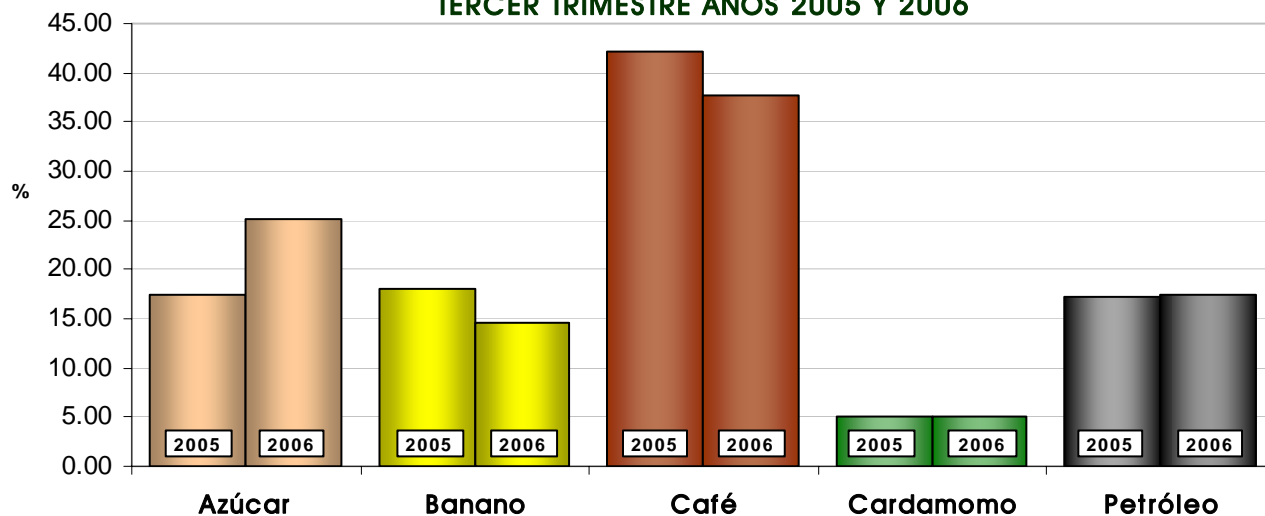
EXPORTACION DE PRODUCTOS PETROLEROS  
TERCER TRIMESTRE AÑO 2006



| CONCEPTO            | VOLUMEN BBLs.     |
|---------------------|-------------------|
| GLP                 | 492,864.98        |
| Gasolina Superior   | 16,234.66         |
| Gasolina Regular    | 68,604.47         |
| Diesel              | 188,320.99        |
| Bunker              | 3,548.00          |
| Asfalto             | 12,600.84         |
| Orimulsion          | 1,610.00          |
| VGO                 | 2,187.13          |
| Aceites Lubricantes | 41,384.00         |
| Ceras               | 2,246.00          |
| <b>TOTAL</b>        | <b>829,601.07</b> |

FUENTE: DEPTO. DE ANÁLISIS ECONÓMICO CON BASE A REPORTES DE COMPAÑÍAS IMPORTADORAS.

**PARTICIPACION PORCENTUAL DEL CRUDO NACIONAL EN  
EL VALOR DE LAS PRINCIPALES EXPORTACIONES  
TERCER TRIMESTRE AÑOS 2005 Y 2006**



Miles de US\$

| AÑO          | 2005           | 2006             |
|--------------|----------------|------------------|
| Azúcar       | 173,042        | 267,571          |
| Banano       | 180,293        | 154,958          |
| Café         | 419,703        | 400,099          |
| Cardamomo    | 49,648         | 54,946           |
| Petróleo     | 171,274        | 185,484          |
| <b>Total</b> | <b>993,960</b> | <b>1,063,056</b> |

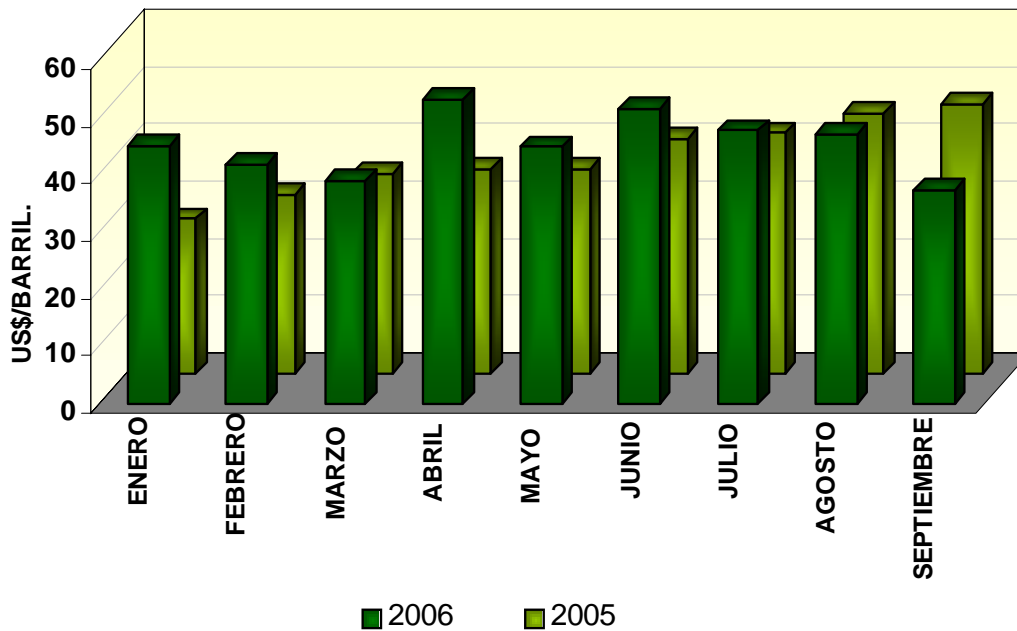
**PARTICIPACION PORCENTUAL DEL PETROLEO CRUDO EN EL  
VALOR DE LAS PRINCIPALES EXPORTACIONES  
TERCER TRIMESTRE AÑOS 2005 Y 2006**

| Año  | %      | %      | %     | %         | %        | %      |
|------|--------|--------|-------|-----------|----------|--------|
|      | Azúcar | Banano | Café  | Cardamomo | Petróleo | TOTAL  |
| 2005 | 17.41  | 18.14  | 42.23 | 4.99      | 17.23    | 100.00 |
| 2006 | 25.17  | 14.58  | 37.64 | 5.17      | 17.45    | 100.00 |

