

Community Update - September 28, 2022

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# Invest Puerto Rico

## Who We Are, What We Do & How We Collaborate







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How We Can Work Together

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# About Invest Puerto Rico





# About Invest Puerto Rico

## Mandate

Invest Puerto Rico was created by Act 13-2017 as the official **business attraction** organization for the island, utilizing the expertise of the private and public sectors.

## Mission

Promote Puerto Rico as a **competitive investment jurisdiction** to attract new business and capital investment to the island.

## Vision

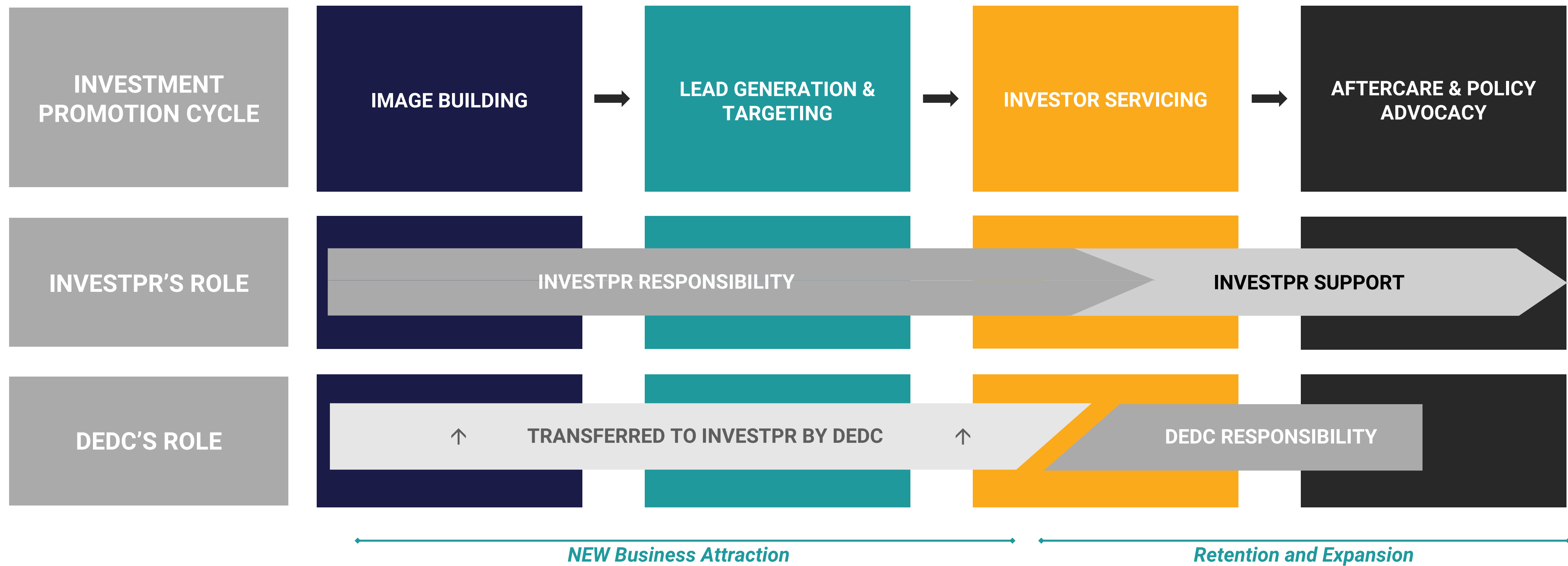
Serve as a **transformational and results-oriented** accelerator of economic development in Puerto Rico.







