



MAGAZINE

stork

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SPECIAL

18
YEARS

Stork launches the first triple deck truck in the country

More agility and economy for the logistics market


PAGE 10



17

**Delivering dreams:
when a motorcycle
changes lives**

20

***mōtoliner* and  HONDA
celebrate 18 years of
partnership**

Turning 18 is reaching a symbolic age, it is getting to adulthood. But more than an end, it also represents the beginning of a new phase, marked by new goals and objectives. In this edition, celebrating 18 years of operation of Motoliner in Brazil, we will explore the universe of logistics and its evolution, a proud part of our history. We will talk about the past, but mainly about the future. After all, in this new phase, we are focused on offering the best logistics solutions for many segments, and we want you to continue with us on this journey. Good reading!

“Coming of age represents a new beginning, marked by new goals and objectives.”



Index

4 Our Story

Editorial with the Managing partner's Words

6 Confidence from the Beginning

The vision of the company's former quotaholders

10 Triple Deck

Stork launches the first triple deck truck in the country

14 Logistics 4.0

Stork tuned on the digital revolution

15 Market Notes

16 Motoliner Museum

Respect for the history

17 Delivering Dreams

When a motorcycle changes lives

20 Honda and Motoliner

Honda and Motoliner, 18 years of partnership

22 Evolution

Stork evolves with the market and contributes to dedicated logistics

25 Britânico

Expresso Britânico becomes part of the group

26 Our People

The best of logistics is our people

Masthead:

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Our story



*“Stork
Logistics
is here to
make a
difference
in the
Brazilian
logistics
market”*

Fernando Munhoz
Managing partner

Reaching 18 has a far more special meaning for our company than just getting older. It is not just another closed cycle, another balance sheet, another completed project or higher numbers for our records. It is impossible not to make a comparison with coming of age – when, among many rights, people can buy and ride Honda Motorcycles, bonding us to their dreams since 2001. In this 18-year partnership of Motoliner with the Honda group, we have learned a lot and for we sure went through the early and second childhood, survived the mishaps of adolescence resisting economic crises and now, in adulthood, we want to broaden our knowledge to deliver more and more services with excellence and agility. Each year, since the beginning of Motoliner journey in Brazil, has been important and brought achievements and challenges that have only been overcome thanks to the confidence and trust Honda has on us, to team commitment and to the expertise the founders brought with years of dedicated logistics work in Europe. Much of our essence today is the result of work at the beginning of BLG Logistics, Mosolf and Elbert, which are among the largest players in our market worldwide. Entering the Brazilian market in 2001 was not only an administrative decision. Our founders and their successors put their heart in this project, they came here to implement everything and we miss these former employees very much, especially in Fortaleza headquarters, where they tell many stories of my friends Frans Elbert, Jörg Mosolf and Oliver Dultz, who keep loving memories of Motoliner – and wrote about some of them in the articles on the next pages. These people in particular have been present since the beginning of Motoliner and have firmly gone through the economic crises Brazil has gone through. Near adulthood, they had the maturity to coordinate a smooth transition to our management. And



Adulthood with dreams and achievements

now, at the age of 18, our company, which has always had the motto "Delivering Dreams", is mature enough to make its own dream come true: keeping a strong partnership with the Honda group, increasingly specializing in the two-wheel segment and in technology development, as well as entering new markets focused on dedicated logistics and high value-added projects. To make dreams come true, we draw the plans and goals that are characteristic of this new phase – the adulthood. They include the creation of Stork Logistics, which becomes our largest representation. The name was not chosen by chance. A stork recalls a careful delivery and the speed and punctuality with which babies must reach the breast of their mothers. Motoliner, the cradle of everything, continues to name our logistics arm dedicated to the transportation of Honda motorcycles, parts and engines. And other lines will come out of this

nest, such as Control, our new baby, a division specialized in logistics of controlled products, especially medicines and other products controlled by the Brazilian Health Regulatory Agency (Anvisa). Stork Logistics is here to make a difference in the Brazilian logistics market and, in the future, also overseas, offering a variety of inbound, outbound and in house services. We know we have great challenges. But our cradle was strong. Our team is incredibly committed and dedicated. Our customers are true partners and friends. And now, with the responsibility of adulthood, I am sure that together we will build a bright future.

Always count on us to deliver the best dreams.

Regards,

Fernando Munhoz
Managing partner



Confidence and trust from the beginning

FORMER MOTOLINER QUOTAHOLDERS CONFIDENT IN THE FUTURE

The celebration of Motoliner's adulthood and the creation of Stork are only possible now because the former quotaholders realized from the beginning the potential of the Brazilian market and identified a very specific niche to operate: the logistics of Honda motorcycles in the Brazilian north and northeast. Since its founding on June 15, 2001, most of the company's capital is international. First, German businessman Klaus Weyand came to Brazil and founded the company in partnership with the Brazilian entrepreneur Paulo Gomes da Silva (90% of the share capital belonged to Weyand and 10% to Silva). Together, they started building the Motoliner dream and set its guidelines. Shortly thereafter, in September 2002, Silva's shares were incorporated by Frans Elbert, a Dutch businessman in the business of river transport for

vehicles in Europe. The following year, Weyand passed on his share capital to two leading German companies, Mosolf Logistics and BLG. Each company held 40% of the share capital and Elbert held 20%. Mosolf, BLG and Elbert were in charge of Motoliner for 15 years, until March 21, 2018, when all the share capital was taken over by Brazilian businessman Fernando Munhoz. Former company leaders have personally participated in Motoliner's progress in Brazil, knowing many employees, and, although they are no longer in control, they assure that the company – now becoming Stork and acting in many dedicated logistics segments – has a very important role in the economy of the country. The articles they wrote to celebrate Motoliner's 18th anniversary show many important points in our story:



Frans Elbert

CEO Elbert CO. ,
CEO Motoliner 2002/2018

Dear reader,

It is now already 18 years ago that Motoliner was founded as a small company with only 2 trucks in Fortaleza and started at that time with logistic services for Moto Honda. The modest management, together with motivated employees, provided excellent service. Motoliner was responsible for dealer delivery in the state of Ceara from its own managed distribution centre in Fortaleza. Moto Honda was very satisfied and the logistics activities were soon expanded in other states. Motoliner also became responsible for the primary transport from Manaus to various hubs in Brazil by truck and the route was partly via the Amazon River. Furthermore, a totally new so-called No-Package-Delivery system was developed by Motoliner for dealer delivery. During that time, production grew every year and the large volume with the new transport system had to function flawlessly in order to deliver the motorcycles to the dealers on time with the limited available dedicated transport capacity. I can remember very exciting times. But how wonderful it is if the energy generated by the employees of Motoliner turns out to be a solution for all the obstacles that simply arise with the introduction of a technical new transport system.

Although Motoliner 's success is partly dependent on market development, the dedication, inventiveness and mutual respect of all employees make the basis for the result.

In the beginning, Motoliner was led by Airton Jr. and Mario responsible for finances together with Donato Bono as controller. Thanks also to Stephan Gruener, who acted as supervisor, they were able to motivate the other employees to such an extent that Motoliner functioned excellently as a team, and Moto Honda was extremely satisfied with the service provided.

