

**TERMS OF REFERENCE FOR CONTRACTING THE STUDIES OF THE ALTERNATIVES,
FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN
THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE,
INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL
AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM**

LEGAL AND FINANCIAL ANNEX FINDETER - DESCRIPTION OF THE FINANCIAL AND LEGAL
SCOPE FOR THE DEVELOPMENT OF THE CONTRACT

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1. GLOSSARY

- **CONTRACTOR:** Is the natural or legal person who, due to their technical, legal and financial competence, will be hired to develop the purpose of this call, according to their respective Terms of Reference.
- **CAPEX:** Corresponds to the investment of resources in the construction and / or development of a project and / or infrastructure.
- **EVALUATION COMMITTEE:** the group of people belonging to Findeter, who will be responsible for evaluating the proposals received, in accordance with the Terms of Reference of this call. This committee will have the participation of advisors with specialties in the legal, financial and technical fields.
- **CONTRACT:** It is the document signed by Findeter and the winner of the Call by which the latter will have the status of Contractor and will develop the object of these Terms of Reference.
- **FINANCIAL AND LEGAL STRUCTURE:** It will be understood as the set of activities and studies that are carried out to determine the best conditions under which a project must be carried out at the financial and legal level. The objective is that the conditions can be transformed into obligations, duties and rights of the parties within the framework of the existing regulations, so that the realization of the project can be specified. Likewise, it is understood that the financial and legal structuring includes carrying out the promotion activities necessary to achieve the highest degree of involvement of participants in the selection process. Precisely, all studies and analyzes at the level of feasibility in which the variables of the financial and legal component of a project are evaluated will be considered as financial and legal structuring activities, and these analyzes will result in a selection process for execution of said project. Financial and Legal Structuring Contracts are NOT considered: i) Interventions, ii) Analysis or studies of financial or economic viability of projects, iii) Studies at the pre-feasibility or preliminary level, iv) Structuring or Restructuring of working capital conditions or terms of debt and financing, v) Preparations of Master Plan for any sector, vi) Restructuring, repowering or expansion of concession contracts or public works.

- OPEX: It is the recurrent cost in the operation of a project and / or infrastructure. It can be translated as operating expense, operating expenses, or operational expenses.

- PROJECT: THE STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM

- INFRASTRUCTURE PROJECT: These will be those works that correspond THE STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM

1. OBJECT OF FINANCIAL AND LEGAL ADVICE

The purpose of the contract is to carry out the financial and legal activities and analysis required to structure and execute the project STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM

It is important to consider that the financial and legal structuring includes the inputs received from the technical structuring of the STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM, to incorporate them into the necessary financial and legal studies and analyzes for the design of an integral transaction and subsequent structuring and bidding of the project.

To this extent, the object and scope of the financial and legal structuring are comprehensive, alternative execution models must be presented, both individually and collectively, so that there is a variety of possibilities and scenarios for decision making. In any case, each of the products must reflect the financial and legal analysis required by each of the components of the project.

The Legal and Financial Structuring of the STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM, seeks the elaboration of the integral analyzes necessary for the execution of the project, surrounding all the financial and legal aspects that are applicable for the materialization and execution of the same, including the necessary accompaniment in the pre-contractual phase, the elaboration of all legal documents necessary for the selection of construction and supply contractors (or concession or APP if this is determined during the financial and legal structuring process), including the supervision, conclusion and completion of the respective contracts.

Regarding the distribution of risks, the financial and legal component will be responsible for studying and proposing, together with the technical component, the necessary measures for an adequate assignment of the same in all contracts to be entered into, including the mitigation provisions that are necessary inside of these. For this purpose, it will consolidate the risk matrix in the pre-contractual

phase and will accompany the contracting entity integrally in the process of assigning them and in adopting the mitigation measures for the corresponding risks.

