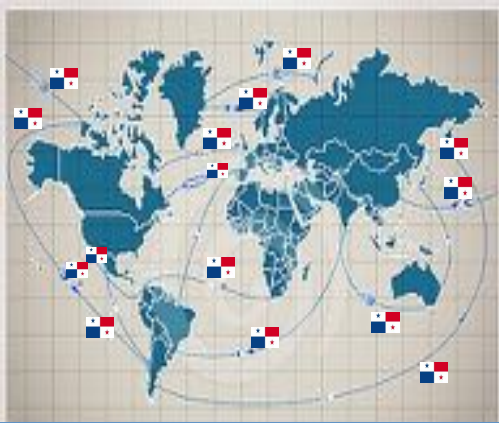




**“Panama Ship Registry:
Heading towards one hundred
years of experience”**





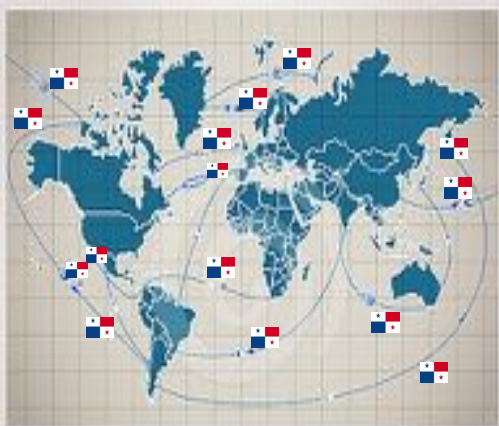
PANAMA:

Worldwide Ship Registry Leader

Why Panama is the first registry in the world?

Why major international shipping companies and banks have chosen the Panamanian flag ?

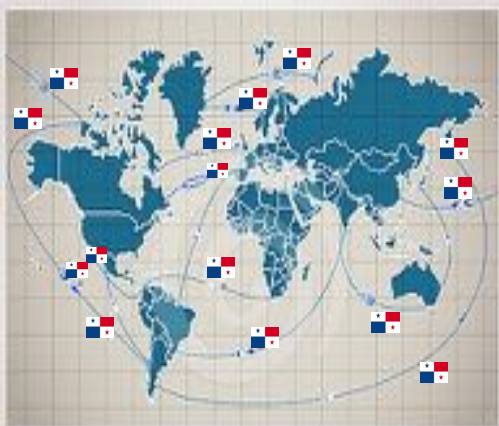




THE PANAMANIAN SHIP REGISTRY FACTS

- World leader registry with 18% of world fleet (over 8000 vessels and 218 millions GRT).
- Availability 24/7 of SEGUMAR-Panama.
- Up to 100% discounts for brand new vessels.

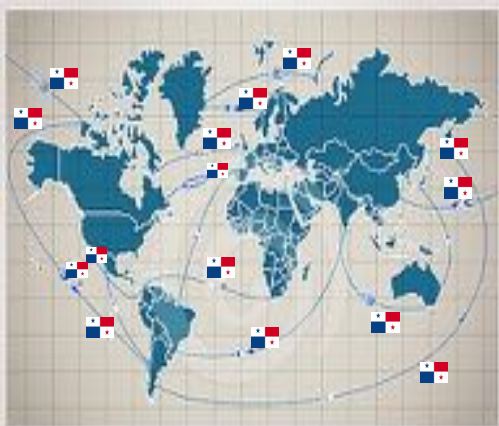




Panamanian Fleet

(GRT) June 30th, 2015

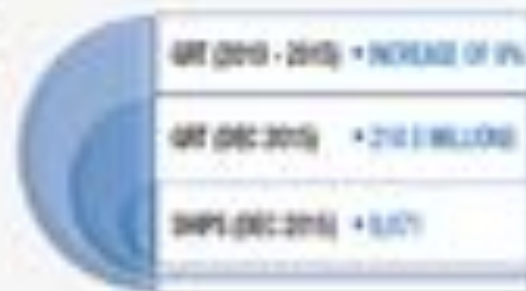
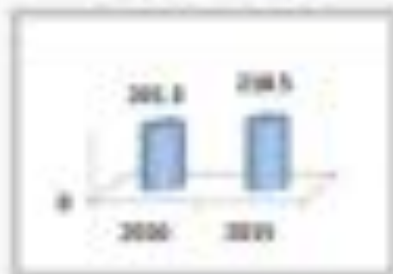




