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# Argentina Hydrocarbons Sector Report

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3-7 October 2005

## Argentine Oil & Gas Expo (AOG)

The Argentine Oil & Gas Expo will be held from 3-7 October 2005. It will run concurrently with the second International Energy Forum. The theme for this year's show is *Energy for Growth*.

The Expo is held every two years and attracts international companies who are active both within and outside Argentina. During the last show in 2003, over 300 companies exhibited. The Argentine Expo normally runs on alternate years with the Rio Oil & Gas show.

The Expo will be held in the Costa Salguera Exhibition Centre in the centre of Buenos Aires. More details can be found at [www.uniline.com.ar](http://www.uniline.com.ar) For further information on the Argentine oil and gas market, contact [lan.Duddy2@fco.gov.uk](mailto:lan.Duddy2@fco.gov.uk)

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## General summary

The oil and gas industry in Argentina flourished during the 1990s, in large part due to de-regulation. The state oil company, YPF, was privatised in the early 1990s and was taken over by the Spanish company Repsol. Existing exploration and production contracts were changed to concessions and many joint ventures were created. Gas del Estado, the state gas organisation, was also privatised – split into smaller utility companies and sold to the private sector. However following the economic crisis and devaluation of 2001/2002, the sector has been hit hard with gas tariffs fixed in pre-devaluation (ie. peso) prices, which has discouraged investment and created shortages in supply, whilst demand for natural gas has soared. In 2004 this started to affect energy supplies, as thermal generation accounts for over 50% of Argentine power supply.

Argentina is self sufficient in oil and gas and has exported since 1993, but since the economic crisis of 2001/02 its has faced problems with gas supply and has been forced to cut back its gas exports (eg. to Chile). Most exploration and production is onshore but it is likely that future development will include offshore fields, as onshore production is becoming increasingly mature (20% of wells account for 80% production). There are more than 30 international operators in the country, the largest being Repsol/YPF, which has a fully integrated business.

Downstream, there are 10 refineries with a combined capacity of about 100,000 cu m/day. There are 6,500 service stations, about 25 million users of natural gas and 1.3 million natural gas vehicles. BG Group, Shell and BP all have investments in Argentina.



## General summary

### Effect of 2001/02 crisis in Argentina

Argentina has been going through a serious political and economic crisis with default on its foreign sovereign debt and devaluation of its previously dollar-pegged currency, the peso, in January 2002. More details can be found on the Argentina pages of the UK Trade & Investment website: [www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)

The effect of the crisis on the sector has been severe. The upstream is affected by the pesofication of gas tariffs (compulsory conversion of US\$ based contracts to Argentine pesos) and retenciones (export taxes) on oil products. The downstream gas sector continues to be affected by a cap on the well-head price for gas. As a comparison Bolivia exports gas to Argentina for US\$1.90/BTU, whilst the well head price for Argentine gas is only US\$0.80/BTU.

The downstream gas sector is one of the hardest hit of all sectors. It has seen its gas tariffs frozen in pesos at pre-devaluation rates despite having dollar concession contracts with the government. Although in the medium to long term gas prices and tariffs are expected to recover to some extent, the current situation means that the domestic gas industry is not very attractive and most new investment has stopped. Following devaluation, many downstream gas companies are now in default to their international creditors.

As the downstream oil sector is not regulated, it has not been so severely affected, although there has been significant government pressure to keep pump prices low. Currently there is an agreement between the government and downstream suppliers that fixes pump prices at a rate equivalent to US\$28.50/barrel. With an increasing number of cars switching to gas, petrol consumption has fallen and supply has been affected with about 1,300 service stations closing since devaluation.

In May 2004 the government announced increases in export taxes (retenciones) on fuel: from 0% to 5% for petrol; 5% to 20% on LPG; and from 20% to 25% on crude oil (higher rates of up to 45% apply on crude products depending on WTI prices). This has meant that despite current high world oil prices, Argentine-based firms face restrictions on their oil exports.



## General summary

### Current production

In 2004 gas production increased to 52,349,270 mm<sup>3</sup> from mainly mature wells and production is now considered to be running at full capacity. Figures by area and by operator for 2004 are in Section 2 of this report.

Argentina has the third largest gas reserves in South America and in the 1990s it became a net exporter of gas, exporting some 14% of production in 2004. Exports were mainly to Chile and Uruguay. Bolivia remains Argentina's main competitor for gas exports – both countries being the only net exporters of hydrocarbons in a region of importers. However the recent shortfalls in supply have lead Argentina to cut its gas exports to Chile, which depends heavily on imports for power generation. This created some political tension between both countries. Due to a territorial dispute, Bolivia law prohibits any gas exports to Chile.

Total oil production for 2004 fell 5.76% in comparison to 2003. In 2003 the number of finished oil wells and meters drilled declined, although 2004 saw some increase in activity. A breakdown by area and operator for 2004 is in Section 2. In 2004 approximately 26% of oil production was exported, mainly to Brazil and the USA.





## General summary

### The future

Instability, uncertainty and lack of confidence mean that it is difficult to predict, and therefore to plan for Argentina's energy future. In January 2004 (a traditionally quieter holiday month) demand for natural gas was 25% higher than a year earlier. The upsurge in demand was the result of:

- the recovery in the economy which grew 9% in 2004 and led to an increase in energy demanded by industry;
- fixed utility tariffs for domestic consumers in pre-devaluation peso prices which had artificially boosted demand.

This increase in energy consumption compares with an average increase of about 3% in more developed markets and is unsustainable with current levels of production. In April 2004 the government launched an energy saving plan for the winter months of May to September and industrial consumers with "interruptible contracts" had their energy supplies cut. In May 2005 the government re-launched a more stringent saving plan which meant that customers whose gas consumption was lower than 2003 levels, would receive a reduction in tariff. Conversely customers whose consumption (above a basic level) exceeded 2003 levels, would have to pay an additional tariff.

So far the energy crisis has not affected domestic users, but there is now some government recognition that gas tariffs will need to be increased in order to stimulate investment and production.

The government is currently trying to renegotiate contracts with the privatised utility companies, which includes several downstream gas companies. There are also proposals for a new legislative and regulatory framework for these companies, which is being debated in the Argentine Congress. Several investors have complained that the proposed legislation would not allow investors a reasonable rate of return and would deter investment.

Another source of distortion is the number of cars using compressed natural gas (CNG), which takes nearly 10% of total gas production. Argentina now has the largest fleet of CNG cars in the world with 1.8 million vehicles. Although part of a long-term trend, since devaluation the rate of conversion from petrol to gas has risen by more than 30% and there are now domestic shortages of CNG.



## General summary

### ENARSA (Energía Argentina SA)

In 2004 the Argentine Government announced the creation of ENARSA, a new state energy company. The announcement should be seen in the wider political context of a government elected in 2003 that was opposed to the privatisation of state enterprises in the 1990s. The federal government passed legislation that ceded all offshore concessions (other than those already licensed) to ENARSA. Onshore concessions remain under the jurisdiction of provincial (state) governments.

In May 2005 the government announced a series of tax breaks/allowances for companies in order to encourage private companies to form joint ventures/strategic partnerships with ENARSA. Some commentators criticised the tax breaks as being insufficient to offset the risks of working with ENARSA.

The government appears keen to develop and explore further blocks off-shore, but ENARSA does not have the funding nor the technical expertise to do this. To date, ENARSA is a shell company with no assets (other than its offshore rights). In late 2004 the company opened two service stations in central Buenos Aires (in partnership with PDVSA), but these were seen as little more than a political gesture. It remains unclear how ENARSA's presence in the market will affect the industry long-term.



# Upstream: onshore and offshore

## Introduction

From the beginning of 1991, the industry had been deregulated with free markets and privatisation although the situation has now been complicated somewhat by the raft of measures and regulations introduced by the government following devaluation. “Plan Argentina” in 1992 made available to international public bidding some 1.41 million sq. km of acreage – 850,000 sq. km onshore and 560,000 offshore or about 77% of the total area of Argentina’s sedimentary basins. There are currently 170 producing concessions and some 100 exploration permits. Details of concessions are on the Energy Secretariat website: [www.energia.mecon.gov.ar](http://www.energia.mecon.gov.ar)

In 1995 a record total of 1788 wells were drilled, this declined to 866 wells in 1998 but then rose to 1,234 in 2001. In 2002, this figure dropped to 1,029 due to the economic crisis (a 16% drop). There are over 30 operating companies and details of the most important ones are in Section 6 of this report. Repsol/YPF is the most active company still owning about 40% of all wells ever drilled in Argentina.

