

# NATIONAL HYDROCARBONS COMMISSION

## **BIDDING GUIDELINES FOR THE AWARD OF DEEP WATER HYDROCARBON EXPLORATION AND EXTRACTION – FOURTH INVITATION TO BID**

### **BIDDING PROCESS CNH-R02-L04/2017**

#### INVITATION TO BID **CNH-R02-C04/2017**

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The National Hydrocarbons Commission, on the basis of Articles 25, fifth, seventh and ninth, 27, seventh paragraph, 28, fourth paragraph, and 134, first paragraph, of the Political Constitution of the United Mexican States; published in the Official Gazette on December 20, 2013; Articles 11, 15, 18, 19, 23, 24, 26, 29, 30, 31 and 46 of the Hydrocarbons Law; Articles 35, 36, 37, 38 and 43 of the Regulation of the Hydrocarbons Law; Articles 3, 4, 22, Sections I, III and IV, 38, Section II, and 39 of the Law of the Coordinated Regulatory Entities of the Energy Sector; Articles 1, 3, 5, 7, 8, 12, 15 and other related terms of the Administrative Provisions for Bidding Processes for Contracts for the Exploration and Extraction of Hydrocarbons, published in the Official Gazette on November 28, 2014; Articles 10 section I, 11 and 13, section I, paragraph of the Internal Regulations of the National Hydrocarbons Commission, as well as the technical guidelines and economic conditions related to tax matters issued by the Ministry and the Ministry of Finance, has adopted a resolution approving the issuance of these Bidding Guidelines for the award of Contracts for the Exploration and Extraction of Hydrocarbons in 29 Deep Water Contract Areas in Deep Waters (Bidding Process CNH-R02-L04/2017).

## SECTION 1. BACKGROUND

**1. Energy Sector Reform.** On December 20, 2013, the Federal Executive published in the Official Gazette the “Decree amending, and adding various provisions to the Political Constitution of the United Mexican States related to the Energy Sector.”

In accordance with the constitutional text, regarding hydrocarbons in solid, liquid or gaseous form in the subsoil, the Nation’s property rights are inalienable and imprescriptible and, in order to generate revenues for the State that contribute to the long-term development of the Nation, it will carry out the exploration and extraction of crude oil and other hydrocarbons through assignments to State productive enterprises or agreements with such enterprises or with private parties.

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Moreover, subparagraph b) of the tenth transitory provision of the Decree of Constitutional Reform in the Energy Sector establishes that CNH will have powers, among other things, to conduct public bidding processes, designate winners and enter into contracts for the exploration and extraction of hydrocarbons; manage the technical aspects of the assignments and contracts; supervise extraction programs to maximize the productivity of fields over time; and regulate the exploration and extraction of hydrocarbons

On August 11, 2014, the Federal Executive published in the Official Gazette nine new laws and amendments to twelve existing laws, which make up the legal framework of the above-mentioned constitutional amendments. The most relevant laws in this framework are the Hydrocarbons Law, Hydrocarbon Revenues Law, and the Law of the Coordinated Regulatory Entities of the Energy Sector. Also, on August 11, the Federal Executive announced the first step in Round One, which was made public on August 13 by the Minister of Energy, together with the Deputy Minister of Hydrocarbons and the President Commissioner of the National Hydrocarbons Commission.

On October 31, 2014, the Federal Executive published twenty-four regulations, a decree and an order pursuant to which adequate conditions are established to promote investment, thus ensuring the Nation's ownership of hydrocarbons in the subsoil and reaffirming the State's authority to regulate the exploration, extraction, refining, transportation and storage of hydrocarbons, petrochemicals and the activities of the electricity sector.

On November 28, 2014, CNH published in the Official Gazette the Administrative Provisions for Bidding Processes for Contracts for the Exploration and Extraction of Hydrocarbons, which regulate the processes and stages for the bidding processes and the awarding of the Contracts for Exploration and Extraction under the authority of CNH.

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- 2. Approval of the Bidding Process and Invitation to Bid.** In response to official notice number 500.283/17 issued by the Ministry of Energy, the Governing Body of CNH approved carrying out the Bidding Process for awarding License Contracts for the Exploration and Extraction of Hydrocarbons which, in accordance to the official notice number 500.387/17 corresponds to 29 Contract Areas in Deep Waters. Accordingly, it issued the Invitation to Bid CNH-R02-C04/2017, by Order CNH.E.35.001.14, dated July 19, 2017, and the Bidding Guidelines CNH-R02-L04/2017, by Order CNH.E.35.002.17, dated July 19, 2017.
- 3. Publication of the Invitation to Bid.** CNH published the Invitation to Bid CNH-R02-C04/2017 in the Official Gazette and on the Web Page [www.rondasmexico.gob.mx](http://www.rondasmexico.gob.mx) on July 20, 2017.

## SECTION II. GENERAL PROVISIONS OF THE BIDDING PROCESS

This document constitutes the Bidding Guidelines for Bidding Process CNH-R02-L04/2017, which are made public and will be available for review beginning June 20, 2017 on the Web Page: [www.rondasmexico.gob.mx](http://www.rondasmexico.gob.mx), where, independently of the Bidding Process and particularly as to the clarification stages, Interested Parties and the general public will be able to comment on their content, including their annexes.

This Bidding Process will be conducted with the parties present, and accordingly, the Interested Parties and Bidders must submit their Prequalification Documents and Bids in person, and by no other means. Notwithstanding the foregoing, Interested Parties and Bidders may submit their requests for clarifications using electronic means during the clarification stages, as indicated in the relevant paragraph of these Bidding Guidelines.

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Except as otherwise provided, the Interested Parties and Bidders will refrain from contacting any public official of CNH or any other institution, agency or entity involved in the Bidding Process to obtain further information or clarifications regarding any matter related to the Bidding Process or to influence the Bidding Process. It is hereby established that neither the principles contained in these Bidding Guidelines nor the content of any Bids shall be subject to any form of negotiation.

### **1. Stages of the Bidding Process**

These Bidding Guidelines govern the process whereby the Bidding Process CNH-R02-L04/2017 will be conducted according to the following stages:

- Publication of the Invitation to Bid and Bidding Guidelines;
- Access to the Data Room information;
- Registration in the Bidding Process;
- Clarifications;
- Prequalification;
- Submission and opening of Bids;
- Awarding and Award Decision of the Bidding Process, and
- Execution of the Contract.

### **2. Bid Committee**

The Bidding Process will be coordinated and carried out by a Bid Committee in accordance with the terms of these Bidding Guidelines. The Bid Committee will also coordinate communication among all departments of CNH that must be involved in the Bidding Process and will foster the necessary communication at the inter-institutional level with the Ministry, the Ministry of Finance and any other Governmental agency or entity.

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The Bid Committee will be designated by the Governing Body of CNH at the recommendation of its President Commissioner, as well as the public officials appointed to the committee by the President Commissioner of CNH, considering the unique characteristics of the Bidding Process.

All proceedings and stages of the Bidding Process will be presided over by the Committee Coordinator and conducted in Spanish. The Committee Secretary will also coordinate the logistics of all proceedings that must be carried out during the Bidding Process in accordance with these Bidding Guidelines.

Minutes, or the document indicated in each case, will be prepared for each proceeding or stage of the Bidding Process. Such minutes or documents will contain the essential elements for their execution and will be signed by the Committee Coordinator and the Committee Secretary and, as applicable, the Interested Parties and Bidders involved. The absence of the signatures of the Interested Parties or the Bidders on the foregoing minutes or documents will not affect their validity.

### **3. Name and Address of Convening Authority**

#### *Comisión Nacional de Hidrocarburos*

Avenida Patriotismo 580, PB,  
Colonia Nonoalco  
Delegación Benito Juárez. C.P. 03700 México, D.F.  
Telephone Number: (55) 47 74 65 10

A natural person who attends the submission of Prequalification documents, the bid submission and opening session or any other proceeding or stage of the Bidding Process in representation of a Company, must identify himself/herself with a valid official

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identification document (for Mexicans, a voter identification card with photograph, a passport, or a professional certificate will be accepted, and for foreigners, only a passport or a document providing proof of his/her legal stay in Mexico issued by the National Migration Institute will be accepted). To access the building where the proceedings or stages of the Bidding Process will take place, it is suggested that attendees arrive at least an hour in advance to complete the registration process to enter the facilities on a timely basis.

#### **4. Defined Terms**

The defined terms used in these Bidding Guidelines may be used in both their singular and plural form as the context requires. When the context so requires, any pronouns used herein shall include the corresponding masculine, feminine or neuter forms.

Capitalized terms not defined in these Bidding Guidelines will have the meanings given to such terms in the Contract, or, as applicable, the Hydrocarbons Law or its Regulation. In the case of any discrepancy or confusion as to the meaning of a term used herein, the meaning established in the Contract or the meaning determined by the Convening Authority during the Bidding Process will prevail for purposes of any interpretation.

AD Code: Identification code provided by the Convening Authority to each of the Interested Parties to allow them, as applicable, to pay the fee to have access to the Data Room information and which the Interested Parties will also use to register and participate in the clarification and Prequalification stages.

Applicable Laws: All laws, regulations, general administrative provisions, decrees, administrative orders, court rulings and other rules or decisions of any kind enacted or issued by any competent Governmental Authority which are in effect at the relevant time.

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Appointed Operator: The Company that has prequalified as Operator in the Bidding Process, and has been appointed as such by a Consortium or an Association in Participation in the Joint Bidding Agreement.

Association in Participation: Two or more prequalified Companies that have entered into, or have agreed to enter into, an agreement for an Association in Participation under Mexican law and that can incorporate as a Joint Bidder to jointly participate in the Bidding Process, under the Bidding Guidelines.

Award Decision: Proceeding pursuant to which, based on the evaluation of the Bids and in accordance with the criteria for awarding set forth in the Bidding Guidelines, CNH will award the Contract to the Winning Bidders.

Bid: The offer submitted by the Bidder for each Contract Area, in accordance with the Bidding Guidelines, consisting of the Bid Guarantee and the Economic Bid.

Bid Committee: Group of CNH public officials responsible for coordinating and conducting the Bidding Process in accordance with these Bidding Guidelines.

Bid Guarantee: The letter of credit granted by the Bidder in favor of CNH to guarantee its Bid and, if it is the Winning Bidder, to guarantee the execution of the Contract awarded to it, on the terms set forth in the Bidding Guidelines.

Bidder: An Individual Bidder or a Joint Bidder, as applicable.

Bidding Calendar: Group of activities in the Bidding Process and the scheduling thereof, pursuant to the terms set forth in the Bidding Guidelines.

Bidding Guidelines: The set of provisions, documents and annexes issued by CNH, in accordance with the Applicable Laws, which govern Bidding Process CNH-R02-L04/2017.

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Bidding Process: Collectively, the proceedings, stages, Bidding Guidelines, information and procedures for the award of License Contracts for the Exploration and Extraction of Hydrocarbons in 29 Contract Areas in Deep Waters (Bidding Process CNH-R02-L04/2017).

CNH or Convening Authority: National Hydrocarbons Commission.

Committee Secretary: Secretary of the Bid Committee.

Company: Any State productive enterprise, partnership, corporation, trust, joint stock company, non-corporate association, joint venture or any other similar commercial entity formed pursuant to the laws of its nation of origin.

Consortium: Two or more prequalified Companies that may incorporate in a Joint Bidder to jointly participate the Bidding Process under these Bidding Guidelines, without being required to form a new legal entity in accordance with the Applicable Laws.

Contract: The draft License Contract for the Exploration and Extraction of Hydrocarbons, including its annexes, to be awarded and executed by the Winning Bidder as applicable for each Contract Area. References to “Contract” will be deemed to include the Contracts corresponding to each Contract Area, as set forth in Section IV of the Bidding Guidelines.

Coordinator: Coordinator of the Bid Committee.

Credit Institution: According to the Credit Institutions Act, commercial and development banking institutions, which must be registered at the National Banking and Securities Commission, and which can be looked up at <http://www.cmbv.gob.mx/Entidades-Autoridades/Paginas/BancaMultiple.aspx> or <https://www.gob.mx/cnbv/acciones-y-programas/banca-de-desarrollo-bd>.

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Data Room: Repository of information used to store and distribute information related to the 29 Contract Areas in connection with the Bidding Process.

Economic Bid: The offer submitted by the Bidder, as made under the Bidding Guidelines.

Governing Body: The Governing Body of CNH.

Individual Bidder: The Operator that prequalified individually to participate in the Bidding Process and is later authorized by the Convening Authority to become a Bidder and submit a Bid in accordance with the requirements set forth in the Bidding Guidelines.

Interested Party: A Company interested in participating in the Bidding Process in accordance with the Bidding Guidelines.

Invitation to Bid: The Invitation to Bid CNH-R02-C04/2017 published by CNH on July 20, 2017 in the Official Gazette.

Joint Bidder: A Consortium or an Association in Participation authorized by the Convening Authority to become a Bidder, once its members have been individually prequalified, and that can submit a Bid in accordance with the Bidding Guidelines, on the understanding that said Consortium or Association in Participation must have an Operator among its members. Joint Bidders will name the Appointed Operator.

Joint Bidding Agreement: The agreement entered into in accordance with subsection 12.2, Section III of the Bidding Guidelines, pursuant to which Consortium or an Association in Participation express their interest in forming a Joint Bidder for submitting a joint Bid.

Law: Hydrocarbons Law.

Ministry: Ministry of Energy.

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Ministry of Finance: Ministry of Finance and *Public Credit*.

Non- Operator: *The Company that prequalifies* by providing proof of the compliance of legal requirements and the source of the financial resources, as well as the, financial criteria to associate with an Operator to execute the Exploration and/ or Development Plans for hydrocarbon extraction in a Contract Area under the Contract that is the subject of this Bidding Process.

Official Gazette: Official Gazette of the Federation.

Operator: The Company that prequalifies by crediting the compliance of legal requirements and the source of the financial resources, as well as the technical, financial and experience criteria with which it credits that it has the necessary capabilities to direct, represent, lead and implement the Exploration and/or Development Plans for hydrocarbon extraction in a Contract Area, and to conduct interactions with CNH or any Governmental Authority under the Contract that is the subject of this Bidding Process.

Prequalification: The stage of the Bidding Process in which the technical, execution, financial and legal capabilities and experience as applicable of each Interested Party are analyzed and evaluated in accordance with the procedure established in the Bidding Guidelines, for issuing the corresponding certification.

Registration: Process whereby an Interested Party pays the fee to participate in the Bidding Process as set forth in the Bidding Guidelines.

Regulation: Regulation of the Hydrocarbons Law.

UIF: Financial Intelligence Unit of the Ministry of Finance.

User: Any person holding a user license, including assignees, contractors, academic or educational institutions, or research centers, in terms of the “Guidelines for the use of

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information contained in the National Hydrocarbon Information Center, as published in the Official Gazette on September 22<sup>nd</sup>, 2015.

Web Page: The Web Page [www.rondasmexico.gob.mx](http://www.rondasmexico.gob.mx), or <http://rondasmexico.gob.mx/> published and administered by the Convening Authority, which contains the documents and information of the Bidding Process.

Winning Bidder: The Bidder that is declared the winner of the Bidding Process for one or more Contract Areas as applicable, in accordance with the Bidding Guidelines and the Applicable Laws, and therefore assumes the rights and obligations provided in the Contract.

Unless otherwise provided, all references herein to articles, conditions, paragraphs, clauses, paragraphs, subparagraphs, forms or annexes shall be deemed to refer to the articles, conditions, paragraphs, subparagraphs, sections, subsections, forms or annexes of these Bidding Guidelines.

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### SECTION III. RULES OF BIDDING PROCESS

#### 1. Purpose and Principles of the Bidding Process

- 1.1. The purpose of the Bidding Process is the award of License Contracts to carry out exploration and extraction of hydrocarbons in 29 Deep Water Contract Areas in Deep Waters – Fourth Invitation to Bid, according to the terms of the Contract, which forms part of these Bidding Guidelines.
- 1.2. The rules regarding the scope and scheduling of Petroleum Activities, Consideration, subcontracting and other operational matters, as well as rights and obligations, are contained in the Contract.
- 1.3. A Contract will be entered into for each Contract Area. Therefore, Bidders must submit a Bid for each Contract Area, pursuant to the Bidding Guidelines.
- 1.4. The information on the Contract Areas listed below corresponding to each Contract is detailed in Section IV of the Bidding Guidelines

	Contract Area Number	Contract Area	Location	Area (km <sup>2</sup> )
Deep Waters	1	AP-PG01	Perdido Area	1,988.006
	2	AP-PG02		2,146.192
	3	AP-PG03		2,061.817
	4	AP-PG04		1,900.177
	5	AP-PG05		2,732.718
	6	AP-PG06		1,890.627
	7	AP-PG07		1,967.934
	8	AP-PG08		2,061.732
	9	AP-PG09		2,008.659
	10	AP-CM-G01		1,999.292
	11	AP-CM-G02		2,001.535
	12	AP-CM-G03		3,099.432
	13	AP-CM-G04		1,967.017
	14	AP-CM-G05		2,241.831

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	15	AP-CM-G06	Mexican Mountain Ranges	2,041.918
	16	AP-CM-G07		2,047.366
	17	AP-CM-G08		3,009.706
	18	AP-CM-G09		2,917.088
	19	AP-CM-G10		3,003.070
	20	AP-CS-G01	Saline Basin	2,079.502
	21	AP-CS-G02		2,029.742
	22	AP-CS-G03		2,878.990
	23	AP-CS-G04		1,852.857
	24	AP-CS-G05		1,921.930
	25	AP-CS-G06		2,106.970
	26	AP-CS-G07		2,030.405
	27	AP-CS-G08		2,118.138
	28	AP-CS-G09		3,066.832
	29	AP-CS-G10		3,253.644

1.5. In order to be entitled to register in the Bidding Process, the Interested Parties, either on their own or by means of a Subsidiary or, ultimately, a Controlling Company (whose relationship must be accredited on the Prequalification stage in accordance with sub clause 10.10 of the Bidding Guidelines), must cover the following fee: For “*Capability assessment during the Bidding Process, registration, bid reception and ruling in a Hydrocarbon Exploration and/or Exploration Contract Bid*”.

1.6. Under no circumstance shall the Convening Authority reimburse the aforementioned fee.

1.7. The Bidding process will be conducted in Spanish. All documents in connection with its proceedings or stages will be submitted in Spanish, unless otherwise provided.

1.8. The Interested Parties may act by means of any number of representatives, either individually or jointly, provided they do not represent more than one Interested Party or Bidder, and the powers of each one are accredited before the Convening Authority, as

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determined by the Bid Committee through the legal documents that are sufficient for such purpose.

## **2. Modifications of the Invitation to Bid and Bidding Guidelines**

- 2.1. The Convening Authority may modify the Invitation to Bid as it deems necessary, and such modifications will be published in the Official Gazette and on the Web Page.
- 2.2. Once the process of registration for the Bidding Process has concluded, no substantial alterations to the Bidding Guidelines, the annexes and formats thereto and to the Contract may not be performed.
- 2.3. The Convening Authority will also have the authority to make any additions, deletions, modifications, adjustments, clarifications, detailing, substitutions, or any other type of modifications to the Bidding Guidelines, the annexes and forms thereto, as well as to the Contract, after their publication date, endeavoring to ensure that such modifications contribute to strengthen the legal principles regulating the Bidding Process. It will be sufficient for any modification to be published on the Web Page in order for it to be considered an integral part hereto.
- 2.4. Any clarification or modification of the documents under sections 2.1 and 2.2, published in the Web Page, including those resulting from the clarification stages, will form an integral part thereof and must be considered by the Interested Parties and the Bidders in the preparation of their Prequalification documents and Bid.

In case of inconsistencies or conflict between the Bidding Guidelines and answers to clarifications published in the Web Page the Bidding Guidelines will prevail;

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consequently, the Interested Parties are under the obligations to observe the updates published in the Bidding Guidelines of the Web Page.

- 2.5 The Convening Authority will publish on the Web Page updated versions of the Bidding Guidelines, as well as the final version thereof, during the period set forth in the Bidding Calendar.

### **3. National Content Goal**

- 3.1 The Interested Parties and the Bidders must consider the terms of Section 19.3 of the Contract regarding the required minimum percentage of national content.

### **4. Companies precluded from participating in the Bidding Process**

- 4.1. In accordance with Article 26 of the Law, the Convening Authority will refrain from considering Bids or Contract Execution with Companies, Consortia or Association in Participation , including each of its members, that are under the following assumptions:
- a) Have been disqualified or prohibited from contracting with federal authorities by the competent authority in accordance with the Applicable Laws;
  - b) Submit false or incomplete information. With respect to the latter, the Bid Committee will provide the Interested Parties with one opportunity to remedy any omission of information within a cure period established by the Bid Committee;
  - c) Are subject to bankruptcy or a similar proceeding;
  - d) When a relationship exists between Bidders, such as when Bidders share shareholders or partners which directly or indirectly exercise Control or corporate influence over such Bidders;
  - e) Have obtained privileged information related to the Bidding Process and are unable to demonstrate that they obtained access to such information by legal means;

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- f) That more than one Bid Guarantee have been made effective to them or to their Subsidiaries or shareholders in the last five years derived from a Bidding Process for the award of Contracts for the Exploration and Extraction of Hydrocarbons
- g) In case the company is runner up for a contract, not having signed the awarded Contract for reasons attributable to this Bidding Process.
- h) Breach the Confidentiality Contract entered into regarding the Data Room information;
- i) Use third parties to evade the provisions of this section, or
- j) In the opinion of the Convening Authority, violate any provision of the Applicable Laws.