RECLOS



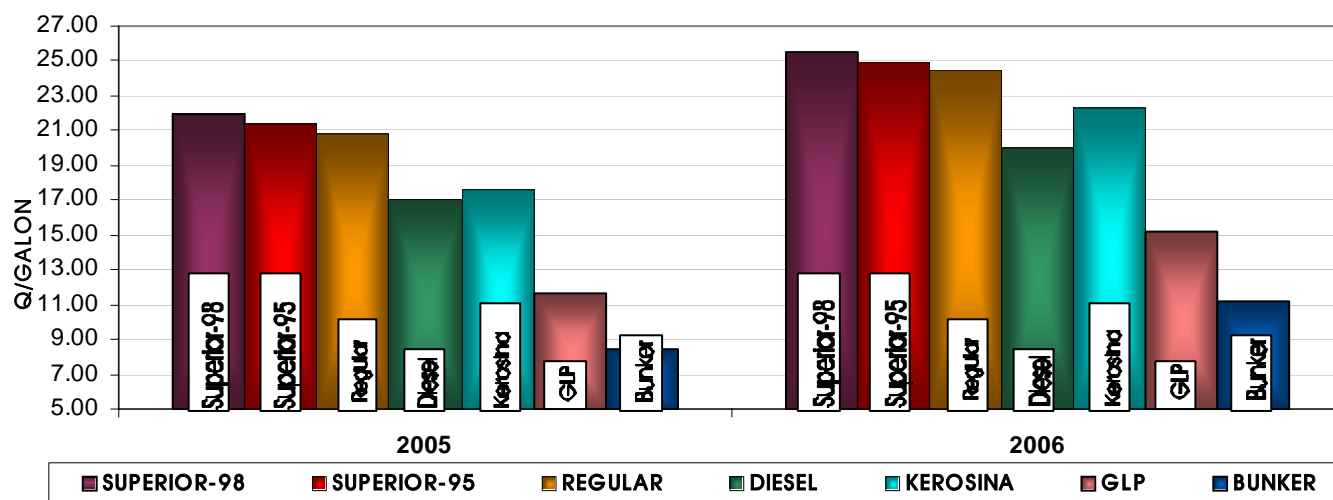
**PRECIOS DE PETROLEO CRUDO NACIONAL PARA EXPORTACION  
TERCER TRIMESTRE AÑOS 2005 Y 2006**



**PRECIOS DE PETROLEO CRUDO NACIONAL PARA EXPORTACION  
TERCER TRIMESTRE AÑOS 2005 Y 2006  
US\$/BARRIL**

| MES              | AÑOS         |              | VARIACION   |              |
|------------------|--------------|--------------|-------------|--------------|
|                  | 2005         | 2006         | ABSOLUTA    | RELATIVA %   |
| ENERO            | 26.97        | 44.90        | 17.93       | 66.48        |
| FEBRERO          | 31.26        | 41.80        | 10.54       | 33.72        |
| MARZO            | 34.81        | 38.88        | 4.07        | 11.69        |
| ABRIL            | 35.64        | 53.22        | 17.58       | 49.31        |
| MAYO             | 35.82        | 44.79        | 8.97        | 25.04        |
| JUNIO            | 41.11        | 51.38        | 10.27       | 24.98        |
| JULIO            | 41.94        | 47.67        | 5.73        | 13.66        |
| AGOSTO           | 45.38        | 46.88        | 1.50        | 3.31         |
| SEPTIEMBRE       | 46.88        | 37.33        | 9.55        | -20.38       |
| <b>PROMEDIOS</b> | <b>37.76</b> | <b>45.20</b> | <b>7.45</b> | <b>19.73</b> |

**PRECIOS PROMEDIO CONSUMIDOR FINAL DE COMBUSTIBLES CIUDAD GUATEMALA  
TERCER TRIMESTRE AÑOS 2005 Y 2006**



|            |           | (Q/GALON)   |             |         |         |          |         |         |
|------------|-----------|-------------|-------------|---------|---------|----------|---------|---------|
|            |           | PRODUCTOS   |             |         |         |          |         |         |
|            |           | SUPERIOR-98 | SUPERIOR-95 | REGULAR | DIESEL  | KEROSINA | GLP     | BUNKER  |
| ENERO      | 2005      | 19.36       | 18.80       | 18.23   | 15.68   | 15.90    | 12.81   | 6.91    |
|            | 2006      | 22.84       | 22.33       | 21.83   | 19.59   | 22.99    | 15.99   | 10.94   |
|            | VARIACION | ABS. 3.49   | 3.53        | 3.60    | 3.91    | 7.09     | 3.18    | 4.03    |
|            |           | % 18.0      | 18.8        | 19.7    | 24.9    | 44.6     | 24.8    | 58.3    |
| FEBRERO    | 2005      | 18.84       | 18.28       | 17.78   | 15.10   | 15.57    | 12.05   | 7.20    |
|            | 2006      | 22.54       | 22.03       | 21.54   | 19.16   | 20.85    | 15.99   | 11.12   |
|            | VARIACION | ABS. 3.70   | 3.75        | 3.76    | 4.06    | 5.29     | 3.94    | 3.92    |
|            |           | % 19.6      | 20.5        | 21.2    | 26.9    | 34.0     | 32.7    | 54.4    |
| MARZO      | 2005      | 20.01       | 19.46       | 18.96   | 16.01   | 16.91    | 11.87   | 7.56    |
|            | 2006      | 22.39       | 21.84       | 21.35   | 18.51   | 20.78    | 15.38   | 10.93   |
|            | VARIACION | ABS. 2.37   | 2.38        | 2.40    | 2.51    | 3.87     | 3.51    | 3.37    |
|            |           | % 11.9      | 12.2        | 12.6    | 15.7    | 22.9     | 29.6    | 44.6    |
| ABRIL      | 2005      | 22.23       | 21.70       | 21.18   | 17.89   | 18.02    | 12.24   | 7.96    |
|            | 2006      | 24.86       | 24.15       | 23.65   | 19.35   | 21.37    | 14.36   | 11.24   |
|            | VARIACION | ABS. 2.63   | 2.45        | 2.47    | 1.46    | 3.35     | 2.12    | 3.28    |
|            |           | % 11.8      | 11.3        | 11.7    | 8.2     | 18.6     | 17.3    | 41.2    |
| MAYO       | 2005      | 22.77       | 22.23       | 21.73   | 18.31   | 18.99    | 10.68   | 8.88    |
|            | 2006      | 27.21       | 26.62       | 26.12   | 20.38   | 22.16    | 14.36   | 11.63   |
|            | VARIACION | ABS. 4.45   | 4.38        | 4.39    | 2.07    | 3.17     | 3.68    | 2.75    |
|            |           | % 19.5      | 19.7        | 20.2    | 11.3    | 16.7     | 34.4    | 31.0    |
| JUNIO      | 2005      | 22.57       | 21.96       | 21.47   | 16.99   | 17.78    | 10.14   | 9.01    |
|            | 2006      | 26.95       | 26.45       | 25.95   | 20.48   | 22.31    | 14.35   | 11.21   |
|            | VARIACION | ABS. 4.37   | 4.49        | 4.48    | 3.49    | 4.54     | 4.21    | 2.20    |
|            |           | % 19.4      | 20.4        | 20.9    | 20.6    | 25.5     | 41.5    | 24.4    |
| JULIO      | 2005      | 22.63       | 21.93       | 21.43   | 17.03   | 17.53    | 10.15   | 9.25    |
|            | 2006      | 26.79       | 26.30       | 25.79   | 20.57   | 22.93    | 14.69   | 11.16   |
|            | VARIACION | ABS. 4.16   | 4.37        | 4.36    | 3.54    | 5.40     | 4.54    | 1.91    |
|            |           | % 18.4      | 19.9        | 20.3    | 20.8    | 30.8     | 44.7    | 20.6    |
| AGOSTO     | 2005      | 23.16       | 22.61       | 22.09   | 17.63   | 18.29    | 10.90   | 9.26    |
|            | 2006      | 28.37       | 27.86       | 27.35   | 21.43   | 23.65    | 15.62   | 11.48   |
|            | VARIACION | ABS. 5.21   | 5.25        | 5.26    | 3.80    | 5.36     | 4.72    | 2.22    |
|            |           | % 22.5      | 23.2        | 23.8    | 21.5    | 29.3     | 43.3    | 24.0    |
| SEPTIEMBRE | 2005      | 25.68       | 25.21       | 24.66   | 19.01   | 19.65    | 14.03   | 9.80    |
|            | 2006      | 27.5        | 27.0        | 26.5    | 21.0    | 23.48    | 16.01   | 10.76   |
|            | VARIACION | ABS. 1.81   | 1.76        | 1.80    | 1.98    | 3.83     | 1.98    | 0.96    |
|            |           | % 7.0       | 7.0         | 7.3     | 10.4    | 19.5     | 14.1    | 9.8     |
| PROMEDIO   | 2005      | 21.92       | 21.35       | 20.84   | 17.07   | 17.63    | 11.65   | 8.43    |
|            | 2006      | 25.49       | 24.95       | 24.45   | 20.05   | 22.28    | 15.19   | 11.16   |
|            | ▲ %       | 16.32 %     | 16.83 %     | 17.34 % | 17.45 % | 26.40 %  | 30.39 % | 32.49 % |

