

Puerto Rico's Economy: Past, Present & Future

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Caribe Hilton – San Juan PR
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Agenda

- Introduction
- My Perspective
 - Private Sector Exposure
 - Fulcro Insurance
- Puerto Rico's Economy
 - Past → From Spanish American War to Debt Crisis
 - Present → Our "Special" Period
 - Future
- Questions / Discussion



Ramón A. Pérez Blanco, Esq. CPCU

Attorney Pérez Blanco is currently the President & CEO of Fulcro Insurance. Prior to this role, he directed various departments of the company and led its expansion into the United States. His previous experience includes positions in London, UK in the Global Division of an international insurance broker and in Atlanta, GA as a property reinsurance underwriter for Latin America.

My Perspective – Private Sector Exposure



Many Sectors. One Voice.



PRSDC
Puerto Rico Sustainable Development Council

Shaping a future of Sustainable Growth and Global Leadership

43+ YEARS

BY YOUR SIDE

At Fulcro, we are fully committed to making risk understandable, secure, and honest. Our trustworthy team is motivated by a genuine care for people, and are here to provide you the support you need to level the playing field.

With over 43 years in the brokerage industry, we pride ourselves in our ability to adapt to the times, standing strong and innovative as ever. Above all, our values are not expressed by words, but through actions.

Throughout our history, the industry and the business community has recognized our capabilities and distinguished us as one of the leading, most technically skilled, and professionally focused insurance intermediaries.

Learn more at www.fulcroinsurance.com

- Fulcro is the largest locally owned all-lines insurance brokerage firm in Puerto Rico.
- Founded in Puerto Rico in 1981.
- Excellent Consultative and Diagnostic Capabilities.
- Risk Management (RM) and Human Resources (HR) Focus.
- Tested Insurance Placement. Claims & Insurance Dispute Capabilities.
- State of the art technology solutions to common RM/insurance problems.
- Certified Minority Owned Business in PR, Georgia and Florida.

43+ Years

In the industry

100+

Employees

\$200M+

Premium Volume



DISASTER



CRIME



DAMAGE



LIFE



CYBER



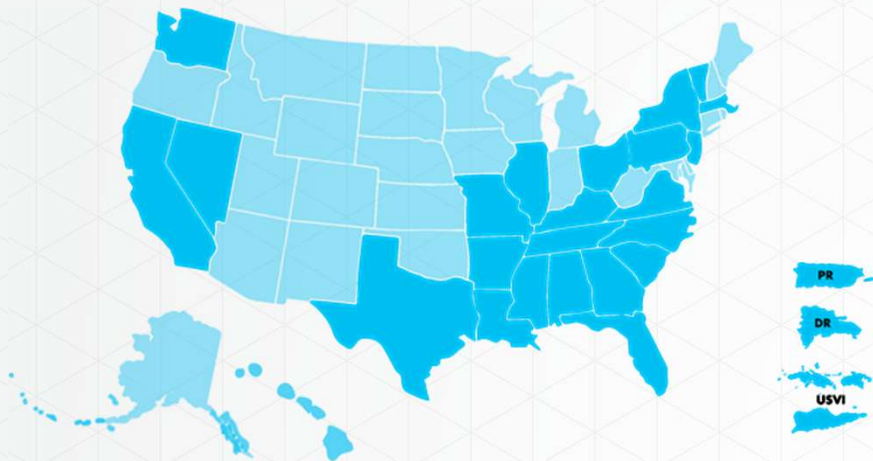
FINANCIAL

ORGANIZATION



Specialized Risk Practices

Fulcro Insurance's services are offered through a wide variety of specialized Risk Practices. These encompass everything from Loss Control and Claims Management to Group Health Insurance.





Puerto Rico's Economy

Past, Present & Future



Puerto Rico Quick Overview

- 1493 to 1898 – Spanish Colony
- 1898 to 1952 – US Territory
- 1952 to today – “Estado Libre Asociado”
- Population: 3.1m
- US Citizens pero mas latinos que nadie!
- Spanish main language
- US territory subject to financial, legal & regulatory regime except.... Fiscal Autonomy
- Rich in LatAm but Poor in US
- Are we “special” → Distance in KM, Speed in Miles, Temperature in Fahrenheit, Volume in Liters & Gallons!



The New York Times.

COPYRIGHTED, 1898, BY THE NEW YORK TIMES COMPANY.

15,146.

NEW YORK, WEDNESDAY, JULY 27, 1898.—TWELVE PAGES.

OUR FLAG RAISED IN PUERTO RICO

Four Spaniards Fall in the
First Fight of the Invasion.