## 5. Bidding Calendar

INVITATION TO BID AND BIDDING GUIDELINES		
EVENTS	DATE	PLACE AND/OR LOCATION
Publication of Invitation to Bid and Bidding Guidelines	Jul/07/17	Official Gazette and Web Page: <a href="http://www.dof.gob.mx">http://www.dof.gob.mx</a> <a href="http://www.rondasmexico.gob.mx">http://www.rondasmexico.gob.mx</a>
Publication of updated Bidding Guidelines and final draft (including Contract)	Dec/21/17	<a href="http://www.rondasmexico.gob.mx">http://www.rondasmexico.gob.mx</a>

DATA ROOM		
EVENTS	DATE	PLACE AND/OR LOCATION
Period for requesting access to Data Room information and making the corresponding payment	Jul/20/2017 to Nov/10/2017	Avenida Patriotismo número 580, Colonia Nonoalco, Delegación Benito Juárez, Código Postal 03700, Ciudad de México
Access to the Data Room	Jul/20/2017 to Jan/30/2018	Avenida Patriotismo número 580, Piso 4, Colonia Nonoalco, Delegación Benito Juárez, Código Postal 03700, Ciudad de México.

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CLARIFICATIONS TO BID TERMS AND CONTRACT			
EVENTS	DATE		PLACE AND/OR LOCATION
First Clarification Stage (Access to the Data Room information)	Jul/20/2017 to Nov /8/2017	Acceptance of Questions Jul/20/2017 To Nov/6/2017	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
		Publication of Responses during the period Jul/20/2017 to Nov/8/2017	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
Second Clarification Stage (Prequalification and Bidder Make up)	Jul/20/2017 to Nov/8/2017	Acceptance of Questions Jul/20/2017 to November/3/2017	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
		Publication of Responses during the period Jul/20/2017 to Nov/8/2017	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
Third Clarification Stage (submission and opening of Bids, Awarding, Award Decision and Contract)	Jul/20/2017 to Dec/21/2017	Acceptance of Questions Jul/20/2017 to Dec/15/2017	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
		Publication of Responses during the period Jul/20/2017 to Dec/21/2017	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>

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<b>PREQUALIFICACIÓN</b>		
<b>EVENTS</b>	<b>DATE</b>	<b>PLACE AND/OR LOCATION</b>
Period to pay Registration and request Prequalification appointment. *	<u>Jul/20/2017</u> to <u>Nov/10/2017</u>	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
Acceptance of Prequalification documents	Nov/13/2017 to Nov/16/2017	Avenida Patriotismo número 580, Colonia Nonoalco, Delegación Benito Juárez, Código Postal 03700, Ciudad de México.
Prequalification (review of documents by the Bid Committee)	Nov/17/2017 to Dec/18/2017	Avenida Patriotismo número 580, Colonia Nonoalco, Delegación Benito Juárez, Código Postal 03700, Ciudad de México.
Publication of the list of Interested Parties prequalified to participate in the Bidding Process	Dec/21/2017	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>

<b>BIDDER MAKEUP</b>		
<b>EVENTS</b>	<b>DATE</b>	<b>PLACE AND/OR LOCATION</b>
Period to request authorization from the Convening Authority for Bidder makeup	Jan/18/2018 to Jan/19/2018	<a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
	Deadline to get a resolution Jan/26/2018	A notification will be sent to the email address provided by the Bidder in the application for such purpose.

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<b>BID SUBMISSION AND OPENING SESSION</b>		
<b>EVENTS</b>	<b>DATE</b>	<b>PLACE AND/OR LOCATION</b>
Bid submission and opening session and announcement of Winning Bidders	Jan/31/2018	The date, time and venue will be published on the Web Page . La fecha, hora y sede serán <a href="http://www.rondasmexico.gob.mx">www.rondasmexico.gob.mx</a>
Resolution of the Governing Body for the awarding, Award Decision and request for publication of the Award Decision in the Official Gazette	Feb/2/2018	In the offices of the Convening Authority.

<b>EXECUTION OF CONTRACTS</b>		
<b>EVENTS</b>	<b>DATE</b>	<b>PLACE AND/OR LOCATION</b>
Deadline for Contract Execution	90 days calendar days following the publication of the Award Decision in the Gazette	Date and time will be set by the Convening Authority. Avenida Patriotismo número 580, Colonia Nonoalco, Delegación Benito Juárez, Código Postal 03700, Ciudad de México or in any other place that defines the Convening Authority

\*In the case of Interested Parties requesting access to Data Room information or Registration to the Bidding Process in the deadline, the Convening Authority will notify via email the result of the verification of the request in accordance with the Bidding Guidelines, and where applicable, the terms under which the corresponding payment can be made.

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The Bid Committee may carry out one or more workshops to explain and/or elaborate on the topics considered pertinent by it and related to the Bidding Process, prior to the approval of the Governing Body. Where appropriate, the date, time and venue of the workshop of said workshop, will be set by the Convening Authority and notified by email to the Interested Bidders, as the case may be, which will be videotaped.

Independently of the stages and proceedings of the Bidding Process, Interested Parties and the general public will be able to comment on the content of the Bidding Guidelines, including the Contract, starting July 20, 2017 until five business days before the Bid submission and opening session. These comments may be made through the link that is available for such purpose on the Web Page, in the section entitled “*Suggestions*”. Moreover, representatives of associations related to the Hydrocarbon industry may request hearings to submit its suggestions or proposal on Guideline improvement before the Convening Authorities. Said hearings will be videotaped and broadcasted online for transparency purposes.

## **6. Access to Data Room information.**

6.1. Interested Parties wishing to participate in the Bidding Process must obtain a user license for information use issued by the National Hydrocarbons Information Center, representing an amount equal to or greater than **\$39,300,000.00 (thirty nine million three hundred thousand pesos 00/100)**, related to the information mentioned in paragraphs a), and/or b) and/ or c), as shown bellow:

- a) **Studies 3D.** Any 3D Seismic version, either processed or migrater gathers, corresponding to the listing bellow:

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- |                              |                            |
|------------------------------|----------------------------|
| 1. ANEGADA-LABAY             | 12. LANKAHUASA             |
| 2. AQUILA 3DQ                | 13. LANKAHUASA NORTE       |
| 3. CAÑONERO                  | 14. LANKAHUASA<br>PROFUNDO |
| 4. CENTAURO                  | 15. LANKAHUASA SUR         |
| 5. CENTAURO SUR              | 16. MAGNO ETAPA 1 Q        |
| 6. CEQUI                     | 17. SAYAB                  |
| 7. CHAIREL                   | 18. SHANIT Q               |
| 8. HAN SUR OESTE DE<br>TAMIL | 19. TEMOA Q                |
| 9. HOLOK - ALVARADO          | 20. TZUMAT                 |
| 10. IXIC                     | 21. VERACRUZ MARINO        |
| 11. KAMA                     | 22. YOKA – BUTUB           |

**b) 2D Studies.** Processed 2D Studies, corresponding to the listing bellow:

- |  |                                    |
|--|------------------------------------|
| 1. ANEGADA PUNTA DELGADA                                 | 10. MARBELLA FRONTERA              |
| 2. ARENQUE ESQUALO                                       | 11. MARBELLA SUBSALT               |
| 3. CATEMACO  | 12. MATAMOROS                      |
| 4. CINTURON SUBSALINO 2D-2008                            | 13. MATAMOROS GOLFO DE<br>MÉXICO A |
| 5. ESTUDIO SÍSMICO INTERREGIONAL LITORAL G.<br>DE MÉXICO | 14. PÁMPANO TUXPAN                 |
| 6. GOLFO DE MÉXICO                                       | 15. PERDIDO                        |
| 7. GOLFO DE MÉXICO PROFUNDO                              | 16. REGIONAL GOLFO DE MÉXICO       |
| 8. GOLFO DE MÉXICO REGIONAL 2D-2009                      | 17. REGIONAL SUR 2D                |
| 9. LAMPREA NORTE   |                                    |

**c) Wells.** The information on the following wells, either in packs or individual:

1. CATAMAT-1
2. CHELEM-1
3. HOLOK-1
4. KABILIL-1
5. PUSKON-1
6. TALIPAU-1
7. TAMHA-1

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- 6.2. In order to obtain the user license for information, as well as the corresponding supplement from the National Hydrocarbon Information Center, the Interested parties must perform the procedure, according to the Web Page: <http://portal.cnih.cnh.gob.mx/info.php>, as well as pay for the corresponding rights.
- 6.3. Once the user license for information is obtained, the Interested Party must submit to the Convening Authority or send by certified mail of the Convening Authority, a freely written notice to the Bid Committee signed by hand by its legal representative considering subsection 1.8 of the Bidding Guidelines, mentioning the address, nationality of the corporate group it belongs to, the assigned email address to receive any kind of notices, and a phone number where the Interested Party can be located. Moreover, the freely written document must be accompanied by a simple copy of Annex "A", Supplement of the information user license issued to the Interested Party by the National Hydrocarbons Information Center, corresponding to the information mention in subsection 6.1 hereof. Documents mentioned in this subsection must be submitted electronically in PDF format by means of a USB flash drive.
- 6.4. Once the freely written document with the attached document has been sent, the Bid Committee will verify the documentation sent in order to get the access to Data Room information stage accredited. Subsequently, the Interested Party will receive the authorization code (AD Code) with which it will be able to register and participate in the Bid, or, as the case may be, a negative answer in the provided email address.
- 6.5. The Interested Parties and Bidders are responsible for reviewing in detail the documents and information contained in the Data Room as to all Contract Areas. The Convening Authority and other agencies, entities or authorities of the Mexican Government do not take on any responsibility for the accuracy of the information and documentation

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contained in the Data Room. Due to the foregoing, CNH does not make any representation or warranty of any kind regarding such information or documentation; accordingly, the Interested Parties and Bidders are responsible for any decision or action they take on the basis of such information and documentation in submitting a Bid for any Contract Area, as applicable.

Moreover, the information located in the National Hydrocarbons Information Center, pertaining to the infrastructure and facilities located in the vicinity of Contract Area, is for reference use only, notwithstanding the information at the disposal through the annex to the Contract pertaining to the Asset Inventory, located in the corresponding Contract Area.

## **7. Registration for the Bidding Process**

- 7.1 All Interested Parties must register on the date established for such purpose in the Bidding Calendar by making the related payment under subsection 1.5 of the Bidding Guidelines, on the understanding that the Interested Parties wishing to participate as Operators, will have to make the payment for access to the Data Room to register to the Bidding Process.
- 7.2 The Interested Parties wishing to participate as Non Operators may register to the Bidding Process as well, without needing to credit the Access to Data Room Stage.
- 7.3 To have right to participate in the second and third clarification stages, and, as the case may be, in the Prequalification, Interested Parties must have and AD Code.
- 7.4 In order to register, Interested Parties must make the Registration payments at authorized banks using the form to be found on the Web Page under the name “*Electronic Payment e5five*”, under the item entitled “*Registration, evaluation of capabilities, acceptance of bids and resolution in a bidding process for hydrocarbon exploration and extraction contracts*”.

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- 7.5 Once the payment is made, an e-mail must be sent to the e-mail address provided by the Convening Authority upon granting the AD Code, with the subject line “*Registration- (and the AD Key provided)*” expressing interest in participating in the Bidding Process and attaching a copy of the evidence of payment referenced above.
- 7.6 Interested Parties wishing to participate in the Bidding Process as Non Operator must submit, either personally or by certified mail to the address of the Convening Authority, a freely written document to the Bid Committee, signed by hand by its legal representative considering subsection 1.8 of the Bidding Guidelines, whereby their wish to participate as a Non Operator is expressed. Said documents must include the address, nationality of the corporate group it belongs to, the email address of the Interested party to receive all types of notifications and the telephone number where it can be located.

The above-mentioned freely written document must include a notarized public deed or certified copy thereof evidencing a general power of attorney of the Interested Party’s legal representative to perform administrative acts or its special power of attorney to participate in the Bidding Process on behalf of and to bind the Bidder, granted before a notary public, indicating the name, number and district of the notary that granted and, if applicable, protocolized, such document. For foreign Companies, documents equivalent to those mentioned above, authorizing the legal representative to act in the name and behalf of the interested Party in the Bidding Process must be submitted in its original or certified copy, with the relevant legalization or corresponding *apostille*, as well as the required protocolization before a corresponding Mexican notary public, in according to the Applicable Laws. In the event that such document has been delivered in a bidding process, it will suffice to

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indicate in the document the number of writing and the tender in which it was submitted.

The aforementioned documentation must be also submitted in a digital version thereof in PDF format, in an USB flash drive.

- 7.7 Once the freely written document has been submitted with the attached document, the Bid Committee will verify sent documentation. Later, the Interested Party will receive the authorization to make the Registration payment, or, as the case may be, a negative answer to the e mail address it has provided. In the case of Interested Parties that are under the assumption of subsection 7.6 of these Bidding Guidelines, along with the authorization to make the Registration payment, will be sent the corresponding AD Code.

## **8. Clarification Stages**

The Bid Committee will conduct three clarification stages: (i) the first will only be for receiving and answering questions about the process for making payment to access the Data Room information and Registration to the Bidding Process (ii) the second will only be for receiving and answering questions or clarifications about the Prequalification process for Interested Parties, and Bidder Makeup and (iii) the third will only be for receiving and responding to Bidders' questions or clarifications regarding the submission and opening of Bids, including the Awarding, the Decision and the Contract.

### 8.1 General Considerations.

- Participation of Interested Parties and Bidders in this process is optional.

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- The Interested Parties or Bidders, as the case may be, will raise questions and make requests for clarification they consider pertinent during the time periods established for such purpose in the Bidding Calendar.
- The requests for clarification must be made using the link to the Section entitled “*Clarifications*”, subsection “*Requests*” located on the Web Page.
- Questions and/or requests for clarification must be made in Spanish.
- The Convening Authority may require that questions be clarified and, if applicable, resubmitted.
- Questions and requests for clarification may only be made by Interested Parties and Bidders on the terms set forth in Section III, subsection 8 of the Bidding Guidelines.
- The Convening Authority will respond to questions and requests for clarification within the period set forth in the Bidding Calendar. Answers will be published on the Web Page, in the “*Clarifications*” Section, subsection “*Questions and Answers*”.
- In case there is a contradiction in answers to clarifications, the last version of the Bidding Guidelines published on the Web Page will prevail.
- Upon the conclusion of the period for questions and clarifications set forth in the Bidding Calendar, the Convening Authority will abstain from providing any answers, and this will not entail any liability on its part.
- In the event the Bidding Guidelines or the terms and conditions of the Contracts are modified as a result of the clarification stages or at the Convening Authority’s own initiative, the modifications will be incorporated into the updated version of the Bidding Guidelines, as the case may be, and will form a part thereof. Accordingly, these modifications must be taken into account by the Interested Parties or Bidders, as the case may be, as the review

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and analysis of the Prequalification documents and Bids will take these modifications into account.

8.2 Clarification Stage – Access to the Data Room information and Registration to the Bidding Process.

During this clarification stage, any Company interested in paying for Access to Data Room Information and Registration may raise questions about the payment procedure and the requirements for accessing the information. The Convening Authority will not be required to respond to questions on other matters, and not responding will not entail any liability on its part.

8.3 Clarification Stage – Prequalification and Bidder Makeup

During this second clarification stage, only Interested Parties with an AD Code may submit questions or requests for clarification regarding the Prequalification and Bidder Makeup requirements. The Convening Authority will not be required to respond to questions on other matters, and not responding will not entail any liability on its part.

8.4 Clarification Stage – Submission and Opening of Bids, Awarding, Award Decision, and Contract.

During the third clarification stage, only Interested Parties with an AD Code and Bidders may submit questions or requests for clarification regarding matters related to the submission and opening of Bids, Awarding, Award Decision and Contract. The Convening Authority will not be required to respond to questions on other matters, and not responding will not entail any liability on its part.

8.5 All information generated as a result of the responses provided by the competent authorities during the clarification stages of the Bidding Process will become part of the Bidding Guidelines, making it the responsibility of the Interested Parties and Bidders to

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review, have knowledge of, analyze and take into account such information during all stages of the Bidding Process.

8.6 No answer provided as a clarification request or interpretation provided in a Bidding Process other than the present one shall be used to interpret and/or apply the provisions contained in these Bidding Guidelines. As a result of the above, only the clarifications, answers and interpretations published in the periods set forth in the Bidding Calendar will apply.

## **9. Prequalification**

9.1 As indicated in the Bidding Calendar, the Prequalification stage in which the technical, execution, financial and legal experience and capabilities of each Interested Party, as the case may be, will be reviewed and evaluated, will be conducted before the Bid submission and opening session.

9.2 Prequalification documents may only be submitted by Interested Parties registered in the Bidding Process.

9.3 To participate in the Prequalification, Interested Parties must request an appointment within the relevant period established in the Bidding Calendar. These Interested Parties must send an e-mail to the e-mail address provided by the Convening Authority upon granting the AD Code with the subject line "*Appointment for the presentation of Prequalification documents - (and the AD Code provided)*," indicating the following:

- 1) Name and responsibilities of the person authorized to submit the Prequalification documents, which must be accredited when documents are submitted, and
- 2) Proposed date for submitting the Prequalification documents.

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At the time an appointment is requested, the Interested Party is not required to specify the manner in which it wishes to be prequalified, whether as an Operator or Non Operator.

The Convening Authority will send the date and time of the respective appointment to the e-mail address provided by the Interested Party, considering the Interested Party's proposed date but subject to availability in the Bid Committee's schedule.

9.4 Each Interested Party is exclusively responsible to submit, in a timely manner, the entirety of the information required by the Convening Authority, as well as to comply with the requirements provided in the Bidding Guidelines, either for the first time, or as a requirement of the Convening Authority, deriving from the quantitative review referred at paragraph a) of subsection 9.5 below, such as USB flash drives containing the digitized versions in PDF format.

9.5 Once the Prequalification documents have been received, members of the Bid Committee will conduct a quantitative review thereof.

a) If any Interested Party omits required documents, or USB flash drives fail to work properly or do not contain the entirety of the documents submitted physically, none of the documents submitted by the Interested Party in order to be prequalified will be accepted, and this will be stated in CNH Form-1 "Acknowledgment of documents submitted for Prequalification", which will be issued for such purpose to each Interested Party. The Interested Party may request a new appointment to submit all of the relevant documentation, as long as this is possible within the Prequalification period established in the Bidding Calendar.

b) If the Interested Party submits the documents required by the Bidding Guidelines, receipt of the documents will be acknowledged in CNH Form-1 "Acknowledgment of documents submitted for Prequalification", but

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delivery of the documents will not in itself imply that the requirements established in the Bidding Guidelines have been satisfied.

- 9.6 Once the period for acceptance of Prequalification documents has expired, the Bid Committee will evaluate the documentation and information submitted and will send the results to the Governing Body to make a statement, and will later send an electronic certificate of the Interested Party's Prequalification, or lack thereof, to the provided email address. The certificate will expressly state whether or not the Interested Party satisfies the requirements for experience and for the corresponding technical, execution, financial and legal capabilities established in the Bidding Guidelines. The Convening Authority will publish on the Web Page a list of the Interested Parties that have been prequalified and thus obtained the status of Operators of Non Operators, as the case may be, on the date indicated in the Bidding Calendar.
- 9.7 For Interested Parties to prequalify, the Bid Committee will evaluate compliance with the requirements established in subsection 10, Section III, of these Bidding Guidelines. In order to properly evaluate the participation of the Interested Parties in the Bidding Process, the Bid Committee may make requests of any Interested Party in writing for clarification of the information or documentation submitted. Interested Parties must submit their responses in writing within the period indicated for such purpose by the Bid Committee. The Interested Parties may submit additional documentation and information only when the Convening Authority requests a clarification so long as this takes place within the Prequalification.
- 9.8 The Bid Committee will submit a certificate of non-Prequalification attesting to the requirement(s) not met by the Interested Party if:

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- a. The Interested Parties do not comply with any of the requirements stipulated in the Bidding Guidelines;
  - b. The Bid Committee for any reason is unable to verify to its complete satisfaction the veracity of the Prequalification information and documentation submitted by the Interested Party;
  - c. The Interested Party, directly or through third parties, acts or attempts to obstruct or influence the Prequalification results;
  - d. The Interested Parties breach the user license signed with respect to the Data Room information;
  - e. The Interested Party submits false or incomplete information; or
  - f. There is a violation of any of the Applicable Laws, and/or disobeys international standards.
- 9.9 Only prequalified Interested Parties will be entitled to request authorization of the Convening Authority to become an Individual or Joint Bidder, and therefore, to submit Bids in the time periods set forth in the Calendar included in these Bidding Guidelines, as well as considering the restrictions from the Bidding Guidelines.