If during a Moto Honda transport event Motoliner-Speaker, Jose Luciano Campina presented again in an animated way an interesting project, everyone was proud that Motoliner could once again receive a prize for recognition from the Moto Honda management.

I also remember the negotiations between Moto Honda and Motoliner in the past. These were always respectful and serious business-like, and on behalf of Motoliner they were led by Donato Bono. Sometimes there was also time for humour, the Moto Honda management indicated that it might be better for them to schedule the appointments when Donato Bono is on vacation.

During the years of its existence, Motoliner was also confronted with a financial crisis in combination with the decreasing sales of motorcycles. Hard measures were unavoidable and necessary to survive, this applied to all employees but cer-



tainly also to the shareholders. Recently it seems that the economic situation in the country is stabilizing somewhat and we all hope that in the future there will be more room for new positive developments and projects within the cooperation between Moto Honda and Motoliner. It goes without saying that this is only possible if the operational performance of Motoliner continues fully settled to the satisfaction of Moto Honda.

As a shareholder, I am proud of Motoliner's history. It was always nice to meet the employees and to discuss with the management. Because my Portuguese is insufficient, an in-depth conversation was not possible, but I was able to communicate a personal contact. For me this was always important.

With great pleasure I think back to the fantastic mutual cooperation between the shareholders of Motoliner, Mosolf, BLG and Elbert. On this occasion I want to emphasize the great personal engagement of Dr. Joerg Mosolf. We all had a really great time with a close togetherness in a beautiful country, Brazil.



As a European, I have lived in two totally different worlds for 20 years, in which even the seasons are opposite. This period had definitely a positive influence on my personal life, I always felt welcome in Brazil and in this way it became my 2nd home country.

I am confident that in the future the logistics Teams of Moto Honda and Motoliner will continue the existing mutual cooperation successfully in a pleasant way.

I would like to thank all the employees of Moto Honda and Motoliner that I have met over the years for the wonderful time and pleasant cooperation.

On this occasion I would like to congratulate all employees and the accompanying management under personal guidance of Fernando Munhoz on Motoliner's 18th birthday!

I wish everyone involved a lot of success and good luck for the future!

With best regards,





Oliver Dultz

Head of International
Corporate Finance, Mergers
and Acquisitions
BLG LOGISTICS GROUP AG
& Co. at Motoliner from 2003
to 2018



Jöerg Mosolf

CEO – Mosolf Group
Motoliner 2002/2018

BLG LOGISTICS, together with its business partners Mosolf and Elbert, acquired the shares in Motoliner in 2003. At that time, Motoliner was still a kind of Start-up Company. The young, agile and talented company offered promising prospects - not least thanks to the good relations with its key customer Moto Honda in Manaus. Together with two Brazilian engineers, Motoliner developed a new fastening system for the transport of motorcycles that makes it possible to transport

motorcycles without packaging. This ingenious idea saves money and has the smart side effect of being more environmentally friendly. We successfully applied for a patent for this innovation. As shareholders, we took the opportunity to support the dynamic growth of the company with resources and to advise on strategic issues, organizational structures and corporate governance. BLG LOGISTICS is a seaport and logistics service provider with an international network. The experience of more than 140 years of company history strengthens us. Over the many years, we have always attached great importance to daring change. At the same time, the exchange with other companies and the interface to various start-up ecosystems is an important source of inspiration for BLG LOGISTICS to take its own processes and business models to the next level. I have always enjoyed mastering challenges together with the dynamic and diverse Motoliner team. Since Brazil is no longer the strategic focus of the former shareholders, we actively sought the best solution to secure a sustainable future for the company and its employees. We believe that we have found a good solution to help our former CEO to become a managing partner of the company through a management buy-out in 2018. I wish Motoliner and his team continued success and a bright future. Congratulations on the 18th anniversary!

Dear reader,

It is a pleasure to talk about Motoliner Amazonas when in its 18th anniversary.

In some ways, in close contact with businessman Klaus Weyand, we have supported the project since 1998 when the first meetings that ended up designing the company in June 2001 date.

There were many interesting stories that marked Motoliner's trajectory, but surely the creativity and ability of people to solve problems were the characteristics that set it apart and made it grow. They were a small warehouse in Ceará and 2 trucks, which became a current structure of 4 distribution centers, 80 transportation equipment and more than 400 direct and indirect jobs.

Mosolf, along with its trading partners BLG and Elbert, is very proud to have led this growth in management that began from March 2018. At this time, our companies focused on other markets, and we decided to transfer the company to a local management that upholds high standards of service would be the ideal solution for our main customer, Moto Honda. So we saw that selling the company to our CEO would be a guarantee of success in this transition, and that's what we did.

Today, after almost 2 years of this moment, we see that we have been right in our decision, and we wish all the success in the next 18 years of Motoliner Amazonas.

If you have a vision and a dream in business you should put all efforts in your life to make it happen- Motoliner is now Fernando Munhoz's dream!

All the best!

TECHNOLOGICAL INNOVATION

Stork launches the first triple deck truck in the country

31% more space when compared to double deck

INNOVATION

A year of planning. The entire board involved and a dedicated team working on this project with feasibility analysis and tests developed within Stork Logistics' Solution & Analysis Program (SAP). Many adjustments, approval and... the Stork/Motoliner team develops the first triple deck truck in the country. The structure was completely designed to reduce costs and increase agility in motorcycle transport and promises a space gain of 31% compared to double deck trucks. This means an increase

from 70 motorcycles on the double deck to 92 on the triple deck.

The company introduced the triple deck truck to the market in the end of November 2019. "This launch is another important step in the development of solutions that ensure better costs and deadlines for our customers," says Stork Managing Partner Fernando Munhoz.

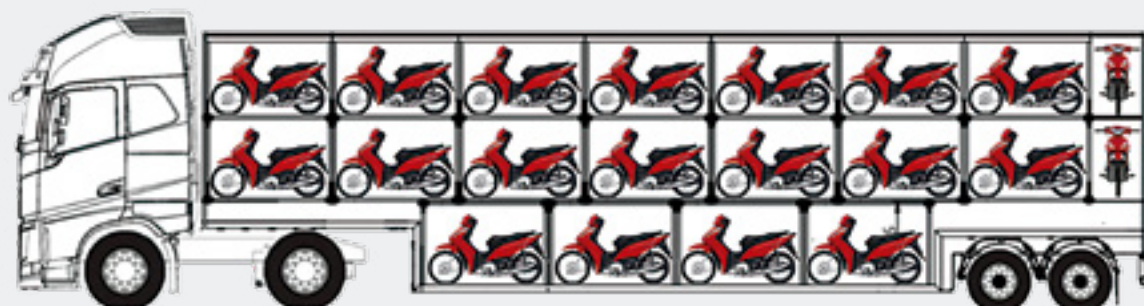
The triple deck is unique in the country and its patent has already been filed by Stork with the



Brazilian Institute of Industrial Property. This is the fifth project developed by the company's internal teams which required trademark registration. The first were the clamping systems I, II and III – known as Motofixo – which reduced motorcycle loading time and increased safety. Another system patented by the company is the “Stork I”, a mobile double deck that optimizes the loading and unloading time of the motorcycles.

