

JOIN THE HUB OF GLOBAL COMPETITIVENESS



Panamá Pacífico

Special Economic Area

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Panamá Pacífico
Special Economic Area

PANAMA PACIFICO IN NUMBERS

- 1,400 hectares: 800 of mix development, 600 of preservation area
- 46,000 sqm offices developed out of 350,000 sqm
- 210,000 sqm warehouses developed out of 1M sqm
- Presence of +280 companies, +10,000 workers
- 1,300 residential units out of 30,000 delivered, +3,000 residents

Logistics Center

Residential area

Business Park

Town Center

**International
Airport**

Residential area

Residential area

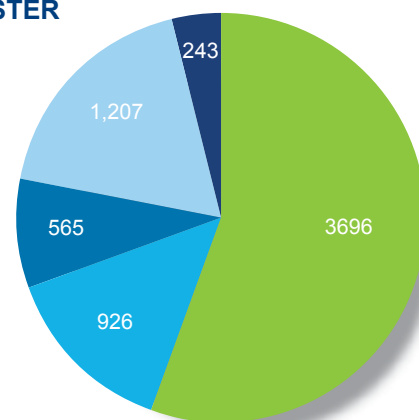
BUSINESS COMMUNITY BASED ON CLUSTERING

More than 280 companies, ranging from start-ups to multinationals, have established operations in Panama Pacifico, employing more than 10,000 people.



TOTAL JOBS CREATED PER BUSINESS CLUSTER

- Headquarters & Business Services
- Logistics
- Manufacturing
- Maritime-Aviation Industry Services
- Retail



Panama Pacifico has generated +8,000 direct jobs and +2,500 indirect jobs since 2007



“Eleven years ago, Dell was one of the pioneers in the Panama Pacifico Special Economic Area, becoming a regional geographic hub for Dell in Latin America. Panama Pacifico offers an incomparable location, infrastructure and legal benefits that help us provide the best service to our customers.”

Gustavo Ripoll,
Executive Director, North of Latin America
Dell Panama



PEPSICO

Pepsico is an American multinational company, leader in the Food and Beverage Industry with brands such as Lay's, Doritos, Quaker, Fritos Cheetos, Ruffles, Tostitos.

This company started operations in Panama Pacifico on 2015 with 5,900m² of warehouse which operates its Distribution Center called CARICAM (Central America-Caribbean). Currently, they import from the United States and Mexico at the national level and re-export to Central America via land and maritime to the Caribbean.

They also have a Shared Services unit for other business departments at the corporate level.



3M's Panama Pacifico facilities are characterized for being a global operations center and regional hub for manufacturing, logistics and distribution, designed to streamline its supply chain management.

According to Gustavo Angulo, 3M's Regional Director, the new operations represent “a landmark in the history of 3M”, since the new plant is devoted to the manufacture of products with the purpose of supplying the dynamic markets of the Americas, Europe and Asia Pacific.

Grupo 3PL's logistics operation at Building 9128 of the PanAmerica Corporate Center



