

# The Next Industrial Chapter for Made in Puerto Rico, USA

# Welcome Message





Economies are living conversations, expressed in numbers. Data gives them voice — revealing how they feel, where they move, and how they believe. From uncertainty, we distill insight; from strategy, foresight. We speak this language fluently.

Francisco Rodríguez-Castro
President & CFO

### **Investment Focus Sectors**





### **BIOSCIENCE**

Pharmaceuticals, Class 3 medical devices, cellular and genetic therapy, agricultural biotechnology, etc.



### ADVANCED MANUFACTURING

Fill the gaps in the local supply chain, such as 3D printing, electronics, etc.



### **AEROSPACE**

Design and engineering Manufacturing of lightweight components



### PROFESSIONAL SERVICES

Knowledge economy, including legal and accounting firms, customer support centers, consulting and design services, etc.



Developers, financiers, renewables and large scale technology providers



**CREATIVE INDUSTRIES** 

Pre- and post- production of film and music, digital animation, and digital games.



Technological support services, software development, SaaS, blockchain, Al, cybersecurity, etc.



Circular economy, blue economy, etc.

### Puerto Rico's Economic Transformation



# rto Rico's









**Pre-1940s**Agrarian

1940s - 1960s

Labor-intensive Manufacturing 1970s - 2000s

Advanced Manufacturing & Bioscience

2000s - Present

Next Generation
Bioscience
Manufacturing, R&D and
Knowledge Services

# Puerto Rico's Economy At a Glance



The Largest & Most Diversified Economy in The Caribbean.



# **Exports Value** \$59.8 billion

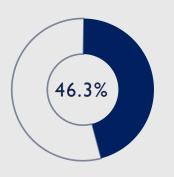
**Imports Value** \$51.5 billion

GNP \$77.9 billion

GDP \$113.4 billion

GDP per Capita \$35,400







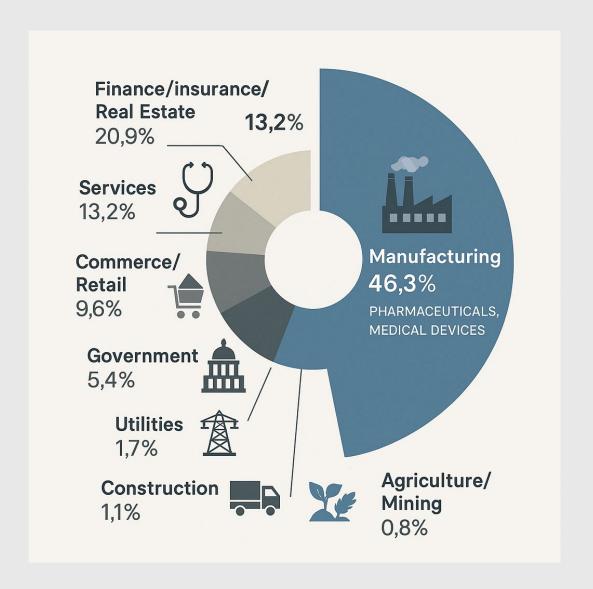
76.98%	Pharmaceutical & Medicines
8.83%	Medical Devices
2.83%	Electrical Equipment, Appliances & Components
2.17%	Computers & Electronics
2.11%	Food, Beverages & Tabaco
1.81%	Basic Chemicals
5 26%	Others



### Puerto Rico GDP by Sector – 2024-2025

Puerto Rico's economy in 2024 and YTD 2025 continues to be anchored by manufacturing, which represents 46.3% of GDP, led by the pharmaceutical and medical device industries, the island's most significant exporters. The finance, insurance, and real estate sector follows with 20.9%, underscoring the island's solid financial infrastructure and expanding property market supported by sustained investment inflows.

The **services sector** accounts for **13.2%**, reflecting growth in tourism, health, and professional services that continue to strengthen domestic consumption and employment. **Commerce and retail trade contribute 9.6%**, highlighting the island's vital consumer-driven segment and strong retail network. The **government sector** represents **5.4%**, while **utilities 1.7%**, **construction 1.15%**, **logistics 0.92%**, and **agriculture and mining 0.83%** complete the economic structure with smaller but essential contributions to the island's overall productivity. Overall, **Puerto Rico remains manufacturing-driven**, yet increasingly diversified across finance, services, and innovation, positioning the island as the most advanced and resilient economy in the Caribbean.





### Investment Momentum and the Trump Tariff Advantage

These projects reflect a new industrial geography shaped by President Trump's 2025 Tariff Policy.

**The imposition of a 10% universal import** tariff — and higher rates on Chinese industrial goods — has accelerated the relocation of production to U.S. jurisdictions.

