



The Panama Newsflash is a publication composed by the Consulate-General of the Kingdom of the Netherlands in Panama and the Embassy of the Kingdom of the Netherlands in San José. The newsflash provides an update in terms of imperative economical developments, the most important tenders and a selection of other relevant business news to do with Panama. This newsflash is shared with a distinctive group of Dutch businesses with special interests in Panama. It is put together on the basis of publicly available information from various sources such as news articles, press releases, and third party information. The Consulate-General of the Kingdom of the Netherlands in Panama and the Embassy of the Kingdom of the Netherlands in San José are not responsible for the accuracy of the published information. If you do not want to receive the Panama newsflash, or wish to add a person to the distribution list or desire to send an observation, please feel free to forward a message to nltrade@racsaco.cr.

!! EXTRA EDITION !!



Dutch companies present in Consortia that offered the best bid for Panama Canal expansion project (Source: ACP)

After months of rigorous technical review, the Panama Canal Authority (ACP) today determined the "best value" proposal for the new set of locks expansion contract. Consortium Grupo Unidos por el Canal composed of Sacyr Vallehermoso S.A. (Spain), Impregilo S.p.A. (Italy), Jan De Nul n.v. (Belgium) and Constructora Urbana, S.A. (Panama) obtained the highest total points for its combined technical and price scores. Three world-renowned consortia competed to win the largest and most important contract under the Canal's Expansion Program. Twenty three companies from twelve countries make up the three consortia that vied for the locks work.



After all three consortia submitted proposals March 3, the ACP Contracting Officer and his team of specialists, opened the technical proposals. The proposals were then divided into three areas for evaluation: 1) execution plan, construction, operations and maintenance; 2) design of electro mechanicals and controls; 3) design of the hydraulic system, lock gates and structures. Price proposals submitted by all the consortia, including the owner's allocated base price, were all sealed and placed in a vault at Panama's National Bank March 3 and opened for the first time at the public ceremony today. ACP evaluated the proposals in a fair, rigorous and transparent process, and awarded the contract on the basis of "best value" -- 55 percent for the technical aspect and 45 percent for the bid price. The technical proposals were studied and evaluated over the past 4 months by the Evaluation Committee, comprising of 15 highly qualified ACP employees, who have all had to sign confidentiality and conflict of interest agreements.

This morning the financial bids for the construction of the third set of locks were opened, the ACP, first presented the scores obtained from the technical evaluations and opened the price proposals submitted by all three consortia. The whole ceremony could be followed on live television and on the internet webcast (<http://www.pancanal.com>). The ACP then calculated a final weighted score - constituting 55 percent for the technical proposal and 45 percent for the price submission - live and on-screen. The points for the price proposal and technical evaluation from each consortium were then combined and the highest total score became the "best value" offer.

Final tabulation scores from the Technical Evaluation Board and the corresponding prices submitted by the consortia are below:

Consortia	Technical Score (Max 5.500)	Base Price Proposal in U.S. Dollars	Price Score (Max 4.500)	Total Points (Max 10.000)
Bechtel, Taisei Mitsubishi Corporation <ul style="list-style-type: none"> • Bechtel International, Inc. – Leader (US) • Taisei Corporation – (Japan) • Mitsubishi Corporation – (Japan) • Gate manufacturers: Wuchang Shipyard (China) 	3,789.5	\$4,185,983,000.00	2,980.3	6,769.8
C.A.N.A.L. <ul style="list-style-type: none"> • ACS Servicios, Comunicaciones y Energía, S.L. – Leader, Gate Manufacturers (Spain) • Acciona Infraestructuras, S.A. – (Spain) • Fomento de Construcciones y Contratas, S.A. – (Spain) • Hochtief Construction AG – (Germany) • Constructoras ICA S.A. de C.V. – (Mexico) • Designers: Sener Ingeniería y Sistemas (Spain), Royal Haskoning (Holland), Hochtief Consult (Germany), Mott 	3,973.5	\$5,981,020,333.00	2,585.9	6,559.4



Macdonald (UK) <ul style="list-style-type: none"> Gate manufacturers: ACS Servicios, Comunicaciones y Energía (Spain) 				
Grupo Unidos por el Canal <ul style="list-style-type: none"> Sacyr Vallehermoso S.A. – Leader (Spain) Impregilo S.p.A. – (Italy) Jan De Nul n.v. – (Belgium) Constructora Urbana, S.A. – (Panama) Somague (Portugal) Designers: Montgomery Watson Harza (US), IV-Groep (Holland), Tetra Tech (US) Gate manufacturers: Heerema Fabrication Group (Holland) 	4,088.5	\$3,118,880,001.00	4,000	8,088.5

The base price of US \$3,118,880,001.00 submitted by Grupo Unidos por el Canal does not exceed the ACP's owner's allocated price of US \$3,481,000,000.00.

