



PINOALTO

BOQUETE - PANAMÁ





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Pinoalto is located in Boquete, a **small town** in the highland region of **Panama**. Its site is next to a tree lined **river** canyon on one side and an **equestrian** club on the other.

LOCATION



Relax while you sip on top-tier local coffee, surrounded by the **tropical** rainforest **landscape**. Enjoy the pleasant Boquete weather from the **comfort** of a **hammock** or enjoy the sound of the falling rain while you indulge in a good book at our reading area.

REST



Naturally ventilated common areas with plants take advantage of the **year-long comfortable weather** of Boquete and brings in some of the **beautiful flora** that thrives in it. Respectful towards the environment, its design employs passive design strategies helpful for **tropical climates**, maximizing shading and **cross-ventilation** whenever possible.

DESIGN



Two **main buildings** house the Condo Suites units, while its **open lobbies**, hallways and common areas bring **fresh air** and **greenery** indoors. In addition, each has a small porch-like entrance, fostering **community-building** right at your doorstep.

CONNECTION

PANAMA, CONNECTIVITY HUB



Direct Flights from
Panama: 90 cities.



GDP per capita
US \$ 25,390 (2020).



Active corporations:
457,895.

LEGAL INCENTIVES

1

PERMANENT RESIDENT IN QUALIFIED INVESTOR CAPACITY.

Executive Decree No. 722 of October 15, 2020.

That foreign person who makes one or more **INVESTMENTS IN REAL ESTATE** through the purchase of a real estate property in the **Republic of Panama**, paying the corresponding liquid sum minimum of **\$300,000.00** during the transitional period (first 24 months from the entry into force of Executive Decree 722 of 2020), will be eligible to apply for **PERMANENT RESIDENCE***. The process to **OBTAIN** residency can take approximately **30 BUSINESS DAYS** from the presentation of the complete documentation before the corresponding authority*

2

BENEFITS FOR RETIRED CITIZENS AND PENSIONERS

Law 6 of June 10, 1987.

3

TAX EXEMPTIONS

Law 80 2012 Article 4

- Tax exemption on import.
- Property tax exemption.
- Exoneration of ISR interests.
- Income tax exemption and 50% deduction from the investment.

4

SPECIAL REGIME FOR OPERATION OF MULTINATIONAL COMPANIES

Law 159 of August 31, 2020.



EMPRESAS BERN

THE REAL ESTATE MARKET

Empresas Bern is a Panamanian company with over **40 YEARS** of experience in the local market. Throughout its trajectory in the construction, hotel and tourism sectors, it has successfully delivered more than **160 PROJECTS** in the most **PREMIUM** locations. Today, the company is considered the largest hotel group in the country, with more than **2,000 ROOMS** in 9 city hotels and resorts.

Thanks to its extensive **KNOWLEDGE** of the local and international market, its **RELIABILITY**, experience and its great financial capacity, **EMPRESAS BERN** becomes the main real estate option in **PANAMA** for both locals, foreigners and expatriates who **INVEST** in Panama.



**#1 DEVELOPER
AND CONSTRUCTION
COMPANY IN PANAMA**

**+200 WORLDWIDE
External Broker affiliates**



#1 Main
developer
and hotel chain
operator in
Panama.



#1 Option for
relocation, 60%
of clients are
foreigners.



6 Companies
affiliated with the
construction of
projects.



+9 Years
offering property
management
services.



+20 Year
in the hospitality
and tourism
industry.



Projects
with the highest
quality standards.

CONDO SUITES

THE NEW TREND



As a leader in the real estate and tourism market, Empresas Bern continuously analyzes trends and changes in the market and has identified how in recent years the apartment and lodging market has been merging with the arrival of digital platforms and economy sharing companies such as Airbnb, Homeaway and Booking, among others, which have changed the way people and companies plan their business trips and vacations.

