

Who we are?

CHIEL'S PANAMA CONNECTION emerged in 2014 within Chiel's Law Firm, as a business idea, under the name of **Proyecto Monterrey (PM)**, while its author, Elvis Anthony Ureña, was visiting **Monterrey, Mexico**.

Afterwards, little by little it became a **business connection platform**, until it was formalized as **Chiel's PM Business, S.A.**, a firm duly established in accordance with the laws of the Republic of Panama; and also registered under the trade name **CHIEL'S PANAMA CONNECTION**.



Furthermore, within the context of intellectual property, and for the purposes of distinguishing products and/or services, we have the distinctiveness sign reproduced below (**CHIEL'S PA**), that is the service mark that identifies and distinguishes us, in the commercial environment.

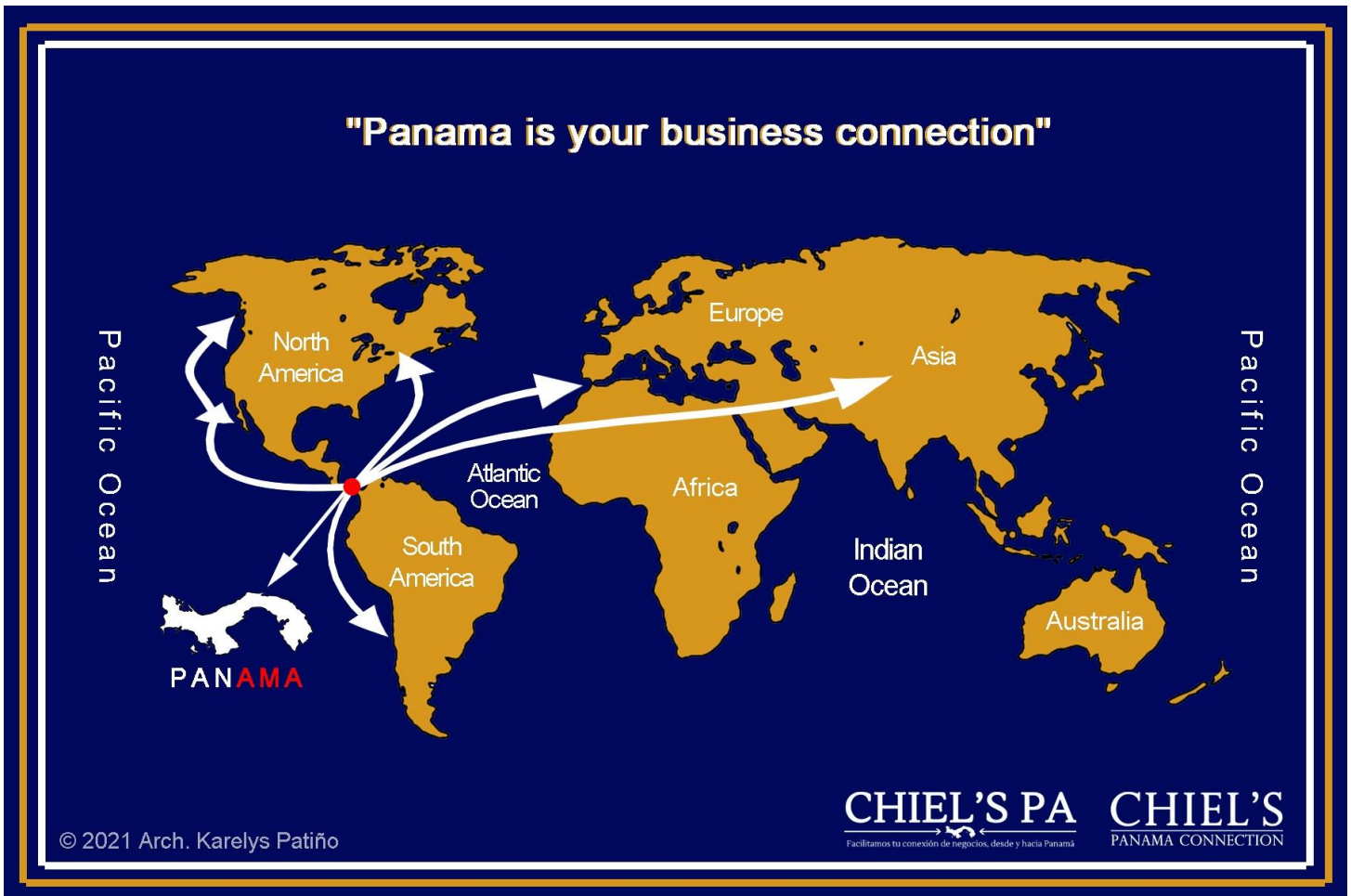


In effect, **we are an advisory, consulting and business facilitation services company, in the local and international market**, that facilitates your business connection to and from Panama.

What does this mean?

- 1) This means that **we help you run your business**, and in addition to this, we make it possible for you to achieve legitimate and valuable benefits.
- 2) This means that **we help you with the expertise you need in your business**, that is, we help you with advice or consulting in specialized services.
- 3) This means that beyond advice or consultancy, **we facilitate your business**, because we also help you with the necessary procedures for its operation.

- 4) This means that **we facilitate your business**, because we accompany you from beginning to end, with the starting, operation and expansion of your business, from and to Panama.



- 5) This means that **we facilitate your business**, because we help you with the development of your business, not only in Panama, but also with the formal collaboration of strategic alliances **in other countries** (*USA, Mexico, Guatemala, Costa Rica, Colombia, Ecuador, Peru, Chile, Argentina, Brazil, Dominican Republic, Spain, United Arab Emirates, China, etc.*).

CHIEL'S PANAMA CONNECTION is also a member ConnectAmericas, BA International NETWORK, Chamber of Commerce, Industries and Agriculture of Panama (CCIAP), among other organizations.

Multidisciplinary Team

In the business world there are complex aspects, which require varied skills and knowledge, and therefore, merit the **intervention of specialists**. But it is also necessary the participation of human beings with purpose, who understand the business needs and desires of customers, and in effect, **facilitate the advancement of your business in Panama and other countries**.