Motofixo I was launched in 2006 and since then two

new versions have been created – 2.0 and 3.0. Each model is the result of research focused on solving problems identified in the system in the previous version, such as breakdowns, locking problems, process delay, among others. With the clamping systems developed by the company, there has been an increase in capacity, loading speed and safety, as well as reduced damage rates. Leandro Pogere, director of operations and new businesses, affirms: “Our damage rate is much lower than the limits established in our market.”



Five standard motorcycles by parallel module. At the rear, two motorcycles transversely positioned. 92 standard motorcycles, 22 more than the current model. Volume increased by 31% (consequently reducing costs), and 22% carbon emission reduction.

CONSTANT INNOVATIONS – Stork/Motoliner's Solution Analysis Program (SAP), which involves all employees, was created in 2003 with the objective of developing methods and solutions to optimize the customer's business. The participating employees are divided into groups to study, define projects and present solutions. Every year, the best projects receive the company's sponsorship to be developed and implemented – under the same group's management.

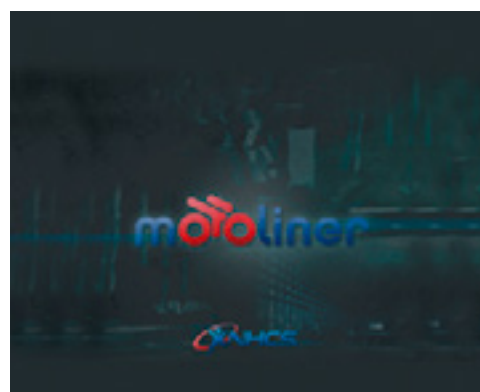
The triple deck truck was created in the SAP. Im-

provements to the existing double deck system on the market, too.

Another product developed by the Motoliner team through the SAP were the "big drawers" (gavetões). The implementation of this project allowed the company to transport parts in structures installed between truck axles instead of transporting them with motorcycles. This procedure increases the truck's load capacity by 5% to 7%, making space for more five motorcycles.



HONDA RECOGNITION – Since 2006, Stork/Motoliner has been presenting its technological innovations at the NHCS – Honda's annual meeting where suppliers present solutions in their areas that reduce costs increase the company's efficiency. We were 11 times in the finals, took a 2nd place in 2015, went to three semifinals and won five times the best presentation award. In 2019, Stork/Motoliner was in the finals with the "Gavetão" project.



YEAR	PROJECT	PLACE
2006	Motofixo I	Final
2007	Double deck	Final
2008	Motofixo II	Final
2009	Identification to visualize the motorcycles on the road / Labels	Final
2010	Using tracking system to inform dates	Final
2011	Storage layout / protection of parts subjected to damage / protecting tools / decentralizing inspection processes / trucks interior lighting	Semi-final
2012	Shielding the semi-trailer side panels	Final
2014	Process Inspectors	Semi-final
2015	Motofixo III	2º place
2016	Cushion bearing	Final
2017	Processes Changes (more departures of parts from Recife)	Final
2018	SuperLocker	Semi-final
2019	Big Drawer	Final

★ Best presentation in 2006, 2007, 2008 (Campina), 2015 (Claudiane) and 2016 (Claudiane and Fabricio).

CAMPINA AND HIS STAND-UP PRESENTATIONS

It was supposed to be just the presentation of a technological innovation developed by Honda suppliers in the traditional NHCS (New Honda Circle Supplier), the award promoted by Honda to integrate suppliers, which feature solutions for improving product quality, cost, delivery and management. However, in 2006, Motoliner, more specifically one person - Fortaleza PAD's operating officer José Luciano Campina – started to present his work in a different way. Campina didn't go to the events wearing the formal suit and tie demanded for the job. He wore a costume and presented the technological innovation developed for Honda like a stand-up comedy. Using his verses, stories, poems, and good humor, Campina led the team and entertained the audience with complex topics such as clamping systems, locks and double decks. "I remember very well the year Campina came to his presentation dressed as a cangaceiro, a northeastern outlaw. I met him during the event just before his presentation and I wanted to laugh," says Honda logistics supervisor Ricardo Ono. From



cangaceiro, leading the group "Motorcycle boys from Ceará" (name of the Motoliner team from 2006 to 2009) to other costumes, Campina made an epoch in Honda's NHCSs. "I'm glad to say we made it the finals every year I presented," he says. Campina is one of Motoliner's oldest employee. "Stand-ups have become a trademark and show how the company cares to present something serious in a very creative way," says Ricardo. It was no coincidence that Campina made history in the NHCSs. He always talked about Motoliner's projects with the experience of a person who considers the company as his second home. "Here, I grew up as a person and as a professional. Motoliner is my family." He joined the company in the year of its foundation and also celebrates his 18 anniversary this year.

LOGISTICS 4.0

Stork tuned for the digital revolution

The company offers the most modern logistics solutions for its customers

Always focused on the transformations in the logistics market, Stork participates in several seminars and webinars related to digital transformation in logistics and supply chain. This is Logistics 4.0, an evolution of traditional logistics that starts with the need for increased investment in technology to adapt to industries that are increasingly investing in automation, with cutting-edge technology such as Artificial Intelligence, Big Data, Internet of Things and Cloud Computing in order to join smart grids embedded in the supply chain.

Leandro Pogere, Stork's Director of Operations and New Business affirms that "as a result of this work, we have invested significantly in systems, information technology and behavioral attitudes that lead us to effective drives of change." As for the VUCA (Volatility, Uncertainty, Complexity and Ambiguity) world which the entire market currently goes through, Pogere quotes George Bernard Shaw, who explained the need for business and people to evolve based on the thoughts of the Greek philosopher Heraclitus of Ephesus, who said that Nothing is permanent except change:

“Progress is impossible without change, and those who cannot change their minds cannot change anything.”

As a result, the company has recently implemented new versions of the Warehouse Management System (WMS), Quality Management System



(QMS), and Transportation Management System (TMS), especially in the department of logistics engineering and delivery confirmations via Internet of Things (IOT) and Contract Management System (CMS), as well as investments in the expansion of its Wi-Fi network and mobile devices applied to logistics.



Notes worth noting

Logistique

Stork's team was present at Logistique 2019, one of the largest events in the sector in Brazil. This event brings together the main market players, solution providers in the areas of logistics, multimodal transportation, foreign trade, intralogistics and technology. The event took place from August 27 to 29 in Joinville (SC).



Supply Chain Summit (SCS) Brazil

Stork attended the Supply Chain Summit (SCS) Brazil 2019, organized by the Brazilian Association of Logistics Operators (ABOL). This event took place in São Paulo on November 6, bringing together the main supply chain and logistics executives of about 180 companies recognized in the industrial sector and covering distinct segments such as agribusiness, automotive, aerospace, defense, health & personal care, consumer goods, electro electronics, textiles, food and beverages, chemicals, energy, retail, commerce, as well as logistics service providers in transportation, new technologies, and Logistics Operator (OL)/Third Party Logistics Provider (3PL). Supply chain case studies and interactive discussion boards with supply chain leaders from internationally renowned organizations were presented at SCS Brazil 2019.

