

HTS-Panama Consulting

Introducing the company



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Overview

Panama, the starting point for the Latin American market with six hundred million people



Panama
HTS-Consulting





Company profile

We are a team of consultants building business opportunities between Panama, Germany and Austria to help German and Austrian companies create their business in Panama and Latin America.



Why to invest in Panama?

1

Panama International Tocumen Airport offers 81 flights within 30 countries in America.

2

Panama have the most active ports on two oceans. 144 trade routes, 1700 ports in 160 worldwide.

3

Safety and Stable Political Situation.

4

US-Dollar as a currency.

5

The strongest financial center of the Latin America region.

6

Attractive Incentives Programs for Investors



Consultants Profiles

Konsul a.h. Michael Häckel

Founder of Panama HTS Consulting

Since 24 Years is the Honorary Consul of the Republic of Panama in Munich Bavaria, Federal Republic of Germany.

- Managing Director and Owner of the Häckel Group (Tourism and Medicine)
- Managing Director BIIG Wheel GmbH and HTS Consulting
- Managing Director of the Tour Operator / Häckel Reisen GmbH.
- Senior Consultant at the Press Agency Newswork AG
- Member at the Health Care Bayern Assoziation



Karl H. Schneider

Managing Director & founding member
of HTS-Consulting.

- Entrepreneur and lawyer. Studied business administration and law at LMU Munich.
- Former owner and managing director of an organic conference hotel in Hesse until 2019. Long-time managing director and shareholder of clinics and hotels in Hessen.
- Years of consultation for rehabilitation and hotel companies in connection with company restructuring.
- Co-construction of the regional district Rhön of the BJU (Federation of Young Entrepreneurs) and long-time chairman.



Peter Thurnwalder

Managing Director & founding member
of HTS-Consulting.

- Business economist and health manager. Many years of experience in trade, tourism, spa and rehabilitation. Certified quality manager in healthcare.
- Senior consultant at leading rehabilitation clinics in Germany and Austria. Longstanding owner of a health center in the Gastein Valley. Longstanding managing director of rehabilitation clinics and spa hotels. Longstanding managing director of HOGAST and Metro.
- Consultant and representative of the Austrian Rheumatism League.



Rudolf Ottokar Matzer

Senior Partner Business Development and International Contacts.

- Many years of international experience in the field of trade, production, sales and marketing. Technical University Berlin, furniture design and realization.
- Senior Consultant Technochem GmbH, Sauerlach.
- Production and sales of health care products. Sales Representative Eastern Europe, Phoenix Oil Group LLC, Houston, Office Europe London.
- Managing Director of H.Matzer & Co. Gesellschaft for international project developments in the Middle East. Managing Director of Beringer Objekt GmbH, Munich.
- Project partner for the Middle East, Regional Manager Bavaria, Vitra Holding International GmbH, Weil a. Rhein. Junior partner of "Consult Design" Prof. Piter Zech.



Mag.a Alexandra Elisa Erker

Senior Consultant EU law and policy

- Assistant Professor in the Department of European Law and Public International Law at the University of Innsbruck. Studies of Law at the University of Vienna and the Universidad Autónoma de Madrid.
- Practical legal experience in renowned international law and consulting firms in Austria and abroad.
- Professional experience at the EU-Representation Office of Carinthia in Brussels and at the Austrian Embassy Kuwait.

Consultants Experts



1970 -1973

Banking Studies by Bayerische Vereinsbank AG, Munich (BV)

1973- 1975

Job specialisation in Foreign Trade by BV

1975- 1980

Advisor by BV for German customers in connection with Foreign Trade transactions

1980- 2013

Export Finance Manager by HypoVereinsbank/ UniCredit Bank AG, Munich for medium and long term commercial operations in Latin America in relation with Export Finance and Export Credit Agencies (ECA)

Hence 2013

Managing Director at PMA-Philippsberg Management Advisory PMA UG, Wolfratshausen-Germany

PMA is an independent and business advisor for Export Finance and trade- related credit insurance solutions with more than 30 years of experience. Our aim is to support our clients growing up their business in Latin America

www.pma-corp.de

Our potential companies in Germany & Austria

- 01 | Technology I+D
- 02 | Health & Medical Technology
- 03 | Education
- 04 | Agricultural Experts
- 05 | Logistics & Transportation
- 06 | Tourism
- 07 | Energy & I+D
- 08 | Insurance Industry
- 09 | Real Estate Developers
- 10 | Trade fair for MICE





Our Services

0
1

Marching sectors networking

Coordination of high impact workshops, seminars, coffee breaks and business days.

0
2

Strategic Planing, leadership & organisation

Presentation in cities such as Munich, Stuttgart, Berlin & Hamburg

0
3

Coordinate business trips to Panama

With potential German companies

0
4

Our Stakeholders

Chambers of commers, public institutions and professional associations, Latin American Associations located in Germany



Our partners in Panama

The German-Panamanian Chamber of Commerce

FRAPAN INVEST, Klaus Happ

Selected and prestigious law firms

German Embassy.