AMERICANS ESCAPE UNHURT

Guanica, on the Southern Coast,
the Scene of the Landing.

ENEMY IS SURPRISED

Excellent Military Road Leads to San
Juan, 50 Miles Distant—Good
Work Done by the Gloucester.

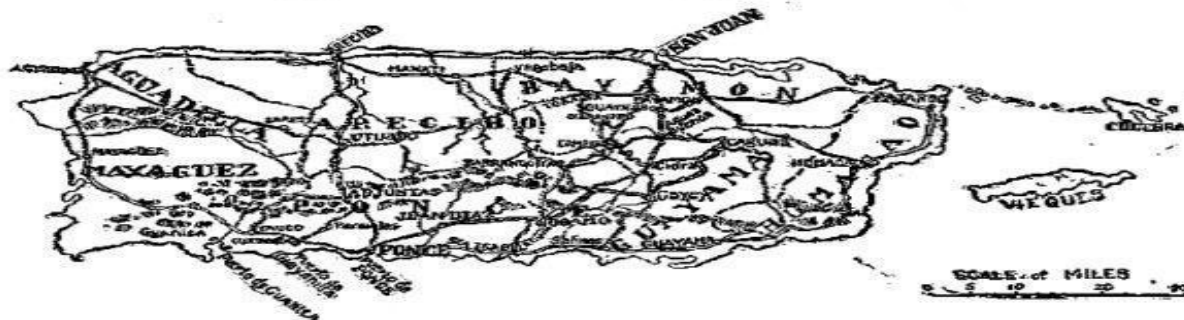
Copyright, 1898, by The Associated Press.
GUANICA, Island of Puerto Rico, July 23.—The United States military expedition, under the command of Major Gen. Nelson A. Miles, which left Guantanamo Bay during the evening of Thursday last, was landed here successfully to-day, after a skirmish with a detachment of the Spanish troops and a crew of thirty belonging to the launch of the United States auxiliary gunboat Gloucester.

Four of the Spaniards were killed, but no Americans were hurt.

The American troops will be pushed forward promptly in order to capture the railroad leading to Ponce, which is only about ten miles east of this place. From Ponce there is an excellent military road, running eighty-five miles north to San Juan de Puerto Rico, the capital of the island.

The ships left Guantanamo Bay Thursday evening, with the Africanus, commanded by Capt. F. J. Higginson, leading. Capt. Higginson was in charge of the naval expedition, which consisted of the Columbia,

MAP OF THE ISLAND OF PUERTO RICO.



Crossed lines indicate railroads; shaded lines, main roads; parallel lines, cart roads; single lines with dots, horse trails.

of Guanica, but the Colt gun killed four of them.

By that time the Gloucester had the range of the town and of the blackhouse, and all her guns were spitting fire, the doctor and the Paymaster helping to serve the guns.

Soon afterward white-coated, galloping cavalymen were seen climbing the hills to the westward, and the foot soldiers were scurrying along the fences from the town. By 9:45, with the exception of a few guerrilla shots, the town was won and the enemy was driven out of its neighborhood.

The Red Cross nurses on the Lamparan and a detachment of regulars were the first to land from the transports.

Landing Well Managed.

After Lieut. Huse had captured the place he deployed his small force into the suburbs. But he was soon reinforced by the regulars, who were followed by Company G, of the Sixth Illinois, and then by other troops in quick succession. All the boats of the men-of-war and the transports were used in the work of landing the troops, each steam launch towing four or five boats loaded to the rails with soldiers. Everything progressed in an orderly manner, according to the plans of Gen. Miles. The latter went ashore about noon, after stopping to board the Gloucester and thank Lieut. Commander Wainwright for his gallant action.

Gen. Miles said:
"Guanica and Ciego are in the disaffected portion of the island. Matteo, the insurgent leader lives at Yanco, a few miles inland. Had we landed at Cape San Juan a line of rifle pits might have stopped our advance."

The Illinois and Massachusetts contingents, which have been ordered on an expedition

was Fajardo, on the northeast coast. When Gen. Miles left Guantanamo the authorities here expected him to go to Fajardo.

Guanica is a town of 1,000 inhabitants on the southern coast of the island. On a rough calculation, it is less than twenty miles in an air line distant from Ponce, and sixty-five miles from San Juan, against which the assault is to be directed. Guanica is about six miles south of Yanco, of which city it forms the port, and with which it is connected by a good road.

The town is situated on a bay of the same name, which forms one of the best ports in the whole island. The banks to the right are steep and form a good natural wharf. Three vessels can lie alongside and unload by means of gang planks. Vessels of thirty feet draught can enter the bay easily, and proceed close in shore. The conspicuous advantage of this port, aside from its excellent harbor facilities for the transports, is the absence of fortifications or mines.