FUENTE: DEPTO. DE ANÁLISIS ECONÓMICO DE LA DGH.

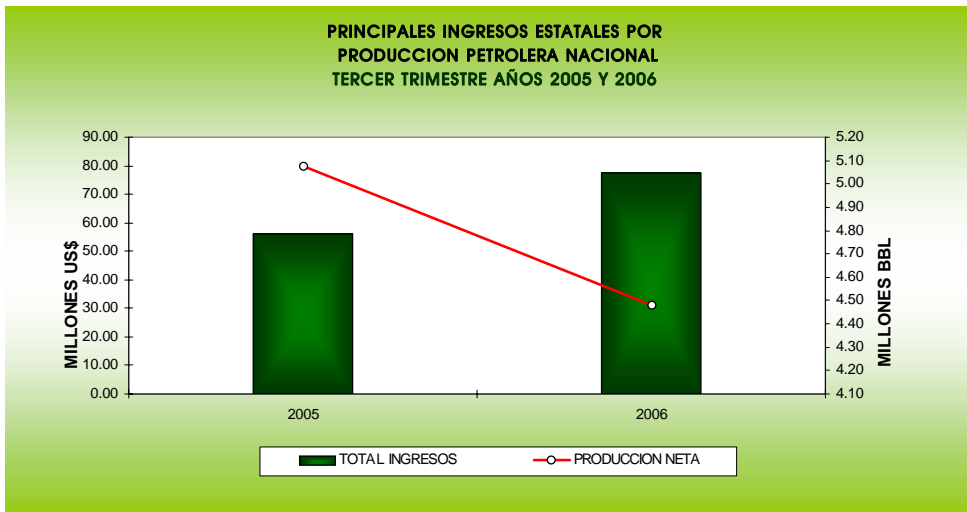
INGRESOS

ESTATALES

**SITUACION DE LOS INGRESOS ESTATALES POR PRODUCCION DE  
PETROLEO CRUDO NACIONAL  
TERCER TRIMESTRE AÑO 2006**

| INGRESO POR REGALIAS ESTATALES US \$ |                      |                   |                      | INGRESOS              |  |   |              |                          |
|--------------------------------------|----------------------|-------------------|----------------------|-----------------------|--|---|--------------|--------------------------|
| MES                                  | CONTRATO 2-85        | CONTRATO 1-91     | TOTAL US\$           | CONTRATO DE SERVICIOS | PARTICIPACION EN LA PRODUCCION CONTRATO 2-85 | INGRESOS POR SISTEMA ESTACIONARIO DE TRANSPORTE | CAPACITACION | CARGOS ANUALES Hectarea. |
| ENERO                                | 1,198,317.96         | 38,797.89         | 1,237,115.85         | 637,948.84            | 6,667,206.43                                 | 1,553,167.24                                    | 378,000.00   | 120,720.82               |
| FEBRERO                              | 1,057,193.50         | 58,497.65         | 1,115,691.15         | 673,496.41            | 5,983,490.51                                 |   |              |                          |
| MARZO                                | 1,074,687.73         | 59,572.12         | 1,134,259.85         | 595,980.77            | 6,030,420.14                                 |   |              |                          |
| ABRIL                                | 1,382,956.27         | 33,672.57         | 1,416,628.84         | 1,031,593.00          | 7,942,681.75                                 |   |              |                          |
| MAYO                                 | 1,148,638.93         | 38,569.94         | 1,187,208.87         | 1,005,495.23          | 6,334,244.93                                 |   |              |                          |
| JUNIO                                | 1,265,534.68         | 89,974.25         | 1,355,508.93         | 1,034,140.06          | 6,880,068.24                                 |   |              |                          |
| JULIO                                | 1,158,716.16         | 17,429.45         | 1,176,145.61         | 576,560.59            | 5,705,639.96                                 |   |              |                          |
| AGOSTO                               | 1,143,649.05         | 76,205.06         | 1,219,854.11         | 836,653.07            | 5,631,200.02                                 |   |              |                          |
| SEPTIEMBRE                           | 1,204,867.44         | 48,702.47         | 1,253,569.91         | 465,826.54            | 6,215,783.07                                 |   |              |                          |
| <b>TOTALES</b>                       | <b>10,634,561.72</b> | <b>461,421.40</b> | <b>11,095,983.12</b> | <b>6,857,694.51</b>   | <b>57,390,735.05</b>                         |   |              |                          |

**NOTA:** Los datos aquí reportados, corresponden a la aplicación del % de ley a la producción neta, de enero hasta AGOSTO calculados con precios revisados  
SEPTIEMBRE calculado con precios provisionales



