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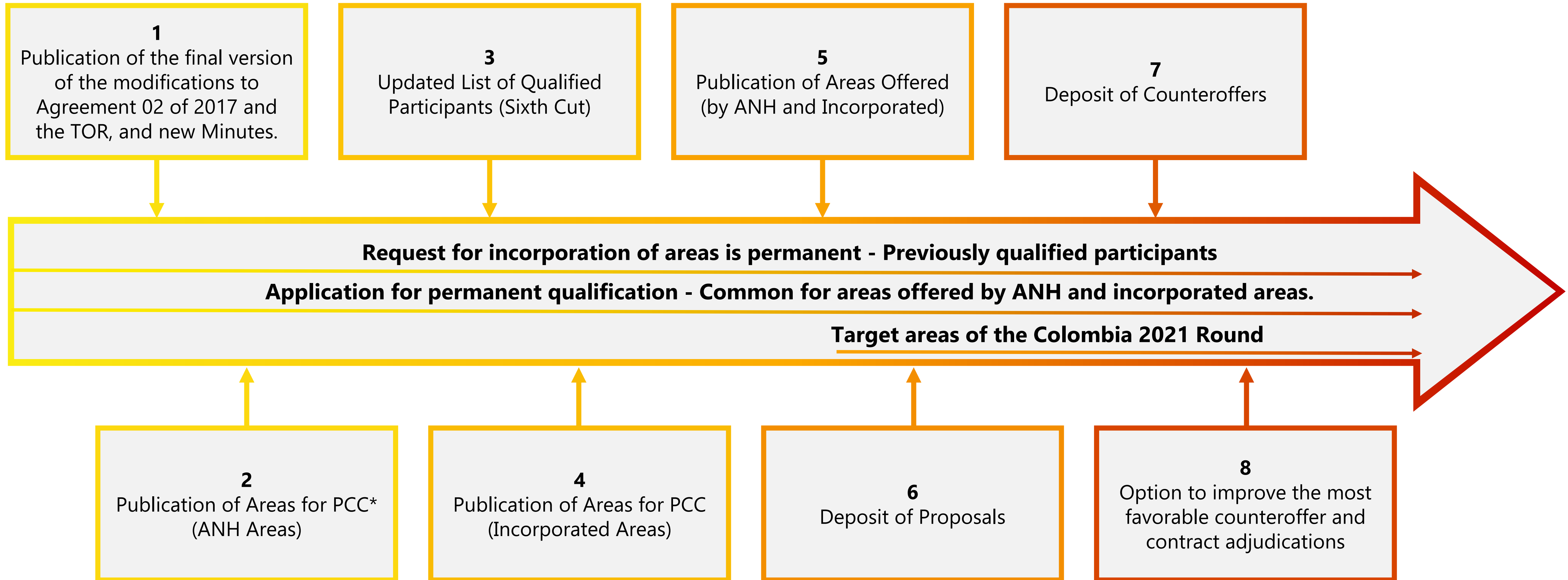
COLOMBIA 2021

Continuous Process of Area Nominations- PPAA

Fourth Cycle

APRIL 2021

Qualification Process is According to the Terms of Reference



*PCC: Procedure for Concurrence and Coordination (Nation – Territories)

- Offering of areas by the request of qualified participants and areas offered by the ANH prior to the procedure of concurrence and coordination. (Nation – Territories)
- Call for the Adjudication of Technical Evaluation Contracts (TEA) and Exploration and Production Contracts (E&P), both onshore and offshore
- Reception of requests, processing of qualifications and for the incorporation of areas is on a permanent basis
- Prior qualification is required for the request of the incorporation of areas, presentation of proposals and counter-offers

Process guidelines: Auction by stages

- Three stages or opportunities to compete for an area:

First opportunity	Publication of the best initial proposal	Second opportunity	Third opportunity
Selection of the best initial proposal		Selection of the most favorable counteroffer	Option to match or improve the most favorable counteroffer

Requirements for Qualification

- Reception of requests and qualification processing is on a permanent basis
- Qualification requirements are updated annually
- Not with branches. Yes, with parent or controlling companies

Capacity	Investor	Operator (30)%
Legal	Required	Required
Economic / Financial	Required	Required
Technical and Operational		Required
Environmental		Required
Corporate Social Responsibility		Required

- Individual and plural participants (consortiums, temporary associations and joint ventures)
- Plural participants can be formed by qualified individuals
- Operator: 5 years of experience with a corporate purpose of E&P
- Investors: 1 year of experience with corporate purpose in complementary E&P activities
- Exception Top 100 or Top 250
- Proof of existence and representation, declarations and commitments

Economic / Financial Capacity

- Valuation is on a points basis
- Capacity varies according to number and type of areas

Elements of assessment:

Adjusted net worth	50%
Debt range (according to cash flow)	25%
Debt range (according to adjusted net worth)	25%

Are not valued:

- Top 100 and Top 250 companies
- Long-term debt investment grade companies:

Credit Rating Agency	Rating
Standard & Poor's	BBB
Moody's	Baa
Fitch Ratings	BBB

Type of area	Points	Example: Point value in USD: (50 ≤ WTI < 55 → 9.209)
Mature Continental	1.500	13.813.500
Emerging Continental	1.200	11.050.800
Frontier Continental	1.000	9.209.000
Offshore	24.000	221.016.000

Technical and Operational Capacity

E&P y TEA Contracts

Areas	Reserves (BOE)	Operated Production (BOE/d) 2-year average (last 5 years))
Continental prospects for Trap or Conventional Reservoirs	2.000.000	1.000
Offshore prospects for Trap or Conventional Reservoirs	50.000.000	20.000

Do not need evaluation:

- Top 100 and Top 250 companies
- Operation with investments in Conventional Reservoirs of USD 500.000.000.000 or in Unconventional Reservoirs of USD 250.000.000.000
- Assets in excess of USD 1,000,000,000,000 and Operation of 5 E&P contracts in Traps or 3 E&P contracts in Unconventional Reservoirs

- Have an accredited Environmental Management System or International Certification, e.g. ISO 14001 or -
- Document containing the policy and corporate environmental management system in place and commit to obtain certification within 3 years

- Certification of having adopted national or international parameters or standards, e.g. ISO 26000 standard, similar or -
- Document that demonstrates the implementation and fulfillment of corporate practices and goals in Corporate Social Responsibility, and with respect to ethnically diverse groups or communities

Relevant elements of qualification to request incorporation of areas and submission of offers

- Reception of requests and qualification processing is on a permanent basis
- Deadlines for submission of documents, review of the interested parties and publication of the updated list of those qualified to participate in the next cycle
- Plural participants may be qualified by initial application or by subsequent application of individual qualified applicants

Q&A:



Technical Workshops



El futuro es de todos

Minenergía

Technical WORKSHOPS



COLOMBIA ROUND 2021

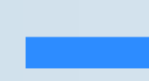


El futuro es de todos

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Every Friday

8:00 a.m.



10:00 a.m.

Colombia - Uraba Mega Area	April 9
Colombia - Uraba Mega Area	April 16
Sinu - San Jacinto Mega Area	April 23
Choco Mega Area	April 30
Lower Magdalena Mega Area	May 7
Middle Magdalena Mega Area	May 14
Upper Magdalena Mega Area	May 21
Llanos Mega Area	May 28
Pacific Offshore Mega Area	June 4

SUPPORTED BY UNIVERSITIES AND ASOCIATIONS