LAW 41 of 2004

DIRECT TAXES

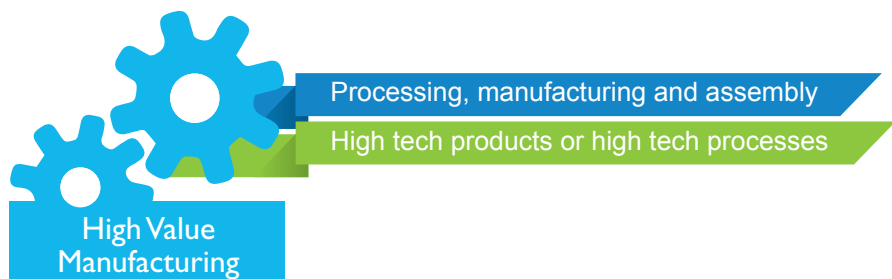
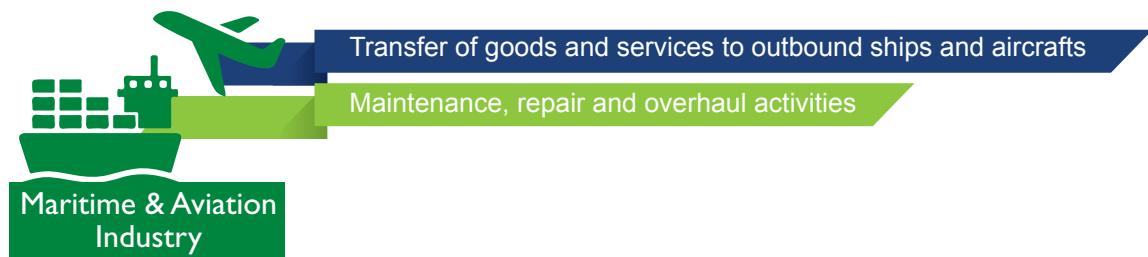
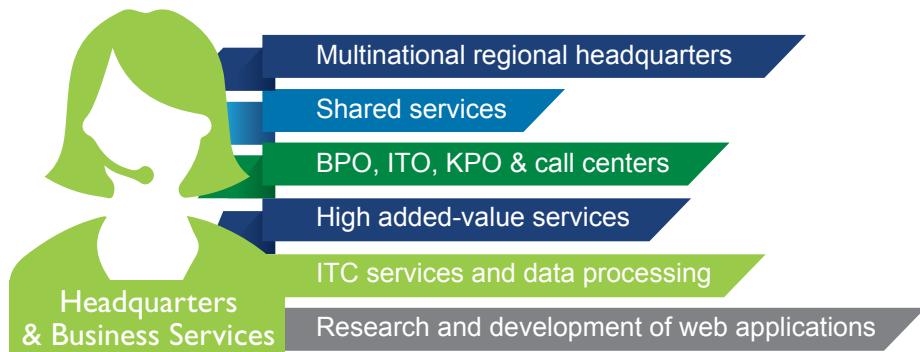
- Income tax
- Dividend & complementary tax
- Transfer tax

INDIRECT TAXES

- Import tax
- Sales tax
- Export & re-export tax
- Registration tax, including industrial and commercial licenses
- Real estate property tax
- Withholding/retention taxes
- Stamp tax
- Insurance premium tax
- Taxes on the storage and movement of fuel or other hydrocarbons and derivatives

Tax exemptions
to reduce
operating costs**

SPECIALLY INCENTIVIZED BUSINESS ACTIVITIES



- 24/7 operations allowed
- Fixed rates for overtime (25%) and work conducted on national holidays or during employees' day off (50%)
- Flexibility to assign employees' day off
- Work termination possible in case of losses or demand fluctuations
- A higher ceiling on the proportion of workforce from outside Panama than in the rest of Panama
- Special investor and worker visas available, visa benefits also extend to worker's immediate relatives

Favorable labor
regulations to
facilitate global
operations

Favorable regulations available in Panama Pacifico:

- Special visas for investors and workers
- Visas available for family members
- Expedited procedures for visas and work permits for foreigners
- Tax-free, one-time importation of any personal and domestic belongings (up to USD 100,000)
- National Migration Service onsite in Panama Pacifico's One Stop Shop

Simple
Immigration

*defined by Republic of Panama Law 41 of 2004 and Law 3 of 2015
**exceptions and limitations apply

PANAMA PACIFICO'S ONE STOP SHOP

The Panama Pacifico One Stop Shop deals with all necessary permits and procedures for companies moving to and based in Panama Pacifico.

The One Stop Shop represents over 17 government agencies and offers its variety of services onsite.

This unique service significantly lowers the administrative burden for companies in Panama Pacifico.



Saving your company time and money

- +17 government agencies
- All in one location
- Services exclusive to registered companies
- 24/7 customs
- Expedited paperwork
- Immigration onsite



STRATEGIC LOCATION

Establishing a presence
in Panama Pacifico will
allow you to:

**Secure the right employees, no matter what your
workforce requirements are**







Panama Pacifico's location just outside downtown Panama City provides access to major population pools and makes it easy for employees to commute, avoiding the traffic congestion faced by those working in other parts of the city. The safe, campus-like environment and the range of on-site amenities makes this a desirable location for Panamanians to work, making it easier for you to recruit and retain the talent you need.