Consortia Grupo Unidos por el Canal offered the lowest bid, almost 375 million dollar lower than ACP reference price and the group also has the highest technical evaluation. Consortium Grupo Unidos por el Canal is lead by Sacyr with a 49 percent stake and Impregilo which has a 48 percent stake. Sacyr has an order and service portfolio of 35 billion euros and Impregilo has an order book of 19 billion euros. The Sacyr-Impregilo group is the only one to have a local partner, CUSA

The Price Verification Board will now have to verify that the price proposal complies with the established requirements of the ACP. The ACP Contracting Officer Adriano Espino will proceed to verify the contractor's qualifications pursuant to the established ACP contracting regulations prior to awarding the contract. The ACP expects to award the contract in the next few days and will formally announce the winner on the ACP's Web site at <http://www.pancanal.com/>. After the announcement the winning consortia has 28 days to deposit the 450 million dollars bond guarantee. Also the losing consortias will have access to all submitted information (technical and financial) for their evaluation..

Maritieme, logistieke- en transportmissie naar Panama

In opdracht van de EVD, onze ambassade in San José en ons consulaat in Panama City en in het kader van het 2g@thereprogramma, organiseert het NCH (Nederlands Centrum voor Handelsbevordering) in september/oktober een Maritieme, logistieke- en transportmissie naar Panama, dat aan de vooravond staat van een enorme doorontwikkeling en onophoudelijk economische groei kent.

Nu dat het bekend is wie van de drie consortia de opdracht tot verbreding en modernisering van het Panamakanaal krijgt is het tijd om Nederlandse bedrijven te matchen aan het winnende consortium voor subcontracting. Een opdracht ter waarde van ruim 2.4 miljard Euro!

De EVD en het NCH zijn daarom van mening dat september/oktober 2009 (exacte missie data volgt spoedig), een geschikt moment is om wederom een Nederlandse Maritieme,



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transport- en logistieke missie te organiseren naar Panama. Zoals bekend wil Panama uitgroeien tot een, voor de wereld, belangrijke transporthub voor zowel zee- als luchtvracht.

De strategische ligging, het Panamakanaal, de bouw van mainports aan beide einden van het Panamakanaal en aantrekkelijke investeringsvoorwaarden en belastingfaciliteiten zijn al voor veel internationale logistieke- en transportbedrijven aanleiding geweest om zich in Panama te vestigen.

Multinationals vestigen er hun regional office dankzij de uitstekende vliegverbindingen met o.a. Centraal- en Zuid Amerika.

Deelnemers worden aan de hand van uitvoerige intakegesprekken en al naar gelang hun wensen en verlangens, gematched aan gekwalificeerde Panamese counterparts. Verder zijn er collectieve bezoeken aan de Panama Canal Authorities, Havenautoriteiten, Terminals en een Scheepswerf.

Ook wordt een bezoek gepland aan een Nederlands sleepvaartbedrijf dat reeds vele jaren succesvol is in Panama.

De EVD neemt een belangrijk deel van de organisatiekosten voor haar rekening. Dit betekent dat de deelnameprijs aan deze factfinding - en handelsmissie slechts € 500, -- (excl. BTW en excl. reis- en verblijfskosten) bedraagt.

Heeft u belangstelling voor deelname aan deze factfinding- en matchmakingactiviteit in Panama? Vraag dan een deelnameformulier aan bij;

Secretariaat Maritieme, Logistieke- en Transportmissie Panama
Nederlands Centrum voor Handelbevordering NCH
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EVD Panama country webpage

The EVD has a Panama country webpage where you can find up to date information, such as: business news, economical developments, tenders, country information (incl. fact sheet and laws), interesting sectors, activities, important documents and the business country guide from the Embassy of the Kingdom of the Netherlands. For more information please visit the website: www.evd.nl/landen. More information can be obtained from Marjolijn Steinebach, country manager Panama, through email panama@info.evd.nl or by phone (0031) 070-7788698.



Embassy of the Kingdom of the Netherlands as information source

On the internet site from the Embassy of the Kingdom of the Netherlands in San José (covering the countries Panama, Costa Rica, Honduras and El Salvador) you can find general information on the specific countries but also commercial information. Our 'handelswijzers' (business trade guides) entail broad and up-to-date information on how to do business in each of the four countries. It is a useful tool/guide for Dutch exporters and investors. Visit: www.holanda.cr or

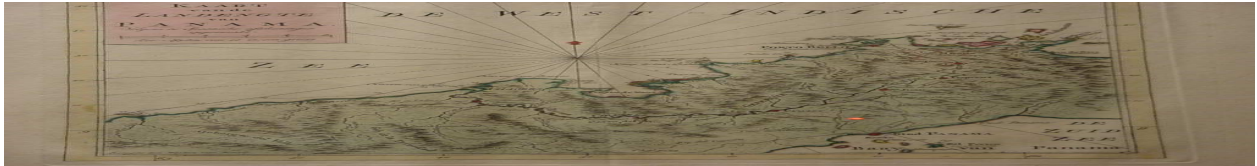


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www.handelswijzer.com . For more information you can contact our commercial department at the Embassy of the Kingdom of the Netherlands in San José by email nltrade@racsa.co.cr or by phone (00506) 2296 1490 (Carel Richter or Hans Buhrs). You can also contact our Consulate-General of the Kingdom of the Netherlands in Panama, Phone: (00507) 263 6494 or (00507) 264 7257 (Dieter Ploeger). Email: consuladonl@cwpanama.net



H.A. Chatelian, Kaart van de Landengte van Panama, 18e eeuw.