## **10. Prequalification Requirements**

### *Requirements with respect to financing resources.*

- 10.1 Each Interested Party must individually demonstrate that the financial resources available to it have been obtained legally by submitting the information indicated below both in a physical folder with an index and in a USB flash drive containing the digitized version in PDF format in individual files identifying the document in question.
- a) Articles of incorporation;
  - b) Federal Taxpayer Registry number or tax identification number;

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- c) Corporate governance structure;
- d) State whether it is part of a business or commercial group, indicating for such purposes the name, domicile, nationality and corporate purpose of the companies comprising the group;
- e) Organizational chart including the first and last names, Federal Taxpayer Registry number, the Unique Population Registration Code and the date of birth of its top management down to the second highest level of its organizational hierarchy;
- f) Identification information for its legal representatives, including Federal Taxpayer Registry number, or tax identification number and date of birth;
- g) For each partner or shareholder the following must be provided: (i) complete name, corporate name or trade name; (ii) subscribed and paid up capital; (iii) percentage of ownership; (iv) Federal Taxpayer Registry number, and (v) Unique Population Registration Code or date of birth or Articles of Constitution of each partner or shareholder. In the case of foreigners, the date of birth or tax identification number or its equivalent must be submitted except for entities that are listed on a stock exchange;
- h) Information on the Companies that exercise Control or have significant influence;
- i) Affidavit to the effect that its partners, shareholders and top management have not been convicted of any crime against public resources (*delito patrimonial doloso*);
- j) Information on any source of financing (bank, government, stock market or others) that has been or will be available to it to meet its obligations under the Contract, in the event it is awarded the Contract;
- k) Tax returns and audited financial statements for the past 2 years; and

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l) In the case of special purpose vehicles, provide details of its legal, corporate and business structure, indicating the parties that have Control or a significant influence over it, and submit tax returns and audited financial statements for the past 2 years for the entities that formed the special purpose vehicles.

Information must be submitted in Spanish or English, and in case documents are originally in a language other than these two, a simple translation thereof must be submitted. For foreign Companies, the above requirements may be satisfied by submitting equivalent legal documents established by the law or practice of the relevant country.

The USB flash drive containing backup of the information providing proof of the lawful precedence of financial resources available must be submitted independently with regards of those containing technical, experience and execution, financial and legal Prequalification documents.

- 10.2 The Convening Authority will send the information listed in the previous subsection to the UIF for the purpose of preventing the use of illegally obtained funds in the projects, based on inter-institutional coordination at the national and international level as may be appropriate pursuant to the Applicable Laws.
- 10.3 The UIF will provide the Convening Authority with the information it obtains and its conclusions. Such information and conclusions may only be used in the exercise of the functions and powers of the Convening Authority in accordance with the Applicable Laws and may not be disclosed or published by any means.
- 10.4 The Convening Authority will consider the information provided by the UIF to determine whether a particular Interested Party may continue to participate in the bidding process.

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10.5 Interested Parties favorably prequalified for Bid CNH-R01-L01/2014 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation) and/or CNH-R01-L02/2015 (pertaining to the awarding of Production Sharing Contracts for the Extraction of Hydrocarbons in Shallow Waters, Second Invitation) , and/or CNH-R01-L04/2015 (pertaining to the awarding of License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters, Fourth Invitation), and /or CNH-A1-TRION/2016 (pertaining to the awarding of a License Contract in Deep Waters), and /or CNH-R02-L01/2016 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, Frist Invitation), and/or CNH-R02-L02/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Second Invitation) and/or CNH-R02-L03/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Third Invitation) and/or CNH-A2- AYIN-BATSIL/2017 (pertaining to the awarding of Production Sharing Contract) and /or CNH-A3- Cárdenas Mora/2017 (pertaining to the awarding of a License Contract), and /or CNH-A4- OGARRIO/2017 (pertaining to the awarding of a License Contract), will be considered as having accredited requirements mentioned in subsection 10.1, unless otherwise indicated by the new review to the requirements submitted to the UIF. It is understood that for the purposes of this paragraph, the same members of the favorably prequalified bidder should be maintained in the bid CNH-R01-L01/2014 y/o CNH-R01-L02/2015 y/o CNH-R01-L04/2015 y/o CNH-A1-TRION/2016 y/o CNH-R02-L01/2016, y/o CNH-R02-L02/2016, y/o CNH-R02-L03/2016, y/o CNH-A2- AYIN-BATSIL/2017, y/o CNH-A3-Cárdenas Mora/2017, y/o CNH-A4-OGARRIO/2017. For the purposes of the above may submit CNH- Form 8 “Declaration under oath” stipulating there have been no changes in the submitted documents in the aforementioned Bids,

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Legal Documentation Requirements.

10.6 The legal documentation described herein must be submitted on an individual basis by each Interested Party both physically and in an USD flash drive containing its digitized version in PDF format, (in individual files identifying the document in question) in Spanish, and documents originally in a different language must be submitted by the Interested Party together with a Spanish translation by a certified expert translator authorized in Mexico. In case there is not a translator expert authorized in Mexico who can translate from the source language into Spanish, a simple translation of the source language into English, along with the translation from English to Spanish by an expert translator authorized in Mexico. Interested Parties must submit the documentation below:

- a) Notarized public instrument or certified copy thereof evidencing the articles of incorporation or attested copy of the bylaws, including the name, number and district of the notary public who granted and, if applicable, protocolized, such document, and information on its registration in the Public Registry of Commerce, or, as the case may be, a letter issued by the notary public evidencing its registration in said Registry is in progress.

For foreign Companies, documents equivalent to the above must be submitted, either originally or with a certified copy providing proof of its legal existence (such as registration before the competent authority) legalized by the Consulate or *apostilled* in accordance with the terms of The Hague Convention of October 5, 1961, as the case may be;

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- b) Simple copy of a current official identification document of the Interested Party's legal representative. For Mexicans, only a voter identification card with photograph or a passport or professional certificate will be accepted, and for foreigners, only a passport or document providing proof of their legal stay in Mexico issued by the National Migration Institute will be accepted;
- c) Notarized public deed or certified copy thereof evidencing a general power of attorney of the Interested Party's legal representative to perform administrative acts or its special power of attorney to participate in the Bidding Process on behalf of and to bind the Bidder, granted before a notary public, indicating the name, number and district of the notary that granted and, if applicable, protocolized, such document.
- For foreign Companies, documents equivalent to those mentioned above, authorizing the legal representative to act in the name and behalf of the interested Party in the Bidding Process must be submitted in its original or certified copy, with the relevant legalization or corresponding *apostille*, as well as the required protocolization before a corresponding Mexican notary public, in according to the Applicable Laws.
- The powers of legal representatives of the Interested Parties or Bidders must be current during all the stages of the Bidding Process and comply with all formalities foreseen in the Bidding Guidelines and what is set forth in section 1.8 thereof.
- d) CNH Form-3 "Declaration of Non-Disqualification"
- e) CNH Form-4 "Declaration of knowledge and acceptance of laws, rules, administrative regulations, court rulings, and other norms or any kind of decisions issued by any competent Government Authority, and that are

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- current at the time, the requirements and conditions established in the Bidding Guidelines and the documents comprising them”, and
- f) CNH From-5 “Confidential Documentation”, and
- 10.7 Interested Parties favorably prequalified for Bid CNH-R01-L01/2014 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation) and/or CNH-R01-L02/2015 (pertaining to the awarding of Production Sharing Contracts for the Extraction of Hydrocarbons in Shallow Waters, Second Invitation) , and/or CNH-R01-L04/2015 (pertaining to the awarding of License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters, Fourth Invitation), and /or CNH-A1-TRION/2016 (pertaining to the awarding of a License Contract in Deep Waters), and /or CNH-R02-L01/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, Frist Invitation), and/or CNH-R02-L02/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Second Invitation) and/or CNH-R02-L03/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Third Invitation) and/or CNH-A2- AYIN-BATSIL/2017 (pertaining to the awarding of Production Sharing Contract) and /or CNH-A3- Cárdenas Mora/2017 (pertaining to the awarding of a License Contract), and /or CNH-A4- OGARRIO/2017 (pertaining to the awarding of a License Contract), have accredited requirements mentioned in paragraphs a), b), c) of subsection 10.6, unless determined they do not comply with requirements established in these Bidding Guidelines by a new review of documents submitted in the aforementioned bids. For the above may submit CNH- Form 8 “Declaration under oath” stipulating there have been no changes in the submitted documents in the aforementioned Bids,

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- 10.8 The requirements and elements to demonstrate technical, execution and financial experience and capabilities will be contained in the following tables and must be complied with by each Interested Party, as the case may be, individually by submitting both physical and digitized PDF version *in separate files identifying the document in question*, collecting them in the same USB flash drive containing the digitized version of the “*Legal document requirements*” of subsection 10.6

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**REQUIREMENTS TO PROVE EXPERIENCE AND TECHNICAL AND EXECUTION CAPABILITIES**

**10.8.1 As an Operator of Deep Water Contract Areas**

CRITERIA FOR EVALUATION OF EXPERIENCE AND TECHNICAL AND EXECUTION CAPABILITIES OF THE OPERATOR	DOCUMENTS TO PROVE TECHNICAL AND EXECUTION EXPERIENCE AND CAPABILITIES
To be verified	Documents that must be submitted
<p>1) To prove :</p> <p>(a) Experience as operator in a hydrocarbon exploration and/or extraction project in deep waters and ultra-deep waters with water draft greater than five hundred (500) meters within the last five (5) years, in spite of the project starting before or ending within this period;</p> <p>(b) Equity investments in hydrocarbon exploration and /or extraction equal at least to two (2) billion dollars.</p>	<p>(a) Contract, hydrocarbon exploration and/or extraction concession title or documents issued by a certifying firm or the entity or administrating authority of said contract or title, attesting to the required experience. The document must be submitted in its original or a certified copy: (i) by a Mexican notary public or (ii) before a foreign notary public with powers to perform such certification, which must be dully apostilled or legalized according to the country of origin. In case the document is not public, institutional or official contact information of the entity or authority before which the submitted document was executed or issued must be provided, with aims at validating its existence</p> <p>(b) Simple copy of 10-K or 20F form registered before the Securities and Exchange Commission (SEC), or the equivalent form registered before its counterpart institutions, attesting to the required equity investments ; original or certified copy of financial statements audited by a independent and specialized auditing firm, dully certified or registered to perform such activities according to the laws of the country of origin, supporting investments in hydrocarbon exploration and/or extraction . The certified copy must be issued by: (i) a Mexican notary public or (ii) before a foreign notary public with powers to perform said certification, which must be dully apostilled or legalized under the laws of the country of origin. The aforementioned documents may be of any year within last five (5) year period, and may be submitted in English. In case audited financial statements are submitted, the institutional email address of the auditor able to confirm submitted documentation, must be provided. In case the submitted audited financial statements (included those contained in the 10-K or 20-F) do not allow to clearly determine the amounts of investments made in hydrocarbon exploration and extraction projects, an explanatory note specifying investments made and page by which they may be verified, must be attached</p>
<p>2) Experience in implementing and operating safety management and environmental protection systems in hydrocarbon exploration and/or extraction facilities or projects during the last five (5) years</p>	<p>Submit a document explaining and proving the industrial security management, operational security and environmental system in facilities or hydrocarbon exploration and/or extraction projects implemented during the last five (5) years.</p> <p>Additionally, it must be accompanied by (i) technical certificates, audits, inspections or rulings, such as those mentioned below, including, but not limited to: OHSAS 18001 (for security in general, considering external certification, ISO 14001 (for the environment in general, considering external certification, API RP 75 (for offshore security; not requiring certification), IGS Code (International Code for Industrial Security Management, applies to mobile and self-elevating platforms); (ii) as the case may be, an opinion issued in 2015, 2016 or 2017 by a specialized international company, indicating the industrial security management and environmental protection system adjusts to international practice for operation in hydrocarbon exploration and/or extraction projects, o (iii) a certification issued for such purposes by the National Agency for Industrial Security and Environment Protection in the Hydrocarbons Sector.</p> <p>In any of the previous cases, the submitted documentation must prove that the system has been operated at least during the last five (5) years. The documentation referred to herein may be submitted in its original form and a certified copy by : (i) a Mexican notary public or (ii) by a foreign notary public with powers to issue such certification, which must be dully apostilled or legalized according to the applicable laws in the country of origin.</p>

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**REQUIREMENTS TO PROVE FINANCIAL CAPABILITY**

**10.8.2 For Operator of Contract Areas in Deep Waters**

<b>CRITERIA FOR EVALUATING THE FINANCIAL CAPABILITY OF AN OPERATOR</b>	<b>DOCUMENTS TO PROVE FINANCIAL CAPABILITY</b>
<b>To be verified</b>	<b>Documents that must be submitted</b>
<p>1) To prove:</p> <p>(a) Total equity of at least two (2) billion dollars; or</p> <p>(b) Total assets for ten (10) billion dollars and an investment grade credit rating, according to Fitch Ratings, Moody's, Investors Service, Standard &amp; Poors Rating Services or HR Ratings.</p>	<p>i. If the companies are quoted on the stock exchange, they must submit a simple copy of the 10-K or 20-K form registered before the Securities and Exchange Commission, or of the equivalent form registered before its counterpart institutions providing proof of the total equity or assets.</p> <p>ii. Financial statements in their original form or certified copy, audited by an independent auditing firm certified or registered to perform such activities under the laws of the country of origin, must be submitted. Financial statements must support mentioned total equity and total assets. Moreover, the official email address of the auditor able to confirm the submitted documentation must be provided.</p> <p>Regarding the aforementioned documents, they must have been issued within the last five years, and they must provide proof of the average total equity and total assets. Otherwise, only documents corresponding to the fiscal year 2015 or 2016 audited under the laws of the country of origin, so long as they comply with the requires total equity and total assets, may be submitted. The aforementioned documentation may be submitted in English. In case a certified copy is submitted, it should be issued by: (i) a Mexican notary public, or (ii) a foreign notary public with powers to perform such certification, which must be dully apostilled or legalized under the laws of the country of origin.</p> <p>iii. In the case of Operators providing proof for financial requirements, proving total assets in accordance with section b), the credit rating document must be issued with regard to the fiscal years 2015 or 2016, and issued by any of the following credit rating companies: Fitch Ratings, Moody's, Investors Service, Standard &amp; Poors Rating Services or HR Ratings. Only credit rating documents issued by the offices of the aforementioned credit rating companies located in the following cities will be accepted: New York, London, Paris, Toronto or any city in Mexico. Said documents must confirm an investment-grade rating, and this document must be submitted in its original form or certified copy by (i) a Mexican notary public, or (ii) a foreign notary public with powers to perform such certification, which must be dully apostilled or legalized under the laws of the country of origin.</p>

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**10.8.3 For Non Operators of Contract Areas in Deep Waters**

<b>CRITERIA FOR EVALUATING THE FINANCIAL CAPABILITY OF A NON OPERATOR</b>	<b>DOCUMENTS TO PROVE FINANCIAL CAPABILITY</b>
<b>To be verified</b>	<b>Documents that must be submitted</b>
<p><b>1) Total equity of at least 250 million dollars must be proved</b></p>	<p>If the companies are quoted on the stock exchange, they must submit a simple copy of the 10-K or 20-K form registered before the Securities and Exchange Commission, or of the equivalent form registered before its counterpart institutions providing proof of the total equity or assets.</p> <p>ii. Financial statements in their original form or certified copy, audited by an independent auditing firm certified or registered to perform such activities under the laws of the country of origin, must be submitted. Financial statements must support mentioned total equity and total assets. Financial statements must support mentioned total equity and total assets. In case audited financial statements are submitted, the official email address of the auditor able to confirm the submitted documentation must be provided. The certified copy must be issued by: (i) a Mexican notary public, or (ii) a foreign notary public with powers to perform such certification, which must be dully apostilled or legalized under the laws of the country of origin.</p> <p>The documents must provide proof of the indicated total equity corresponding to the last five (5) years. The average of those five (5) years must confirm the total equity. Documents from the fiscal year 2015 or 2016, audited under the laws of the country of origin, may otherwise be provided, so long as they comply with the required total equity.</p> <p>The above mentioned documentation may be submitted in English.</p>

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10.9 Interested Parties complying with the requirements in subsections 10.8.1 and 10.8.2 or 10.8.3 of the Bidding Guidelines, as the case may be, by means of documents submitted at Bid CNH-R01-L01/2014 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation) and/or CNH-R01-L02/2015 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, Second Invitation) , and/or CNH-R01-L04/2015 (pertaining to the awarding of License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters, Fourth Invitation), and /or CNH-A1-TRION/2016 (pertaining to the awarding of a License Contract in Deep Waters), and /or CNH-R02-L01/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation), and/or CNH-R02-L02/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Second Invitation), and/or CNH-R02-L03/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Third Invitation) and/or CNH-A2-AYIN-BATSIL/2017 (pertaining to the awarding of Production Sharing Contract) and /or CNH-A3- Cárdenas Mora/2017 (pertaining to the awarding of a License Contract), and /or CNH-A4- OGARRIO/2017 (pertaining to the awarding of a License Contract), instead of submitted documents mentioned in those subsections, may submit CNH- Form 8 “Declaration under oath” stipulating there have been no changes in the submitted documents in the aforementioned Bids, unless otherwise stated by a new review the originally requested documents.

10.10 With regards to criteria cited in subsection 10.8.1 and 10.8.2 or 10.8.3, as the case may be, the Operator or Non Operator may provide proof of compliance with the required capabilities, either on its own or by means of one or more Affiliates or, their ultimate Parent Company must provide proof of the relationship with said Affiliates or ultimate Parent Company by means of: (i) recent shareholder registry accompanied by a certificate issued by the official with powers to perform such duties, according to the norms and policies of the Interested Party (such as: Sole Administrator, Chairman or Secretary to the Board of Directors). It must be accompanied by the public deed providing evidence of the appointment of such officials. Moreover, the organizational chart(s) describing the relationship between the Companies. The documents must be submitted in their original form or certified copy. In the case a certified copy is submitted, it should be certified by a Mexican notary public or a foreign notary public and it must be dully legalized before the consulate or *apostilled*; or (ii) by means of public deeds, such as 10 K or 20F Forms listing the Affiliated of the corporate group where the Interested Party is mentioned, as well as the Companies that wish to have the registry accredited.

In case of foreign Companies, the relationship between the Interested Party and its Affiliates may be proved by means of documents equivalent to those previously described, according to the Applicable Laws of the country of origin and the internal policy regulating said Companies, as long as the submitted documents before the Convening Authority provides reliable proof of such relationship and formalities foreseen in the Bidding Guidelines are complied with.

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In case some of the requirements for providing proof of experience, as well as technical, execution and financial capabilities are accredited with an Affiliate of Parent Company in accordance with the Bidding Guidelines, on which the Convening Authority has information mentioned herein, derived from Bid CNH-R01-L01/2014 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation) and/or CNH-R01-L02/2015 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, Second Invitation) , and/or CNH-R01-L04/2015 (pertaining to the awarding of License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters, Fourth Invitation), and /or CNH-A1-TRION/2016 (pertaining to the awarding of a License Contract in Deep Waters), and /or CNH-R02-L01/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation), and/or CNH-R02-L02/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Second Invitation), and/or CNH-R02-L03/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Third Invitation) and/or CNH-A2- AYIN-BATSIL/2017 (pertaining to the awarding of Production Sharing Contract) and /or CNH-A3- Cárdenas Mora/2017 (pertaining to the awarding of a License Contract), and /or CNH-A4- OGARRIO/2017 (pertaining to the awarding of a License Contract), instead of submitting the documents to prove the relationship with said Affiliates or ultimate Parent Company , may submitting Form CNH-8 “Declaration under oath”, establishing there has been no changes in the documents submitted in the mentioned Bids must be submitted, unless otherwise indicated by a new review of the originally submitted requirements.