Panamanian Fleet

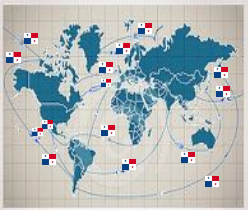
(GRT) June 30th, 2015

PANAMANIAN MERCHANT FLEET (IN GROSS REGISTERED TONNAGE) 2010 - 2015

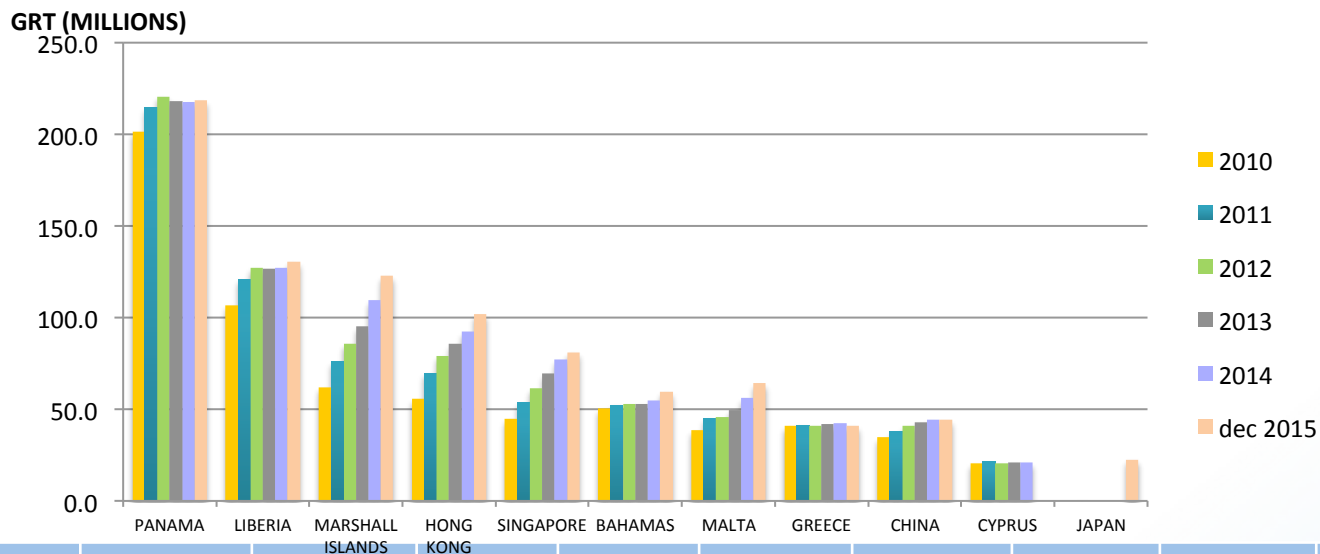


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Performance of the Panamanian Ship Registry and its main Competitors from 2010 to 2015



AÑO	PANAMA		LIBERIA		MARSHALL ISLAND		HONG KONG		SINGAPORE		BAHAMAS		MALTA		GRECCE		CHINA		CYPRUS		JAPAN		
	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	Naves	TRB	
2010	7,986	201.3	2,726	106.7	1,622	62.0	1,736	55.5	2,667	44.9	1,384	50.4	1,724	38.7	1,433	40.8	4,080	34.7	1,014	20.7			
2011	8,130	214.5	3,023	120.9	1,869	76.0	1,925	69.6	2,881	53.7	1,408	52.3	1,814	44.7	1,389	41.2	4,136	37.7	1,032	21.3			
2012	8,124	220.4	3,123	127.1	2,072	85.8	2,146	79.1	2,990	61.4	1,385	52.8	1,789	45.8	1,348	41.1	3,737	41.0	1,023	20.5			
2013	8,066	218.3	3,080	126.4	2,282	95.0	2,267	85.6	3,096	69.4	1,348	53.0	1,816	49.7	1,315	41.7	3,937	43.1	1,041	21.0			
2014	8,092	217.6	3,062	127.0	2,579	109.4	2,322	92.4	3,270	77.0	1,363	54.9	1,936	56.2	1,305	42.3	4,242	44.5	1,036	21.1			
December 2015	8,071	218.5	3,128	130.5	2,943	122.7	2,435	101.8	3,378	81.5	1,414	59.5	2,094	64.5	1,265	40.9	4,423	44.2				5,359	22.6

Source: IHS Global Ltd.

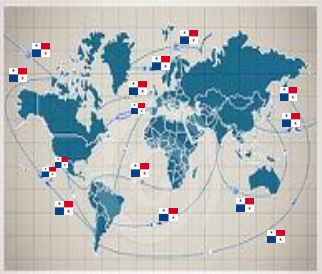
Note: This figure includes vessels of or over 100 GT and excludes non pleasure vessels or non identified.