**Bring products to your customers quickly and efficiently,
using all modes of transportation**

Panama Pacifico is conveniently located in close proximity to two of the three largest ports in Latin America – Balboa and Colon – and only 5 minutes away from the new and rapidly expanding PSA Panama International Terminal, operated by Singapore's PSA International. The Pan-American Highway is immediately adjacent to Panama Pacifico and connects it with Costa Rica, Nicaragua, Honduras, Guatemala and Mexico, making Panama Pacifico the best location for serving the Central American region.



Distances from Panama Pacifico:

-  **5 km (3mi)**
to Rodman Port - PSA Panama International Terminal
-  **5 km (3mi)**
to Pan American Highway
-  **7 km (4mi)**
to Balboa Port - Panama Ports Company/
Panama Canal Railway
-  **13 km (8mi)**
to Downtown Panama City
-  **28 km (17 mi)**
to Tocumen Internacional Airport
-  **80 km (50 mi)**
to Colon Free Trade Zone

Class A Offices
20m² to 2000m²

Select the property option that best suits your business model

Developed to international standards, Panama Pacifico set the new benchmark in Latin America for state-of-the-art facilities. From Class A office spaces to warehouses and greenfield sites, Panama Pacifico offers property options to suit any need. We provide maximum flexibility in terms of size, fit-out, timing or lease options and will work with you to develop a property solution that best meets your requirements.



Built-to-Suit Services



Class A Warehouses
530m² to 17,000m²



Quality-of-life in the heart of The Americas

Panama Pacifico's community features a wide range of housing options, from single-family homes to duplexes to garden apartments, and more. The community is surrounded by a natural environment of hills, woods, and lush tropical greenery.

Panama Pacifico's Town Center includes four schools and two universities, as well as amenities including major commercial banks, restaurants, shops, and other services. Residents also have access to outdoor recreation areas, with luxury hotels, landscaped parks, and a Greg Norman designed golf course, scheduled for development as part of Panama Pacifico's Master Plan.



WHY CHOOSE PANAMA?

A DOLLARIZED ECONOMY

Panama is one of the only countries outside of the U.S. where the U.S. Dollar is the official currency. Panama's economic growth has been one of the fastest in Latin America, with GDP increasing on average over 8 percent per year between 2006 and 2012.

POLITICAL AND ECONOMIC STABILITY

According to the World Economic Forum's Global Competitiveness Report 2014-2015, Panama is the most competitive economy in Central America, and second in all of Latin America.

WIDE POOL OF EXPERIENCED EMPLOYEES

Panama's service-based economy offers a wide pool of quality talent in areas such as logistics, financial services, outsourcing, maritime services and others. Panama is regularly ranked as one of the safest countries in Latin America and enjoys high quality health care. The country is truly cosmopolitan and English is widely spoken, making it easy for expatriates and their families to move and live here.

COMMUNICATE WITH COLLEAGUES AND CUSTOMERS THROUGHOUT THE WORLD

Eight submarine fiber optic cables connecting through Panama Pacifico provide high-speed access to Latin America and the U.S. Companies in Panama Pacifico can further reduce connection times and costs by choosing from one of 9 telecommunications carriers that have set up nodes in Panama Pacifico that are linked to each building through preinstalled fibers.



Panama City ranks
in the top 5 cities
for doing business
in Latin America

1. MIAMI

2. SANTIAGO

3. MEXICO

4. SÃO PAULO

5. PANAMA



WHAT IS THE PANAMA PACIFICO SPECIAL ECONOMIC AREA?

Developed by the British company London & Regional Panama in partnership with the Panamanian State, Panama Pacifico is a Special Economic Area located on the western bank of the Panama Canal. The area is one of the largest mixed-use developments in the world with 1,400 hectares (3,450 acres) of land assets.