Of the 20 or so potential hydrocarbon basins in Argentina only five so far have commercial production. These are:

- Noroeste (NW Argentina)
- Cuyo (Western Argentina)
- Neuquen (Western Argentina)
- San Jorge (Southern Argentina)
- Austral/Magallanes (Southern Argentina)

The first three are wholly onshore; San Jorge basin extends offshore but there is only production in the limited offshore extension of onshore fields and only the Austral basin has any pure offshore production.

The [attached charts](#) provide a breakdown of production by operator and by area for both oil and gas in Argentina. These figures are taken from the Argentine Energy Secretariat website: [www.energia.mecon.gov.ar](http://www.energia.mecon.gov.ar) which has further breakdowns available.



## Upstream: onshore and offshore

### Overview of activities in Argentina

#### Onshore

The great majority of exploration and production is onshore. The major oil producing basins are Neuquen and San Jorge which account for 47% and 35% respectively of domestic oil production with about 80% of the proven reserves. For gas, Neuquen is the main producer with 55% of production. There are lesser amounts of gas in Noroeste and Austral, but these three basins produce 93% of Argentina's natural gas and contain 97% of proven reserves.

In 2001, licensing activity in Neuquen increased significantly, mainly due to a licensing initiative by the Provincial Government of Neuquen. Twenty exploration blocks were tendered which resulted in over US\$150m of exploration commitments. Some of the bids received were the highest in Argentina's licensing history. Unfortunately, since devaluation, licensing activity has all but stopped as companies are reviewing their portfolios within the country and the risk of new investment.

In August 2003, the federal government issued Decree No. 546/2003, which ceded to the provincial governments the power to grant (i) hydrocarbon permits and (ii) exploitation, storage and transportation concessions. These permits and concessions are governed by Law No. 17,319 (the 'Law on Hydrocarbons') and only apply to onshore activity. For more information on this legislation please check the Argentine government website: [www.infoleg.gov.ar](http://www.infoleg.gov.ar)

#### Offshore

The offshore market is limited. The Cuenca Austral Marina 2 in Tierra del Fuego (Southern Argentina) was the first off-shore field in Argentina to enter production in 1989. It is operated by Total under a joint venture with Pan American Energy (25%) and Wintershall Energy (37.5%).

The only other operator producing off-shore in Argentina is SiPetro (the overseas part of ENAP – the Chilean state oil company) which is the operator, in partnership with Repsol/YPF, of the Magallanes field (also in Tierra del Fuego). Production is about 1.5m cu m/day of gas and 2,000 cu m/day of oil and they have 5 production jackets. They have been doing exploration work in CAM2A, a block neighbouring the Magallanes Area.



## Upstream: onshore and offshore

### Oil production by operator in 2004

Operator	Oil Total m3	%	Operator	Oil Total m3	%
YPF S.A.	17,241,663	42.43	CENTRAL RESOURCE INC	92,501	
PAN AMERICAN	5,942,593	14.62	ROCH S.A.	89,299	
PETROBRAS ENERGIA S.A.	4,085,329	10.05	PETROLERA SAN JOSE S.R.L.	67,875	
CHEVRON SAN JORGE S.A.	3,591,460	8.84	PETROQUIMICA COM. RIVADAVIA S.A.	53,544	
TECPETROL S.A.	1,885,513	4.64	COLHUE HUAPI S.A.	36,641	
VINTAGE OIL	1,652,229	4.06	CLEAR S.R.L. Y PETROMINERA CHUBUT	20,639	
TOTAL AUSTRAL S.A.	1,579,616	3.89	RME ARGENTINA S.A.	19,955	
SIPETROL S.A.	1,028,170	2.53	MISAHAR ARGENTINA	18,209	
PLUSPETROL S.A.	862,475	2.12	INGENIERIA ALPA S.A.	16,809	
CAPSA CAPEX	751,069	1.85	GAS MEDANITO S.A.	14,969	
PETROLERA ENTRE LOMAS S.A.	591,366	1.45	OILGENER ARGENTINA Ltd.	11,172	
PIONEER NAT.RESOURCES ARG.S.A.	459,550	1.13	EPP PETROLEO S.A.	10,779	
CHAÑARES HERRADOS S.A.	133,375	0.32	DONG WON CORPORATION	7,323	
PETR. SANTA FE S.R.L.	128,295		C.G.C. S.A.	7,118	
RIO ALTO	122,640		TECNICAGUA S.A.	4,686	
PET. SUDAMERICANOS NECON-UTE	109,895		INGENIERIA SIMA S.A.	2,295	
			<b>TOTAL OIL PRODUCTION 2004</b>	<b>40,639,052</b>	

80.58%



## Upstream: onshore and offshore

### Oil production by area in 2004

Area	Total m3	%
NEUQUINA	18,020,818	44.34
GOLFO SAN JORGE	16,512,300	40.63
AUSTRAL	2,719,135	6.70
CUYANA	2,373,013	5.84
NOROESTE	1,013,786	2.49
<b>TOTAL OIL PRODUCTION 2004</b>	<b>40,639,052</b>	



## Upstream: onshore and offshore

### Gas production by operator in 2004

Operator	Gas Total Mm3	%	Operator	Gas Total Mm3	%
YPF S.A.	17,035,764	32.54	GAS MEDANITO S.A.	33,550	
TOTAL AUSTRAL S.A.	11,243,766	21.48	C.G.C. S.A.	18,073	
PAN AMERICAN	6,359,671	12.15	INGENIERIA ALPA S.A.	13,857	
PLUSPETROL S.A.	4,548,535	8.69	CLEAR S.R.L. Y PETROMINERA CHUBUT	7,762	
PETROBRAS ENERGIA S.A.	3,602,345	6.88	CENTRAL RESOURCE INC	7,546	
TECPETROL S.A.	2,776,852	5.30	COLHUE HUAPI S.A.	6,624	
PETR. SANTA FE S.R.L	1,278,742	2.44	PETROLERA SAN JOSE S.R.L.	6,084	
CHEVRON SAN JORGE S.A.	1,188,109	2.27	CHAÑARES HERRADOS S.A.	4,146	
CAPSA CAPEX	1,051,919	2.01	TECNICAGUA S.A.	2,761	
SIPETROL S.A.	1,047,808	2.00	OILGENER ARGENTINA Ltd.	1,904	
PIONEER NAT.RESOURCES ARG.S.A.	940,162	1.80	RME ARGENTINA S.A.	1,693	
VINTAGE OIL	517,276	0.99	MISAHAR ARGENTINA	759	
PETROLERA ENTRE LOMAS S.A.	351,145		EPP PETROLEO S.A.	471	
ROCH S.A.	129,002		RIO ALTO	197	
PETROQUIMICA COM. RIVADAVIA S.A.	92,160		INGENIERIA SIMA S.A.	111	
PET. SUDAMERICANOS NECON-UTE	80,476		DONG WON CORPORATION		
			<b>TOTAL GAS PRODUCTION 2004</b>	<b>52,349,270</b>	

81.74%



## Upstream: onshore and offshore

### Gas production by area in 2004

Area	Gas Total Mm3	%
NEUQUINA	31,712,857	60.58
AUSTRAL	9,274,830	17.72
NOROESTE	7,460,551	14.25
GOLFO SAN JORGE	3,838,698	7.33
CUYANA	64,406	0.12
<b>TOTAL</b>	<b>52,351,342</b>	





## Downstream: oil and gas distribution

### Oil distribution

The transport of oil from fields to refineries is done by ship from southern Argentina and by pipeline from Neuquen. A Trans-Andean oil pipeline to Chile opened in 1994. There are 10 refineries in Argentina and Repsol/YPF is the biggest player (refining 50% of total production). Contact details for the refineries are in Section 9 of this report.

There are about 6,500 petrol or service stations in Argentina and the market is currently dominated by three players: Repsol/YPF, Shell and Esso, although Petrobras is becoming an increasingly important competitor. Repsol/YPF has extensive upstream operations in Argentina and therefore an integrated business, whereas Shell and Esso have predominantly downstream operations and their refineries and petrol stations are dependent on buying product from upstream suppliers. Following an asset swap with Repsol/YPF in 2001, Petrobras gained the EG3 network of service stations, but these have now been re-branded under the Petrobras banner. In 2003 Petrobras also acquired the local Argentine energy company, Pecom, which has service stations amongst its many assets.



## Downstream: oil and gas distribution

### Gas distribution

There are about 25 million users of gas in Argentina. Approximately 50% of gas is sold in Buenos Aires city and the surrounding province. Approximately 33% of gas is sold to industry, 29% to power plants, 25% to residential and commercial premises and 10% to natural gas vehicles (CNG). There are over 1,500 natural gas service stations in Argentina and about 1.8 million vehicles running on natural gas (a figure which continues to rise). The demand for CNG vehicles (or car conversions to CNG) is a direct result of the artificially low gas tariff in Argentina, which makes gas a more attractive vehicle fuel than petrol.