# Invest Puerto Rico's Role

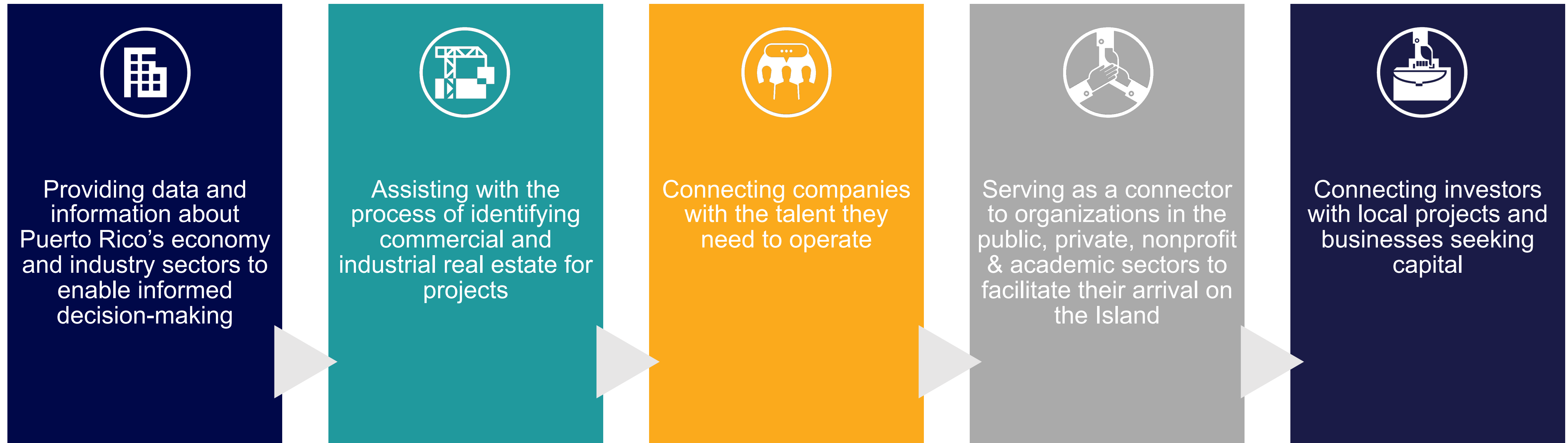




# Our Services



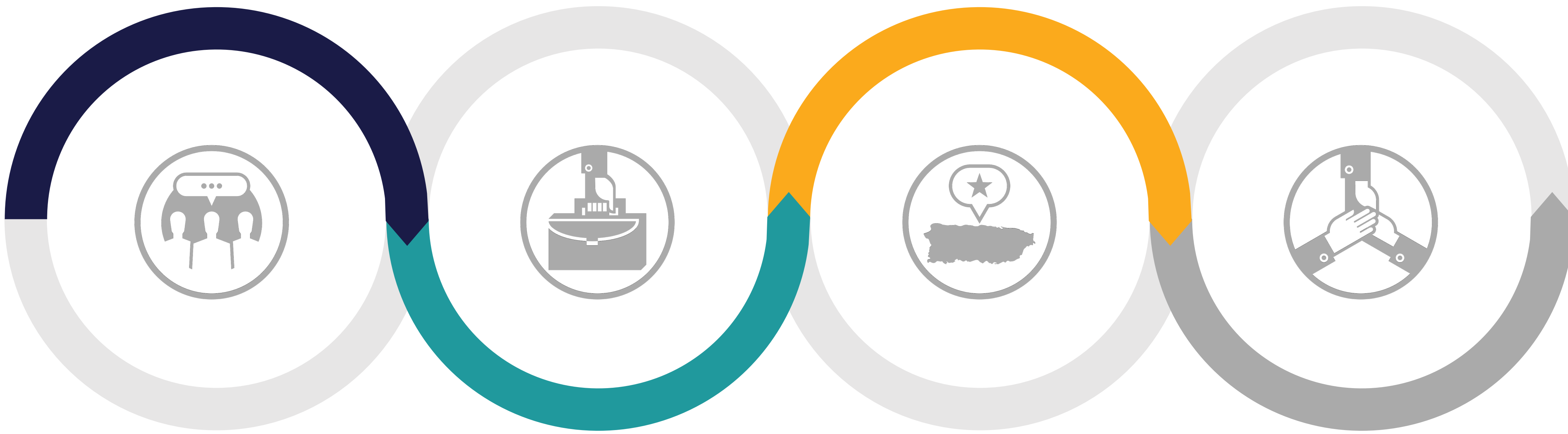
We help companies and investors establish their operations on the island by:







