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LOS CABOS TOURISM BOARD

BANCO SANTANDER MÉXICO, SOCIEDAD ANÓNIMA, INSTITUCIÓN DE BANCA MÚLTIPLE, GRUPO FINANCIERO SANTANDER MÉXICO, IN ITS CAPACITY AS TRUSTEE OF THE IRREVOCABLE INVESTMENT TRUST, ADMINISTRATION AND SOURCE OF PAYMENT FOR THE MUNICIPALITY OF LOS CABOS.

"ANNEX II" TECHNICAL ANNEX

CREATIVITY AND PRODUCTION SERVICES IN INTERNATIONAL MARKETS, FOR THE DESTINATION LOS CABOS, BAJA CALIFORNIA SUR.

A. DESCRIPTION OF THE SERVICE OBJECT OF THE CONTRACT. The services object of this contract, specifications and terms of reference required **Banco Santander México, Sociedad Anónima, Institución de Banca Múltiple, Grupo Financiero Santander México, in its capacity as trustee of the Irrevocable Trust of Investment, Administration and source of payment for the Municipality of Los Cabos** from now on "**FITURCA**", are as follows:

OBJECTIVES. Hire the **Creativity and Production Services in international markets, for the destination Los Cabos, Baja California Sur**, in order to design the image strategy, generation of creative concepts, positioning and brand architecture for the Los Cabos campaigns that it carries out "**FITURCA**", which allows the generation of content for traditional, digital, social networks and pages *web*, which allow the execution of a promotional campaign directed and adapted to the different international markets of influence in the destination of Los Cabos.

The execution of the image strategy, creative concepts and content generation will improve positioning, increase awareness and dissemination of the brand *LOS CABOS*, in the main international markets of influence in the destination, in order to contribute to the fulfillment of the following objectives:

1. Increase the number of national visitors and economic spillover to the destination.
2. Raise awareness of multi-consumer activities (*multitarget*) and multi-destination that make up the tourist offer of Los Cabos.
3. Increase positioning, recall (*top of mind*) and recognition of the trade mark "*Awareness*" of Los Cabos as an exclusive world-class destination, which has a wide range of alternatives of tourism products and services linked to the wide biodiversity product of sharing the Pacific Ocean, the Sea of Cortez and the desert of Baja California, such as: beach, climate, desert, activities, gastronomy and luxury products, which provide national visitors with various offer options, distinguishing itself from the other tourist destinations in Mexico as the most exclusive, leading it to be an aspirational destination before the final consumer and the tourism industry.

B. JUSTIFICATION. Have the services of an expert agency in Creativity and Production Services for traditional and online media, in order to support "**FITURCA**" in the generation of campaigns

aligned according to market needs and with the same creative line that is shared in the disciplines where promotion and marketing are done.

Have a creativity agency and production of material for traditional media, digital, social networks and pages *web* for the international market, it will allow the integration of a unique message linked to the new brand architecture that allows generating effective messages about the attributes of the destination related to the brand *LOS CABOS* in order to reach and generate larger audiences among consumers and industry.

The programming of the actions in coordination with the advertising agency will respect the new trends, seasonality of the market and the periods of high demand in addition to promoting tourism with successful actions in a timely manner.

The knowledge of the markets is extremely important to achieve the objectives that are established allowing to place in a timely manner the messages that attend the motivations, in adequate time responding to the knowledge that one has of the destination and taking advantage of specific opportunities that are generated in the markets.

C. DESCRIPTION OF THE SERVICES TO BE CONTRACTED: Hiring an advertising agency that provides "**FITURCA**" creativity and production services in international markets, for the destination Los Cabos, Baja California Sur, which includes:

1. Market research and intelligence.
2. Strategy and generation of creative concepts for campaigns you carry out "**FITURCA**" for international markets.
3. Campaign production, *Master* of communication and other creative materials for the promotion of the destination.
4. Brand architecture and positioning, elaboration and / or updating of brand manuals.
5. Image and video survey.
6. Qualification and classification of *acquis* in the digital platform of "**FITURCA**".

These services must be covered by a **Work Plan** that must be submitted in a free format 30 (thirty) calendar days following the issuance of the ruling and may be modified during the period of execution of the services, at the request of the WINNING BIDDER, which is awarded or according to the needs of "**FITURCA**", in order to adapt the **Work Plan** to the opportunities, market conditions or other supervening situations that arise, without at any time exceeding the maximum amount of the budget allocated for the execution of the contract.