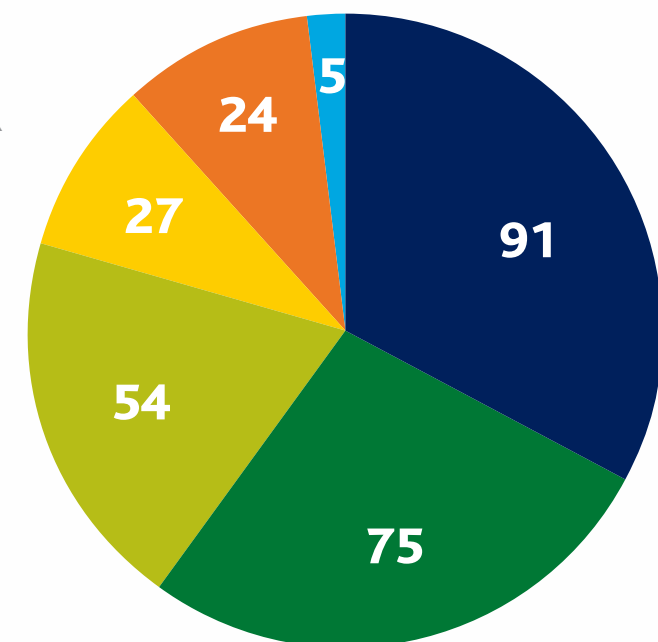
Located in a secure, campus-like environment on the former U.S. Howard Air Force Base near the Panama Canal and just 15 minutes from downtown Panama City, Panama Pacifico provides an exceptional environment for all types of business operations, ranging from administrative functions, business services and data centers to warehousing, distribution and assembly. Over the years, Panama Pacifico has become the leading business hub for multinational corporations seeking a competitive position in the Americas and is already home to numerous international companies including Dell, Caterpillar, 3M, Wärtsilä, BASF, Grainger, VF Corp, PPG Industries, Pepsico, PriceSmart, Lacoste and more.

Panama Pacifico's status as a Special Economic Area, together with the fact that it is a public-private partnership provides a multitude of attractive incentives exclusively for companies based here. Alongside various fiscal benefits in the form of tax exemptions, Panama Pacifico can offer you various types of support to simplify the regulatory processes in a number of areas such as visa and work permit procedures, recruitment and talent development, customs and others.

+280
COMPANIES
OPERATING

NUMBER OF COMPANIES IN PANAMA PACIFICO BY SECTOR

- Headquarters and Business Services
- Logistics
- Maritime-Aviation Industry Services
- Manufacturing
- Retail
- Education





PANAMA OFFERS THE BEST CONNECTIVITY IN LATIN AMERICA

AIR CONNECTIVITY

Panama City's Tocumen Airport offers the highest number of direct international flights in Latin America, making Panama the perfect hub for serving the Americas and other continents.

MARITIME CONNECTIVITY

Panama is an integral node of logistics and maritime services for global trade. Access the value chain of over 14,000 annual Panama Canal transits, the movement of 12,000,000 TEUs per year, through 144 routes, to 1,700 ports, in over 160 countries.

TELECOMMUNICATIONS CONNECTIVITY

Panama is the nexus for businesses that rely on high-speed telecommunications. Through Panama pass the Pan-American Crossing (PAC), South American Crossing (SAC), Latin American Nautilus (LAN), Pan American (PAN-AM), ARCOS, Maya-1, Pacific Caribbean Cable System (PCCS) and the South America Pacific Link (SAPL) fiber optics submarine cables, through which passes 97% of international voice traffic, 90% of electronic data and 100% of regional Internet traffic.

AIR CARGO HUB:
• 75 destinations in 31 countries

MARITIME HUB:
• 144 trade routes
• 1,700 ports
• 160 countries

LINER SERVICES: 29
• Atlantic: 22
• Pacific: 10

GROUND CONNECTION:
• Pan-American highway that connects all Central America