

Edition N°10



AMP *Reports*

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Informative

SIGNING OF THE CONTRACT FOR THE OPERATION OF THE BALBOA SHIPYARD WILL HAVE A GREAT IMPACT ON THE ECONOMIC REACTIVATION

Guaranteeing the processes of transparency and participation promoted by the National Government, the Panama Maritime Authority (AMP) and the company Astilleros Puerto de Balboa, S.A. signed the Contract for the "BALBOA SHIPYARD OPERATION SERVICE, WHICH INCLUDES: RENOVATION, DEVELOPMENT AND ADMINISTRATION OF THE SHIPYARD, awarded by Resolution ADM-AL No. 002-2021 of July 30, 2021.

The parties agree to enter into this contract with an execution period of 20 years from the date of the order to proceed, after the endorsement of the Office of the Comptroller General of the Republic.

The State will receive from Astillero Puerto de Balboa, S.A. a total amount of fourteen million four hundred thousand Dollars (USD 14,400,000.00), a figure that will be paid through monthly payments during the period of execution of the contract, for which the company will make payments for a fixed monthly rate of sixty thousand Dollars (USD 60,000.00), additionally, the company will have to make an investment of twenty million Dollars (USD

20,000,000.00) for the renovation of the shipyard facilities, throughout the contract period.

The company may request the extension of the contract one year before its expiration, as long as it has fulfilled in all its material aspects, the established obligations.



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AMP SIGNS A MEMORANDUM OF UNDERSTANDING WITH A LEADING COMPANY IN TOWAGE SERVICES IN AMERICA, SAAM S.A.

The Panama Maritime Authority (AMP) signed a Memorandum of Understanding with the company SAAM S.A. and the subsidiary SAAM Towage Panama, Inc., for a renewable period of five years, through which a framework of cooperation will be established in order to achieve the creation of academic actions and the promotion of job opportunities for officers, cadets and Panamanian subordinate staff, which will have a positive impact on the performance of their duties.



The signing of this agreement is proof that the approaches we are making with various institutions, organizations and companies, both national and international, aimed at exchanging experiences and technical knowledge, allowing the execution of the skills of Panamanian seafarers, are bearing fruit. It is important to indicate that this company maintains 27 registered vessels with the Panama Ship Registry, of which 14 operate in our country and one more will be added soon, whose documents are pending.

In Panama, SAAM Towage has an experience of more than 30 years and is the largest operator of tugboat services, it maintains a presence in most of the country's ports, both in the Atlantic and Pacific, providing port towing to container ships, tankers and bulk carriers in both conventional and special operations.

Announcement



PANAMA
MARITIME
AUTHORITY



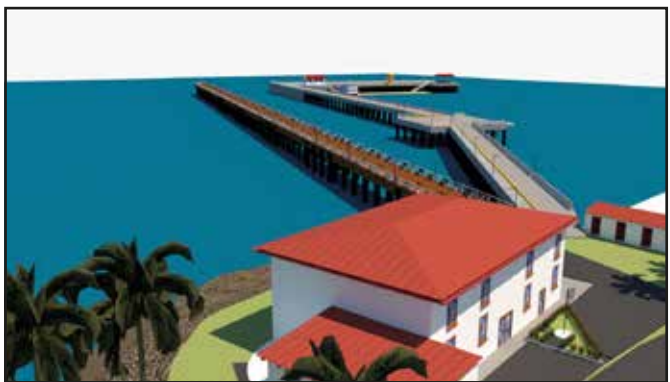
**HISTORICAL INCREASE IN
INCOME DURING THE LAST 10 YEARS.**

With a collection of USD 133.4 million
at the end of September.

Informative

IT IS RECOMMENDED TO DECLARE AS VOID, THE TENDER FOR THE CONSTRUCTION OF THE NEW PUERTO ARMUELLES TAX DOCK

The verification commission of the tender for 20,198,669.84 million dollars for the "Study, Design, Development and Approval of plans and Construction of the new fiscal dock of Puerto Armuelles, district of Baru, province of Chiriquí" recommended to declare it void, its decision is based on the fact that the 2 proposals presented do not meet the requirements requested in the tender documents.



proceeded to evaluate the next proposal with the lowest price, for which it used the same procedure used in the evaluation of the previous proposal, as established by law, until the report was issued to declare it void due to non-compliance with the requirements and demands of the tender documents by all the proponents.

