



# LEGISLATIVE Summit

Thursday, March 11, 2021

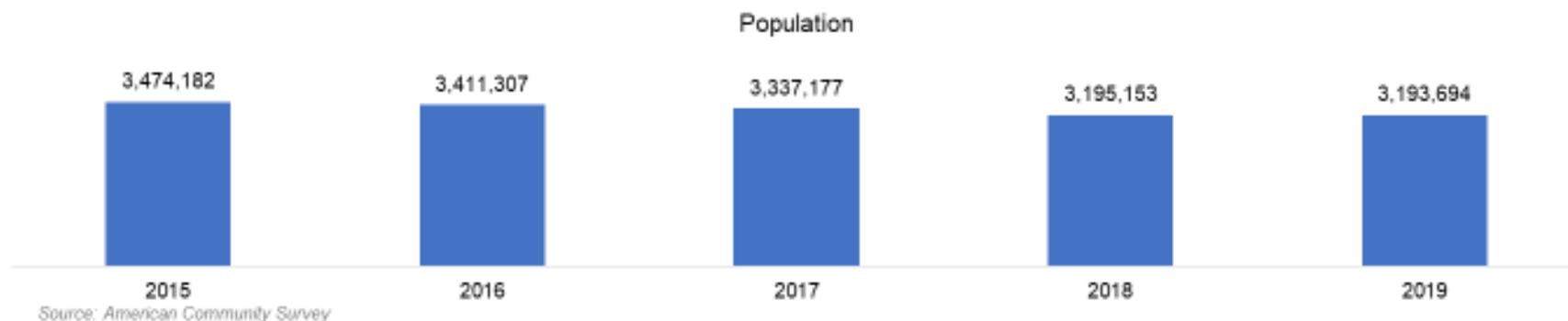


**Lcdo. Mario Fornes  
Decheth  
VP Corporate Affairs  
Drogueria Betances LLC**

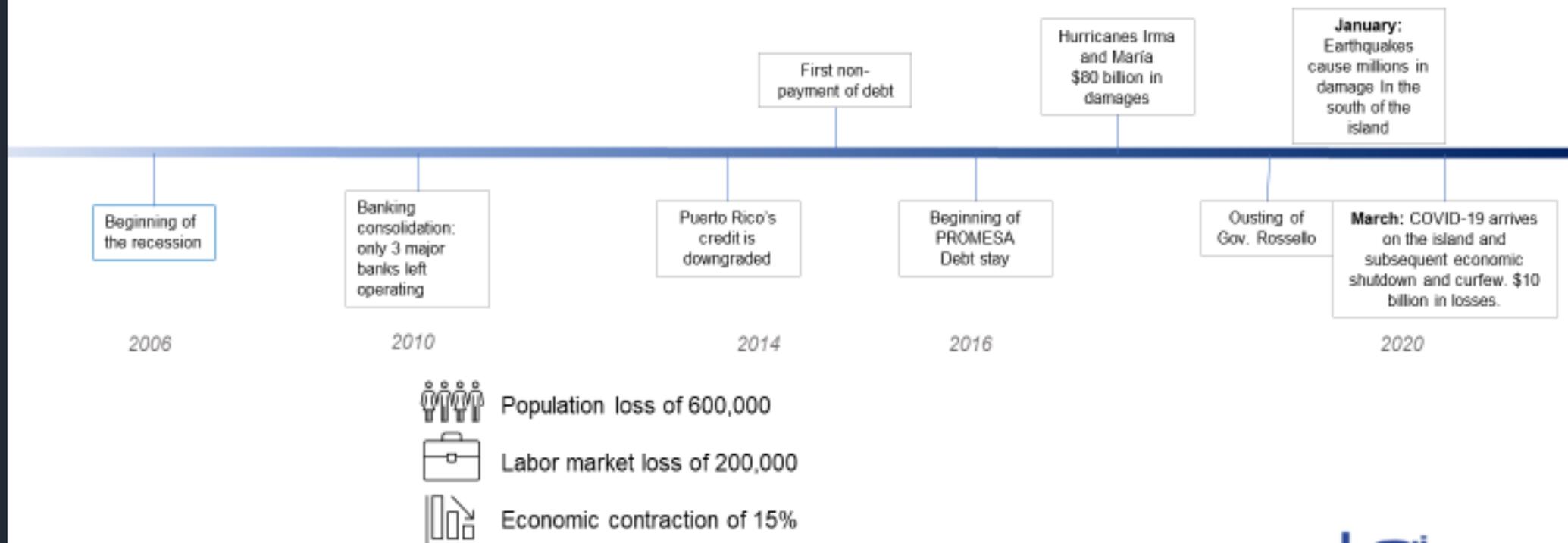


# PYMes challenges and strategic actions to overcome COVID-19

## Immigration is at the heart of the issue.



## The last few years have been critical for the island's economy. Still, this is not the island's first crisis.



## Demographic Changes: Puerto Rico today is structurally different and facing new challenges

	2000	2010	2019
Population	3,808,610	3,722,133	3,193,694
Households	1,261,816	1,319,448	1,170,982
Median Age	32.1	36.9	43.1
Median Household income	\$14,412	\$18,862	\$20,474
Households receiving SS	33.8%	41.2%	45.0%
Median income from SS	\$7,359	\$10,955	\$13,152