Fenatran

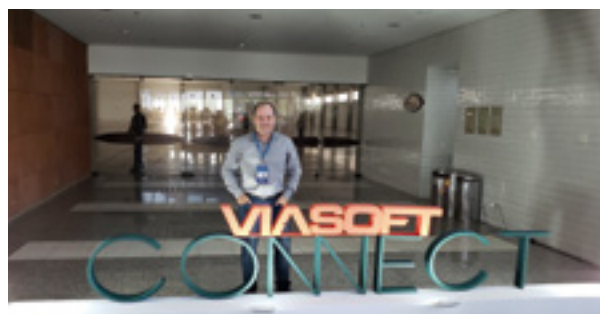
Stork also attended the 22nd International Freight Transport Exhibition (Fenatran). The event - the most important in the cargo transportation in Latin America, brought together the best of the sector between October 14 and 18, in São Paulo (SP).

Pio Ceará Endurance Rally

Always connected to the main events of the sector, Motoliner sponsored the Pio Ceará Endurance Rally with the transportation of the competing motorcycles. For more than three decades, this caravan leaves from Ceará to Piauí (CERAPIÓ) and the following year makes the opposite route (PIOCERÁ). Along the editions, more than 15,000 pilots, navigators and athletes have participated, coming from 24 Brazilian states and other countries, such as the United States, Italy, Portugal, Switzerland, Japan, France, Argentina and Chile. The next edition will take place in January 2020.

ViaSoft Connect

Stork attended this year's edition of ViaSoft Connect, one of the Brazilian most important events in company management software solutions. More than 50 speakers brought technological solutions that will make a difference in the daily logistics of our company. The event took place in September at Positivo Theater, in Curitiba (PR).

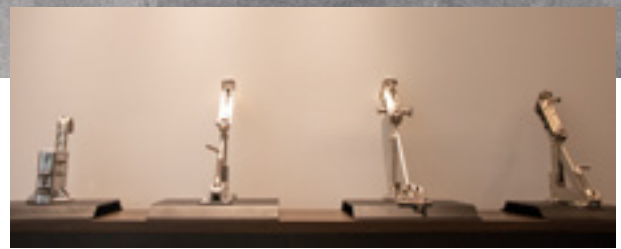


International forum

Stork CEO Fernando Munhoz attended the XXV International Supply Chain & Logistics Forum Expo 2019 from September 23 to 25, in São Paulo. The event is one of the most important in Brazil. This Forum, organized by ILOS - Institute of Logistics and Supply Chain, presents unprecedented research on the sector, regarding both the companies' environment and the business as a whole in Brazil.

Motoliner Museum: to look into the future

We build our present and future with eyes on the past. Therefore, one of the first actions of our board of directors when structuring the office in Curitiba (PR) was the creation of the "Motoliner Museum". There, the main attraction is a completely restored 2001 Honda CG 125 blue motorcycle. The CG, one of the most sold Honda models in Brazil marked generations and is much more than just a piece in the Museum. The motorcycle has a place of honor to remind us that the CG 125 has been present since the beginning of Motoliner Brazil, being taken to many dealerships. The CG has opened many markets, just as Motoliner has opened it for Stork, which now develops technology and solutions for customers in a variety of sectors. Other technologies and products developed by Motoliner over the years, such as patented fastener systems, also have a special place in the museum. They are there to tell stories and serve as an object of study for future generations. The Motoliner Museum is the beginning of a



much larger action planned by Stork Logistics to rescue dedicated logistics actions in the segments the company operates. "In the future, the Motoliner Museum will probably go to other places like Fortaleza, the cradle of our two-wheel segment operations," managing partner Fernando Munhoz affirms. The goal of the board is to build "mini museums" in each place where the operation of a particular product is stronger. "We will register historical facts, the development of technological solutions, results achieved," says Munhoz. "Being able to help students and logistics professionals to learn a bit more is one of the ways we find to give back to society a little of what we have earned with our work." The Motoliner Museum is currently located at 1449 Alberto Folloni Street, Ahú, Curitiba PR. A free visitation can be scheduled by the phone # 41 - 3542-3000 or by the email contato@storklogistics.com.br.



DELIVERING DREAMS

More than a motorcycle, the achievement of a life project

Has the product fulfilled the customer's dream? If so, logistics steps were successful



The day of Francisco Nazareno, a 39-year-old general services assistant, seems to be much longer than 24 hours. He leaves his home in Fortaleza (CE) early, around 6:00 in the morning, to get to the company where he works. He gets back at lunchtime to take his wife, Ana Vlândia, to her job, far away from their house. By now their children, Ana Gabriela, 5, and Pedro Ezequiel, 8, have already returned from school, had lunch with their mother and went to their grandmother's house. Nazareno leaves his work around 4:30 pm, picks up his children in his mother-in-law's, organizes the bath, the snack, the house and even takes the oldest son to extra classes. On weekends, he alternates time with his family - his priority - with the jobs he gets as a bricklayer. He lives in a hurry, but since August he has had an important ally in this routine: a Honda NXR 160 Bros. The long dreamed red motorcycle now replaces a bike, the family's many-year-old transportation. "I used to spend twice as much time, I couldn't take my wife to work, and I was always tired," he says. The bike is still there, now to be used in free days. ON the other hand, the Bros is never there. "It has become another family member; it takes us everywhere. My children love the motorcycle", he cheers up. Little Ana Gabriela can't ride a motorcycle yet, but she already plays on it. Pedro counts the hours to put on his helmet and go with his father to his extra classes. He wants to know everything about the engine,

“It has become another family member; it takes us everywhere” the speed, the traffic rules. “I think he’ll have a motorcycle when he grows up,” his father laughs. To fulfil the dream of acquiring the Bros, Nazareno and Ana Vlândia planned everything in advance, since the money to get the driver’s license.

And he took all the steps to get his first motorcycle right in Motoliner’s 18th year. “I went to driving school, got my license and right after I bought my

motorcycle,” he says. Just like Motoliner, which has just come of age and wants to become more and more established in the logistics market with prudence and safety, Nazareno knows that this important step toward independence should also be calm: “I only wanted to buy the Bros after getting my license, but I still don’t have the confidence to pick up my wife at work at night. Soon I’ll do it. The important thing is that my biggest dream is fulfilled,” he says, preparing the Bros to take Pedro to school. “This motorcycle never stops and I’m very happy about it.”



