

## WHY PANAMA? ¡A PORT WITH TWO OCEANS!



# PANAMA | FACTS

- Political Stability
- Geographical Advantage
- Transit Times + Connectivity
- International Carriers Hub
- Sustained Growth in Key Indicators (GDP):

Year	2010	2011	2012	2013	2014	2015	2016
GDP (%)	+7.5	+10.8	+10.7	+8.4	+6.2	+6.3	+6.0

- GDP 2015: EUR 45 Billions
- Local currency US Dollar since 1903
- Inflation 2015: 1.2 %
- GDP per Capita: EUR 8.856
- Population: 3.9 Millions
- Unemployment: 4.1%





# PANAMA | LOGISTICS CLUSTER OF AMERICAS

**33% of country  
GDP is related  
Logistics**



**Panama Canal  
expansion**  
Potential growth  
and lanes



**Biggest Ports** in  
Latin America with  
over 7 millions of  
TEUS yearly.

**Highest  
Connectivity and  
Logistics  
Performance**  
index in LATAM  
according United  
Nations



**International  
Airport HUB** for  
passenger and  
cargo with more  
than 80 direct  
flights.

**Free Trade Zones**  
In both oceans  
Colon & Panama  
Pacifico



**Highways** for  
Road services to  
Central America  
and locally



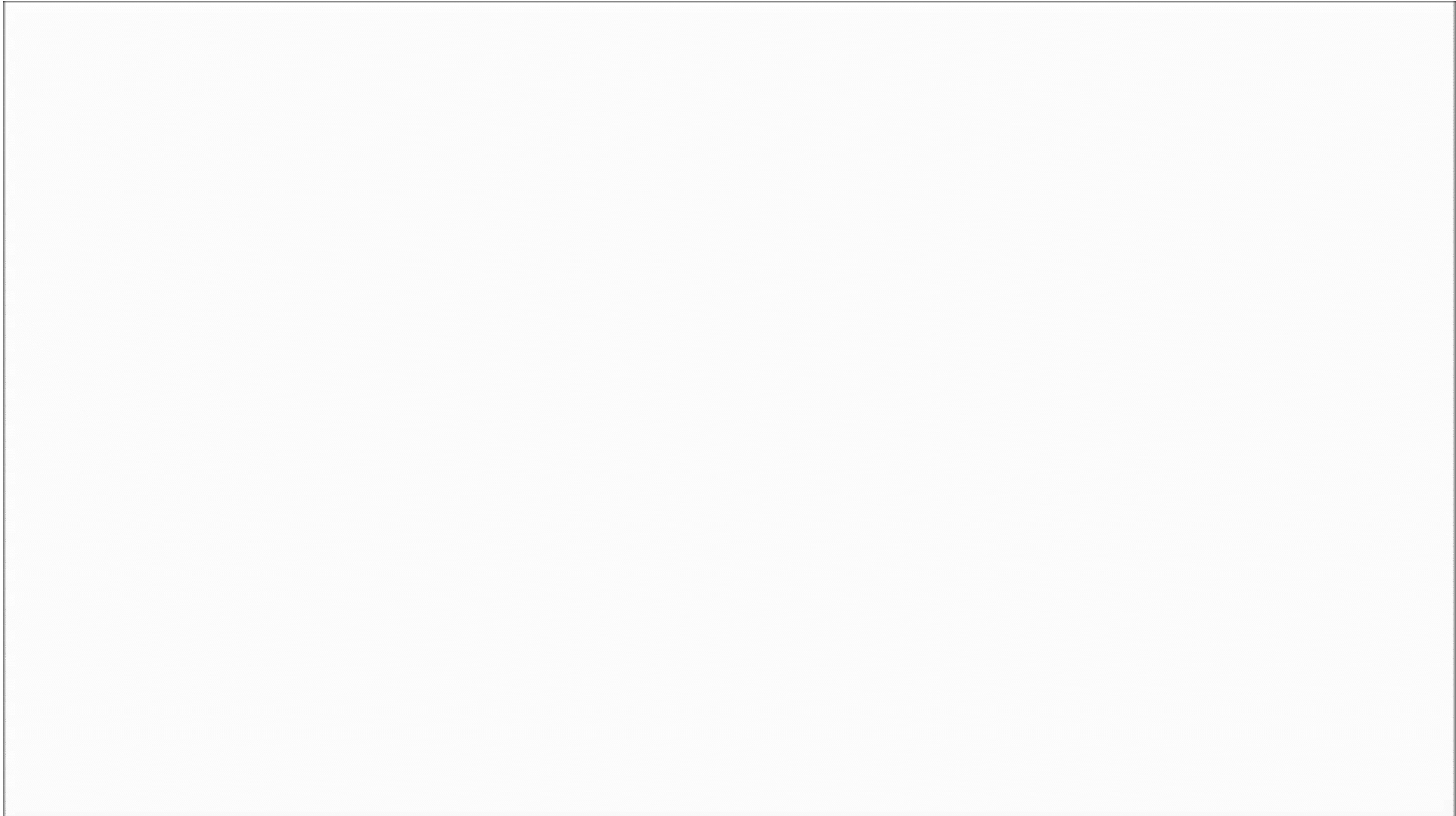
**Multi-modal  
connectivity  
between Atlantic  
and Pacific Ocean  
(Railroad,  
Highway, Canal)**

# PANAMA | CONNECTIVITY

- **Panama Canal**
  - Expansion will allow passage of vessels over 14.000 TEU.
  - 98% Customer Satisfaction and works 365 days, opens 24 hours a day
  - Strikes not allowed by law; only two closures in its history
  - Predictability: Published tariffs and fixed transit date with reservation.
  - Access of 144 routes, 1.700 ports and 160 countries
- **World Class Ports Infrastructure in both oceans**
  - Balboa (#1) and Colon (#2) are the biggest ports in Latin America.
  - Ports capacity over 9 millions of TEUS per year (In 5 different ports available + new investments).
  - 23% of the Port cranes of Latin America are located in Panama.
- **International Air Freight Hub**
  - DHL Aviation Regional Hub
  - COPA, KLM, United, Lufthansa, Iberia, American + Regional Airlines (with 80 destinations directly)









# PANAMA KEY LOGISTICS ASSETS LOCATION





# DHL PANAMA

**35**

Years in Panama  
as Express  
Pioneer

**1**

Freight  
Forwarding

**3**

Divisions  
Global Forwarding, Courier &  
Aviation

**11**

Daily Flights

**71%**

Courier Market  
Share

**2**

Largest  
Airline

**+800**

Direct  
employees

**182.000**

SQM  
High Level  
Warehouses

**1,500**

Active Customers

# DHL PANAMA | OUR SERVICES

Services			
<p><b>Air freight</b></p> <ul style="list-style-type: none"> <li>▪ Priority</li> <li>▪ Back to back</li> <li>▪ Temperature control services</li> <li>▪ <b>Thermonet Station Certified</b></li> <li>▪ Dangerous Goods &amp; perishables</li> <li>▪ Consolidated</li> <li>▪ Charters</li> <li>▪ Sea – Air</li> </ul>	<p><b>Ocean Freight</b></p> <ul style="list-style-type: none"> <li>• Full Container Load (FCL)</li> <li>• Less Container Load LCL)</li> <li>• Door to door services</li> </ul>	<p><b>Ground Freight</b></p> <ul style="list-style-type: none"> <li>• Full Truck Load (FTL) Imports and Exports since Mexico to Panama and viceversa.</li> <li>• Less Truck Load (LTL) from Panama to Guatemala and Viceversa.</li> <li>• Special Equipment</li> </ul>	<p><b>Value Added Services</b></p> <ul style="list-style-type: none"> <li>• Customs Clearance for normal &amp; special cargo</li> <li>• Cargo Insurance</li> <li>• ISC &amp; LLP</li> <li>• Industrial Projects</li> </ul>
<p><b>Integrated Warehouse Services</b></p> <ul style="list-style-type: none"> <li>• General &amp; Bonded warehouse</li> <li>• Free Trade Warehouse &amp; operations</li> <li>• High density racking &amp; Cross Dock</li> <li>• Climate Controlled Storage Ambient, 2-8°C &amp; 15-25°C</li> <li>• Product Conditioning / Rework areas</li> <li>• Private Containers yard</li> </ul>		<ul style="list-style-type: none"> <li>• Regional Distribution Center</li> <li>• Value Added Activities (Kitting, Labeling, Assembly, Repacking, Bundling, Inkjet, print manuals, software updates, etc)</li> <li>• Survey Reports</li> <li>• Revert Logistics</li> </ul>	
<p><b>Courier</b></p>			