Gas del Estado, the national company which owned and operated almost all natural gas transmission and distribution facilities was replaced at the end of 1992 by two transmission and eight distribution companies which were privatised. Gas transportation and distribution is regulated by a government body called ENARGAS: [www.enargas.gov.ar](http://www.enargas.gov.ar)

The two transmission companies are TGN and TGS. They have a transport capacity of 110m cu m/day and operate 15,000 km of gas pipelines of 24" to 36" diameter. The eight distribution companies are all operated independently. Contact details can be found in Section 8 of this report.

The Argentine pipeline network is well developed but regional connectivity is only just starting to develop. There are several pipelines exporting gas from Argentina into Bolivia, Chile and Uruguay. The pipeline between Paraná and Uruguay was inaugurated in 2000 (constructed by TGN and TGM) and the pipeline between Buenos Aires and Montevideo was inaugurated in November 2002 (British Gas, TGS and Pan American Energy). There has been some discussion on plans to develop new gas pipelines between Argentina/Chile and Argentina/Brazil.

The Argentine government is now seeking to address the capacity shortages in gas transmission. As the private sector has been unwilling to invest in new pipeline projects, given the current government policy of artificially capping gas tariffs, the government has created trust funds (fideicomisos) to pay for new pipeline investments by TGN and TGS.

There is less of a market for Liquid Petroleum Gas (LPG) as most of Argentina's population lives close to a natural gas pipeline. The main producers of LPG are Repsol/YPF, Refinor, TGS, Shell and Esso. The domestic market is served by 60 companies with filling facilities that distribute cylinders and bulk LPG. The major players are Repsol/YPF, Totalgas and Shellgas.



## Introduction

During the period 1998-2001, energy investment was about US\$4 billion a year, including \$2.5 billion on exploration, \$350 million on natural gas projects and \$250 million on refining and marketing. Following the crisis in 2002, investment plans have been reconsidered. Most planned oil investments are going ahead, but gas investments have slowed considerably except for contracts that had been agreed before the crisis and production/maintenance works.

Taking the largest oil and gas companies, the following is a summary of what these companies are doing and where opportunities may exist in the short-medium term together with contact details.



## Opportunities

### Repsol/YPF

Repsol/YPF is the largest player in Argentina and 70% of its global production is derived from Argentina. In 2003, Repsol/YPF's Argentine exports totalled US\$2.5 billion. In 2004 the company announced a four-year investment plan in Argentina of US\$6 billion (although it still remains unclear how this sum will be disbursed). Repsol/YPF have a number of alliances in Argentina, including Pride International for drilling, Siderca for pipes and Techint for engineering.

Most of Repsol/YPF's activity is onshore, but it does also have interests in four large offshore concession areas in Argentina: CAA 35 and CAA 40 in the Austral Marina and Malvinas<sup>1</sup> basins, and CAA 44 and CAA 46 in the Colorado Marina basin. CAA 35 is operated by Total Austral. In 2004 Repsol/YPF started carrying out further 3-D seismic surveys in parts of the Malvinas<sup>2</sup> basin, in partnership with Pan American Energy.

On the downstream, the company plans to invest \$50m during the next five years to refurbish its service stations network and improve a total of 167 service stations operated by the Automovil Club Argentino (similar to the AA). This will include the installation of new gasoline feeding equipment, the opening of YPF Full outlets, and setting up CNG feeding equipment.

Repsol/YPF is split into four operating units in Latin America:

- Sur (Argentina: Chubut, Santa Cruz, Tierra del Fuego, offshore Argentina)
- Oeste (Argentina: Neuquen y Mendoza)
- Bolivia-Brazil (NE Argentina, Bolivia and Brazil)
- Pacifico (Chile, Peru, Ecuador and Colombia)

Each business unit deals with procurement decisions locally and invites companies on their approved lists to tender. They only contract services outside of the region where there is a price difference or where the technology is not found locally (eg. logging, seismic).

<sup>1</sup> and <sup>2</sup>: Malvinas basin" refers to Argentine territorial waters; it does not include the territorial waters surrounding the Falkland Islands, which are administered by the Falkland Islands Government.



## Opportunities

### Repsol/YPF (continued)

#### Neuquen

This is Repsol/YPF's most important province in Argentina, with 60-70% of its Argentine investment. Repsol/YPF have picked up seven (two with partners) of the new areas that Neuquen Province is licensing for E&P and will have to spend US\$116m on exploration and production in these areas over the next three years.

**Contact:**

E&P Manager: Ricardo Ferrante  
Logistics Manager: Carlos Matus  
Tel: +54 (299) 449 2800  
Fax: +54 (299) 449 2800

#### Sur

Repsol/YPF have 6,000 wells in the area; 5,000 of them producing; 40% of their production is through secondary recovery. They have 12 active drilling rigs in this area as well. Production is marginal and so companies need to take advantage of technology and cost cutting techniques.

**Contact:**

General Director & Business Manager: Roberto Dominguez  
E&P Operations Manager: Santiago Quesada Garmendia  
Area Manager: Daniel Sanca (manager of "Project Drill 600")  
Technology Manager: Emanuel D'Huteau  
(contact for companies with new or distinctive technology)  
Tel: +54 (297) 449 9010  
Fax: +54 (297) 4499020



## Opportunities

### Petrobras

Petrobras is divided into two separate business units in Argentina – Petrobras Energía (the upstream business) and Petrobras Argentina (downstream).

Petrobras Argentina is the third largest player in the Argentine downstream market. It has over 800 service stations. In 2001 Petrobras acquired the EG3 network of service stations in an asset swap with Repsol, but it has now re-branded these stations. Petrobras operates three refineries in Argentina – in Bahia Blanca, San Lorenzo and Refinaria del Norte (Refinor).

All of Petrobras Energía's upstream investments are onshore. In 2003 it acquired a 58.6% controlling stake in a local company – Perez Companc/Pecom Energia for US\$1bn. The Argentine government approved the acquisition on 13 May 2003, provided that Petrobras sold Pecom's stake in a national transmission company – Transener. Petrobras Energía also acquired Petrolera Santa Fe in 2002 (the Argentine branch of the US company Devon Energy) for US\$89.5m. Within its Gas & Energy division, Petrobras has a 34% holding in Compania Mega (an investment of \$715m); Compania Mega has a natural gas separating plant in Loma La Lata (Neuquén province), a 600km gas pipeline and a fractioning plant in Bahía Blanca.

In Argentina, Petrobras prefers to deal with established suppliers who can operate and maintain contracted services. For further details on Petrobras operations in Argentina, visit [www.petrobras.com.ar](http://www.petrobras.com.ar) (available only in Spanish).

**Contact:**

Petrobras Argentina SA  
José Carlos Cosenza, President  
Lima 339  
(1073) - Buenos Aires  
Tel: 54 5129 0000  
Fax: 54 5168 4552



## Opportunities

### Pan American Energy

Pan American Energy is the second largest oil and gas producer in Argentina; the company is a joint venture between BP and Bidas (an Argentine company). BP has a 60% stake in the company. Pan American has a total net exploration area of 19,839sq km and sells more than 24m barrels of crude per annum. Of this production, 60% is processed at refineries in Argentina and the remaining 40% is exported mainly to bordering countries and the US. Pan American natural gas sales account for 9% of the Argentine market.

Pan American is a solely upstream company in Argentina with interests in both offshore and onshore oil and gas fields. Its main investment is the Cerro Dragon field, which includes a \$90m well drilling programme (drilling services, well completion services, dressing services) most of which has already been mostly contracted. There is a \$60m water flooding enhancement project although again there are generally contracts and suppliers already agreed for this project. And there is a \$50m electrification and automation project – the electrification already has contractors

and suppliers, but there may be opportunities in the automation project. They are looking for new technology to be incorporated and the development of a telecommunications system.

In partnership with Total & Wintershall, Pan American completed the assembly of two fixed platforms at the Aries and Carina gas reservoirs, a total investment of \$200m. Both offshore fields will enter the production stage at the end of 2005, offering perspectives for new petrochemical projects. In 2003 the company bought a 35% share into offshore exploratory areas 40 & 46, in the Malvinas<sup>3</sup> basin covering a total surface of 6,500 sq. km.

Pan American Energy uses a pre-qualified list for its tender bids/suppliers. UK companies interested in doing business with them need to make sure that they are on this list. The company expects to invest some US\$500m in Argentina during 2005.

**Contact details overleaf**

3: Malvinas basin refers to Argentine territorial waters; it does not include the territorial waters surrounding the Falkland Islands, which are administered by the Falkland Islands Government.