**It seems that you are interested in our company.
Thank you for considering us!**

For this purpose, we put at your complete disposal advisors, consultants and business facilitators who are specialists in various fields
(international business, international trade, logistics, customs, legal, tax, accounting, labor relations, banking, finance, real estate, chemistry, pharmacy, food engineering, insurance, tourism, ICT, etc.)

This multi-disciplinary team is led by the Business Lawyer Elvis Anthony Ureña N.



Panamanian citizen and Business Lawyer, duly empowered by the Supreme Court of Justice of Panama to practice law, with License No. 10,840; which can be verified on the website of the Judicial Branch of Panama:

<https://ojpanama.organojudicial.gob.pa/index.php>

He holds the Bachelor's Degree in Law issued by the Latin University of Panama, after supporting the Undergraduate Thesis "*The Need for a State Policy as a Guarantee of the Sustainable Development of the Migratory Movement to Panama*", evaluated with the highest qualification (A).

He has substantial experience in Internationalization of Companies, Products and Services; Commercial Intermediation, International Commercial Contracts, International Immigration (residential and labor) and Foreign Investment, Intellectual Property, Sanitary Product Registrations.

In addition, his professional role has been in Real Estate Legal Environment, Business Legal Environment, Legal Entities to Do Business; Regulatory Framework and Rules of the Game for Business; Agreements or Contracts for Businesses; Litigation and Alternative Dispute Resolution Methods; as well as in the Opening and Operation of Non-Profit Organizations (NPOs).

His professional experience with the aforementioned services has been accumulated, since 1998 with **Cajigas & Co. Law Firm**; since 2004 with **Chiel's Law Firm**, as co-founder and managing partner; and since 2014 with **Chiel's Panama Connection**, as founder and managing partner.

Some of His Contributions as Speaker:

- June 20, 2024. Speech "*Some Considerations on the Expansion of Companies, Products and Services from Ecuador to Panama*", by invitation of the Ecuadorian government agency "PRO ECUADOR", during the virtual meeting with Ecuadorian business people.