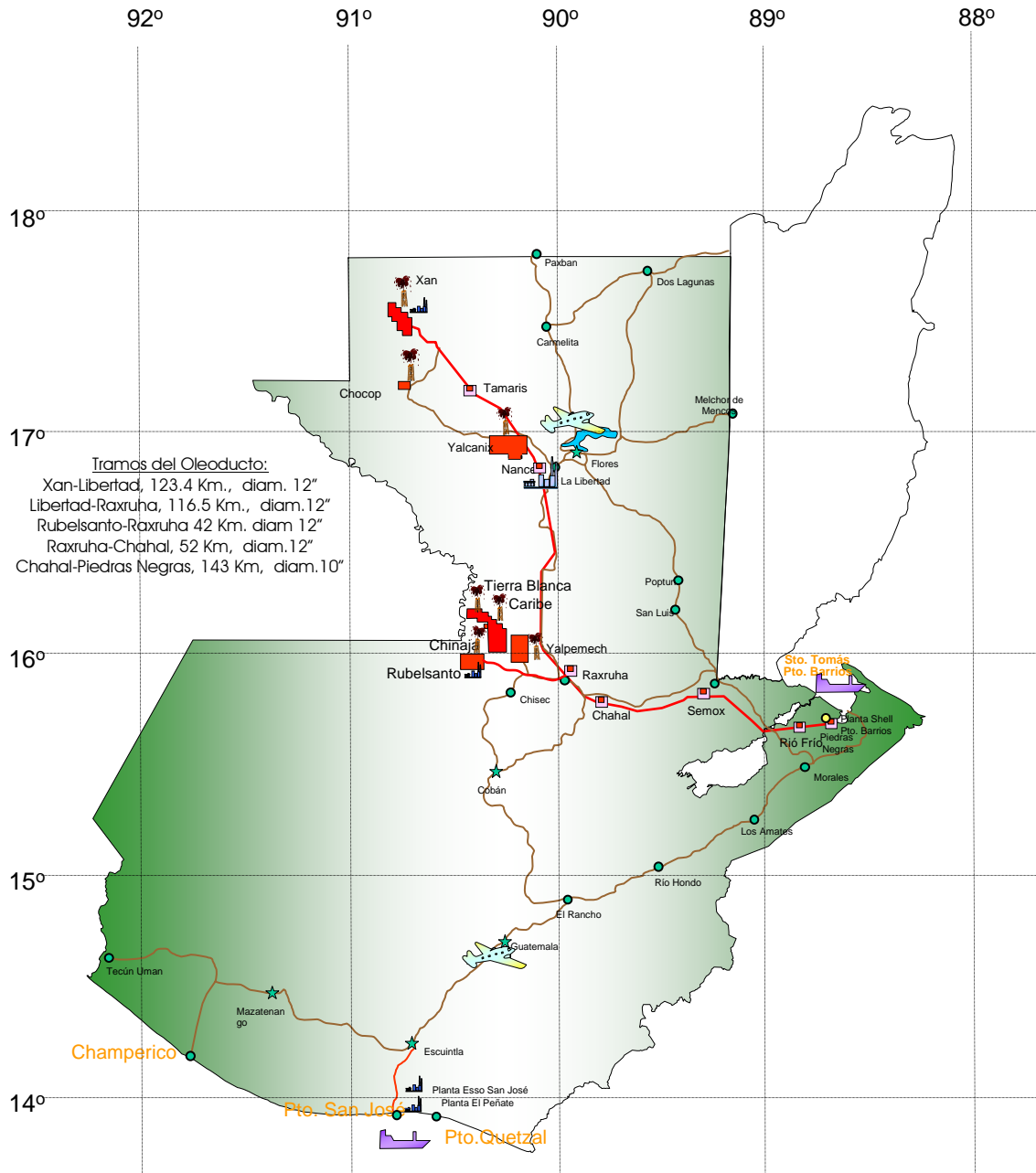
| AÑO   | 2005                 | 2006                 | VARIACION            |              |
|---|----------------------|----------------------|----------------------|--------------|
|   |                      |                      | Absoluta             | Relativa %   |
| PRODUCCION NETA EN BARRILES   | 5,076,166.37         | 4,480,651.25         | 595,515.12           | -11.73       |
| REGALIAS US\$   | 11,337,333.39        | 11,095,983.12        | 241,350.27           | -2.13        |
| INGRESOS CONTRATO DE SERVICIOS US\$                                   | 1,044,164.52 *       | 6,857,694.51         | 5,813,529.99         | 556.76       |
| PARTICIPACION ESTATAL EN LA PRODUCCION US\$                           | 42,890,424.81        | 57,390,735.05        | 14,500,310.24        | 33.81        |
| INGRESOS CAPACITACION US\$  | 588,733.56           | 378,000.00           | 210,733.56           | -35.79       |
| CARGOS ANUALES US\$   | 246,432.41           | 120,720.82           | 125,711.59           | -51.01       |
| INGRESOS POR SISTEMA ESTACIONARIO DE TRANSPORTE US\$ AÑOS 2004 & 2005 | --                   | 1,553,167.24         | --                   | --           |
| <b>TOTAL INGRESOS US\$</b>  | <b>56,107,088.69</b> | <b>77,396,300.74</b> | <b>21,289,212.05</b> | <b>37.94</b> |

\* INCLUYE 15 DIAS DE AGOSTO Y SEPTIEMBRE 2005

FUENTE: DEPTO. DE ANÁLISIS ECONÓMICO CON BASE A CIFRAS DE LOS DEPTOS. DE EXPLOTACIÓN PETROLERA Y AUDITORIA Y FIZCALIZACIÓ.

