

BIRLING

CAPITAL ADVISORS LLC

The COVID-19 Impact to the World, U.S. & P.R.

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May 5, 2020





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COVID-19 Impact

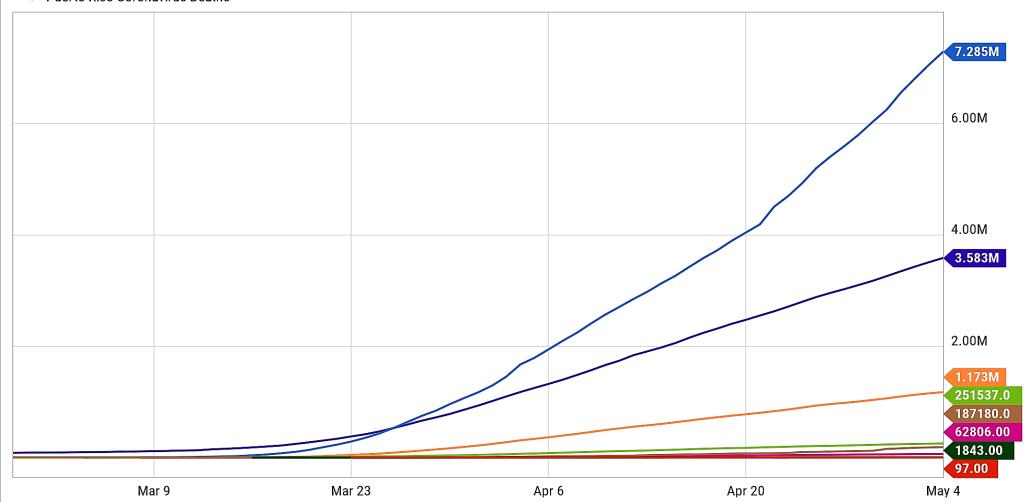


COVID-19 Cases, Tests & Deaths, World, U.S. & P.R.



World Coronavirus Cases

- US Coronavirus Cases
- US Coronavirus Tests Administered
- World Coronavirus Deaths
- US Coronavirus Deaths
- US Coronavirus Recoveries
- Puerto Rico Coronavirus Cases
- Puerto Rico Coronavirus Deaths



