

## Macroeconomic, Regional and Sectorial Studies

**INTRACORP** has conducted important macroeconomic impact studies, such as the one requested by the Panama Canal Authority, designed to measure the economic impact of the expansion of the Panama Canal, as well as economic studies contracted by the Interamerican Development Bank.

**INTRACORP** has also conducted specialized studies that have served as the basis for decision-making at the regulatory and legislative levels in the banking and industrial sectors.

In the area of regional studies, the team of **INTRACORP** professionals has actively participated in such projects as the development of the Master Plan for the Metropolitan Regions of Panama and Colon, as well as the Master Plan for the Province of Chiriquí.

**INTRACORP** has experience in negotiation processes for foreign trade, pertaining to Free Trade Agreements and for opening of new markets.

**INTRACORP** has provided advice on subjects pertaining to free competition and consumer affairs.

Also, **INTRACORP** professionals have provided economic expertise in cases related to the maritime labor, and services sectors, for management as well as labor.

□ **Economic and Social Assessment on Tax System Applied to the Production of Beer. Cervecería Nacional, Subsidiary of SAB Miller PLC. 2009**

Conduct a comparative analysis of the tax structure of the various products that pay special consumption tax *vis-à-vis* its profitability. Compare the tax regime of beers and spirits in Panama and abroad. Analyze the tax rates paid in relation to alcoholic beverage. Weighting the macroeconomic and social impact of Cervecería Nacional in the national economy

□ **Study of Maritime and Logistics Sector. General Consulate of the Kingdom of the Netherlands. 2009**

To delineate the current and foreseeable developments (macro economic, new government and the Panama Canal expansion) taking into account growth in the various relevant sectors of the Panamanian economy in developing their competitive advantages

□ **Methodology for measuring the impact of the generation of employment and the impact on the Gross Domestic Product (GDP) related to international trade. Ministerio de Comercio e Industrias. 2008**

Develop and implement a methodology framework that will permit the clear, precise and scientific evaluation of the national and regional impact on the labor market and GDP, based on Panama's possible commitments resulting from the signing of commercial agreements and the development of international economic relations in general

- ❑ **Methodology for Determining the Needs for Training / Professional Technical Development and Strategic Actions for the Sustainable Development of the Province of Chiriqui. Consejo Nacional de Desarrollo, Programa Multifase Desarrollo Sostenible de Chiriqui, Instituto Nacional de Formación y Capacitación para el Desarrollo Humano. 2008**

Develop a diagnostic profile that will result in the determination of training needs and/or professional technical development requirements and their respective costs, based on diverse development scenarios. This will facilitate the development of a Logical Framework along with a Strategic Plan establishing actions for the sustainable development of the Province of Chiriqui, based on its potential and comparative and competitive advantages

- ❑ **Impact of Tourism and the Activities of Foreign Residents in Bocas del Toro, Red Frog Beach, Maracuya, Playa Pristina and Boca Drago. 2008**

Demonstrate the economic impact and the multiplier effect of tourism projects in the Province of Bocas del Toro. Presentation to the Panamanian Institute of Tourism on the importance of these development projects to the economy of the region

- ❑ **Plan for Regulating land, Environment and Urban Development by the City of Boquete. Autoridad Nacional del Ambiente, Interamerican Development Bank, Consejo Nacional de Desarrollo, Programa Multifase Desarrollo Sostenible de Chiriqui. 2007 – 2008**

The study consists of the following components: a strategic plan for participation of all concerned; the development of a plan for regulating land, environment and urban development by the City of Boquete; projects and plans of action; standards of urban development; a plan for strengthening institutions; evaluation of regulations governing environmental, land and urban development. These elements will be involve in the application of strategic participative planning, based on the capacity and ecological aptitude of the territory, in coordination of the key players in the process

- ❑ **Socio-Economic Component of Isla Colon, Province of Bocas del Toro. The Nature Conservancy. 2007 – 2008**