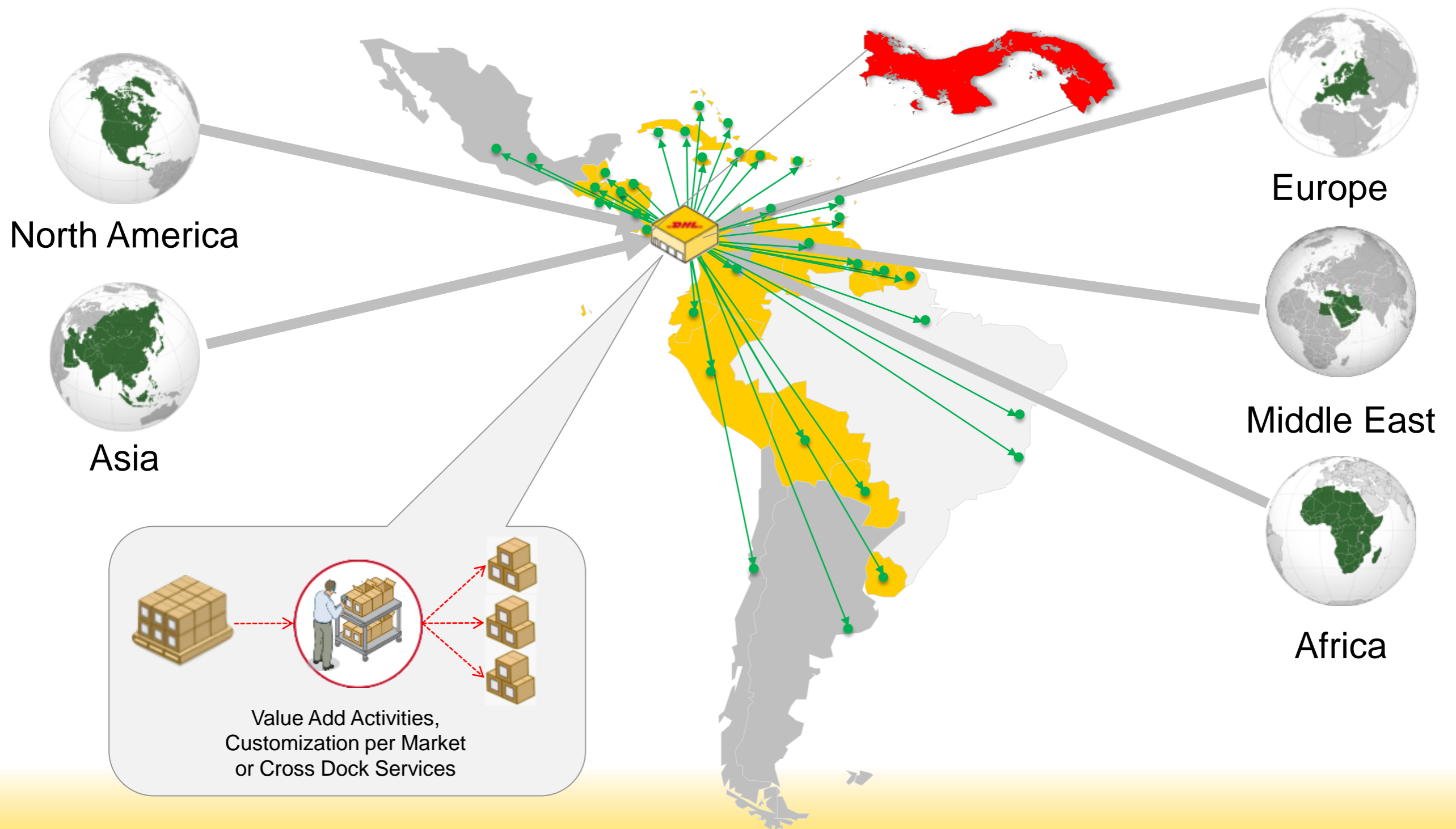
# PANAMA | FREE TRADE ZONE FEATURES

- Operation since 1948
- 0% Duties & Taxes (Import, Export & Income)
- No limited time to Storage
- Port-Warehouse Integrated (Transit time less than 1 hour)
- Country of Origin Unchanged (Keep Trade Agreements)
- Legal Status available to Foreign and Local Companies (Don't need to create a new entity in PA)
- Over 3000 Registered Legal Entities
- Fully Automatized Systems for Import -Export Declarations / Immediate release
- Nationalization process for Panama market deliveries in 1 hour
- Integrated value added services (kitting, assembly, Labeling, software updates, repacking, etc)
- **E-Commerce Potential Business (New Law on March 23, 2016)**
- Special benefits for multination headquarters companies (Law 41)



Over US\$ 30 billions per year in Commercial Transactions

# PANAMA | HUB MODEL





# PANAMA | MODELS & BENEFITS

## Models

- ▶ Multimarket / Multiproduct Lines Consolidation
- ▶ Regional Warehouse Consolidation
- ▶ Customers Centric Operation
- ▶ Cross Dock Services
- ▶ Sea – Air
- ▶ E-Commerce (Potential Business)



## Benefits & Advantages

- One shipment with multiple product lines
- Single point sourcing for distributors & Simplify supply chain
- Lower inventory holding costs
- Delayed differentiation / Postponement
- Flexibility for regulatory compliance
- Savings by elimination local warehouses in small and medium markets
- 1 Warehouse for high value or small items
- Simple third party provider management
- Lead time reduction
- Multiples transportation mode, costs and services (AFR, OFR, IRF)

# PANAMA | COMPANIES IN FREE TRADE ZONES

## Life Sciences & Healthcare



GSK, Pfizer, MSD, Bayer, Sanofi, Stendhal, AstraZeneca, Merck, Abbvie, Baxter, Eli Lilly, J&J, Novartis, Novo Nordisk, Gilead (Stendhal), Janssen, OCD

## Chemicals



Basf, Givaudan, Syngenta

## Technology



Samsung, Panasonic, Huawei, Sony, Pioneer, Hitachi, Canon, Phillips, HP, Ricoh, LG Electronics, Kenwood

## Consumer



P&G, Coca Cola, COFCO, Electrolux, DIAGEO, Duracell, Jarden (Coleman), Lóreal,

## Engineering & Manufacturing



3M, ABB, Atlas Copco, Caterpillar, Saint Gobain, Siemens, Emerson, Goodpack, Aggreko

## Automotive



N/A

## Energy



N/A

## Retail



Payless Shoes, Nike, Adidas, Under Armor, New Balance, VANS, Steve Madden, Reebok, Kenneth Cole, Calvin Klein, Tommy Hilfiger, Polo Ralph Lauren,