# How We Work – Our Functional Areas



**Awareness Building**

Raising awareness to create market activity

**Lead Generation**

Building pipeline and executing more transactions

**Product Improvement**

Creating a competitive environment

**Stakeholder Engagement**

Building a collaborative ecosystem



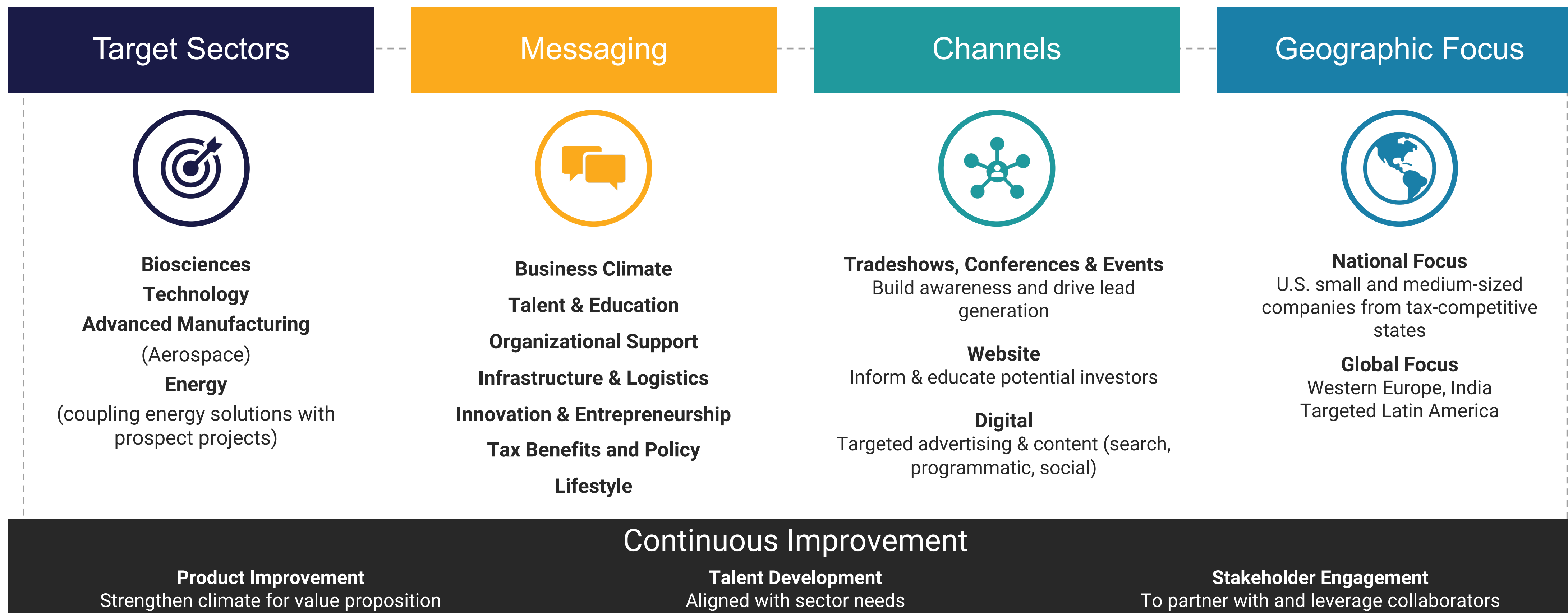
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# Our Strategy





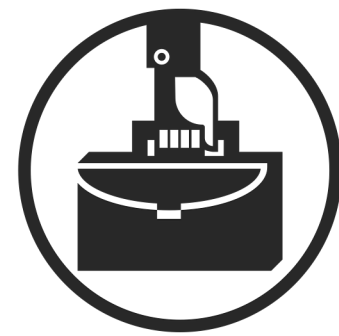
# Our Strategy for FY2022-2023







# Puerto Rico's Value Proposition



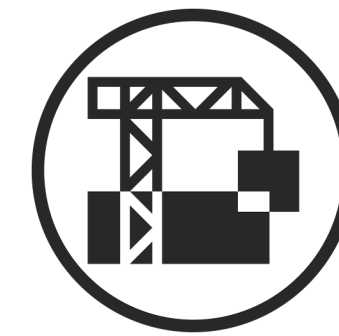
Business Climate



People Power



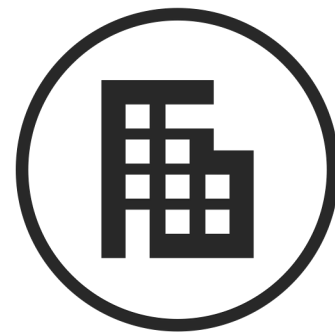
Organizational Support



Infrastructure & Logistics



Location



Innovation & Entrepreneurship



Tax Benefits & Policy



Lifestyle



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# Case Study





# Aurobindo Pharma Limited, India Lands in Puerto Rico as Auro PR, LLC



## Connect with Clients

Aurobindo Pharma's executives learn about Puerto Rico during the virtual SelectUSA Investment Summit. InvestPR engages with them on the session's chat.



