

Logistics Trade Mission to Panama 12 – 15 November 2018

Identify opportunities in the logistics hub of the Americas

To take full advantage of the expanded Canal of 2016, Panama will now invest in creating more value added logistics services and a stronger intermodal transport system. This creates business opportunities!

You are invited to register for the logistics trade mission to Panama, which takes place from 12–15 November 2018. Companies from the Netherlands, Aruba, Curaçao and Sint Maarten are welcome to join.

Developments in Panama

Panama is becoming *the* logistic hub of the Americas and has been the fastest growing Latin American economy for years. The expanded Panama Canal not only tripled its capacity, it also became a firm base for diverse logistics developments. Panama's main challenge is adding value to cargo.

Panama already offers a wide range of first-line logistic services, and new investments are in full fledged:

- Expansion of Tocumen airport (2nd terminal and 3rd runway) and its new logistics cargo zone
- Development of an agro-logistics hub and RoRo terminal on Pacific side of the Canal
- Construction of the 4th bridge crossing the canal on the Pacific side
- Expansion of first metro line and building of new metro lines
- Development of warehousing facilities
- Improvements in e-governance

As Panama goes beyond the Canal, opportunities are materializing quickly. The Dutch consultants Antea Group and Stig Delta created a comprehensive plan for the development of the west bank of the Panama Canal; including amongst others agro-logistics opportunities. Panama would like to make better use of the flow of perishables trade through the Canal. Leading multinationals such as Philips, Unilever, 3M, Caterpillar, BASF, Bayer and Procter & Gamble have already acknowledged the developments, creating regional headquarters, assembly or distribution centres in Panama.

Participating companies

The ample developments in Panama's logistics network create opportunities for companies in:

- Import and export activities
- Land-based logistics and infrastructure; rail and truck services
- Air-based logistics; passenger- and cargo services and intermodal logistics
- Cold chain logistics
- Support systems and solutions for all types of logistic services

Your company can best be represented on the level of a regional business or country manager, or general manager.

The program

The trade mission is organised around the Terminal Operations Conference (TOC) Americas: a market-focused conference & exhibition, taking place in one of the world's key shipping hubs annually, bringing international stakeholders together in Panama this year. Your company will be represented on the Holland Stand, which provides an attractive space for networking and meetings. Additionally, a visit to the Panama Canal Authority will be organised as well as, matchmaking sessions, a round-table with the Logistics Cabinet and individual meetings (see draft program below).

Monday, November 12

Evening – Welcome drinks & briefing mission

Tuesday, November 13

Morning – Business breakfast

Morning – Opening TOC

Afternoon – Matchmaking

Evening – Networking reception TOC

Wednesday, November 14

Morning - Visit Panama Canal Authority

Morning – Round-table Logistics Cabinet

Afternoon – Visit Galores (cold storage)

Evening – Reception residency

Thursday, November 15

Morning & Afternoon – Individual company visits

Important: Panama maritime trade mission 2019

The Embassy will also organize a maritime trade mission, including participation with the Holland Stand on the Panama Maritime Conference 2019. This mission will take place in the week of March 7. The Embassy strives to continue the strong presence of the Kingdom of the Netherlands at this maritime expo. The maritime mission will focus on developments in terminals and auxiliary services. The logistics trade mission focuses on Panama as a logistics hub, on intermodal connections with airports and roads, and developments in warehousing.

Registration and costs

The participation fee is € 1500,-. This includes international exposure of your company on the Holland Stand and participation to the TOC Americas conference. The fee excludes travel, accommodation and personal expenses. You are invited to register for this mission by sending an e-mail to pan-ea@minbuza.nl. After registration, you are invited for an intake meeting. Deadline for registration is October 5th.

More information

For more information on the logistics trade mission, the maritime trade mission, or both: please contact Carlijne Blom, Economic Officer, via carlijne.blom@minbuza.nl or +507 2806667.

Save the Date

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12-15 November 2018



Panama is developing into *the* regional logistics hub

Seize your opportunity in this booming economy!