That is why Empresas Bern has launched a new class of condominium projects called Condo Suites

Condo Suites Benefits:

- Versatile product allowing for multiple uses.
- Adapts to new global trends in terms of short-term stays.
- Can generate a higher ROI than that of traditional units.
- Hotel-style operation and specialized guest services.
- Units are delivered fully furnished and ready to use.
- Units can be sold to investors visiting Panama frequently, who wish to use their units while they are not occupied by hotel usage.



*"The most widely sold products at
Empresas Bern since 2018"*



COMFORTABLE TEMPORARY STAYS, THE CONDO SUITE APPEAL

Investor profile

• Local Market



Panamanians looking to invest in a place with a relatively cool climate and convenient amenities, to spend their holidays, or as a “getaway”, especially during pandemic times, having the possibility of renting the property while unoccupied.

• Retirees



Their heritage allows them to make investments without depending on salaries and are therefore well equipped in the face of an uncertain work economy in the coming years.

• Foreign and Local Investors



Looking for a safe and dollarized investment, with an attractive utility, allowing for short-term stays.

Activities For Guests:



Birdwatching



Active Tourism



Agro-ecotourism

BOQUETE AND LOCAL SITES OF INTEREST

Boquete first appeared on the global radar in 2001, as one of the top 4 places in the world to retire by Modern Maturity Magazine of the American Association for Retired Persons.

Pinoalto, located in Boquete, is close to various touristic sites. Two airports are close by, the closest is an international airport in David and the other is a regional airport in Bocas del Toro.