Without prejudice to the minimum equipment required in accordance with these Terms of Reference, the Contractor must have a group of experts in each of the areas of legal and financial knowledge that are necessary to support FINDETER, in the correct structuring and execution of STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM

In developing the role of the Contractor, the latter must initially review and understand the existing information (Due Diligence) and update and support the design of the transaction, participating in the definition of the type and quantity of contracts required to execute the Project, including those of supervision.

2. SCOPE

2.1. Start: Work plan and schedule

The contractor will prepare and submit, within five (5) business days following the signature of the contract's beginning minutes, a work plan (methodology) and a timeline describing the way in which it intends to organize to comply with the contractual scope with the activities and tasks envisaged and the dates on which it will execute them.

The work plan and the schedule must expressly identify the activities to be developed, their distribution over time, the delivery of the reports, the partial deadlines and the start and end dates of each of them.

The contractor must present his Work Plan and Schedule, which reflect, as a minimum, the activities described in this annex. Among other aspects you should understand:

- Methodology for the development of the activities foreseen in this annex.
- Methodology for the collection, inventory and analysis of existing information.
- Achievements and objectives to achieve.

- List of contacts (name, phone, email) of the professionals who will participate in the contract and communications protocol.
- Organizational structure, with the assignment of roles and responsibilities.
- Identification of the dates of presentation of each of the deliverables (partial deliveries, scope of partial deliveries and final deliveries) and identification of relevant milestones for the development of the contractor.
- Detailed schedule of the different activities, in Project or Excel format, in which the critical route of the works, delivery dates of the products and control milestones are defined.
- Identification of elements that are inputs of technical contractor, LEGAL AND FINANCIAL WITH PROGRAM OF GENDER EQUALITY AND SOCIAL INCLUSION TO STUDY ALTERNATIVES, feasibility and engineering designs DETAILS OF IMMERSSED COLLECTORS IN THE PLAN OF REORGANIZATION WATER MIROLINDO PICALLEÑA OF THE MUNICIPALITY OF IBAGUE, as well as the maximum dates in which the information is required for the development of the activities foreseen in this annex.

2.2. Stage 1: Financial and Legal Due Diligence

The contractor will develop a report of financial and legal due diligence which must contain at least the following information:

A. Financial Analysis:

- a. Identification of national experiences to identify transaction structures, if applicable, and in accordance with the verification meeting to be carried out with the beneficiary of the project, areas of projects with similar conditions and investment, operation and maintenance values, to dimension the integral project.
- b. Identify the main challenges of a financial nature that the project faces (construction financing, minimize public contribution, guarantee sustainability, have the greatest possible service coverage, etc.).
- c. Identification of the funding sources that have been implemented in projects of this nature and that have served to promote the development and execution of said projects and establish the procedures that are necessary to access said financing resources.
- d. Identification of income sources of the project i.e, sale of services., which will be validated with the offer of services proposed by the technical component.

- e. Review of exercises and estimates on the integral project and its components made by the municipal entities, in case these exercises have been developed.

B. Normative and legal analysis:

In this stage, all the documentation, information and existing and available analysis of the project will be reviewed to understand the guidelines and proposals proposed by those who elaborated the need for this component. The foregoing, with the aim of understanding and identifying the current regulations applicable to the project. The following activities will be carried out:

- a. Review of the legal, regulatory and contractual framework applicable to the project and each of its components, especially from the environmental and social component.
- b. Analysis of the urban norm applicable to the project that includes the following elements: analysis of land use, urban treatment, environmental effects, affectations by infrastructure of public services and by road affectations and restrictions by threats and risks.
- c. Analysis of the necessary instruments, according to the results of the revision of the urban norm applicable to the project. This analysis should include an action plan, identifying the critical route to be executed at the time of the contract to enable the land (land and norm) in case diagnosis difficulties are identified.
- d. Identification of the regulations applicable to the obligations of the contractors, as well as the risk factors and limitations for compliance with the contractual objects, and their mitigation mechanisms under current regulations and good market practices.