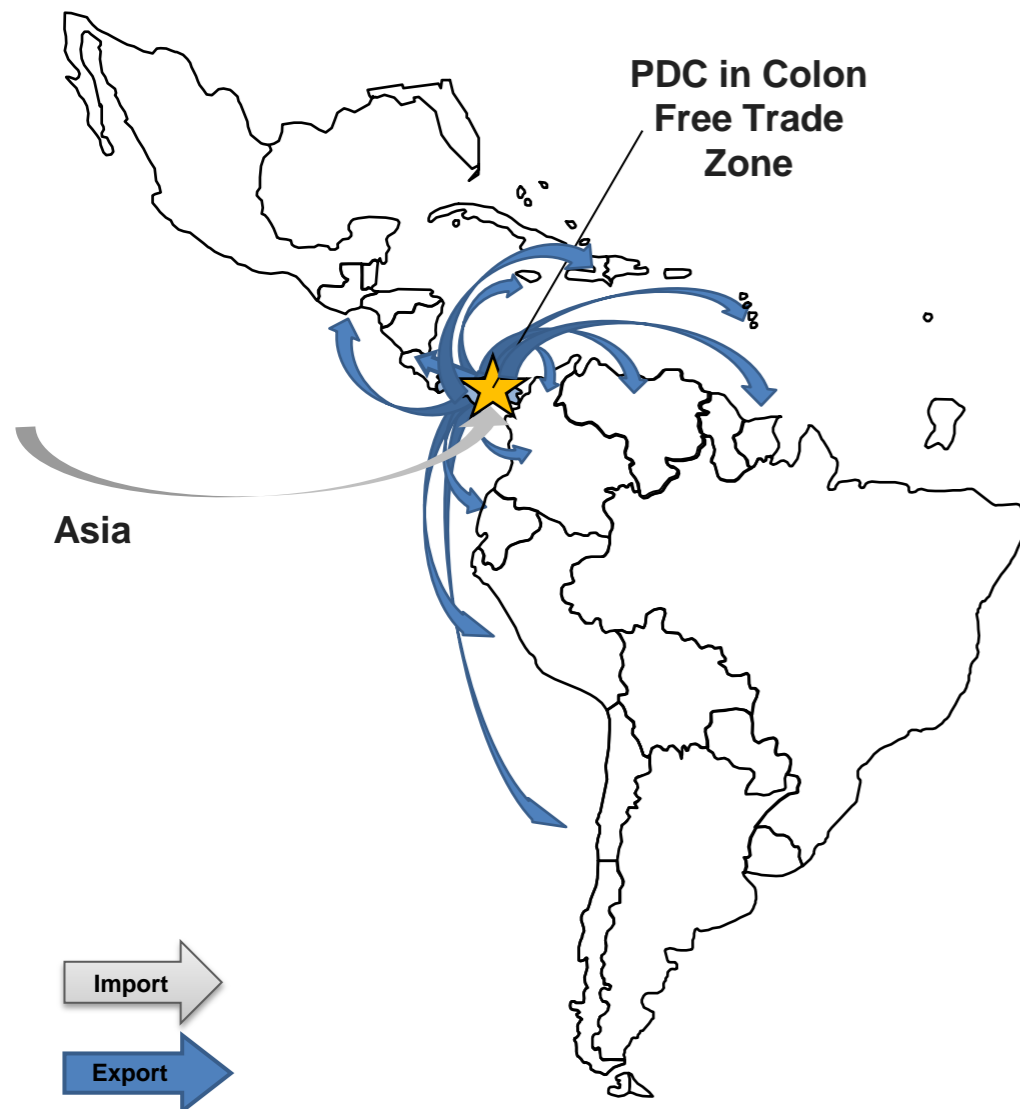




# PAYLESS SHOES CASE

Payless Shoes regional operations started in February 2003, since that date the volume has consistently growing after 13 years relationship.

## Distribution Center Model



## Operation Details

- Regional Distribution Center Supply 408 LATAM PSS Stores in 15 countries
- +20.000.000 units outbound in 2015
- 125 containers IN / OUT per month average
- 3.25 order drop to ship
- Top destinations in South America, South America & Caribbean (% of total volume)
  - Colombia 12.5%
  - Ecuador 11.7%
  - Guatemala 10.5%
  - Honduras 9.1%
  - Trinidad & Tobago 8.6%
  - Dominican Rep. 8.6%
  - Panama 8.2%
- Operation space of 5,250 mts

## Benefits

- Eliminate in country warehouses and labor.
- Reduction of Inventory carrying cost
- Best option for custom regulatory labeling
- Consolidate inventories for global trade points (duty frees, cruise ship supply, etc.)
- Regional Inventory forecasting
- Fast and reliable service to markets
- Product value added capacities in order to meet requirements of country or customers



# LOGISTICS SERVICES PANAMA

## RANDOLPH DC



# DHL PANAMA | CONTACT DETAILS

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## **John Otto Knohr Guardia**

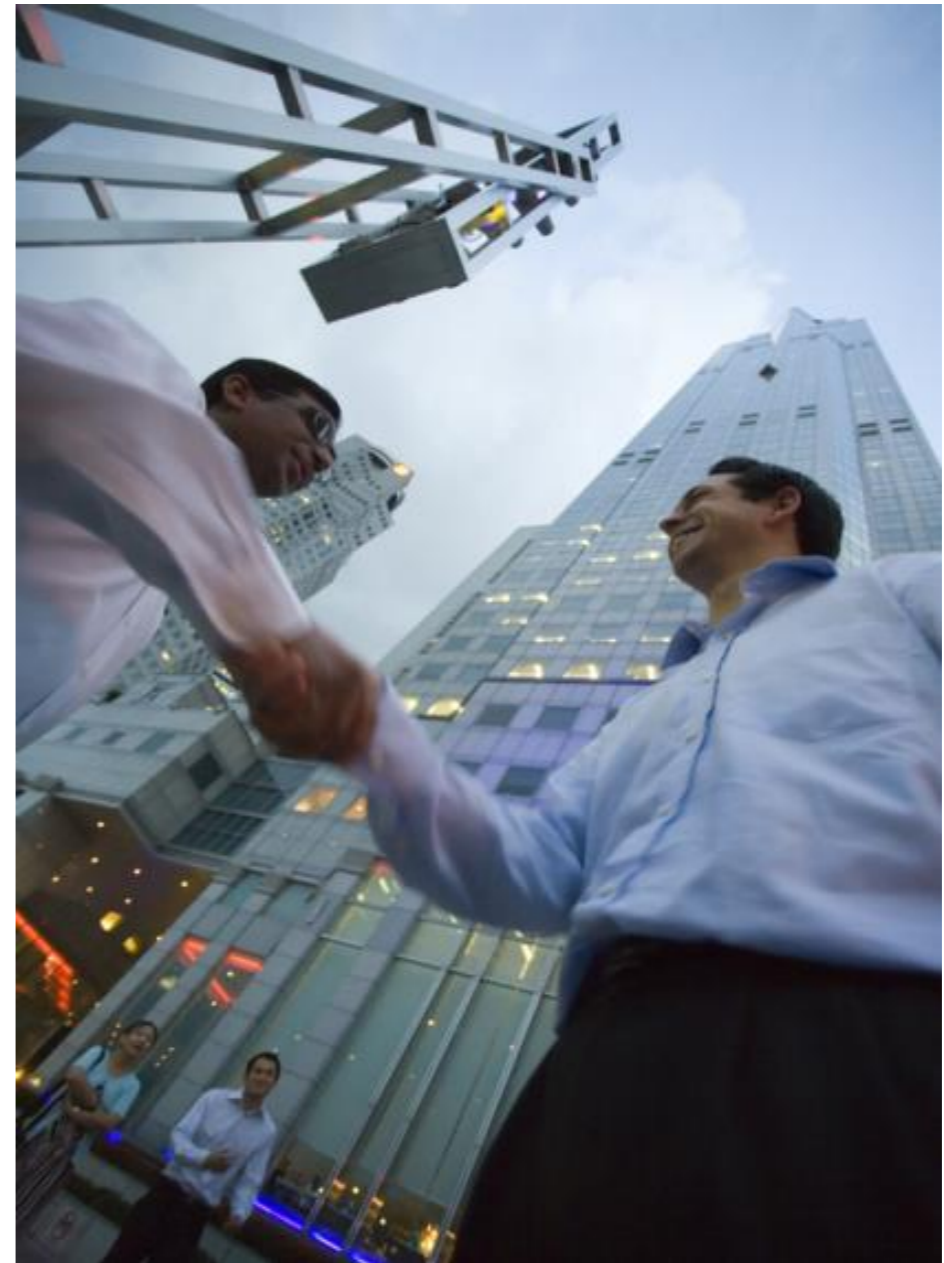
Country Manager Panama  
DHL GLOBAL FORWARDING

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Email: [John.Knohr@dhl.com](mailto:John.Knohr@dhl.com)

Office: +507 290 8981

Mobile: +507 6672 2566





BACKUP





# DP - DHL Global

## Organizational setup

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Deutsche Post DHL  
Group

Corporate Center

Post - eCommerce - Parcel (PeP)

Express

Global Forwarding,  
Freight

Supply Chain

Deutsche Post 









DHL Customer Solutions & Innovation

Global Business Services



# DP - DHL Global

## Strategy 2020: Strong progress along all dimensions

### Customer satisfaction




 DHL newly ranked among **Top 100 Global Brands** since Oct 2014


 For 1<sup>st</sup> time on **Fortune's** overall list of **world's most admired companies** <sup>1)</sup>