The study diagnoses the current situation and makes projections based on different scenarios derived from opinions of key players. It will involve an appropriate participative investigation, focusing on the social, community and institutional aspects of Isla Colon

- ❑ **Study of Rural-Urban Migration, towards the Metropolitan Region and Bordering Areas, as a Possible Effect of the Canal Expansion Project. Panama Canal Authority. (PCA). 2006 – 2007**

Construct an Input-Output Model to determine the work force requirements based on the Canal Expansion and the overall growth of the economy. This will include the analysis of the possible impacts that the migration and the changes in the demographic structure (characteristic of the emigrant population), on the Metropolitan Region and bordering areas, as a result of the expansion project and development of the maritime cluster. This will be based on a unified model of Geographic Information System (GIS), which will reflect not only the projections from

demographic studies and historical trends, but also the diverse reports and surveys that are needed to uniform the data. Also the quantitative and descriptive data will be integrated along with the physical data (existing and future routes and infrastructures), that are more evident visually as an additional layer of information of the GIS model

❑ **Study of the Supply Chains, Distribution and Commercialization of the Cucurbitacea. Ministerio de Economía y Finanzas-Banco Interamericano de Desarrollo. 2006 – 2007**

To identify aspects in the supply chains distribution and commercialization of cucurbitacea that affect competitiveness

❑ **Master Plan for the Compañía Inmobiliaria San Felipe, S.A. (CISF). 2006 – 2007**

Develop a Master Plan using the present operation of CISF as a point of departure and planning the strategy to follow, in order to guarantee its constant growth maximizing the yield of the company

❑ **Econometric Estimation of the Demand for Beer and Carbonated Beverages. Grupo Cervecería Nacional. 2006 – 2007**

Study to measure and project the behavior of the market for beer and carbonated beverages over five years

❑ **The Economic and Social Impact of the Application of the General Regulation of the Affiliation and Registration in the Coffee Production Activity at the National Level. Asociación Nacional de Beneficiadores y Exportadores de Café. (ANBEC) 2006**

To evaluate the economic and social impact of the application of the General Regulation of Affiliation and Registration of the “Caja de Seguro Social” in the Production of Coffee in the Province of Chiriquí and at the national level

❑ **Evaluation of the Future Role of Certain Institutions and Units of the Public Sector. Ministerio de Economía y Finanzas-Banco Mundial. 2006**

To study the declared role and objectives of certain institutions and governmental entities for the purpose of obtaining an objective analysis of their cost/benefits to the country

❑ **Prototype of Economic Model for the Measurement of Productivity and Competitiveness of Companies. Secretaria Nacional de Ciencia, Tecnología e Innovación-Programa de las Naciones Unidas para el Desarrollo. 2006**

To develop a tool for econometric analysis, that allows associating data of the companies with the results of macroeconomic variables, to construct a Strategic Model of Companies to improve the productive capacity of the country

□ **Evaluation of the Key Sectors within the Program for Sustainable Development in the Province of Chiriqui. Interamerican Development Bank (IDB) 2005-2006**

The study consists of the following areas of analysis: analysis of the regional economic structure and the productive alternatives for the generation of jobs; analysis of the status at transportation infrastructure and basic services; and, diagnosis of the social situation. For the evaluation and simulation with varying scenarios a model was designed for 134 economic activities; the production activities of each one of these sectors and technological changes in the medium and long term were determined; the multiplier effect for production and were determined. As results of the study of the diagnosis of the present status in the described areas future scenarios were constructed for production, income and workforce for the province according to alternatives based on the supply Input-Output methodology; the bottle necks of the transport infrastructure and basic services were determined based on projected scenarios. In addition, the study includes an institutional diagnosis of the province with a detailed analysis of production, the bottle necks due to the methods of operation of the institutions; recommendations were developed

□ **Study of the Panama Canal Economic Impact on the National Economy, Panama Canal Authority. (PCA). 2002 - 2006**

