AAPA Cruise Seminar
Itinerary Planning and Destination Management

Marianela Dengo-de Obaldía
Manager, Customer Relations Unit
Panama Canal Authority
April 25, 2013
Agenda

• Destination: Panama Canal
• The homeport and its impact
• Panama Canal expansion
Panama City
TWO OCEANS, ONE DAY
Passenger Vessel Transit Itineraries
Panama Canal Destination

Cruise Destination
7-10 days including partial transits

Repositioning or full transit
11-15 days

Sources: Cruise Lines’ websites
## Transits of Main Oceangoing Vessels by Segment

### FY 2008 - FY 2012

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Container</strong></td>
<td>3,544</td>
<td>3,364</td>
<td>3,031</td>
<td>3,253</td>
<td>3,331</td>
</tr>
<tr>
<td><strong>Dry Bulk</strong></td>
<td>2,420</td>
<td>2,687</td>
<td>3,050</td>
<td>3,285</td>
<td>3,339</td>
</tr>
<tr>
<td><strong>Tankers</strong></td>
<td>2,066</td>
<td>2,317</td>
<td>2,233</td>
<td>2,320</td>
<td>2,475</td>
</tr>
<tr>
<td><strong>Refrigerated</strong></td>
<td>2,166</td>
<td>1,972</td>
<td>1,718</td>
<td>1,479</td>
<td>1,116</td>
</tr>
<tr>
<td><strong>General Cargo</strong></td>
<td>767</td>
<td>865</td>
<td>834</td>
<td>943</td>
<td>917</td>
</tr>
<tr>
<td><strong>Vehicle Carriers</strong></td>
<td>817</td>
<td>469</td>
<td>607</td>
<td>633</td>
<td>669</td>
</tr>
<tr>
<td><strong>Passengers</strong></td>
<td>241</td>
<td>237</td>
<td>225</td>
<td>225</td>
<td>211</td>
</tr>
</tbody>
</table>
Gatun Yacht Club

- First landing station available, located within Canal waters
- Used as a point of departure for land excursions
- Over 100 cruises use the landing facility on a yearly basis
Colón 2000 Terminal
Home Port of Royal Caribbean and Pullmantur
Average number of passengers per cruise: 2500
Passenger Vessel “HomePort” Itineraries

Grandeur of the Seas – Royal Caribbean

<table>
<thead>
<tr>
<th>Day</th>
<th>Date</th>
<th>Port of Call / Activity</th>
<th>Arrive</th>
<th>Depart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sun Feb 24, 2013</td>
<td>Colon, Panama</td>
<td>--</td>
<td>5:30 pm</td>
</tr>
<tr>
<td>2</td>
<td>Mon Feb 25, 2013</td>
<td>Cartagena, Colombia</td>
<td>10:00 am</td>
<td>9:00 pm</td>
</tr>
<tr>
<td>3</td>
<td>Tue Feb 26, 2013</td>
<td>At Sea</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>4</td>
<td>Wed Feb 27, 2013</td>
<td>Kralendijk, Netherlands Antilles</td>
<td>8:00 am</td>
<td>6:00 pm</td>
</tr>
<tr>
<td>5</td>
<td>Thu Feb 28, 2013</td>
<td>Willemstad (Curacao), Netherlands Antilles</td>
<td>8:00 am</td>
<td>9:00 pm</td>
</tr>
<tr>
<td>6</td>
<td>Fri Mar 1, 2013</td>
<td>Oranjestad, Aruba</td>
<td>8:00 am</td>
<td>6:00 pm</td>
</tr>
<tr>
<td>7</td>
<td>Sat Mar 2, 2013</td>
<td>At Sea</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td>8</td>
<td>Sun Mar 3, 2013</td>
<td>Colon, Panama</td>
<td>6:00 am</td>
<td>--</td>
</tr>
</tbody>
</table>

Note: Cruise itinerary is subject to change by the cruise line.

Monarch - Pullmantur

Cruise Schedule: Colón, Panama (22 Feb); Cartagena, Colombia (23 Feb); Oranjestad, Aruba (25 Feb); La Guaira, Venezuela (26 Feb); Willemstad, Curacao (27 Feb); Colón, Panama (01 Mar)

Sources: Shipping Lines’ websites
Incoming Cruise visitors by Year

Data from Panama Maritime Authority & Panama Tourism Authority
Advantages:
- Latin America’s market potential
- No U.S. visa requirement
- Connectivity
Destinations
Copa Airlines

64 destinations in 29 countries

- Flights operated by Copa Airlines.
- Flights operated by Copa Airlines Colombia.

Connected, everything is possible

Copa Airlines
A STAR ALLIANCE MEMBER
Agenda

• Destination: Panama Canal
• The homeport and its impact
• Panama Canal expansion
It's all about economies of scale!

The expanded Canal
Program Components

Atlantic entrance deepening and widening

17.66 M m³

Atlantic Site Post-Panamax Locks

Increase of Gatun Lake’s maximum operating level

26.7 m → 27.1 m

Gatun Lake widening and deepening

Gatun Lake widening and deepening and widening of Gaillard Cut’s navigation channels

Pacific Site Post-Panamax Locks

Pacific Access Channel

49 M m³

Pacific entrance deepening and widening

8.7 M m³

Pacific Site Post-Panamax Locks

Pacific Site Post-Panamax Locks

Pacific Site Post-Panamax Locks

Pacific Site Post-Panamax Locks

Pacific Site Post-Panamax Locks

Pacific Site Post-Panamax Locks

Pacific Site Post-Panamax Locks

Pacific Site Post-Panamax Locks
Locks Design and Construction
1939 Excavations - Atlantic

2013
Post-Panamax navigational channel 9 m Miraflores Lake
Maximum passenger capacity:

- Panamax Locks: 2,348 (double occupancy)
- Post Panamax Locks: 4,100 (double occupancy)
Bridge of the Americas

Air Draft: 190’
Interest by FCCA member lines to deploy Post-Panamax size vessels through expanded Panama Canal

Source: Clarksons Research, February 2013
Thanks!

Marianela Dengo –de Obaldia
mdengo@pancanal.com