**Puerto Rico, with tariff-free access** to the mainland, is perfectly positioned to benefit.

Maintaining this policy momentum is critical, as Puerto Rico could double industrially output growth by 2030 and add more than \$1.5 billion to annual GDP — a tangible dividend of industrial alignment and economic strategy.



### Manufacturing Revival: "Made in Puerto Rico, USA"

Puerto Rico's manufacturing legacy remains one of its most valuable assets —The new national initiative, "Made in Puerto Rico, USA", aims to position the Island as a trusted U.S. production hub — offering jurisdictional security, economic flexibility, and proximity to both North and Latin America.

### Success will depend on:

- Incentivizing reshoring from higher-cost foreign jurisdictions.
- Developing logistics and supply-chain hubs that integrate manufacturing, packaging, and distribution.
- . Lowering energy costs through renewables and efficiency programs.
- . Aligning workforce training with advanced manufacturing needs.



### Puerto Rico Manufacturing PMI: 2024-YTD 2025

The **PMI** portrays a story of resilience and volatility across 2024 and the first nine months of 2025. The index, a key gauge of industrial health where values above 50 indicate expansion and below 50 signal contraction

### 2024 Overview

In 2024, Puerto Rico's manufacturing sector moved between growth and contraction. The PMI began near the neutral mark at **49.4 in January** and briefly surged to **55.9 in May**, reflecting improved demand and supply stability. However, the second half of the year proved uneven — activity fell sharply by midyear, reaching a low of **35.6 in November**, before ending at **46.4 in December**, underscoring a fragile close to the year.



### Puerto Rico Manufacturing PMI: 2025 YTD

The Puerto Rico Manufacturing PMI has consistently shown stronger rebounds and higher peaks compared to the U.S. benchmark. The chart illustrates this divergence clearly — with Puerto Rico's PMI frequently surpassing the expansion threshold of 50, signaling growth, while the U.S. PMI has remained largely below that mark, indicating mild contraction through most of 2024 and 2025. Puerto Rico's manufacturing economy is showing greater adaptability and recovery strength, outperforming the mainland's industrial pace through September 2025 driven by:

- Robust pharmaceutical and medical device production,
- Increased investment in local manufacturing capacity, and
- Steady post-hurricane reconstruction demand supporting factory output.





### Puerto Rico's Investment Momentum

### JNJ Ethicon \$168 MM

Amgen \$650 mm

**NEGOCIOS** 

gobernador Pedro Pierluisi mencionó

triz J&J genera unos 5,000 empleos di-rectos en total, repartidos entre cinco

plantas y las oficinas corporativas de Guay-

onómico y Comercio (DDEC), Manuel

Cidre, informó que la empresa obtiene

en maquinaria, pero que, en vez de llevar

el incentivo a los \$27 millones "que les

ocarían", pactaron \$19.8 millones.
"El punto clave es que en el mundo

laboral", afirmó Cidre sobre el factor al

que las empresas le están dando más peso a la hora de decidir su próxima

ho informó Pierluigi

tructura y maguinaria.

as en San Lorenzo, Mientras, la ma



### Ethicon invierte \$168 millones para expandir operaciones

anunció que expande su huella en Puerto Rico, al convertir la antigua farmacéutica Janssen en una extensión de la operación e manufactura que mantiene en la plan-de dispositivos médicos Ethicon, en Según destacó Francisco Javier Muñiz, construcción interior termine a mediados

 La subsidiaria de Johnson & Johnson convertirá la antigua planta de Janssen en una segunda localidad para manufacturar dispositivos médicos y quirúrgicos

ta de dispositivos médicos Shihore, San Lorenzo.
San Lorenzo.
Estamos experimentando una demanda cerceiente. Nuestra planta (en San La renzo) se encuentra ya al limite en términos de capacidad y espeño. Se eva luaron mechas alternativos, lieron múlt ples. Entre elsa, opciones fuera de lectricas, de tramescaria. En la participa de la composição de la composição de San Lorenzo a destinado disposição de San Lorenzo a destinado disposição de San Lorenzo a Anantal, sin que se describação de la composição de San Lorenzo a Anantal, sin que se destinado de la composição de San Lorenzo a Anantal, sin que se destinado de la composição de San Lorenzo a Anantal, sin que se destinado de la composição de San Lorenzo a Anantal, sin que se destinado de la composição de San Lorenzo a Anantal, sin que se destinado de la composição de San Lorenzo a Anantal, sin que se destinado de la composição de San Lorenzo a Anantal, sin que se destinado de los produccios. A composição de San Lorenzo a Anantal, sin que se destinado de San Lorenzo a de San Lorenzo a Anantal, sin que se destinado de San Lorenzo a de San Lorenzo a de San Lorenzo a Anantal, sin que se des

ie en el mundo moderno no son incentivos, es desarrollo laboral"