## Meeting Local Entites

Meet with the Mayor and the Economic Development Team in the Municipality of Caguas.



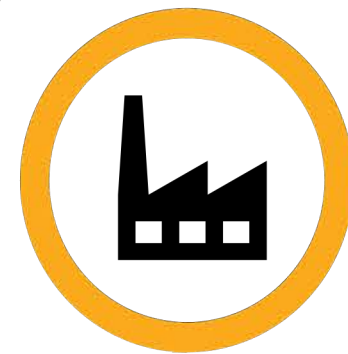
## Initial Hires

Aurobindo's C Suite hires local law firm and other service providers, and focus on a particular site.



## Launch

AuroPR LLC's landing is announced.  
1. Around \$100M in investment  
2. 500 jobs in the first 3-5 yrs  
3. Acquires a 240,000 sf facility in Caguas  
4. Acquires a 36-acre parcel of land for future expansion and a new facility.



## First Visit

Aurobindo's C Suite travels to Puerto Rico to met with InvestPR and visited several manufacturing sites.



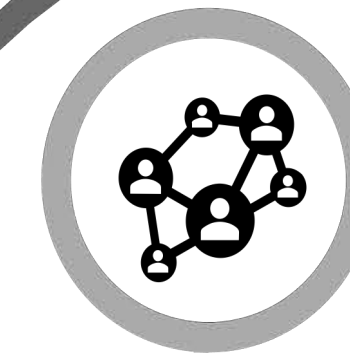
## Narrow Down Search

Aurobindo focuses on finding land parcel with the help of InvestPR and Caguas Team.



## Final IPR Steps

Aurobindo meets with OGPe, general contractors, municipal permitting team, and gets ready to announce their arrival to Puerto Rico.



## Recommending Puerto Rico

Aurobindo's CFO speaks in the SelectUSA Investment Summit about the advantages of doing business in Puerto Rico.



# Success Stories



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# Let's Work Together





# Our Work is Collaborative

## Effective collaboration with stakeholders in economic development is essential

We engage routinely with our collaborators to:

- Help **disseminate** InvestPR's goals, initiatives, and actions throughout key communities
- Allow InvestPR to receive valuable **feedback** regarding its efforts and strategies
- Create an opportunity to **recruit** stakeholders as advocates and promoters
- Aggregate voices behind **one cohesive message** to favorably promote Puerto Rico's value proposition and business opportunities
- Collaborate in **shared initiatives** to improve the island's competitiveness



# Working Together

## Service Providers



Join InvestPR's service provider directory to connect with new clients

## Intelligence Sharing



Share data and information on industry sectors, workforce, real estate opportunities, etc.