Ministry of Commerce and Industries-MICI

Cultour Panama www.cultour.info

Daniel Ciniglio – Capital & Asset Fiduciary Services (CAFS)



Our partners in Germany

BIIG Wheel GmbH

TUM INTERNATIONAL GMBH

The Chamber of Commerce

Bayern International

News Work AG

HTS Consulting

TV München

Lufthansa

UniCredit

Selected and prestigious law firms.

Honorary Consulate of Panama in Bavaria,

Saxonia, Hamburg and Salzburg

Embassy of Panama in Berlin

Images and examples from our activities



Project meeting with the Panamanian Sisters



Meeting with TUM International and BIIG Wheel

Images and examples from our activities



Project meeting with Lieb Management



Meeting with Bernhard Wagner, Kickboxing world champion and coach

Images and examples from our activities



Project meeting with the Home of Contents



Meeting with Bavarian Ministry of Economic Affairs

Images and examples from our activities



Meeting with the President of Panama



Project meeting with the Panamanian
Ambassador

Images and examples from our activities



Meeting with the Management of IHK Munic - Bavaria



Project meeting with the Panamanian Ambassador and
The Ambassador of Bolivia

Images and examples from our activities



Meeting with the Vice Minister of Tourism / ADP



Meeting with the General Manager from "Bayern International"

Images and examples from our activities

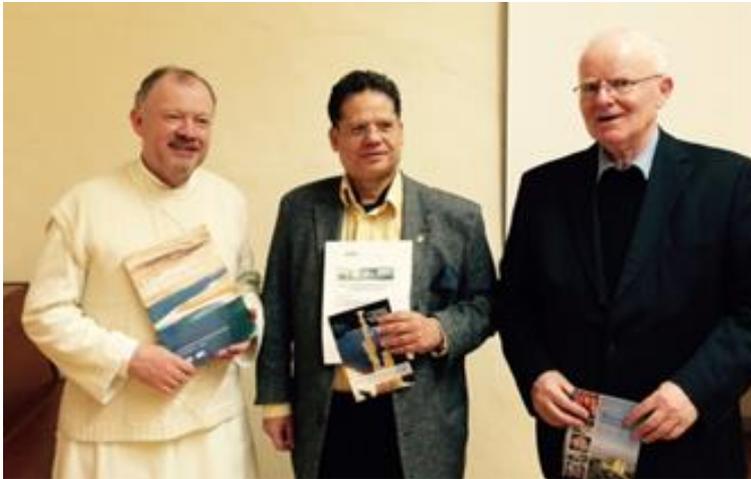


Interview with the managing editor of "Donaukurier."



Project development for Panama with the health expert Prof. H. Bankhofer

Images and examples from our activities



Interview with Cardinal Marx and Kräuterpfarrer Benedict about the future Weltkatholikentag in Panama



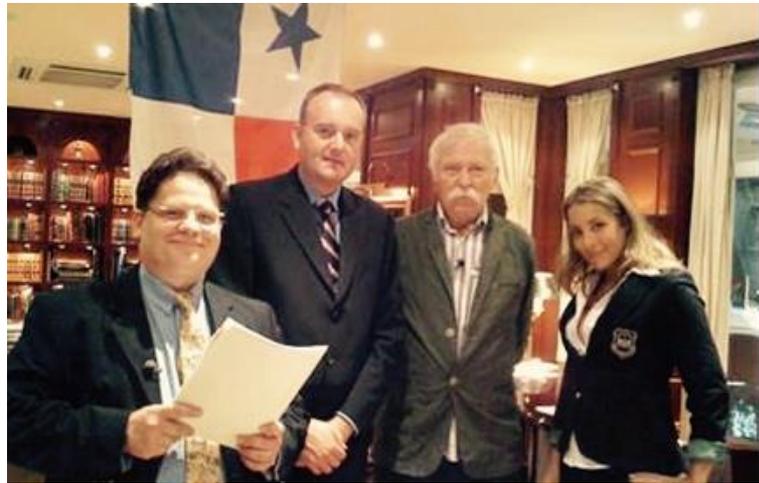
Conversation with the former prime minister of Bavaria, Günther Beckstein and the Tourism Commissioner of the Federal Government, Ernst Hinsken



Images and examples from our activities



Project meeting with the Chamber of Crafts in Munich with the Director for International Economics



Meeting with Janosch, the famous author of children's book "Oh how beautiful Panama"

Images and examples from our activities



Conversation with the President of the Parliament of Bavaria, Barbara Stamm



Conversation with the Prime Minister of Bavaria, Horst Seehofer



Conversation with the former Prime Minister of Bavaria, Edmund Stoiber



Our Head office in Munich – Sauerlach, Bavaria

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Thank you!