COVID-19 Cases, & Deaths Eurozone G20



Spain Coronavirus Cases

Italy Coronavirus Cases

Germany Coronavirus Cases

France Coronavirus Cases

UK Coronavirus Cases

Spain Coronavirus Deaths

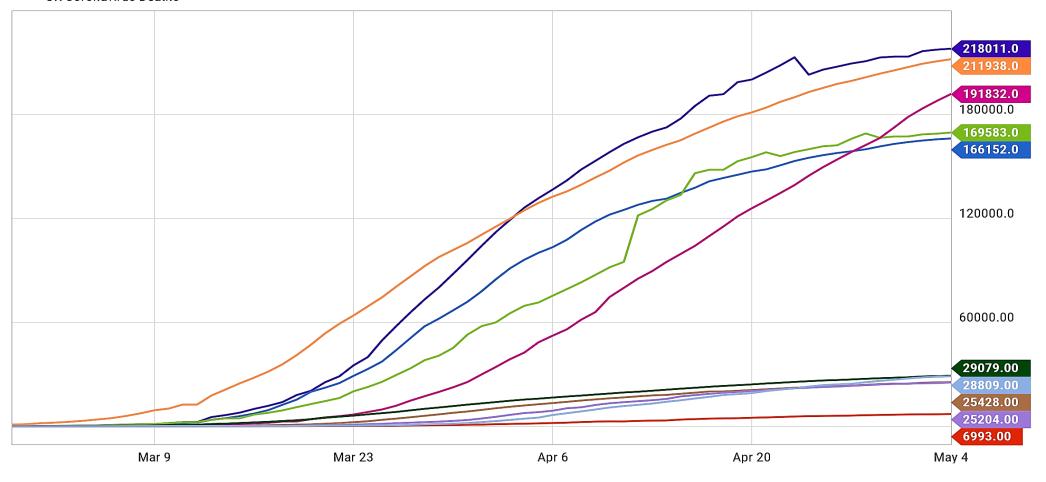
• Italy Coronavirus Deaths

Germany Coronavirus Deaths

France Coronavirus Deaths

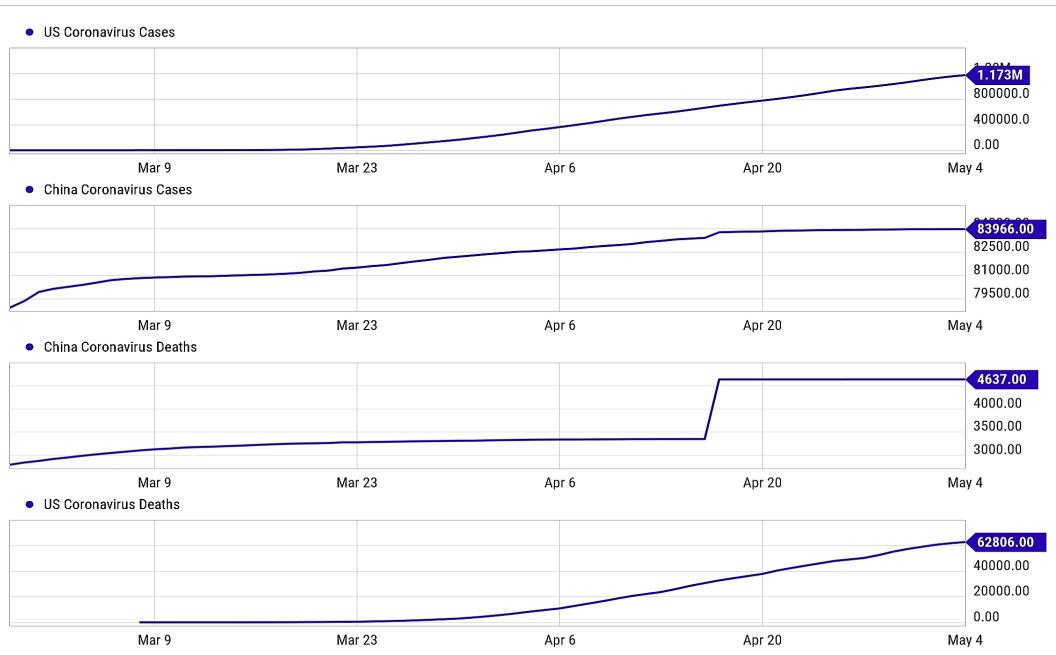
UK Coronavirus Deaths





COVID-19 Cases, & Deaths, for U.S. & China



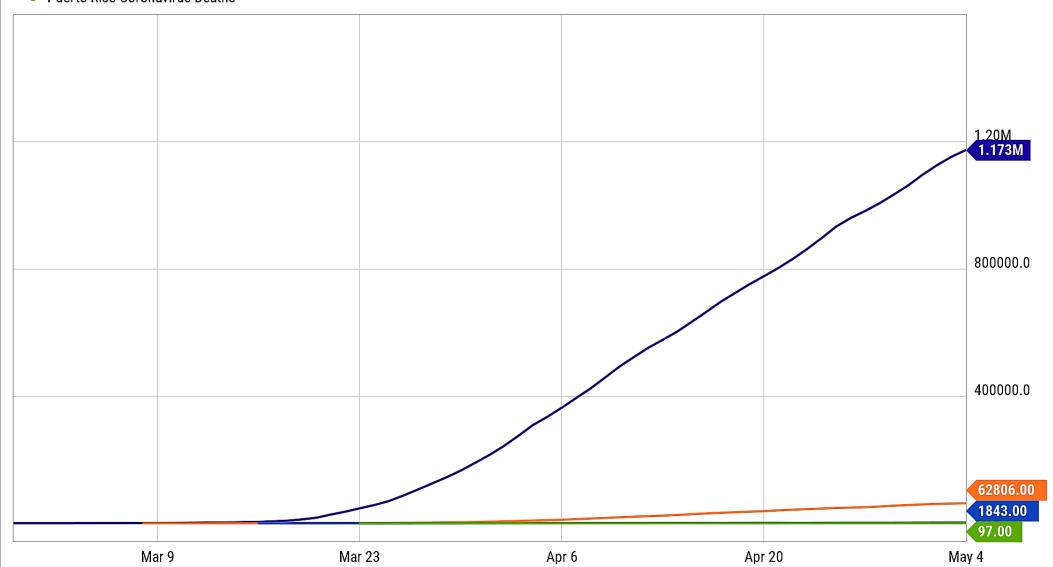


COVID-19 Cases, & Deaths, for U.S. & P.R.