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## **11. Preparation and Submission of Prequalification Documents**

- 11.1 The Prequalification documentation must be submitted in the following manner:
- a) Documents that, under the Guidelines, must be signed by the Interested Party's legal representative, in order to be given legal force, must be submitted with such signature below. The documentation must be contained in 2 or more binders, as the case maybe, identified on the front as follows:

<p style="text-align: center;"><b>PREQUALIFICATION DOCUMENTATION</b> <b><u>FINANCING SOURCES</u></b> <b>DEEP WATERS – FOURTH INVITATION TO BID</b> <b><u>(NAME OR COMPANY NAME OF THE</u></b> <b><u>INTERESTED PARTY)</u></b> <b>BIDDING PROCESS</b> <b>Mode: [Operator or Non Operator]</b> <b>CNH-R02L04/2017</b></p>
<p style="text-align: center;"><b>PREQUALIFICATION DOCUMENTATION</b> <b><u>LEGAL, TECHNICAL, EXECUTION AND</u></b> <b><u>FINANCIAL DOCUMENTATION</u></b> <b>DEEP WATERS</b> <b>FOURTH INVITATION TO BID</b> <b><u>(NAME OR COMPANY NAME OF THE</u></b> <b><u>INTERESTED PARTY)</u></b> <b>BIDDING PROCESS</b> <b>Mode: [Operator or Non Operator]</b> <b>CNH-R02-L04/2017</b></p>

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Information contained in each binder must be accompanied by the corresponding electronic backup in PDF (and submitted in an USB flash drive, in individual files identifying the document in question).

- b) Each binder must be paginated consecutively on the front bottom right corner of the page, without considering backs of pages, indexes or covers. Electronic documentation submitted by means of an USB flash drives must have the same page numbers as the documents submitted physically;
- c) Each binder must contain an index of the dividers it includes, such that each document required by the Convening Authority will have its own divider.
- d) It must reference the required documents in objective and quantifiable terms that are customary in the petroleum industry;
- e) Interested Parties and Bidders may not alter forms contained in the Bidding Guidelines. Only the parts required for identifying the Company or its legal representative may be altered or adapted;
- f) Forms must be submitted in their original form with the signature of the legal representative;
- g) The information provided will preferably be public information not considered restricted or confidential under the Applicable Laws;
- h) The documents must comply with the legal formalities required for their validity under applicable laws in the country of origin;
- i) It must contain official contact information for the persons or institutions providing or issuing the documents in order to facilitate their verification, and the Interested Party must refrain from entering into any agreements, including confidentiality agreements, with such persons or institutions, which may prevent the Bid Committee from verifying the accuracy of the documents to its full satisfaction based on customary practices in the international petroleum industry;
- j) The exchange rate or conversion factor to be considered by the Convener in relation to the amount corresponding to capital investments in exploration and / or hydrocarbon extraction projects, as well as stockholders' equity that is in a

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- currency other than the US Dollar , shall be that of the last day of the close of the fiscal year of the submitting documents, in relation to the corresponding year; and
- k) Unless otherwise provided, all documents required in subsections 10.6, 10.8 and 10.10 of the Bidding Guidelines must be submitted in Spanish. If a document was originally prepared in a different language, the Interested Party must submit together with the original document a Spanish translation by a certified expert translator authorized in Mexico. In case there is no certified expert translator authorized in Mexico to translate from the source language to Spanish, a simple translation from the source language to English, along with a translation from English to Spanish by certified expert translator in Mexico.

The Interested Party must also submit CNH Form-1 “Acknowledgment of documents submitted for Prequalification” together with the required Prequalification documents, and such form will provide a record of the documentation submitted to the Convening Authority. It is noted that, although failure to submit the documents in binders or folders, or, failure to submit them in the order indicated or to paginate them will not be cause for disqualification, it is advisable to follow these instructions to promote order and optimize the Bidding Process.

## **12. Method of Participation**

- 12.1 The prequalified Operator may participate as (i) Individual Bidder and/or (ii) as part of one or more Joint Bidders, along with other Operator(s) or with other Non Operator(s) according to the Bidding Guidelines. In the case of a prequalified Non Operator, it may only participate as part of one or more Joint Bidders as long as it has at least one Operator inside it, under the Bidding Guidelines. All Joint Bidders must contain a Operator with at least 30% of ownership interest in the Consortium or Association in Participation, the Association in Participation Agreement must be executed under the Applicable Laws.
- 12.2 The request to the Convening Authority for authorization of Bidder Makeup must be submitted in the address of the Convening Authority by clearly and precisely indicating the makeup or how it wishes to participate, in the following terms: (i) individual

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Interested Parties wishing to prequalify as Individual Bidders must submit a freely written document in its original form, signed by its legal representative, where they submit their request, and (ii) Consortium wishing to integrate as Joint Bidders may submitting a written application in original, signed by its common legal representative, accompanied by the Form CNH-2 “Joint Bid Private Agreement”, and its corresponding SINGLE ANNEX, which must be signed by the authorized legal representatives of each Company integrating the Consortium or Association in Participation. The “Private Agreement for a Joint Bid” will be part of the contracts that, as the case may be, will be awarded.

- 12.3 In case the request submitted by the Interested Party is authorized, the Convening authority will send to the email address provided by the Interested Party a certificate authorizing it as an Individual Bidder or Joint Bidder, as the case may be, prior ruling by the Governing Body.
- 12.4 A Joint Bidder may submit a Bid in this Bidding Process without the need of forming a corporate body, under the following provision:
- a) Only the Interested Parties with authorization from the Convening Authority to form a Joint Bidder, and therefore have received a certificate authorizing them as Joint Bidders may submit Bids. This will be done in the understanding that no other Company or Bidder unauthorized by the Convening Authority, or that has not been previously prequalified as an Operator or Non Operator may not be formed.
- 12.5 The participation of the Designated Operator must be at least thirty percent 30% in the Joint Bidder.

When a Joint Bidder is composed of more than one Operator, the Joint Bidder may choose either of the following two options: (i) determine who the Designated Operator will be within the CNH-2 Format, or (ii) if applicable, to determine the Designated Operator once a Contract has been awarded for the corresponding Contract Area, provided that it is determined prior to the execution of the Contract and at the time the

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Convening Authority so requires. Either of the two assumptions must be clearly established in the CNH-2 Format FOURTH Clause. In case the second option is chosen, each of the Operators that make up the Joint Bidder must have a participation of at least 30% in order to be able to be appointed as Designated Operator.

In case none of the conditions mentioned in the Bidding Guidelines are met, the Convening Authority will not authorize the Bidder makeup.

- 12.6 Once the Bidder is formed, there may not be any alteration whatsoever in its makeup or structure. Therefore, any association attempt or any unauthorized change will constitute grounds for dismissal or not executing the Contract.
- 12.7 Companies that have confirmed access to Data Room with access license and overall use of information. In case they were to lose during the Bidding Process their User status for ulterior causes, or individually fail to provide proof of payment for use mentioned in subsection 6.1 of the Bidding Guidelines, must pay to access the corresponding Data Room to be able to submit their Prequalification documents or, as the case may be, their Bid, so long as it is possible under the Bidding Calendar.

### **13. Preparation of the Bid**

- 13.1 Each Bid must be submitted in sealed envelopes, as determined by the Convening Authorities for such purpose.
- 13.2 Economic Bids must signed by hand by the common legal representative authorized to sign the Bid. In the case of Joint Bidders, it may be signed by each member of Bidder.
- 13.3 Bidders must consider the provisions of the Bidding Guidelines and the Contract to determine the values for the Economic Bid. For further reference, see subsection 16.2 of the Bidding Guidelines

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- 13.4 The two bidding variables will be added by means of the weighted value formula of the Economic Bid described in subsection 16.2 of the Bidding Guidelines. The winning Bidder will be the one offering the greater weighted value in their Economic Bid. In case of a tie, subsections 16.3 and 16.4 of the Bidding Guidelines shall apply.
- 13.5 At the session for submission and opening of Bids, the Bidder must deliver CNH Form-7 Economic Bid for each Contract Area. The Bid must include all of the following documents:
- a.) A sealed envelope, “Envelope 1”, containing the Economic Bid for each Contract Area.
    - i. The “Economic Bid” Form CNH-7, which must be signed by hand under subsection 13.2. Said form must contain the statement under oath that the Economic Bid has been made and submitted independently and in no collaboration with any other Bidder;
    - ii. Except as provide in subsection 16.3 section 1) of the Bidding Guidelines, a closed half letter size envelope containing CNH-9 Form “Payment in cash for tie in Economic Bid”, which must be signed in accordance to subsection 13.2 above, on the understanding that such envelope may only be open and valid in case of a tie in the Economic Bid of two or more Bidders (only the envelopes of tied bidders will be opened), in accordance with subsection 16.4 of the Bidding Guidelines, and
    - iii. The Bid Guarantee of the Bid in question, in terms of the following paragraph:

With aims at guaranteeing the reliability seriousness of each Bid, the Bidder must submit: (i) a stand-by letter of credit on behalf of CNH, based on Form CNH-6 “Bid Bond”, Stand-by Letter of Credit, issued or confirmed by a Credit Institution with legal operations in Mexico, with a total value of USD\$ 3,000,000.00 (three million American dollars 00/100), valid for 100( one hundred) additional calendar days starting the day after the Bid submittal. If no Bid were to be submitted for a specific Contract Area, the Bidder may state in the corresponding Economic Bid form.

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#### 14. Effective Period of Bids

- 14.1 The Bids of the Winning Bidder and the second-place Bidder must remain in effect for 100 (one hundred) calendar days from the date on which they were submitted. In exceptional circumstances, the Convening Authority may decide to extend the effective period of Bids, which will be notified in writing to the corresponding Bidder. In such a case, the effective period of the Bid Guarantee will be extended for an additional period up to the original effective period of the Economic Bid.
- 14.2 At the bid submission and opening session, the Bid Guarantee will be returned to the Bidders whose Bids are declared non-winning or are rejected. The Bid Guarantees of the Winning Bidder and of the second-place Bidder will be returned once the corresponding Contract has been executed.
- 14.3 The Bid Guarantee may be drawn upon in the following circumstances:
- a) If the Winning Bidder or second-place Bidder withdraws its Bid before entering into the awarded Contract;
  - b) If the Winning Bidder does not execute the Contract on the date indicated in the minutes of the Award Decision;
  - c) If the second-place Bidder does not execute the Contract on the date indicated by the Convening Authority, as the case may be;
  - d) If the Winning Bidder, or, as the case may be, the second-place Bidder, does not submit the Performance Guarantee or the Corporate Guarantee concurrently with the execution of the Contract in accordance with its provisions and on the dates established by the Convening Authority;
  - e) If the Convening Authority requires to extend the Bid Guarantee for the Winning Bidder or the second-place Bidder and it is not submitted properly and in time as required;
  - f) If the Winning Bidder, or as the case may be, the second- place Bidder, submits false information to the Convening Authority during any stage of the Bidding Process;

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- g) If any of the members of a Joint Bidder refuses to sign the Contract or purports to modify the terms of its participation indicated in the Joint Bidding Agreement submitted to the Convening Authority.

In the event the Bid Guarantee is drawn on, the guaranteed funds will be deposited in an account designated for such purpose by CNH for the benefit of the Mexican Petroleum Fund for Stabilization and Development.

## **15. Submission and Opening of Bids**

- 15.1 The submission of Bids will take place at the relevant session, on the date and at the time indicated in the Bidding Calendar. This session will be held in the presence of a notary public and will be transmitted live on the Internet through the Web Page and other electronic media determined by the Convening Authority.
- 15.2 Each Bidder will be responsible for and must take into account and pay all costs related to the preparation and submission of its Bid.
- 15.3 Only one Bid may be submitted by each Bidder for each Contract Area.
- 15.4 Bidders participating in the Bid submission and opening session must consider the following requirements:
- a) The Bid must be submitted personally by the Bidder's legal representative or the Joint Bidder's common representative, in accordance with the Bidding Guidelines;
  - b) In order to submit their Bids, the Bidders must register at the entrance, where they will gain access to the verification table upon order of arrival, where the envelopes containing their Bids will be submitted to Assistants to the Committee, so they proceed to verify them in accordance with the resolutions of the Bid Committee. For registration, the legal representative of each Bidder must present the original and a copy of the legal representative's official identification document, which, for Mexicans, may be a voter identification card with photograph, a passport or a professional certificate, and for

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foreigners, may be a passport or the document confirming their legal stay in Mexico, issued by the National Migration Institute of Mexico;

- c) Once the Bidder's legal representative is registered at the Bid submission and opening session, the legal representative is obligated to submit the corresponding envelopes;
- d) The legal representative of each Bidder may be accompanied only by one person who has previously registered, and
- e) No Bidder may submit any Bid which is not contained in a sealed envelope in accordance with section b) of this subsection.

In case the Bidder does not submit a Bid for any of the Contract Areas, it must register as a guest at the Submission and Opening Session.

15.5 The Bids will be announced at the submission and opening session, in accordance with the following:

- a) The Bid Committee will undertake the following:
  - Bid submission stage. Bids will be submitted in the same order as the order in which the Bidders' legal representatives registered at the entrance of the event for the submission of Bids.

Once all Bids have been received, in the same order as the above, the Bid Committee will:

- Mention the minimum and maximum values for the biddable variables for the Contract Area in accordance with the provisions of subsection 16.1, Section III of these Bidding Guidelines;
- Open the Bids received;
- Verify that the proposed values for the biddable variables are within the ranges established by the Ministry of Finance, and
- Announce the result of the opening of Bids and those that are not solvent in accordance with the point above.

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- Bid evaluation stage. The Bid Committee will evaluate the Bids, verifying that they satisfy the requirements set forth in the Bidding Guidelines.

15.6 Based on the evaluation, the Bid Committee will issue minutes indicating the name of the Winning Bidder of the Contract Area. The committee will also indicate the second-place Bidder and, if applicable, the Bids that have been rejected. The execution and completion of each of the stages indicated above will also be recorded in the minutes. The minutes will be published on the Web Page.

15.7 The Governing Body will be in charge of formalizing the Award Decision and the award of the Contract within the periods established in the Bidding Calendar.

## **16. Biddable variables and method for determining the Winning Bidder**

16.1 The Ministry of Finance will determine the moment and conditions under which the minimum and maximum acceptable values for the variable of the Economic Bid, at the latest on the date when the final version of the Bidding Guidelines is published, in accordance with Article 9 of the Regulations of the Hydrocarbon Revenues Law.

16.2 The Economic Bids received during the Bidding Process will be analyzed in accordance with the following:

- 1) The weighted score of the Economic Bid will be calculated considering the value of the sum of the additional royalty and the additional investment factor for the relevant Contract Area. The following formula will be used to calculate the weighted score of the Economic Bid:

$$VPO = 4X \left[ \text{Additional Royalty} + \left( 11.5 \times \frac{\text{Additional Royalty}}{100} + 3.45 \right) \times \text{Investment Factor} \right]$$

where:

- VPO is the weighted score of the Economic Bid;

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- Additional Royalties is the value of the additional royalty determined as percentage of the Contract Value of Hydrocarbons, expressed in two digits and to two decimal points;

- Investment Factor is the discrete variable related to the additional investment commitment during the Exploration Period that may only have the following values:

- 1.5 one point five in case the Bidder’s additional investment commitment equals to the work units required for each Contract Area, equal to two wildcats during the Exploration Period with specifications in accordance with the Bidding Guidelines and the corresponding Contract for Exploration and Extraction;
- 1 (one) in case the Bidder’s additional investment commitment equals to the work units required for each Contract Area equal to a wildcat during the Exploration Period with specifications in accordance with the Bidding Guidelines and the corresponding Contract for Exploration and Extraction, or
- 0 (zero) in case the Bidder does not submit an additional investment commitment during the Exploration Period.

- 2) The weighted score of the Economic Bid will be calculated to the third decimal point.
- 3) Three cases are presented as examples of the weighted score of the Economic Bid:

<i>Example 1</i>
<ul style="list-style-type: none"> <li>• <i>If the proposal for the Additional Royalty set forth as the percentage of the Contract Value of Hydrocarbons is 10.99%, the value to be included in the formula to determine the weighted score of the Economic Bid would be 10.99</i></li> <li>• <i>If the Bidder offers the drilling of an additional wildcat during the Exploration Period as an Investment factor, 1 would be entered.</i></li> <li>• <i>Finally, the weighted score of the Economic Bid would be obtained as follows:</i></li> </ul> $VPO = 4 X [10.99 + (11.5 \times \frac{10.99}{100} + 3.45) \times 1] = 62.815$

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*Example 2*

- *If the proposal for the Additional Royalty set forth as the percentage of the Contract Value of Hydrocarbons is 5.99%, the value to be included in the formula to determine the weighted score of the Economic Bid would be 5.99*
- *If the Bidder offers the drilling of two additional wildcats during the Exploration Period as an Investment factor, 1.5 would be entered.*
- *Finally, the weighted score of the Economic Bid would be obtained as follows:*

$$PO = 4 \times \left[ 5.99 + \left( 11.5 \times \frac{5.99}{100} + 3.45 \right) \times 1.5 \right] = 48.793$$

*Example 3*

- *If the proposal for the Additional Royalty set forth as the percentage of the Contract Value of Hydrocarbons is 20.75%, the value to be included in the formula to determine the weighted score of the Economic Bid would be 20.75.*
- *If the Bidder does not offer the drilling of additional wildcats during the Exploration Period as an Investment factor, 0 would be entered.*
- *Finally, the weighted score of the Economic Bid would be obtained as follows:*

$$VPO = 4 \times \left[ 20.75 + \left( 11.5 \times \frac{20.75}{100} + 3.45 \right) \times 0 \right] = 83.000$$

16.3 The Economic Bid may also consider the amount in cash offered; first, by weighing the value of the Economic Bid, calculated in accordance with the previous subsection, and then, as the case may be, the amount in cash offered, under the following rules:

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- 1) In case the Bidder offers an additional royalty value equal to the maximum value established by the Ministry of Finance, and an investment factor equal to 1.5 (one point five), the Economic Bid may include an offer of an amount in cash, that must be paid in accordance with subsection 16.4 of the Bidding Guidelines. Bidders submitting the Economic Bid in accordance with the above will be exempted from submitting the half letter size closed envelope mentioned in subsection 13.5, paragraph a), subparagraph ii, Section III of the Bidding Guidelines.

In case of a tie between two or more Bidders, the sortation method foreseen in subsection 16.6 of the Bidding Guidelines will apply.

- 2) In case the Bidder offers: (i) an additional royalty value lower than the maximum established by the Ministry of Finance, or (ii) an additional value equal to the maximum established by the Ministry of Finance and an investment factor lower than 1.5 (one point five), the Bidder must submit its Bid in accordance with subsection 13.5, paragraph a) of the Bidding Guidelines.

- 16.4 In case two or more Bidders offer the same value in the Economic Bid, the same criterion to define the Winning Bidder will be the one offering the greater amount in cash payable under the following subsection:

If applicable, the envelope containing Form CNH-9 Payment in cash in case of tie in Economic Bid included under subsection 13.5, paragraph a), subparagraph ii, Section III hereof.

The offer of cash payment will be considered to be zero dollars when:

- a) The Economic Bid made and submitted in accordance with subsection 16.3, paragraph 1) of the Bidding Guidelines does not contain a cash amount, or

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- b) In case the envelope containing the Economic Bid made and submitted subsection 16.3, paragraph 2) of the Bidding Guidelines does not contain Form CNH-9 Cash payment for tie in Economic Bid.
- 16.5 In all cases, the Winning Bidder will pay the corresponding Signature Bond on behalf of the State by wire transfer to the Mexican Petroleum Fund for Stabilization prior to the execution of the Contract and submit the corresponding proof of deposit on the date of execution.
- 16.6 If the tie persists, a random selection process will be used to appoint the Winning Bidder, without prejudice to the obligations of payment defined in the previous paragraph. For such purpose, each tied Bidder will be assigned a different number, and all numbers will be placed in a transparent container from which the Committee Secretary will randomly draw one number. The Bidder to whom the drawn number corresponds will be the Winning Bidder.

## **17. Reasons for Rejection of Bids**

- 17.1 The following will be reasons for rejecting Bids:
- a) The submission of incomplete, illegible, illogical, or unclear documents or information or the omission of any document or information required in subsection 13, Section III of these Bidding Guidelines;
  - b) Bids that are conditioned or contain corrections, erasures or additions or have not been prepared in accordance with the Bidding Guidelines, or if applicable, signed;
  - c) When a Company submits more than one Bid for the same Contract Area, either (i) individually; (ii) by direct or indirect participation in more than one Joint Bidder, or (iii) individually by Companies under which it exerts control, excluding indirect participation of funding sources, such as investment funds. The foregoing is subject to Companies safeguarding due compliance of confidentiality provisions executed on the occasion of its participation;

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- d) The Convening Authority becomes aware that the Bidder falls under any of the circumstances described in subsection 4, Section III of these Bidding Guidelines;
- e) The Convening Authority becomes aware that the Bidder submitted false or misleading information;
- f) The Convening Authority declared the Bidder has breached any obligation under the signed information user license;
- g) Failure by the Bidder to guarantee its bid by providing a Bid Guarantee;
- h) Involvement of any Bidder in actions tending to unduly influence the outcome of the Bidding Process;
- i) Any substantial change in the information or documents provided by the Bidder relating to Prequalification;
- j) Any unauthorized association or unauthorized change in the composition of any Bidder;
- k) That the value offered in the Economic Bid is outside the established parameters by the Ministry of Finance
- l) The other provisions of the Bidding Guidelines and the Applicable Laws.