Fine Road for the Advance.

While the distance from Ponce to San Juan is much greater than from the point originally selected for Miles's landing, there is, according to the military information charts, a splendid fourteen-foot macadamized road leading directly across the island to San Juan, on the north shore. Such a road as this, if it is properly described in the archives of the War Department, would be very little affected by the torrential rains of this season, so that it might be possible for our troops, accompanied, as they will be, by field artillery, to make the march across the seventy miles between Ponce and San Juan in less time than would have been required to enter the

two with six five-inch rifles each, and two with six seven-inch howitzers each, a total of forty guns. Add these to the sixty light pieces with which the expedition is provided and its artillery equipment is seen to be most formidable.

WARSHIPS GO TO GUANICA.

Copyright, 1898, by The Associated Press.
ST. THOMAS, D. W. I., July 23.—The United States protected cruiser Columbia has just arrived here from Puerto de Guanica, Puerto Rico, via Cape San Juan. While off the latter point she spoke the United States monitor Terror and the gunboats Annapolis and Wasp, giving them orders to join the fleet at Puerto de Guanica immediately. Ponce will not be bombarded until the rest of the warships arrive.

GRANT'S BRIGADE IS MOVING.

CHICKAMAUGA, Ga., July 23.—The Third Brigade of the First Division, First Corps, Gen. Fred D. Grant commanding, received orders to-day to prepare for immediate departure. This brigade consists of the First Kentucky, Fifth Illinois, and Third Kentucky, the Third Battalion of the Sixteenth Pennsylvania being attached.

The First Kentucky did not get away from Roseville until to-night.

The Fifth Illinois is under orders to leave camp at 5 o'clock to-morrow morning, accompanied by the Third Battalion of the Sixteenth Pennsylvania. The Third Kentucky will leave camp at 8 o'clock to-morrow morning.

OHIO TROOPS TO SEE SERVICE.

SPAIN ASK TREAT

Requests the
Agree to

A FORMAL

French Ambassa
Message to the

NOTHING AS

Our Answer to b
President Has
the Pro

WASHINGTON, July 23.—The Government has just received a message from the French Ambassador, but by a direct communication.

The proposition was to the President at 5 by the French Ambassador, who had received the Foreign Office at the United States Government peace formulated by