## Investment Opportunities



Refer local projects seeking capital and investors to Impeller

## Conferences & Events



Participate in conferences and events with InvestPR and other partners



# Service Providers

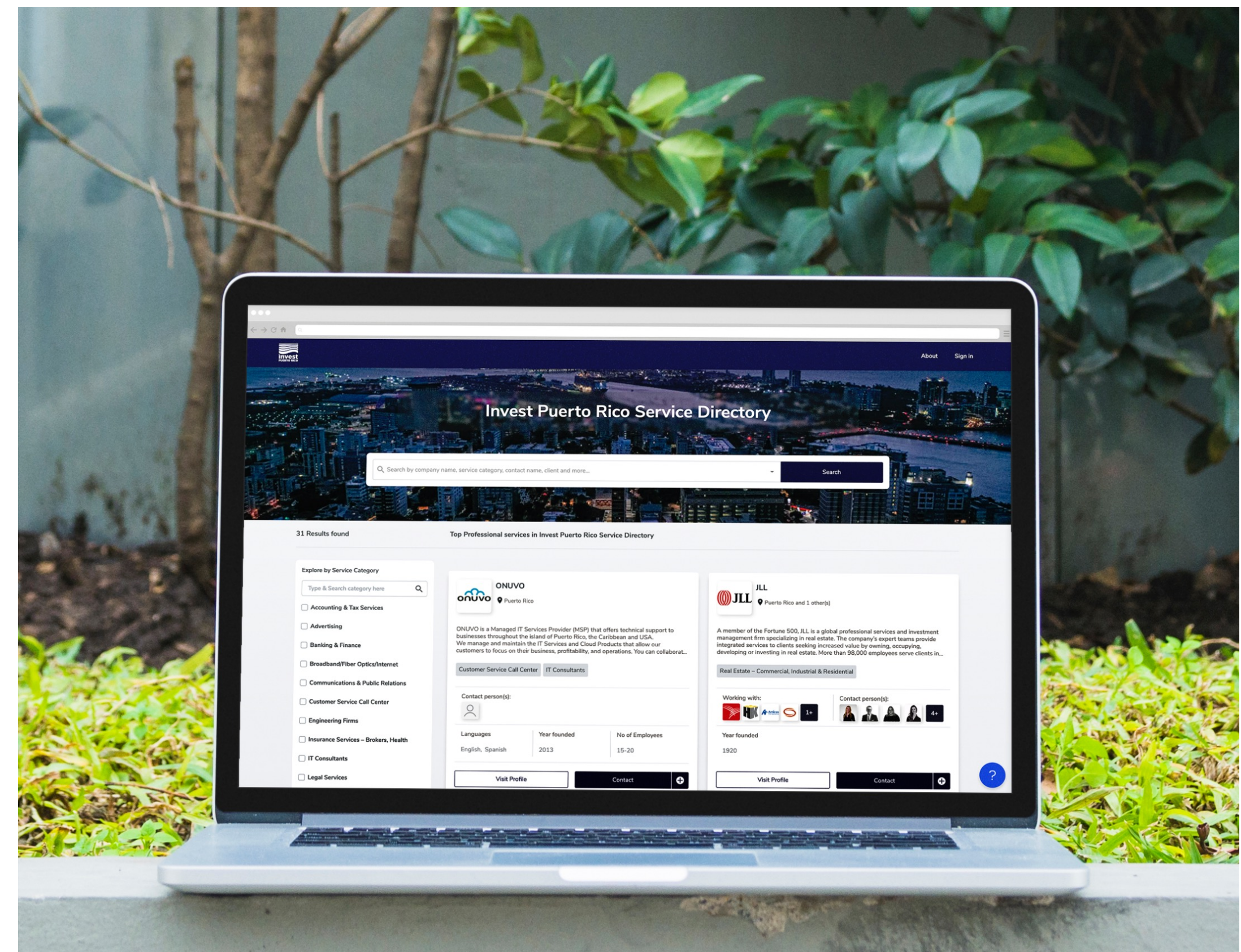
## Get Proven

InvestPR is establishing a **service directory** to facilitate connections between service providers on the island and potential clients.

The service directory:

- Gives service providers a profile to showcase critical information about their business and services
- Gives businesses an impartial way to choose service providers
- Helps local companies grow by connecting with new clients

For more information, email: [getproven@investpr.org](mailto:getproven@investpr.org)





# Intelligence Sharing

## Data and Information

**InvestPR** – Intelligence sharing initiatives:

- Provide partners with relevant market data from all inhouse research efforts and other data available to us
- Collaborate in joint studies and initiatives to improve the quality and timeliness of general market data and industry specific data
- Develop dashboard tools with partners to improve client engagement

For more information, email: [strategyteam@investpr.org](mailto:strategyteam@investpr.org)





# Intelligence Sharing

## Real Estate Platform

At InvestPR, our site selection efforts focus on providing the most updated and accurate information relevant to the operation needs. The goal is to make our client's decision-making process as easy and seamless as possible.

The InvestPR – Real Estate site selection tool:

- A vetted list of the best available industrial, commercial sites, and buildings
- A comprehensive mapping tool helps site selectors maximize their efforts even before visiting the Island
- Helps provide additional exposure to local real estate owners, asset managers, sales professionals, and listing agents.

For more information, email: [strategyteam@investpr.org](mailto:strategyteam@investpr.org)