INFRAESTRUCTURA  
PETROLERA  
NACIONAL

**MINISTERIO DE ENERGIA Y MINAS**  
**DIRECCION GENERAL DE HIDROCARBUROS**  
**MAPA DE INFRAESTRUCTURA PETROLERA**



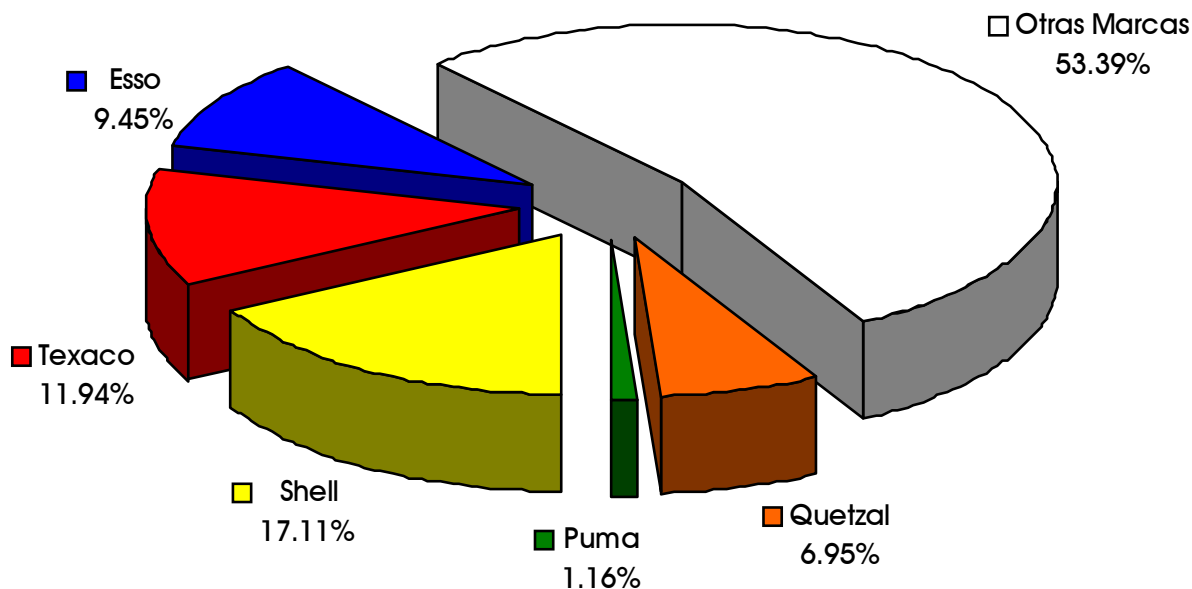
**Tramos del Oleoducto:**  
 Xan-Libertad, 123.4 Km., diam. 12"  
 Libertad-Raxruha, 116.5 Km., diam. 12"  
 Rubelsanto-Raxruha 42 Km. diam 12"  
 Raxruha-Chahal, 52 Km, diam. 12"  
 Chahal-Piedras Negras, 143 Km, diam. 10"

- |  |                     |  |                          |
|--|---------------------|--|--------------------------|
|  | Área en Explotación |  | Población                |
|  | Campo Petrolero     |  | Ciudad                   |
|  | Refinería           |  | Oleoducto                |
|  | Puerto de Embarque  |  | Carretera                |
|  | Estación de Bombeo  |  | Aeropuerto Internacional |
|  | Planta de Proceso   |  |                          |



FUENTE: DEPTO. DE EXPLORACIÓN PETROLERA.

## PARTICIPACION EN EL MERCADO DE ESTACIONES DE SERVICIO POR MARCA TERCER TRIMESTRE 2006



Estaciones de Servicio registradas al día 01 de Diciembre de 2006.

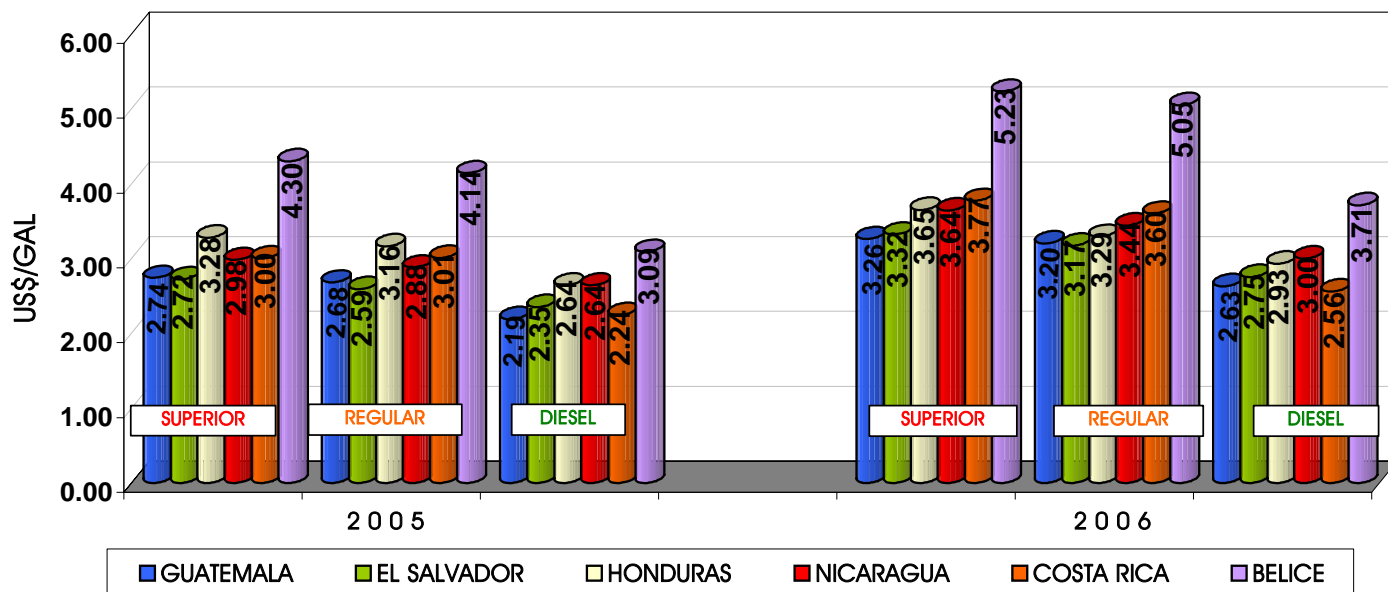
| PARTICIPACION EN EL MERCADO DE ESTACIONES DE SERVICIO POR MARCA<br>TERCER TRIMESTRE AÑO 2006 |   |                |                |
|--|---|----------------|----------------|
| Marca/Gasolinera   | Principal abastecedora                    | No. Estaciones | Porcentaje     |
| Shell  | SHELL                                     | 192            | 17.11%         |
| Texaco   | TEXACO                                    | 134            | 11.94%         |
| Esso   | ESSO                                      | 106            | 9.45%          |
|  | <b>SUBTOTAL</b>                           | <b>432</b>     | <b>38.50%</b>  |
| Otras Marcas   | PUMA ENERGY, CORP. ARCENILLAS, PETROLATIN | 599            | 53.39%         |
| Quetzal  | CORP. ARCENILLAS Y OTRAS                  | 78             | 6.95%          |
| Puma   | PUMA ENERGY                               | 13             | 1.16%          |
|  | <b>SUBTOTAL</b>                           | <b>690</b>     | <b>61.50%</b>  |
|  | <b>TOTAL</b>                              | <b>1,122</b>   | <b>100.00%</b> |