“Dreams that came true and stories I lived were only possible because I had my motorcycles”

The pursuit of happiness was also what led a businessman from Ceará called Jorge Aloísio Caldeira de Pinho, 53, to acquire his first Honda motorcycle in 1976, just in the year the factory in Manaus opened. Since that blue CG 125 – one of the most successful models of the brand – Jorge has had several bikes. Different models, but all

with the same goal: get you to know different places and, especially, run away from the daily stress of work. “Since I was very young, I was in love with motorcycles and roads and each time my trips got longer”, he affirms. In order to escape the busy routine of the office and the almost 24 hours of dedication required by his business, the

“I like to go off course and figure things out on the way”



businessman gets on his motorbike and draws routes according to his time available: it can be a weekend or a day traveling the beautiful landscapes of Ceará or more than a month covering thousands of kilometers in various American countries. “My record was 18,000 km in one trip,” he says, recalling the 44 days in 2011 when he traveled through unusual regions. On the way, he went from Fortaleza to Chuí, in Rio Grande do Sul, passed through Uruguay, went to Argentina and Chile. On the way back, he made Chile, Argentina, Paraguay, Bolivia and Brazil, passed through Foz do Iguaçu and followed to his city. All of it on his Honda XL 1000 Varadero. The dream of exploring new places is coming true on every trip he rides his motorcycle. Today he has a PCX Sport 150 for urban trips and an Africa Twin 1000, its companion in more extreme trips. “It’s usually me and the bike because I prefer to travel alone. But on long trips, like the one over 18,000 km long, my wife went along and really enjoyed it.” His passion for motorcycles and traveling gave the entrepreneur an adventurous attitude. “I like to go off course and figure things out on the way.” This has earned him good stories to tell, such as the time he slept at a gas station because the hotels in the small town near the Atacama Desert in Chile

were full. Or the time he decided to take a trip that was exactly the opposite the recommendation of all other travelers – and it was worth it. “Dreams that came true and stories I lived were only possible because I had my motorcycles,” he says. For Jorge and Nazareno, motorcycles changed their lives. For Motoliner, stories like these are the main incentive to continue strong in the goal of “Delivering Dreams”.



PARTNERS IN ADULTHOOD

Trusting Honda for 18 years

Motoliner has transported about 40% of 2019 Brazilian manufacturing of Honda motorcycles

Few business partnerships last as long and overcome so many market changes as Honda and Motoliner's. In 18 years, Motoliner has transported more than 4.5 million Honda motorcycles, covering over 90 million kilometers in both primary transportation (from the factory in Manaus to Support and Distribution Centers) and secondary (to motorcycle dealers – a total of 217 dealerships in almost 200 cities in the north and northeast regions). Currently, the company is responsible for transporting about 40% of Honda's 2019 two wheelers manufacturing in Brazil - a company that, according to the Brazilian Motorcycle Manufacturers Association (Abraciclo) data from last October, owns 80% of the motorcycle domestic market. Since the foundation of its factory in Brazil in 1976, Honda has produced more than 24 million motorcycles and is the absolute leader in its segment. This success story was built on hard work, competence and also long-lasting partnerships.

In the logistics area, which is essential to ensure the product reaches the final customer on time and with the same quality the product has in the factory, the supplier has to do more than complying with contracts and submitting reports. The presence of the business partner in the company, deep market knowledge and the ability to make quick decisions are essential. Understanding all processes from motorcycle manufacturing to outbound logistics chain confirmed the continuity of the partnership with Motoliner even in face of the economic crisis in Brazil. Moto Honda Amazônia, one of the largest Honda's factory in the world, reached its peak production in 2011, with about 1.692 million motorcycles produced. Based on the signs of national economy recovery, Moto Honda estimates the manufacturing of 921 thousand motorcycles in 2019. However, coping with the crisis is not enough to improve, research and the development of technology and solutions are





Amadeu Nogueira,
Ceará Motos group - trust and punctuality

motorcycles will be delivered on time," says Fabrício. "Our communication is great, we are not competitors, we are business partners." Among the improvements developed by Motoliner for transporting motorcycles during 18 years of partnership, one should be mentioned: the double deck truck and the efficient clamping system that allows transporting and delivering the motorcycles to dealers with the same quality they had when they left the factory. "In the beginning, the motorcycles were transported in boxes. Motoliner innovated its clamping system and it became much easier to unload and take the motorcycles to the dealership", says Amadeu Nogueira, after-sales manager of the Ceará Motos dealership group. He explains that tailoring the logistics company to customer needs makes all the difference in after sales. "In addition to being securely fastened, the motorcycles are protected, which means that the damage return rate is lower than the minimum." With 38 years of history, this group is one of Ceará's most traditional Honda motorcycle dealers. Getting the final customer to receive their motorcycles with the same quality it was produced at the Honda factory in Manaus has been one of Motoliner's main goals since the beginning of its logistics process.

necessary to ensure that the logistics process will deliver the best results. For this reason, Motoliner focuses on performance indicators, deadlines, quality, management, daily monitoring of deadlines, and face-to-face meetings to address issues and minimize potential crises. The constant personal contact between Motoliner's and Honda's teams also allowed a smooth transition to LSL Transportation Company. This company, a Honda's logistics arm, was promoted from supplier to logistics operator, managing the Motoliner/Honda contract from 2016 on. LSL's general manager Fabrício Gonçalves de Oliveira explains that one of Motoliner's greatest special qualities is the ability to adapt to customer needs by presenting efficient solutions. "The company often goes beyond agreement terms to ensure



Alberto Miyazaki
LSL Director

"Congratulations to Motoliner on its 18 years of dedication in providing logistics services. Since its opening in 2001, I believe you have faced great joy and sadness, and it has all become learned lessons to overcome new challenges. Your slogan, 'delivering dreams', shows your focus on serving Moto Honda customers. All together, we will contribute to your strategies by providing excellent service that exceed expectations, thus making our partnership increasingly solid. Congratulations and success to all employees."



João B. Mezari
Administrative and financial director
Moto Honda da Amazônia

"We are thankful for the 18-year partnership with Moto Honda da Amazônia. Motoliner is a company with a high level of knowledge and professionalism in conducting logistics, which is a key factor in our supply chain, especially because this activity is the link between the motorcycle factory in Manaus and our customers in Brazil. This trust, built on almost two decades of partnership, is due to the fact that the quality of our products is always in the first place, which makes us follow this path together for providing the best customer service. Congratulations to Motoliner on its anniversary and success to all the Group's ventures!"

Stork grows with the market and contributes to dedicated logistics

The company takes on new flights and keeps the essence of Motoliner's start

Much has changed since August 1st, 2001, when Motoliner began its activities in the city of Eusébio, Ceará. There was only one single rear axle truck and no more than 15 employees. However, there was a great desire to work and the joy of being able to transport motorcycles to the company's only customer at the time, Moto Honda. That team believed in the company from the start and played a major role in today's progress, with over 130 direct employees, 300 indirect employees, 100 trucks fleet and a strong wish to expand. Motoliner grew and Stork Logistics was born. This company, arm of the Princeton holding company, specializes in contract logistics in various specific market segments and begins to structure itself exactly now, in the 18-year anniversary. Stork now manages a contract logistics operations group, in which Motoliner occupies a prominent place, focused on the transport of Honda motorcycles. "Stork is taking new directions, keeping Motoliner's essence," says managing partner Fernando Munhoz. The company was founded on June 15, 2001. Shortly after its start in Ceará, its activities also began in Belém (today it is the largest Support and Distribution Center) in 2003. The Porto Velho (RO) Support and Distribution Center was opened in 2008 and, in 2017, the Recife (PE) Center. In Manaus there is also an operation focused on transporting parts of both motorcycles and cars manufactured by Honda.

At that time, the Support and Distribution Center in Fortaleza moved to its current headquarters

in the city of Caucaia (CE) and a lot of things happened. Recognition for its work can be measured by the certifications and awards received.