## Opportunities

### Pan American Energy (continued)

#### Contact details

Alberto Gil  
Chief Operating Officer, Pan American Energy  
Av Leandro Alem 1180, 11 Floor  
Buenos Aires  
Tel: 54 11 4310 4100  
Fax: 54 11 4310 4319

Ricardo Srebernic, Manager of Cerro Dragon  
Democracia No 51  
Comodoro Rivadavia  
Chubut, Argentina  
Tel: 0054 297 449 9800  
Fax: 0054 297 449 9852

Jorge Themtham, Manager of Tierra del Fuego  
Casilla de Correo No 28  
(9420) Rio Grande  
Tierra del Fuego, Argentina  
Tel/ Fax: 0054-296-443-6000

Nestor Graff, Manager of Neuquen  
Casilla de Correo No 11  
Felix San Martin 1450  
(8300) Neuquen  
Province of Neuquen, Argentina  
Tel: 0054-299-489-5500  
Fax: 0054-299-489-5509

Carlos Williams, Manager of Tartagal  
Gorriti 555  
(A4560BRK) Tartagal  
Province of Salta, Argentina  
Tel: 0054-3875-425800  
Fax: 0054-3875-425806





## Opportunities

### Total

At present Total's exploration and production activities are dominated by gas (80% of its production volume is gas). Total's onshore activities are in the Province of Neuquen, where they are in partnership with Repsol/YPF. In the Tierra del Fuego they have a few onshore sites, but most activity is offshore, mainly in partnership with Wintershall and Pan American Energy.

Total Argentina does not have an approved suppliers list, but will often seek contacts from its parent company Total (who are active in the North Sea and can provide Total Argentina with UK supplier contacts).

### ChevronTexaco

ChevronTexaco is Argentina's fourth largest oil producer and accounts for 10% of Argentina's oil production. It has concessions in the Neuquen and Austral basins and operates the El Trapial field, in which it has an 85% stake.

The company also operates a lube oil blending plant in Buenos Aires. The company is concentrating on areas where the payback will be one year and its expenditure will mainly focus on contracting service companies. For areas that require investments for 6-8 years they are waiting until the political uncertainty clears.



## Opportunities

### Vintage Oil

Vintage entered Argentina in 1995 through the acquisition of a local oil company – Cadipsa. Vintage Oil Argentina is a subsidiary of Vintage Petroleum Incorporated (VPI) and 45% of VPI's total production comes from fields in Argentina, where it operates four drilling and seven work over rigs, as well as seven well service rigs. In total the company operates 1,300 oil and gas wells, plus another 200 water injection wells in Argentina.

Vintage has an interest in 21 oil and gas concessions, of which 18 are operated by the company itself. The company has concessions in Mendoza (Cuyo Basin), Santa Cruz (San Jorge Basin) and Neuquén (Neuquén Basin). Vintage Oil plans to invest \$84m in 2004 in order to increase its crude oil production and will drill 94 new wells (compared to 67 in 2003).

### Pioneer

Pioneer has concessions in the Neuquén and Austral basins. Most of Pioneer's production is centred on the Neuquén basin, where it processes gas at its Loma Negra plant. Most investment has been directed to lower-risk development drilling, although the company shot new 3-D surveys last year and is looking to expand its gas E&P operations, subject to an increase in gas tariffs. In 2004 Pioneer announced plans to invest \$105m and to drill 100 new wells in Neuquén.

### Tecpetrol

Tecpetrol is owned by Techint, which is one of the largest construction and engineering companies in Argentina. Tecpetrol's total production in Argentina makes it the seventh largest oil and gas company in Argentina. The company currently holds long-term concessions in San Jorge, the Northwest and Neuquén basins. It has 720 productive wells. Their website ([www.tecpetrol.com](http://www.tecpetrol.com)) allows direct access for suppliers interested in offering their products or services to submit a form by email.



## Opportunities

### SiPetrol

SiPetrol is the Argentine subsidiary of the Chilean state-owned oil company, ENAP. SiPetrol has only upstream investments in Argentina (both oil and gas). It has two blocks in Austral and Magellanes (both offshore) and has an onshore gas investment with Wintershall Energy in Neuquen province. The company is currently halfway through a four-year programme to increase its sales in Argentina by 50%. SiPetrol has an authorised list of suppliers. Contracts are normally issued through tender, advertising or private tender (where SiPetrol directly approaches a group of companies to bid).

### Pluspetrol

Pluspetrol is one of the few Argentine family-owned companies left in the sector. It has interests in Argentina, Bolivia, Peru, Venezuela and Brazil. The group's biggest investment is its Camisea field in Peru. In Argentina the group operates the Ramos field in Salta – the second largest gas reserve in the country; the company also has a gas turbine power plant in Tucuman. All of Pluspetrol's E&P is on-shore. The company has a 15% stake in Repsol/YPF Gas – the LPG arm of Repsol/YPF and a 21.5% stake in Refinor (a large refinery in NW Argentina). The company's office in Houston is responsible for global procurement.

**The major oil and gas companies tend to contract services through the many established service companies in Argentina. A list of the oil and gas service companies in Argentina is in Section 7.**



## Exhibitions and trade missions

### Exhibitions

#### AOG 2005 – Argentine Oil & Gas 2005 and II International Energy Forum

Characteristics: International event. Most important local show; held biannually in Argentina (alternating with the Rio Oil & Gas show).

Date: 3-7 October 2005  
Venue: Centro Costa Salguero in Buenos Aires  
Organisers: Uniline  
Website: [www.uniline.com.ar](http://www.uniline.com.ar)

### Trade missions

UK Trade & Investment is sponsoring  
the following trade missions to Argentina

**October/November 2005 (tbc)**  
BRITISH ARGENTINE CHAMBER OF COMMERCE  
65 Brook Street, London W1K 4AH  
Tel: +44 20 7495 8730  
Fax: +44 20 7495 8732  
Contact: Ms Frances Casal  
Email: [enquiries@bacc.newnet.co.uk](mailto:enquiries@bacc.newnet.co.uk)  
[www.britargcham.co.uk](http://www.britargcham.co.uk)

**6-10 March 2006**  
LONDON CHAMBER OF COMMERCE  
33 Queen Street, London EC4R 1AP  
Tel: +44 20 7203 1967  
Fax: +44 20 7203 1905  
Contact: Ms Annabel Fogden  
Email: [worldtrade@londonchamber.co.uk](mailto:worldtrade@londonchamber.co.uk)  
[www.londonchamber.co.uk](http://www.londonchamber.co.uk)



## Major oil and gas companies

### **BRITISH GAS INTERNATIONAL**

Carlos Pellegrini 1141, Piso 10  
1009 Buenos Aires  
Tel: 54-11-6313-3100  
Fax: 54-11-6313-3149  
Email: [cristian.marcaida@bg-group.com](mailto:cristian.marcaida@bg-group.com)  
[www.bg-group.com](http://www.bg-group.com)

### **CAPSA/CAPEX (COMPANIAS ASOCIADAS PETROLERAS SA)**

Carlos Melo 630  
B1638CHB Vicente Lopez  
Provincia de Buenos Aires  
Tel/Fax: 54-11-4796-6000  
Email: [info@capex.com.ar](mailto:info@capex.com.ar)  
[www.capex.com.ar](http://www.capex.com.ar)

### **CHEVRON SAN JORGE SA**

Tte Gral Perón 925, Piso 4  
C1038AAS Buenos Aires  
Tel: 54-11-4320-7400  
Fax: 54-11-4320-7461  
[www.chevrontexaco.com](http://www.chevrontexaco.com)  
PANAMERICAN ENERGY  
(Joint venture between BP and Bidas)  
Av. L.N. Alem 1180  
C1001AAT Buenos Aires  
Tel: 54-11-4310-4100  
Fax: 54-11-4310-4386  
[www.panamericanenergy.com](http://www.panamericanenergy.com)

### **PETROBRAS ENERGIA SA**

Maipú 1  
C1084ABA Buenos Aires  
Tel: 54-11-4344-6000  
Fax: 54-11-4344-6290  
Email: (contact though website)  
[www.petrobrasenergia.com.ar](http://www.petrobrasenergia.com.ar)

### **PETROBRAS ARGENTINA SA**

Lima 339  
C1073AAG Buenos Aires  
Tel: 54-11-5129-0000 Fax: 54-11-5129-0000  
Email: (contact though website)  
[www.petrobras.com.ar](http://www.petrobras.com.ar)

### **PETROLERA SANTA FE SA**

(partially owned by Petrobras)  
Maipu 1, Piso 7  
C1084ABA Buenos Aires  
Tel: 54-11-5555-3200  
Fax: 54-11-5555-3200