## **18. Declaration of Winning Bidder and Award**

18.1 The Bid Committee will submit the minutes it prepared with respect to the Bid submission and opening session to the Governing Body in order for it to issue the Award Decision and to award each Contract. The Governing Body will also order the publication of the relevant Award Decision in the Official Gazette.

## **19. Bidding Process Declared Deserted**

19.1 The Convening Authority may declare the Bidding Process to be a totally or partially deserted when:

- a) No Bids are received;
- b) The Interested Parties do not meet the requirements established in the Prequalification, or

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c) All Bids are rejected.

19.2 In such case, the Award Decision will explain the reasons why the Bidding Process was declared as deserted and will not impose any obligation on the Convening Authority to reimburse any of the Bidders for the expenses they incurred as a result of participating in the Bidding Process.

## **20. Cancellation of the Bidding Process**

20.1 The Convening Authority may cancel the Bidding Process for all or any Contract Areas at any time and for any reason. The foregoing will not impose any obligation on the Convening Authority to reimburse any of the Bidders for the expenses they incurred as a result of participating in the Bidding Process.

## **21. Method of Appeal**

21.1 On the basis of Article 25 of the Hydrocarbons Law, the only available action against the resolutions whereby the Winning Bidder is determined or the bidding process is declared deserted is an indirect appeal (*amparo indirecto*). The actions relating to the Bidding Process and award of the Contracts are considered matters of public policy and social interest.

## **22. Execution of the Contract**

22.1 Contracts may only be entered into with productive State enterprises or Legal Entities (pursuant to Article 31, of the Hydrocarbon Revenue Law) that comply with the following requirements:

- a) They are residents of Mexico for tax purposes;
- b) Their sole purpose is the Exploration and Extraction of Hydrocarbons, without prejudice to the productive State enterprises or Legal Entities being able to perform the activities requiring, among others, contracting, acquiring and renting material or equipment, as well as performing any other legal act, including trading acts. Said acts may comprise the alienation of Hydrocarbons

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obtained under a Contract. This does not entail the activities mentioned in Title III of the Law, and

- c) They do not pay taxes under the optional tax regime for groups of companies referenced in Chapter VI of Title II of the Income Tax Law.

22.2 Announcement of the Award Decision will render enforceable the rights and obligations established in the Contract and will obligate the Winning Bidder to enter into the corresponding License Contract for the Exploration and Extraction of Hydrocarbons, through the Mexican legal entity established by it for such purpose or the productive State enterprise, on the date and at the time and place provided in the in the Bidding Calendar or the Award Decision.

22.3 If an Individual Bidder, a Joint Bidder or any of its members forms a special purpose company for the purpose of executing and performing the Contract, the Contract will be signed by such company on the terms provided in the preceding paragraph in its capacity as Contractor, and by the above-mentioned Individual Bidder or member of the Joint Bidder as a joint and several obligor. In such a case, the Individual Bidder or member of the Joint Bidder must be a part of and must Control the new special purpose company formed for such purpose. No company formed for the purpose of executing the Contract may include a person other than the members of the corporate group to which the Bidder belongs.

22.4 If the Winning Bidder does not execute the Contract for reasons for which it is responsible within the period established for such purpose, the Convening Authority may award the Contract to the second-place Bidder.

22.5 Before executing the Contract, the Winning Bidder must present, among others, the following documents:

- a) Articles of incorporation;
- b) Power of attorney of the legal representative;
- c) Corporate Guarantee;
- d) Performance Guarantee;

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- e) Opinion issued by the Tax Administration Service proving compliance with tax obligations;
- f) Federal Taxpayer Registry number or its equivalent in the bidder's country of origin;
- g) Proof of Legal and tax domicile, and
- h) Other documents required by the Convening Authority under the Contract and the Applicable Laws.

22.6 In the event the Winning Bidder fails to submit the stipulated documentation, it will not be allowed to execute the Contract and the Convening Authority will be free to award the relevant Contract to the Bidder whose Economic Bid was in second place.

### 23. Confidentiality

23.1 Confidential information submitted by Bidders must be identified as such in CNH Form-5 Confidential Documentation, based on which the Convening Authority will evaluate the treatment such information should be given under the Applicable Laws.

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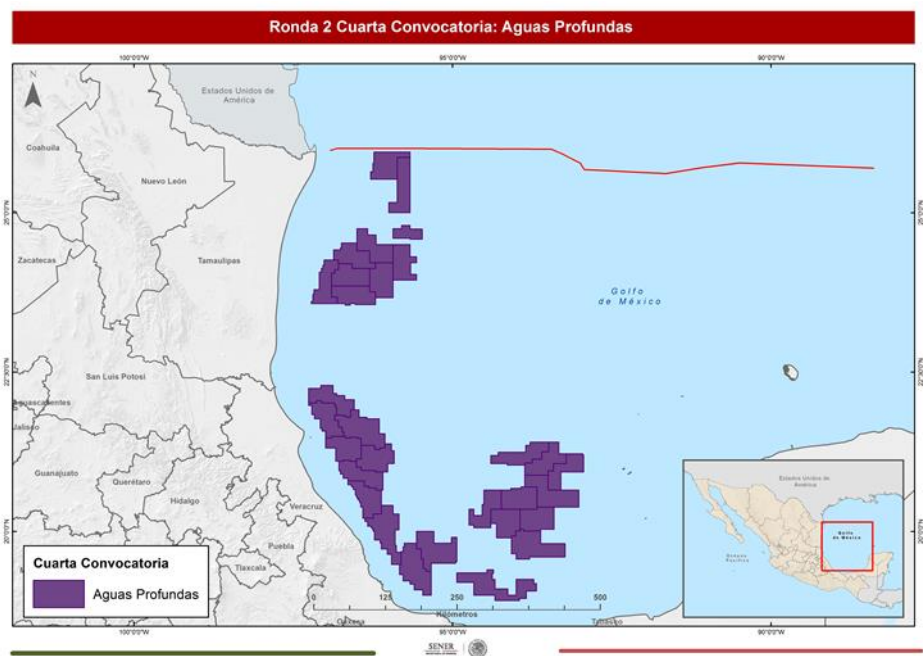
**SECTION IV. CONTRACT AREAS**

	<b>Contract Area Number</b>	<b>Contract Area</b>	<b>Location</b>	<b>Area (km<sup>2</sup>)</b>
Deep waters	1	AP-PG01	Perdido Area	1,988.0
	2	AP-PG02		2,146.2
	3	AP-PG03		2,061.8
	4	AP-PG04		1,900.2
	5	AP-PG05		2,732.7
	6	AP-PG06		1,890.6
	7	AP-PG07		1,967.9
	8	AP-PG08		2,061.7
	9	AP-PG09		2,008.6
	10	AP-CM-G01	Mexican Mountain Ranges	1,999.3
	11	AP-CM-G02		2,001.5
	12	AP-CM-G03		3,099.4
	13	AP-CM-G04		1,967.0
	14	AP-CM-G05		2,241.8
	15	AP-CM-G06		2,041.9
	16	AP-CM-G07		2,047.4
	17	AP-CM-G08		3,009.7
	18	AP-CM-G09		2,917.1
	19	AP-CM-G10		3,003.1
	20	AP-CS-G01	Saline Basin	2,079.5
	21	AP-CS-G02		2,029.7
	22	AP-CS-G03		2,879.0
	23	AP-CS-G04		1,852.8
	24	AP-CS-G05		1,921.9
	25	AP-CS-G06		2,107.0
	26	AP-CS-G07		2,030.4
	27	AP-CS-G08		2,118.1
	28	AP-CS-G09		3,066.8
	29	AP-CS-G10		3,253.6

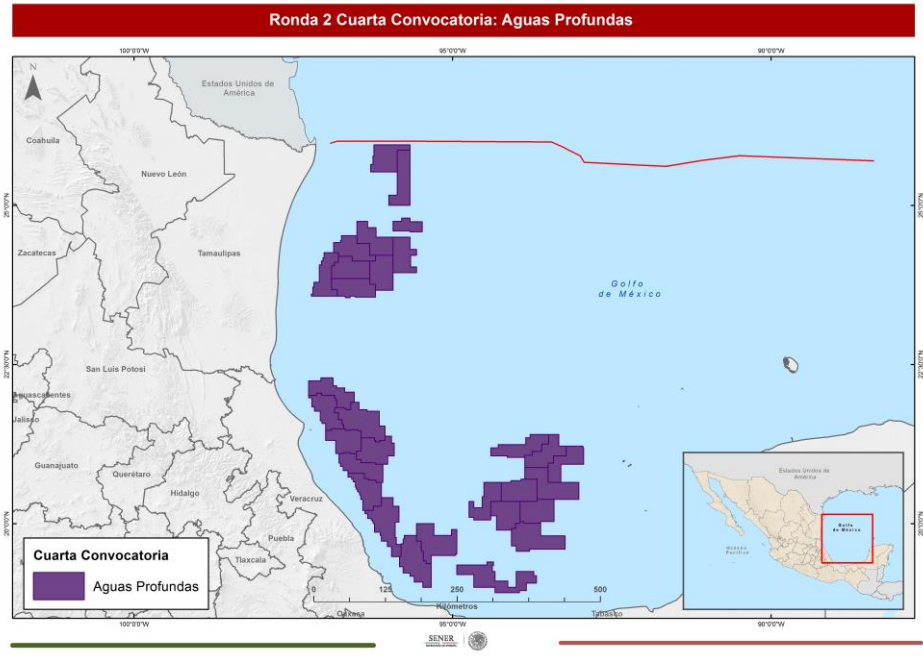
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# MAPS

Map 1: Map of contract áreas in deepwaters, fourth call to bid, Round 2

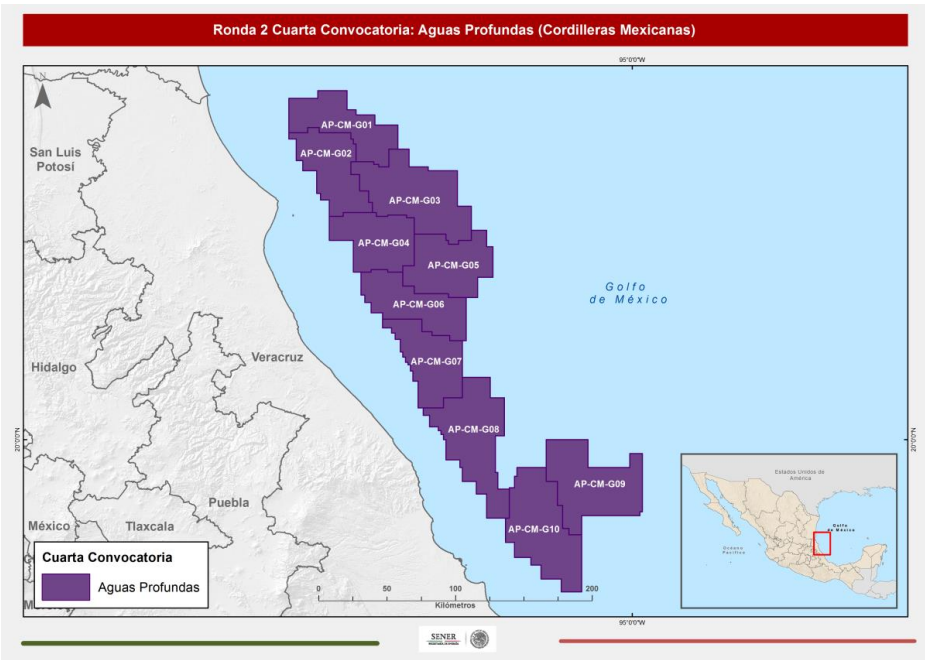


Map 2: Map of contract áreas in the Perdido Area sector, fourth call to bid, Round 2.

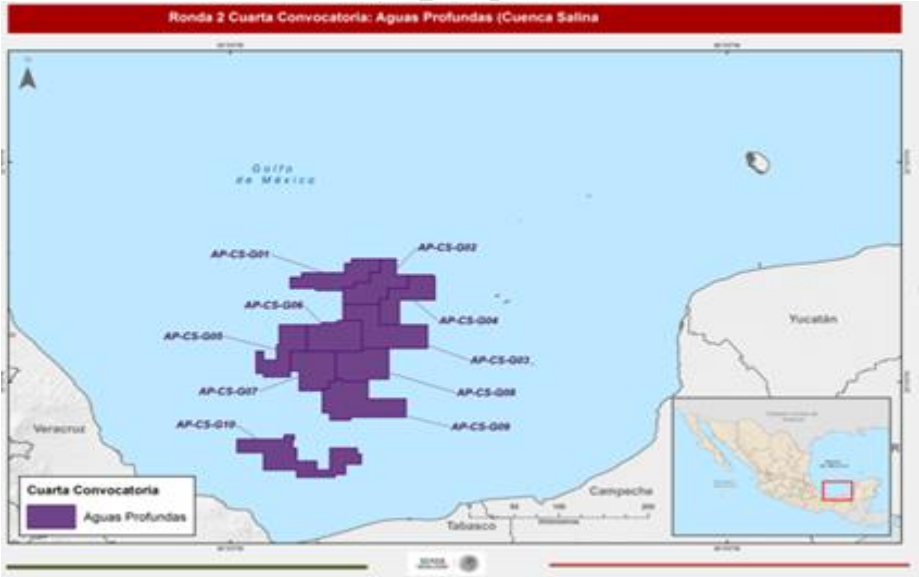


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Map 3: Map of the contract área in the Mexican Mountain Ranges Sector, fourth call to bid, Round Two



Map 4: Map of contract areas in the Isthmus Saline Sector and the Yucatan Shelf, fourth call to bid, Round Two.



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## COORDINATES

### A. Coordinates of Contract Areas:

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
1	AP-P-G01	Perdido Area	1	96° 17' 00"	25° 31' 30"
			2	96° 17' 00"	25° 38' 30"
			3	96° 15' 00"	25° 38' 30"
			4	96° 15' 00"	25° 46' 30"
			5	96° 14' 00"	25° 46' 30"
			6	96° 14' 00"	25° 57' 00"
			7	95° 40' 00"	25° 57' 00"
			8	95° 40' 00"	25° 52' 00"
			9	95° 52' 00"	25° 52' 00"
			10	95° 52' 00"	25° 31' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
2	AP-P-G02	Perdido Area	1	96° 00' 00"	25° 00' 00"
			2	96° 00' 00"	25° 09' 30"
			3	95° 52' 00"	25° 09' 30"
			4	95° 52' 00"	25° 52' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			5	95° 40' 00"	25° 52' 00"
			6	95° 40' 00"	25° 00' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
3	AP-P-G03	Perdido Area	1	96° 20' 00"	24° 39' 00"
			2	96° 12' 00"	24° 39' 00"
			3	96° 12' 00"	24° 30' 00"
			4	95° 56' 00"	24° 30' 00"
			5	95° 56' 00"	24° 13' 00"
			6	96° 18' 00"	24° 13' 00"
			7	96° 18' 00"	24° 24' 00"
			8	96° 30' 00"	24° 24' 00"
			9	96° 30' 00"	24° 45' 00"
			10	96° 20' 00"	24° 45' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-P-G04	Perdido Area	1	96° 30' 00"	24° 24' 00"
			2	96° 18' 00"	24° 24' 00"
			3	96° 18' 00"	24° 13' 00"
			4	96° 12' 30"	24° 13' 00"
			5	96° 12' 30"	24° 07' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
4			6	96° 34' 30"	24° 07' 30"
			7	96° 34' 30"	24° 12' 00"
			8	96° 47' 30"	24° 12' 00"
			9	96° 47' 30"	24° 15' 30"
			10	96° 52' 00"	24° 15' 30"
			11	96° 52' 00"	24° 25' 00"
			12	96° 45' 30"	24° 25' 00"
			13	96° 45' 30"	24° 27' 00"
			14	96° 44' 30"	24° 27' 00"
			15	96° 44' 30"	24° 31' 30"
			16	96° 30' 00"	24° 31' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
5	AP-P-G05-A	Perdido Area	1	95° 40' 00"	24° 44' 30"
			2	95° 28' 30"	24° 44' 30"
			3	95° 28' 30"	24° 35' 00"
			4	95° 40' 00"	24° 35' 00"
			5	95° 40' 00"	24° 36' 00"
			6	95° 56' 00"	24° 36' 00"
			7	95° 56' 00"	24° 45' 00"
			8	95° 48' 00"	24° 45' 00"
			9	95° 48' 00"	24° 48' 00"
			10	95° 40' 00"	24° 48' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
5	AP-P-G05-B	Perdido Area	1	95° 40' 00"	24° 18' 30"
			2	95° 34' 00"	24° 18' 30"
			3	95° 34' 00"	24° 13' 00"
			4	95° 39' 30"	24° 13' 00"
			5	95° 39' 30"	24° 02' 00"
			6	95° 34' 00"	24° 02' 00"
			7	95° 34' 00"	23° 56' 30"
			8	95° 56' 00"	23° 56' 30"
			9	95° 56' 00"	24° 30' 00"
			10	95° 40' 00"	24° 30' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-P-G06	Perdido Area	1	96° 54' 00"	23° 40' 30"
			2	96° 48' 30"	23° 40' 30"
			3	96° 48' 30"	23° 34' 30"
			4	97° 13' 00"	23° 34' 30"
			5	97° 13' 00"	23° 36' 30"
			6	97° 11' 30"	23° 36' 30"
			7	97° 11' 30"	23° 43' 00"
			8	97° 10' 30"	23° 43' 00"
			9	97° 10' 30"	23° 47' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
6			10	97° 05' 30"	23° 47' 30"
			11	97° 05' 30"	24° 04' 00"
			12	97° 03' 30"	24° 04' 00"
			13	97° 03' 30"	24° 07' 30"
			14	97° 02' 00"	24° 07' 30"
			15	97° 02' 00"	24° 10' 30"
			16	97° 01' 00"	24° 10' 30"
			17	97° 01' 00"	24° 15' 30"
			18	96° 47' 30"	24° 15' 30"
			19	96° 47' 30"	24° 06' 30"
			20	96° 51' 00"	24° 06' 30"
			21	96° 51' 00"	24° 03' 00"
22	96° 54' 00"	24° 03' 00"			