Panamanian Registry Network





Main Discounts on taxes for vessels registration

- Up to 100% of discount for brand new vessels

- Eco Ship and Greenship - Special Discount focused on reducing air pollution and conservation of the marine environment.

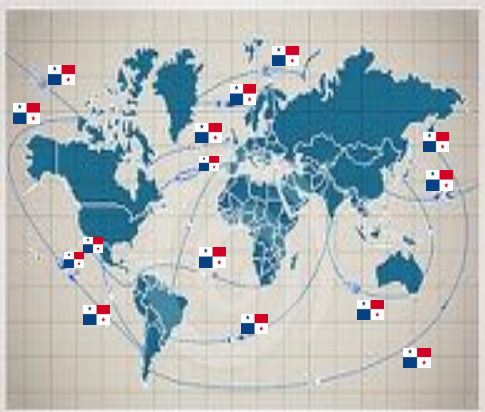
- Up to 60% Special fleet / Economic Group

- Up to 15% for vessels already registered in Panama, based on non-detention by PSC

For more information:

[MMC-298-Discounts of taxes for vessels registration.pdf](#)





Certifications

Panamanian Ship Registry

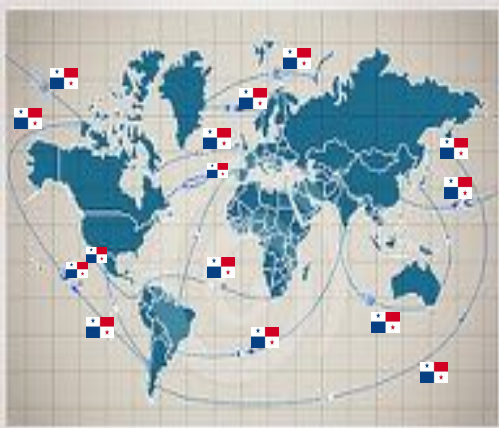


**Certified ISO 9001:2008
by Lloyd's Register
Quality Assurance**



**Dec 2008: Flag State
Voluntary Audit Scheme
by IMO**





Acknowledged Background

One Hundred years as Registry

Backed-up by the Panamanian State