Nota: Datos sujetos a revisión

INTERNACIONALES



PRECIOS DE COMBUSTIBLES EN CENTROAMERICA  
TERCER TRIMESTRE AÑOS 2005 Y 2006

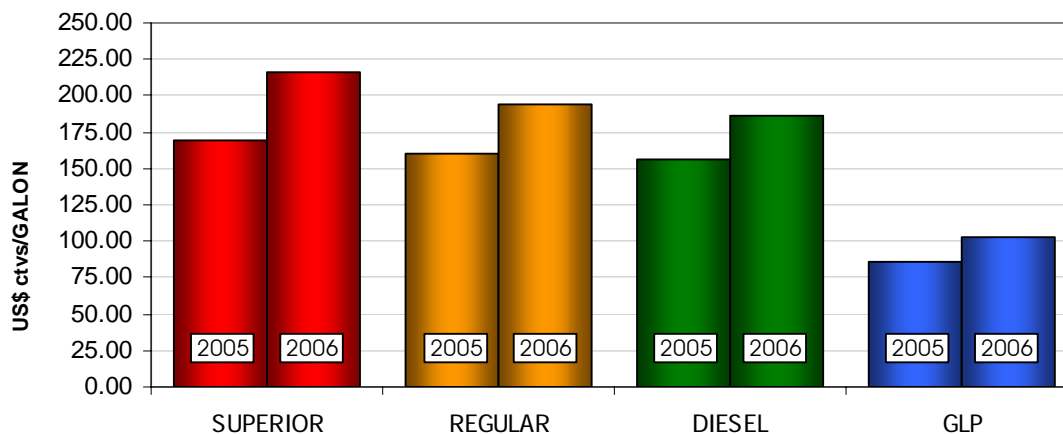


| PRODUCTO | GUATEMALA |      | VARIACION |      | EL SALVADOR |      | VARIACION |      | HONDURAS |      | VARIACION |      |
|----------|-----------|------|-----------|------|-------------|------|-----------|------|----------|------|-----------|------|
|          | US\$/GAL  |      | ABS.      | %    | US\$/GAL    |      | ABS.      | %    | US\$/GAL |      | ABS.      | %    |
|          | 2005      | 2006 |           |      | 2005        | 2006 |           |      | 2005     | 2006 |           |      |
| SUPERIOR | 2.74      | 3.26 | 0.52      | 19.0 | 2.72        | 3.32 | 0.60      | 22.1 | 3.28     | 3.65 | 0.37      | 11.3 |
| REGULAR  | 2.68      | 3.17 | 0.49      | 18.3 | 2.59        | 3.17 | 0.58      | 22.4 | 3.16     | 3.29 | 0.13      | 4.1  |
| DIESEL   | 2.19      | 2.63 | 0.44      | 20.1 | 2.35        | 2.75 | 0.40      | 17.0 | 2.64     | 2.93 | 0.29      | 11.0 |

| PRODUCTO | NICARAGUA |      | VARIACION |      | COSTA RICA |      | VARIACION |      | BELICE   |      | VARIACION |      |
|----------|-----------|------|-----------|------|------------|------|-----------|------|----------|------|-----------|------|
|          | US\$/GAL  |      | ABS.      | %    | US\$/GAL   |      | ABS.      | %    | US\$/GAL |      | ABS.      | %    |
|          | 2005      | 2006 |           |      | 2005       | 2006 |           |      | 2005     | 2006 |           |      |
| SUPERIOR | 2.98      | 3.64 | 0.66      | 22.1 | 3.00       | 3.77 | 0.77      | 25.7 | 4.30     | 5.23 | 0.93      | 21.6 |
| REGULAR  | 2.88      | 3.44 | 0.56      | 19.4 | 3.01       | 3.60 | 0.59      | 19.6 | 4.14     | 5.05 | 0.91      | 22.0 |
| DIESEL   | 2.64      | 3.00 | 0.36      | 13.6 | 2.24       | 2.56 | 0.32      | 14.3 | 3.09     | 3.71 | 0.62      | 20.1 |

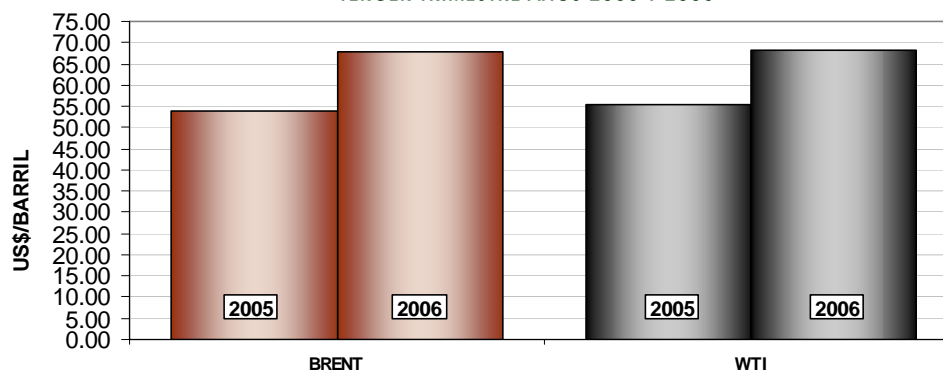
FUENTE: DEPTO. DE ANÁLISIS ECONÓMICO CON BASE A INFORMES DE LAS DIRECCIONES DE HIDROCARBUROS O SU EQUIVALENTE EN CADA PAIS.

**PRECIOS PROMEDIO INTERNACIONALES  
GASOLINAS, DIESEL (US GULF COAST) Y GLP (MONT BELVIEU)  
TERCER TRIMESTRE AÑOS 2005 Y 2006**