C. Support in the identification of procedures licenses, permits and authorizations.

- a. Support in the identification of the approvals, licenses and authorizations required for the development of the project, including, among others, those issues related to environmental and social issues.
- b. Support in the elaboration of an Action Plan, identifying a critical route, to be executed during the contract period to achieve the issuance of licenses, procedures or authorizations necessary for the legal viability of the project.

- c. Projection of documents, administrative acts, concepts and requests that are required for the procedures that allow the legal viability of the project.

In the same way, with the analyzes carried out in this stage, we will seek to understand and align the scope and work plan to be developed for each of the components that make up the project.

2.3. Stage 2: Evaluation of alternatives for project implementation

The contractor will develop a report where the evaluation of different alternatives of execution of the project is presented, which must contain at least the following information:

- a. Analysis of the legal and institutional framework and the assignment of roles of the institutions of the municipality in the different phases of the project (construction, operation and maintenance), as well as the relevant regulations for its development. It will be important to review the conditions and institutional and financial capacity of the entity that will sign the contract or contracts for the construction, operation and maintenance of the project.
- b. Identification of alternatives for the implementation of the project in the construction, operation and maintenance stages.
- c. Identification of all the actors involved in the transaction, their interrelationships, the role they will play and the responsibilities they will have during the development of the Project.
- d. Carry out a characterization of the different alternatives for project implementation, this means a detailed description of the financial and legal conditions for each of the alternatives analyzed.
- e. Analysis of the regulatory framework of the alternatives proposed.
- f. Preliminary quantitative analysis, with the existing secondary information, to have orders of magnitude with respect to the public contribution (if required) in each of the alternatives.
- g. Determine the possible risks of the implementation alternatives in each of the components (technical, financial and legal).
- h. Preliminary analysis of public resources connection.

- i. Carry out a preliminary approximation of the public-private comparator proposed by the current regulations to analyze the applicability of execution of a possible Public-Private Partnership for the integral project and / or for some of the components. First approach to the analysis of value for money of the project (analysis of eligibility).
- j. Analysis and evaluation of the interest and capacity of the market to finance the project, for each of the alternatives.
- k. In accordance with the previous analyzes, the contractor will prepare a report with the viable alternatives from the financial and legal point of view for the implementation of the different phases of the project (construction, operation and maintenance) and suggest the best alternative

2.4. Stage 3: Financial and Legal Structuring

The contractor will develop a report in which the design of the transaction is presented in the case that it applies in accordance with the alternative suggested and selected by FINDETER, which must contain at least the following information:

A. Development of the Transaction Scheme

- a) Prepare the conceptual outline of the transaction according to the selected alternative, describing the contractual relations and the flow of resources among those involved and the obligations assumed by each of the agents.
- b) Analysis of the institutional framework for the project. The most suitable legal figure must be determined, who will be responsible for signing the contract (s) for the execution of the project. Within the analysis, the legal competences and financial capacity of the entities involved in the integral project must be identified and reviewed.
- c) Verification of the capacity of the entity (according to the legal figure) to contract, according to the modality suggested in the analysis of alternatives. It is important to take into account the definition of the contracting entity, as well as its capacity to subscribe long-term contracts with private partners if this is the case.
- d) Support and production of joint analyzes with the technical component of the STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUE, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM

For the identification and definition of the services that the project will provide to users. The identification must include the assignment (public or private actor) of the person who will provide the service. The study of load capacity, as well as the market study will be input for the definition of the service offer that the project will provide to users.

e) Analysis of the offer of services and rates that for STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DETAILED ENGINEERING DESIGNS OF THE COLLECTORS IMMERSSED IN THE MIROLINDO PICALÉÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUÉ, INCLUDING THE FOLLOWING COMPONENTS TECHNICAL, LEGAL AND FINANCIAL AS WEEL AS THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM . Propose the technical component. Likewise, it should analyze the aforementioned service offer in light of the services they provide is a component in the municipality

f) Analysis of the user-proposed rate by the municipality. Likewise, it should analyze the rates in light of the rates charged by this type of services currently operating in the country, specifically those charged in the city of Ibagué, which may be comparable to what the project requires.