Hiking Trail

Mountain

Touristic Destination

Airport

Coffee Region

Hospital

Featured Location

Mountain

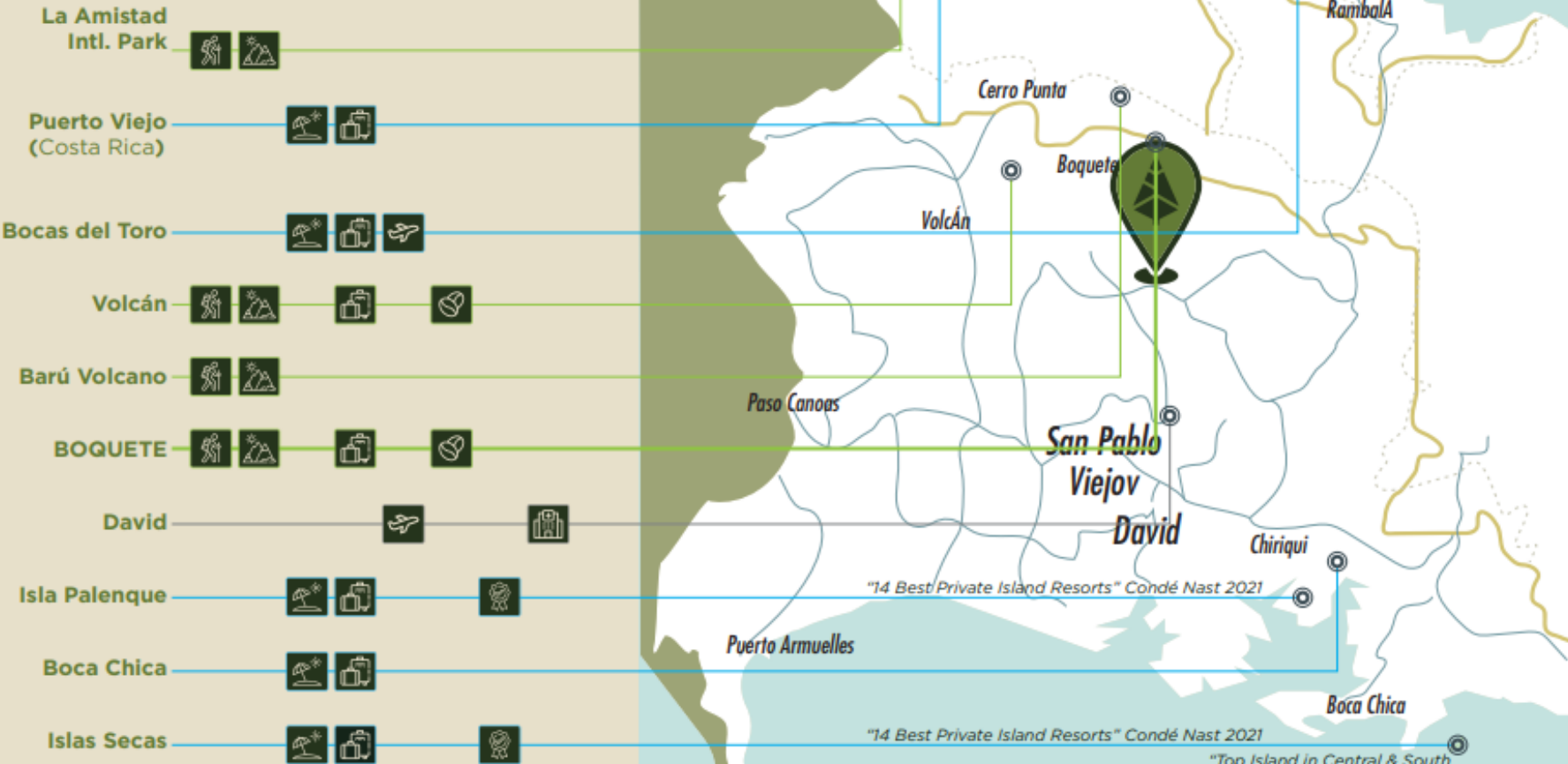
Beach

City

Regional

Division

Frontier



BOQUETE, CITY OF FLOWERS AND COFFEE

50 minutes away from the Enrique Malek International Airport in David, enjoy the fresh air of the highlands every day of your stay at this exclusive project.

Focused on leisure, **co-living trends** and community-oriented living, Pinoalto is a great offer for those looking to **invest in a safe, dollarized economy** with an **attractive profitability** in a mountain location near the city.

The Pinoalto complex has different amenities, including **Boquete Country Club's** two tennis courts, **equestrian center** with 30 stalls and its **riding trail**, gym, pool, jacuzzi and sauna.

INVESTING IN PANAMA

Motivations

- Convenience in the **cost of living**, with **savings of 20% to 40%**.
- Special benefits and **discounts** for retirees.
- **Affordable housing** prices.
- Affordable and modern **medical services**.
- **Legal Incentives** and tax exemptions.

The Added Value

- First world **communications**.
- Quick and **easy travel** times
- Friendly **English-speaking** locals.
- **Beautiful** natural **landscapes**.
- Easy **access to fresh local products**, and overall **goods and services**.

The Musts: Security Issues

- Low crime and **non-aggressive environment**.
- **Good weather** - no snow, preferably **warm temperatures**.
- **Low risk of natural disasters**.
- Total **availability of banking services**.
- Without currency exchange - **economy based on US \$**.