2016 SASSMAQ

(Health, Safety, Environment and Quality Assessment System)

2015 Euvaldo Lodi Institute Award (IEL), National Confederation of Industries (CNI): Best Talent Development Program

2015 NHCS runner-up

2011 Environmental Award: Brazilian National Confederation of Transport (CNT) Environmental Transport Program (Depolluting) - Presentation of a project on Waste Reduction

2011 Recognition for Best Logistics Company - 2011 (parts) - Honda

2010 a 2012 Air Quality Improvement Award: Brazilian National Confederation of Transport (CNT) Environmental Transportation Program (Depolluting) - Smoke Control

2010 ISO 14.000

2010 ISO 9.001

2006 a 2019 11 times NHCS finalist*

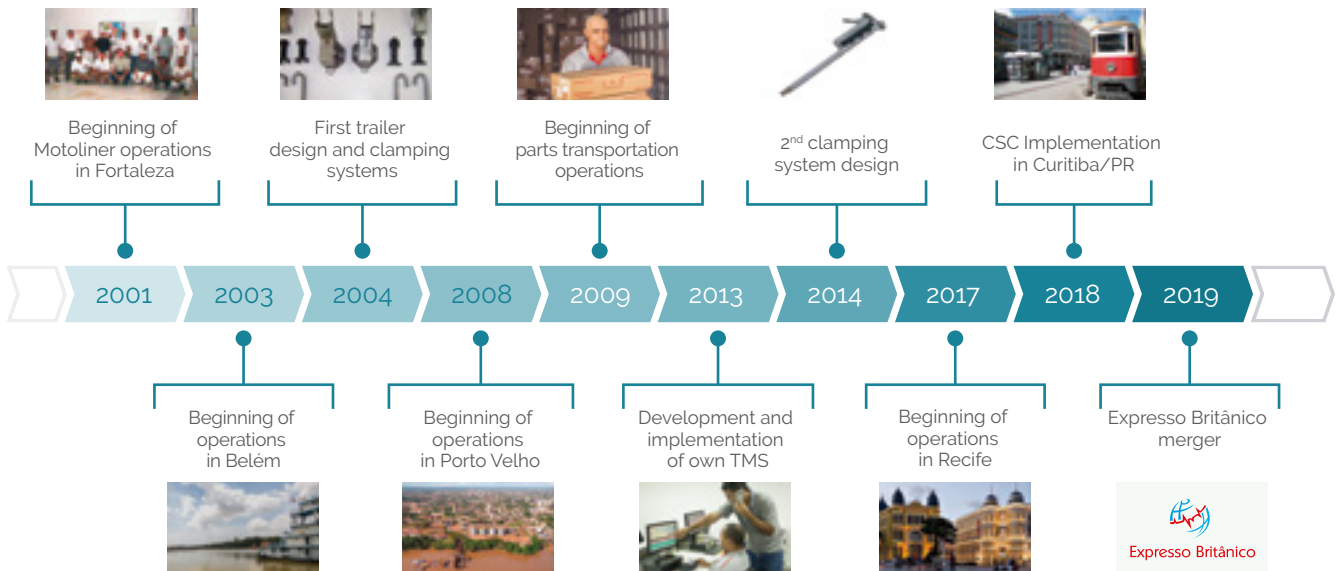
2005 e 2006 Recognition for Best Logistics Company (motorcycles) - Moto Honda

*according to table on page 13



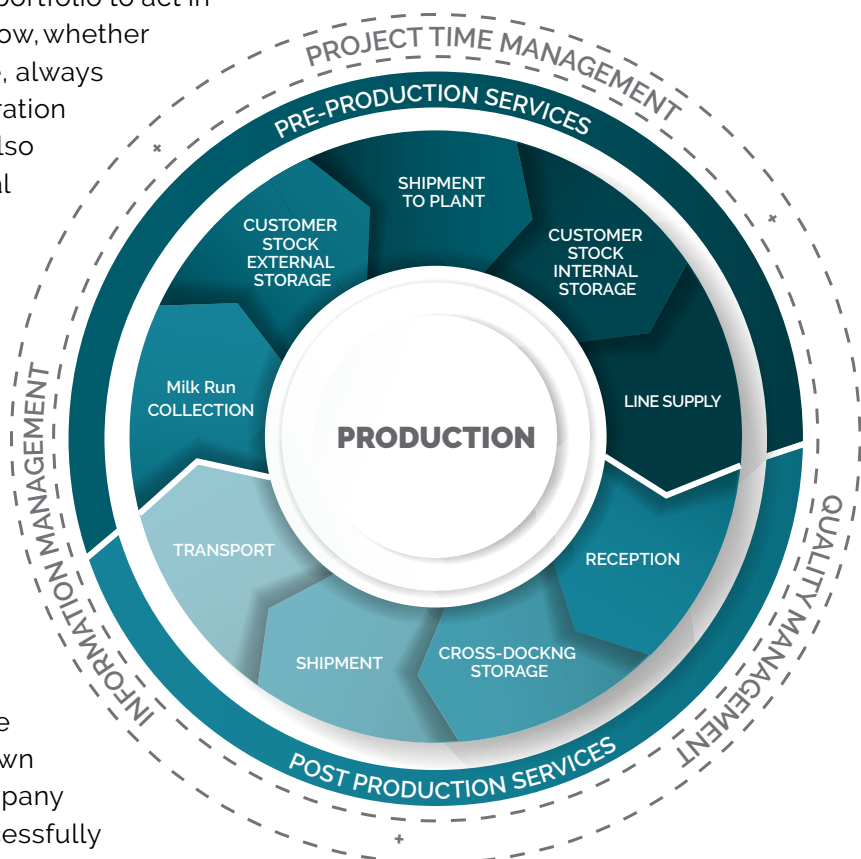
Throughout its history, Motoliner has invested in new markets without losing focus on its main customer – Moto Honda. However, its experience in logistics of other products such as home appliances, hygiene and food products

has been an important basis for all Stork's strategic planning, which comes to the market prepared to serve other segments with the same excellence dedicated to two-wheeler segment transportation.



Stork has been developing its portfolio to act in various stages of the logistics flow, whether inbound, outbound or in house, always focusing on high value generation for its customers, and it has also participated actively in several new projects and competition in the segments: High & Heavy, Automotive, Controlled Products, among others.

Getting to know the stories of people who have been with the company over the years is extremely worthwhile. Here you can read some testimonials, through which Stork Logistics thanks everyone who was part of the company. Each one, on their own way, was essential for the company to reach its adulthood successfully and with many plans ahead:





FORMER MANAGERS



Stephan Gruner

Motoliner former CEO

"Motoliner was an amazing work experience. We were located in a challenging and strategic region to serve our Moto Honda customers and all the diversity of culture we had access to was amazing and rich. I learned a lot with the Support and Distribution Center staff, especially from Ceará, with the willpower to work and the creativity to bring the customer great logistics solutions at affordable costs and with incredible results. It was a happy and motivating time, with everyone working on continuous improvement for Honda. Much of the success of these 18 years is due to this great staff. May the next years be full of achievements too!"

FOCUS ON SOLVING CUSTOMER PROBLEM

Demócrates Aureliano da Costa Filho speaks fondly of Motoliner with the experience of a businessman who came to the company in 2007 as a quality analyst, went through a variety of situations and sectors and left in 2018 as a logistics manager. "Motoliner encourages people to make things happen," says Demócrates.