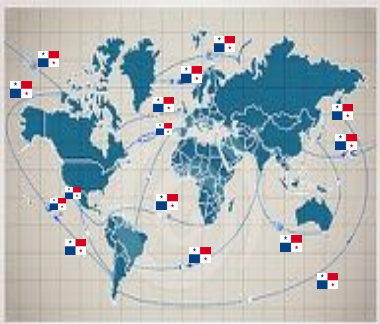
Guarantors Ship Mortgages

Tokyo and Paris MOU – White Lists

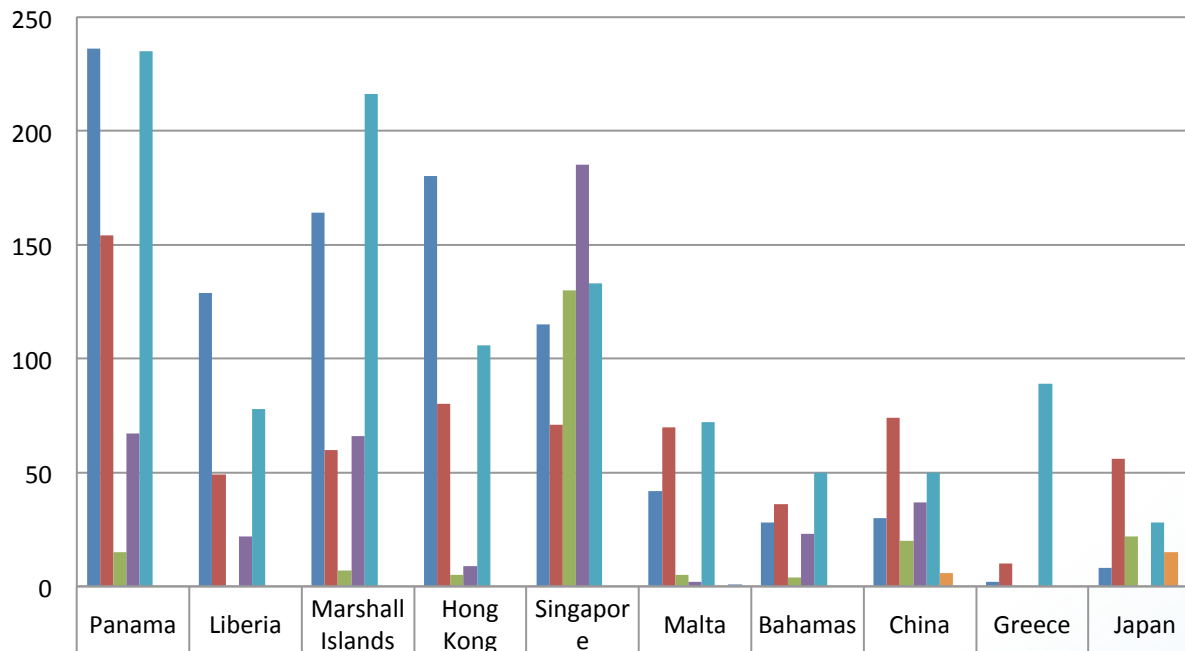
Cooperating member of the Tokyo MOU

International Regulations





Forecast of the Main Ship Registries (within the next seven years 2016-2022)

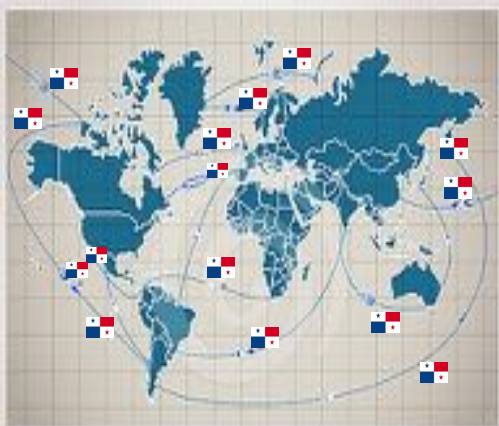


	Panama	Liberia	Marshall Islands	Hong Kong	Singapore	Malta	Bahamas	China	Greece	Japan
■ Bulk Carrier	236	129	164	180	115	42	28	30	2	8
■ Dry Cargo/Passenger	154	49	60	80	71	70	36	74	10	56
■ Miscellaneous	15	0	7	5	130	5	4	20	0	22
■ Off Shore	67	22	66	9	185	2	23	37	0	0
■ Tanker	235	78	216	106	133	72	50	50	89	28
■ Fishing	0	0	0	0	0	0	0	6	0	15
■ Inland Waterways	0	0	0	0	0	1	0	0	0	0

Source: IHS Global Ltd.

Note: This figure includes vessels of or over 100 GT and excludes non pleasure vessels or non identified.