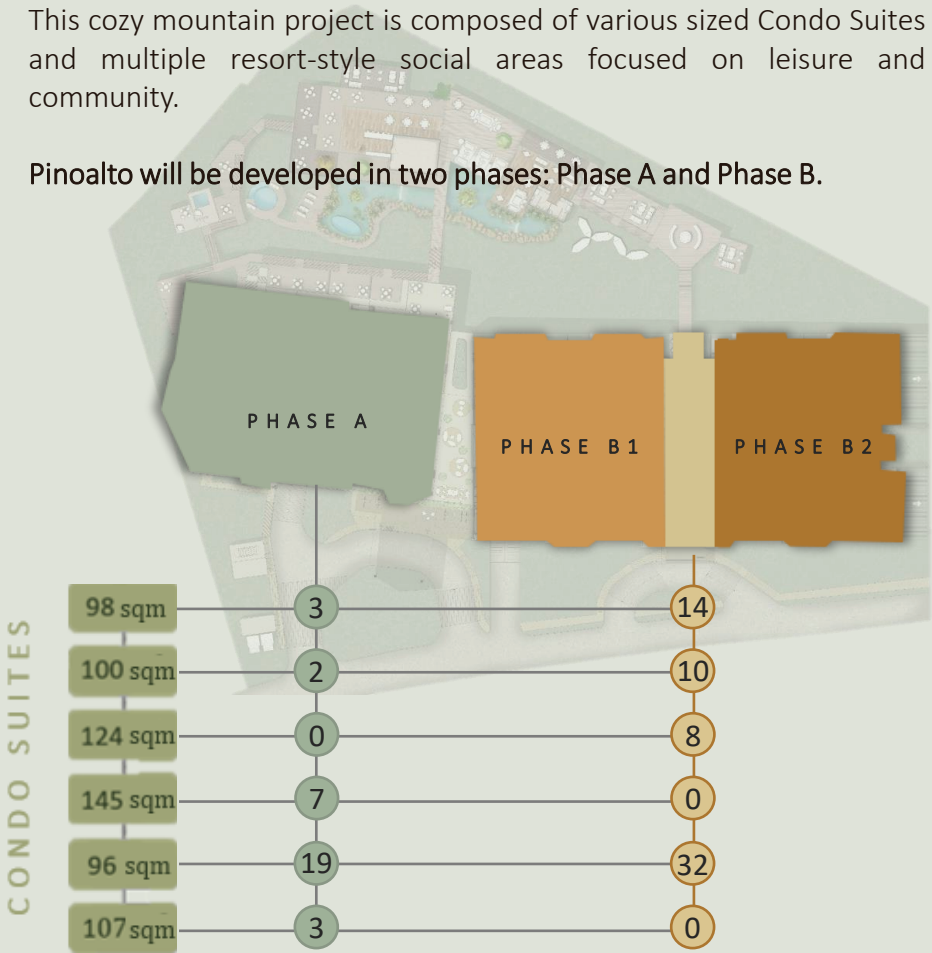
PROJECT DETAILS



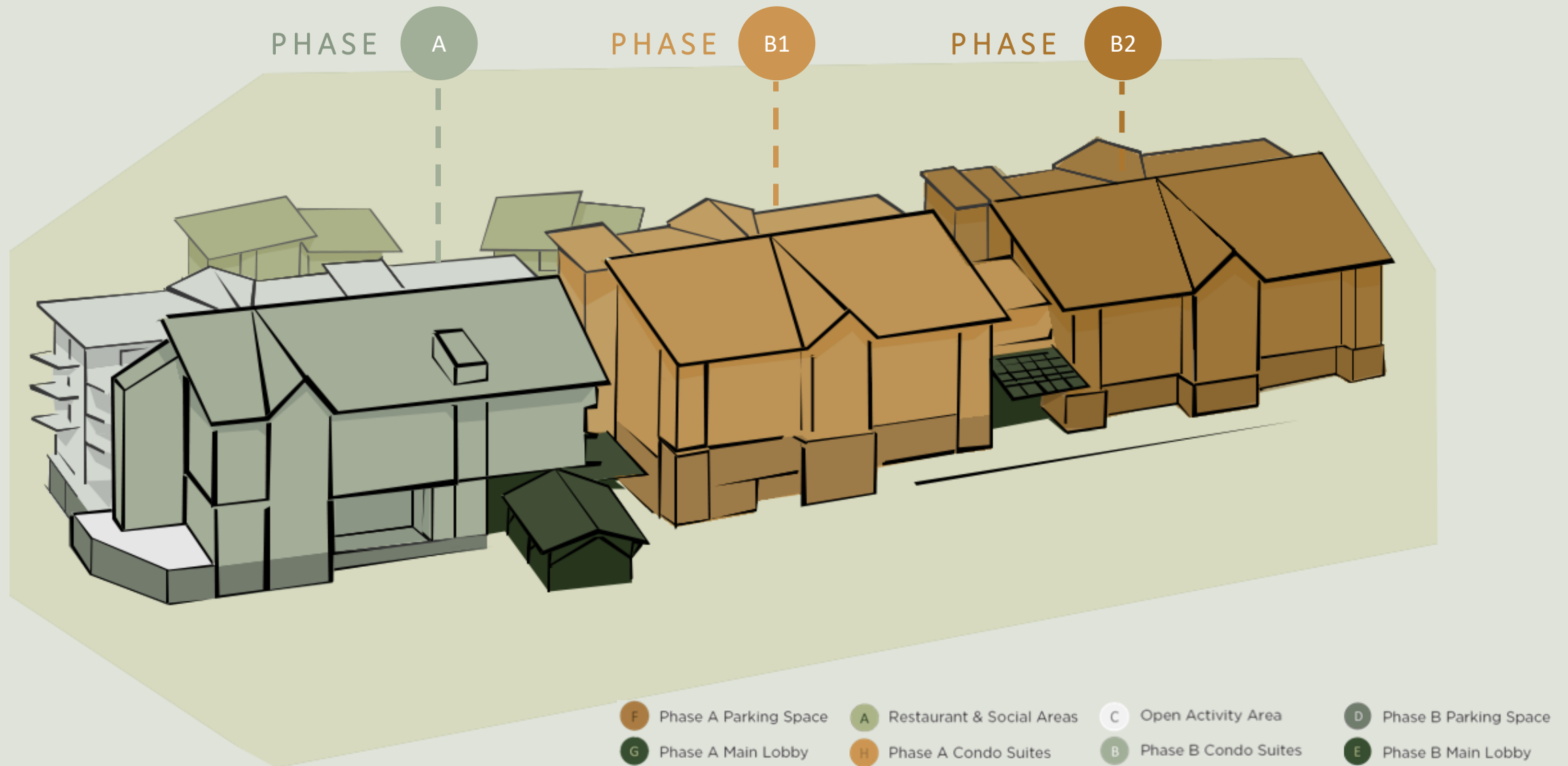
Aiming to expand the tourism infrastructure in Boquete and the market opportunity that was identified in the sector, Empresas Bern will develop Pinoalto Condo Suites.