g) Identification and analysis of the sources of income that the project allows.

h) Analysis of the linkage of public resources by territorial and / or national entities, evidencing the real possibility of having these resources during the validity of the project.

i) Identify and quantify sources of financing and determine the most efficient, concrete and available structures, and financing instruments, including the assessment of borrowing capacity and the associated co-financing possibilities for the recommended transaction scheme

j) Analysis of the project management schemes that may include fiduciary models for the administration of resources, structuring of guarantees and proposing the minimum financial capacity that future interested bidders should have. This analysis will contrast the different income alternatives of the project with the dynamics and conditions of the financial market to apply to the project a bankability analysis for each of the modalities of income and financing, based on this, recommendations should be made that make viable the selected implementation alternative for the project.

k) Identification and quantification, if required, public contributions for the development of the project.

l) Analysis of the fiscal space of the district or municipality to comply with the applicable law in terms of fiscal indicators, in case public contributions are required to finance the project or any of its stages.

m) Determine in a preliminary manner the risks associated with the execution of the project in accordance with the selected alterative, as well as the actions that could mitigate them.

n) Analyze the conditions of the insurance market for this type of project, and recommendations on the best strategy or approach for the achievement of guarantees and policies.

o) Depending on the determined structure, a tax analysis will be developed that contains at least the following aspects:

- Identification of taxes applicable both nationally and territorially
- Determination of the tax base and rate for each one
- Determination of the applicability of the tax incentives or benefits established in the regulations on the subject

p) Recommend possible synergies of the project with the other projects of the municipality and that are related to this sector.

q) Present the process that, according to the selected alternative, must be implemented to execute the Project.

r) Cost-benefit evaluation of the project in the different modalities: according to the methodology of social evaluation established by the National Planning Department and based on the guidelines of the Policies and Performance Standards on Social and Environmental Sustainability, it must be carried out the cost - benefit evaluation of the Project, analyzing its social, economic and environmental impact on the population directly affected, estimating the expected socioeconomic benefits. The socioeconomic evaluation developed in the technical component will be input to perform the cost - benefit evaluation of the project.

B. Financial model

The contractor will develop a financial model under the applicable accounting and financial rules, in an open Excel file, formulated, without programming or hidden sheets that prevent the understanding and tracking of it. The model must contain at least the following information:

a) Monthly and annualized financial projections that include financial statements (balance sheet, income statement, cash flow), financial indicators applicable to this type of project, structuring of debt, insurance, investments, costs and expenses, source analysis and uses, sensitivity analysis and all other financial tools that are considered applicable, convenient and timely for this type of project.

b) Detailed income module according to the sources identified and defined as the most suitable for this type of project. The analysis should not be limited only to traditional possibilities, but should also incorporate other existing alternatives in the market for this type of project. It must also evaluate, propose and quantify alternatives that it finds viable and are identified during this process.

c) Capital investment module (capex and opex) based on technical information (budget and investment plan).

d) Debt module that includes financing needs of the project, term, rate, type of credit and debt - capital structure.

e) Sensitivity analysis and construction of scenarios based on (i) demand, (ii) tariffs (iii) revenue from commercial development if applicable, (iv) construction costs, (v) construction expenses, among others.

f) Scenarios close to reality in order to evaluate the behavior of the model in situations where one or more variables are affected. For these purposes you must use Monte Carlo simulations or other methodology that allows the analysis. Likewise, these scenarios should make it possible to measure the impact in case of materialization of Project risks and the cost of mitigating them both for the private sector and for the public sector.

g) Project evaluation module which should contain benefit / cost analysis of the Project, investment profitability indicators (Net Actual Value and Internal Rate of Return), to develop the Project.

h) Quantification of the need for public resources for the financial closure of the project, taking into account: debt-capital structure, conditions of the

debt, macroeconomic variables, investment schedule, and other variables that could affect the profitability and / or bankability of the Project.

i) Tax analysis applicable to the Project in accordance with the current regulations and the proposed scenarios.

j) In case there is the possibility that subsidies are required by the municipal government, the possible availability and possible sources of public resources such as future vigencias and / or credits of multilateral agencies should be considered in order to incorporate the variables and analysis from the legal point of view for each of these alternatives in the structuring process.

k) Analysis of scenarios. The work in the different phases of the Project must be identified and discriminated, such as pre-construction, construction and operation. You must present and analyze the

financing costs of the different alternatives locally and internationally. For this purpose, it will include the analysis of different traditional and non-traditional financing options.