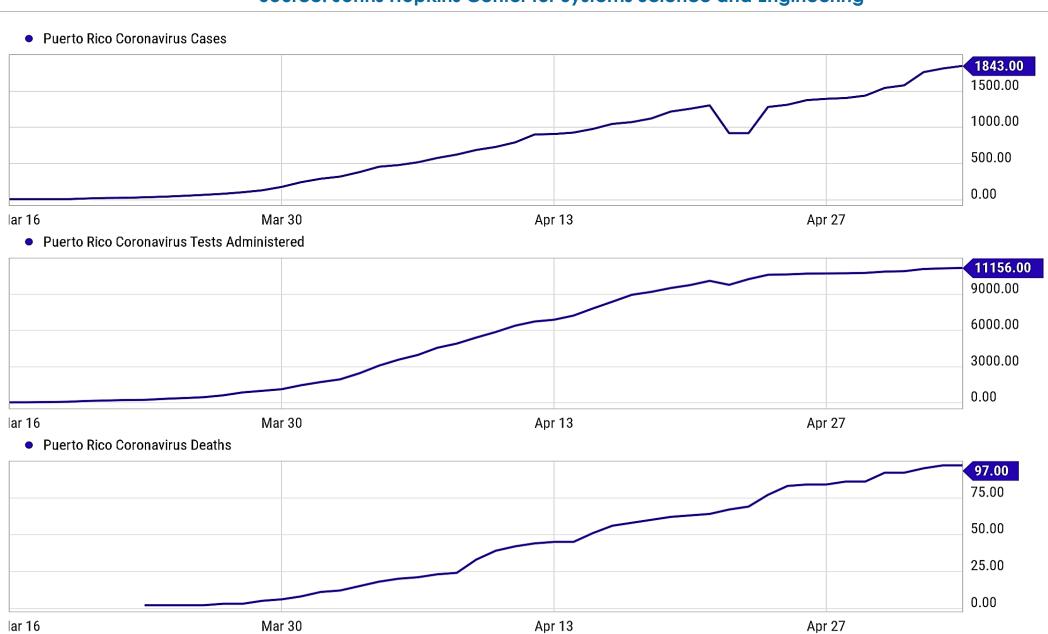
US Coronavirus Cases

- US Coronavirus Deaths
- Puerto Rico Coronavirus Cases
- Puerto Rico Coronavirus Deaths



COVID-19 Cases, Tests & Deaths, for Puerto Rico







GDP Outlook World, U.S. & Puerto Rico



GDP Outlook G20 Economies & P.R.



The Worlds Economies Contract to recessionary levels:

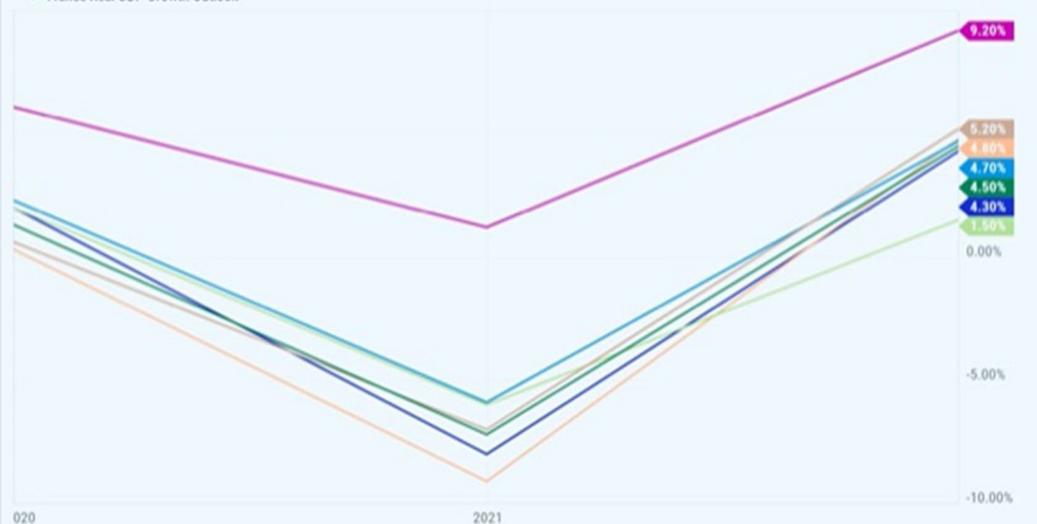
We have analyzed the International Monetary Fund World Economic Report, and their outlook is quite harmful to the remainder of 2020 with a more rosy outlook for 2021. International Monetary Fund World Economic Report Real GDP Growth Outlook show a grim reality for the world:

- •Spain is forecasted to contract in 2020 by 8.00% and for 2021 a growth of 4.30%
- Italy is forecasted to contract in 2020 by -9.10% and for 2021 a growth of 4.80%
- •U.S. is forecasted to contract in 2020 by -5.90% and for 2021 a growth of 4.70%
- Puerto Rico is forecasted to contract in 2020 by -6.00% and for 2021 a growth of 1.50%
- •China is forecasted to grow in 2020 by 1.20% and for 2021 a growth of 9.20%
- •Germany is forecasted to contract in 2020 by -7.00% and for 2021 a growth of 5.20%
- France is forecasted to contract in 2020 by -7.20% and for 2021 a growth of 4.50%.