This cozy mountain project is composed of various sized Condo Suites and multiple resort-style social areas focused on leisure and community.

Pinoalto will be developed in two phases: Phase A and Phase B.



PROJECT DETAILS



MASTER PLAN

4 DIFFERENT CONDO SUITES LEVELS

2 DIFFERENT BUILDINGS

BUILDINGS A AND B ARE CONNECTED AT LEVEL 100.

98 sqm
2bd, 2ba

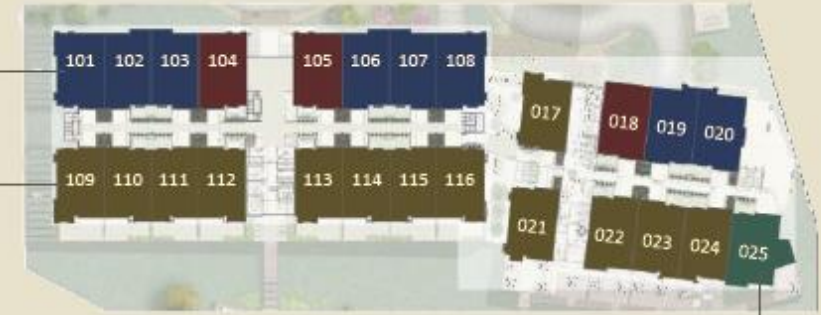
100 sqm
2bd, 2ba

124 sqm
2bd, 2ba

95 sqm
2bd, 2ba

145 sqm
3bd, 2ba

107 sqm
2bd, 2ba



Level 100



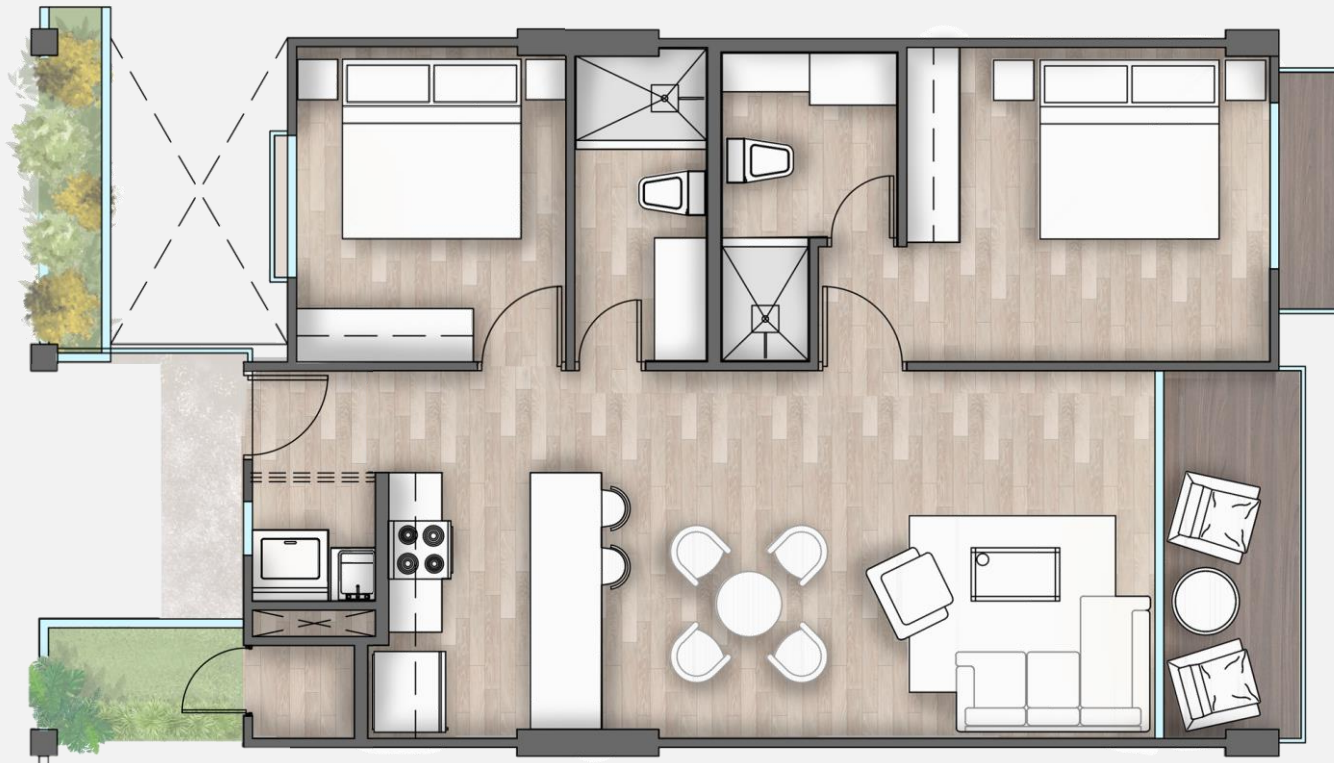
Level 000 & Mezzanine



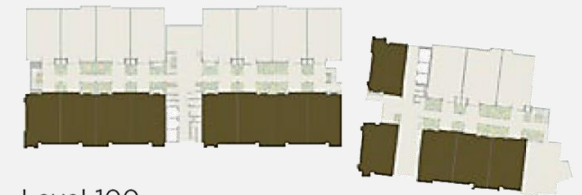
Level 200 & 300

DISTRIBUTION 95 SQM

TYPICAL FLOOR PLAN – CONDO SUITE UNIT



Country Club View



Level 100

Country Club View



Level 200

Bedrooms: 2

Bathrooms: 2

Number of 95 sqm units : 51

DISTRIBUTION 124 SQM

TYPICAL FLOOR PLAN – CONDO SUITE UNIT



Country Club View



Greenery view

Level 000 (Ground Floor)