Emerging Markets

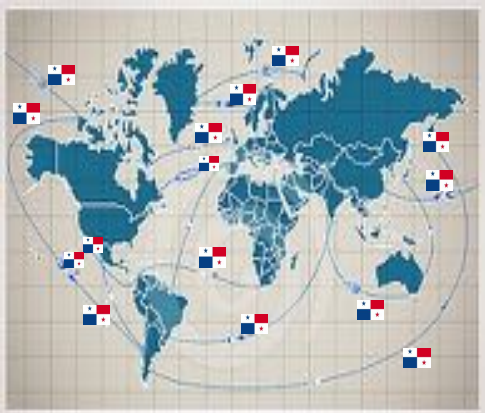
Markets

Japan – Turkey – Greece
- Singapore

Type of Vessels

Gas Carrier - Liquefied
Gas Carrier- OPL ship –
Barges- Tugs



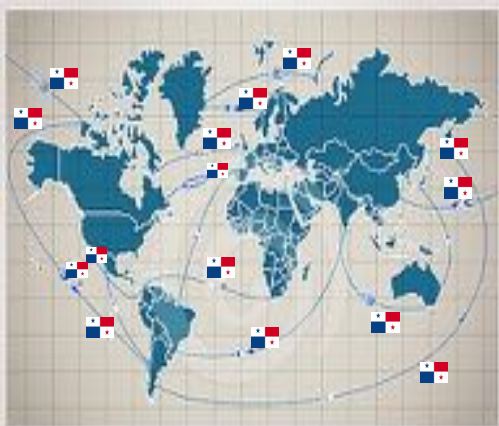


A Greener Registry

Eco shipping

Greenship

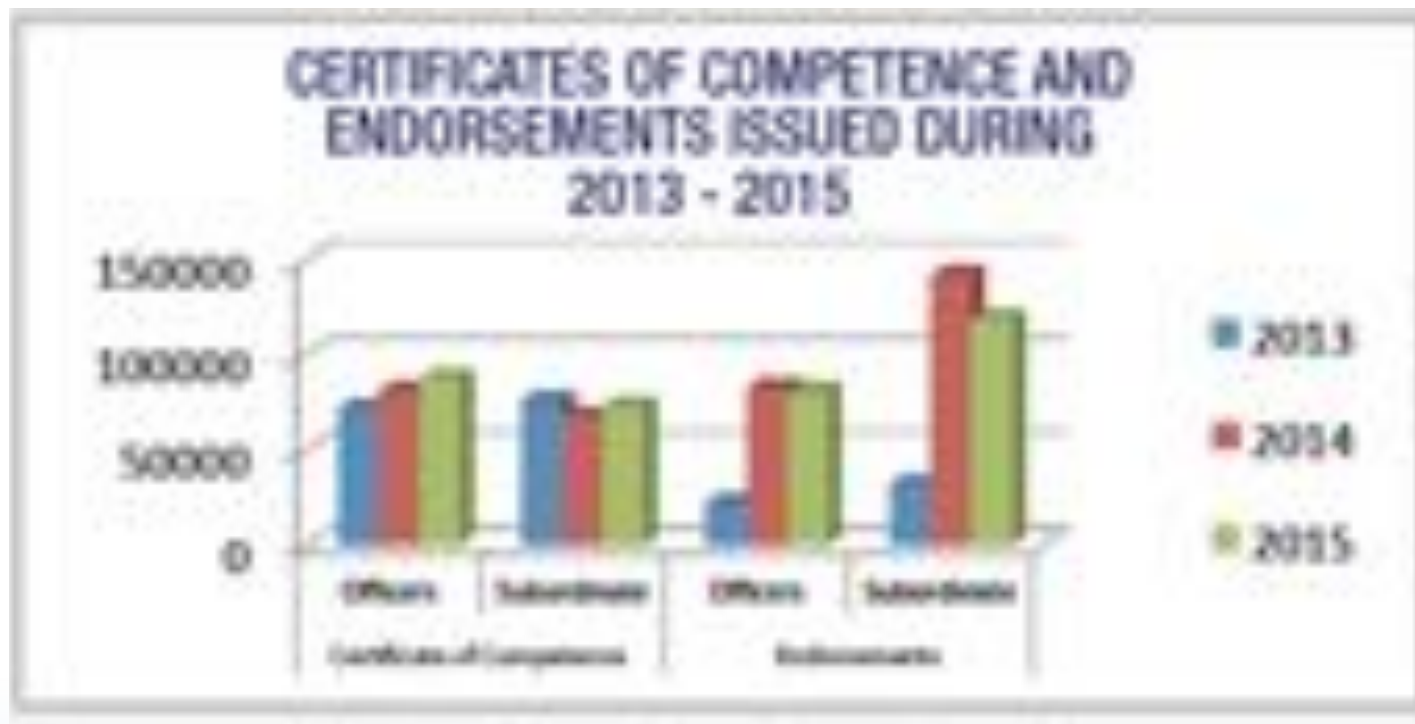




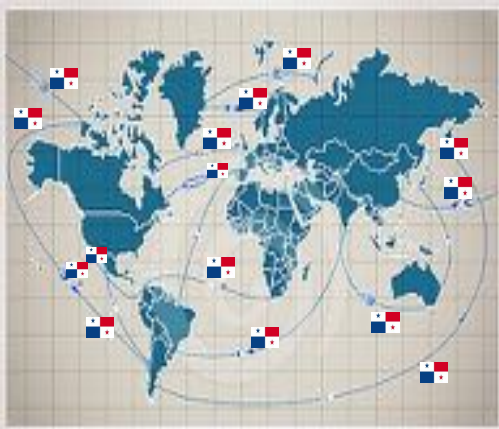
SEAFARERS

Human Element

- Seafarers are one of the pillars in the maritime industry.
- Implementation of the MLC, 2006 and the STCW'78, as amended.



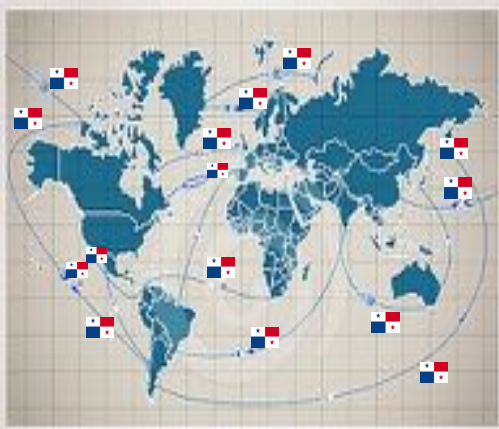
Training and Knowledge



- Qualified seafarers through effective quality training.
- National and Foreign Maritime Training Centers.