Rico, por el valor de acceder al personal que necesitan para crecer. A su vez, Pierluisi celebró que la ma-nufactura se atribuya unos 84,000 empleos directos, aproximadamente, 8,000 sable del 30% del Producto Interno

Bruto (PIR) de Puerto Rico. "Nuestros vecinos del área se mueren oor nuestro pedazo de bizcocho", acotó



### 30 EL NUEVO DÍA shusmotia.com **NEGOCIOS**

### EFRAÍN MONTALBÁN RÍOS

oliani v fortalecerá sus operaciones generatriz que utilizará gas natural y que

estară entre las mis grandes de la isla. La nueva linea de manufactura serviră para ampliar la producción de los agentes armacológicos que fabrica Amgen, entre flos Enbrel y Repatha, y que desde la iala

plantas de Amgen AML 14-, Negocios observó la construcción de lo que será una nueva planta de formulación y llenado de

ión). En total, hay una inversión cons te, realizamos mejoras, ya sean grandes pequeñas. Menciono dos de las más im portantes en este momento, (pero) pro

Desde 1992, cuando Amgen inició operaciones en la Ciudad del Valenciano, la armacéutica ha invertido casi \$5,000 m

Asimismo, los sobre dos millares de em-remautoide o la migraña, entre otras, no no debe tocar el suelo.

se recorren pasillos largos de paredes blancas, impecables, con esquinas cón-cavas —una medida para evitar la acumulación de particulas- y ventanales de cristal que permiten observar la opera hora, o unas 65 millones de dosis invec-

### Eli Lilly \$1,200 mm

### 36 NEGOCIOS

EL NUEVO DÍA · elnuevodia.com

Eli Lilly abrirá una nueva Eli Lilly and Company (NYSE: LLY) anun-ció ayer el desarrollo en Puerto Rico del primer medicamento en cápsula sólida planta en Puerto Rico para el tratamiento de la obesidad y la sidente de Operaciones de Manufacti

de Lally. La expansión de la farmacéutica, en Ca- • La farmacéutica invertirá \$1,200 millones y rolina, que representa la mayor inversión promete la creación de un centenar de empleos en tiempos recientes en la isla, ascenderá a unos \$1,200 millones y se contempla la creación de 100 empleos directos, lo que permitirá modernizar e integrar tecnolo

tiene que inyectar y que tampoco se tiene que refrigerar, que sabemos que ese es uno mience en 2026 y que culminen en 2028, periodo en el que se emplearán 1,000 tra-"La idea es que nuestra producción esté de los retos de parte de nuestros pacienbajadores de construcción

tes", indicó Hernández A inicios de año, El Nuevo Día reportó

ca en ese municipio. pieos - a en ese municipo.

La planta será una de las instalaciones que manufacturará orforgipiono, el primer dedora de limueble fue Ocean Industries, aquesta del receptor GLP4 o rai de mouna de las empresas de los hermanos Magaonista del receptor GLP4 o rai de mouna de las empresas de los hermanos Mados plantas nuevas en Tecas y Virginia, y lécula pequeña de Lilly, que competiris con tias y Luis Fernández, fundadores de dos adicionales que serán anunciadas en reducción en pie y Mounjaro. De acuerdo con el vicepresidente ejemplos El ejecutivo no ofreció detalles sobre la mueble en diciembre de 2020, la estruccutivo de Lilly, una de las principales ra-

unidad de cogeneración de nueve mega-vatios (MW) y un campo solar de dos MW que en conjunto suplirán hasta el 85% de la demanda energética de las instalaciones mediante fuentes más limpias y eficien es neutralizar las emisiones de carbono para el 2030. Hernández indicó a este diario que s encuentran todavía en negociaciones con

el Departamento de Desarrollo Económico y Comercio (DDEC) para obtener cualsecretario del DDEC, indicó que el gobier

de medicamentos orales sólidos, incluven-

de procesos y dispersión por aspersión

do automatización del flujo de materiales, manufactura digital, tecnología analítica

oray-dried dispersion), lo que permite la

ambiente más tecnológico. Queremos mo-ver la industria hacia el futuro", dijo el

presidente de Operaciones de Manufac

**JUEVES** 

no apoyará a Lilly a través de incentivos de maquinaria y equipos, creación y reten ción de empleos y algunas áreas de in-

para llegar al número final, pero va a ser un apoyo sustancial por parte del gobierno y será público eventualmente cuando se fi-nalice", dijo Negrón Reichard a preguntas de El Nuevo Día.