Household receiving retirement	10.7%	13.2%	17.1%
Median income from retirement	\$12,505	\$12,820	\$16,463
Income per capita	\$8,185	\$10,762	\$13,345
People below poverty line	48.2%	45.0%	43.5%

## Year-to-Year Consumption

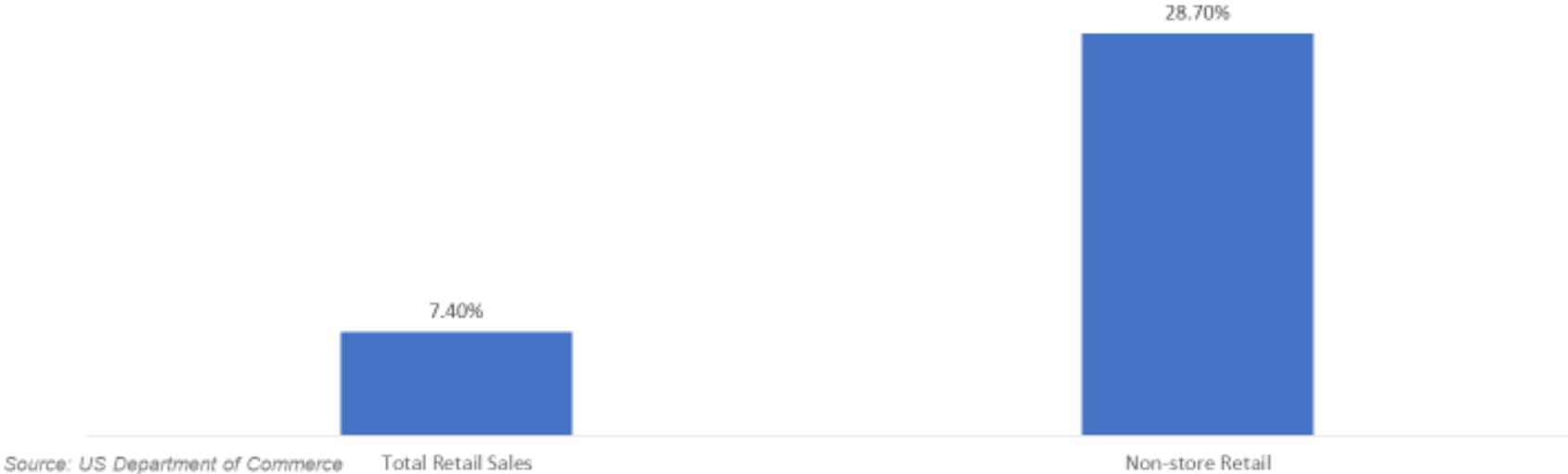
	2019	2020	Δ
Economic Activity Index (Nov)	122.8	115.1	-6.7%
Retail Sales (Jan to Nov)	\$27,712,128,916	\$26,826,797,615	-3.2%
Inflation (Dec)	0.05%	-0.08%	-0.13%
Total non-farm payroll (Dec)	882,200	811,800	-7.98%
Cement Sales (,000 bags) (Dec)	13,527	13,942	0.3%
New & Used Housing Units Sold	10,477	9,257	-11.6%
Department Store Sales (Jan to Nov)	\$8,896,742,392	\$8,753,026,887	-1.6%
Supermarket Sales (Jan to Nov)	\$3,037,914,747	\$3,359,151,451	10.6%
Gas Stations (Jan to Nov)	\$1,658,862,754	\$1,306,057,218	-21.3%
New Car Sales (Dec)	106,572	95,019	-10.8%