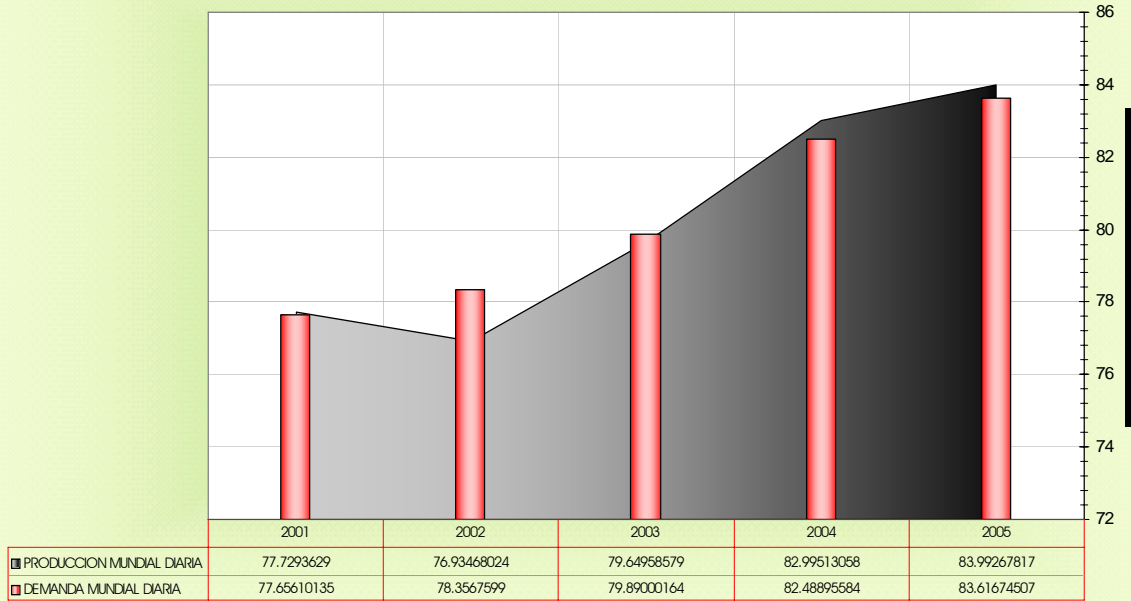
| MES/PROD.       | US\$ ctvs/GALON |               |              |              |               |               |              |              |               |               |              |              |              |               |              |              |
|-----------------|-----------------|---------------|--------------|--------------|---------------|---------------|--------------|--------------|---------------|---------------|--------------|--------------|--------------|---------------|--------------|--------------|
|                 | SUPERIOR        |               | VARIACION    |              | REGULAR       |               | VARIACION    |              | DIESEL        |               | VARIACION    |              | GLP          |               | VARIACION    |              |
|                 | 2005            | 2006          | ABS.         | %            | 2005          | 2006          | ABS.         | %            | 2005          | 2006          | ABS.         | %            | 2005         | 2006          | ABS.         | %            |
| Enero           | 127.61          | 182.30        | 54.68        | 42.85        | 125.18        | 171.44        | 46.27        | 36.96        | 127.00        | 174.95        | 47.95        | 37.76        | 73.70        | 98.74         | 25.04        | 33.98        |
| Febrero         | 126.27          | 161.85        | 35.58        | 28.18        | 124.08        | 154.50        | 30.42        | 24.52        | 130.18        | 164.62        | 34.44        | 26.46        | 75.74        | 91.62         | 15.88        | 20.96        |
| Marzo           | 153.86          | 205.58        | 51.72        | 33.62        | 149.20        | 185.09        | 35.89        | 24.06        | 151.98        | 177.53        | 25.55        | 16.81        | 87.60        | 92.15         | 4.55         | 5.19         |
| Abril           | 166.27          | 239.13        | 72.86        | 43.82        | 154.96        | 222.08        | 67.12        | 43.31        | 149.75        | 198.35        | 48.60        | 32.45        | 85.34        | 101.28        | 15.94        | 18.67        |
| Mayo            | 150.78          | 238.19        | 87.41        | 57.97        | 141.44        | 209.91        | 68.47        | 48.41        | 139.35        | 197.82        | 58.47        | 41.96        | 79.66        | 104.25        | 24.59        | 30.87        |
| Junio           | 160.68          | 252.73        | 92.05        | 57.29        | 152.89        | 215.70        | 62.81        | 41.08        | 159.82        | 192.33        | 32.51        | 20.34        | 81.60        | 109.75        | 28.15        | 34.50        |
| Julio           | 175.13          | 257.54        | 82.41        | 47.06        | 160.81        | 230.56        | 69.75        | 43.37        | 163.12        | 195.18        | 32.06        | 19.65        | 83.95        | 116.18        | 32.23        | 38.39        |
| Agosto          | 207.70          | 233.20        | 25.50        | 12.28        | 194.50        | 203.85        | 9.35         | 4.81         | 180.45        | 201.67        | 21.22        | 11.76        | 93.84        | 113.41        | 19.57        | 20.85        |
| Septiembre      | 256.85          | 172.37        | -84.48       | -32.89       | 235.02        | 156.27        | -78.75       | -33.51       | 204.98        | 171.53        | -33.45       | -16.32       | 112.88       | 100.90        | -11.98       | -10.61       |
| <b>PROMEDIO</b> | <b>169.46</b>   | <b>215.88</b> | <b>46.41</b> | <b>27.39</b> | <b>159.79</b> | <b>194.38</b> | <b>34.59</b> | <b>21.65</b> | <b>156.29</b> | <b>186.00</b> | <b>29.70</b> | <b>19.01</b> | <b>86.03</b> | <b>103.14</b> | <b>17.11</b> | <b>19.88</b> |