### APUESTA A LA MANUFACTURA

Por su parte, la gobernadora Jenniffer González Colón destacó que, con esta in-

to (expandir la base industrial), porque

La principal ejecutiva de la isla aseguró que antes de que culmine el término el peso del sector industrial sobre la eco

Lilly opera en Puerto Rico hace 60 años usos en tratamientos oncológicos, diabe tes y maneio del dolor, los cuales se dis-

"Más que una inversión en construcción que Lilly del Caribe, adquirió por \$5,3 mibales antes de finalizar el año. es una inversión en tecnología. Nuestra llones un lote de terreno en Carolina de es una inversión en ecronogia. Ivocada inoles un note en enten es automaticar la producción, sin casi cinco cuerdas y que colinda con su que implique una reducción en em-

cantidad de tabletas que se producirá y en qué otras jurisdicciones se harin, per la farmacéutica Merck, Sharpe destació que esto forma parte de la plat- & Dohme.

temente anunció sus planes de construir dos plantas nuevas en Texas y Virginia, y



MOVIDA HACIA EL FUTURO tecnología. Nuestra Desde el 2020, Lilly ha destinado más de meta es \$50,000 millones en expandir sus plantas automatizar la producción, sin que

implique una

versión de Lilly, la inversión de empresas manufactureras en Puerto Rico en los pasados 10 meses asciende a \$2,000 millone para un compromiso de sobre 4,000 en

> Puerto Rico tiene que moverse de recibir solamente fondos federales de reconstruc área que el gobierno de Puerto Rico ha





### Puerto Rico's Investment Momentum

Solx \$64.7 MM

Solx to open Puerto Rico's 1st solar panel manufacturing facility











An aerial view of the Hewlett Packard campus in Aguadilla, Puerto Rico, where Great Lakes Solx PR will establish the island's first solar panel manufacturing facility.

### Terumo \$45 mm



### **Lockheed Martin & Infosys** \$85 mm

FEATURED

MANUFACTURING

**Lockheed Martin, Infosys BPM** announce expansions, new jobs in Aguadilla



Michelle Kantrow-Vázquez • June 28, 2024











Lockheed Martin, which has had a presence in Puerto Rico since 2007, announced it will add 225 jobs to its payroll of 245 employees.



# Investment Momentum and the Trump Tariff Advantage

- Puerto Rico has attracted from February to October 2025 a Total of \$2.06 billion in new and expanded investments — the largest wave of industrial capital since the 1990s.
- Major commitments include:
- Eli Lilly \$1.2 B,
- Amgen \$650 M,
- Millicent Pharma \$45.5 M
- ABB Arecibo \$35.5 M
- Master Paints \$21.6 m
- Integra Life Sciences \$17.0 m





# The Trump Tariff Advantage and the Reshoring Wave

- The reindustrialization of Puerto Rico is not occurring in a vacuum.
- President Trump's 2025 Tariff Policy, imposing a universal 10% import tariff and higher levies on Chinese industrial goods — has dramatically accelerated reshoring momentum to U.S. jurisdictions.
- This policy, known as the "Trump Tariff Advantage," has transformed Puerto Rico into an indispensable node in the American manufacturing grid.
- The Island offers tariff-free access to the U.S. mainland while complying with FDA and EPA standards, giving manufacturers a safe, competitive, and compliant production base
- Puerto Rico's industrial expansion is more than local progress it's a national strategy, ensuring critical medical, defense, and Al technologies are made within U.S. borders.



## Act 154 — A Lesson in Lost Credibility

- In 2010, facing fiscal crisis after the collapse of Section 936, Governor Luis Fortuño's administration enacted Act 154, a 4% excise tax on foreign-controlled corporations.
- The measure was passed overnight, with little consultation from industry or Washington, designed to plug a \$3.2 billion budget gap. It generated over \$1.5 billion annually, achieving short-term fiscal relief — but at the expense of Puerto Rico's most valuable asset: credibility.
- For decades, Puerto Rico's strength rested on being a stable, U.S.-aligned jurisdiction — where global manufacturers trusted consistent, federal-level standards.
- Executives called it a "self-inflicted wound." Expansion plans were frozen, and new investments diverted to Ireland, Singapore, and North Carolina — regions offering what Puerto Rico had lost: predictability



# Rebuilding Credibility — The Long Road Back

- The tax achieved its fiscal goal but eroded the foundation of competitiveness.
- Credit agencies flagged "fiscal improvisation."
- Washington grew wary of an island seen as unpredictable.
- It took 15 years and a realignment of global trade to restore confidence.
- President Trump's 2025 Tariff Policy reignited Puerto Rico's manufacturing potential, transforming the Island into a key U.S. production hub.