At the conclusion between the President and the follow was issued from the

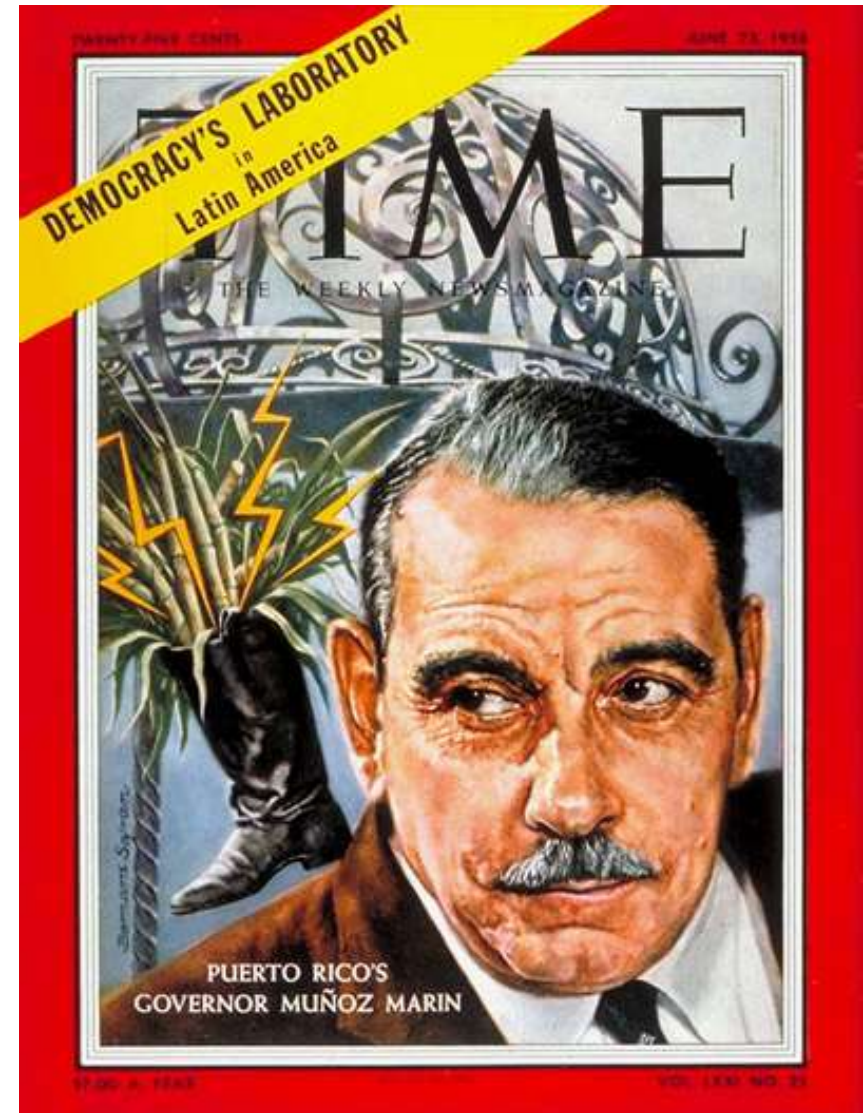
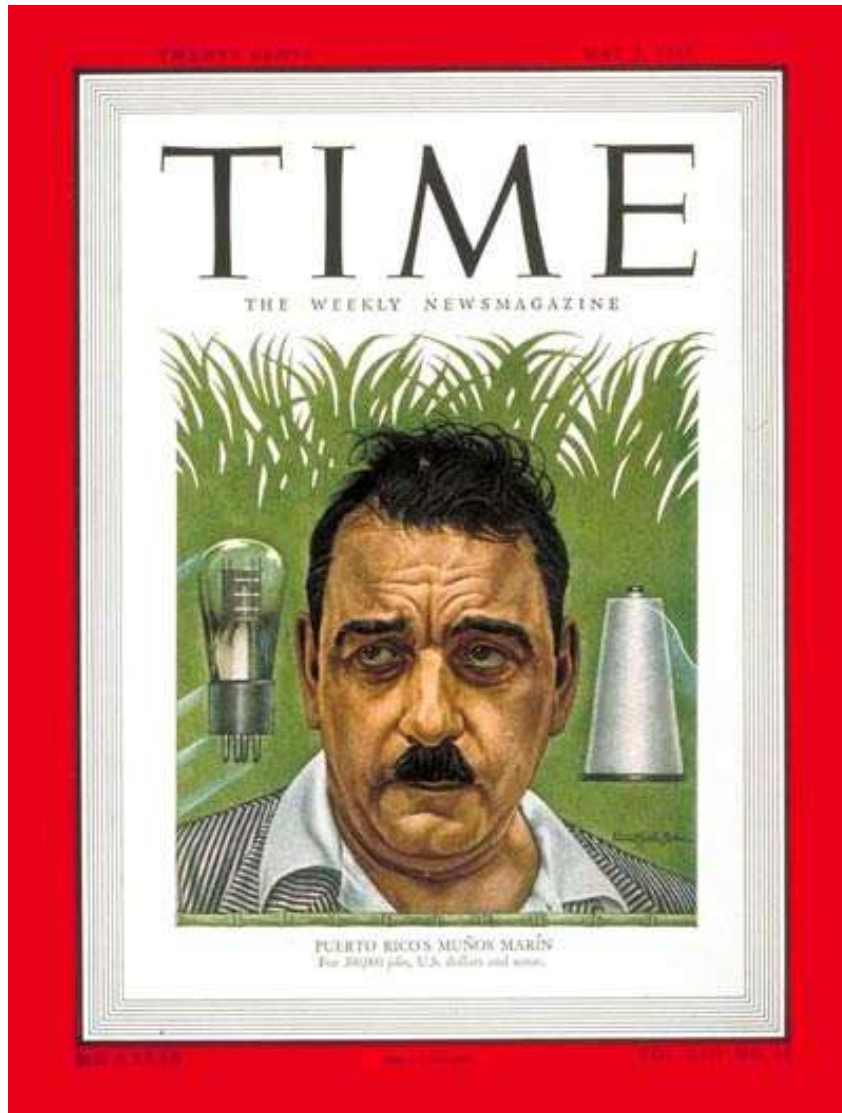
"The French Ambassador to the Government of Spain of the Spanish Minister, presented to the noon at the White House the Spanish Government of the war