Customers



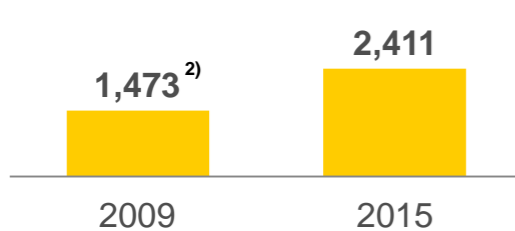

 CO<sub>2</sub> efficiency: **+25% improvement** (since 2007)

Planet



### Financial Performance

(EBIT in EUR mn)



History of continuous profit improvement

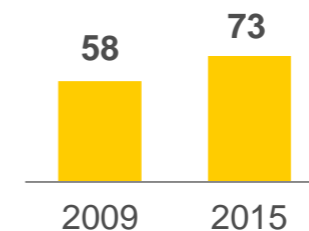


Investors

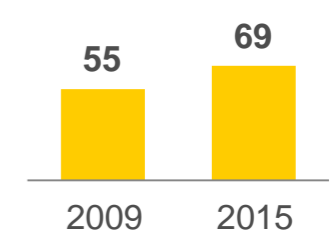
### Employee Opinion Survey

(% favorable votes)

Active Leadership



Strategy



Employees

1) Listed on Fortune's overall list of World's Most Admired Companies; 2) Adjusted for non-recurring items

# DGF PANAMA | OUR BUSINESS



Headquarters: Vía Domingo Díaz, Parque Industrial y Corporativo Sur, Ciudad de Panamá

Facts & Figures	
<b>Headquarters:</b>	Panama City, Panama
<b>Employees:</b>	+ 350 Local + 800 Free Zones
<b>Warehousing Facilities:</b>	10 (City, Colon and Pacific)
<b>Warehousing Capacity:</b>	26.000 m2 Local Market 130,000 m2 Free Zones
<b>Shipments:</b>	+ 52,000 a year
<b>Handled AFR:</b>	11,100 Tons (2015)
<b>Handled OFR:</b>	7,000 TEUs (2015)
<b>Handled IRF:</b>	15.600 Tons (2015)
<b>Handled CDZ :</b>	11.000 Operations (2015)

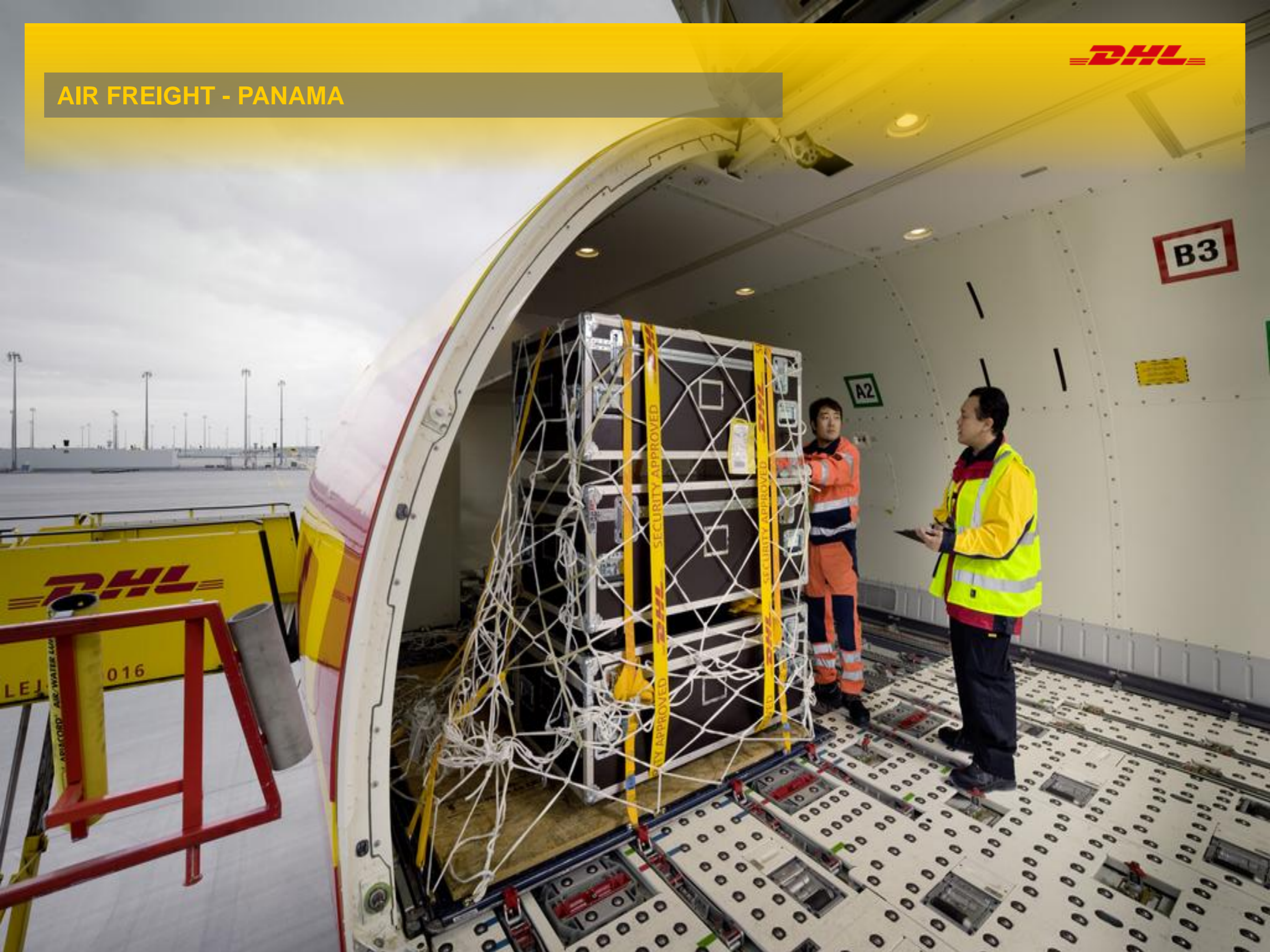


DHL Global Forwarding (DGF) is the **international market leader** in the air (1<sup>st</sup>), ocean (important player) and road freight (2<sup>nd</sup>), covering more than **150 countries** providing a personalized service to and from all key markets.

DHL Global Forwarding (Panamá) S.A. is market leader in logistics solutions with head offices in Panama City, and branches in the Colon & Panama Pacific Free Zone and Tocumen International airport, DGF Panama offers the entire DHL Logistics product portfolio.



# AIR FREIGHT - PANAMA





# AIR FREIGHT SERVICES



## **DHL AIR PRIORITY**

For time sensitive cargo DHL AIR PRIORITY is the right choice. It includes priority handling at origin, first flight out, expedited clearance and delivery at destination to ensure fast door to door performance.

## **DHL AIR CONNECT**

With over 17,000 scheduled departures per week from over 250 city pairs DHL AIR CONNECT is the right balance of speed and efficiency for moving a wide range of shipments door to door to every major marketplace worldwide.

## **DHL AIR ECONOMY**

Using alternative routing and carrier selection, DHL AIR ECONOMY is a cost effective product with no loss of customer service. For less time sensitive cargo where reliability still counts, this is an economical choice.

## **DHL AIR CHARTER**

Provides flexible capacity and routing options for your special lift requirements. From new product launches and line down situations to handling oversize, heavyweight or other special cargo, we have qualified charter experts in key centers of trade.



# TOCUMEN AIRPORT FACILITIES

## *TOCA FreeZone @ Tocumen Cargo Airport*

- Logistics approach Park.
- Availability for continuous growth within same park/
- Rent options by modules.
- Very close location to selected carriers.
- Bonded airport zone.