Initially hired to implement the ISO 9001 process, he was also involved in the areas of Human Resources, Information Technology, Purchasing, eventually helping to implement the Support and Distribution Centers in João Pessoa (2008, no longer operating today) and Porto Velho. During the financial crisis in Brazil, he worked hard with sales manager Celso de Paula Costa to find new alternatives to serve customers. As a logistics manager, he went through many interesting situations, some of which were quite curious, such as the time Motoliner had to carry out an unusual operation – transporting Honda motorcycles to Bolivia. "We accepted this challenge, but we didn't have much experience regarding the documents required by the IRS in another country. We had to reorganize documentation, make four or five trips, move the motorcycles to a Bolivian truck, coordinate ferry transportation, and yet we were able to meet the client's deadline," says Demócrates, who keeps in his memory this and many other stories from the time he helped build Motoliner's history.



Paulo Silas

Motoliner former CEO

"I am very proud of having taken part of Motoliner's history and having learned a lot, especially about the culture of northern and northeastern Brazil and also of Germany and Japan, after all, there is no way to talk about Motoliner without speaking of Honda and LSL. This trajectory was very special to me as it was my first effective job. I was hired in 2005 and promoted to CEO in 2012. I am very happy to have completed a cycle and made many friends, both Motoliner's staff and customers, with whom I still keep in touch. A great deal of my experience and the way I behave in business today has a Motoliner touch, for sure. I wish Motoliner a long life and a lot of success!"

DEDICATION

Expresso Britânico becomes part of the Stork group

Commercial operation made in October guarantees Stork entry in one more segment

Expresso Britânico, one of the leading fractional cargo and controlled products companies in the Midwest region of Brazil, became part of Stork Logistics operations in October. With the implementation of an operational agreement between the two companies, Stork, already covering the entire north and northeast region with Motoliner, now has a network of operations in the Midwest, expanding the possibilities of operations for all its customers. "We are entering a segment we haven't worked with yet and opening new markets is within our strategy of working with projects that bring added value and need specialized logistics," says managing partner Fernando Munhoz. Expresso Britânico has been in the market for over 10 years and counts on a structure for operation in the main cities of the Midwest region of the country. The company is headquartered in Campinas (SP) and has a branch in Goiânia (GO). It operates with dedicated cargo, traveling cargo and fractional cargo. The company is licensed by the National Sanitary Surveillance Agency (Anvisa) for the transportation of medicines, sanitizing and related products, and as a result, Stork enters the controlled products segment and incorporates adapted vehicles to its fleet according to the requirements of the government agency. Expresso Britânico sets the beginning of Stork's controlled products division, which will eventually also include products controlled by other government agencies and entities. "We started to develop know-how in this segment and our teams are already working on solutions to further optimize transportation for our customers," explains Leandro



Pogere, Stork Director of Operations and New Business. "This reinforces Motoliner's vocation for dedicated logistics and value-added projects." Today, the company transports sanitizers and related products to the end customer, and Stork has already begun to grow its customer portfolio in the area where Expresso Britânico specializes and it is expanding commercial work to other controlled products. "We have incorporated a great team specialized in fractional cargo to our staff," says Pogere. In addition to its dedicated team, Stork has also incorporated a number of vehicles compatible with this new segment into its fleet, featuring the latest technology and tracking systems from Expresso Britânico, including semi-trailer trucks, trucks, single rear axle trucks, ¾-ton truck, vans and fiorinos, in box and sider models.

LOOKING AT NEW MARKETS

Stork Logistics is the name of the group focused on the logistics segment of the Holding Controladora Princeton Administradora de Bens. The name Stork was not chosen by chance and recalls the care the company has with its customers' products, focusing on making them reach the final customer with excellence, quality and punctuality in all its segments: Motoliner, Expresso Britânico and others to come.

Princeton's strategic planning includes operating in new markets and one of them is being defined. They plan to rent machines, equipment and vehicles for companies. The company that will open this market within the holding company has already been incorporated and starts its operations on January 1st, 2020, with contracts with the group companies and also with other clients.

In addition, the company has been competing in target markets, offering inbound, in house and outbound logistics services, including in the high & heavy sector.

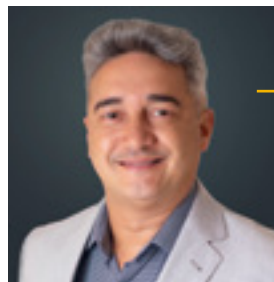
Some of the plans have already become a reality, because getting to adulthood allows us to have more dreams but keeping always down to earth and being sure they will come true. Princeton, with Stork and all holding companies, will build more history in the next 18 years!

OUR PEOPLE

The best of logistics is our people

New and old employees dedicated to delivering products with excellence

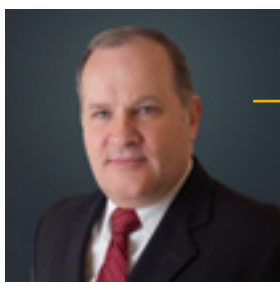
Turning eighteen years old with a good story to tell and many concrete plans for the future would be impossible without a dedicated team focused on the company's goals from the start. Stork has employees who started with Motoliner – or shortly thereafter – and are still in the company today. There is also a team who recently joined the group with the same love and commitment. Stork people are really dedicated to ensuring the best logistics for customers. In the following pages, you will learn about Stork's structure and what our people think. Make sure everyone is always ready to serve customers with creativity, punctuality and joy.



Fernando Munhoz
Managing Partner

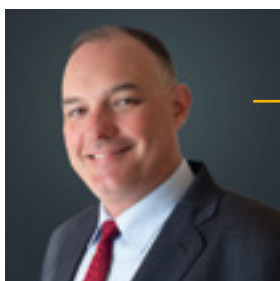
“We want to become more and more specialized to ensure the best logistics in several segments.”





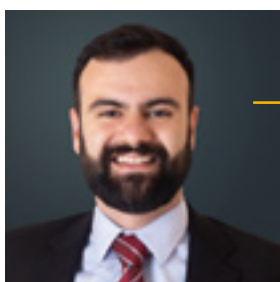
Leandro Pogere
Director of Operations and
New Business

“Our segment is the one where dedicated logistics make sense, because we are committed to the development of the best solutions for our customers, absorbing their culture and adding value with innovation, creativity, ethics and sustainability.”



Luciano Quilló
Chief Financial Officer

“We sure are a healthy company, expanding our fleet and our portfolio with the certainty that we can honor the credibility we have in the market.”



Celso Costa
Commercial Manager

“Offering the best for customers is in our DNA. From the simplest solutions, such as new routes that enable lower costs in primary routes, to more complex solutions, such as the development of clamping systems, packaging, information technology solutions, among others. From small boxes to large volumes, from souvenirs to controlled products, we are prepared to impress all our customers.”



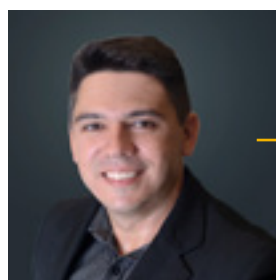
Rodrigo Valente
Logistics Manager

“Our key customer indicators are lead time and quality. No matter where, there is always someone waiting for a motorcycle to arrive and we will get there, crossing dirt roads, quagmires where we often have to be towed by a tractor, remote cities that cannot be found on the map, and our drivers are there, to deliver the product to one more Honda customer who is having a dream come true. And best of all, we do it with great joy.”



