


REAL ESTATE AGENCY  
PANAMA

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# IVÁN SIERRA INVESTMENTS

FOR GREAT DEALS



**Landlords grow rich in  
their sleep without  
working, risking or  
economizing.**

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John Stuart Mill



# OUR HISTORY

Iván Sierra Inversiones is a company with 28 years in the Real Estate business. Its founder, Iván Sierra Díaz, at the end of the 80's, ventured as a developer in Panama and Central America, developing residential and commercial projects.

We are a company that has remained in the real estate market thanks to the clients who have chosen us for our years of experience, we are positioned among the most renowned and oldest Real Estate companies in our country.

# OUR ADVISERS

We have qualified personnel who will provide you with professional advice, personalized attention, in order to offer you the best investment options.

We are a team of highly trained professionals with studies in economics, finance and marketing who advise you throughout the purchasing process.







## **IVÁN SIERRA DÍAZ**

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## **JAVIER SIERRA**

Commercial Manager  
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## **DARIO ARRUE III**

Strategic Investment Advisor  
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## **FRANCISCO HEREDIA**

Senior Investment Advisor  
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# ACTIVE MEMBERS

- Panamanian Association of Real Estate Brokers and Promoters (Acobir)
- Panamanian Chamber of Construction (CAPAC)
- Panamanian Chamber of Commerce, Industries and Agriculture of Panama (CCIAP)
- National Association of Realtors (NAR)
- Multiple Listing Service (MLS)

**WE CONNECT  
BUYERS  
WITH VENDORS**

And we are  
committed  
with success!





# OUR PORTFOLIO

We have a solid portfolio of more than 1,500 residential, commercial, industrial and hotel properties available for sale and rent throughout the country.



# TYPE OF PROPERTIES WE SELL

- Warehouses in Industrial Parks and Logistics Centers
- Corporate Offices in Business Centers
- Retail Spaces in Strip Mall and Shopping Centers
- Land to Develop Real Estate Projects
- Residences and Townhouses in Private Communities
- Apartments in Modern Residential Buildings
- Hotels in City and Beach

# OUR SERVICES

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Real Estate Consulting.  
Representation of Owners.  
Representation of Buyers and Tenants.  
Property Marketing and Sale.  
Project Marketing and Sale.  
Property Management.  
Relocation Services.



# WHY INVEST IN PANAMA

- Panama is the destination par excellence for multinationals investing in Latin America.
- More than 140 multinationals have invested in Panama since 2007.
- A special legal framework, legal certainty and broad benefits are just part of the attractions for companies in manufacturing, logistics, transportation, infrastructure, energy, tourism, business services, among others.
- Stable economic growth in the Region.
- With notable economic pressures in the short and medium term, Panama represents a prosperous and stable environment for investments.
- 7.57% annual growth rate more than the rest of Latin America and the Caribbean.

# WHY INVEST IN PANAMA

- 7 consecutive years has grown FDI in Panama
- 25% lower corporate tax rates in all of America.
- 7% lower VAT in all of Latin America.
- The renowned global risk rating agency Fitch Ratings has ratified the investment grade of the Republic of Panama at BBB with a stable outlook.
- The rating agency Moody's improved Panama's outlook and increased its investment grade to Baa1, the first time the country has achieved such a high rating.
- The Panamanian real estate market has been one of the most dynamic in Latin America in the last 15 years, with the highest percentages of annual return.
- Panama is the Best Retirement Paradise in the World according to the annual global retirement index of International Living magazine



# QUALIFIED INVESTOR -VISA-

The category of Permanent Resident for Economic Reasons as a "Qualified Investor" was established by Executive Decree # 722 of October 15, 2020.

The "Qualified Investor" program offers international investors an "accelerated" opportunity (30-day process) to obtain legal permanent residence status in Panama.

REAL ESTATE INVESTMENT REQUIREMENT: Invest three hundred thousand US dollars (US \$ 300,000) in the purchase of a property in the Republic of Panama, free of assessment

The Republic of Panama promulgated and developed the special regime for the establishment of Multinational Companies Headquarters (SEM), through Law 41 of 2007 (SEM Law), which grants a license that allows administration, accounting, logistics activities , finance, operations support, among other activities, for the benefit of subsidiaries and / or other companies of the multinational group. Through said Law, Multinational Companies and their foreign workers can receive immigration, labor and tax benefits.



Law No. 159 of September 1, 2020 through which a special regime is created for the establishment and operation of multinational companies whose main focus is the provision of services related to manufacturing. These services related to manufacturing must be provided from the Republic of Panama to companies that are part of the same business group. or have an SEM license.

The companies that accept and qualify for the EMMA Regime will have certain tax benefits and a special labor and immigration regime for their collaborators. They may also be installed in any part of the Republic of Panama or even within established free zones.

# FREE TRADE ZONE

Law 32 Free Zones Regime. Free enterprise areas, with special incentives for investors.

They open up new opportunities for a wide variety of activities, with attractive tax incentives and greater labor flexibility than in the rest of the national territory. Another important advantage is that they can be established anywhere in the country.

INCENTIVATED ACTIVITIES: Manufacturing, Assembly, Logistics services, Higher education, Scientific research, High technology, Environmental services, Specialized center for the provision of health services, Value-added services, Aviation and airport services.



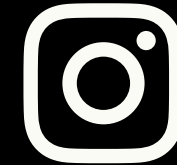
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**CONTACT US**

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