- March 20, 2024. Speech “*Panama: Strategic Business Connection*”, aimed at students of International Finance from La Salle University, Morelia, Mexico; by invitation of the Mexican business association “**Circle of Latin American Exporters**”, during their academic trip to **Panama**.
- November 21, 2023. Speech “*Effective Negotiations in the Business Context*”, by invitation of the Chamber of Christian Entrepreneurs of Guatemala (CECGUA), in **Guatemala**.
- April 27, 2023. Speech “*Expansion of Companies, Products and Services from Ecuador to Panama*”, by invitation of the Ecuadorian government agency “PRO ECUADOR”, during the virtual meeting with Ecuadorian business people.
- February 7, 2023. Speech “*Panama: Potential Market for Mexico*”, by invitation of the Mexican business association “**Circle of Latin American Exporters**”, during its trade mission in Panama.
- October 20, 2022. Speech “*Panama: Potential Market for Peru*”, by invitation of the Peruvian Chamber of Business, in **Lima, Peru**.
- October 19, 2022. Speech “*Strategic Business Connection Peru - Panama*”, by invitation of the Panamanian Peruvian Chamber of Commerce, in **Lima, Peru**.
- August 17, 2022. Speech “*Live and invest in Panama*”, within the “International Speeches Journey for Business and Investment Panama - Peru”, by invitation of the Peruvian - Panamanian Chamber of Commerce, based in **Lima, Peru**.
- September 2, 2021. *International Business and the New Economic Reality in Latin America*, within the framework of the III International Congress of Business, Entrepreneurship and Innovation, organized by the San Mateo University Foundation, César Vallejo University, Vasco Quiroga University and the Technological University Institution of **Antioquia, Colombia**.
- July 28, 2020. Speech “*Mexico - Latin America: New Challenges and Post-Pandemic Opportunities to Reinvent International Trade*”, Virtual Forum of International Speeches; organized by the School of International Trade of the Universidad de Estudios Profesionales, Ciencias y Arte (EPCA), located in **León, Guanajuato, Mexico**.
- May 25, 2020. Speech “*Mexico, Advantages and Opportunities Doing Business with Panama*”, International Trade Week - Meeting with Latin America; organized by International Trade School of the Universidad Vasco Quiroga (UVAQ), located in **Morelia, Michoacán, Mexico**.
- December 4, 2019. Speaker of the *Legal Module within the “Course to start a Microenterprise in Panama”*, organized by the Universidad Tecnológica Oteima, city of **David, Rep. of Panama**.
- September 27, 28, 2018. 1st Speech: “*Commercial Opportunities in Panama*” and 2nd Speech “*Panama: The Great Connection*”, Academic Forum Punto de Encuentro 2018, organized by the Universidad Humani Mundial, located in **León, Guanajuato, Mexico**.
- August 26, 2016. Speech “*Intellectual Property and Franchises, a Relevant Trade Ties Between Mexico, Panama and Costa Rica*”, Business Forum of Franchises; organized by the Mexican consultant FRONTIN and the Secretary of Economic Development and Labor (SEDET); **Monterrey, NL, Mexico**.
- May 17, 2016. Speech “*Intellectual Property and Business Opening in Panama*”, Business Forum of Franchises; organized by the Mexican consultant FRONTIN; **San José, Costa Rica**.

- June 28, **2012**. Speech “*Legal Certainty, Requirement for the Integral Development of a Country*”, Expo & Latin American Congress SAGSE GAMING PANAMA 2012; organized by the Association of Administrators of Games of Chance; **Panama, Rep. of Panama**.