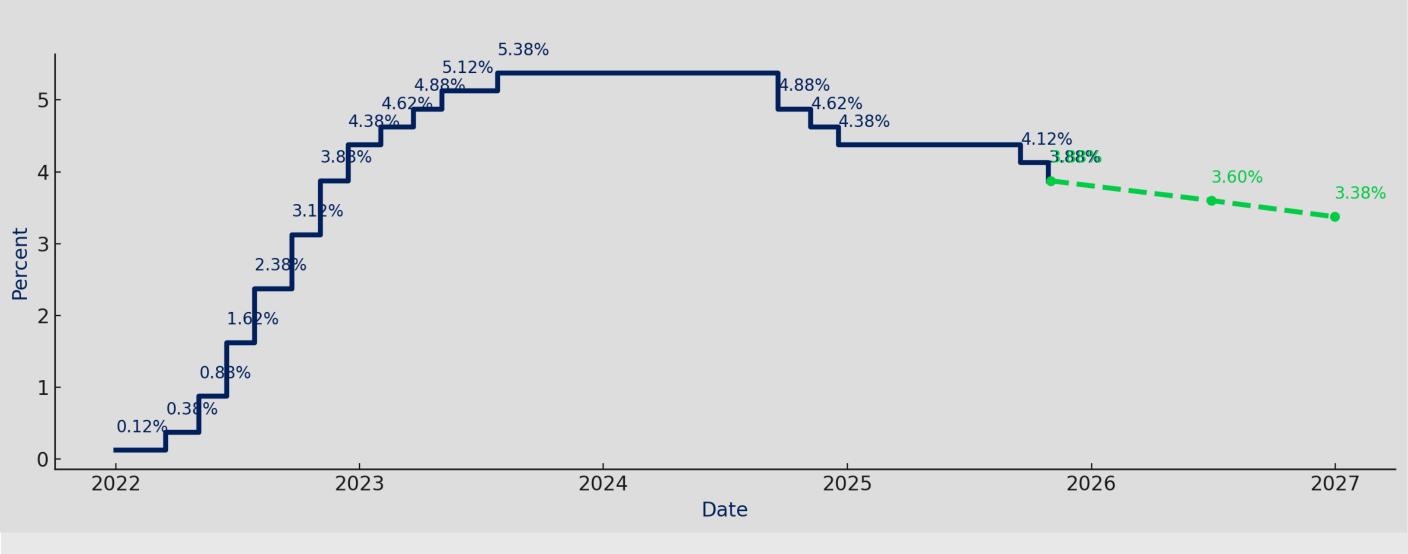


# Economic and Market Outlook of Puerto Rico

### **Economic Outlook of Puerto Rico**

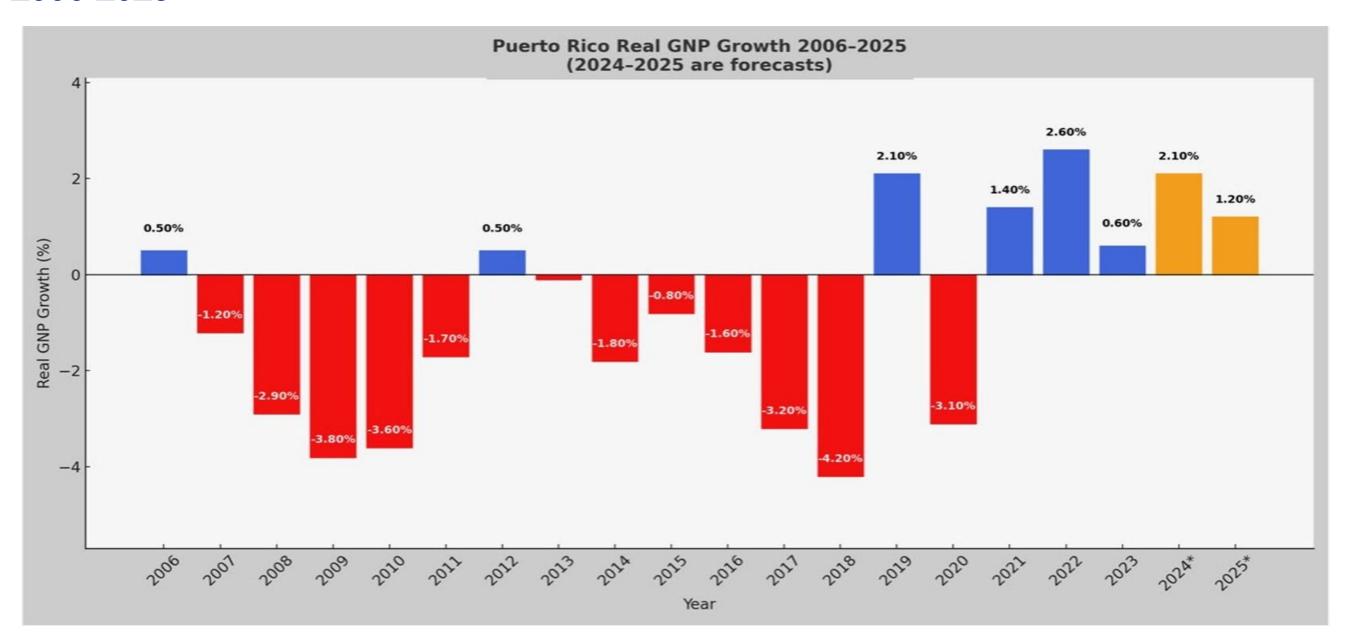