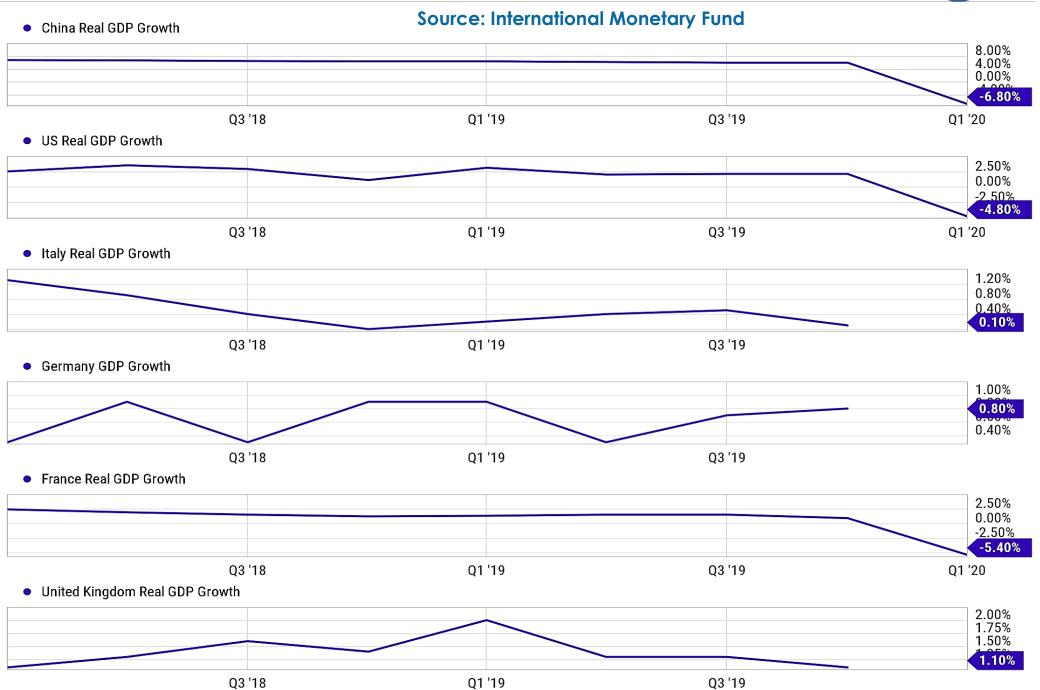
The Real GDP Growth Outlook fro 2020 & 2021 for China, Europe, U.S. & P.R. as of 4/30/20

- Spain Real GDP Growth Outlook
- Italy Real GDP Growth Outlook
- US Real GDP Growth Outlook
- Puerto Rico Real GDP Growth Outlook
- · China Real GDP Growth Outlook
- Germany Real GDP Growth Outlook
- · France Real GDP Growth Outlook



World Outlook 2020







Puerto Rico Outlook

The Puerto Rico that we once knew, is gone forever:

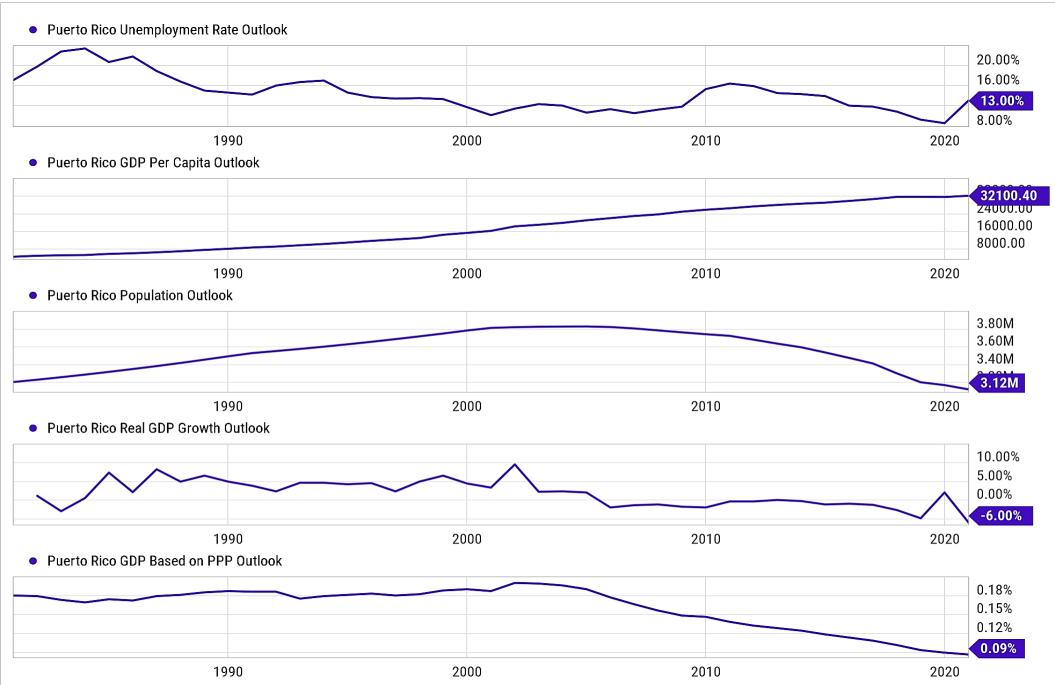
At Birling Capital we had forecasted for that for 2020 the Puerto Rico Economy would grow at a rate 1.9%, after having reached 1.7% in 2019 and with so much new federal funding being deployed it presented a positive prospect for the Island. The current outlook is -6%GDP and north of 35% unemployment. However having the economy perform a hard strop for 45 days and counting has destroyed the prospects of the island and it threatens to further harm more than 50,000 business, in all sectors of the economy.