**PRECIOS PROMEDIO INTERNACIONALES NEW YORK  
CRUDOS WTI Y BRENT  
TERCER TRIMESTRE AÑOS 2005 Y 2006**

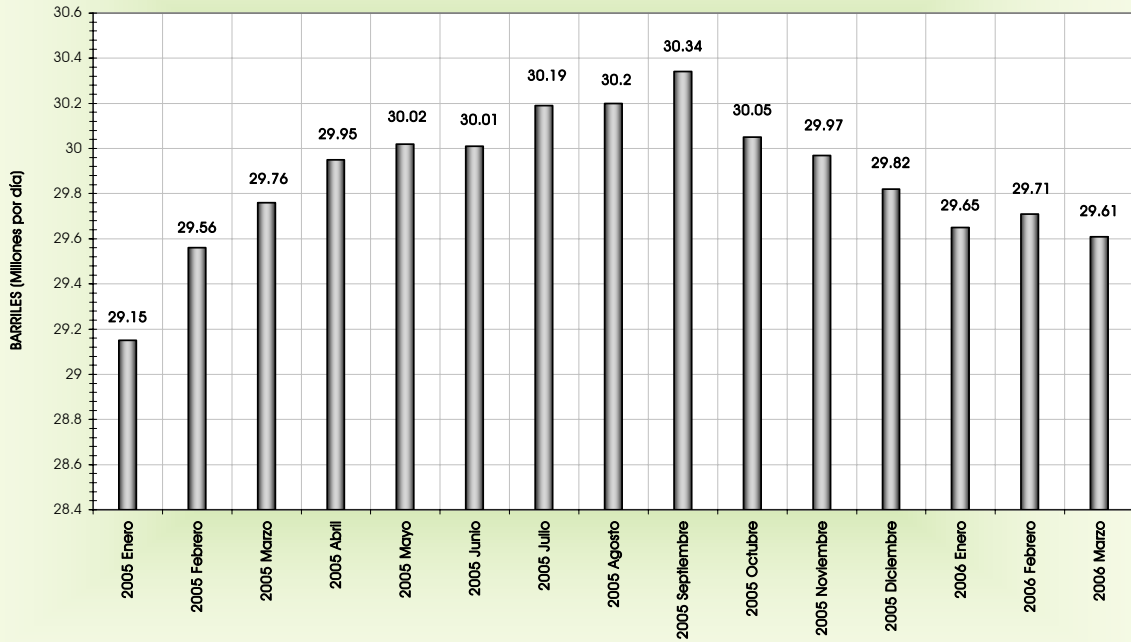


| MES/PROD.       | US\$/BARRIL  |              |              |              |              |              |              |              |
|-----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
|                 | BRENT        |              | VARIACION    |              | WTI          |              | VARIACION    |              |
|                 | 2005         | 2006         | ABS.         | %            | 2005         | 2006         | ABS.         | %            |
| Enero           | 44.10        | 63.67        | 19.57        | 44.39        | 46.83        | 65.52        | 18.69        | 39.90        |
| Febrero         | 45.68        | 61.05        | 15.37        | 33.65        | 47.94        | 61.83        | 13.89        | 28.98        |
| Marzo           | 53.25        | 62.96        | 9.71         | 18.24        | 54.50        | 62.98        | 8.48         | 15.56        |
| Abril           | 52.98        | 70.41        | 17.43        | 32.90        | 53.34        | 70.07        | 16.73        | 31.37        |
| Mayo            | 49.65        | 70.69        | 21.04        | 42.38        | 49.91        | 70.91        | 21.00        | 42.08        |
| Junio           | 55.17        | 69.54        | 14.37        | 26.05        | 56.40        | 70.98        | 14.58        | 25.84        |
| Julio           | 57.87        | 74.25        | 16.38        | 28.30        | 59.04        | 74.45        | 15.41        | 26.10        |
| Agosto          | 63.98        | 74.05        | 10.07        | 15.74        | 65.01        | 73.07        | 8.06         | 12.40        |
| Septiembre      | 63.61        | 63.18        | -0.43        | -0.68        | 65.53        | 63.85        | -1.68        | -2.57        |
| <b>PROMEDIO</b> | <b>54.03</b> | <b>67.76</b> | <b>13.72</b> | <b>25.40</b> | <b>55.39</b> | <b>68.18</b> | <b>12.79</b> | <b>23.10</b> |

**PETROLEO CRUDO MUNDIAL**  
**PRODUCCION Vrs. DEMANDA AL MES DE SEPTIEMBRE DE 2005<sup>1</sup>**



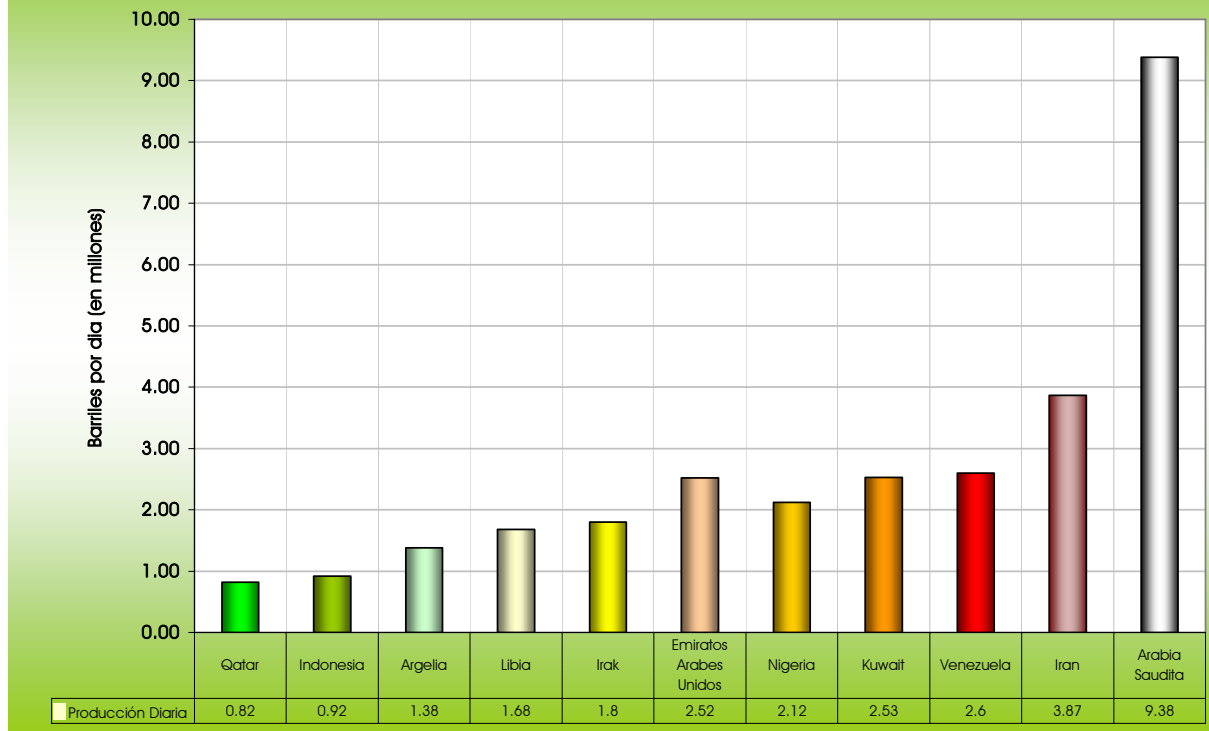
**PAISES EXPORTADORES DE PETROLEO "OPEP"**  
**PRODUCCION MENSUAL PROMEDIO (Millones de barriles por día)<sup>2</sup>**  
**AÑO 2006/ HASTA MARZO**  
 Argella, Indonesia, Iran, Irak, Kuwait, Libia, Nigeria, Qatar, Arabia Saudita, Emiratos Arabes Unidos, Venezuela



FUENTE 1: ENERGY INFORMATION ADMINISTRATION, STATISTICS FROM THE U.S. GOVERNMENT

FUENTE 2: MONTHLY OIL MARKET REPORT / ORGANIZATION OF THE PETROLEUM EXPORTING COUNTRIES OPEC

ORGANIZACIÓN DE PAISES EXPORTADORES DE PETROLEO "OPEP"  
 PRODUCCION - DICIEMBRE 2005 (Millones de Barriles por día)



FUENTE: MONTHLY OIL MARKET REPORT / ORGANIZATION OF THE PETROLEUM EXPORTING COUNTRIES OPEC

## Rendimiento de un Barril de Petroleo Crudo



*\* Cantidades basadas en producción promedio de una refinería de US en el 2002, con un API promedio de 39 grados.*

| Producto                           | Galones Por Barril* |
|------------------------------------|---------------------|
| Gasolina                           | 19.4                |
| Diesel                             | 9.7                 |
| Jet Fuel                           | 4.3                 |
| Carbón residual de petróleo (coke) | 2.0                 |
| Fuel Oil                           | 1.9                 |
| Gas Licuado y de refinación        | 3.7                 |
| Asfaltos                           | 1.4                 |
| Materia Prima Petroquímica         | 1.1                 |
| Lubricantes                        | 0.5                 |
| Kerosina                           | 0.2                 |
| Otros                              | 0.4                 |



MINISTERIO DE ENERGIA Y MINAS  
REPUBLICA DE GUATEMALA

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Cualquier comentario, consulta o sugerencia, favor enviarla  
a la siguiente dirección:

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Departamento de Análisis Económico  
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**Portal Web del Ministerio:** [www.mem.gob.gt](http://www.mem.gob.gt)

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UNIDOS, SEGURO VAMOS ADELANTE >>

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Diciembre 2006