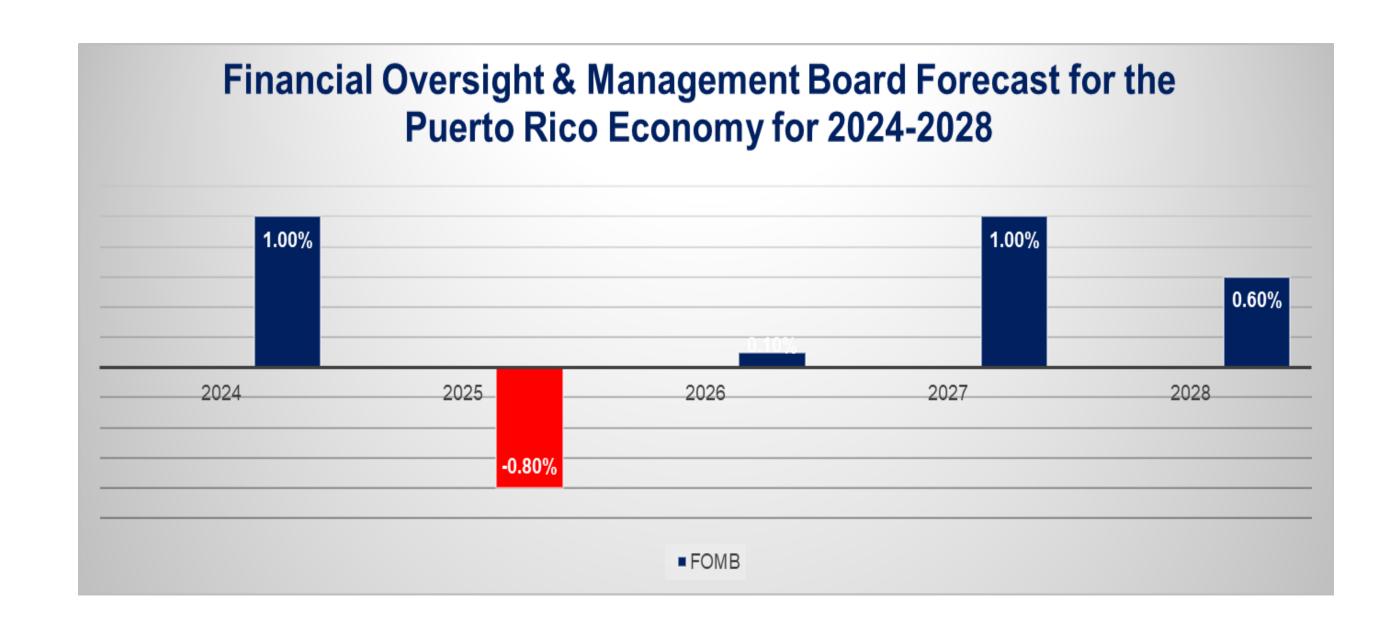
### Puerto Rico Economic Growth Perspectives

2006-2025



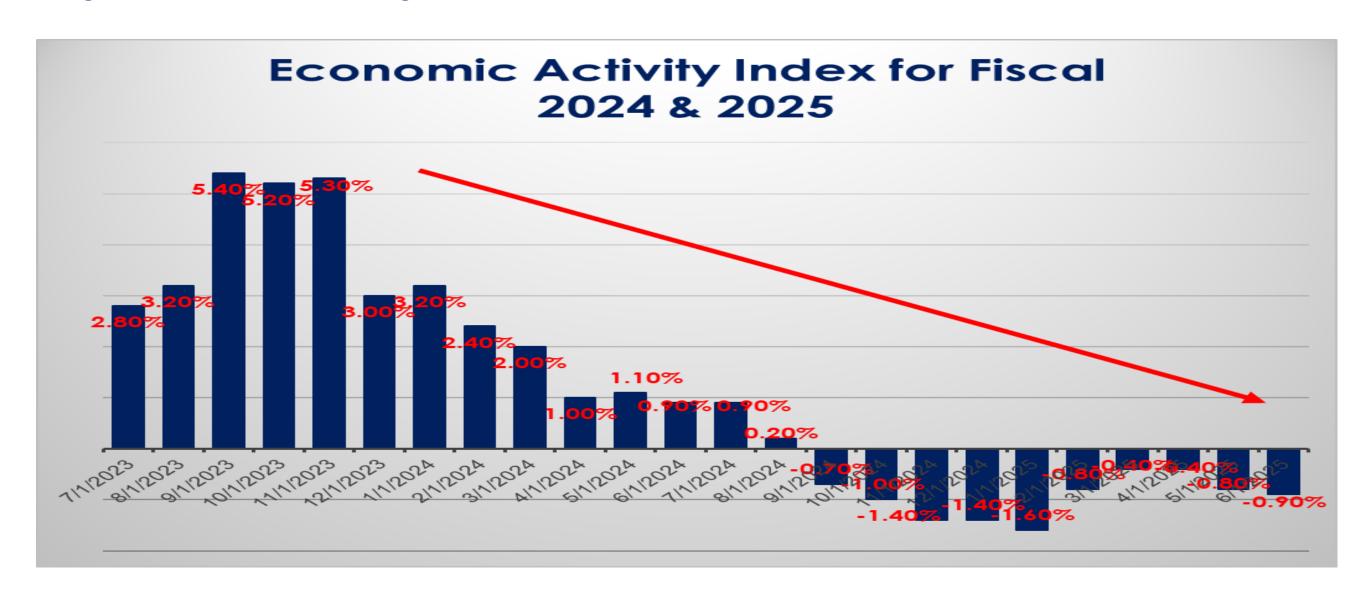
## Financial Oversight & Management Board