C. Risk analysis

The contractor will develop a risk analysis which must contain at least the following information:

- a) Risk model for the interested parties in the Project in accordance with the defined business model, applying the methodology established by the National Planning Department.
- b) Identification, assignment, qualification, valuation, quantification and design of risk mitigation mechanisms for the business model that links strategic capital to the execution of the Project, in accordance with the applicable regulation and methodology.
- c) Quantification of contingencies based on a probabilistic model of the variables that may have an impact on the development of the Project, under the corresponding regulatory framework.
- d) In the event that the project components that are defined with the PPP (Public-Private Partnership) Mechanism or concession, the analyzes must be advanced established by Law 1508 of 2012 and existing regulatory decrees.

D. Documents for legal viability of the Project

At this stage the contractor will develop all the necessary documents for the legal feasibility of the project, to support the technical component, as well as the necessary documents for the bidding (s) of the project according to the design of the transaction. Among the documents to be developed are:

- a) Projection of documents, agreements, administrative acts, concepts and requests that are required for the procedures that allow the legal viability of the project.
- b) Preparation of the preliminary studies, preplanning document (if it is defined as appropriate), specifications, annexes and formats required for the selection process (s) that are required in accordance with the design of the project transaction, including the supervision of the same.
- c) Preparation of minutes for the contracting process or processes that are required in accordance with the design of the project transaction, including the supervision of the same.
- d) Identify the applicable legal requirements for the preparation of draft specifications for the contract (s) according to the structure of the project, including the supervision.
- e) Coordinate with other instances of the project, as well as with the institutions in charge of the Project, the components that are deemed necessary to include them in the bidding specifications for the contracts that are defined and the respective auditing.

f) Prepare draft specifications for the contract or contracts in accordance with the structure of the Project and supervision, in accordance with the rules applicable to contracting and the requirements outlined by the authorities involved.

g) Estimate and propose the amount of guarantees to be requested from the proponents in all the selection processes, determining the amounts and characteristics of the guarantees, with the respective support and their responsibilities.

h) Project and develop the answers to the concerns and requirements in relation to the scope and understanding of the documents resulting from the structuring.

i) Prepare the final specifications in accordance with the conclusions reached in the preplanning stage.

j) Accompany the institutional bodies involved during the hearings for the clarification of specifications and definitive assignment of risks and, in general, in all types of meetings that take place in relation to the selection processes required for the execution of the Project.

k) To advise and elaborate the modifications that are considered necessary to the specifications.

l) Submit a Finder and the municipality of Ibagué, the pre-contractual documents (pre-drafts and final specifications of the conditions, programs, evaluations, responses and comments, etc.) and the necessary contracts to advance the required selection processes.

m) Advise and accompany the contracting entity in everything that is required for the correct drafting of the documents resulting from the legal structuring, in the way that they can be used correctly in the selection processes required by the Project.

n) Participate in the rounds of questions, plan and develop the answers to the concerns and relationships in the scope and understanding of the technical documents of your contract, in cases that require coordinating these activities with the technical structure of the Park and Cable.

o) Advise and accompany the promoting entities in the processing of permits, authorizations and administrative acts that require the availability of project resources.

E. Complementary

In the event, in the alternative, the project will be published. At a minimum, the following elements should be developed:

a) Analysis of Value for Money (public-private comparator): development of the public-private comparator tool in accordance with the maintenance of technical information in Technical Note 2 - The concept of value for money and the public-private comparator. one

b) Adjustments to all the documents of the structure. The reports are also prepared.