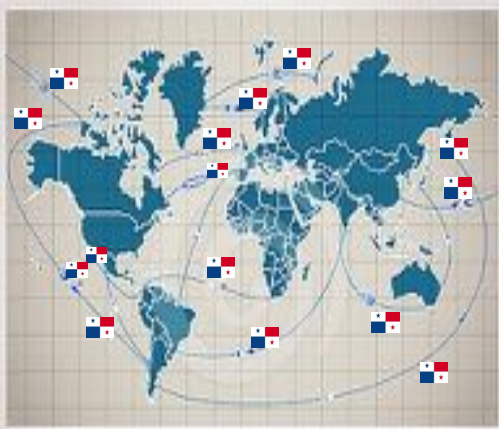


CERTIFICATION



- Seafarer's Automated Application.
- Controls on issued documentation.
- Opening of New Regional Documentation Offices.



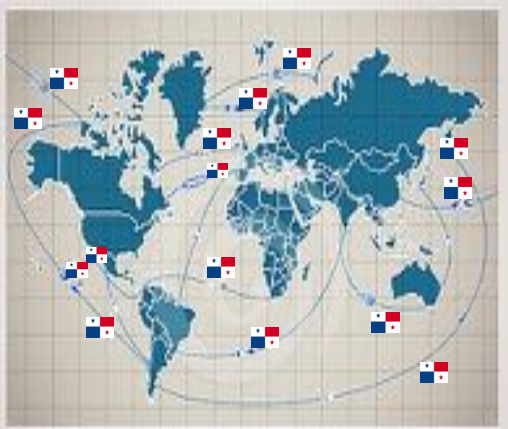


BILATERAL AGREEMENTS / INTERNATIONAL COOPERATION

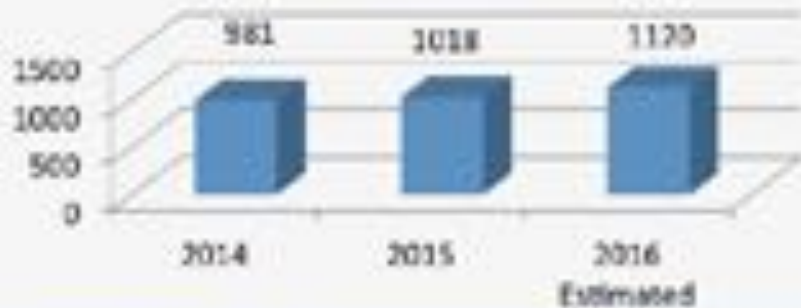
- ✓ Technical Cooperation between Maritime Administrations.
- ✓ Strategic Academic Alliances.
- ✓ Bilateral Agreements.



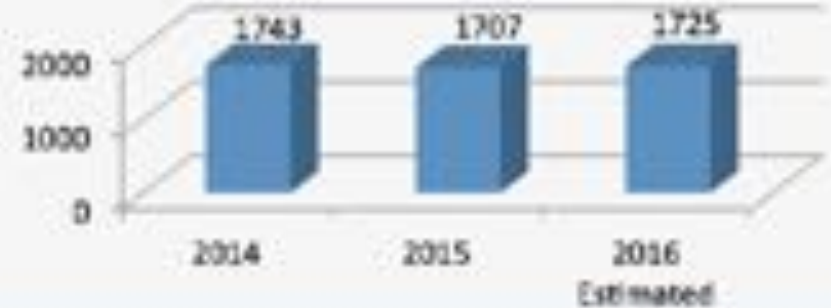
PUBLIC REGISTRY (Property of Vessels)

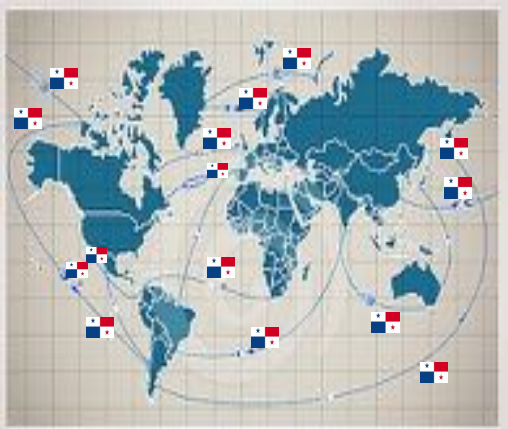


ANNUAL COMPARISON OF REGISTERED
MORTGAGES
2014 - 2016 (Estimated)



ANNUAL COMPARISON OF REGISTERED
OWNERSHIP TITLES
2014 - 2016 (Estimated)





NAVAL FINANCING LAW

Improve investment in maritime matters by tax incentives , labor and migration incentives in the following activities:

- Naval Financing
- Construction of Ships and Shipyards
- Construction and Repair Containers
- Offshore Wind Farms





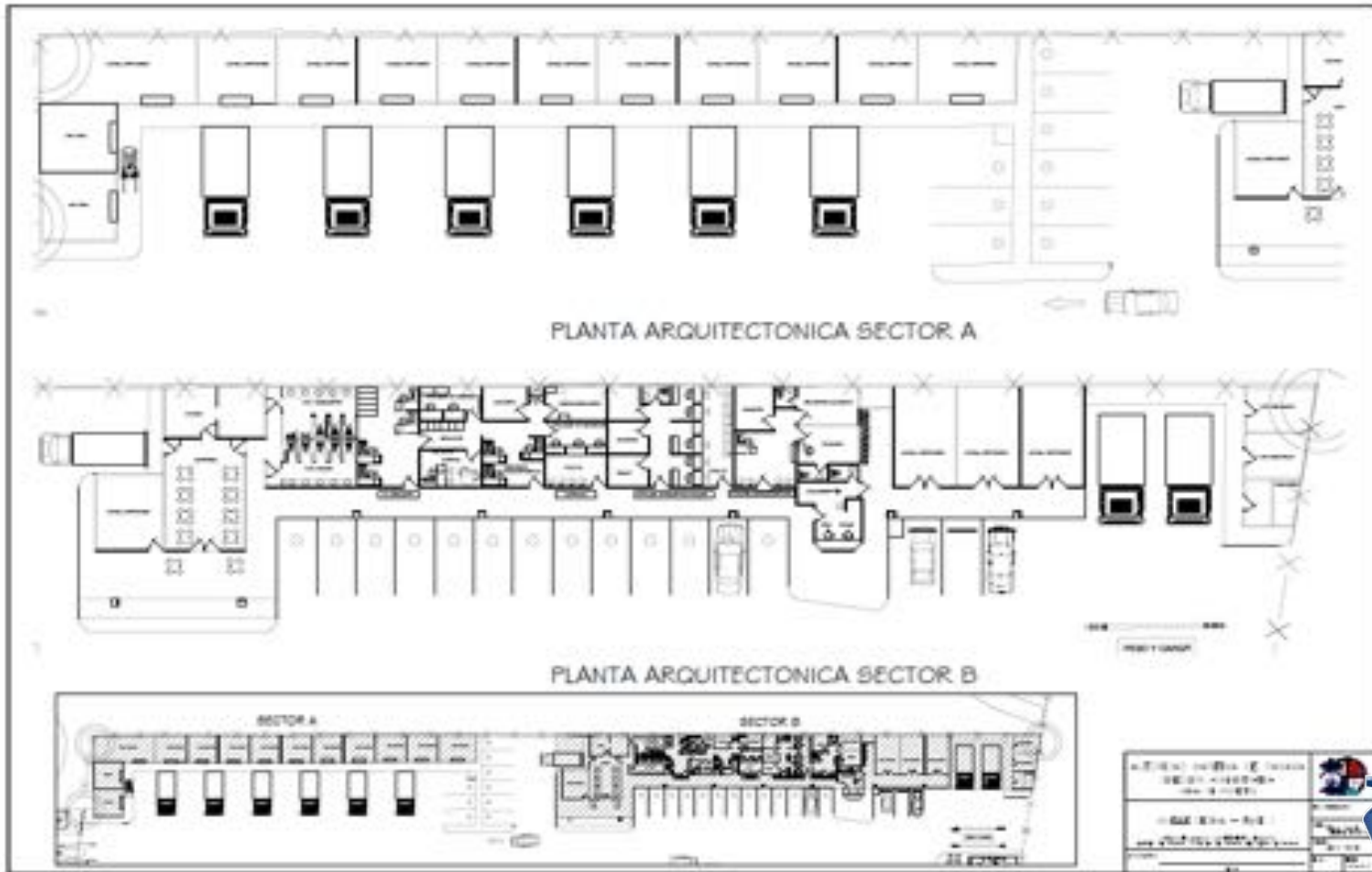
PANAMA

Improving Port Connectivity





MARITIME ANCILLARY INDUSTRY SHIPPING DOCK





PUERTO ARMUELLES MARINE TERMINAL





VACAMONTE MARINE TERMINAL





PEDREGAL PORT

Yatch Club





AGUADULCE

MULTIMODAL PORT





VTS

Project Stages



Stage 1
Atlantic & Pacific

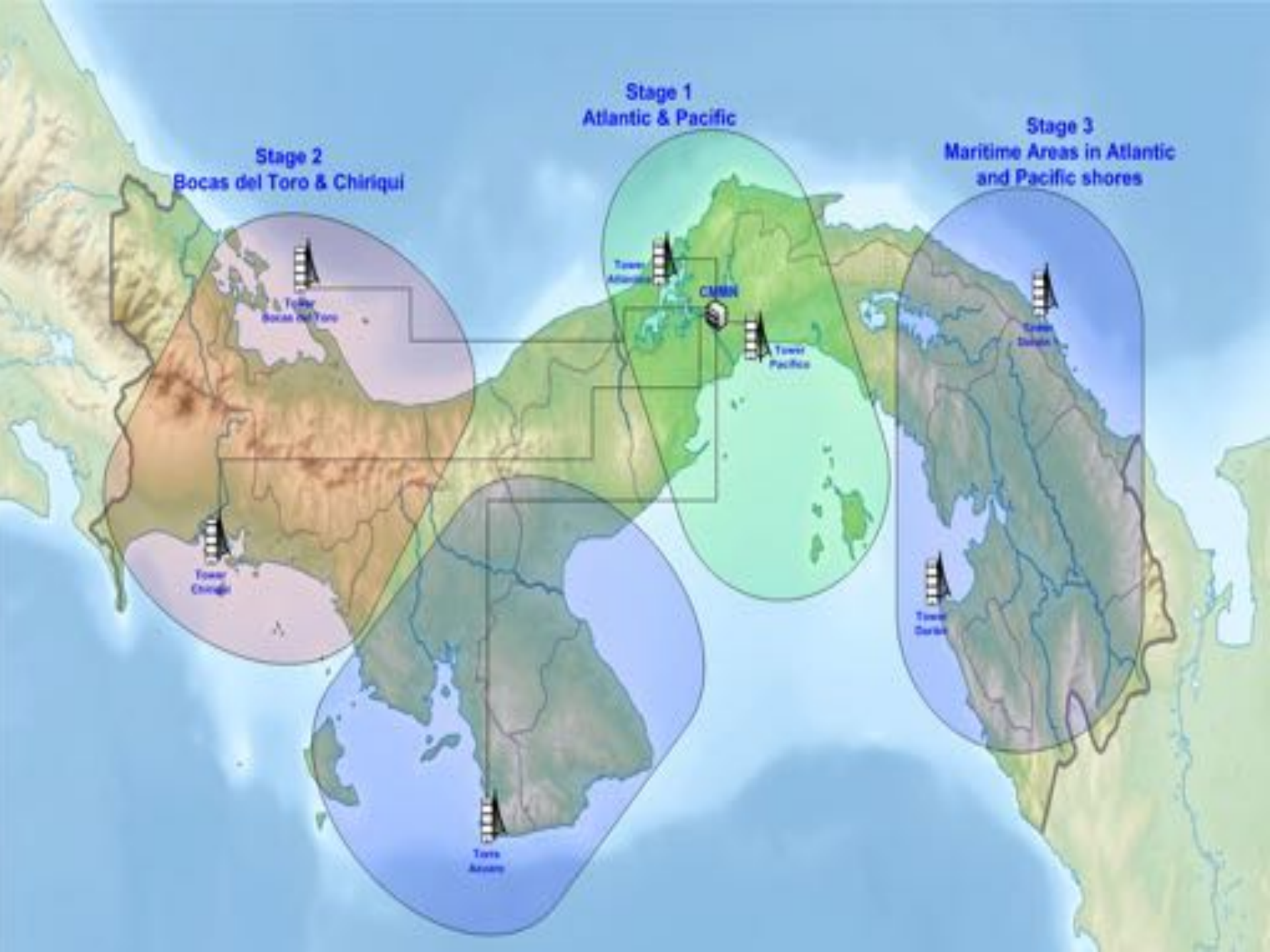


Stage 2
Bocas del Toro &
Chiriquí



Stage 3
Maritime Areas in
Atlantic and Pacific
shores





Stage 1
Atlantic & Pacific

Stage 2
Bocas del Toro & Chiriqui

Stage 3
Maritime Areas in Atlantic
and Pacific shores



Tower
Bocas del Toro



Tower
Atlantic

CMBN



Tower
Pacific



Tower
Darien



Tower
Chiriqui



Tower
Azuero



Tower
Darien



VTS

Components - Stages 1

Analysis and
Solution
Design

Construction
(Civil Work)-
Atlantic & Pacific
Towers

Sensors + Servers &
Telecommunications
Platform - VTS
systems

Equipment –
Workstations

Command center
(monitoring)
equipment &
workstations





THANK YOU



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Secretary General

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