The impact of Government lock-down that began on March 15 has been severe to the daily lives of all families that are unable to earn a living either because they work in an essential services operation or they are working remotely. For the private sector workers show that more than 300,000 employees have filed for unemployment benefits,

Puerto Rico Outlook 2020-2021

BIRLING CAPITAL ADVISORS, LLC

Source: International Monetary Fund





Leading Indicators



U.S. GDP, S&P, Dow Jones, Nasdaq, Birling P.R. Stock Index

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Source: NYSE

- US GDP % Change
- S&P 500 Level % Change
- Dow Jones Industrial Average Level % Change
- NASDAQ Composite Level % Change
- Birling Capital Puerto Rico Stock Index Level % Change



U.S. Initial Jobless Claims



U.S. Initial Jobless Claims reach 30 million:

As the Coronavirus Pandemic forced thousands of businesses all across the U.S. to close, the job losses mounted weekly, and by April 11 or in only five weeks for the U.S. economy to erase 100% of all the job gains, it added over the last 11 years. While it seems quite unreal to absorb when we review the weekly numbers, we can see the tidal wave of initial unemployment claims.

Let's see the timeline of how the job losses accumulated:

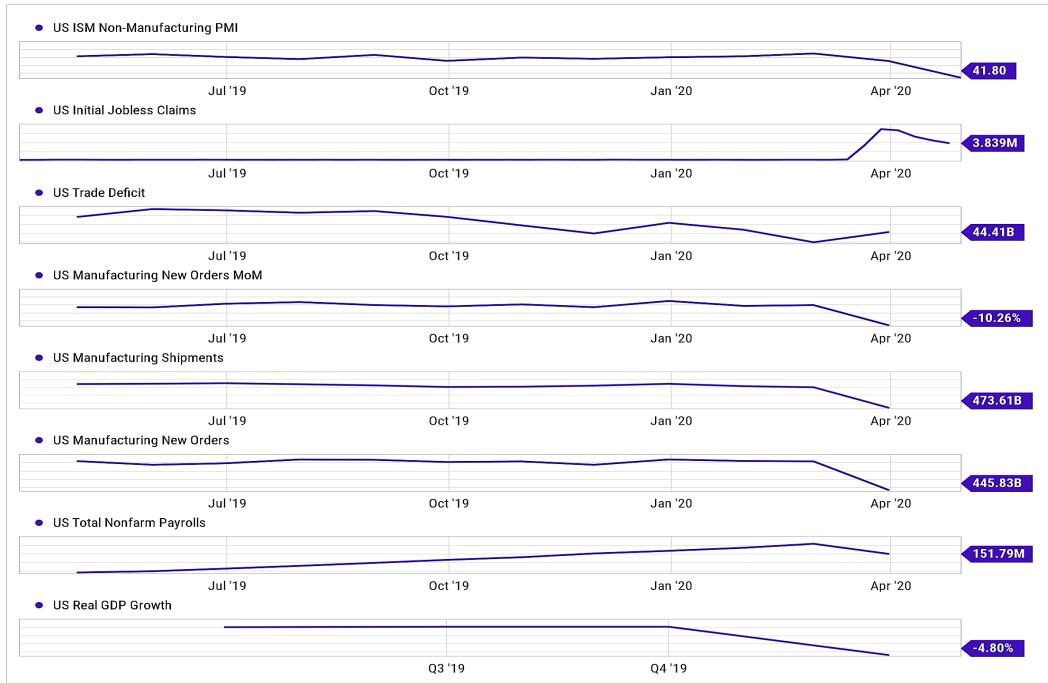
- March 21 3.307M
- March 28 6.867M
- April 4 6.615M
- April 11 5.237M
- April 18 4.442M
- April 25 3.839M
- Total 30,307M

The job loss figure represents 18.3% of the total U.S. labor force difficult numbers to absorb.