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
7	AP-P-G07	Perdido Area	1	96° 34' 30"	24° 07' 30"
			2	96° 18' 00"	24° 07' 30"
			3	96° 18' 00"	23° 51' 00"
			4	96° 54' 00"	23° 51' 00"
			5	96° 54' 00"	24° 03' 00"
			6	96° 51' 00"	24° 03' 00"
			7	96° 51' 00"	24° 06' 30"
			8	96° 47' 30"	24° 06' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			9	96° 47' 30"	24° 12' 00"
			10	96° 34' 30"	24° 12' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
8	AP-P-G08	Perdido Area	1	95° 56' 00"	23° 40' 00"
			2	96° 12' 30"	23° 40' 00"
			3	96° 12' 30"	23° 45' 30"
			4	96° 18' 00"	23° 45' 30"
			5	96° 18' 00"	24° 07' 30"
			6	96° 12' 30"	24° 07' 30"
			7	96° 12' 30"	24° 13' 00"
			8	95° 56' 00"	24° 13' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-P-G09	Perdido Area	1	96° 18' 00"	23° 45' 30"
			2	96° 12' 30"	23° 45' 30"
			3	96° 12' 30"	23° 33' 30"
			4	96° 31' 30"	23° 33' 30"
			5	96° 31' 30"	23° 34' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
9			6	96° 36' 30"	23° 34' 30"
			7	96° 36' 30"	23° 33' 00"
			8	96° 41' 00"	23° 33' 00"
			9	96° 41' 00"	23° 34' 30"
			10	96° 48' 30"	23° 34' 30"
			11	96° 48' 30"	23° 40' 30"
			12	96° 54' 00"	23° 40' 30"
			13	96° 54' 00"	23° 51' 00"
			14	96° 18' 00"	23° 51' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
10	AP-CM-G01	Mexican Mountain Ranges	1	96° 52' 30"	22° 10' 00"
			2	96° 49' 00"	22° 10' 00"
			3	96° 49' 00"	22° 08' 00"
			4	96° 41' 30"	22° 08' 00"
			5	96° 41' 30"	22° 04' 00"
			6	96° 32' 30"	22° 04' 00"
			7	96° 32' 30"	21° 54' 30"
			8	96° 36' 00"	21° 54' 30"
			9	96° 36' 00"	21° 47' 30"
			10	96° 40' 00"	21° 47' 30"
			11	96° 40' 00"	21° 48' 30"
			12	96° 42' 00"	21° 48' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			13	96° 42' 00"	21° 49' 30"
			14	96° 49' 00"	21° 49' 30"
			15	96° 49' 00"	21° 56' 30"
			16	96° 50' 00"	21° 56' 30"
			17	96° 50' 00"	21° 58' 30"
			18	96° 51' 00"	21° 58' 30"
			19	96° 51' 00"	22° 01' 00"
			20	97° 03' 30"	22° 01' 00"
			21	97° 03' 30"	22° 03' 00"
			22	97° 08' 00"	22° 03' 00"
			23	97° 08' 00"	22° 01' 00"
			24	97° 15' 30"	22° 01' 00"
			25	97° 15' 30"	22° 14' 30"
			26	97° 04' 00"	22° 14' 30"
			27	97° 04' 00"	22° 17' 30"
			28	96° 52' 30"	22° 17' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			1	97° 03' 30"	22° 01' 00"
			2	96° 51' 00"	22° 01' 00"
	AP-CM-G02	Mexican Mountain Ranges	3	96° 51' 00"	21° 58' 30"
			4	96° 50' 00"	21° 58' 30"
			5	96° 50' 00"	21° 56' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
11			6	96° 49' 00"	21° 56' 30"
			7	96° 49' 00"	21° 49' 30"
			8	96° 51' 00"	21° 49' 30"
			9	96° 51' 00"	21° 44' 30"
			10	96° 47' 30"	21° 44' 30"
			11	96° 47' 30"	21° 38' 00"
			12	96° 44' 00"	21° 38' 00"
			13	96° 44' 00"	21° 33' 30"
			14	96° 42' 30"	21° 33' 30"
			15	96° 42' 30"	21° 29' 30"
			16	96° 54' 00"	21° 29' 30"
			17	96° 54' 00"	21° 28' 00"
			18	96° 59' 30"	21° 28' 00"
			19	96° 59' 30"	21° 34' 30"
			20	97° 03' 00"	21° 34' 30"
			21	97° 03' 00"	21° 37' 00"
			22	97° 04' 30"	21° 37' 00"
			23	97° 04' 30"	21° 46' 00"
			24	97° 10' 00"	21° 46' 00"
			25	97° 10' 00"	21° 50' 00"
			26	97° 12' 30"	21° 50' 00"
			27	97° 12' 30"	21° 58' 30"
			28	97° 15' 30"	21° 58' 30"
			29	97° 15' 30"	22° 01' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			30	97° 08' 00"	22° 01' 00"
			31	97° 08' 00"	22° 03' 00"
			32	97° 03' 30"	22° 03' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			1	96° 28' 00"	21° 47' 30"
			2	96° 20' 30"	21° 47' 30"
			3	96° 20' 30"	21° 46' 00"
			4	96° 09' 00"	21° 46' 00"
			5	96° 09' 00"	21° 32' 00"
			6	96° 03' 30"	21° 32' 00"
			7	96° 03' 30"	21° 18' 30"
			8	96° 08' 30"	21° 18' 30"
			9	96° 08' 30"	21° 17' 00"
	AP-CM-G03	Mexican Mountain Ranges	10	96° 12' 30"	21° 17' 00"
			11	96° 12' 30"	21° 18' 30"
			12	96° 13' 30"	21° 18' 30"
			13	96° 13' 30"	21° 21' 00"
			14	96° 26' 00"	21° 21' 00"
			15	96° 26' 00"	21° 27' 30"
			16	96° 29' 00"	21° 27' 30"
			17	96° 29' 00"	21° 28' 30"
			18	96° 36' 30"	21° 28' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
12			19	96° 36' 30"	21° 28' 00"
			20	96° 41' 00"	21° 28' 00"
			21	96° 41' 00"	21° 29' 30"
			22	96° 42' 30"	21° 29' 30"
			23	96° 42' 30"	21° 33' 30"
			24	96° 44' 00"	21° 33' 30"
			25	96° 44' 00"	21° 38' 00"
			26	96° 47' 30"	21° 38' 00"
			27	96° 47' 30"	21° 44' 30"
			28	96° 51' 00"	21° 44' 30"
			29	96° 51' 00"	21° 49' 30"
			30	96° 42' 00"	21° 49' 30"
			31	96° 42' 00"	21° 48' 30"
			32	96° 40' 00"	21° 48' 30"
			33	96° 40' 00"	21° 47' 30"
			34	96° 36' 00"	21° 47' 30"
			35	96° 36' 00"	21° 54' 30"
			36	96° 28' 00"	21° 54' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CM-G04	Mexican Mountain Ranges	1	96° 41' 00"	21° 28' 00"
			2	96° 36' 30"	21° 28' 00"
			3	96° 36' 30"	21° 28' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
13			4	96° 29' 00"	21° 28' 30"
			5	96° 29' 00"	21° 27' 30"
			6	96° 26' 00"	21° 27' 30"
			7	96° 26' 00"	21° 08' 30"
			8	96° 30' 30"	21° 08' 30"
			9	96° 30' 30"	21° 06' 00"
			10	96° 36' 30"	21° 06' 00"
			11	96° 36' 30"	21° 07' 00"
			12	96° 43' 00"	21° 07' 00"
			13	96° 43' 00"	21° 06' 00"
			14	96° 50' 00"	21° 06' 00"
			15	96° 50' 00"	21° 18' 30"
			16	96° 59' 30"	21° 18' 30"
			17	96° 59' 30"	21° 28' 00"
			18	96° 54' 00"	21° 28' 00"
			19	96° 54' 00"	21° 29' 30"
			20	96° 41' 00"	21° 29' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CM-G05	Mexican Mountain Ranges	1	95° 57' 30"	21° 16' 00"
			2	95° 55' 00"	21° 16' 00"
			3	95° 55' 00"	21° 04' 00"
			4	96° 01' 00"	21° 04' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
14			5	96° 01' 00"	20° 56' 00"
			6	96° 12' 30"	20° 56' 00"
			7	96° 12' 30"	20° 57' 30"
			8	96° 26' 00"	20° 57' 30"
			9	96° 26' 00"	21° 00' 30"
			10	96° 30' 30"	21° 00' 30"
			11	96° 30' 30"	21° 08' 30"
			12	96° 26' 00"	21° 08' 30"
			13	96° 26' 00"	21° 21' 00"
			14	96° 13' 30"	21° 21' 00"
			15	96° 13' 30"	21° 18' 30"
			16	96° 12' 30"	21° 18' 30"
			17	96° 12' 30"	21° 17' 00"
			18	96° 08' 30"	21° 17' 00"
			19	96° 08' 30"	21° 18' 30"
			20	96° 03' 30"	21° 18' 30"
			21	96° 03' 30"	21° 22' 30"
			22	95° 57' 30"	21° 22' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CM-G06	Mexican Mountain Ranges	1	96° 36' 30"	21° 06' 00"
			2	96° 30' 30"	21° 06' 00"
			3	96° 30' 30"	21° 00' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
15			4	96° 26' 00"	21° 00' 30"
			5	96° 26' 00"	20° 57' 30"
			6	96° 12' 30"	20° 57' 30"
			7	96° 12' 30"	20° 56' 00"
			8	96° 05' 30"	20° 56' 00"
			9	96° 05' 30"	20° 39' 00"
			10	96° 12' 00"	20° 39' 00"
			11	96° 12' 00"	20° 41' 00"
			12	96° 19' 00"	20° 41' 00"
			13	96° 19' 00"	20° 42' 30"
			14	96° 23' 00"	20° 42' 30"
			15	96° 23' 00"	20° 47' 30"
			16	96° 38' 30"	20° 47' 30"
			17	96° 38' 30"	20° 50' 00"
			18	96° 43' 00"	20° 50' 00"
			19	96° 43' 00"	20° 54' 00"
			20	96° 45' 30"	20° 54' 00"
			21	96° 45' 30"	20° 57' 00"
			22	96° 47' 00"	20° 57' 00"
			23	96° 47' 00"	21° 06' 00"
			24	96° 43' 00"	21° 06' 00"
			25	96° 43' 00"	21° 07' 00"
			26	96° 36' 30"	21° 07' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
16	AP-CM-G07	Mexican Mountain Ranges	1	96° 19' 00"	20° 42' 30"
			2	96° 19' 00"	20° 41' 00"
			3	96° 12' 00"	20° 41' 00"
			4	96° 12' 00"	20° 39' 00"
			5	96° 07' 00"	20° 39' 00"
			6	96° 07' 00"	20° 16' 30"
			7	96° 14' 30"	20° 16' 30"
			8	96° 14' 30"	20° 12' 30"
			9	96° 24' 30"	20° 12' 30"
			10	96° 24' 30"	20° 23' 00"
			11	96° 26' 30"	20° 23' 00"
			12	96° 26' 30"	20° 27' 00"
			13	96° 27' 30"	20° 27' 00"
			14	96° 27' 30"	20° 29' 30"
			15	96° 28' 30"	20° 29' 30"
			16	96° 28' 30"	20° 30' 30"
			17	96° 29' 30"	20° 30' 30"
			18	96° 29' 30"	20° 32' 30"
			19	96° 30' 30"	20° 32' 30"
			20	96° 30' 30"	20° 34' 30"
			21	96° 31' 30"	20° 34' 30"
			22	96° 31' 30"	20° 39' 30"
			23	96° 33' 30"	20° 39' 30"
			24	96° 33' 30"	20° 42' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			25	96° 35' 00"	20° 42' 00"
			26	96° 35' 00"	20° 44' 00"
			27	96° 38' 30"	20° 44' 00"
			28	96° 38' 30"	20° 47' 30"
			29	96° 23' 00"	20° 47' 30"
			30	96° 23' 00"	20° 42' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			1	95° 56' 00"	20° 16' 30"
			2	95° 50' 30"	20° 16' 30"
			3	95° 50' 30"	20° 01' 30"
			4	95° 54' 00"	20° 01' 30"
			5	95° 54' 00"	19° 47' 00"
			6	95° 53' 00"	19° 47' 00"
			7	95° 53' 00"	19° 40' 30"
	AP-CM-G08	Mexican Mountain Ranges	8	95° 48' 30"	19° 40' 30"
			9	95° 48' 30"	19° 29' 00"
			10	95° 57' 30"	19° 29' 00"
			11	95° 57' 30"	19° 38' 30"
			12	96° 01' 30"	19° 38' 30"
			13	96° 01' 30"	19° 43' 30"
			14	96° 07' 00"	19° 43' 30"
			15	96° 07' 00"	19° 49' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
17			16	96° 08' 00"	19° 49' 00"
			17	96° 08' 00"	19° 52' 00"
			18	96° 13' 30"	19° 52' 00"
			19	96° 13' 30"	20° 00' 00"
			20	96° 14' 30"	20° 00' 00"
			21	96° 14' 30"	20° 02' 00"
			22	96° 15' 30"	20° 02' 00"
			23	96° 15' 30"	20° 03' 30"
			24	96° 16' 30"	20° 03' 30"
			25	96° 16' 30"	20° 05' 00"
			26	96° 20' 00"	20° 05' 00"
			27	96° 20' 00"	20° 09' 30"
			28	96° 22' 30"	20° 09' 30"
			29	96° 22' 30"	20° 12' 30"
			30	96° 14' 30"	20° 12' 30"
			31	96° 14' 30"	20° 16' 30"
			32	96° 07' 00"	20° 16' 30"
			33	96° 07' 00"	20° 24' 30"
			34	95° 56' 00"	20° 24' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CM-G09	Mexican Mountain Ranges	1	95° 17' 30"	19° 49' 00"
			2	95° 01' 00"	19° 49' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
18			3	95° 01' 00"	19° 54' 30"
			4	94° 56' 00"	19° 54' 30"
			5	94° 56' 00"	19° 31' 30"
			6	94° 57' 00"	19° 31' 30"
			7	94° 57' 00"	19° 30' 00"
			8	95° 20' 00"	19° 30' 00"
			9	95° 20' 00"	19° 22' 30"
			10	95° 25' 00"	19° 22' 30"
			11	95° 25' 00"	19° 25' 00"
			12	95° 27' 30"	19° 25' 00"
			13	95° 27' 30"	19° 34' 00"
			14	95° 29' 30"	19° 34' 00"
			15	95° 29' 30"	19° 43' 30"
			16	95° 34' 00"	19° 43' 30"
			17	95° 34' 00"	20° 00' 00"
			18	95° 17' 30"	20° 00' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CM-G10	Mexican Mountain Ranges	1	95° 34' 00"	19° 43' 30"
			2	95° 29' 30"	19° 43' 30"
			3	95° 29' 30"	19° 34' 00"
			4	95° 27' 30"	19° 34' 00"
			5	95° 27' 30"	19° 25' 00"

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19			6	95° 25' 00"	19° 25' 00"
			7	95° 25' 00"	19° 22' 30"
			8	95° 20' 00"	19° 22' 30"
			9	95° 20' 00"	19° 00' 00"
			10	95° 28' 00"	19° 00' 00"
			11	95° 28' 00"	19° 05' 00"
			12	95° 36' 00"	19° 05' 00"
			13	95° 36' 00"	19° 10' 30"
			14	95° 40' 00"	19° 10' 30"
			15	95° 40' 00"	19° 13' 30"
			16	95° 46' 30"	19° 13' 30"
			17	95° 46' 30"	19° 19' 30"
			18	95° 50' 00"	19° 19' 30"
			19	95° 50' 00"	19° 29' 00"
			20	95° 48' 30"	19° 29' 00"
			21	95° 48' 30"	19° 41' 00"
			22	95° 46' 30"	19° 41' 00"
			23	95° 46' 30"	19° 45' 30"
			24	95° 45' 30"	19° 45' 30"
			25	95° 45' 30"	19° 49' 00"
			26	95° 34' 00"	19° 49' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CS-G01	Saline Basin	1	93° 52' 00"	21° 02' 30"
			2	94° 08' 30"	21° 02' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
20			3	94° 08' 30"	21° 04' 00"
			4	94° 24' 00"	21° 04' 00"
			5	94° 24' 00"	21° 11' 30"
			6	94° 17' 00"	21° 11' 30"
			7	94° 17' 00"	21° 14' 30"
			8	93° 51' 00"	21° 14' 30"
			9	93° 51' 00"	21° 21' 00"
			10	93° 47' 00"	21° 21' 00"
			11	93° 47' 00"	21° 24' 00"
			12	93° 29' 30"	21° 24' 00"
			13	93° 29' 30"	21° 15' 00"
			14	93° 36' 00"	21° 15' 00"
			15	93° 36' 00"	21° 08' 00"
			16	93° 45' 00"	21° 08' 00"
			17	93° 45' 00"	21° 04' 30"
			18	93° 52' 00"	21° 04' 30"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CS-G02	Saline Basin	1	93° 20' 00"	21° 13' 00"
			2	93° 13' 00"	21° 13' 00"
			3	93° 13' 00"	21° 04' 00"
			4	93° 25' 00"	21° 04' 00"
			5	93° 25' 00"	20° 57' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
21			6	93° 30' 00"	20° 57' 00"
			7	93° 30' 00"	20° 53' 00"
			8	93° 52' 00"	20° 53' 00"
			9	93° 52' 00"	21° 04' 30"
			10	93° 45' 00"	21° 04' 30"
			11	93° 45' 00"	21° 08' 00"
			12	93° 36' 00"	21° 08' 00"
			13	93° 36' 00"	21° 15' 00"
			14	93° 29' 30"	21° 15' 00"
			15	93° 29' 30"	21° 24' 00"
			16	93° 20' 00"	21° 24' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
22	AP-CS-G03	Saline Basin	1	93° 30' 00"	20° 39' 00"
			2	93° 01' 00"	20° 39' 00"
			3	93° 01' 00"	20° 23' 00"
			4	93° 40' 30"	20° 23' 00"
			5	93° 40' 30"	20° 42' 00"
			6	93° 52' 00"	20° 42' 00"
			7	93° 52' 00"	20° 53' 00"
			8	93° 30' 00"	20° 53' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
23	AP-CS-G04	Saline Basin	1	92° 57' 30"	21° 13' 00"
			2	92° 57' 30"	21° 12' 30"
			3	92° 57' 00"	21° 12' 30"
			4	92° 57' 00"	21° 11' 30"
			5	92° 56' 30"	21° 11' 30"
			6	92° 56' 30"	20° 56' 00"
			7	93° 18' 00"	20° 56' 00"
			8	93° 18' 00"	20° 39' 00"
			9	93° 30' 00"	20° 39' 00"
			10	93° 30' 00"	20° 57' 00"
			11	93° 25' 00"	20° 57' 00"
			12	93° 25' 00"	21° 04' 00"
			13	93° 13' 00"	21° 04' 00"
			14	93° 13' 00"	21° 13' 00"
Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
24	AP-CS-G05	Saline Basin	1	94° 24' 00"	20° 03' 30"
			2	94° 40' 00"	20° 03' 30"
			3	94° 40' 00"	20° 06' 00"
			4	94° 44' 30"	20° 06' 00"
			5	94° 44' 30"	20° 21' 00"
			6	94° 40' 00"	20° 21' 00"
			7	94° 40' 00"	20° 15' 00"
			8	94° 32' 00"	20° 15' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
			9	94° 32' 00"	20° 25' 30"
			10	94° 30' 30"	20° 25' 30"
			11	94° 30' 30"	20° 39' 00"
			12	94° 14' 00"	20° 39' 00"
			13	94° 14' 00"	20° 21' 00"
			14	94° 24' 00"	20° 21' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
25	AP-CS-G06	Saline Basin	1	94° 14' 00"	20° 21' 00"
			2	94° 14' 00"	20° 39' 00"
			3	94° 05' 00"	20° 39' 00"
			4	94° 05' 00"	20° 40' 30"
			5	93° 55' 30"	20° 40' 30"
			6	93° 55' 30"	20° 42' 00"
			7	93° 40' 30"	20° 42' 00"
			8	93° 40' 30"	20° 21' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CS-G07	Saline Basin	1	93° 56' 30"	20° 00' 30"
			2	94° 00' 30"	20° 00' 30"
			3	94° 00' 30"	19° 55' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
26			4	94° 04' 30"	19° 55' 30"
			5	94° 04' 30"	19° 54' 00"
			6	94° 18' 30"	19° 54' 00"
			7	94° 18' 30"	20° 07' 30"
			8	94° 24' 00"	20° 07' 30"
			9	94° 24' 00"	20° 21' 00"
			10	93° 56' 30"	20° 21' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
27	AP-CS-G08	Saline Basin	1	93° 37' 00"	20° 02' 00"
			2	93° 37' 00"	20° 00' 30"
			3	93° 53' 00"	20° 00' 30"
			4	93° 53' 00"	20° 02' 00"
			5	93° 56' 30"	20° 02' 00"
			6	93° 56' 30"	20° 21' 00"
			7	93° 40' 30"	20° 21' 00"
			8	93° 40' 30"	20° 23' 00"
			9	93° 24' 30"	20° 23' 00"
			10	93° 24' 30"	20° 02' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CS-G09	Saline Basin	1	93° 53' 00"	20° 00' 30"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
28			2	93° 37' 00"	20° 00' 30"
			3	93° 37' 00"	19° 48' 30"
			4	93° 14' 00"	19° 48' 30"
			5	93° 14' 00"	19° 36' 00"
			6	93° 47' 30"	19° 36' 00"
			7	93° 47' 30"	19° 34' 00"
			8	94° 00' 00"	19° 34' 00"
			9	94° 00' 00"	19° 39' 00"
			10	94° 04' 30"	19° 39' 00"
			11	94° 04' 30"	19° 55' 30"
			12	94° 00' 30"	19° 55' 30"
			13	94° 00' 30"	20° 00' 30"
			14	93° 56' 30"	20° 00' 30"
			15	93° 56' 30"	20° 02' 00"
			16	93° 53' 00"	20° 02' 00"

Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
	AP-CS-G10	Saline Basin	1	94° 22' 30"	19° 15' 00"
			2	94° 20' 00"	19° 15' 00"
			3	94° 20' 00"	19° 06' 00"
			4	94° 08' 00"	19° 06' 00"
			5	94° 08' 00"	19° 00' 00"
			6	94° 00' 00"	19° 00' 00"

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Number of Contract Area	Contract Area	Oil Province	Vertex	West (Longitude)	North (Latitude)
29			7	94° 00' 00"	19° 15' 00"
			8	93° 43' 30"	19° 15' 00"
			9	93° 43' 30"	19° 11' 00"
			10	93° 41' 00"	19° 11' 00"
			11	93° 41' 00"	19° 04' 00"
			12	93° 50' 30"	19° 04' 00"
			13	93° 50' 30"	18° 57' 00"
			14	93° 57' 00"	18° 57' 00"
			15	93° 57' 00"	18° 55' 00"
			16	94° 20' 00"	18° 55' 00"
			17	94° 20' 00"	19° 00' 00"
			18	94° 40' 00"	19° 00' 00"
			19	94° 40' 00"	19° 12' 00"
			20	94° 56' 00"	19° 12' 00"
			21	94° 56' 00"	19° 21' 00"
			22	94° 27' 30"	19° 21' 00"
			23	94° 27' 30"	19° 24' 00"
			24	94° 21' 30"	19° 24' 00"
			25	94° 21' 30"	19° 20' 30"
			26	94° 22' 30"	19° 20' 30"

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**SECTION V. MIMIUM WORK PROGRAM**

1. The Minimum Work Program, the Increase in the Minimum Work Program and, as the case may be, the additional commitments made during the First and Second Additional Periods expressed in the Work Units.
2. The amount of the Work Units committed as Minimum Work Program is defined in the following table:

**Work Units of the Minimum Work Program in each Contract Area per Basin**

<b>Block Type</b>	<b>Minimum Work Program (Work Units)</b>
Perdido	10,400
Mexican Mountain Ranges	6,100
Saline	11,700

3. The amount of the Work Units committed as an Increase to the Minimum Work Program equal to the value of \_\_\_\_ Wildcat(s) in the Contract Area according to the Economic Bid of the Contractor in the Bidding Process, as defined in this table. Wok Units must be executed according to Clauses 4.2, 4.3, 4.4 of the Contract. The amount of the work units committed as Increase to the Minimum Work program are defined in the following table.