Some of His Opinion Articles published in commercial editions:

- ✚ *The Important Role of Panama as a Facilitator of International Trade*, Multimodal & Logistic Transports, panamanian magazine, Edition of July-November **2024**.
- ✚ *About of Business Climate in Panama*, El Capital Financiero, Edition of June 20, **2024**.
- ✚ *Logistics Platform of Panama*, Multimodal & Logistic Transports, panamanian magazine, Edition of March-June **2024**.
- ✚ *Panama: Strategic Commercial Destination for Mexico*, Estrategia Aduanera, Mexican foreign trade magazine, Edition No. 121 of December 1, **2022**.
- ✚ *Panama: The Great Connection*, Capital Financiero, Edition No. 925, February 24, **2019**.
- ✚ *Doing Business in Panama*, LaPrensa; August 19, **2017**.
- ✚ *Business, Services and Taxation*, LaPrensa; December 10, **2016**.
- ✚ *Fair play*, La Prensa, July 29, **2015**
- ✚ *Stop corruption!*, LaPrensa, December 6, **2014**.
- ✚ *Protest and citizen pressure*, La Prensa, October 23, **2012**.
- ✚ *Legal certainty*, La Prensa, March 30, **2012**
- ✚ *A glance at immigration*, La Prensa, January 31, **2012**.
- ✚ *Panama is fashionable*, LaPrensa, November 10, **2011**.
- ✚ *Foreign investment in Panama*, Capital Financiero, August 17, **2009**.

Our Mission.

Facilitate your business connection, to and from Panama;
following our nature of *who we are*.

Our Vision.

To be a congruent company that **facilitates** well-being, creativity and innovation
in favor of clients, collaborators, partners and humanity as a whole;
in accordance with our strategic foundations outlined in
who we are, our mission, values, how we work and benefits.

Our Values.

We assume a serious and professional commitment to provide you with business services,
aligned with **fundamental principles and values**, inherent to **business ethics**
(*transparency, integrity, honesty, good faith, business loyalty,
kindness, responsibility, quality, creativity, objectivity and reliability*).

How we work?

We will be happy to collaborate with you!

*Following your kind consideration, we focus on
working with reasonable collaboration policies;
with the healthy purpose of facilitating long-lasting relationships with our clients,
based on trust, respect and mutual understanding.*

- We work with *business empathy*.
- We work with *business ethics*.
- We work with *advance conflict management*.
- We work with *effective negotiations in the business environment*.
- We work with *affordable and competitive fees*.
- We work with *the rules of the game, that are necessary in every business*.

What benefits do we facilitate you?

Get the best benefits with us!

We are suggesting that you choose our company, because we provide you with legitimate and very valuable benefits.

- ✓ Global business connection.
- ✓ Entrepreneurial orientation.
- ✓ Prevention, protection and legal certainty for your businesses.
- ✓ Optimistic and cautious vision of business.
- ✓ Multidisciplinary and comprehensive solutions for your businesses.
- ✓ Internationalization of your company, product or service.
- ✓ International relocation of your residence and work.
- ✓ Business profitability with return on investment.

Our Target Clients

- Entrepreneurs.
- Business people.
- Micro, small and medium-sized companies (SMEs).
- Large enterprises.
- Suppliers and buyers of goods and services.
- Exporters and importers of goods and services.
- Foreign investors.
- Foreigners interested in living and/or doing business in Panama.

What Business Services Do We Offer You?

*Leveraging our multidisciplinary team,
and following the nature of who we are,
we want and can help you with various business services.*

➤ **Business Legal Shield.**

*We facilitate you with advice and management, with legitimate prevention, protection and legal certainty measures, **which are necessary** for the opening and operation of your business, as well as for anticipating estate planning at the business, family, tax, financial and succession levels.*

***This is necessary** to anticipate and shield you against harmful scenarios that could arise in your business; such as risks, conflicts, violations, non-compliance, judicial processes, breaches, complaints, lawsuits, seizure or preventive attachment of property, damages, sanctions, fines, monetary losses, etc. For further information and queries, please do not hesitate to contact us.*

➤ **Starting and Operation of Businesses.**

*We facilitate you with the advice and management for opening and operating businesses, **which is necessary** in everything related to entrepreneurship, business start-ups, constitution and operation of legal entities (companies, non-profit organizations or private interest foundations); as well as everything related to **Options for Doing Business and Procedures for Doing Business**. For further information and queries, please do not hesitate to contact us.*

*Likewise, **this is necessary** for deals, agreements, conventions, contracts, regulations, bylaws, corporate governance and corporate documents, which will be the **Rules of the Game for your Business**. For further information and queries, please do not hesitate to contact us.*