# DGF AIRPORT CAPABILITIES

## Our Facility

- Own warehouse with 2.400 SQM
- WMS control system with remote access (FSI)
- 4 gates for Inbound & outbound
- Imports & Exports dedicated teams
- High Value Cargo Security Cage
- Security 24/7, CCTV, Escort for Sensible Cargo
- Security Inbound & Outbound Photo Record
- **Thermonet Certified Station**
- Cold room for 2-8°C - 60 sqm.
- Cold rooms for 15-25°C - 300 sqm
- Quality & Control processes (Alarms, Alerts, Pharmaceutical Specialist)
- Business Continuity Plan
- Envirotainer recovery from airline to cold rooms
- 5 Dangerous Goods Specialist
- DG Certified facility





# DGF AIRPORT CAPACITY

## DHL AFR Panama

- DHL Aviation (Hub in Panama)
- Priority and block space agreements
- Connections with freighter capacity to main destinations:
  - ✓ Central America: Daily
  - ✓ South America region: Daily
  - ✓ Caribbean: Daily

## Other Selected Partners

- Use of other carriers (Avianca Cargo, Lan Cargo, Ameri Jet, United Airlines)
- Freighters:
  - ✓ Central America = Twice a week
  - ✓ South America = Three times per week
- Daily passenger flight (Height restrictions):
  - ✓ Central America
  - ✓ South America

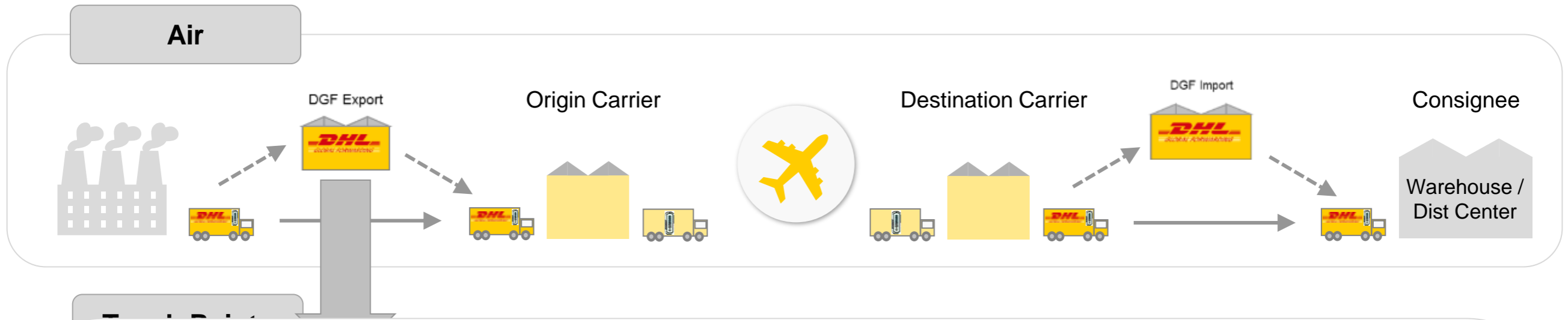
Destination Country	< 800 KG	800 - 2.000	+ 2.000 KG
Aruba	CM   DHL	DHL   M6	M6
Bahamas	CM   UA	M6	M6
Barbados	DHL   M6	DHL   M6	M6
Bermuda	UA   AA	M6	M6
Colombia	DHL   AV   LA	DHL   AV   LA	DHL   AV   LA
Costa Rica	DHL   CM	DHL	DHL
Curacao	DHL   CM	DHL   M6	M6
Ecuador	CM   LA	LA   UPS	LA   UPS
El Salvador	DHL   CM   AV	DHL   AV	DHL
Gran Cayman	CM   UA	M6   LA	M6   LA
Guatemala	DHL   CM	DHL   AE	DHL   AE
Guyana	M6	M6	M6
Haití	CM   M6	M6	M6
Honduras	DHL   CM	DHL   AV	DHL
Jamaica	CM   M6	M6   LA	M6   LA
Nicaragua	CM   UPS	M6	M6
Rep. Dominicana	CM   M6	M6   LS	M6   LS
Saint Marteen	DHL   CM	DHL   M6	DHL   M6
Surinam	M6	M6	M6
Trinidad y Tobago	DHL   M6	DHL   M6	DHL   M6
Uruguay	CM   LA	AV   LA	AV   LA
Venezuela	DHL   AV	DHL   AV	AV   ACP



Note:  
 M6 (AmeriJet), LS (Lissure), AE (Aeromex), ACP (Air Cargo Pack), CM (Copa), UA (United), LA (LAN), AV (Avianca)