**Wildcat value in each Contract Area per Basin**

<b>Basin</b>	<b>Well value in Work Units (number)</b>
Perdido	58,000

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Mexican Ranges	Mountain	53,800
Salina		59,600

4. Compliance with the Minimum Work Program, the Increase to the Minimum Program, and as the case may be, the additional commitments will be assessed according to the execution of Exploration activities in the Contract Area, in accordance with its value in Work Units, independently of Costs incurred while it was carried out.
5. For the purpose of penalty payment for breach of the Minimum Work Program, of the Increase to the Minimum Program and, if applicable, additional commitments made for the First Additional Exploration Period, or the Second Additional Exploration Period, the reference value for each unexecuted Work Unit will be indexed to the Hydrocarbon price in accordance with the following table:

**Reference value per Work Unit**

Brent Crude (dollars per barrel)	Value of 1 (one) Work Unit (Dollars)
Less than or equal to 30	772
Greater than 30, less than or equal to 35	835
Greater than 35, less than or equal to 40	894
Greater than 40, less than or equal to 45	949
Greater than 45, less than or equal to 50	1,000
Greater than 50, less than or equal to 55	1,030
Greater than 55, less than or equal to 60	1,057
Greater than 60, less than or equal to 65	1,083
Greater than 65, less than or equal to 70	1,108
Greater than 70, less than or equal to 75	1,131
Greater than 75, less than or equal to 80	1,154
Greater than 80, less than or equal to 85	1,175
Greater than 85, less than or equal to 90	1,190
Greater than 90, less than or equal to 95	1,215
Greater than 95, less than or equal to 100	1,234
Greater than 100	1,252

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6. The amounts of Performance Guarantee will be calculated as the result of multiplying the reference value times the Work Unit defined in the Annex 5 of the Contract, applicable to the award date of the Contract, times seventy five percent (75%) of the amount of Work Units corresponding to the Minimum Work Program and the Increase to the Minimum Work Program, or the Increase to the Minimum Work Program, and the Contractor's additional work commitment for the First Additional Exploration Period or the Second Additional Exploration Period, respectively, in accordance with Clause 17.1.
7. With aims to provide proof of the compliance of the Minimum Work Program, the Increase to the Minimum Work Program and, if applicable, the additional commitments, the Contractor must include the program and description of activities related to the Minimum Work Program in the Exploration Plan, that, as the case may be, the Commission will pass.
8. The Contractor may accumulate Work Units for each drilled meter in each wildcat in accordance with the following:

**Work units per wildcat per depth**

Drilling depth (mbsl)	Water draft (meters)		
	500-1,000	>1,000-2,000	>2,000
1,000	12,000	-----	-----
1,500	18,000	14,000	-----
2,000	23,000	18,000	-----
2,500	27,000	26,000	17,000
3,000	31,000	31,000	24,000
3,500	35,000	35,000	36,000
4,000	39,000	40,000	43,000
4,500	44,000	45,000	48,000
5,000	49,000	51,000	56,000
5,500	55,000	58,000	63,000
6,000	63,000	66,000	72,000
6,500	69,000	75,000	82,000
7,000	76,000	86,000	95,000
7,500	83,000	94,000	111,000
8,000	91,000	102,000	131,000
8,500	100,000	112,000	141,000
9,000	111,000	123,000	153,000
9,500	122,000	134,000	165,000
10,000	132,000	146,000	180,000

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<b>10,500</b>	144,000	148,000	195,000
<b>11,000</b>	155,000	180,000	213,000
<b>&gt; 11,000</b>	166,000	190,000	232,000

- 8.1 Only drilled meters in wildcats drilled by the Contractor under the Contract will be accredited.
- 8.2 The depth of wildcats will be measured in drilled meters below sea level rounded off to the next complete meter. Work Units will be accredited only when the offshore subsurface is drilled by 100 meters or more.
- 8.3 If the depth of said Well does not correspond to an amount expressed in the table above, the number of Work Units will be determined by linear interpolation based on such table.
9. The Contractor may get some Work Units accredited by the activities described in the table below:

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<b>Activity</b>		<b>Description of activities to be accredited</b>	<b>Unit</b>	<b>Work Units (number)</b>
<b>Information</b>	Information from the National Hydrocarbons Information Center (CNIH)	For the full amount of the information acquired from the CNIH, related to offshore zones.	Per every thousand dollars (USD)	0.50
	3D NAZ seismic acquisition and processing	The acquisition will count according to superficial covering.	Km <sup>2</sup>	2.50
	3D WAZ seismic acquisition and processing	The acquisition will count according to superficial covering.	Km <sup>2</sup>	5.00
	3D Full Azimut seismic acquisition and processing	The acquisition will count according to superficial covering.	Km <sup>2</sup>	6.50
	Seismic reprocessing 3D NAZ	The acquisition will count according to superficial covering.	Km <sup>2</sup>	0.70
	Seismic reprocessing 3D WAZ	The acquisition will count according to superficial covering.	Km <sup>2</sup>	1.25
	2D Seismic acquisition and processing	The acquisition will count according to lineal coverage.	Km	1.00
	Existing 2D Seismic reprocessing	The acquisition will count according to lineal coverage.	Km	0.50
	Seismic Interpretation	Including at least interpretation and generation of structural configuration of the main stratigraphic intervals of interest. Covering of the entirety of the area with seismic coverages of the contract area.	Per contract area	100.00
<b>Potential Methods</b>	Electromagnetic information acquisition and processing	Acquisition and data processing, will count according to superficial coverage.	Km <sup>2</sup>	3.00
	Electromagnetic information reprocessing	Data reprocessing, will count according to superficial coverage.	Km <sup>2</sup>	1.00
	Gravimetry	Acquisition and data processing, will count according to superficial coverage.	Km/Km <sup>2</sup>	2.00
	Magnetometry	Acquisition and data processing, will count according to superficial coverage.	Km <sup>2</sup>	2.00
<b>Well Studies</b>	Well logs	Lithology-correlation (SP, GR, PEF)	By log meter	0.30
		Resistivity (induction, electromagnetic wave)	By log meter	0.30
		Porosity (density, neutron)	By log meter	0.30
		Rock physical properties (Sonic dipole)	By log meter	0.30

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	Special logs (MRI, ECS, FMI, NMR)	By log meter	0.35
	VSP/Checkshot	Per plant	0.62
Core sample acquisition	Per each core recover by meter	By core recovered	1.50
	Per every 3 wall core samples.	Per 3 wall cores	5.00
Routine/Conventional Core Analysis (RCALs)	Basic petrophysics analysis	By sample	2.50
	Thin sections petrography, X-ray diffraction analysis and SEM analysis	By sample	2.50
Special Core Analysis (SCALs)	Capillary pressure, relative permeability, formation damage, tomography, magnetic resonance imaging, recovery factor, wetting, geomechanics, spectral gamma ray, fracture analysis (triaxial and fracture characterization, etc.	By sample	3.50
MDT Pressure	At least 4 samples per deposit unit.	By each pressure measurement	60.00
MDT Samples	Per each sample fluid in each hydraulically connected deposit	By fluid sample	900.00
PVT	In each transitory pressure analysis at well bottom	By test	100.00
Well production Test	Per production test, not considered to be extended range.	By test	700.00

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10. Seismic and study activities through which Work Units are accredited will abide by the submission of technical information related to CNH.

11. The Contractor may have the Work Units accredited with the information acquired from the National Hydrocarbons Information Center of the Commission, related with offshore zones. Each transaction related to CNIH user license may be submitted only once to have the Work Units accredited.

12. Only acquisition, reprocessing and interpretation of geophysics studies work related to the Contract Area will be accepted.

13. Square kilometers (km<sup>2</sup>) related to acquisition and/or 3D seismic reprocessing and potential method, may not exceed 200% of the Contract Area.

14. The contractor may have compliance of acquisition and information reprocessing with data derived from Authorizations for Recognition and Superficial Exploration (ARES, by its initials in Spanish) work, according to the following:

14.1 Only acquisition and ARES reprocessing work limited to the Contract Area will be accepted.

14.2 ARES studies bought by the Contractor prior or after the Effective Date may be considered to be accredited. Costs related to the acquisition of Ares licenses incurred prior to the Effective Date will not be subject to be registers as Costs under Annex 4 and, consequently, will not be considered for calculating Considerations under Annex 3.

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## SECTION VI. CONTRACT

UNOFFICIAL ENGLISH TRANSLATION

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**CNH FORM 1      ACKNOWLEDGMENT OF DOCUMENTS SUBMITTED FOR PREQUALIFICATION**

**BID:** CNH-R02-L04/2017  
**INTERESTED PARTY:** \_\_\_\_\_  
**TYPE OF INTERESTED PARTY:** *(establish if the Company wishes to prequalify as an operator or Non Operator)* \_\_\_\_\_  
**AD CODE:** \_\_\_\_\_

SOURCE OF FINANCIAL RESOURCES			
Annex	Document	Bidding Guidelines Requirement	Pages
PRF / [Divider No.]		Articles of incorporation;	
PRF / [Divider No.]		Federal Taxpayer Registry number or tax identification number;	
PRF / [Divider No.]		Corporate governance structure;	
PRF / [Divider No.]		State whether it is part of a business or commercial group, indicating for such purposes the name, domicile, nationality and corporate purpose of each of the companies comprising the group;	
PRF / [Divider No.]		Organizational chart including the first and last names, Federal Taxpayer Registry number, Unique Population Registration Code and date of birth of its top management down to the second highest level of its organizational hierarchy;	
PRF / [Divider No.]		Identification information for its legal representatives, including Federal Taxpayer Registry number, tax identification number and date of birth	
PRF / [Divider No.]		Regarding each partner or shareholder, the following information must be provided: (i) complete name or corporate name or business name; (ii) subscribed and paid-in capital; (iii) percentage of ownership; (iv) Federal Taxpayer Registry number, and (v) Unique Population Registration Code or date of birth or Articles of Incorporation. Date of birth, tax identification number or its equivalent must be submitted in the case of foreigners, except for entities that are listed on a stock exchange;	

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PRF / [Divider No.]		Information on the Companies that exercise Control or have significant influence;	
PRF / [Divider No.]		Affidavit to the effect that its partners or shareholders and its principal directors and officers have not been convicted of any crime against public resources ( <i>delito patrimonial doloso</i> );	
PRF / [Divider No.]		Information on any source of financing (bank, government, stock market or other) that has been or will be available to it to meet its obligations under the Contract, in the event it is awarded the Contract;	
PRF / [No. of tab]		Tax returns and audited financial statements for the past 2 years, and	
PRF / [No. of tab]		In the case of special purpose vehicles, its legal, corporate and business structure must be provided in detail, indicating the parties that have Control or significant influence over it, and submit tax returns and audited financial statements for the past 2 years for the entities that formed the special purpose vehicles.	
PRF / [No. of tab]		Submit an USB flash drive with information on the "Source of Financial Resources".	

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EXPERIENCE AND TECHNICAL AND EXECUTION CAPABILITIES			
Annex	Description	Requirement in Bidding Guidelines	Pages
PECTE /[Divider No.]	<p>(a) Experience as Operator in a hydrocarbon exploration and/or extraction project in deep or ultra-deep waters with a water draft greater than (500) meters in the last five (5) years, in spite of the project having started before or finished within this period and;</p> <p>(b) Capital investment in hydrocarbon exploration and/or extraction, that jointly make up at least (2) two billion dollars.</p>	<p>a) Contract, concession title of hydrocarbon exploration and/or extraction contract, or documents issued by a certifying firm or the entity or administrative authority of said contract or title, proving the required experience. The document must be submitted in its original form or certified copy by: (i) a Mexican notary public or (ii) foreign notary public with powers to perform such certification, which must be dully apostilled or legalized according to the laws of the country or origin.                      In case the document is not public, institutional or official contact information of the entity or authority before which the document was issued or executed must be submitted, with aims at confirming its existence.</p> <p>b) Simple copy of the Form 10-K or 20-F filed with the Securities and Exchange Commission (SEC), or equivalent form filed with counterpart institutions to provide proof of the required capital investments; or financial statements in their original for or copy certified by an independent and specialized accounting and auditing firm, duly certified to perform such activities under the laws of the country of origin, through which evidence is provided to substantiate its investments in hydrocarbon exploration and/or extraction. The copy must be issued by: (i) a Mexican notary public or (ii) a foreign notary public with powers to perform such certification, which must be duly apostilled or legalized under the laws of the country of origin.</p> <p>The aforementioned documents may be from any year within the five (5) year period, and maybe submitted in English. In case audited financial statements are submitted, the institutional email of the auditor abel to confirm submitted documentation must be provided.</p> <p>In case it is not possible to clearly determines the amounts of investments made in hydrocarbon exploration and extraction from the audited financial statements (including those contained in the 10-K or 20-Fforms), an explanatory note specifying investments made and the page through which they can be verified must be submitted.</p>	

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[AD Code] – PECTE /[Divider No.]	<p style="text-align: center;">Proof of experience in the implementation and operation of security management, operational security, industrial security and environmental protection systems in hydrocarbon exploration and/or extraction facilities or projects during the last five (5) years. Must be provided</p>	<p>A document explaining and providing proof of the security management, operational security, industrial security and environmental protection systems in hydrocarbon exploration and/or extraction facilities or projects during the last five (5) years must be submitted.</p>	
		<p>It must be additionally accompanied by (i) technical certifications, audits, inspections or rulings, such as those mentioned below, included but not limited to: OHSAS 18001 (for overall security, considering external certification), ISO 14001 (for environment in general, and considering external certification), API RP 75 (for offshore security, this one does not have a certification requirement), ISM Code (International Safety Management code, applies to mobile and self-raising platforms); (ii) as the case may be, an opinion issued in 2015, 2016 or 2017 by an international specialized company, indicating the industrial security management and environment protection system adjusts itself to international practices for operation in hydrocarbon exploration and/or extraction projects, or (iii) a certification issued for such purposes by the National Agency of the Hydrocarbons Sector for Industrial Security and Environment Protection.</p> <p>In any of the aforementioned cases, the submitted documentation must prove the system has been in operation for at least during the last five (5) years. The documentation referred to herein may be submitted in its original form or i) a Mexican notary public or (ii) a foreign notary public with powers to perform such certification, which must be duly apostilled or legalized under the laws of the country of origin.</p>	
<b>FINANCIAL CAPABILITY OF THE OPERATOR</b>			
<b>Annex</b>	<b>Description</b>	<b>Bidding Guidelines requirement</b>	<b>Pages</b>
PCF /[Divider No.]	<p>Total equity of at least two (2) billion dollars; or</p> <p>Total assets for ten (10) billion dollars and an investment grade credit rating, according to Fitch Ratings, Moody's, Investors Service, Standard &amp; Poors Rating Services or HR Ratings</p>	<p>i. If the companies are quoted on the stock exchange, they must submit a simple copy of the 10-K or 20-K form registered before the Securities and Exchange Commission, or of the equivalent form registered before</p>	

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		<p>its counterpart institutions providing proof of the total equity or assets; or</p> <p>ii. Financial statements in their original form or certified copy, audited by an independent auditing firm certified or registered to perform such activities under the laws of the country of origin, must be submitted. Financial statements must support mentioned total equity and total assets. Moreover, the official email address of the auditor able to confirm the submitted documentation must be provided.</p> <p>Regarding the aforementioned documents, they must have been issued within the last five years, and they must provide proof of the average total equity and total assets. Otherwise, only documents corresponding to the fiscal year 2015 or 2016 audited under the laws of the country of origin, so long as they comply with the requires total equity and total assets, may be submitted. The aforementioned documentation may be submitted in English. In case a certified copy is submitted, it should be issued by: (i) a Mexican notary public, or (ii) a foreign notary public with powers to perform such certification, which must be dully apostilled or legalized under the laws of the country of origin.</p> <p>iii. In the case of Operators providing proof for financial requirements, proving total assets in accordance with section b), the credit rating document must be issued with regard to the fiscal year 2015 or 2016, and issued by any of the following credit rating companies: Fitch Ratings, Moody's, Investors Service, Standard &amp; Poors Rating Services or HR Ratings. Only credit rating documents issued by the offices of the aforementioned credit rating companies located in the following cities will be accepted: New York, London, Paris, Toronto or any city in Mexico. Said documents must confirm an investment-grade rating, and this document must be submitted in its original form or certified copy by (i) a Mexican notary public, or (ii) a foreign notary public with powers to perform such certification, which must be dully apostilled or legalized under the laws of the country of origin.</p>	
<b>FINANCIAL CAPABILITY OF THE NON OPERATOR</b>			
<b>Annex</b>	<b>Description</b>	<b>Bidding Guidelines requirement</b>	<b>Pages</b>

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PCF /[Divider No.]	Total equity of at least 250 million dollars must be proved	<p>I. If the companies are quoted on the stock exchange, they must submit a simple copy of the 10-K or 20-K form registered before the Securities and Exchange Commission, or of the equivalent form registered before its counterpart institutions providing proof of the total equity or assets.</p> <p>II. Financial statements in their original form or certified copy, audited by an independent auditing firm certified or registered to perform such activities under the laws of the country of origin, must be submitted. Financial statements must support mentioned total equity and total assets. Financial statements must support mentioned total equity and total assets. In case audited financial statements are submitted, the official email address of the auditor able to confirm the submitted documentation must be provided. The certified copy must be issued by: (i) a Mexican notary public, or (ii) a foreign notary public with powers to perform such certification, which must be duly apostilled or legalized under the laws of the country of origin.</p> <p>The documents must provide proof of the indicated total equity corresponding to the last five (5) years. The average of those five (5) years must confirm the total equity. Documents from the fiscal year 2015 or 2016, audited under the laws of the country of origin, may otherwise be provided, so long as they comply with the required total equity.</p> <p>The above mentioned documentation may be submitted in English.</p>	
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LEGAL DOCUMENTATION REQUIREMENTS			
Annexo	Description	Bidding Guidelines requirement	Pages
PCF /[Divider No.]		a) Notarized public instrument or certified copy thereof evidencing the articles of incorporation of the company or attested copy of the bylaws, including the name, number and district of the notary public who granted and, if applicable, protocolized, such document, and information on its registration in the Public Registry of Commerce, or, as the case may be, a letter issued by a notary public attesting that is under the process of registration. For foreign Companies, documents equivalent to the above must be submitted in their original form or a certified copy providing legal proof of their existence (such as registers or registration before the competent authority), legalized by the Consulate or <i>apostilled</i> in accordance with the terms of The Hague Convention of October 5, 1961, as the case may be.	
PCF /[Divider No.]		b. Simple copy of an official and valid identification document of the Interested Party's legal representative. For Mexicans, only a voter identification card with photograph or a passport or professional certificate will be accepted, and for foreigners, only a passport will be accepted, or the document proving their legal stay in Mexico, issued by the National Migration Institute.	
PCF /[Divider No.]		c. Notarized public deed or certified copy thereof evidencing the general power of attorney of the Bidder's legal representative to perform administrative acts or its special power of attorney to participate in the Bidding Process on behalf of and to bind the Bidder, granted before a notary public, indicating the name, number and district of the notary that granted and, if applicable, protocolized. d. For foreign Companies, documents equivalent to those mentioned above, giving powers to the legal representative to act in name and on behalf of the Interested Party in the Bidding Process must be submitted. Such documentation must be submitted in its original form or certified copy with the corresponding legalization or apostille, apart from the required protocolization before the corresponding Mexican notary public under the Applicable Laws; powers of legal representatives of the Interested Parties or Bidders must be valid during all stages of the Bidding Process, and all formalities foreseen in the Bidding Guidelines, and under subsection 1.8 of the Bidding Guidelines must be complied with.	
PCF /[Divider No.]		e) CNH Form-3 "Declaration of Non-Disqualification";	
PCF /[Divider No.]		f) CNH Form-4 "Declaration of knowledge and acceptance of the laws, regulations, general administrative provisions, decrees, administrative orders, court rulings and other norms or decisions of any kind issued by any competent Government Authority that are valid at the time, requirements and conditions established in the Bidding Guidelines and the documents that comprise the latter.	
PCF /[Divider No.]		g) CNH Form-5 "Confidential Documentation"	
<b>Comments of the Bid Committee</b>			

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PREQUALIFICATION DOCUMENTS SUBMITTED BY
Name of the Interested Party
_____
Name and signature of the legal representative

DOCUMENTATION REVIEWED BY
_____
Coordinator of the Bid Committee
_____
Secretary to the Bid Committee

Personal information received in this bidding process will be protected in accordance with the Federal Law of Transparency and Access to Public Information, published in the Official Gazette of the Federation on May 9, 2016, and its use will be for the stated purpose set forth in the Bidding Guidelines and Applicable Laws

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**Form CNH -2. JOINT BIDDING AGREEMENT**

This JOINT BIDDING AGREEMENT, is entered into by \_\_\_\_\_, represented by \_\_\_\_\_; \_\_\_\_\_ represented by \_\_\_\_\_ and \_\_\_\_\_ represented by \_\_\_\_\_ (*list all Companies and their legal representatives*) (the “Members”), respectively, to submit a joint Bid in Bidding Process **CNH-R02-L04/2017**, for the award of **License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters – Fourth Invitation to Bid**, in accordance with the Invitation to Bid **CNH-R02-C04/2017**, published by the National Hydrocarbons Commission in the Official Gazette of the Federation on July 20, 2017, in accordance with the following declarations and Articles:

**DECLARATIONS**

**I. Company \_\_\_\_\_ declares that:**

I.1. It is a company organized and existing under the laws of \_\_\_\_\_, and its legal existence is evidenced by \_\_\_\_\_, granted before \_\_\_\_\_, registered in \_\_\_\_\_.