Evaluation of the economic impact of the Panama Canal based on its historic trends and expansion, projected to 25 years, beginning in 1950 and ending in 2025. The economic impact is measured in terms of macroeconomic variables, such as the GNP, the components of expenditures (consumption, investments, government expenses, exports and imports), also considered is the impact of Canal activity on fiscal income, balance of payment and employment. In addition, the results were quantified from an industry and regional perspective. Lastly, the quantification of all of these impacts was based on the existence and development of a cluster identified as “the Canal Economic System”. Consequently, aside from the direct impacts of the Canal itself, also evaluated were the indirect, induced and parallel impacts, surrounding the Canal activity. All of these impacts, including the multiplier effects, were measured by utilizing an econometric model and the construction of Input-Output tables

□ **Strategic Plan for the Economic Reactivation of Chiriqui Province. Asociación Panameña de Ejecutivos de Empresa (APEDE Chiriqui). 2004-2005**

Analysis of the economic sectors, the opportunities and the possibility of developing clusters in the Chiriqui region. Construction of an econometric model for determining relationships between the different productive sectors

□ **Analysis and Projections of the Impact of Residential Tourism on the National Economy, Prima Panama. 2005**

Evaluation and projections of the demand for housing and residential infrastructure by the North American retired population residing in Panama. Projection of the economic impact of those expenditures and investments on macroeconomic variables such as the Gross National Product, employment, investment, public spending, taxes

- ❑ **Macroeconomic Study of the Ports Activity in Panama, Panama Ports Company. 2002-2005**  
Econometric analysis and construction of an economic model in order to evaluate the impact of the ports activity in Panama. The study involved an ongoing litigation
  
- ❑ **Study for the Development of Commercial Capacity of Panama. CARANA 2004-2005**  
Study of the opportunities and difficulties facing Panama in order to develop and strengthen its commercial capacity in view of the Free Trade Agreement with the United States
  
- ❑ **Study of Panama's Economy. Interamerican Development Bank (IDB). 2004**  
Analysis of the Panamanian Economy from 1990, its present status and problems that face different sectors for their development
  
- ❑ **Project for Measuring the Government's Participation in the Board of Directors of Government Entities, Asesores Estratégicos (ASES). 2003-2004**  
Study for analyzing the participation of Ministers of State and/or their representatives in meetings of board of directors and for evaluating their efficiency
  
- ❑ **Study of the Alternatives to Poverty. Asesores Estratégicos-MEDCOM 2001-2002**  
Analysis and development of a program for presenting alternative solutions to poverty. Development of a strategic and operational plan
  
- ❑ **Study of the Fiscal Impact of the Port Activity in Panama. Panama Ports Company 2002**  
Fiscal and economic analysis of the port activity in Panama
  
- ❑ **Impact in the National Economy of the Facilities of Credit in the Payment of Premiums. 2002**  
Economic and financial analysis of the facilities of credit in insurances
  
- ❑ **Meeting Facilitator for the Interdisciplinary Group Developing Panama's Maritime Strategy. Panama Maritime Authority (PMA). 2002**  
Facilitated and served as moderator of meetings of the interdisciplinary group of the maritime sector analyzing the structure of "clusters" and their strengths, opportunities, weaknesses and threats, in order to establish the guidelines for a national maritime strategy

- ❑ **Macroeconomic Study of the Province of Colon. Hispania Corporation/The Marketing Solution, S. A. And Asesores Estratégicos. 2001**

A 6-year projection of the economic and social environment of the province of Colon

- ❑ **Economic Aspects of the Possible Acquisition of an Industrial Company in View of the Effects of Law No. 29. Cemento Panamá. 2000**

Evaluation of the economic aspects of Law No.29 and its direct relationship with the determination of commercial concentration and the definition of the pertinent market as it specifically applies to the possible acquisition of a company

- ❑ **Annual Conference of Executives. (CADE-CHIRIQUÍ). 2000**

Advising in the methodology and organization of event CADE CHIRIQUÍ 2000 “Organization: Key of the Competitiveness of the Farming Sector”