All modifications to the **Work Plan** must be agreed in advance and approved in writing, by signing both parties of the "Modified Work Plan", situation by which the WINNING BIDDER will refrain from carrying out any action that is not considered and approved in the original Work Plan or its modifications.

"**FITURCA**" you can request changes by **Work Plan** throughout the duration of the contract without implying an increase in the costs of agency fees.

C.1. MARKET RESEARCH AND MARKET INTELLIGENCE. The WINNING BIDDER must propose and generate and/or contract specialized studies to generate, design and adjust brand strategy and concepts creative for the campaigns you carry out "**FITURCA**".

- a) This service includes the generation and / or hiring of specialized studies that provide strategic information on markets, trends, brand, values, among others that serve as a basis for the generation of the brand strategy and generation of creative concepts and use all the sources of information and intelligence that it has. "**FITURCA**".
- b) The tenderer shall be responsible for generating a set of necessary market research to support the creative strategies and campaigns you carry out "**FITURCA**".
- c) The bidder will be responsible for proposing and identifying and, where appropriate, contracting market studies through third parties.
- d) The tenderer must follow up on the information provided by the contracted studies.
- e) The bidder must carry out market analysis reports which support the strategies that include the following variables: market trends, competition, size and market segments, competition, consumer habits, among others.

C.2. STRATEGY AND GENERATION OF CREATIVE CONCEPTS. The WINNING BIDDER:

- a) Generate the brand strategy to guide the positioning and creative concepts of the campaigns generated based on profiles, messages and moments.
- b) These strategies will be based on studies, inferences and strategic information on markets, trends, brand, values, among others.
- c) Elaboration of the creative concepts necessary to execute the campaigns of "**FITURCA**" institutional, cooperative and trade in traditional and digital media for each market niche: destination, weddings, romance, *Wellness*, golf, luxury, gastronomy, LGBTQ+, meetings industry in various traditional, digital and mobile media, among others.
- d) Generation of creative communication guidelines for institutional campaigns, cooperatives and *trade*. Proposals for campaign slogans and creative rationale will be generated, as well as graphic identifiers such as logos, iso logos, isotypes, brand use manual of each campaign among others as well as exercises and adaptations necessary for cooperative programs, events, promotional actions, among others.
- e) Design and presentation of the rationale that supports the long-term creative strategic planning of "**FITURCA**" in order to generate continuous campaigns that avoid risks linked to the seasonality of the campaigns.
- f) It will be responsible for the implementation of strategies, translations and adaptations necessary to provide the aforementioned creative services in non-English-speaking markets using the necessary specialized partnerships and services.
- g) Evaluate, test and / or measure the effectiveness of strategies and campaigns with tests, studies, surveys, focus groups, and any type of source of information that allows identifying challenges, problems and strengths of the campaigns to improve their execution.

C.3. CAMPAIGN PRODUCTION, MASTER COMMUNICATION AND OTHER CREATIVE MATERIALS. It will be the responsibility of the WINNING BIDDER the production and *Copy* of all kinds of materials of the institutional campaigns, cooperatives and the *trade* for each market niche:

destination, weddings, romance, *Wellness*, gastronomy, golf, luxury, LGBTQ+, meetings industry for the different media: Radio, Television, Print, Electronic Media, Digital, Mobile, Collateral Materials, page *web*, *blogs*, *newsletter*, digital items, *Kits* of promotion, pavilions and *Stands*, as well as, its adaptation in the formats that are requested, making the adjustments that are necessary to attend the campaigns, the creative formats include programming and generation of pixels and everything necessary to run with the traffic of materials necessary for the campaigns according to the following specifications:

- a) The production of materials will consider the pre-production and post-production of videos, design of materials, still photos and audio recordings, among others, including image gathering, image purchase, recording of announcers, composition of original music, generation of audio design, audio mixes for radio, television and sites *web*, rotoscopes, white balances, color correction, animation generation and programming *HTML*, as well as, the realization of inter negatives, the services will also consider their adaptation to various sizes and formats of existing versions, as well as the creation of new versions from existing materials.
- b) Prepare messages to include in campaigns with at least 2 options for each *Target*.
- c) Format mapping.
- d) Search for assets in the digital platform of aservo de "FITURCA".
- e) Selection of images.
- f) Elaboration of *Copy*.
- g) The materials generated must be classified in a systematized catalog previously agreed and approved by "FITURCA" at the beginning of the term of the contract.
- h) The materials and adaptations requested must be delivered to "FITURCA" within periods not exceeding 48 hours from the service request made by the Marketing Directorate.
- i) The materials must be produced and adapted for the different international markets, so the WINNING BIDDER may hire or rely on specialized third parties.
- j) It will be the responsibility of the WINNING BIDDER, the management and renewal of contractual relationships with talent and copyright, the rights and trademark registrations must be processed in the name of "FITURCA"
- k) The materials produced must be delivered in version *Master* for being owned by "FITURCA".
- l) The services consider the generation and animation of presentations, content in text and translation, correction of style, production, adaptation and printing of materials, likewise, the WINNING BIDDER must provide applications and decorative elements, generate proposals for designs of promotional spaces, invitations and promotional material or any that is requested for the different promotional activities.
- m) Likewise, the WINNING BIDDER must design and generate the collateral and promotional material for each market niche that is required by "FITURCA".
- n) In case the contracting of external specialized services is required for the generation of *Copy* and / or collateral material by specialization or volume, the bidder will be responsible for the identification and contracting of the service through third parties.

C.4. BRAND ARCHITECTURE AND POSITIONING, UPDATING AND/OR ELABORATION OF BRAND MANUALS. The WINNING BIDDER must:

- a) Develop and update the brand architecture with which **"FITURCA"** currently counts considering the new market trends, *Target*, attributes and characteristics of Los Cabos and market needs.
- b) Define the global strategic positioning by market and specific positioning for primary and secondary and niche markets and their descents by channel.
- c) Generate a *Playbook* of Los Cabos that includes brand architecture, positioning, audiences, markets, key messages, attributes, segments and products.
- d) Develop and update the brand use manuals and all those informative documents that serve to align brand efforts between various actors of the destination including the agencies contracted by **"FITURCA"**, local service providers, among others.
- e) Elaboration and / or updating of the Institutional manual for each creative campaign for the markets where campaigns are carried out considering all types of radio, television, printed, electronic media, digital, collateral materials, presentations, designs and others for promotion. This will be delivered once the advertising strategy has been prepared and approved.

C.5. IMAGE AND VIDEO SURVEY. The WINNING BIDDER must:

- a) Propose a calendar, formats, dates, locations, talent, treatments, creators, equipment and everything necessary to carry out the photo and video survey that is required for the production of campaigns, communication master and other creative materials.
- b) Take care of the identification and contracting of the service through third parties and must carry out comparative studies of three suppliers among which at least one local company must be found. In case the agency has the capacity to provide such a service, it may be included as one of the three providers.

C.6 QUALIFICATION AND CLASSIFICATION OF ACQUIS IN THE FITURCA DIGITAL PLATFORM. The WINNING BIDDER must:

- Mantener, classify and qualify the material and assets you already have **"FITURCA"** through its digital asset management tool. It must propose qualification and classification schemes that allow its optimal use and the bidder will be responsible for keeping updated and classified in the digital platform of **"FITURCA"**, the collection of photography and video with the material that is generated under the protection of this contract.

D. REPORTS AND REPORTS. The WINNING BIDDER during the term of the contract must refer to **"FITURCA"** the reports or information that are requested through the Contract Administrator appointed by **"FITURCA"**, within a period that will not exceed 3 working days from the date of receipt of the request, which may be done by email at the addresses established for this purpose in the contract, which must be prepared in the format agreed between both parties, provided that the information derives from the execution of the services object of this contract.

The WINNING BIDDER must submit monthly to **"FITURCA"** a cash flow with the physical-financial progress accumulated in the execution of the contract, which considers the status of the budget established in the contract including the actions pending billing, the shares paid, shares payable

and the amount available, said report must be sent to the Contract Administrator designated by "FITURCA", within the first 5 (five) business days of each month, in digital format.