Kátia Lorenzoni
Human Resources
Manager

“Our investment in People Management is essential for the development and motivation of our teams. For a successful delivery of dreams, united, competent and committed employees are essential for the company. When we like what we do and know the impact of our activity with our internal and external clients, the work gets easier and more fulfilling.”



**Marco Antonio
Andrade Lopes Filho**
IT coordinator
at Stork since 2017

“Managing IT means to get closer to business strategy as structuring management processes helps promote the company's future vision. One of our strategic goals is to make the business more and more digital, then IT provides solutions that help meet that goal.”



Joseleno de Oliveira
Quality Coordinator, in the company since 2003

“**T**here are many things we have created, but many people don't know about them, such as the space left between motorcycles during transportation. When leaving a space between them, they don't get damaged by hitting on one another. We also make suggestions to the customer, such as mud flap protections from Moto Bros. If you look inside the factory, you will see a lot of things invented by Motoliner,” he says. Joseleno started as a cleaning assistant in the Fortaleza office, went through several functions, took many courses, and specialized in quality processes, implementing the ISO 9001, 14001 and the Health, Safety and Environment System.



Edevaldo Menezes
Logistics and Projects Coordinator, at Motoliner since 2003

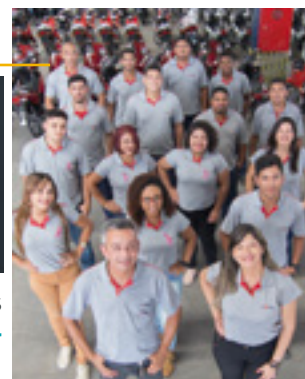
“**I**'m a little workaholic. I think about the company night and day, even on holidays; I really want Motoliner to grow as much as possible. This year, we represented the company well at Honda's NHCSs. I am happy with the changes in the company. They will bring improvements, cost reduction. For me, Motoliner is more than a job, it is a great connection in my life, and I am very grateful to see the business in development again”, says Edevaldo, with the experience of someone who started as a shipper and knows all the processes of the company.

IN THE FRONT LINE AT THE SUPPORT AND DISTRIBUTION CENTERS (PADS)

Belém



Ednardo Rodrigues
Coordinator



Largest PAD, with 44 employees, transports 14,000 motorcycles a month. Trucks leaving the Belém PAD can travel 4,000 kilometers round-trip to deliver a cargo to its customers.

Recife



Flávia dos Santos
Coordinator



Second largest volume, with a team of 25 employees. Even on hot days that reach a temperature of 40 degrees Celsius, the motorcycles have to be delivered on time, as well as when rain floods the center of the capital, Recife.

Manaus



Ednaldo de Melo Jr.
Coordinator



Honda motorcycle and car parts operation.

Fortaleza



José Luciano Campina
Coordinator



Headquarters in Caucaia, with 34 employees. Busy and well-structured PAD.

The first Motoliner employee. He started in July 2001 painting the pillars of the first shed and was soon hired as a shipper. "Motoliner is my life," says Campina, who collects company stories to write a book.

Porto Velho



Jéssica dos Santos
Coordinator



Transports from 1,500 to 2,000 motorcycles a month with a great effort to successfully deliver the goods in very remote places like Cruzeiro do Sul, on the Peruvian border. It serves the entire region of Rondônia and Mato Grosso.

TRUCK DRIVERS

Truck drivers are part of every stage of our process and are essential to ensure delivery. A team of hired drivers and dedicated outsourcing drivers have contributed a lot to the success of Motoliner's operations over the past 18 years. They are trained and prepared to be our customer ambassadors, and they perform this task with great dedication and competence.

It is through Antonio Raimundo Mendes, who has provided services to the company for several years and appears in the picture taken in Fortaleza (CE), that we honor these professionals who travel many kilometers to ensure that our customers' dreams will come true! All the Stork team wants to thank you very much!



A CRISIS TO FURTHER STRENGTHEN TIES

Imagine the largest motorcycle manufacturer in the country using different means of transportation, including road transport, both to receive raw material and deliver the product to the customer, still trying to recover slowly from the great economic crisis that the country had gone through. Now think about what happens to this factory - Moto Honda - and its managers when truck drivers decided to go on a strike, the biggest strike ever seen in this category, blocking roads and affecting logistics in many sectors. This was the scenario of the last 10 days of May 2018 and that was the moment Honda, Motoliner, LSL and dealerships came out even stronger. A crisis committee was formed by the logistics team monitoring all trucks movements and the production and circulation flow of parts and motorcycles 24 hours a day. On the other hand, logistics providers committed to monitoring all movements in real time, tried to discover alternative routes and were in constant contact with Honda. Other ways were used for emergency, such as air transportation for parts, which were also delivered at dawn by car even at the factory that, at one point, eventually had to anticipate the collective vacation of its employees. Even with the strike, Honda motorcycle delivery rates were kept at acceptable levels in the face of the scenario. When the strike was over, a massive mobilization of the entire distribution chain normalized deliveries deadlines sooner than expected. The north and northeast Motoliner Support and Distribution Centers (PADs) were crowded with motorcycles and the company mobilized the team, who worked tirelessly to ensure a return to normal flow as quickly as possible. That was a critical time for companies to understand their strengths and weaknesses and reinforce the importance of partnership.



18 YEARS OF SUCCESSFUL PARTNERSHIPS.

We value our partners and count on you for more 18 years. THANK YOU.



Understanding the present, building the future.



Business solutions for your company.



Press and corporate communication since 1999.



Carol Leviski
arquitetura e interiores

Interior architecture, renovations, spaces revitalization and related activities.



IT at your service.



Purposeful human development.



Coaching, training, lectures and workshops.



Consulting and technology.



Equipment supplier.



Brazil's first photo and video company focused on real social media content.



Accounting advisory services.

Posto Oriente

Fuel supplier.



Rasera Insurance Broker sells and manages insurance products in all branches, valuing its customers' security and tranquility.



RST Desenvolvimento de Sistemas em Alta Performance.



Advogados Associados

Providing prompt, clear and proactive legal services through a multidisciplinary and specialized team.



Differentiated communication solutions to bring your company closer to its target audience. We know how to make your business more profitable.





INTELLIGENCE IN LOGISTICS

Stork Logistics is a company specialized in transporting and storing goods which operates in dedicated logistics and value-added projects for companies in Brazil and abroad.

MISSION

Provide dedicated logistics solutions and services in Brazil and abroad, creating value in its operating markets.

VIEW

Stand out in its operating markets as a Logistics Operator that offers innovative solutions and performs services with excellence in quality and high flexibility, always seeking economic sustainability and attention to social and environmental responsibility.

VALUES

- Connection with customers
- Valuing people
- Economic, social and environmental sustainability
- Innovation and value creation
- Ethics and transparency

Rua Alberto Folloni, 1449 | Curitiba, PR. CEP: 80540-000
+55 41 3542-2000 | contato@storklogistics.com.br

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