U.S. Leading Indicators

Source: International Monetary Fund







Birling Puerto Rico Stock Index, U.S. Bank Index & Top Sectors



Birling Puerto Rico Stock Index YTD



- Popular Inc Price % Change
- First BanCorp Price % Change
- Evertec Inc Price % Change
- OFG Bancorp Price % Change
- Triple-S Management Corp Price % Change
- Birling Capital Puerto Rico Stock Index Level % Change
- Dow Jones Industrial Average Level % Change

Source: NYSE, Birling Capital



U.S. Bank Index

Source: NYSE, Birling Capital

- . Birling Capital U.S. Bank Index Level % Change
- JPMorgan Chase & Co Price % Change
- Bank of America Corp Price % Change
- Citigroup Inc Price % Change
- U.S. Bancorp Price % Change
- Morgan Stanley Price % Change
- Wells Fargo & Co Price % Change
- Goldman Sachs Group Inc Price % Change

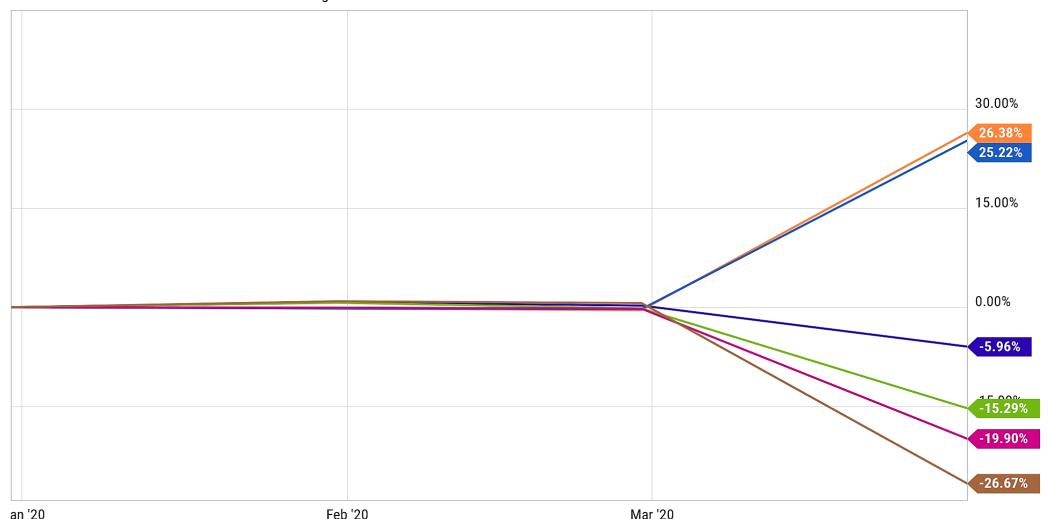


U.S. Retail, Grocery, Food, Electronics and Appliance, Department Stores & Auto Sales



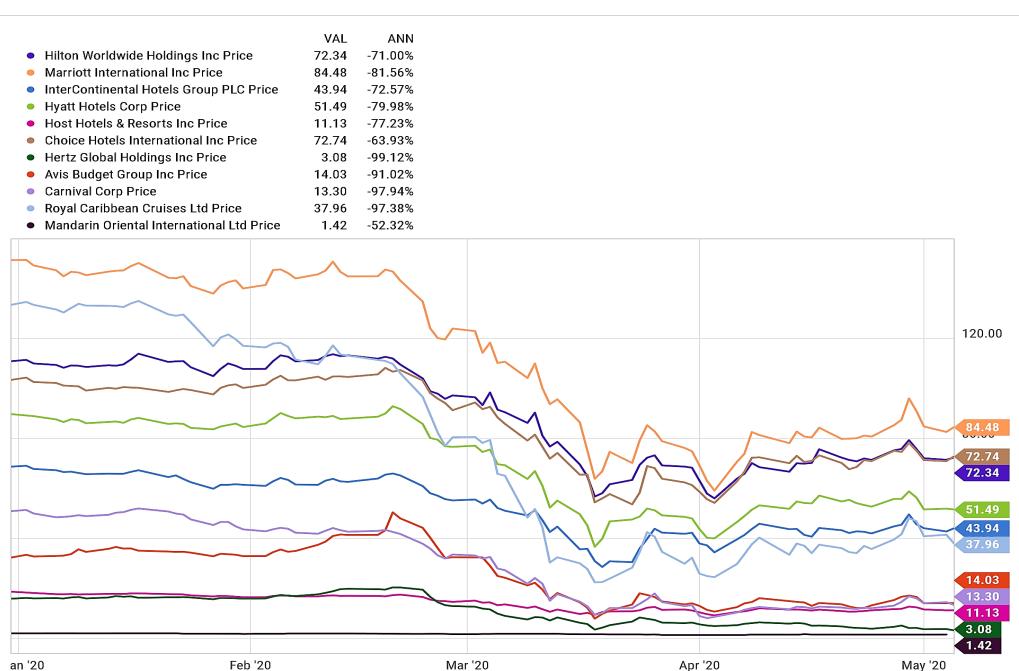
- US Retail Sales % Change
- US Grocery Store Sales % Change
- US Food and Beverage Store Sales % Change
- US Electronics and Appliance Store Sales % Change
- US Department Store Sales % Change
- US Auto and Other Motor Vehicle Sales % Change