### **PIONEER NATURAL RESOURCES (ARGENTINA SA)**

CM Della Paolera 265  
C1000ADA Buenos Aires  
Tel: 54-11-4312-9081  
Fax: 54-11-4312-9775  
Email: [Pioneerarg@pionernrc.com](mailto:Pioneerarg@pionernrc.com)  
[www.pioneernc.com](http://www.pioneernc.com)



## Major oil and gas companies (continued)

### **PLUSPETROL EXPLORACION Y PRODUCCION SA**

Lima 339, Piso 4  
C1073AAG Buenos Aires  
Tel: 54-11-4340-2222  
Fax: 54-11-4340-2215

### **REPSOL-YPF**

Av Roque Saenz Peña 777  
C1035AAC Buenos Aires  
Tel: 54-11-4329-2000  
Fax: 54-11-4329-2000  
[www.repsolypf.com](http://www.repsolypf.com)

### **SHELL CAPSA**

Av Roque Saenz Peña 788  
Buenos Aires  
Tel: 54-11-4130-2000  
Fax: 54-11-4130-2000  
[www.shell.com](http://www.shell.com)

### **SIPETROL ARGENTINA**

Bouchard 547  
C1106ABG Buenos Aires  
Tel: 54-11-4875-2600  
Fax: 54-11-4875-2601  
Email: [mail@alvarocollazo.com](mailto:mail@alvarocollazo.com)  
[www.sipetrol.com](http://www.sipetrol.com)

### **TECPETROL**

CM Della Paolera 299  
C1001ADA Buenos Aires  
Tel: 54-11-4018-5900  
Fax: 54-11-4018-5939  
Email: (contact though website)  
[www.tecpetrol.com](http://www.tecpetrol.com)

### **TOTAL**

Moreno 877, Piso 18  
C1091AAQ Buenos Aires  
Tel: 54-11-4346-6400  
Fax: 54-11-4346-6499  
[www.total.com](http://www.total.com)

### **VINTAGE OIL ARGENTINA INC**

Moreno 877, Piso 4  
C1091AAQ Buenos Aires  
Tel: 54-11-4324-5000  
Fax: 54-11-4324-5050  
Email: (contact though website)  
[www.vintagepetroleum.com](http://www.vintagepetroleum.com)

### **WINTERSHALL ENERGIA SA**

Maipu 757, Piso 10  
C1006ACI Buenos Aires  
Tel: 54-11-5554-2700  
Fax: 54-11-5554-2701  
Email: [Secretary@wiar.com.ar](mailto:Secretary@wiar.com.ar)  
[www.wintershall.com](http://www.wintershall.com)



## Service companies

The following is a list of service companies operating in Argentina, with their Argentine contact details. The majority of these are US companies. Many products and services are contracted through these companies rather than direct from the oil and gas companies.

### **ABB VETCO GRAY S.A.**

Oil, gas and petrochemicals  
Land and marine heads. Intelligent solutions multibowl wellhead systems. Slip-lock technology.

Pte. Roberto Ortiz 2545,  
Parque Industrial Burzaco  
(1852) Pcia. de Buenos Aires  
Tel / Fax: 00-54-11-4238-4534  
Email: (contact though website)  
Web: [www.abb.com/ar](http://www.abb.com/ar)

### **ANTARES NAVIERA S.A.**

Hydrocarbons transportation.

Av. 25 de Mayo 555, Piso 9  
(1002) Buenos Aires  
Tel:00-54-11-4317-8400  
Email: [info@antaresnav.com.ar](mailto:info@antaresnav.com.ar)

### **BAKER HUGHES ARG. S.R.L.**

Directional drilling, logging and measurement while drilling, coring services, perforating systems, coiled tubing, oil/water separation and treatment, pipeline management. Geothermal fields.

México 1661  
(1100) Buenos Aires  
Tel: 00-54-11-4378-6400  
Fax: 00-54-11-4378-6411  
Web: [www.bakerhughes.com](http://www.bakerhughes.com)

### **BJ SERVICES S.A.**

Core business: cementing, stimulation, down hole tools and coiled tubing services world-wide. Tubular services, process and pipeline services.

Av. L.N. Alem 712, Piso 8  
(1001) Buenos Aires  
Tel: 00-54-11-4313-6800  
Fax: 00-54-11-4315-0220  
Email: (contact though website)  
Web: [www.bjservices.com](http://www.bjservices.com)

### **BOLLAND & CÍA. S.A.**

Pump repair, drilling fluids, chemical products for production, horizontal drilling and filtration.  
Owned by Smith (USA)

Pte J Peron 925 Piso 6  
(1038) Buenos Aires  
Tel/ Fax: 00-54-11-4320-7500  
Email: [info@bolland.com.ar](mailto:info@bolland.com.ar)  
Web: [www.bolland.com.ar](http://www.bolland.com.ar)

### **CBI CONSTRUCCIONES S.A.**

Assembling of tanks and spheres for oil and by-products, gas plants. Established in Argentina since 1959. (Howe Bakers Engineers) USA

Arenales 1123, Piso 6  
(1061) Buenos Aires  
Tel: 00-54-11-4816-7887  
Fax: 00-54-11-4816-7455  
Email: [cbi@infovia.com.ar](mailto:cbi@infovia.com.ar)  
Web: [www.chicagobridge.com](http://www.chicagobridge.com)



## Service companies

### **COMPUTALOG S.A.**

Provide services for extraction oil companies.  
Logging, testing of wells. Headquarters in Canada.

Esmeralda 1080, Piso 5  
(1007) Buenos Aires  
Tel: 00-54-11-4313-9400  
Email: [info@precisiondrilling.com](mailto:info@precisiondrilling.com)  
Web: [www.computalog.com](http://www.computalog.com)

### **DATA SEIS MCI S.A.**

Specialises in data processing for the geophysical industry. They represent Furvo from USA.

Lima 675  
(1073) – Buenos Aires  
Tel/Fax: 00-54—11-4381-9376  
Email: [rstolarza@dataseismic.com.ar](mailto:rstolarza@dataseismic.com.ar)

### **DLS ARGENTINA LIMITED**

For repair of oil wells and drilling.

Av. Pueryrredon 1770 Piso 4  
(C1119 CAN) Buenos Aires  
Tel: 00-54-11-4829-2424  
Fax: 00-54-11-4829-2494

### **EMPRESA NEUQUINA DE SERVICIOS DE INGENIERÍA**

Maintenance of petrochemicals plants.

Ruta 237, Km. 1278  
Arroyito  
(8300) – Neuquén  
Tel:00-54-299-4480701  
Fax: 00-54-2994480710  
Email: [piap@ensi.com.ar](mailto:piap@ensi.com.ar)  
Web: [www.ensi.com.ar](http://www.ensi.com.ar)

### **GAFFNEY, CLINE & ASSOCIATES**

Technical and Management Advisers.

Av. Roque Sáenz Peña 917, Piso 2  
(1035) Buenos Aires  
Tel: 4394-1007  
Fax: 4326-0442  
Email: [rbateman@gaffney-cline.com](mailto:rbateman@gaffney-cline.com)

### **HALLIBURTON ARGENTINA S.A.**

Oil services, drilling. Integrated services.

Maipú 942, Piso 11  
(C1006CAN) – Buenos Aires  
Tel: 4312-8411 Fax: 4313-9042  
Web: [www.halliburton.com](http://www.halliburton.com)





## Service companies

### **HUINOIL S.A.**

For gas industry: survey, maintenance of calibration and metering chambers, etc.

For oil industry: operation & maintenance of pulling equipment, maintenance of the installation of oil and gas fields.

Av. L.N.Alem 1026, Piso 5  
(1026) Buenos Aires  
Tel: 00-54-11-4315-6037/2855  
Fax: 00-54-11-4311-4017  
Email: [admicent@huinoil.com.ar](mailto:admicent@huinoil.com.ar)

### **INDUSTRIAS EPTA SRL**

Established since 1978. Imports and locally manufactures valves and instruments.

Calle Rio Salado 8792 / 8802  
(B1657AWP) Loma Hermosa  
Partido de 3 de Febrero – Pcia. Bs.As.  
Tel/Fax: 4769-3213  
Email: [epta@epta.com.ar](mailto:epta@epta.com.ar)  
Web: [www.epta.com.ar](http://www.epta.com.ar)

### **INTEC ENGINEERING DE ARGENTINA SRL / ARCAN INGENIERÍA Y CONSTRUCCIONES SA**

Engineering services for the design and installation of marine pipelines and their associated structures.

Av. Paseo Colón 505, Piso 6  
(C1063ACF) Buenos Aires  
Tel: 00 54 11 5941 6400  
Fax: 00 54 11 5941 6500  
Email: [infoba@intecengineering.com](mailto:infoba@intecengineering.com)  
Web: [www.intecengineering.com](http://www.intecengineering.com)

### **INSTROMET S.A.**

Import gas measuring appliances from USA, Holland, and Belgium. Headquarters in USA.

