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Arlon Group Invests in Sotran SA Logistica e Transporte



SãO PAULO - November 10, 2016 - Arlon Group (Arlon), a food and agriculture investment firm focused on businesses in the Americas, announced that it has acquired a significant stake in Sotran SA Logistica e Transporte (Sotran), a leading third-party logistics service provider based in Londrina, Parana, Brazil. Sotran provides truckload transportation and intermodal services to leading companies in the agribusiness industry, including grain trading companies, cooperatives, food manufacturers, fertilizer companies and sugar cane mills, among others. Sotran has an active network of over 35,000 pre-approved truckers and regional carriers that match their precise equipment to each customer's freight requirements. Sotran also offers warehousing and rail transshipment services in Paraná through its subsidiary Ricolog. As part of the investment, Charlie Conner and Bruno Silva have joined the Company's Board of Directors as Arlon's representatives.

Ruber Dallamaria, Sotran's CEO, will continue to lead the business, along with Rosler Dallamaria, Sotran's Director of New Business. Both Eduardo Hidemi Takahara, who recently joined as CFO, and Denis Wagner Poleti, who recently joined as Commercial Director, will support Ruber and Rosler in delivering Sotran's growth plan. Joao Cumerlato, who until recently headed ConectCar, will join the Strategic Committee of Sotran's Board of Directors to support the Company's focus on technological innovation. Frederico Humberg, CEO of Agribrasil, will also join the Board's Strategic Committee.

"Arlon has significant operating experience and networks in the food and agriculture space, both in Brazil and globally. Importantly, Arlon fully understands Sotran's culture and is committed to supporting Sotran's growth. Rosler and I are very pleased with the relationship that we have developed with Arlon. We look forward to their important contributions and to continuing to partner with them as we grow Sotran together", said Ruber Dallamaria, CEO of Sotran.

"Ruber and Rosler have built an industry leader through a focus on credibility, quality and strategy. We are thrilled to partner with them and confident that with the capital and other resources that Arlon brings, Sotran will be able to achieve its ambitious plans," said Charlie Conner, speaking on behalf of Arlon. "It is a pleasure to work with first-class executives like Ruber and Rosler, who are committed executives and passionate about their business", added Andre Glezer, also speaking on behalf of Arlon.

Adrian Lorenzutti, Head of Wholesale Banking for Rabobank and Rabobank's representative on Arlon's Latin America Investment Committee, commented, "We are delighted to partner with Sotran, a company providing mission critical services to top notch clients in the agribusiness sector, and we look forward to exploring ways that Rabobank could partner with Sotran to support its growth".

"Agribusiness production is critical for the Brazilian economy and logistics have always been a challenge", said Roberto Rodrigues, Brazilian ex-Agriculture Minister and a member of the Arlon Latin America Advisory Board. He added, "It is very good to see Arlon partnering with a leading company in the logistics space that combines new technologies and world-class customer service to help Brazilian agribusiness companies grow their exports."

About Arlon Group

Arlon Group is a food and agriculture investment firm with a global network that invests in middle-market businesses across the entire food supply chain in the Americas. Arlon's team brings extensive investment expertise and deep, local industry contacts as they seek to partner with growth-oriented businesses in the food and agriculture sectors. Arlon's investment professionals work collaboratively across geographies, and Arlon's portfolio companies benefit from the team's shared knowledge of regional and global trends. Arlon's investment focus comes from its founding investor, Continental Grain Company, a 200-year-old leader in the food and agriculture space. Rabobank, a leading bank to the global food, beverage and agribusiness industry, is another key Arlon investor. In Latin America, Arlon also works in partnership with VR Investments, a family owned Brazilian investment company with broad experience in Brazilian businesses. Arlon Group has approximately \$1 billion in assets under management and is headquartered in New York with an office in Sao Paulo, Brazil. For more information, visit www.arlongroup.com.

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