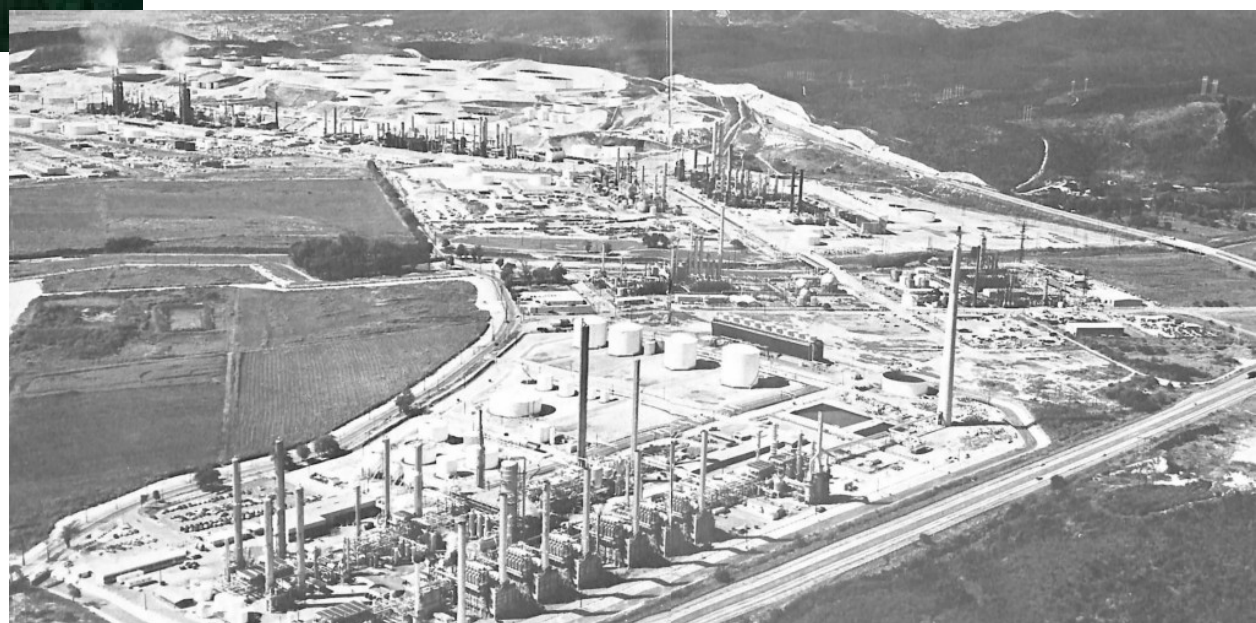












Pharmaceutical Companies Around the Island





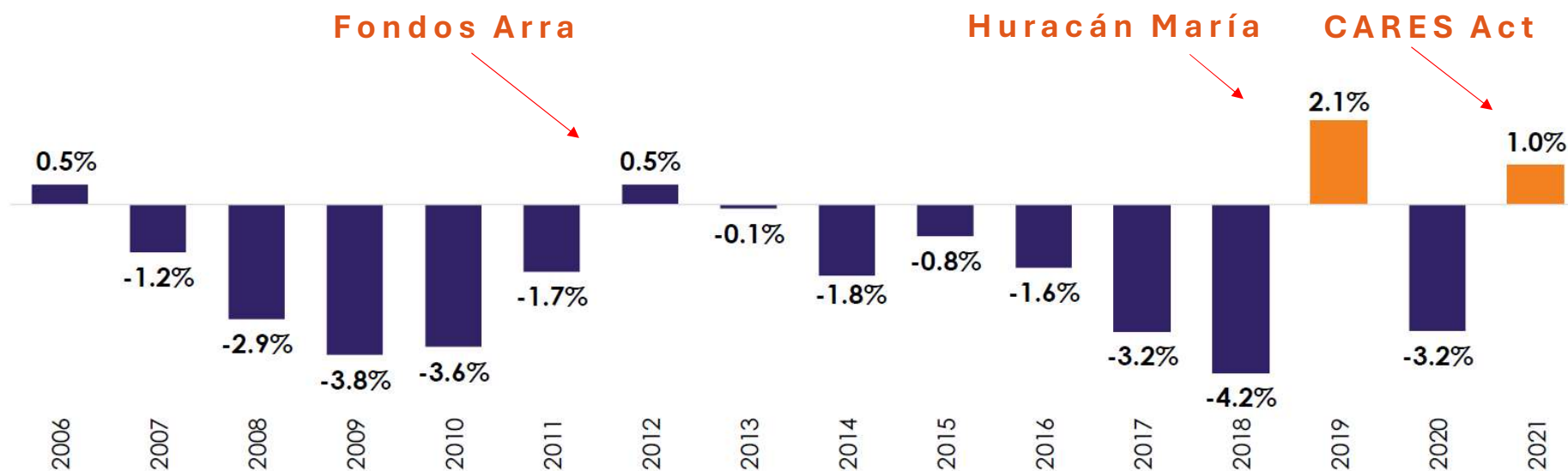








Crecimiento real del PNB en Puerto Rico Año Fiscal: 2006 – 2021



Source: Puerto Rico Planning Board. Statistical Appendix to the Governor 2021.