Source: Department of Commerce



The Beach Sector: Airlines, Cruise Lines & Car Rental



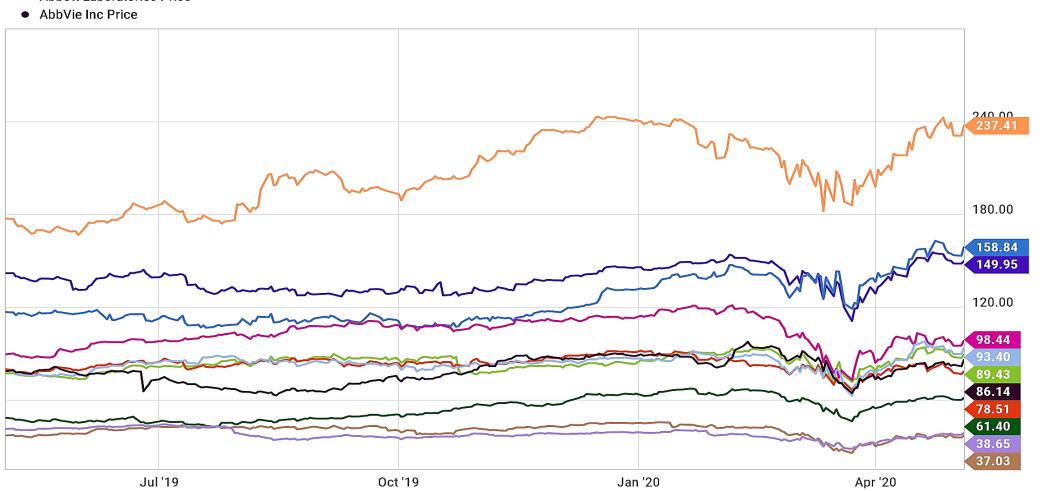


The Pharma Bio-Tech Sector



Source: NYSE

- Johnson & Johnson Price
- Amgen Inc Price
- Eli Lilly and Co Price
- Baxter International Inc Price
- Medtronic PLC Price
- Boston Scientific Corp Price
- Bristol-Myers Squibb Co Price
- Merck & Co Inc Price
- Pfizer Inc Price
- Abbott Laboratories Price

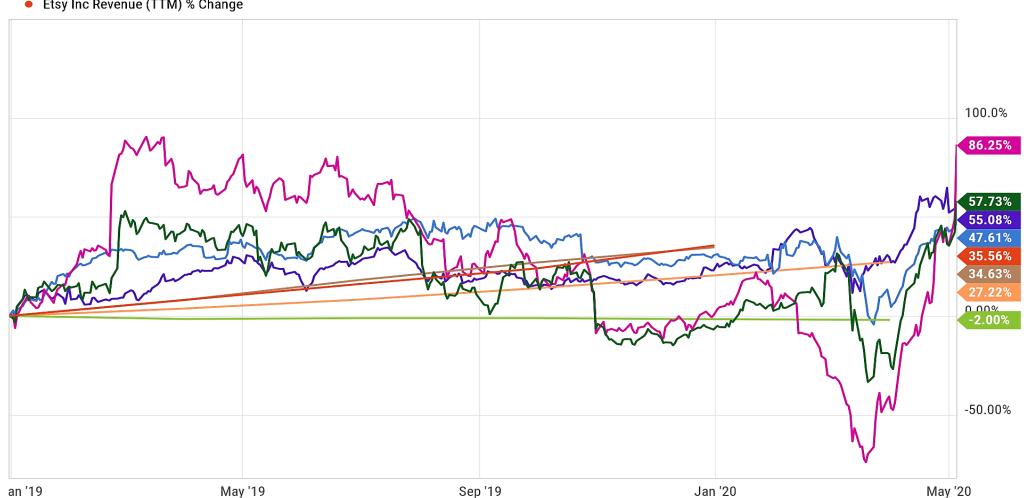


The E-Commerce Retail



Source: NYSE

- Amazon.com Inc Total Return Price % Change
- Amazon.com Inc Revenue (TTM) % Change
- eBay Inc Total Return Price % Change
- eBay Inc Revenue (TTM) % Change
- Wayfair Inc Total Return Price % Change
- Wayfair Inc Revenue (TTM) % Change
- Etsy Inc Total Return Price % Change
- Etsy Inc Revenue (TTM) % Change