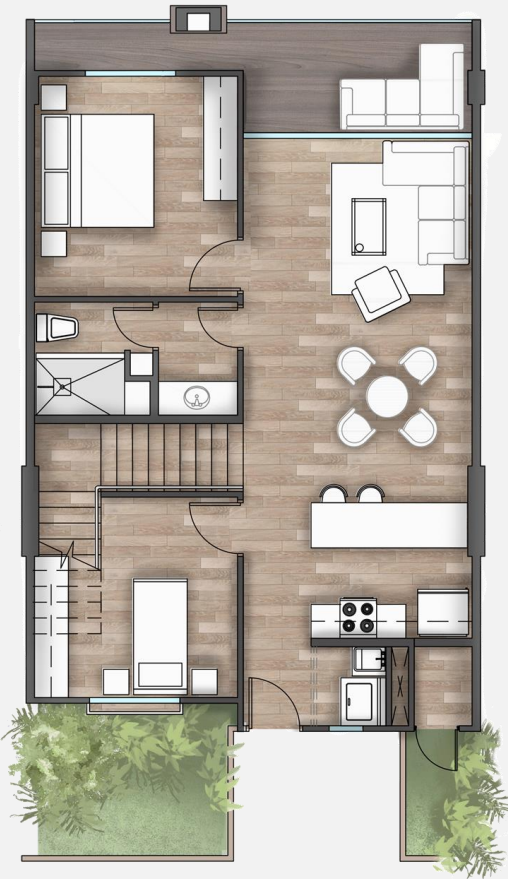
Bedrooms: 2

Bathrooms: 2

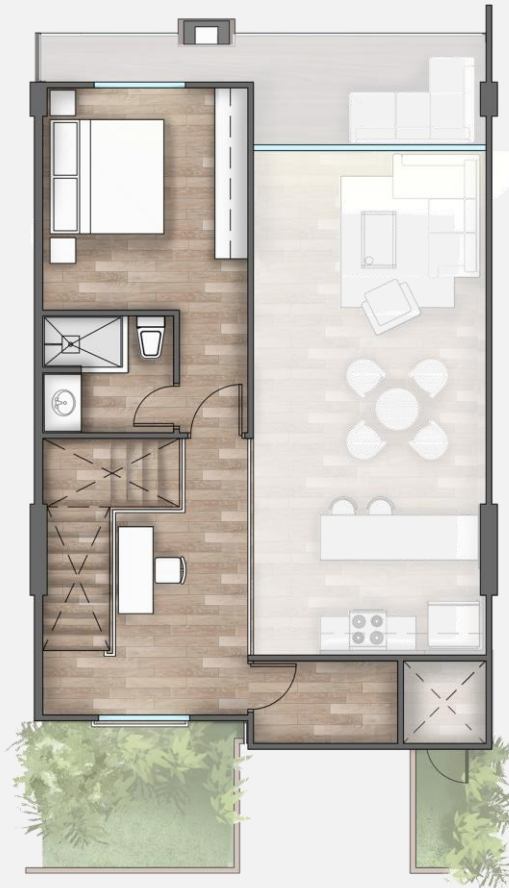
Number of 124 sqm units : 8

DISTRIBUTION 145 SQM

TYPICAL FLOOR PLAN – CONDO SUITE UNIT

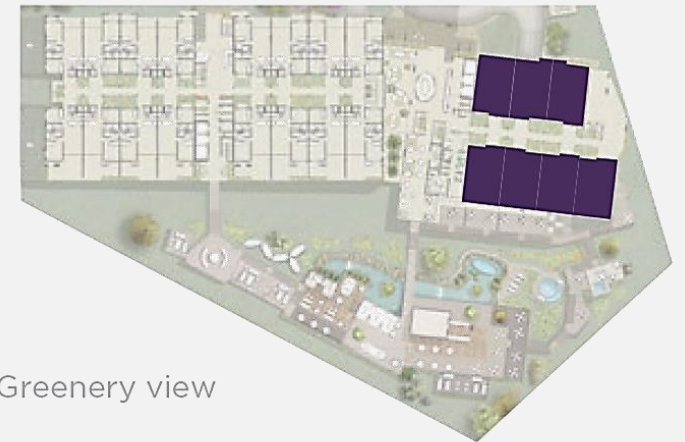