# DGF AIR EXPORT PROCESS



Doc. Reception



Receiving & Segregation



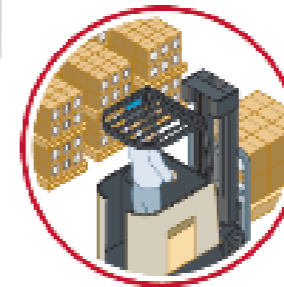
Verification & Photography Record



QA Inspection



Confirmation



Put-away to warehouse or Airline



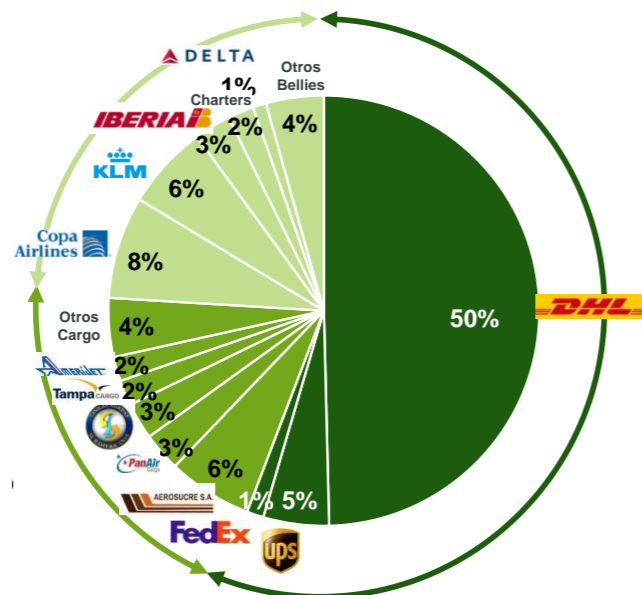
Loading or Shipping



# DHL AVIATION - HUB ROUTING

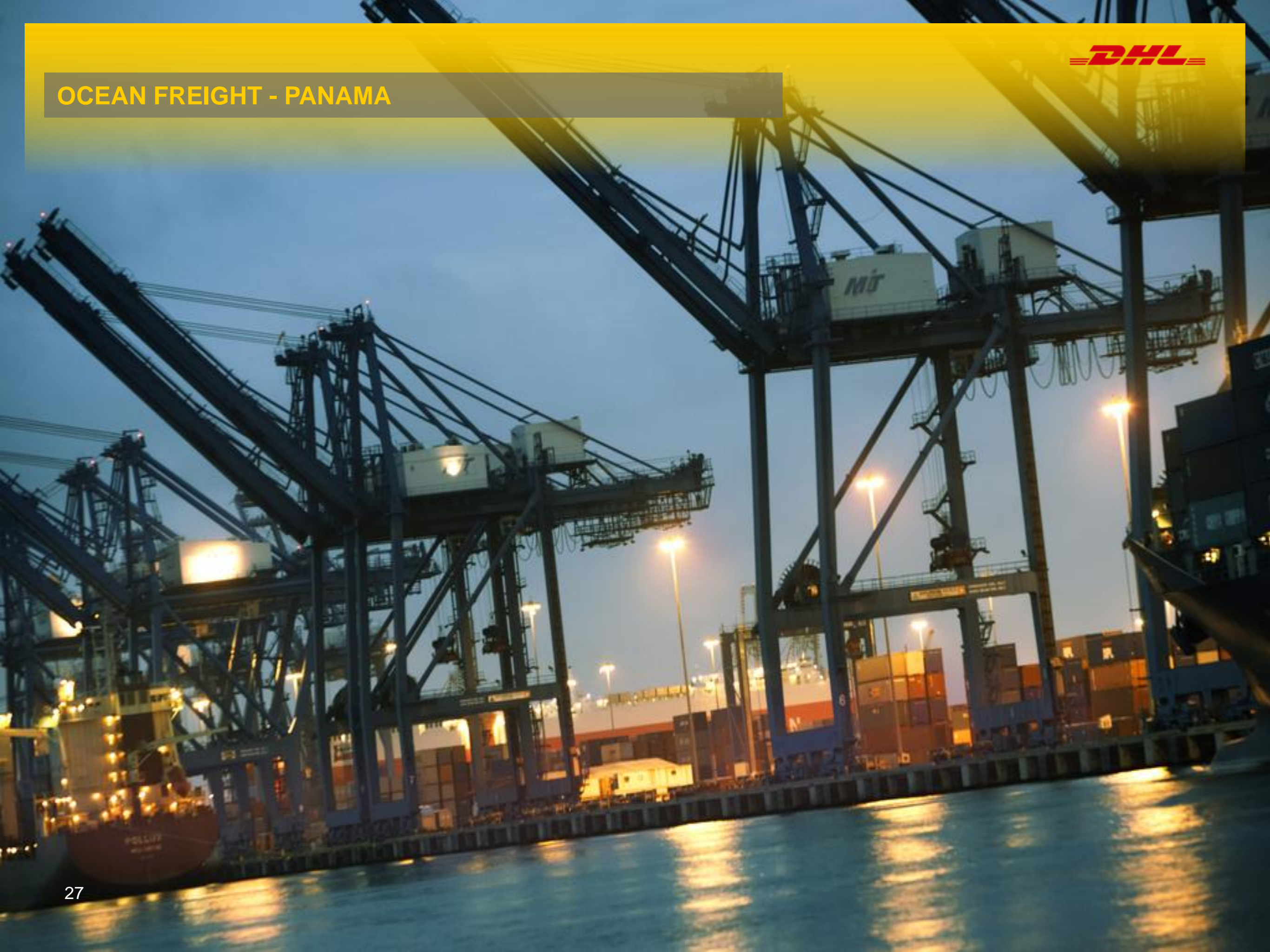


Distribution of air cargo per Airline (in volume, 2014)





# OCEAN FREIGHT - PANAMA





# OCEAN FREIGHT SOLUTIONS



## **DHL OCEAN DIRECT**

With loading directly by the shipper and direct delivery to consignee DHL OCEAN DIRECT uses Full-Container-Loads (FCL) to provide reliable, flexible and cost efficient transportation globally. We offer tailored alternatives for the movement of all kinds of commodities using various equipment types and capacities.

## **DHL OCEAN CONNECT**

Operating our own in-house network we connect your Less-Than-Container-Load (LCL) cargo to every major container port in the world. Scheduled departures are managed from end to end to ensure your deadlines – and promises – are kept.

## **DHL OCEAN CONTAINER MANAGEMENT**

Environmentally friendly yet cost efficient transport that combines Feeder, Rail and Road to get cargo from pickup point to origin port and from destination port to final destination on time.

# OCEAN FREIGHT CAPABILITIES

## Our Service

- **Scope**
  - Full-Container-Load
  - Less-than-Container-Load
  - Non containerized cargo
- Weekly consolidated to the main ports of the region
- Regular sailing dates, at least once a Week.
- Special agreement with steamship lines
- Frequent sailings serviced by all major steamship lines





# OCEAN EXPORT PROCESS (FCL & LCL)



## Touch Points

1. Departure or pick up from shipper

2. Place GSM Sensor

3. Activate GSM Sensor

4. Receipt by export forwarder

5. Carrier acceptance

6. Depart Origin Port

7. Arrival at Destination Port

8. Customs Clearance

9. Recovery by import forwarder

10. POD

11. Remove GSM Sensor

12. Deactivate GSM Sensor and Storage



## ROAD FREIGHT - PANAMA





# INTERNATIONAL ROAD FREIGHT CAPABILITIES

## Our Service

- Reliable & efficient Door to Door MX-Central America -MX transportation:
  - FTL Direct. DHL owned fleet of more than **300 trailers** 48' & 53' dry.
  - FTL Transload (48' and 40'). Required infrastructure at Cd. Hidalgo to guarantee cargo integrity. Video, photos and reports per event.
  - LTL | On-time service performance, scheduled departures, and reliable transit times supported by DHL optimized network.
  - Specialized freight. Temperature controlled, flat-beds, Haz-mat.
- Export and import customs clearance in all countries
- Warehousing, cross-docking services and local distribution
- Escort and security services in Mexico and Cenam.
- Security Services: Emergency & cargo security protocol, armed escort, GPS, monitoring center, seals, incidence notification and investigation process, K9, etc

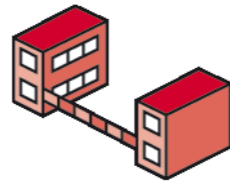


# INTERNATIONAL ROAD FREIGHT EXPORT PROCESS

## Road



Origin Border



Destination Border



Consignee

Warehouse /  
Dist Center

## Touch Points

1. Departure or  
pick up from  
shipper

2. Place  
Sensor

3. Activate  
Sensor

4. Arrival at  
Origin Border

5. Departure  
Origin Border

6. Arrival at  
Destination  
Border

7. Customs  
Clearance

8. Unloading  
process

9. POD

10. Remove  
Sensor

11. Deactivate  
Sensor and  
Storage



# FREE TRADE ZONES - PANAMA





# PANAMA FREE TRADE ZONE

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## Regulations & Operational details

- Colon Free Trade Zone | <http://www.zolicol.gob.pa/index.php>
- Panama Pacific Special Economic Area | <http://www.panamapacifico.com/english/>
- Requirements to establish in Panama Free trade Areas



Microsoft Word  
Document

## Interest links

- Panama Government | <https://www.presidencia.gob.pa/en>
- Panama Canal | <https://www.pancanal.com/eng/>
- Manzanillo Terminal Port |
- Georgia Tech - Logistics information & Stats | <http://logistics.gatech.pa/en/>
- Panama Canal Study | <https://www.eia.gov/conference/2014/pdf/presentations/silviademarucci.pdf>
- Commerce & industry Ministry – Regulations | <http://panama.eregulations.org/?l=es>

## Videos

- Panama Commercial Video | <https://www.youtube.com/watch?v=5tHHoZuKDh0>



# PANAMA FREE TRADE ZONE

## Transit Times from Panama in Days

### To be consider:

- Transit time as a reference
- AFR = Airport to Airport days
- OFR = Port to Port days
- FTL = Door to Door (Main cities)
- LTL = Bonded to Bonded WHS

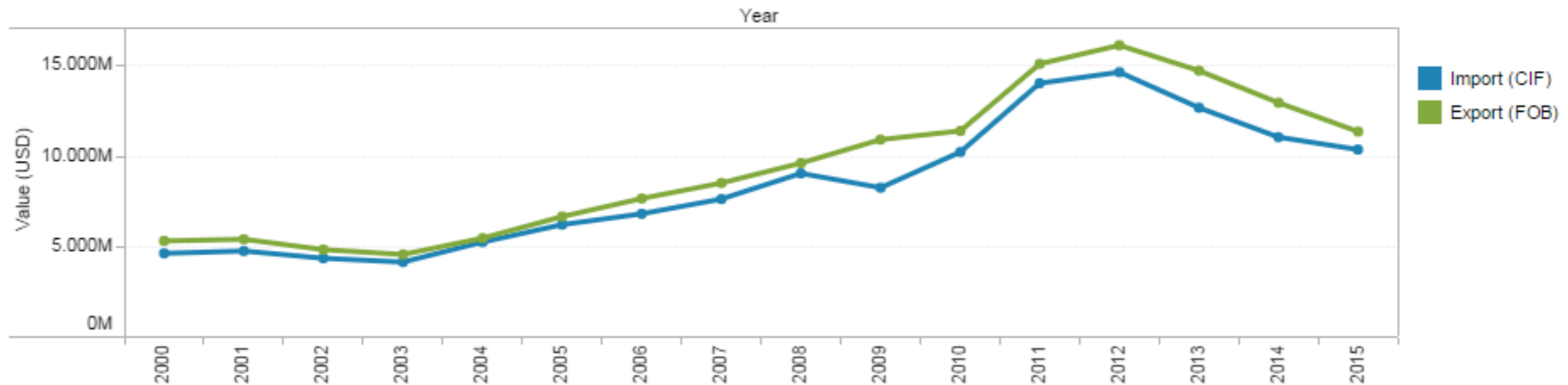
### Notes

- FCL: Full-Container-Load
- LCL: Less-than-Container-Load
- FTL: Full-Truck-Load
- LTL: Less-than-Truck-Load
- Air Cargo + 800 KG
- Air Pax < 800 KG