This recommendation was issued through a report presented by the verification commission of the tender, which is signed by the five people who carried out the evaluations of each of the proposals presented, based on Article 59 of Law 22 of 2006, ordered by Law 153 of 2020.

The commission reviewed the lowest offer presented and determined that the company did not fully comply with all the requirements and demands of the statement of objections, then



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THE FLORIDA AND CARIBBEAN CRUISES ASSOCIATION VISIT THE PANAMA CRUISE TERMINAL

The Administrator of the Panama Maritime Authority (AMP) Noriel Arauz, received at the Panama Cruise Terminal senior executives from the Florida and Caribbean Cruise Association (FCCA) interested in developing this type of tourism in our country.

Representatives of more than 22 cruise lines, together with officials from the AMP, visited the Panama Cruise Terminal, to learn about the progress of the work, which is 83%.

The Administrator of the Panama Maritime Authority

(AMP) Noriel Arauz, said that "we are in preliminary meetings with some cruise lines interested in using this terminal as of November, so we will continue to support the economic reactivation".

This terminal, which is based on a Home Port concept, will simultaneously allow the docking of 2 cruise ships and will have the capacity to receive more than 5,000 passengers with the highest quality and safety standards.

The new Panama Cruise Terminal is a reality that will place us at the forefront in the industry, offering a new tourist destination, reactivating the economy and thus attracting thousands of visitors.



Informative

THE CONSTRUCTION WORK OF THE BREAKERWATER IN THE PANAMA CRUISE TERMINAL GO FORWARD

The Panama Maritime Authority (AMP) informs all seafarers and users of the maritime spaces near the Amador Causeway that the construction work of the breakwater in the Panama Cruise Terminal is 60% complete.

Currently, work is being carried out on the placement of filters, lifting of levels and construction of

core and protection layer, for this, cardinal buoys and special beacons have been installed to signal the work, for which we ask seafarers to pass 50 meters to the North of the North Cardinal Buoy located at the North Cardinal position $8^{\circ} 55.253' N$ $79^{\circ} 30.858' W$.

Since July 2020, in the electronic nautical chart ENC PA6CP004, the information on the Panama Cruise Terminal project is available, including its breakwater under construction.



Informative

MARITIME DEGREE WILL BE ADAPTED TO THE NEEDS OF THE LOGISTICS AND PORT SECTOR

The Administrator of the Panama Maritime Authority (AMP) Noriel Arauz, delivered to the Minister of Education, Maruja Gorday Moreno de Villalobos, the results of the report of the Consulting Service for the Diagnosis and Evaluation of the Maritime Baccaureate carried out by the consultant Hector Ruiz, where the need to update it is suggested, so that it is consistent with the development of the country's logistics, maritime and port strategy, elevating it to a program similar to that of industrial baccaureate degrees.

The purpose of this report is to examine the progress and impact of the program created as a pilot plan within the Curriculum Transformation Project promoted by the Panama Maritime Authority (AMP) jointly with the Ministry of Education (MEDUCA) through Executive Decree 944 of December 21, 2009. The aforementioned pilot plan started at the beginning of 2010 in 4 state schools and was expanding until it currently includes 8 official schools and 13 private schools, covering 8 provinces.

For these changes to be carried out in a comprehensive manner, it is necessary to involve the country's secondary education levels, with this objective we request the realization of this consultancy, which evidenced the need to adapt the maritime baccaureate programs, transforming

them in the face of the new realities and needs of the sector, allowing the student to have 2 types of competences, the Industrial Maritime Baccaureate and additionally the Ordinary Marine, giving the graduate the possibility of working as seafarers on board vessels, preparing them for their entry into the country's maritime universities.

That is why it is recommended after the completion of this meticulous study, that the baccaureate be converted to an industrial degree called "Industrial Baccaureate in Naval Mechanics", to improve and contribute to the progress of maritime careers that allow Panama to become a nation of the first world in the maritime and port field.

This document also suggests the need to strengthen students in Basic Sciences (Biology, Chemistry, Physics and Mathematics), in Nautical Sciences, at a technological and systematic level, as well as teachers, so that they maintain an updated and excellent profile.



Informative

HISTORICAL INCREASE IN INCOME OF THE PANAMA MARITIME AUTHORITY

We increased 34% more than in 2020 at the end of the third quarter.