Birling Overview





FIRM OVERVIEW

Birling Capital is a boutique corporate advisory & consulting firm that offers broad corporate finance & advisory services to institutional, government, corporate, middle-market companies, family corporations and their owners, in identifying and resolving organizational finance-related issues. We use a holistic approach both assets and liabilities sides with integrated business, personal, family needs and objectives.

Over the past two decades, our firm's principals have advised on more than 150 transactions in the corporate, healthcare, retail, education, insurance, banking and government markets.

Our value proposition has been implemented with three critical ingredients for success:



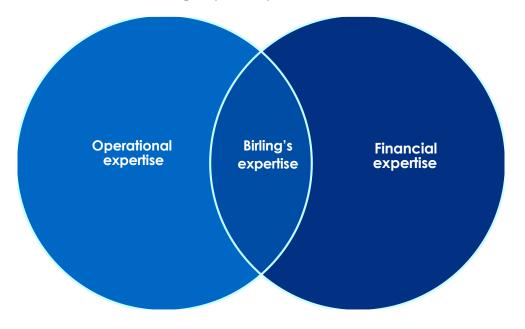
- ☐ Unwavering Commitment to Client Service
- ☐ Unparalleled Degree of Professionalism and Senior-Level Attention
- Extraordinary Level of Industry Expertise



Our Integrated Approach

- Revenue and profit improvement
- SG&A and cost reduction strategies
- Asset base analysis and optimization
- Corporate simplification
- Finance function transformation
- Interim management including CEO, CFO and COO

- Crisis management stabilization
- Working capital improvement



- Chief Restructuring Officer (CRO)
- Project management and delivery
- Lead advisor to creditor groups, management teams and other stakeholders

- Business review and business planning
- Cashflow management, liquidity review, stabilization and optimization
- Stakeholder negotiation involving covenant resets, refinancing and debt restructuring

Birling combines both operational and financial expertise to provide a full service offering.

This means we design the solutions and then work with our clients to implement them.



Products and Services

Consulting and Advisory Practice Focus

- ☐ Family Corporations & Entrepreneurs
- ☐ Financial Institutions & Credit Unions
- ☐ Higher Education and Universities
- ☐ Healthcare & Pharmaceuticals
- Government
- Media
- Insurance
- ☐ Hotels & Commercial Real Estate
- Tax Credit Consulting
- Manufacturing and Industrials
- ☐ Retail & Consumer Products
- Public Private Partnerships
- ☐ Distribution & Services
- □ Law 20/22 Segment





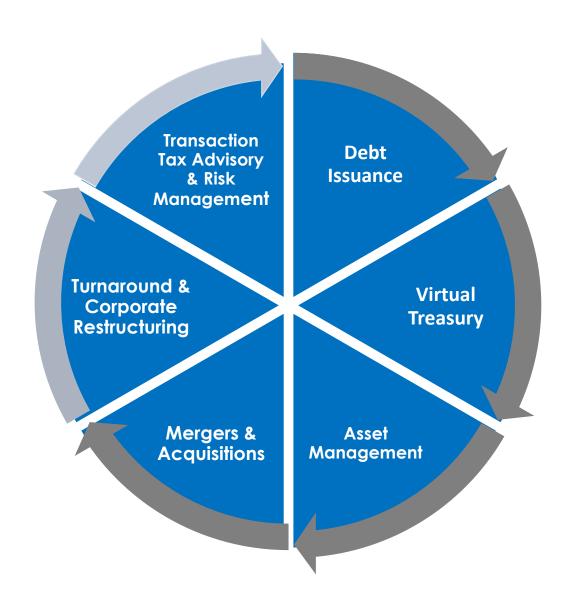
Products & Services

Corporate Financial Planning (CPF)

Birling offers its customers the service of corporate financial planning which consists of an objective and comprehensive report on the current financial situation and the development of strategies based on their goals and needs analysis. Taking into account from the income, financing needs, investment, economic development opportunities, public-private partnerships, evaluation of potential risks and other specific opportunities in each client. Think and plan long term can be a challenge when there are immediate financial pressures and uncertain income forecasts. Given the worsening economic conditions and economic pressures, the costs are rising faster than inflation, aging infrastructure and increasing expectations about service levels. The process can be difficult, but necessary to achieve financial sustainability.



Corporate Financial Planning (CPF)





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