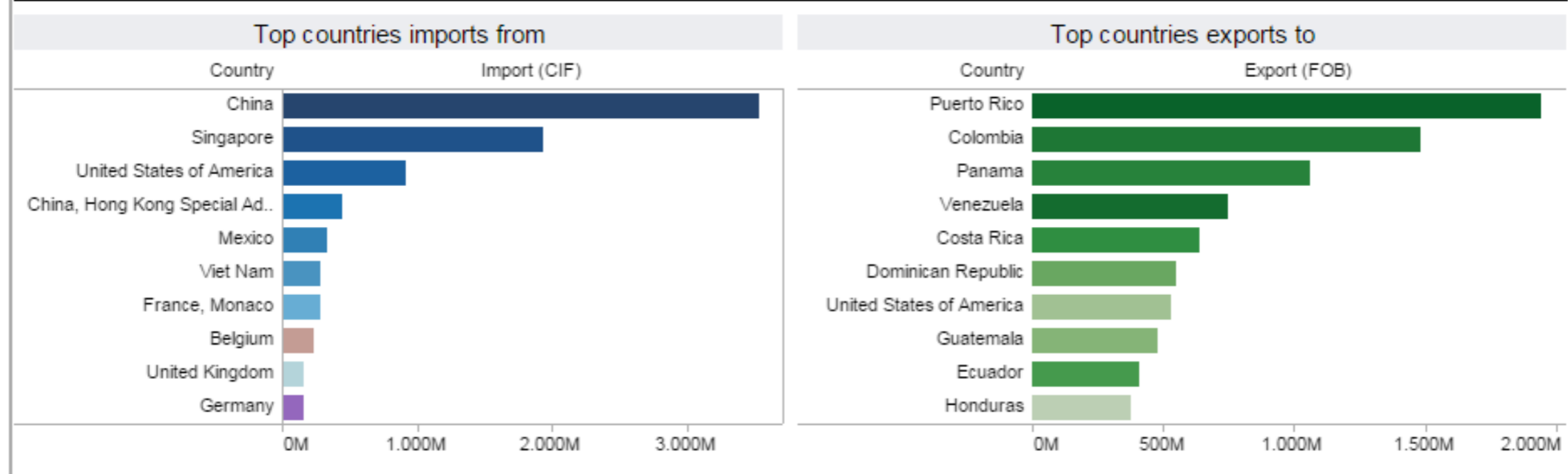
Area	Destination Country	Service Portfolio   Transit Time in Days					
		FCL	LCL	FTL	LTL	Air Cargo (+800KG)	Air Pax (<800KG)
Mexico	Mexico DF	5-9	20	9	13	1	1
United States	Miami	6	7	-	-	1	1
Central America	Costa Rica	1	1	2	2	1	1
Central America	El Salvador	7	7	5	7	1	1
Central America	Guatemala	5	5	6	8	1	1
Central America	Honduras	5	5-8	5	6	2	1
Central America	Nicaragua	3	8	3	4	1	1
South America	Venezuela - LAG	4	5	-	-	1	1
South America	Colombia - CTG	1	1	-	-	1	1
South America	Ecuador	5	5	-	-	1	1
South America	Peru	6	6	-	-	2	1
South America	Brasil - SSX	13	15	-	-	2	1
South America	Chile	10	10	-	-	2	1
South America	Argentina	21	35	-	-	2	1
South America	Uruguay	22	30	-	-	2	1
South America	Paraguay	30	35	-	-	2	1
South America	Bolivia	9	9	-	-	2	1
Caribbean	Antigua	18-20	18-20	-	-	3	2
Caribbean	Aruba	4	6	-	-	2	1
Caribbean	Bahamas	12	15	-	-	3	2
Caribbean	Barbados	7	12	-	-	3	2
Caribbean	Curacao	2	2	-	-	3	1
Caribbean	Dominican Republic	3	4	-	-	2	1
Caribbean	Grand Cayman	15-18	15-18	-	-	3	2
Caribbean	Grenada	7-14	7-14	-	-	3	2
Caribbean	Guyana	15	12	-	-	3	2
Caribbean	Haiti	10	10	-	-	3	1
Caribbean	Jamaica	8	8	-	-	3	1
Caribbean	Saint Vincent	7-14	7-14	-	-	3	2
Caribbean	St. Kitts	7-14	7-14	-	-	3	2
Caribbean	St. Lucia	9-16	9-16	-	-	3	2
Caribbean	St. Marteen	18-20	18-20	-	-	3	2
Caribbean	Suriname	15	15	-	-	3	2
Caribbean	Trinidad & Tobago	10	10	-	-	3	2
Caribbean	Turks & Caicos	18-20	18-20	-	-	3	2
Caribbean	Puerto Rico	5	5	-	-	2	1

# COLON FREE TRADE ZONE STATISTICS

Yearly Colon Free Zone Statistics



Statistics up to December 2015





# PANAMA | FREE TRADE ZONE - ECOMMERCE

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Panama Government has approved a new Law No. 223 to give more benefits and options to development business in Colon Free Zone on March 23<sup>rd</sup>, 2016.

- In the article 44, point 8 has been included "E-Commerce" as an activity allowed into Colon Free Zone, using the \*DMCE process as mechanism to re-exports merchandises.

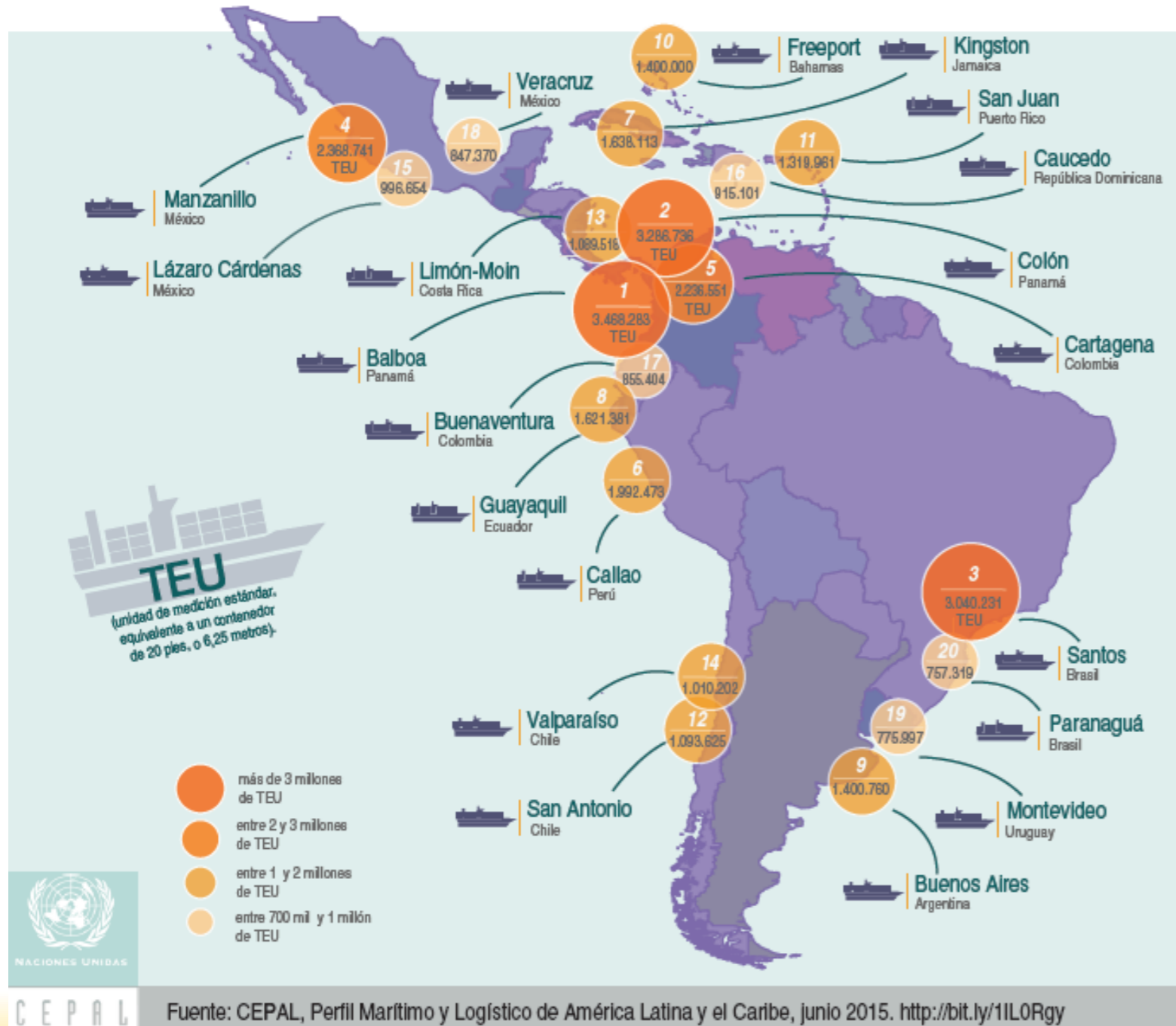
8. La venta internacional de bienes o productos a través de comercio electrónico; y



\* DMCE is Commercial movement declaration, it's E-Process for statistics & control purposes.