Av. Donato Alvarez 1951  
(1416) Buenos Aires  
Tel: 00-54-11-4588-2540/1  
Fax: 00-54-11-4588-2539  
Email: [instromet@instromet.com.ar](mailto:instromet@instromet.com.ar)  
Web: [www.instromet.com](http://www.instromet.com)

### **KENTING DRILLING ARGENTINA**

Drilling and cleaning of wells.  
Represent Key Energy, with Headquarters in USA.

Santa Fe Sur 1400  
(8316) Plottier  
Provincia Neuquén  
Tel: 00-54-0299-493-5611/2/3  
Email: [rgomez@welltech.com.ar](mailto:rgomez@welltech.com.ar)

### **LUFKIN ARGENTINA S.A.**

Manufacture mechanical pumping devices.  
Exports to Brazil and Peru. In Argentina since 1979.  
Headquartered in Houston.

Reconquista 656, Piso 6 "A"  
(1003) Buenos Aires  
Tel: 00-54-11-4315-1641  
Fax: 00-54-11-4311-8181  
Email: [lufkinba@infovia.com.ar](mailto:lufkinba@infovia.com.ar)  
Web: [www.lufkin.com](http://www.lufkin.com)



## Service companies

### **MENAS DE ARGENTINA SA**

Uruguay 546, Piso 5  
Buenos Aires C1015ABL  
Tel: (0054) 11 4373 7479  
Web: [www.menas.co.uk](http://www.menas.co.uk)

### **ONDEO NALCO ARGENTINA**

Chemical products for wells and pipelines.

Av. L.N.Alem 712, Piso 10  
(1001) Buenos Aires  
Tel: 00-54-11-5166-2533  
Fax: 00-54-11-5166-2544  
Email: [apisani@ondeo-nalco.com](mailto:apisani@ondeo-nalco.com)  
Web: [www.ondeo-nalco.com](http://www.ondeo-nalco.com)

### **PETROQUÍMICA COMODORO RIVADAVIA S.A.**

Production and distribution of cement and other construction and exploration materials as well as the production of hydrocarbons.

Adolfo Alsina 1450, Piso 7  
(1088) – Buenos Aires  
Tel: 00-54-11-4124-9900  
Fax: 00-54-11-4124-9901  
Email: [pcrsa@pcrsa.com.ar](mailto:pcrsa@pcrsa.com.ar)  
Web: [www.pcrsa.com.ar](http://www.pcrsa.com.ar)

### **PETROGREEN S.A.**

Import spare parts for the oil industry, valves, radars.

Concepción Arenal 3732  
(1427) Buenos Aires  
Tel: 00-54-11-4854-9584  
Fax: 00-54-11-4856-6889  
Email: [petronet@petrogreen.com.ar](mailto:petronet@petrogreen.com.ar)  
Web: [www.petrogreen.com.ar](http://www.petrogreen.com.ar)

### **PRIDE INTERNATIONAL S.A.**

Exploration and production services, from traditional testing tools to latest technologies, such as drilling and stand-alone snubbing units.

Servicios Especiales San Antonio  
Viamonte 1133, Pisos 7  
(1053) Buenos Aires  
Tel: 00-54-11-4370-5500  
Fax: 00-54-11-4370-5534  
Email: [pridearg@sminter.com.ar](mailto:pridearg@sminter.com.ar)  
Web: [www.sanantonio.com.ar](http://www.sanantonio.com.ar)



## Service companies

### **SCHLUMBERGER ARGENTINA**

Global Technology Services company. E&P industry. Drilling, wireline, wellhead testing, Geoquest (IT solutions) IPM (well-head engineering) Oilfield services.

Sr. Mariano Mendez  
Gerente – Administracion y Finanzas  
Av. Pte. Roque Saenz Peña 1149 P.13  
1035 – Buenos Aires  
Tel: 4344-5100  
Fax: 4344-5353  
Web: [www.Slb.com](http://www.Slb.com)

### **SERVICIOS TIPSA S.A.**

They sell motors and spare parts to the oil Majors. They represent Hanover in Argentina.

Talcahuano 833, Piso 11 "A"  
(1013) Buenos Aires  
Tel: 00-54-11-4813-1367/0496/1159  
Email: [info@stipsa.com](mailto:info@stipsa.com)  
Web: [www.hanover-co.com](http://www.hanover-co.com)

### **SIEMENS (DIVISION INDUSTRIA)**

Manufacture electrical appliances for the oil industry.

Av Pte. Julio A Roca 530  
C1067ABN Buenos Aires  
Tel: 4340-8400  
Fax: 4340-8560  
Email: [service@siemens.com.ar](mailto:service@siemens.com.ar)  
Web: [www.siemens.com.ar](http://www.siemens.com.ar)

### **SOCO RIL S.A.**

Coating applications for steel pipes, weight down of submarine conductors, anticorrosive protection for oil and gas.

Ruta 9 Km 52,3  
(1625) Escobar  
Pcia. de Buenos Aires  
Tel: 00-54-03488-493332  
Fax: 00-54-03488-493314  
Email: [info@socoril.com.ar](mailto:info@socoril.com.ar)  
Web: [www.socoril.com.ar](http://www.socoril.com.ar)

### **SODEXHO ARGENTINA S.A.**

Catering and cleaning services provided at field sites throughout Argentina.

Alsina 655, Piso 3,4 & 6  
(C1087 AAI) Buenos Aires  
Tel: 00-54-11-4342-2657  
Web: [www.sodexho-ar.com](http://www.sodexho-ar.com)

### **TECHINT S.A.**

Provides Engineering, Procurement and Construction services.

Carlos María Della Paolera 299,  
Piso 17  
(C1001ADA) Buenos Aires  
Tel: 4018-4100 Fax: 4018-1000  
Email: [info@techint.com](mailto:info@techint.com)  
Web: [www.techint.com](http://www.techint.com)



## Service companies

### **TECNA ESTUDIOS Y PROYECTOS DE INGENIERÍA S.A.**

Engineering and plant construction for oil and gas sector. An Argentine company, they are also present in Ecuador, Brazil and Bolivia.

Encarnacion Ezcurra 365  
(C1107 CLA) Buenos Aires  
Tel: 00-54-11-4347-0300  
Fax: 00-54-11-4347-0800  
Email: [info@tecna.com](mailto:info@tecna.com)  
Web: [www.tecna.com](http://www.tecna.com)

### **TECNICAS REUNIDAS S.A.**

Construction and engineering company for industrial plants, pipelines. Headquartered in Spain.

Moreno 957 Piso 2  
(1091) Buenos Aires  
Tel: 00-54-11-4342-8825 / 29  
Fax: 00-54-11-4343-1460  
Contact: Francisco Elizalde  
Email: [elizalde@tecnicasreunidas.es](mailto:elizalde@tecnicasreunidas.es)  
Web: [www.tecnicasreunidas.es](http://www.tecnicasreunidas.es)

### **TENARIS-SIDERCA**

World leader in the production of seamless steel tubes. Supply of services for energy industry. Ex. Tubing and casing, line pipe.

Av Alem 1067 P27  
1001 Buenos Aires  
Tel: 4018-2100  
Fax: 4018-1000  
Email: [websiderca@siderca.com](mailto:websiderca@siderca.com)  
Web: [www.siderca.com](http://www.siderca.com)

### **TRANSENER S.A.**

Largest electric transmission company in Argentina (formerly owned by National Grid).

Av. Paso Colón 728 Piso 3  
(1063) Buenos Aires  
Tel: 00-54-11-4342-6925  
Fax: 00-54-11-5342-4861  
Email: [info-trans@transx.com.ar](mailto:info-trans@transx.com.ar)  
Web: [www.transener.com.ar](http://www.transener.com.ar)

### **TUBOSCOPE VELCO DE ARGENTINA**

Inspection and control of pipelines.

Av Corrientes 330 Piso 5  
(1043AAQ) Buenos Aires  
Tel: 00-54-11-4394-3939  
Fax: 00-54-11-4394-4499  
Email: [tva@turboscope.com.ar](mailto:tva@turboscope.com.ar)  
Web: [www.varco.com](http://www.varco.com)

### **TULSA OILFIELD EQUIPMENT**

Supply equipment and spare parts for the oil industry.

Calle 18, (ex - Murature) 3740  
(B1672 AWB) Villa Lynch, San Martin  
Prov. Buenos Aires  
Tel/ Fax: 00-54-11-4753-7978  
Email: [info@tulsaoil.com](mailto:info@tulsaoil.com)  
Web: [www.tulsaoil.com](http://www.tulsaoil.com)



## Service companies

### **TYCO FLOW CONTROL ARGENTINA**

Valves, actuators, controls, oil accessories, spare parts for mud pumps.