E. APPROVAL OF MATERIALS AND VERIFICATION OF SERVICES. During the term of the contract, the WINNING BIDDER will refer to the Contract Administrator designated by "FITURCA" for review and approval, the invoices, as well as, the verification and witnesses that protect the amount of the services provided, according to the following table:

Activity	Periodicity	Description	Check Format
C.1. Intelligence and market research	Unique	Presentation of proposal for the application of market intelligence and proposal of the required market studies.	Electronic media / PDF format
C.2.Brand strategy and generation of creative concepts	Unique	Presentation of the strategy and 3 creative concepts for institutional campaigns, <i>trade</i> and cooperatives.	Electronic media / PDF format
Lowering of the strategy / guidelines of creative concepts for institutional campaigns, <i>trade</i> and cooperatives.	Unique	Presentation with the execution strategy by market and niche market: destination, weddings and romance, <i>Wellness</i> , golf, LGBTQ+, luxury, meetings industry by means, graphic application, (<i>Master</i>), <i>Copy</i> and communication guidelines and messages for each campaign.	Electronic media / PDF format
Evaluation of creative campaigns	Quarterly	Presentation of the evaluation of the creative campaigns, recommendations and action plan based on the <i>KPIs</i> .	Electronic media / PDF format
C.3 Production of campaigns, <i>Master</i> of communication and creative materials.	Continuous	Preparation of the material according to the work plan.	Electronic storage medium

<p>C.4 Brand architecture and positioning, elaboration of brand manuals</p> <p>Update the brand architecture.</p> <p>Generate a <i>Playbook</i> of Los Cabos architecture</p> <p>Brand Use Manual.</p> <p>Market analysis.</p> <p>Preparation and/or updating of the Institutional manual.</p>	<p>Unique</p> <p>Unique.</p> <p>Unique.</p> <p>Quarterly</p> <p>Unique</p>	<p>Delivery of the update of the brand architecture and positioning by market.</p> <p>Delivery <i>Playbook</i> branded.</p> <p>Delivery manual update of the trademark use manual.</p> <p>Delivery of market and competition analysis report.</p> <p>Delivery of manual by campaign.</p>	<p>Electronic medium storage</p> <p>Electronic medium storage</p> <p>Electronic medium storage</p> <p>Electronic medium storage</p>
<p>C.5 Image and video survey</p>		<p>As required by the plan.</p>	<p>Electronic storage medium and digital platform of "FITURCA".</p>
<p>C.6 Classification and classification of acquis</p>	<p>Quarterly</p>	<p>Delivery of a list of qualified and classified materials uploaded to a functional online platform for these types of applications that has been approved by "FITURCA".</p>	<p>Electronic storage medium and digital platform of "FITURCA".</p>

It is the responsibility of THE WINNING BIDDER to deliver to the Contract Administrator, the verification of the services provided and accrued in accordance with the above table.

The Contract Administrator is responsible for receiving, reviewing and accrediting all supporting documents in order to review the billing of the services performed in order to manage the payment process before "**FITURCA**", subject to its approval.

For the purposes indicated in the previous paragraph, the WINNING BIDDER must send the Contract Administrator the following documentation:



- Work Order approved by "**FITURCA**".
- Original invoice.
- Deliverables according to the table above.

"**FITURCA**" reserves the right to refuse any material, deliverable, billing document or justification of expenses that is not clearly reported and previously approved by "**FITURCA**" in the corresponding work orders, that does not adhere to the requirements set forth in the Technical Annex, in the contract or that does not comply with the fiscal requirements.

F. HUMAN RESOURCES STAFF. The WINNING BIDDER must have the necessary human resources to comply with the requirements of this Technical Annex. It will be the responsibility of the WINNING BIDDER to guarantee the experience and capacity of each of the members of the team in the terms established in the evaluation criteria. At a minimum, the following staff with a full-time equivalence should be assigned to the attention of the project as shown below:

Stand	Quantity	ETC
Creative Director	1	0.5
Account Director	1	0.5
Art Director	1	1
Chief Strategy Officer	1	1
Copywriter	2	1
Copywriter Jr.	1	1
Designer	2	1
TOTAL	9	

In order to facilitate communication and opportunity in the provision of creative and production services mainly for advertising actions that are required to be carried out in the issuing market of international visitors of greater importance for Los Cabos, it will be necessary that the template described above be located in an office of the WINNING BIDDER located in the territory of North America, without prejudice to the fact that at the request of the Contract Administrator of "**FITURCA**", it is necessary that one or some executives of the same, carry out their activities in the offices of the "**FITURCA**".

