

Be Opportunistic About Panama's 84% Hotel Occupancy Rate

BACKGROUND: Panama's real estate sector has been continually growing especially in Panama City and some parts of the Panama's countryside, like Boquete. While there is debate as to whether the current condo boom will continue, one area of real estate that still has much opportunity is hospitality. Hotel occupancy rates in Panama are second in the world outside of the United States largely due to the fact that Panama has become an international banking and trading center in addition to a tourist attraction. The multi-billion dollar and multi-year expansion of the Panama Canal will also no doubt continue to attract international business for years to come.

THE TEAM: We have local, experienced developers that are seeking Investor Partners for projects in various stages of development, from raw land to the redevelopment and re-branding of existing buildings within the Panama City city limits and in other parts of the country where they have first-mover advantage.

THE OPPORTUNITY: Panama City still has a need for hotels, from local economical hotels to international world-renowned branded hotels to unique boutique hotels. Investor Partners can participate in projects from early stage developments where there is the potential for higher returns over a longer period of time to existing developments where the owner/operator/developer is looking to buy-out partners or simply sell a stake in their existing development. Projects in the Panamanian countryside also offer a great opportunity to establish a presence in less widely-known cities, but that have had significant investments from different industries, such as oil and mining. The cities of Puerto Armuelles and Penenome are two prime examples where such investments are taking place.

THE DIFFERENCE: You have the opportunity to join existing developments with experienced developers. You also are not subject to the risks of going into a project alone in foreign country. You will have a local experienced development partner that knows local regulations and has a track record. You also optionally have the benefit of having an in-country partner in Esenai that will look out for your investment as partner with a vested interest in ensuring projects are successful.

SUMMARY: If you are looking to start or expand your international portfolio, you must consider the Panamanian hospitality industry. Panama is among the most stable countries in Latin America and is at the top of the banking and trading industries in the region.

PREFERENCE? Do you prefer early-stage, ready-to-build or existing developments? Are you interested in developments in Panama City or do you prefer to be a first-mover and invest in areas where there is not a large hotel presence but there is an established or potential need? Let us know by completing our online form at <http://www.PanamaHotelInvestment.com/> or call us.

ABOUT ESENAI: Esenai is a Maryland (USA) Corporation led by Marvin Corea who recently moved back to Panama to focus on hotel developments in Panama. Marvin is involved in opportunistic investments in private equity and real estate in the United States, Panama and other international locations.

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Referred By: _____