N 000



N 100

Country Club View



Greenery view

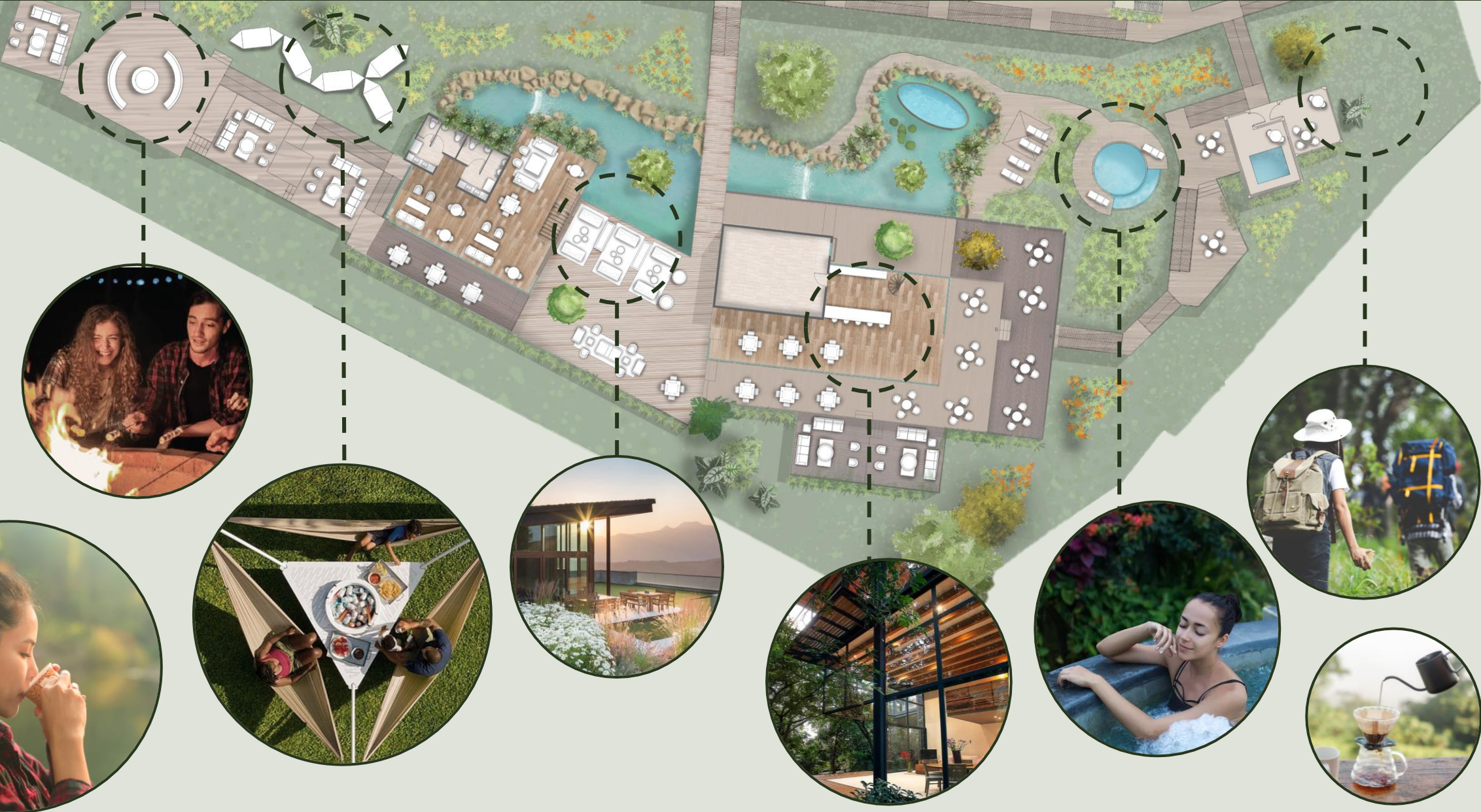
Level 000 (Ground Floor)

Bedrooms: 2

Bathrooms: 2

Number of 145 sqm units : 7

AMENITIES: LEVEL 000



HEALTH CENTER - LEVEL 50 | MEZZANINE