# Investment Opportunities

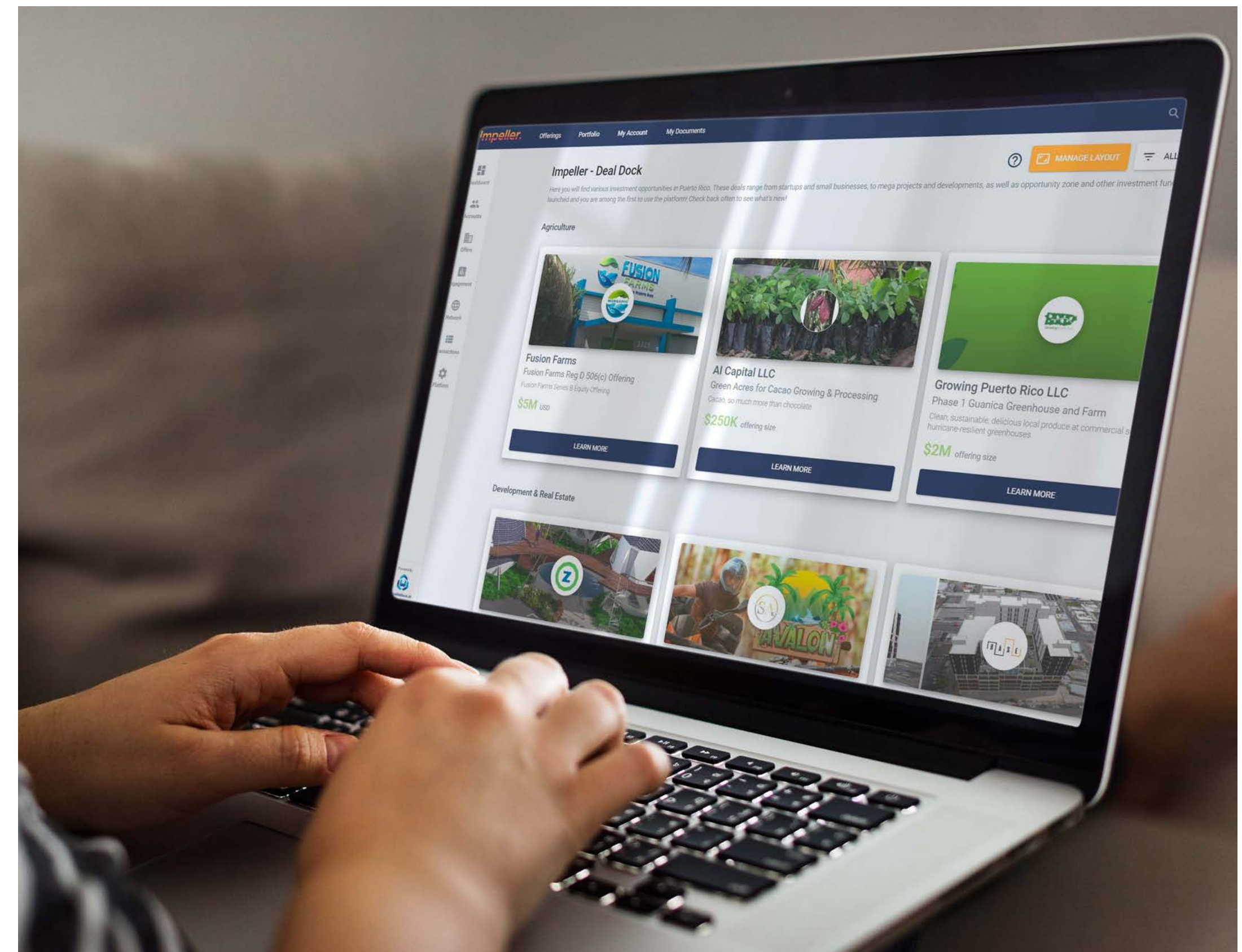
## Impeller

InvestPR works with hundreds of potential investors & companies seeking capital each year. **Impeller serves as the matchmaking tool for projects in Puerto Rico** looking to set up and grow, and investment groups or individual investors.

The Impeller platform was developed to:

- Establish a central place for Puerto Rico focused deals & investors
- Provide tools & a platform to simplify the discovery and investment process
- Maximize exposure for deals on the island

For more information, email: [impeller@investpr.org](mailto:impeller@investpr.org)





# Impeller – Year One Results

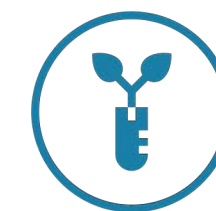
- **884 registered investor accounts**
  - 769 individual/angel investors
  - 115 institutions/funds
- **34 deals** seeking investment launched
  - Four fully funded deals
- **\$11 million** raised by companies listed on the platform
- Renewables, tech, commercial and residential real estate, and early-stage companies round out the top interest categories for investors