Source: COMEX, EDB, Labor Department, Treasury Department, GUIA



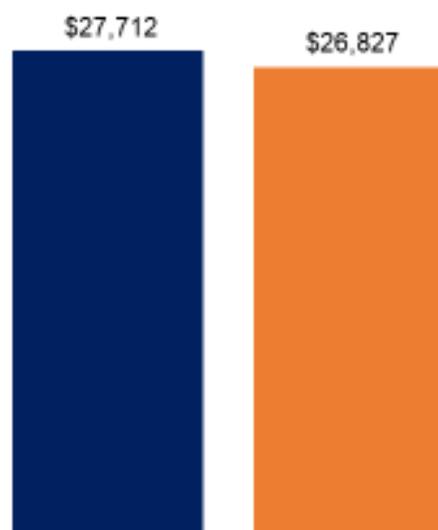
# Online retail sales growing 4 times as fast as brick and mortar

Growth in Sales Compared to January 2020 (United States)



## Retail Sales: a 3% decrease in sales

Year to Date Retail Sales



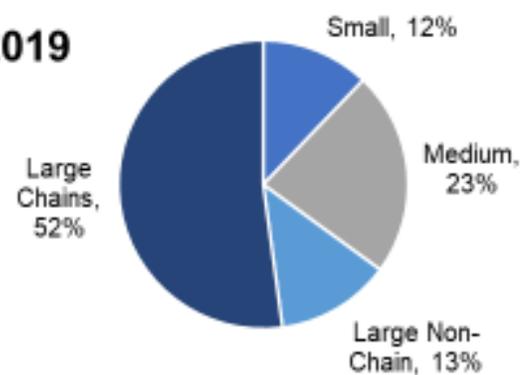
January-November

Source: Comercio y Exportación

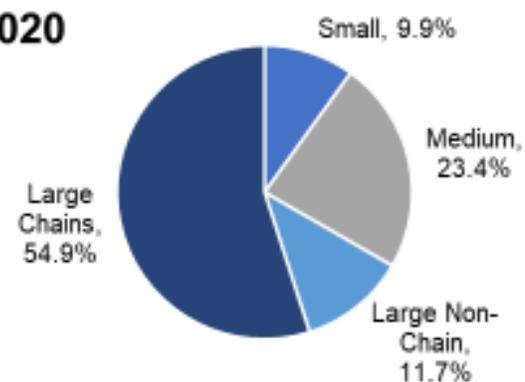
■ 2019 ■ 2020

Share of Total Retail Sales

2019



2020



## Recovery (Back to Normal)

- Government reopening
- Reopening schools
- Fast vaccines Administration
- Cash Flow (Pymes)
- Authorization to operate
- Cost of doing business



# Thank You

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