



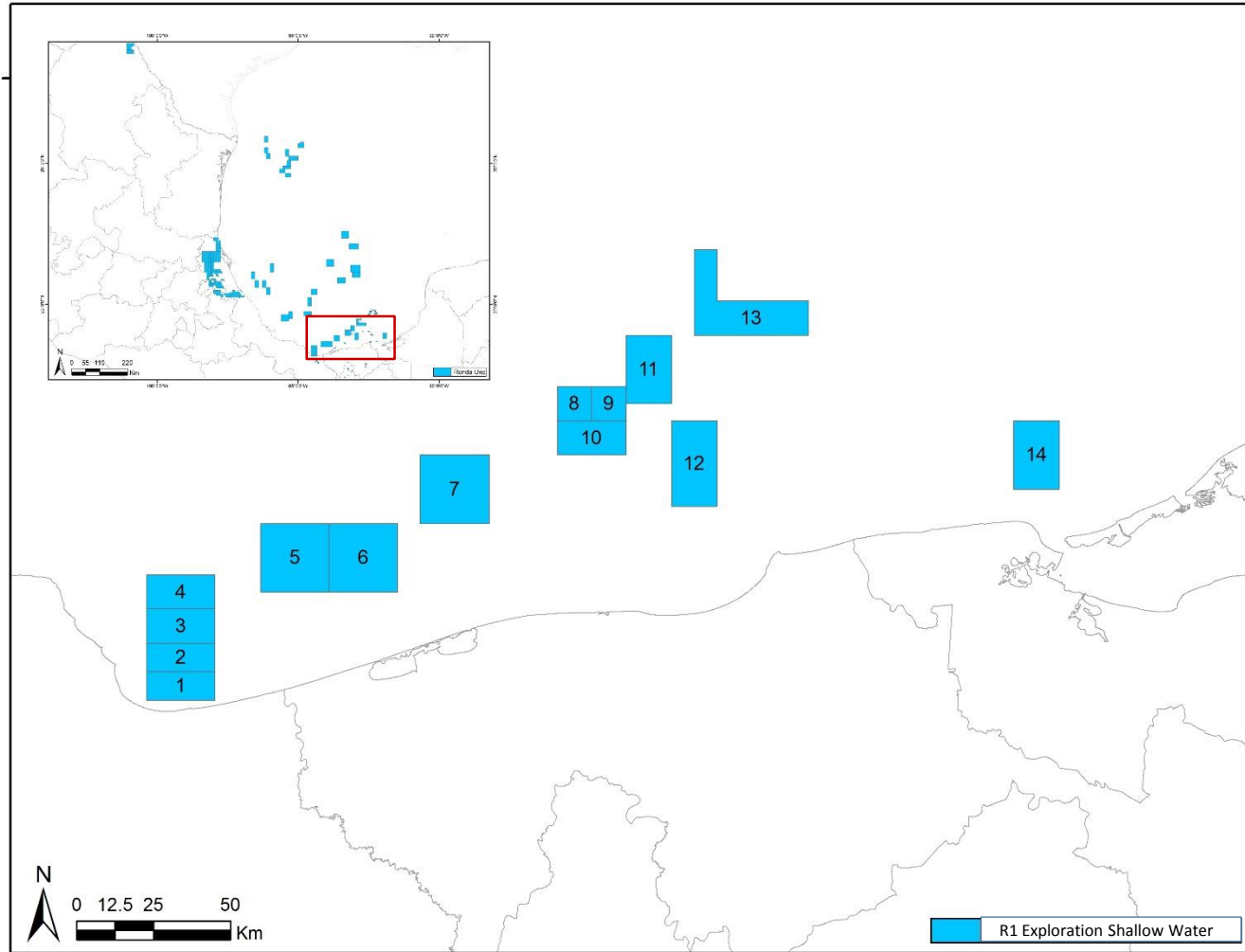
Comisión Nacional
de Hidrocarburos

Bidding Terms Round 1 Exploration and Production Contracts

December, 2014

- Today, the CNH will announce the first **call to bid** and conditions for Round 1 Exploration and Production Contracts.
- This first tender includes **14 contractual areas for shallow water**.

Round 1



Rules that define the criteria that all companies must follow:

- 1. Requirements**
- 2. Processes**
- 3. Deadlines**

Who can participate?

- Any Mexican or foreign companies and state productive companies.
 - Individually or in consortium.
- They must demonstrate to have the following capabilities:
 1. Technical
 2. Financial

Technical Capabilities

1. **Must demonstrate it has verifiable experience as Operator during the period 2010-2014**, regardless of whether the project started before or ended within this period:
 - a) At least three exploration and extraction projects, or
 - b) Capital investments, in exploration and extraction projects of at least one billion dollars in the aggregate.

Technical Capabilities

2. Must demonstrate having been **the operator in at least one offshore exploration and extraction project or have participated, as partner**, in at least two offshore exploration and extraction projects in the past five years.
3. **Must demonstrate that the proposed personnel for key management positions has at least 10 years of experience** in managing offshore exploration and extraction projects.
4. Experience in the areas of **industrial safety and environmental protection** during the past five years.

Financial Capability

1. Prove a **net worth of at least one billion dollars**,
 - a. In case of a consortium, the operator must demonstrate at least 600 million dollars.

Alternatively,

2. Demonstrate that it has:
 - a. **Total assets of at least ten billion dollars**, and
 - b. An **investment-grade credit rating** according to any major rating agency.