Economic Growth Perspectives for Puerto Rico 2024-2028



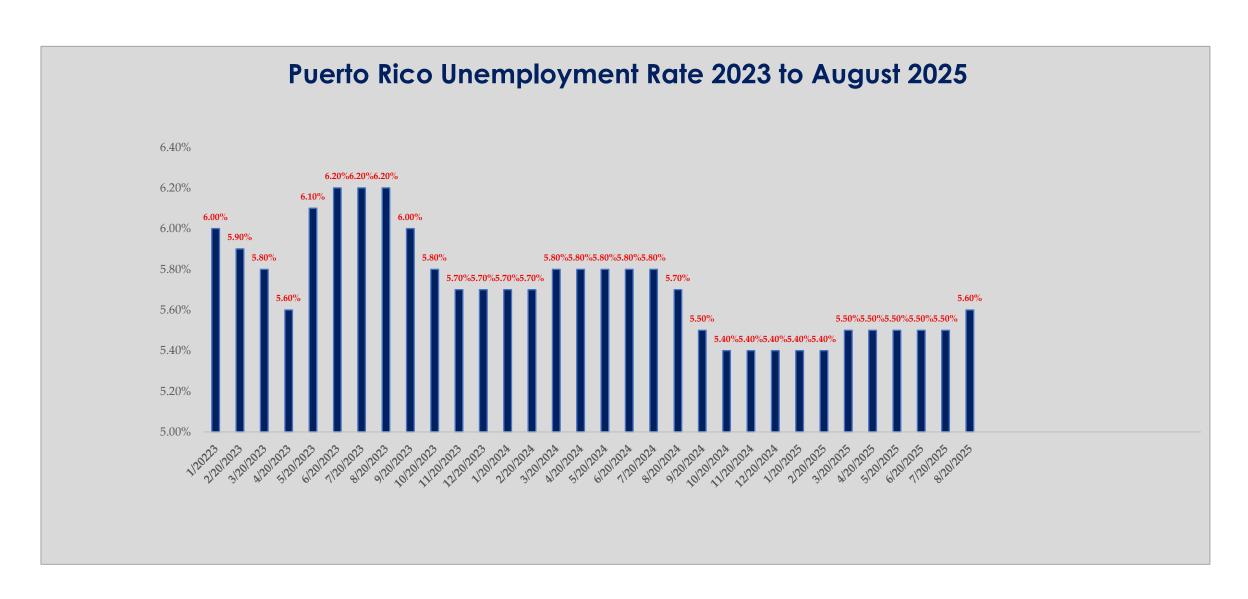
### **Economic Activity Hitting the Breaks**

The June 2025 Economic Activity Index remains in contraction at **-0.90%** for the tenth straight month, a clear sign of an economic slowdown.