The staff assigned by the WINNING BIDDER, for the provision of services to "**FITURCA**", you can request any information that allows you to have sufficient knowledge about Los Cabos, such as: geographical location, attractions, air connectivity, tourist activities, climate, as well as the main market segments that are *Target* of the destination, in order to have a technical basis that allows it to carry out the promotional activities effectively, for this purpose, the Administrator of the Contract of "**FITURCA**" will provide you with any information that is requested during the term of the provision of the services.

The personnel dedicated to the account must notify the Administrator of the Contract of "**FITURCA**" of any extra leave or vacation at least 10 working days in advance, also establishing the staff that will carry out the monitoring of the functions of the absent person, in case of crisis situations that

could negatively impact the image of Los Cabos as a destination, the WINNING BIDDER must assign a responsible executive with decision-making capacity who must be available 24 hours a day to support **"FITURCA"** until the crisis management actions had been executed or it had been concluded.

"FITURCA" may request the WINNING BIDDER to replace or replace the executives who service the account when it identifies omissions, breaches or deficiencies in the ability of the staff to provide the services properly, and must notify by email and request the WINNING BIDDER, the corresponding relay, which must be carried out within a period not exceeding 3 business days in order not to affect the continuity in the provision of the service, if you do not do so, you will be entitled to a **penalty equivalent to 1%** of the maximum amount of the contract that will be applied as a deductive against the amount of the services invoiced for the immediately subsequent period.

In case the WINNING BIDDER requires the relief of an executive on their own account, must inform the Administrator of the Contract of **"FITURCA"** with 5 working days in advance, indicating the causes as well as the name and contact details (telephone, email), of the new executive, in case of not doing so, will be credited to a **penalty equivalent to 1%** of the maximum amount of the contract that will be applied as a deductive against the amount of the services invoiced for the immediately subsequent period.

The subcontracting of third parties to provide the services object of the contract that are awarded to the WINNING BIDDER will not be allowed; in addition to translation, spell checking, copying, adaptation and trafficking services, the support expenses incurred by the WINNING BIDDER for the adequate provision of the services object of the contract, such as: air transportation, land transportation, own and third-party accommodation, travel expenses, lease of spaces to carry out events, food, participation in fairs, promotional material, insertions in media, is not considered subcontracting of third parties linked, provided that they contribute to the support of the activities referred to in this Technical Annex and the Contract.

The administrative expenses and costs related to the management of the account, such as office equipment, material, telephony, overtime, attendance at meetings in the host city of the WINNING BIDDER, visits to the client etc., must be considered in the price of the service, mentioning that **"FITURCA"** will not be obliged to pay the cost of any service that is not duly integrated into the Contract or referred to in the Technical Annex, as well as, any modification that is not previously agreed and formally approved by the Administrator of the Contract of **"FITURCA"**.

The per diems and expenses of the staff of the WINNING BIDDER that are required for the performance of activities to support the fulfilment of the object of the contract, they must be identified and approved by **"FITURCA"**, for which a maximum rate per day of per diem will be agreed that must not exceed \$ 450.00 (FOUR HUNDRED AND FIFTY US DOLLARS 00/100 USD) per day or its equivalent in national currency.

The WINNING BIDDER must designate a monthly match that includes all the services mentioned in this technical annex and that correspond to the fees of the agency. Additionally, there will be a budget for expenses to third parties in case it is required to hire external services for the following concepts:

1. Market Research and Intelligence,
2. Strategy and generation of creative concepts for campaigns you carry out "FITURCA" for English-speaking international markets.
3. Campaign production, *Master* of communication and other creative materials for the promotion of the destination.
4. Brand architecture, elaboration and / or updating of positioning and brand manuals.
5. Photo and video survey.
6. Qualification and classification of acquis in the digital platform of "FITURCA".

In addition to the monthly match, the WINNING BIDDER must designate a minimum and maximum budget that includes all the services that will be counted for expenses to third parties.

G. PERIOD. The provision of services will be from **May 1, 2022** to the **April 30, 2024**, equivalent to **730 calendar days**.

H. PLACE OF DELIVERY OF THE MATERIALS AND SUPPORTING ELEMENTS OF THE SERVICES. Materials, billing and verification of services, shall be delivered to the administrative offices of "FITURCA" with address at Carretera Transpeninsular Kilometro 4.3 Fracción I Lote 5 Plaza Providencia, Local 209 – 210, Colonia El Tezal, in Cabo San Lucas, Municipality of Los Cabos, Baja California Sur, Mexico; Postal Code 23454, from 08:30 to 13:00 and from 15:00 to 18:00 hours, in the terms and deadlines provided in this technical annex.