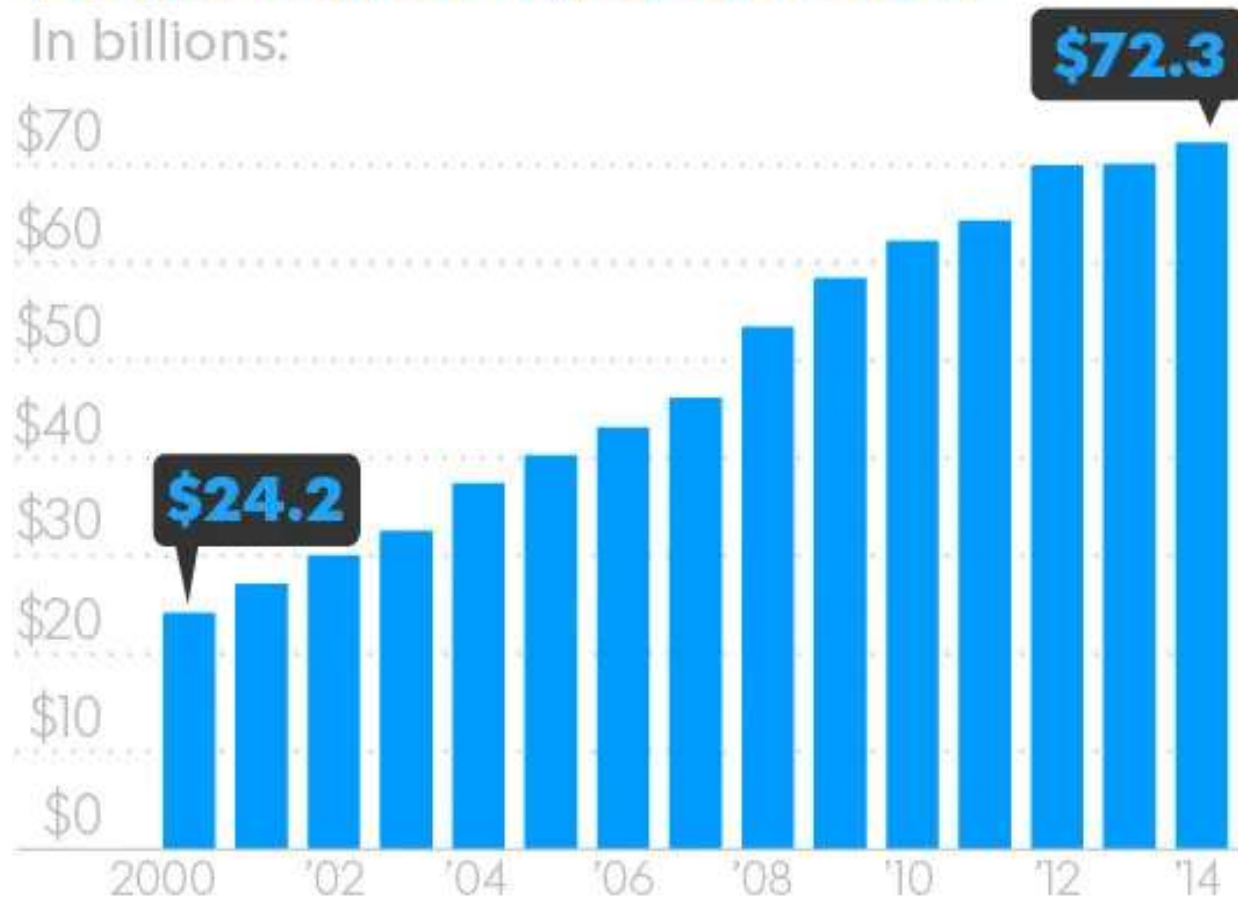
En 15 años →

Cambio promedio: **-1.55**

Reducción económica: **23.2%**

PUERTO RICO'S PUBLIC DEBT

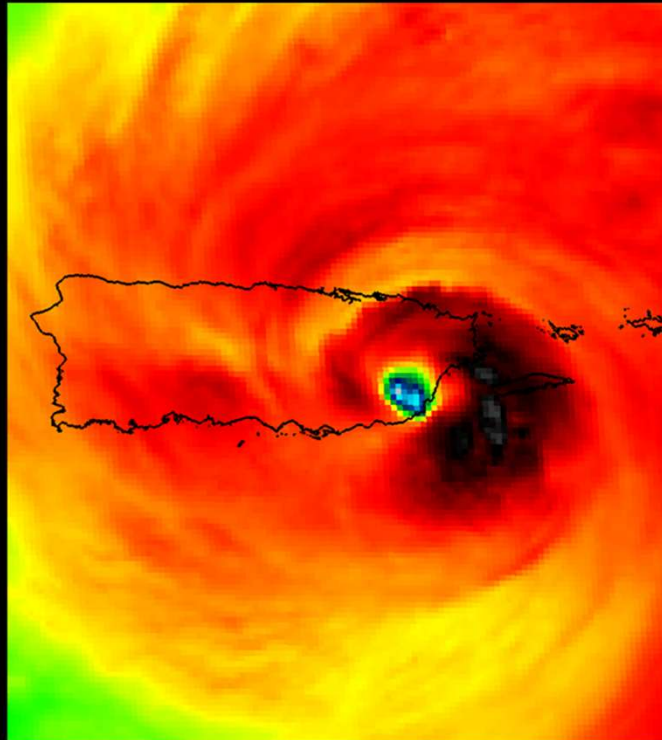
In billions:



SOURCE: Center for a New Economy