Stage 4: Advice and accompaniment in the processes of selection and contracting of the processes that are defined (including the respective interventorías)

The contractor will advise and support the contracting processes required for the execution of the project in accordance with the established business model. Among the activities to be carried out are:

a) Support in the necessary actions for the convocation of the process, dissemination of the specifications, required public hearings and resolution of subsequent doubts that may be presented to the proponents about what is established in them. To carry out these activities you must prepare answers to the questions, clarify the studies and previous documents, annexes, draft specifications, final conditions, minutes of the contracts, prepare the minutes and other administrative acts and, in general, accompany in all activities until the

award of the contract, in accordance with the guidelines of the granting entity defined.

b) Support to the promoting entity in the contracting process of the project, as well as the review of the documentation sent by the bidders of the project in case it is required.

a) Accompany in the evaluation of the proposals, adjudication, signature and legalization of the contracts that result from the selection processes that are carried out to materialize the Project to CONTRACT THE STUDIES OF THE ALTERNATIVES, FEASIBILITY AND DESIGNS OF DETAILED ENGINEERING THE IMMERSE COLLECTORS IN THE MIROLINDO PICALLEÑA WATER SANITATION PLAN OF THE MUNICIPALITY OF IBAGUÉ ", INCLUDING THE TECHNICAL, LEGAL AND FINANCIAL COMPONENTS AND THE GENDER EQUITY AND SOCIAL INCLUSION PROGRAM. This task includes advising on the response to all types of petitions, appeals and actions that are filed against the decisions of the district administration, including adjudication or declaration of desertion.

c) Accompany the contracting entity in the tasks that entail the improvement of the contracts (including interventorías), including the approval of the guarantees presented by the contractors

3. DELIVERABLES

In accordance with the aforementioned scope, the deliverables of the financial structuring are those listed below:

PHASE	STAGE	DELIVERABLES
1	Start	Work plan and schedule
	1	Due Diligence Report
	2	Alternatives Analysis Report for the implementation of the project
2	3	Financial Structuring Report that must contain at least the following volumes:
		Development of the Transaction Scheme according to the chosen alternative
		Financial Model
		Risk analysis
		Documents for the legal viability of the project
	Complementary *	
4	Report with the activities developed in the accompaniment to the selection and hiring process	

In the event that the project or any of its stages is executed through the APP or concession modality.

4. DEADLINES The following table shows the delivery times for the different products without exceeding the TEN (10) MONTHS of the contract, which must be parallel to the execution of the technical component.

PHASE	STAGE	DELIVERABLES	MAXIMUM DEADLINE FROM THE SIGNING OF THE RECORD OF THE HOME
	Start	Work plan and schedule	5 working days

1	1	Due Diligence Report	At 1.5 mes
	2	Alternatives Analysis Report for the implementation of the project	At 3 months
2		Financial Structuring Report that must contain at least the following volumes	At 8 months
		Development of the Transaction Scheme according to the chosen alternative	
	3	Financial Model	
		Risk Analysis	
		Documents for the legal viability of the project	
		Complementary	
	4	Report with the activities developed in the accompaniment to the selection and hiring process	From month 8 to 10
	Final	Act of liquidation	

5. MINIMUM STAFF PHASE 1

The following is the minimum personnel required for the structuring of the legal and financial component

Structuring Team	Amount	Dedication
Specialist Lawyer	1	50%
Junior Lawyer	1	50%
Financial Leader	1	50%
Financial Models Specialist	1	50%
Risk Specialist	1	50%
Junior Financial	1	100%

6. MINIMUM STAFF PHASE 2

The following is the minimum personnel required for the structuring of the legal and financial component

Structuring Team	Amount	Dedication
Specialist Lawyer	1	50%
Junior Lawyer	1	25%
Financial Leader	1	25%
Financial Models Specialist	1	25%
Risk Specialist	1	50%
Junior Financial	1	50%