I.2. Its domicile is located at \_\_\_\_\_.

I.3. Mr. \_\_\_\_\_, evidences his personality and authority by \_\_\_\_\_, stating under oath that, as of the date of execution of this agreement, his authority has not been revoked, limited or modified in any way.

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**II. Company \_\_\_\_\_ declares that:**

II.1. It is a company organized and existing under the laws of \_\_\_\_\_, and its legal existence is evidenced by \_\_\_\_\_, granted before \_\_\_\_\_, registered in \_\_\_\_\_.

II.2. Its domicile is located at \_\_\_\_\_.

II.3. Mr. \_\_\_\_\_, evidences his personality and authority by \_\_\_\_\_, stating under oath that, as of the date of execution of this agreement, his authority has not been revoked, limited or modified in any way.

**III. Company \_\_\_\_\_ declares that:**

III.1. It is a company organized and existing under the laws of \_\_\_\_\_, and its legal existence is evidenced by \_\_\_\_\_, granted before \_\_\_\_\_, registered in \_\_\_\_\_.

III.2. Its domicile is located at \_\_\_\_\_.

III.3. Mr. \_\_\_\_\_, evidences his personality and authority by \_\_\_\_\_, stating under oath that, as of the date of execution of this agreement, his authority has not been revoked, limited or modified in any way.

**IV. The Members declare that:**

IV.1. They agree to execute this agreement for the purpose of participating jointly in the Bidding Process in accordance with the Bidding Guidelines;

IV.2. They designate their joint domicile as \_\_\_\_\_, and that their joint e-mail address to receive notices is \_\_\_\_\_, and

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IV.3. Intending to be legally bound, they agree as follows:

## ARTICLES

**FIRST: Object.** The Members agree to form a group in order to submit a joint Bid to participate in the Bidding Process in the form of a Joint Bidder.

**SECOND: Activities and responsibilities that each Company agrees to perform and assume.** If declared Winning Bidder, the Members agree to the following: *(obligations and activities must be established for each one of the ways they wish to participate as Joint Bidder, i.e. i) Joint Bidder "A", ii) Joint Bidder "B", iii) Joint Bidder "C" ...)*

**I.** \_\_\_\_\_ agrees to perform: *(description of the obligations and activities that it shall perform).*

**II.** \_\_\_\_\_ agrees to perform: *(description of the obligations and acts that it shall perform)*

**III.** \_\_\_\_\_ agrees to perform: *(description of the obligations and activities that it shall perform).*

**THIRD: Appointment of the common representative for submission of the Bid.** The Members agree that Company \_\_\_\_\_ will be the common representative for submission of the Bid. As such, the legal representative of \_\_\_\_\_, Mr. \_\_\_\_\_, will have the necessary and sufficient authority to act in the name and on behalf of the Members vis-à-vis the Convening Authority, in each and every act and stage of the Bidding Process and in those derived therefrom, as well as to sign all kinds of documents and receive all kinds of notices including personal notices, in accordance with the power of attorney registered before a notary public or other public instrument granted for such purpose, a copy of which is attached to this agreement as its ANNEX.

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**FOURTH: Designated Operator.** *[Choose option 1, or option 2 and delete the unused option]*

**[Option 1]** The Members hereby appoint Company \_\_\_\_\_, subject to the execution of the Contract, as Operator for all legal purposes that may be required. *(the Designated Operator must be established for each one of the ways in which they wish to participate i.e. i) Designated Operator "A" ii) Designated Operator "B", iii) Designated Operator "C" ...)*

**[Option 2]** As it is a Joint Bidder that is composed of more than one Operator, it is established that the Designated Operator will be determine once a Contract has been awarded for the corresponding Contract Area, provided that it is determined prior to the execution of the Contract and at the time the Convening Authority so requires. The above, with the understanding that each of the Operators that make up the Joint Bidder have a participation within the Joint Bidder of 30% participation according to the following Clause. **FIFTH: Participation Percentage.** The Members agree that their participation percentage in the Contract will be as follows: *(the participation percentages of the Members must be established for each one of the ways in which they wish to participate i.e. i) Joint Bidder "A" ii) Joint Bidder "B", iii) Joint Bidder "C" ...)*

**I.** \_\_\_\_\_% *(min. 30%, Name of the Company that will act as Operator or who may be the Designated Operator once awarded the Contract).*

**II.** \_\_\_\_\_%: *(Name of the Company).*

**III.** \_\_\_\_\_%: *(Name of the Company)*

*[The participation of the Operator and the other members must comply with the Bidding Guidelines].*

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**SIXTH: Joint and Several Liability.** The Members agree on a joint and several basis among themselves and before the Convening Authority to perform all the obligations arising from the Bidding Process, including the execution of the corresponding Contracts.

**SEVENTH: Confidentiality of the Information.** The Members shall not disclose any Confidential Information obtained from the Data Room – Deep Waters – Fourth Invitation to Bid, without the express authorization of the Convening Authority

IN WITNESS WHEREOF, the Members have executed this Joint Bidding Agreement in original in the City of \_\_\_\_\_ on \_\_\_\_\_ 20\_\_.

Company: _____ Legal representative
Company: _____ Legal representative

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**Form CNH-3 DECLARATION OF NON-DISQUALIFICATION**

[Company letterhead, preferably ]

\_\_\_\_\_ of \_\_\_\_\_, 20\_\_

**NATIONAL HYDROCARBONS COMMISSION**

To Whom it May Concern:

I hereby refer to the Bidding Guidelines of the Bidding Process **CNH-R02-L04/2017** for the award of the **License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters – Fourth Invitation to Bid**, in accordance with Invitation to Bid **CNH-R02-C04/2017** published by the National Hydrocarbons Commission on July 20, 2017.

I declare under oath that neither the company I represent **nor** its shareholders or Affiliates fall under the circumstances established in Article 26, Subsection I, of the Hydrocarbons Law or those in subsection 4, Section III of the Bidding Guidelines.

Moreover, if there is any change in the terms of this declaration between the execution hereof and the date contemplated by the Bidding Guidelines for the Bid submission and opening session, I agree to inform the Convening Authority of such situation at the Bid submission and opening session. If I fail to act accordingly, I shall reaffirm at such time the declaration made herein.

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A false declaration shall be sanctioned in accordance with Applicable Laws.

**Declared under Oath.**

**Sincerely,**

[Name]: \_\_\_\_\_

**Legal Representative**

[Company]: \_\_\_\_\_

UNOFFICIAL ENGLISH TRANSLATION

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**Form CNH- 4        DECLARATION OF KNOWLEDGE OF, AND AGREEMENT  
WITH APPLICABLE LAWS, REQUIREMENTS AND CONDITIONS  
ESTABLISHED IN THE BIDDING GUIDELINES AND THE DOCUMENTS THAT  
COMPRISE THE BIDDING GUIDELINES.**

[Company letterhead, preferably]

\_\_\_\_\_ of \_\_\_\_\_, 20\_\_

**NATIONAL HYDROCARBONS COMMISSION**

To Whom It May Concern.

In compliance with the provisions of the Bidding Guidelines **No. CNH-R02-L04/2017** for the award of **License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters – Fourth Invitation to Bid**, in accordance with the Invitation to Bid **CNH-R02-C04/2017**, published by the National Hydrocarbons Commission in the Official Gazette of the Federation on July 20, 2017, I declare under oath that:

I am familiar with and fully accept the requirements and conditions established in the Bidding Guidelines, as well as the Applicable Laws, responsibilities and powers of each Government Authority involved in the Bid. Therefore, I accept the ruling issued by the Convening Authority in each stage of the process.

Moreover, I hereby authorize the Convening Authority to carry out all pertinent actions regarding the documentation and information submitted by the company(ies) I represent during the Bidding Process, including any verification or investigation that may be required to confirm the accuracy of the documents submitted pursuant to requirements set forth in the

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Bidding Guidelines. The foregoing, as stipulated in article 43 of the Regulation of the Hydrocarbons Law. Likewise, I hereby authorize the Convening Authority to send any type of notification to the email(s) provided by the Entity I represent my means to the document required in subsection 6.3 or 7.6, as applicable, of the Bidding Guidelines, under article 35, fraction II of the Federal Law on Administrative Procedures.

**Declared under Oath.**

Sincerely,

[Name]: \_\_\_\_\_

**Legal Representative**

[Company Name]: \_\_\_\_\_

UNOFFICIAL ENGLISH TRANSLATION

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**FORM CNH-5 CONFIDENTIAL DOCUMENTATION**

**[Company letterhead, preferably]**

\_\_\_\_\_ of \_\_\_\_\_, 20\_\_

**NATIONAL HYDROCARBONS COMMISSION**

To Whom It May Concern.

In Connection with the Bidding Process **No. CNH-R02-L04/2017** for the award of **License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters – Fourth Invitation to Bid**, in accordance with the Invitation to Bid **CNH-R02-C04/2017**, published by the National Hydrocarbons Commission in the Official Gazette of the Federation on July 20, 2017, I declare that, in accordance with Articles 113, section III, and 116 of the General Law of Transparency and Access to Public Information, and 110 and 113 of the Federal Law of Transparency and Access to Public Information and the information and documents hereinafter listed are submitted in confidence

- 1.
- 2.

A false declaration shall be sanctioned in accordance with Applicable Laws.

**Declared under Oath.**

**Sincerely,**

**[Name]:** \_\_\_\_\_

**Legal Representative**

**[Company Name]:** \_\_\_\_\_

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**FORM CNH-6. BID GUARANTEE, STAND-BY LETTER OF CREDIT**

**[ISSUING BANK LETTERHEAD]**

Issuing Date

Issuing Bank  
Name and complete address

Confirming Bank  
Name and complete address

Expiration Date:  
(Day, Month, and Year)

Comisión Nacional de Hidrocarburos  
Avenida Patriotismo número 580, Colonia  
Nonoalco, Delegación Benito Juárez, C.P. 03700,  
Ciudad de México

Stand-by Letter of Credit No. XXXXXX

Dear Sirs:

At the request of, and pursuant to instructions from our client(s) [**insert the name of Bidders**] (the “Bidder”), the undersigned issuing bank (the “Issuing Bank”) hereby provides an irrevocable standby letter of credit (the “Letter of Credit”) in the amount of US\$ 3,000,000 (Three Million Dollars of the United States of America) (the “Guaranteed Amount”) in favor of the National Hydrocarbons Commission (the “CNH”), in guarantee of the Bidder’s obligations under (i) the Bidding Guidelines issued pursuant to the Invitation to Bid No. **CNH-R02-C04/2017**, published in the Official Gazette of the Federation on July 20, 2017 (the “Bidding Guidelines”), for the award of a Contract for Exploration and Extraction under the License modality for the Contract Area \_\_\_\_\_ where the Bid is submitted (the “Contract”).

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Subject to the other provisions in this Letter of Credit, CNH may require the Issuing Bank to make full payment hereof by submitting a written payment request executed by an authorized representative, specifying the payment amount required and indicating that the Bidder has failed to comply with the obligations set forth in the Bidding Guidelines (the "Payment Request").

The Issuing Bank hereby agrees to honor a Payment Request by CNH pursuant to this Letter of Credit, and agrees to pay the Guaranteed Amount on first demand upon receipt of a Payment Request, provided that (i) the form of such Payment Request and its submission are in accordance with the prior paragraph, and (ii) the Payment Request is submitted prior to the Expiration Date (as such term is defined below).

The Payment Request shall be submitted on business days when the Issuing Bank is open to the public in (insert address of issuing bank) in Mexico City, from \_\_\_\_\_ to \_\_\_\_\_ (insert time). If CNH submits a Payment Request before 11:00 a.m. (Mexico City time), the Issuing Bank agrees to make the related funds available to CNH not later than 04:00 p.m. (Mexico City time) on the next business day following the date of receipt of the Payment Request. If CNH submits a Payment Request before 11:00 a.m. (Mexico City time), the Issuing Bank agrees to make the related funds available to CNH not later than 04:00 p.m. (Mexico City time) on the next business day following the date of receipt of the Payment Request. If CNH submits the Payment Request after 11 a.m. (Mexico City time), the Issuing Bank agrees to make the related funds available to CNH not later than 2 p.m. (Mexico City time) on the second business day following the date of receipt of the Payment Request. The Issuing Bank shall make all payments under this Letter of Credit with its own funds. If the Payment Request does not comply with the requirements of this Letter of Credit, the Issuing Bank shall immediately give written notice thereof to CNH in accordance with the hours mentioned and established above. The notice shall indicate the reason the Issuing Bank considers the Payment Request to be non-compliant. CNH may resubmit one or multiple new Payment Requests adjusted in order to comply with this Letter of Credit. All payments made by the Issuing Bank to CNH under this Letter of Credit shall be made by electronic funds transfer to the bank account on behalf of the Mexican Petroleum Fund for Stabilization and Development specified by CNH in the Payment Request.

This Letter of Credit shall expire on the earliest of the following dates (the "Expiration Date"): (i) the date on which CNH gives written notice to the Issuing Bank of the execution of the corresponding contract, (ii) the date of full payment of the Guaranteed Amount; or (iii) [insert the date that is one hundred (100) days after the submission of the Bids]. After the Letter of Credit has expired, CNH may not submit any Payment Request to

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the Issuing Bank and the Issuing Bank shall have no obligation to make any payment under this Letter of Credit.

The rights granted to CNH under this Letter of Credit are non-transferable except for a transfer of the same to the Federal Government of the United Mexican States.

All charges by the Issuing Bank relating to the issuance of or compliance with this Letter of Credit (including, without limitation, negotiation, extension of its expiration or transfer) shall be borne by the Bidder, and shall not in any event be charged by the Issuing Bank to CNH.

This Stand-by Letter of Credit is subject to the International Standby Practices-ISP98, issued by the International Chamber of Commerce, publication 590 (The International Standby Practices – ISP98) and insofar as there is no inconsistency with such practices, this Letter of Credit shall be governed by and construed in accordance with the federal laws of the United Mexican States. Any dispute arising from this Letter of Credit shall be resolved exclusively in the competent federal courts of the United Mexican States in Mexico City.

Very truly yours,

Issuing Bank

By: \_\_\_\_\_

Authorized Representative of

the Issuing Bank

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## Payment Request

Date: (Date of presentment)

Issuing Bank

(Name and address)

Re: Stand-by Letter of Credit No.-----

National Hydrocarbons Commission, beneficiary under the stand-by Letter of Credit hereby referenced, hereby declares that:

(Name, Company Name) is has breached subsection [\_\_\_\_], Section [\_\_\_\_] of the Bidding Guidelines which results in CNH being entitled to draw upon this Stand-by Letter of Credit.

Based on the foregoing, please transfer the payment in the amount of US\$ 3,000,000 (Three Million Dollars of the United States of America) to the bank account number (bank account) of (bank account) in the name of the Mexican Petroleum Fund for Stabilization and Development.

This stand-by letter of credit should be referenced in each payment made pursuant hereto.

Complete name, title and signature of the authorized officer

Email Address

Telephone Number

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**CNH FORM 7 ECONOMIC BID**

<b>Bid Process:</b> CNH-R02-L04/2017	<b>Date:</b>	<b>Submission of the Bid:</b> YES <input type="checkbox"/> NO <input type="checkbox"/>
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1. Additional Royalty Value: \_\_\_\_\_%  
 (The value must be established with two digits and two decimal points.)
2. Additional investment factor for the Contract Area:  
 (Select one of the following options, by marking it with an "X")
 

0 (zero)	<input type="checkbox"/>
1 (one)	<input type="checkbox"/>
1.5 (one point five)	<input type="checkbox"/>
3. In name and on behalf of the entity I represent, I hereby offer the amount of \$\_\_\_\_\_ [indicate the amount in letter up to cents] in dollars. The entity I represent agrees to pay this amount in accordance with subsection 16.5 of Section III of the Bidding Guidelines.

(The Bidder must only indicate the cash Bid in case the value of the additional royalty submitted by the Bidder in previous subsections is equal to the maximum value established by the Ministry of Finance and the additional investment factor for the Contract Area is equal to 1.5 (one point five).

**Declaration under oath**

1. I declare under oath that the company(ies) I represent agree(s) with and all terms of the final version of the Contract published on the Web Page on the date set forth in the Bidding Calendar.
2. There has been no consultation, communication, agreement, arrangement, combination with another bidder pertaining to:

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- Methods, factors or formulas used to estimate percentages, costs, prices and other elements taken into consideration to prepare their Bid(s).
- The intention or decision to submit one or more Bids; or
- The submission of one or more Bids not complying with the specifications of the ongoing process.

In this sense, the terms of the attached Bids have not been nor will not be revealed by the entity I represent nor by its shareholders or Affiliates to another Bidder, either directly or indirectly with the aim of manipulating, setting or gathering Bids.

3. Likewise, I declare that the Economic Bid has been developed and submitted independently and without any involvement of any other Bidder.

Fraudulent misrepresentation will be penalized under the Applicable Laws, in case of a declaration before an authority other than judicial authority

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**Name and signature of legal representative**

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CNH FORM 8. DECLARATION UNDER OATH

[Company letterhead, preferably]

\_\_\_\_\_ of \_\_\_\_\_, 20\_\_

**NATIONAL HYDROCARBONS COMMISSION**

To whom it may concern,

I refer to Bid Procedure **Number CNH-R02-L04/2017** for the award of **License Contracts for the Exportation and Extraction of Hydrocarbons in Deep Waters – Fourth Call**, under Invitation to Bid **CNH-R02-C04/2017**, published by the National Hydrocarbons Commission on July 20, 2017. I hereby declare under oath the following:

Each and every requirement mentioned in subsection \_\_\_\_\_ are under the same terms and has suffered no changes up to today, as submitted by the entity I represent in Bid CNH-R01-L01/2014 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation) and/or CNH-R01-L02/2015 (pertaining to the awarding of Production Sharing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, Second Invitation) , and/or CNH-R01-L04/2015 (pertaining to the awarding of License Contracts for the Exploration and Extraction of Hydrocarbons in Deep Waters, Fourth Invitation), and /or CNH-A1-TRION/2016 (pertaining to the awarding of a License Contract in Deep Waters), and /or CNH-R02-L01/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Shallow Waters, First Invitation), and/or CNH-R02-L02/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and Extraction of Hydrocarbons in Onshore Contract Areas, Second Invitation) ), and/or CNH-R02-L03/2016 (pertaining to the awarding of Licensing Contracts for the Exploration and

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Extraction of Hydrocarbons in Onshore Contract Areas, Third Invitation) and/or CNH-A2-AYIN-BATSIL/2017 (pertaining to the awarding of Production Sharing Contract) and /or CNH-A3- Cárdenas Mora/2017 (pertaining to the awarding of a License Contract), and /or CNH-A4- OGARRIO/2017 (pertaining to the awarding of a License Contract),

Fraudulent misrepresentation will be penalized under the Applicable Laws.

**Declared under Oath.**

**Sincerely,**

[Name]: \_\_\_\_\_

**Legal Representative**

[Company]: \_\_\_\_\_

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CNH FORM 9. CASH PAYMENT BY EMPTION IN ECONOMIC  
PROPOSAL

<b>Bid:</b> CNH-R02-L04/2017	<b>Date:</b>	<b>Contract Area Number:</b>
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In name and on behalf of Bidder \_\_\_\_\_ [*Individual or Joint*] I offer and unconditionally agree to pay the Mexican Petroleum Fund for Stabilization and Development in the Effective Date of the Contract \$ \_\_\_\_\_ [*indicate the amount in letter up to cents*], amount in Dollars, by means of wire transfer, to the Account indicated by the Convening Authority for untie cash payment, in accordance with subsection 16.5 of Section III of the Bidding Guidelines

\_\_\_\_\_  
**Name and signature of the legal [or common] representative**

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