**Technology & ICT**



**Agriculture**



**Biofuels & Energy**



**Professional Services**



**Education**



**Advanced Manufacturing**



# Conferences & Events

## Q2–Q4 FY22-23

<p><b>Key Events</b> MedTech Conference</p> <p><b>Sponsored Events</b> Lacademy</p> <p><b>Local Events</b> SE Region Meeting of American Chemical Society</p>	<p><b>Key Events</b> MEDICA Trade Fair</p> <p><b>Webinar</b> BioScience</p> <p><b>Local Events</b> Icon- Energy/BIO</p> <p>DHL Global Life Science</p> <p>PR Ellevate Chapter</p>	<p><b>Key Events</b> Area Development Consultant Forum</p> <p><b>Webinar</b> Technology</p> <p><b>Sponsored Events</b> Blockchain Trade Association</p>	<p><b>Key Events</b> Cleantech Forum North America</p> <p><b>Webinar</b> Energy</p> <p><b>Local Events</b> American Farm Bureau</p>	<p><b>Key Events</b> Horasis Global Meeting</p> <p><b>Sponsored Events</b> Developers Week</p>	<p><b>Key Events</b> Site Selectors Fam Tour</p> <p><b>Conferences</b> Site Selectors Guild Advisory Forum</p> <p><b>Webinar</b> Site Selectors</p> <p><b>Local Events</b> Site Selectors Fam Tour</p> <p><b>Sponsored Events</b> PR Open</p>	<p><b>Sponsored Events</b> Gene &amp; Cell Therapy Event</p>	<p><b>Key Events</b> Select USA</p> <p><b>Conferences</b> Finnovate Spring</p> <p><b>Sponsored Events</b> World Forum for Foreign Direct Investment</p>	<p><b>Key Events</b> BIO International Convention</p>
<p>Oct.</p>	<p>Nov.</p>	<p>Dec.</p>	<p>Jan.</p>	<p>Feb.</p>	<p>Mar.</p>	<p>Apr.</p>	<p>May</p>	<p>Jun.</p>
<p>Q2</p>			<p>Q3</p>			<p>Q4</p>		





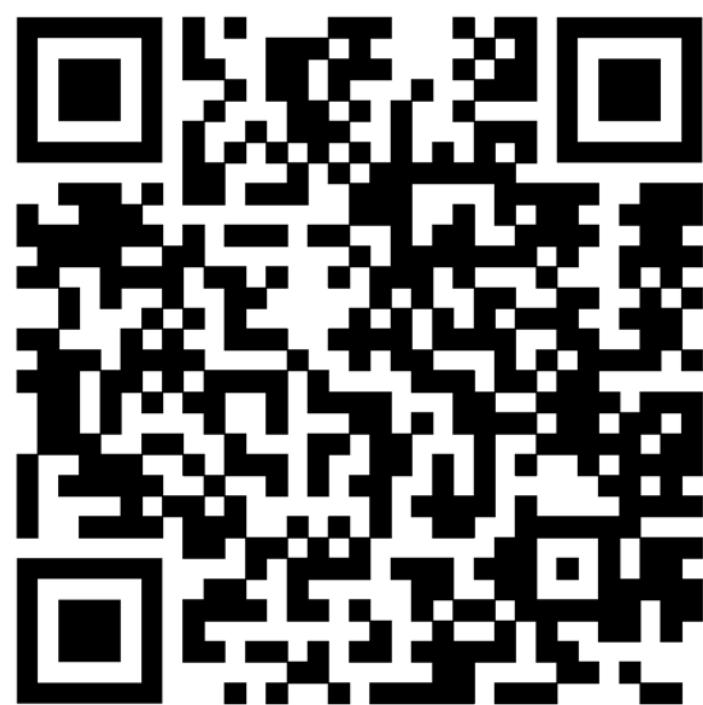
# Moving Forward

1. Serve as **ambassadors** of the Puerto Rico brand and spread the word on our narrative
2. Lean on InvestPR as a strategic thought partner and a connector to **resources** that can further advance the Island's transformation
3. Provide up-to-date **information** on services offered so we can orient our prospects, and **workforce needs** so we can communicate with academia
4. Funnel new **investment opportunities** to InvestPR



# Access to Collateral Material and Content

## Website



[investpr.org](https://investpr.org)

## Sector Downloads



[investpr.org/business-sector-downloads](https://investpr.org/business-sector-downloads)

## Get Proven

InvestPR's GetProven platform will be released soon, to join, send a note to:

[getproven@investpr.org](mailto:getproven@investpr.org)



# Contact Us



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Thank you.