**One of the three pillar for CFZ is development the E-Commerce Business**

# PANAMA FREE TRADE ZONE



## Latin America - Ports Ranks

### Caribbean Ports (Colon)

- Manzanillo International Terminal (Carrix)
- Colon Container Terminal (Evergreen)
- Cristobal (Hutchinson)

### Pacific Port

- Balboa (Hutchinson)
- Singapore Port Authority

**23% of the Port cranes of Latin America are located in Panama**
















# INTEGRATED WAREHOUSE SERVICES - PANAMA



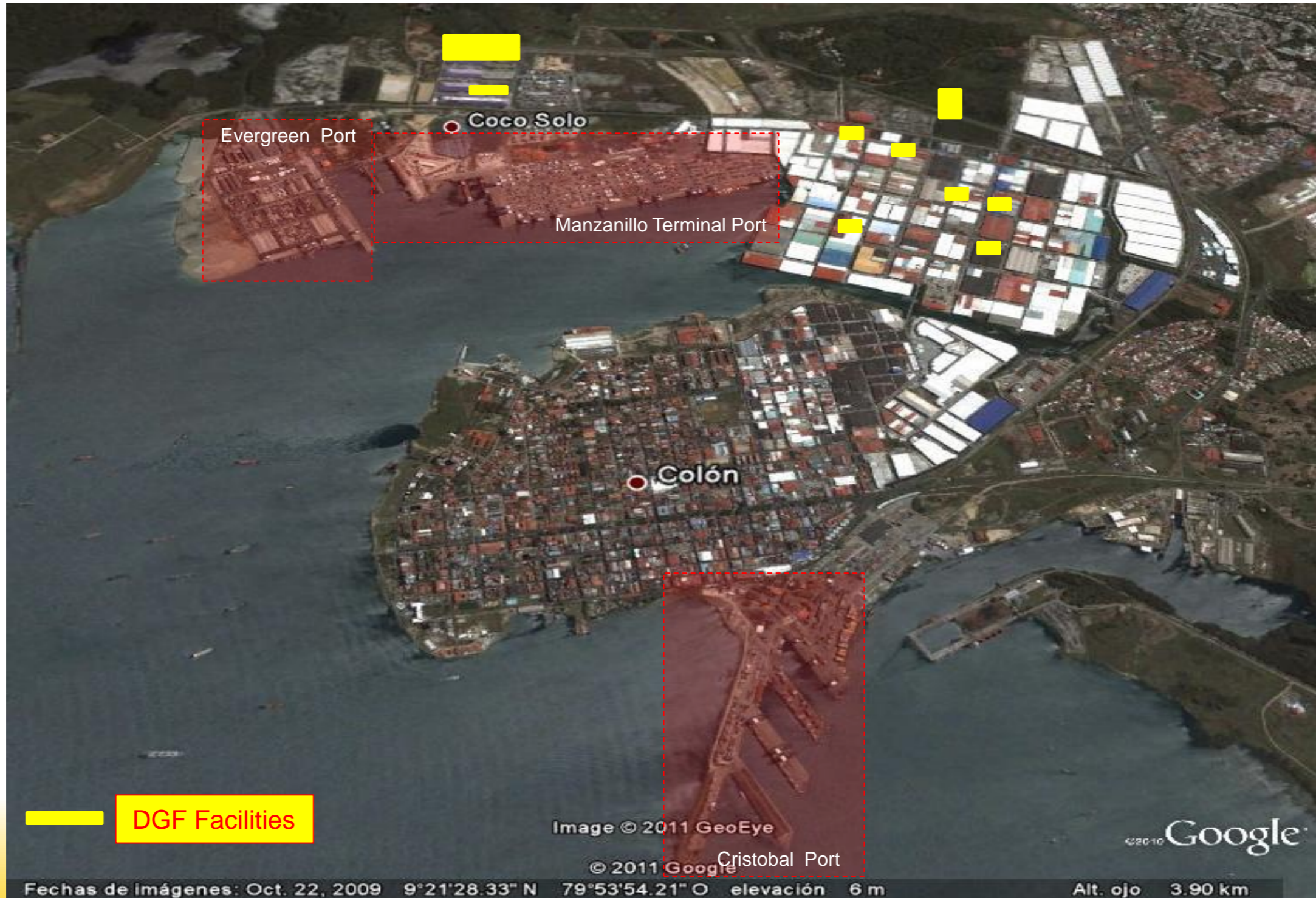


# DGF PANAMA FREE TRADE ZONES SERVICES

Colon Free Trade Zone Services	Logistics Activities
<ul style="list-style-type: none"> <li>▪ Colon Free Zone (120.000 sqm)</li> <li>▪ Panama Pacifico (16.000 sqm)</li> <li>▪ 25,000 sqm Climate Controlled Area (15-25°C)</li> <li>▪ 3.000 sqm Climate Controlled Area (2-8°C)</li> <li>▪ Segments: Life Sciences, Chemical, Consumer Goods, Spare Parts, Technology Electronics and Telecom.</li> <li>▪ Located in front of Manzanillo Port Terminal, in Colon Free Zone</li> <li>▪ Built to US Standards</li> <li>▪ Total 97,000m<sup>2</sup> Area Space (4 Buildings)</li> <li>▪ Fire Suppression &amp; Prevention System</li> <li>▪ High Density Racking &amp; Cross Dock</li> <li>▪ Climate Controlled Storage Area (25°C)</li> <li>▪ Cold Storage Area (5°C)</li> <li>▪ Product Conditioning &amp; Rework Areas</li> <li>▪ Private Bonded Container Yard</li> <li>▪ 24 Hour Surveillance (Electronic &amp; Guards)</li> </ul> <div style="text-align: center; margin-top: 20px;">    </div>	<ul style="list-style-type: none"> <li>▪ Pick &amp; Pack </li> <li>▪ Blending and Mixing</li> <li>▪ Splitting</li> <li>▪ Packaging </li> <li>▪ Design</li> <li>▪ Labeling</li> <li>▪ Assembly line </li> <li>▪ Manufacturing</li> <li>▪ Tailor made solutions</li> <li>▪ Inbound Coordination </li> <li>▪ Value Adding Activities</li> <li>▪ Stage, Load, Dispatch</li> <li>▪ Cross Dock </li> <li>▪ Reverse logistics</li> <li>▪ Receiving, unloading, stowaway</li> <li>▪ Dedicated Account Executive </li> <li>▪ Quality Controls</li> <li>▪ Track &amp; Trace to Destination</li> <li>▪ Inventory control KPI's </li> <li>▪ Reports</li> <li>▪ BSC (Balance Score Chart)</li> <li>▪ Sales and Custom Documentation </li> <li>▪ Pay-on-Demand" vs.</li> <li>▪ "Carry Assets &amp; Liabilities"</li> </ul>



# DGF PANAMA - COLON FREE ZONE OPERATIONS



DHL Future facilities



# DGF PANAMA - COLON FREE TRADE ZONE



MIT Logistics Park



Randolph Avenue  
Distribution Center





# PANAMA PACIFICO SPECIAL ECONOMIC AREA

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# PARQUE SUR | LOCAL MARKET



OUR  
WMS

## Fats

- +200 Employees
- 26,000 sqm
- 1 location, Parque Sur

## Services

Cross Dock  
 Local Distribution  
 Value added activities (Labeling, Bundling, Kitting, Packing & Repacking, Asset tagging, Special Offer Packaging)  
 General & bonded warehouse, Inventory Administration.  
 Revert Logistics

## Main Customers

Colgate Palmolive, Nestle, Pozuelo, Johnson Medical, Unilever, Mondelez, Huawei, Baxter, Cerveceria Barú. Grupo Rey, BASF

## Segments

Consumer, Technology, chemicals, Life Science & health Care