Carlos Calvo 2560  
(C1230 AAP) Buenos Aires  
Tel: 00-54-11-4308-6444  
Fax: 00-54-11-4308-6446  
Email: [ventas.argentina@tycovalves.com](mailto:ventas.argentina@tycovalves.com)  
Web: [www.tycoflow.com](http://www.tycoflow.com)

### **UNION GEOFISICA ARGENTINA**

Seismic exploration. In Comodoro Rivadavia: pipeline laying for Total and Repsol/YPF.

Av. L.N.Alem 1002, Piso 7  
(1001) Buenos Aires  
Tel: 00-54-11-4315-4643/47  
Fax: 00-54-11-4315-4605  
Email: [uga-ba@uga.com.ar](mailto:uga-ba@uga.com.ar)

### **VALVULAS WORCESTER DE ARGENTINA**

Manufacturers of spherical valves for fluids and gases. Electric and pneumatic actuators.

Oswaldo Cruz 3333 (C1293 ADL) Buenos Aires  
Tel: 00-54-11-4303-0037  
Fax: 00-54-11-4301-8694  
Email: [mail@worcester.com.ar](mailto:mail@worcester.com.ar)  
Web: [www.worcester.com.ar](http://www.worcester.com.ar)

### **VETEK S.A.**

Suppliers of gas deodorant and sulfurate works for oil companies. Part of Total group of companies.

Av. Cabildo 1478, Piso 8 "46"  
(1426) Buenos Aires  
Tel: 00-54-11-4788-4117  
Fax: 00-54-4784-3574  
Email: [vetek@veteksa.com.ar](mailto:vetek@veteksa.com.ar)

### **WEATHERFORD SERVICES ARGENTINA**

Oil services, such as drilling. Importer of machinery. Headquartered in Houston.

Av. Córdoba 673, Piso 6  
(1054) Buenos Aires  
Tel: 00-54-11-4314-9550  
Fax: 00-54-11-4314-1696  
Email: [info@weatherford.com](mailto:info@weatherford.com)  
Web: [www.weatherford.com](http://www.weatherford.com)



# Gas transport and distribution

## Transmission companies

### **TRANSPORTADORA DE GAS DEL NORTE**

Don Bosco 3672  
(1206) Buenos Aires  
Tel: 00-54-11-4959-2000  
Fax: 00-54-11-4959-2242  
Email: [info@tgn.com.ar](mailto:info@tgn.com.ar)  
Web: [www.tgn.com.ar](http://www.tgn.com.ar)

### **TRANSPORTADORA DE GAS DEL SUR**

Don Bosco 3672  
(1206) Buenos Aires  
Tel/ Fax: 00-54-11-4865-9060  
Email: [tgs@tgs.com.ar](mailto:tgs@tgs.com.ar)  
Web: [www.tgs.com.ar](http://www.tgs.com.ar)

### **TRANSPORTADORA DE GAS DE MERCOSUR**

Don Bosco 3672  
1206 Buenos Aires  
Tel: 54-11-4959-2000  
Fax: 54-11-4959-2206



# Gas transport and distribution

## Gas distribution companies

### **METROGAS S.A.**

Capital district and southern suburbs of Buenos Aires

Gregorio Araoz de Lamadrid 1360

(1267) Buenos Aires

Tel: 00-54-11-4309-1010

Fax: 00-54-11-4309-1025

Email: [info@metrogas.com.ar](mailto:info@metrogas.com.ar)

Web: [www.metrogas.com.ar](http://www.metrogas.com.ar)

### **GAS NATURAL BAN S.A.**

Northern Suburbs of Buenos Aires

Isabel La Católica 939

(1269) Buenos Aires

Tel: 00-54-11-4309-2800

Fax: 00-54-11-4309-2612

Web: [www.gasnaturalban.com](http://www.gasnaturalban.com)

### **GAS NOR SA**

Provinces of Salta, Jujuy, Tucumán and Santiago del Estero

Avellaneda 295, (4000) San Miguel de Tucumán,

Province of Tucuman

Tel: 00-54-381-4501000

Fax: 00-54-381-4501006

Email: [gasnor@gasnor.com](mailto:gasnor@gasnor.com)

Web: [www.gasnor.com](http://www.gasnor.com)

### **DISTRIBUIDORA DE GAS DEL CENTRO S.A.**

Provinces of Córdoba, La Rioja and Catamarca

Suipacha 1067

(1008) Buenos Aires

Tel/ Fax: 00-54-11- 4893-1768/9

### **DISTRIBUIDORA DE GAS CUYANA S.A.**

Provinces of San Juan, San Luis and Mendoza

Suipacha 1067.Piso 5 (frente)

(1008) Buenos Aires

Tel/ Fax: 00-54-11- 4893-1768/9

### **GAS NEA**

Provinces of Misiones, Corrientes, Entre Ríos, Chaco and Formosa

Suipacha 1111, Piso 3

Tel: 00-54-11-4313-7722/ 27

Fax: 00-54-11-4313-7101

Email: [info@gasnea.com.ar](mailto:info@gasnea.com.ar)



## Gas transport and distribution

### Gas distribution companies (continued)

**LITORAL GAS S.A.**

Province of Santa Fe and northern region of the  
Province of Buenos Aires

Talcahuano 833 Piso 3  
(1013) Buenos Aires  
Tel: 00-54-11-5789-9500  
Fax: 00-54-11-5789-9505  
Web: [www.litoral-gas.com](http://www.litoral-gas.com)

**CAMUZZI GAS PAMPEANA S.A.**

Provinces of Buenos Aires and La Pampa

Av. Alicia M de Justo 240 P3  
(1107) Buenos Aires  
Tel: 00-54-11-5776-7000  
Fax: 00-54-11-4319-4850  
Web: [www.camuzzigas.com](http://www.camuzzigas.com)

**CAMUZZI GAS DEL SUR S.A.**

Provinces of Neuquén, Río Negro, Chubut, Santa Cruz  
and Tierra del Fuego

Av. Alicia M de Justo 240 P3  
(1107) Buenos Aires  
Tel: 00-54-11-5776-7000  
Fax: 00-54-11-4319-4850  
Web: [www.camuzzigas.com](http://www.camuzzigas.com)





## Oil refineries

### **DESTILERIA ARGENTINA DE PETROLEO - DAPSA**

Sargento Ponce s/n  
(1871) Dock Sud  
Provincia de Buenos Aires  
Tel: 00-54-11-4229-2000  
Fax: 00-54-11-2055  
Web: [www.dapsa.com](http://www.dapsa.com)

### **ESSO SAPA**

Av Ing E. Mitre 574  
(B2804AQO) Campana  
Provincia de Buenos Aires  
Tel/ Fax: 00-54-3489-420119/ 26  
Web: [www.exxonmobil.com](http://www.exxonmobil.com)

### **PETROBRAS** (Ricardo Elicabe)

Av Colón 3032  
Bahia Blanca  
Provincia de Buenos Aires  
Tel/ Fax: 00-54-459-0700  
Fax: 00-54-459-0889  
Web: [www.petrobras.com.ar](http://www.petrobras.com.ar)

### **REFINERIA CAMPO DURAN**

Ruta Provincial 54, Km 7  
(4566) Aguaray  
Campo Duran  
Provincia Salta  
Tel: 00-54-3875-460035  
Fax: 00-54-3875-460154  
Web: [www.refinor.com](http://www.refinor.com)

### **REFISAN - REFINERIA SAN LORENZO**

Ruta 11, Km 331  
San Lorenzo  
Santa Fe

### **REPSOL-YPF**

Baradero 777  
1925 Ensenada  
Provincia de Buenos Aires

Barrio Campamento s/n  
Plaza Huincol  
8318 Neuquén

Ruta Provincial 87 s/n  
Pedriel  
5507 Lujan de Cuyo  
Mendoza

### **RHASA – RUTILE HIDROCARBUROS**

Av. Cnel. Larrabure 650  
(B2804ERT) Campana  
Provincia de Buenos Aires  
Tel/ Fax: 00-54-3489-423830  
Email: [info@rhasa.com.ar](mailto:info@rhasa.com.ar)  
Web: [www.rhasa.com.ar](http://www.rhasa.com.ar)

### **SHELL CAPSA**

Sargento Ponce 2318  
1871 Dock Sud  
Provincia de Buenos Aires  
Web: [www.shell.com](http://www.shell.com)



## Service stations

### **REPSOL-YPF**

Av Pte Roque Saenz Peña 777  
(C1035AAC) Buenos Aires  
Tel: 00-54-11-4329-2000  
Fax: 00-54-11-4329-2001  
Web: [www.repsolypf.com](http://www.repsolypf.com)