Financial Capability

1. Must demonstrate a **net worth of at least one billion dollars**, this amount must be achieved with equity of no more than three members of the Consortium
2. The **Operator** must own at least **one third of the economic interests** in the Consortium.
3. **No member** of the Consortium may own a greater portion of the economic interests than the **Operator**.

Rules to promote competition

The following must be observed for the integration of a consortium:

1. No Company may take part in more than one consortium.
2. No Large-Scale Oil Company may associate with another Large-Scale Oil Company in order to take part in a consortium.*

Economic Posture Maximum

- Companies or consortia may submit Bids for up to five Contractual areas in the Bidding Process.

* This restriction does not apply for deepwaters, extra heavy oil and unconventional areas.

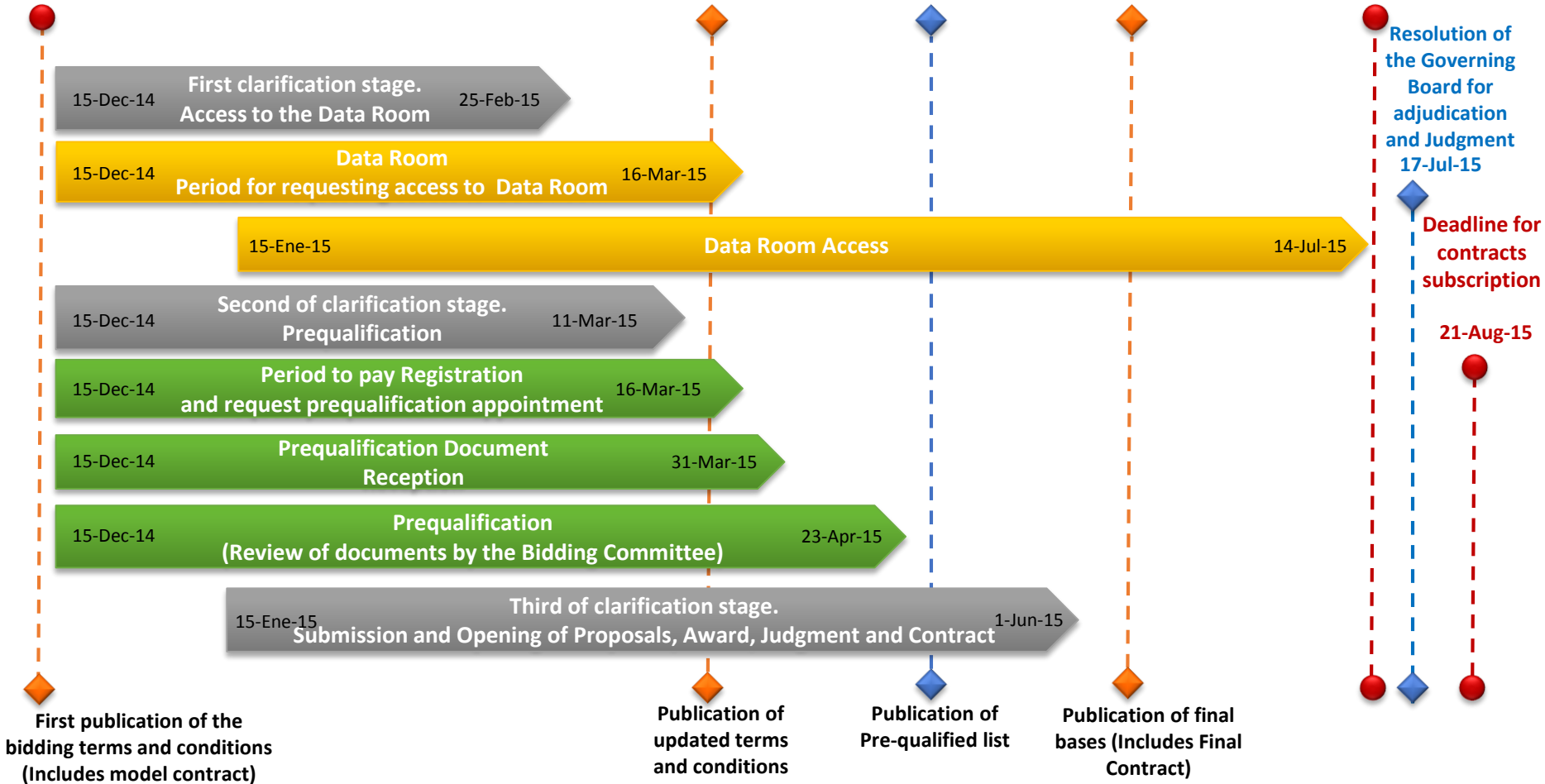
Deadlines and processes

**Publication of
the call to bid**

11-Dec-14

**Opening of proposal and
declaration winners**

15-Jul-15



- The clarification stages will be carried out in writing through the www.ronda1.gob.mx website. Through this website the general public will know about the clarification process and any adjustment to the terms and conditions and the contracts that result from this process

No Commissioner or public servant from the CNH may have any contact with any potential participant for any issue related with the bidding process.

- As part of the prequalification process the CNH will verify the lawful origin of the resources with which projects will be funded. For this, the CNH will rely on the Financial Intelligence Unit of the Ministry of Finance (SHCP).

Transparency

- The opening of proposals will be transmitted in real time by electronic means (internet). A public notary will certifying that this act is taking place.
- There will be an email available for comments during the duration of the whole process



www.ronda1.gob.mx

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