George Petras, USA TODAY







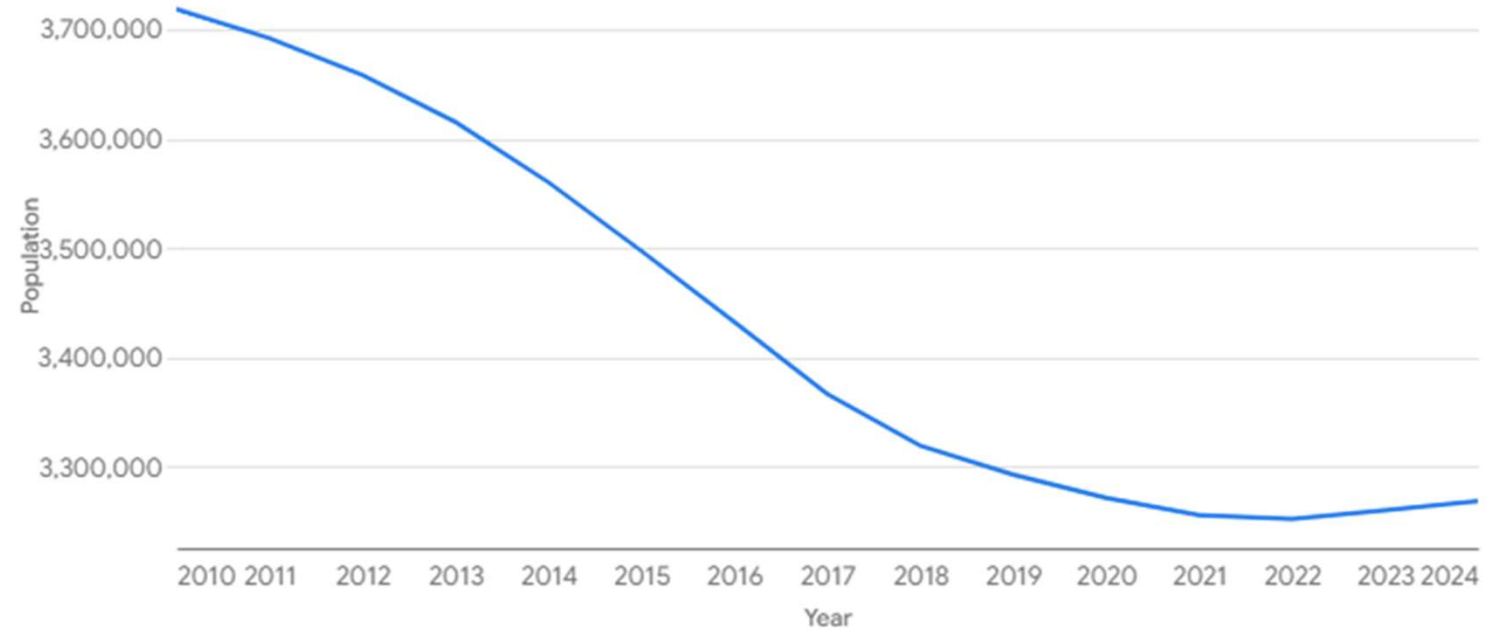




Puerto Rico: Unemployment rate from 2003 to 2022



Total Population of Puerto Rico (2010-2024)



Our Economy's Future

2025 - 2031

PUERTO RICO CRECIMIENTO REAL PNB (2005 - 2031)