### **SHELL CAPSA**

Av Pte Roque Saenz Peña 788  
(C1035AAP) Buenos Aires  
Tel/ Fax: 00-54-11-4130-2000  
Web: [www.shell.com.ar](http://www.shell.com.ar)

### **ESSO SAPA**

Carlos María Della Paolera 297/9  
1001 Buenos Aires  
Tel/Fax: 00-54-11-4319-1400  
Web: [www.exxonmobil.com](http://www.exxonmobil.com)

### **PETROBRAS ARGENTINA SA**

Lima 339  
(1073) - Buenos Aires  
Tel/ Fax: 00-54-5129-0000  
Web: [www.petrobras.com](http://www.petrobras.com)

### **PETROLERA DEL CONO SUR**

Maipú 942 Piso 4  
(C1006CAN) Buenos Aires  
Tel: 00-54-11-4319-7600  
Fax: 00-54-11-4319-7681  
Web: [www.solpetroleo.com](http://www.solpetroleo.com)

### **REFINERIA SAN LORENZO SA**

Maipu 1 Piso 13  
(1599) Buenos Aires  
Tel: 54-11-4344-6595  
Fax: 54-11-4344-6598

### **REFINERIA DEL NORTE SA**

Ruta Provincial 302  
Km 6,5  
4109 Banda Río Salí  
Tucumán  
Tel: 00-54-381-4516400  
Fax: 00-54-381-4516442

### **PETROLERA DEL PLATA SA**

Sargento Ponce s/n  
1871 Dock Sud  
Provincia de Buenos Aires  
Tel/ Fax: 00-54-11-4229-2000

### **DESTILERIA ARGENTINA DE PETROLEO - DAPSA**

Sargento Ponce s/n  
(1871) Dock Sud  
Provincia de Buenos Aires  
Tel: 00-54-11-4229-2000  
Fax: 00-54-11-2055  
Web: [www.dapsa.com](http://www.dapsa.com)



# Energy Secretariat

The Energy Secretariat reports to the Economy Ministry. It has a useful website, although it is in Spanish. This contains up to date concession information and production figures as well as some information about the latest government measures and legislation. The site address is [www.energia.mecon.gov.ar](http://www.energia.mecon.gov.ar)

**ENERGY SECRETARY  
(SECRETARIO DE ENERGIA)**

Mr Daniel Cameron  
Av Paseo Colón 171, Piso 8, Of. 803  
(C1063ACB) Buenos Aires  
Tel: 4349-8018/ 8147  
Fax: 4349-8042  
[Spriva@mecon.gov.ar](mailto:Spriva@mecon.gov.ar)

**DEPUTY SECRETARY FOR ELECTRIC ENERGY  
(SUBSECRETARIO DE ENERGÍA ELÉCTRICA)**

Mr Bautista Marcheschi  
Av Paseo Colón 171 Piso 7, Of. 702  
Tel: 4349-8007/ 8014  
Fax: 4349- 8476  
[pparde@mecon.gov.ar](mailto:pparde@mecon.gov.ar)

**DEPUTY SECRETARY FOR FUELS  
(SUBSECRETARIO DE COMBUSTIBLES)**

Mr Cristian Alberto Folgar  
Av Paseo Colón 171 Piso 6, Of. 603

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Fax: 4349- 8483  
[Folgar@mecon.gov.ar](mailto:Folgar@mecon.gov.ar)

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COMERCIALIZACIÓN)**

Mr Vicente Serra  
Av Paseo Colón 171 Piso 6, Of. 616  
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Fax: 4349-8268

**NATIONAL DIRECTOR FOR OIL AND GAS ECONOMY  
(DIRECTOR NACIONAL DE ECONOMÍA DE LOS  
HIDROCARBUROS)**

Mr Marcelo Nachon  
Av Paseo Colón 171 Piso 5 Of. 519  
Tel: 4349-8034/32  
Fax: 4349-8038

**NATIONAL DIRECTOR FOR FINANCIAL  
COOPERATION AND ASSISTANCE  
(DIRECTOR NACIONAL DE COOPERACIÓN Y  
ASISTENCIA FINANCIERA)**

Ms Marta Zaghini  
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[dgcaf@mecon.gov.ar](mailto:dgcaf@mecon.gov.ar)



## Other useful contacts

### **INSTITUTO ARGENTINO DEL PETROLEO Y DEL GAS**

Maipú 645 Piso 3  
(C1006ACG) Buenos Aires  
Tel: 54-11-4325-8008  
Fax: 54-11-4393-54948009  
Web: [www.iapg.org.ar](http://www.iapg.org.ar)

Contact: Mr Walter F Schmale, President  
Dr Roberto Cunningham, Director General

### **CAMARA DE LA INDUSTRIA DEL PETROLEO (CIP)**

Av Madero 1020 Piso 11  
(C1106ACX) Buenos Aires  
Tel: 54-11-4312-0410/ 9418  
Fax: 54-11-4312-0898  
Email: [cip@camindpet.com.ar](mailto:cip@camindpet.com.ar)

### **CAMARA DE EMPRESAS EXPLOTACION Y PRODUCCION DE HIDROCARBUROS**

Av Córdoba 679 Piso 5 'C'  
(C1054AAF) Buenos Aires  
Tel/ Fax 54-11-4312-4669  
Email: [cepa2@arnet.com.ar](mailto:cepa2@arnet.com.ar)  
Contact: Mr Oscar Vicente, President

### **CAMARA DE EMPRESAS DE OPERACIONES PETROLERAS ESPECIALES (CEOPE)**

Libertad 417 Piso 4  
(C1012AA1) Buenos Aires  
Tel/ Fax: 54-11-4381-3068/ 3069  
Email: [ceope@xlnet.com.ar](mailto:ceope@xlnet.com.ar)  
Contact: Dr Octavio Quiroga, General Manager

### **CAMARA DE EMPRESAS ARGENTINAS DE GAS LICUADO (CEGLA)**

Hipólito Yrigoyen 1628 Piso 10  
(C1089AAF) Buenos Aires  
Tel/ Fax: (54-11) 4384-5500/ 5501  
Email: [glp@cegla.com.ar](mailto:glp@cegla.com.ar)  
Web: [www.cegla.org.ar](http://www.cegla.org.ar)  
Contact: Héctor De Cillis, General Manager

### **AGENCIA MARITIMA INTERNACIONAL**

25 de Mayo 555, Piso 20  
C1002ABK Buenos Aires  
Tel (54 11) 4310 2416/ 2428  
Web: [www.amisa.com](http://www.amisa.com)  
Contact: Jose Fernandez Calvo, Commercial Manager

### **ENERGIA & NEGOCIOS**

This is a monthly newsletter in Spanish covering the Argentine energy industry.

Sarmiento 1967 Piso 2  
(1044) Buenos Aires  
Tel/ Fax: (0054) 11 4954 4646 or 4953 0723/ 0687  
Email: [Lectores@eynegocios.com.ar](mailto:Lectores@eynegocios.com.ar)  
Web: [www.eynegocios.com.ar](http://www.eynegocios.com.ar)

### **TECNOIL**

Tecnoil is a Spanish language magazine for the Latin American Hydrocarbon and Energy Markets.

Rodriguez Pena 286 Piso 5  
(C1020ADF) Buenos Aires  
Tel: 54-11-4372-4500  
Fax: 54-11-4374-1814  
Email: [tecnoil@tecnoil.com.ar](mailto:tecnoil@tecnoil.com.ar)  
Web: [www.tecnoil.com.ar](http://www.tecnoil.com.ar)



## Other useful contacts

### **ARGENTINE-BRITISH CHAMBER OF COMMERCE**

Av Corrientes 457 P10  
(C1043AAE) Buenos Aires

Tel: (54 11) 4394 2762

Fax: (54 11) 4326 3860

Contact: Ms Monica Mesz, Executive Director;

[mmez@ccab.com.ar](mailto:mmez@ccab.com.ar)

[www.ccab.com.ar](http://www.ccab.com.ar)

### **BRITISH EMBASSY, ARGENTINA**

2412 Dr Luis Agote

Buenos Aires

Tel (54 11) 4808 2268

Fax: (54 11) 4808 2283

Contact: Ian Duddy, Second Secretary

[ian.duddy@fco.gov.uk](mailto:ian.duddy@fco.gov.uk)

### **UK TRADE & INVESTMENT**

ITDG3 - Southern Cone

Bay 405

Kingsgate House

66-74 Victoria Street

London SW1 E 6SW

Tel (44 20) 7215 8424

Fax (44 20) 7215 4288

Contact: Laura Adlington

[Laura.Adlington@uktradeinvest.gov.uk](mailto:Laura.Adlington@uktradeinvest.gov.uk)