➤ **Options for Doing Business in Panama.**

*We facilitate you with the advice and management, **that is necessary** for any form or option you consider for doing business in Panama. For further information and queries, please do not hesitate to contact us.*

➤ **Procedures for Doing Business in Panama.**

*We facilitate you with advice and management, **that is necessary** for any procedure to do business in Panama (registrations, records, permits, licenses, authorizations, accreditations, certifications, bank accounts, accounting, taxes, properties, assets, etc.). For further information and queries, please do not hesitate to contact us.*

➤ **Business and Investment Opportunities in Panama.**

*We facilitate you with advice and management, **that is necessary** to properly understand and take advantage of business and investment opportunities in Panama.*

***This is necessary** considering the regional relevance of Panama for attracting investments, promoting foreign investment and the general activation of the local economy. For further information and queries, please do not hesitate to contact us.*

➤ **International Trade - International Business.**

We facilitate you with the advice and management, **that is necessary** for various international trade and business operations, to and from Panama.

This is necessary, considering the favorable **Business Climate, Benefits, Logistics, Customs and Foreign Trade in Panama**; for issues of expansion options, regulations, trade agreements, tariff preferences, exports, imports, commercial intelligence, market studies, certificates of origin, triangular operations, commercial contracts (purchase and sale, distribution, representation, supply, franchises), etc. For further information and queries, please do not hesitate to contact us.

➤ **Logistics.**

We facilitate you with the advice and management, **that is necessary** for the movement of cargo, inherent to exports and imports of goods; with the collaboration of logistics operators, who know how to make the various logistics services effective, from and to Panama.

Logistics management is necessary for planning, coordinating, optimizing and reducing time and costs in the handling and movement of merchandise from its factory to its point of sale; considering the formidable of the **Panama Logistics Platform**. For further information and queries, please do not hesitate to contact us.

➤ **Customs.**

We facilitate you with the advice and management, **that is necessary** for exporting and importing goods, with the collaboration of customs brokers who know how to carry out the various customs services in Panama.

Customs management is necessary for the procedures that regulate cross-border trade, the entry or import, exit or export of goods, and which are applied at the country's borders, ports or airports; in everything related to **Customs and Foreign Trade in Panama**. For further information and queries, please do not hesitate to contact us.

➤ **Intellectual Property (IP).**

We facilitate you with the advice and management, **that is necessary** to protect your IP, that is, your most valuable intangible business assets (patents, utility models, industrial designs, trademarks, copyrights, etc.).

Indeed, **it is necessary** to protect your IP against unfair competition, counterfeiting, plagiarism, piracy and other misuses of products or services. For further information and queries, please do not hesitate to contact us.

➤ **Health Registry of Products.**

We facilitate you with the advice and management, **that is necessary** for regulatory compliance of your products intended for human use and consumption, or for human health. Likewise, the Sanitary Registration of your products **is necessary** so that your products reach their consumers with quality, harmlessness, safety and efficacy.

Health advice and management is necessary, not only for health registrations but also for prior issues regarding licenses, permits or sanitary or phytosanitary certifications required for agricultural activities, food companies, pharmaceutical and non-pharmaceutical establishments. For further information and queries, please do not hesitate to contact us.

➤ **Immigration and Real Estate Options in Panama.**

*We facilitate you with the advice and management, **that is necessary** for the international relocation of your residence and work; with the collaboration of real estate brokers who know how to make effective the various services of the Panamanian real estate market.*

*This is necessary so that your migration to Panama is regular, orderly and safe; considering the **Immigration and Real Estate Options in Panama**. For further information and queries, please do not hesitate to contact us.*

➤ **Commercial Connection.**

*We facilitate you with the advice and management, **that is necessary** for the commercial connection of your business, product or service, with suppliers, sellers, buyers or distributors; or for the commercial connection with business trips, trade missions, business agendas, business roundtables, fairs and trade exhibitions (for example, our **Panama Mission Trade 2025**). For further information and queries, please do not hesitate to contact us.*

We will be happy to serve you!

CHIEL'S PA



We facilitate your business connection from and to Panama

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