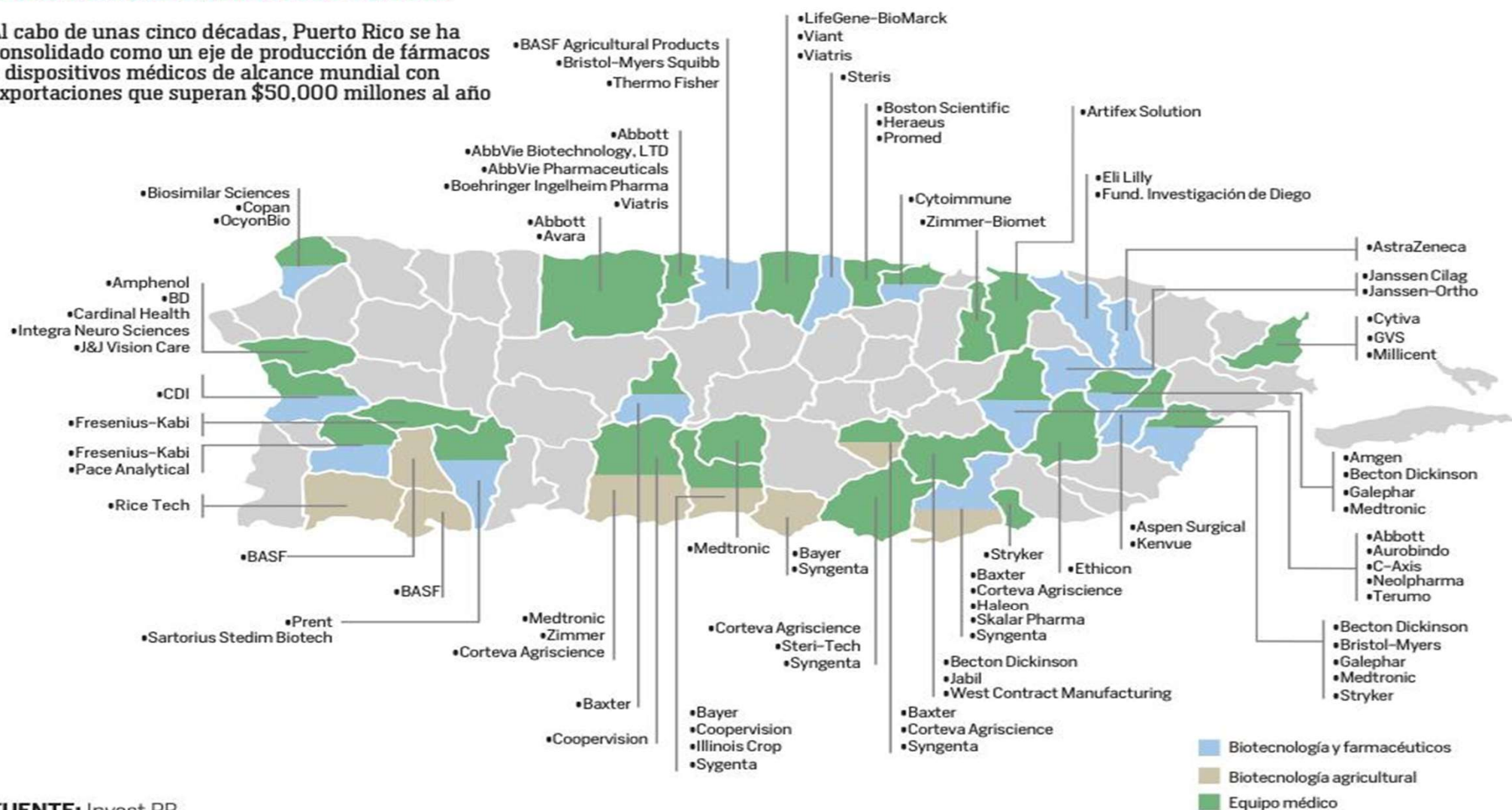
Cambio promedio: -0.9

Reducción económica: -24.1



Fortaleza industrial

Al cabo de unas cinco décadas, Puerto Rico se ha consolidado como un eje de producción de fármacos y dispositivos médicos de alcance mundial con exportaciones que superan \$50,000 millones al año



FUENTE: Invest PR

- Biotecnología y farmacéuticos
- Biotecnología agrícola
- Equipo médico





Act 60

- Crypto
- Passive Income
- Real Estate / Tourism





Enfoque Ecosistema Empresarial



parallel¹⁸



Closing Remarks



Gracias!

Ramon Perez Blanco
Fulcro Insurance