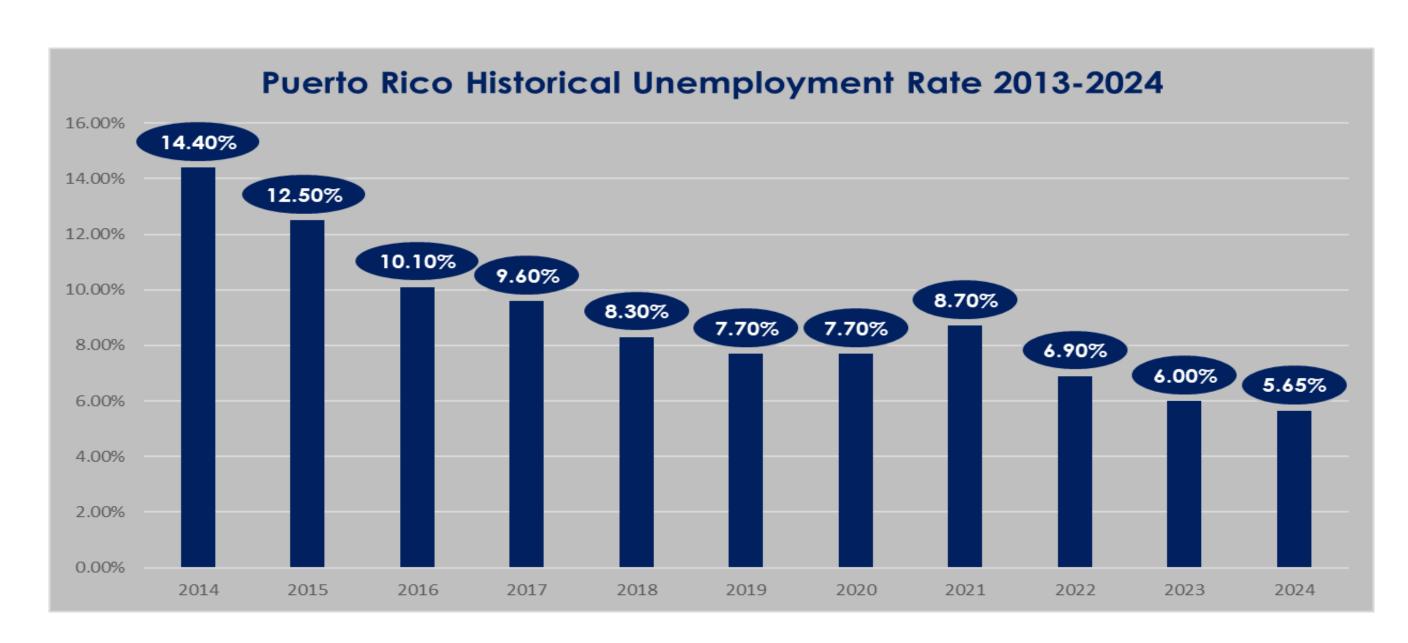
### Puerto Rico Labor Markets is robust

The Unemployment rate is at 5.60% in August 2025, with an average during 2025 of 5.48%.



### Puerto Rico Labor Markets is robust

Puerto Rico's Historical Unemployment Rate Fell from 14.40% in 2014 to 5.65% in 2024, a 60.62% Decrease.





# Birling Capital Overview

# **Birling Capital Overview**



Birling Capital is a leading 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 \$10 Billion in 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





# Birling Capital's Corporate Financial Planning

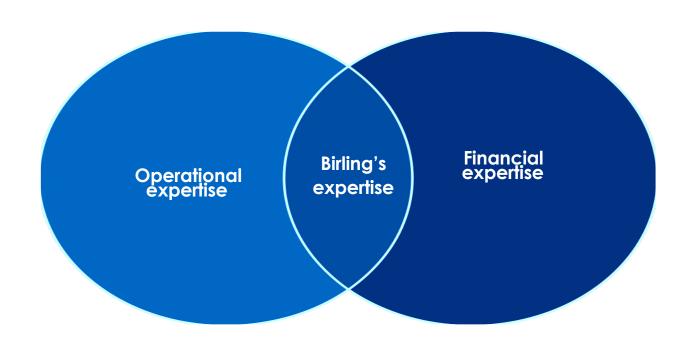
Birling Capital's holistic service approach



# Birling Capital's 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, COO and
   CRO



- Project management and delivery
- Lead advisor to creditor groups, management teams, and other stakeholders

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

# Birling Capital Overview: Products and Services



### **Consulting and Advisory Practice Approach**

- ☐ Financial institutions and Credit Unions
- ☐ Family Business & Family Offices
- ☐ Healthcare and Pharma
- ☐ Higher education Hotels & Commercial real estate
- **□** Government
- ☐ Tax Credits Monetization and Consulting
- ☐ Investment Policies Development & Portfolio Design
- Media and Advertising Companies
- ☐ Insurance companies
- ☐ Manufacturing and industrial operations
- ☐ Retail & Consumer Products
- ☐ Distribution and services
- ☐ Act 60 Advice
- ☐ Technology & FinTech Practice





The next era of growth will come from the synergy of human insight and technological power, creating opportunities that define our shared future".

Francisco Rodríguez-Castro







Francisco Rodríguez-Castro President & Chief Executive Officer



Birling Capital Advisors LLC PO Box 10817 San Juan, PR 00922



frc@birlingcapital.com

@birlingcapital





787-247-2500 787-645-8430



http://www.birlingcapital.com