I. ESTIMATED AMOUNT OF INVESTMENT. The type of contract that is formalized to the Bidder that is awarded will be open, in accordance with the provisions of Article 58 of the Law of Acquisitions, Leases and Services of the State of Baja California Sur, the maximum budget is **\$45'000,000.00 (FORTY-FIVE MILLION PESOS 00/100 M.N.)**, in accordance with the budget estimate approved by the Technical Committee of "FITURCA".

For this purpose, the supplier must submit its proposal considering a minimum amount estimated to carry out the actions and concepts of services object of the contract, which may not represent an amount less than 40% of the maximum amount presented in it, without said amount exceeding the maximum budget referred to in the previous paragraph.

The economic proposal shall be submitted in a disaggregated form and in accordance with the format laid down in the **ANNEX III "ECONOMIC PROPOSAL"**, of the Bases.

The maximum and minimum amounts to be exercised in the contract will be subject to the budgetary availability obtained from the collection of the Tax on the Provision of the Lodging Service in the Municipality of Los Cabos, Baja California Sur in the period of the provision of services and that is approved by the Technical Committee of "FITURCA".

J. BUDGET POLICIES. "FITURCA", informs all participants that it reserves the right at all times to suspend definitively or temporarily, partially or totally, the continuation and payment of the services object of the contract, since the budgetary availability for its execution is subject to the collection of the Tax on the Provision of the Lodging Service in the Municipality of Los Cabos, Baja

California Sur; the foregoing to the effect that the **WINNING BIDDER** take into account the likely budgetary constraints and reserves that may arise during the term of the provision of the services; the total payment in any case can never be less than the minimum budget indicated in the call, therefore **"FITURCA"** through the Contract Administrator, it reserves the right to accept, decline or correct, the order and classification of the services object of the contract referred to in the contract and this Technical Annex.

During the period of provision of services **"FITURCA"** will be able to provide the WINNING BIDDER with printed materials, communications and any audio, video, film, radio or any other audiovisual media that are required to support the services object of the contract.

The mistakes made by the WINNING BIDDER in the services provided, materials generated, must be corrected or compensated by himself, and the penalties established for this purpose in this Technical Annex may be subject to the application.

At no time **"FITURCA"** will be obliged to pay for services and actions that are not considered in the strategic planning, media plans or modifications thereto that are not approved, in accordance with the provisions of this Technical Annex.

K. OWNERSHIP OF MATERIALS. **"FITURCA"**, will be the owner of the copyright and intellectual and industrial property rights of any type of material, whether printed, audiovisual or of any kind, that are produced under the contract that is concluded, as well as those already existing and that **"FITURCA"** provide BIDDER GANDADOR for the execution of the same; except in the case of those materials in respect of which third parties already hold the copyright or intellectual and industrial property, in which case the WINNING BIDDER must inform **"FITURCA"** of such a situation.

L. DELIVERY OF MATERIALS, PROPERTY OF "FITURCA". At the end of the term of the contract or when **"FITURCA"** requires it, the WINNING BIDDER must deliver all materials produced under the protection of the same or delivered for execution, at no additional cost to the budget contemplated in the contract, for which the WINNING BIDDER must carry out all the necessary procedures, being at all times **"FITURCA"** the exclusive owner of the copyright and intellectual and industrial property rights generated by the services provided during the term of the contract.

M. LIABILITY. **"FITURCA"**, nor will your staff be liable for any costs they incur the WINNING BIDDER as a result of the work carried out or in the preparation, nor for per diems and other expenses that are generated by the signing of the contract.

Headings:

"FITURCA"

Cabo San Lucas, Baja California Sur, Mexico, on the 8th day of April 2022.



INTERNATIONAL PUBLIC TENDER NUMBER LPA-000000010-009-2022
CREATIVITY AND PRODUCTION SERVICES IN INTERNATIONAL MARKETS,
FOR THE DESTINATION LOS CABOS, BAJA CALIFORNIA SUR.
"ANNEX II" TECHNICAL ANNEX

ARQ. RODRIGO ESPONDA CASCAJARES

Director General of the
Los Cabos Tourism Trust F/2110602-0

SCI. MAURICIO DE JESÚS PÉREZ SALICRUP

Secretary of the Technical Committee of the
Los Cabos Tourism Trust F/2110602-0