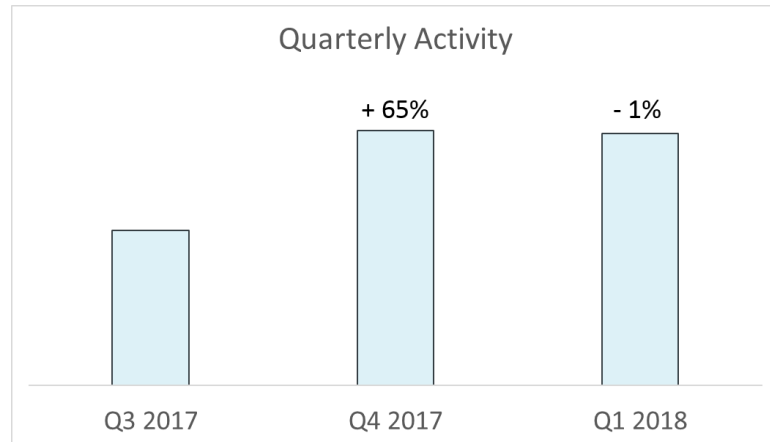
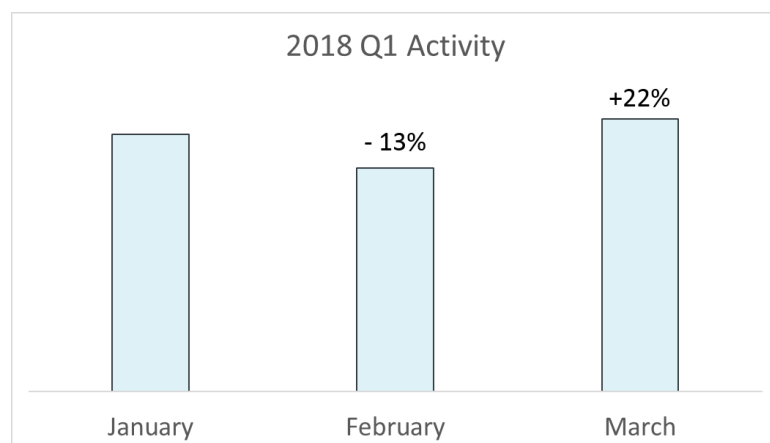


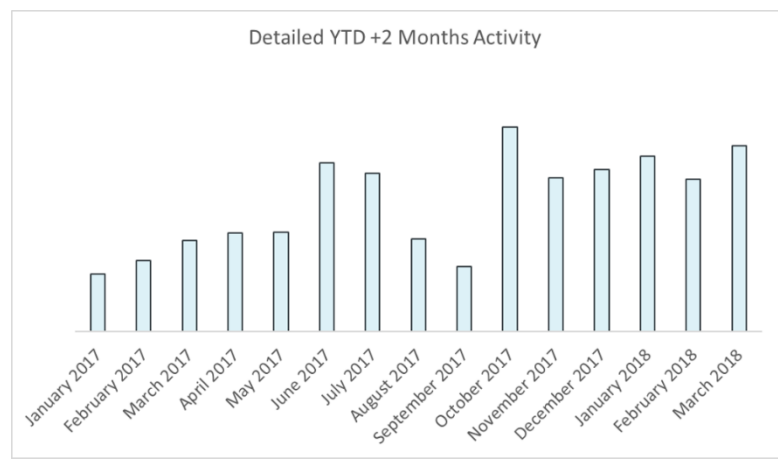
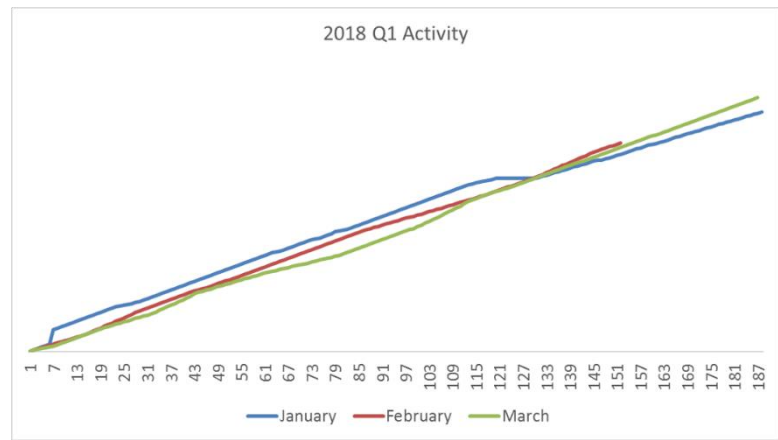
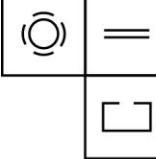
The purpose of the quarterly updates serve to inform the general public about the financial health of the company and analyze market forces affecting local development projects. Ingenieria Zama is a company specializing in soil testing, foundation recommendation and general construction services for residential and commercial development in the Mayan Riviera. In 2017 Q4, Ingenieria Zama revised 2017 Q3 activity which lead to a shift in activity from the end of 2017 Q3 to early 2017 Q4.



Based on previous operational experience, we expected a downturn in activity during the first month of Q1 2018. This was not the case because of several factors, including name recognition, return clients and having a two-week project pipeline. The first quarter of 2018 was also a period of internal growth and market expansion. We hired two office personnel in anticipation of operational expansion. The addition of office personnel allowed us to reduce project turnaround times and accelerate project cashflows in anticipation of large investment towards the end of Q1 2018.



The detailed activity report now combines Ingenieria Zama's as well as outsourced field operations.



February saw a decrease in activity which we recognized as increased competition in the market. We have adjusted our operational prices to reflect the changing market. We decreased our drilling prices by 10% during a crucial moment.

During Q1 2018 we funded 30% of the cost of a second fleet, while private investors financed the remaining 70%. The funds have been secured and the second fleet will be operational during the first month of Q2 2018. We have also secured the necessary talent to operate the second fleet, and the equivalent office personnel. The three objectives for Q2 2018 will be to:

- Reduce turnaround time for clients with the increased field and office personnel. This will increase the cashflow into the company and provide a faster service to the clients.
- Maintain a minimum total combined drilling depth of 1,800 meters for both fleets. This is the minimum estimated activity to ensure a healthy portfolio with enough capital generation for debt repayment.
- Strengthen our client relationship with existing core clientele. As competition increases in the region, we need to emphasize on our engineering capability and value-added services which go beyond the plain drilling activity.