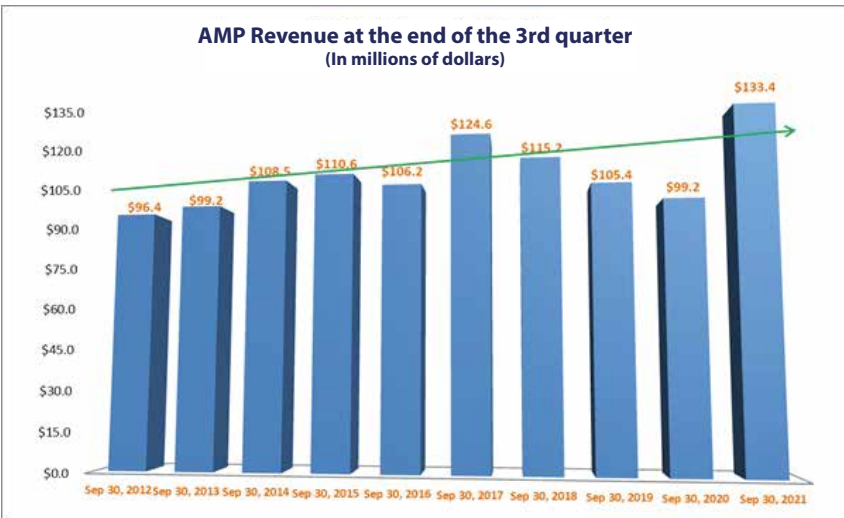
The Panama Maritime Authority (AMP) continues to exceed expectations, with a growth of 34% more than in 2020 with a collection of USD 133.4 million at the end of September 2021 versus USD 99.2 million in the same month last year. It should be noted that this is the highest collection obtained in the last 10 years. Likewise, it is meeting the modified income budget 6% above it.

The AMP established at the beginning of the year a solid financial strategy to increase revenues, focused on the growth of the fleet of vessels of the Panamanian Merchant Marine, Renewal of Marine Licenses, Port Services, incentives for the generation of new concessions and licenses of operation, effective management in consular collection, among others that have been the pillar to achieve this impact on the finances of the Institution.

Similarly, the Panama Maritime Authority has sought efficiency through the modernization of processes, business intelligence, new services, effective collection management, efficient use of resources with actions to reduce expenses, among other initiatives.

These results in the finances of the Maritime Authority, have allowed the transfer to the Central Government of USD 65 million in concept of contributions to the National Treasury, compliance with 100% of what is budgeted in this concept until October 2021. These contributions are part of the economic reactivation of the country, since it allows to bring well-being to the Panamanian people through the realization of social works such as health centers, sports facilities, aqueducts, schools, among other infrastructures that aim to improve the quality of life of the citizens.

It should be noted that maritime services represent one of the largest engines of the country's Gross Domestic Product and income to the National Treasury, as it is reflected in the 2,710 million dollars that have been collected since 1998, with the creation of the AMP by the entity, which has resulted in a contribution to the Central Government of 1,705 million for social works in the country.



Informative

AMP CARRIES OUT THE CONFERENCE "PANAMA THE STRATEGIC ROUTE"

The Panama Maritime Authority (AMP), held the conference "PANAMA, THE STRATEGIC ROUTE", which had the participation of 4 prominent panelists within the maritime, logistics and port areas of our country such as: Ana Margarita Reyes Deputy Administrator of the Panama Maritime Authority and Technical Secretary of the Logistics Cabinet - Ad Honorem, Yira Poyser Vice President of the Panama Maritime Chamber, Edgar Urrutia President of the Panamanian Association of Cargo Agencies and Rogelio Correa Customs Broker.



The Deputy Administrator of the Panama Maritime Authority, Ana Margarita Reyes, during her speech, pointed out that "Panama has unparalleled connectivity in the region due to its geographical position and has historically been recognized as a facilitating platform for commercial activities in the region. As a result of this connectivity, several companies from different sectors now have their operations established in the country ". She also stressed that "Panama is the strategic route of the region."



During the conference, various topics of interest were addressed such as the performance of Panamanian imports and exports, the impact on the development of logistics in Panama during Covid times (Supply Chain), the future of transport services, logistics operators, rolling equipment and technology, Panama as the Logistics Hub and the progress of projects pertaining to the National Logistics Strategy 2030.

