



GRUPO
FERRÉ RANGEL

2018 HIGHLIGHTS



A GREAT 100th YEAR!

As the Grupo completes its 100 years of history, it continues evolving through its media, customer engagement, social innovation, investments and real estate business verticals.



A CENTURY OF HISTORY

To commemorate 100 years of history, the Group's branding and digital presence is re-aligned, modernized and updated.





FAMILY SUCCESSION PLANNING

As part of the Ferré Rangel family's succession planning, all of the second generation is now working under the corporate umbrella Luis Alberto Ferré Range is the latest to join the group as Chief Social innovation Officer to kickstart the development of the social innovation vertical.



BOSTON RAMPED UP

Boston office grows investment team, operations, and systems with outsourced market research, public relations and legal support.



2018 DEAL ATTRIBUTES

- Charleston/Austin/Columbus/Self-storage
- 5 local JV partners
- 4 capital stack positions (GP, LP, Preferred Equity, Mezzanine)
- 19.44% targeted IRR



- Markets:
- Santiago, Chile
 - San Juan, Puerto Rico
 - Columbus, Ohio
 - Charlotte, North Carolina
 - Indianapolis, Indiana
 - Charleston, South Carolina
 - Austin, Dallas & Houston, Texas



CAPITAL RAISING STRATEGY

Began working dialogue with leading family offices, and high net worth investors. in the US, Puerto Rico, Mexico, Canada, Dominican Republic and Israel.



STRENGTHENED PARTNERSHIPS

Stronger relationship with the U.S. government by signing long-term leases with FEMA

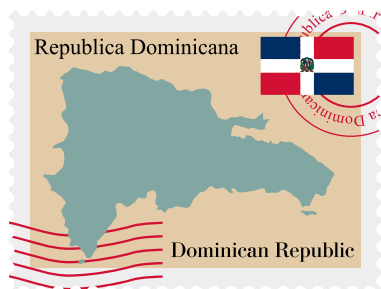


FEMA



NY TIMES ALLIANCE

El Nuevo Día hosted a roundtable discussion on Hurricane María's coverage with The New York Times' Executive and National Editors.

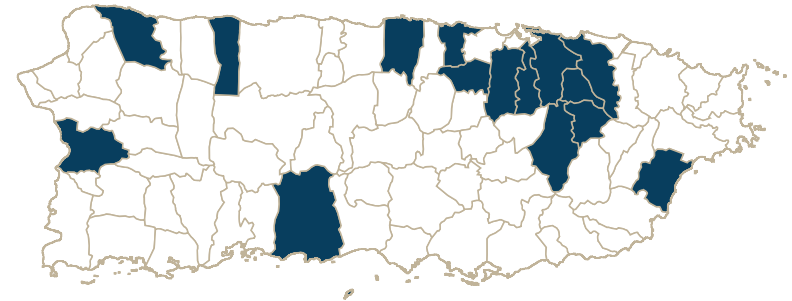


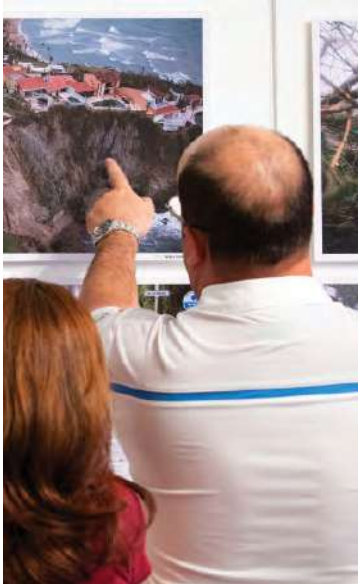
HISPANIC DIGITAL AUDIENCE NETWORK

Launched Digo Hispanic Media to blend the Puerto Rican and Dominican ad inventory of Grupo Ferré Rangel and Grupo de Comunicaciones Corripio



21% GROWTH IN BILLBOARD INVENTORY





A UN AÑO DE MARÍA

Post-Hurricane María documentation:
gallery exhibit and photo book.



REACHED 2M ADULTS MONTHLY


Through its print and digital platforms

NEWSPAPER CONSUMERS'
BRAND RECALL

59% 

24% 

MOST READ NEWSPAPERS
IN PUERTO RICO

46% 

25% 



PUBLICATION
REACH AND
BRAND RECALL



JOURNALISM AWARDS

- Best Digital Journalism Project at WAN-IFRA's Media Awards LATAM 2018 for María, un nombre que no vamos a olvidar
- 7 from Overseas Press Club
- 4 from Asociación de Periodistas de Puerto Rico (ASPPRO)
- 18 from Asociación de Fotoperiodistas de Puerto Rico (Puerto Rico's photojournalist association)



REVENUE GROWTH

52%

HEADCOUNT INCREASE

21%

THE ONLY
WAY IS UP

DOUBLED OPERATIONAL CAPACITY
IN NUMBER OF SEATS



EXPANSION STRATEGY

Began planning of two new sites:
Ceiba and Canóvanas

BEGAN JOINT VENTURE WITH



PARTNERSHIP
GROWTH

20% PARTNERSHIP GROWTH WITH





EXPANDED OFFERINGS

In addition to providing business processing outsourcing (BPO) to the telecom, health and automotive industries, expanded offerings for emergency management, hospitality and insurance.



UPGRADED INFRASTRUCTURE

Upgraded and implemented redundancy infrastructure to our Avaya core voice platform

AVAYA



DIRECT INVESTMENT MANAGEMENT

Created a new business vertical to manage direct investment activities by the Group.

Invested in Brands Of, an e-commerce start-up that helps small business owners in Latin America and the Caribbean promote and sell products to Hispanic markets.

Minority investment in San Francisco-based bio-pharma startup developing a non-opioid pain relief solution through single local administration.