- ❑ **Analysis of the Impact of a Minimum Wage Increase in Panama. National Council for Private Enterprise. Consejo Nacional de la Empresa Privada (CONEP). 2000**

Analysis of the repercussions of a minimum wage increase in Panama, considering such concepts as productivity and the current economic situation

- ❑ **Alternative Action Proposal in View of the Privatization of the Tocumen International Airport. Association of Airlines in Panama. (ALAP). 2000**

Development of an alternative action proposal in view of the privatization of Tocumen International Airport, based on the experiences of other countries and considering operating and management models that take into account administration in both the public and the private sectors

- ❑ **Towards a New Panama-United States Relationship. 1999**

Advisor to the U.S.-Panama Business Council in the design of a strategy towards the year 2000

- ❑ **Study of a Safeguard Measure Regarding to CLICAC, METALES, S.A. 1999**

Analysis and evaluations of a safeguard measure regarding the importation of deformed steel bars

- ❑ **Study of a Safeguard Measure. Asociación de Comerciantes y Distribuidores de Víveres y Similares de Panamá (ACOVIPA). 1999**

Analysis and evaluation of a safeguard measure against the importation of pork. Association of Food Suppliers of Panama

- ❑ **Study Regarding the Development of Maritime Transportation in Panama. Grupo Melo. 1998**  
Evaluation and projections in terms of the development of ports in order to expand the network
  
- ❑ **Macroeconomic and Market Projections for the Energy Industry in Panama. EMEL. Chile. 1998**  
Diagnosis of the national economy and development of macroeconomic and sector projections, emphasizing the market projection of the electrical energy market for different areas of the country, with a view towards providing information on the potential demand for energy through the year 2020
  
- ❑ **Business Sector Proposal for the Development of Panama. Asociación Panameña de Ejecutivos de Empresa (APEDE). 1998 – 1999**  
Advice and feasibility study for the development of a business sector proposal, in view of the transfer of the Canal and the future of the country
  
- ❑ **Diagnosis of the Industrial Sector in Panama. Interamerican Development Bank (IDB). 1998**  
Analysis of the different branches of the industrial sector in order to develop projections of their behavior in view of reduced tariffs
  
- ❑ **National Vision of Development 2020. United Nations Development Programme (UNDP) 1997 – 1998**  
Advisor to the United Nations on the definition by an interdisciplinary academic group for a vision of de country’s development towards the year 2020
  
- ❑ **Economic Situation and Perspectives. Interamerican Development Bank (IDB). 1997**  
Analysis of performance of the economic sectors in order to explain the overall behavior of the Panamanian economy
  
- ❑ **Macroeconomic Impact of Reverted Areas. Interamerican Development Bank (IDB). 1997**  
Design and execution of a methodology for evaluating in macroeconomic terms (investment, added value, employment, etc.) the impact of projects conducted by the agency responsible for areas comprising the former Canal Zone (Interoceanic Region Authority)

- ❑ **Plan for Urban Development of the Pacific and Atlantic Metropolitan Areas. Consorcio Dames & Moore; Wallace, Roberts & Todd; HLM, Yachiyo Engineering Co. Ltd.; Price Waterhouse. 1996 – 1998**

Direction and development of the economic and social aspects of a plan, that together with the regional and general plans of the Interoceanic Region Authority completes the study of most of the Metropolitan Region Area

- ❑ **Competitive Study of the Colon Free Zone in Terms of other Free Zones in the Hemisphere. KPMG Peat Marwick. 1996**

Analysis of Colon Free Zone problems, compared with its principal competitors, in order to determine its competitiveness in view of the changing trends in world trade

- ❑ **The Banking Sector of Panama. Basis for its Reform. Interamerican Development Bank (IDB). 1996**

Evaluation of the structure and status of Panama's banking center, including the available financial products and analysis of the availability of banking information