



## Sinfo One, an important player in IT systems for distribution & manufacturing industries, opens its capital to FAI I and Tönnies

*Tönnies will support Sinfo One in designing innovative technologies to meet the needs of food industry clients*

*Fondo Agroalimentare Italiano I will accompany Sinfo One in seizing opportunities for organic and external growth in Italy and abroad*

**Parma / Milan / Rheda-Wiedenbrück, October 3<sup>rd</sup>, 2018** - Sinfo One, an Italian, family-owned company, leader in the design and development of innovative IT systems, has opened its capital to two new minority shareholders, Tönnies and Fondo Agroalimentare Italiano I, to accompany and accelerate the international growth projects already under way.

The Pomi family continues to lead the company: Rosolino President, Paola CEO, Patrizia Board Member. The whole team is confirmed and ready to leverage the support of new partners to promote a new phase of sustainable growth.

Founded in 1984 in Parma, Sinfo One has steadily grown over the years establishing itself among the leaders in the IT industry in Italy and, since 2013, also abroad. Today Sinfo One, with sales of about 17.5 M€, exports its expertise and proprietary ERP (Si Fides) worldwide, completing projects for multinational companies in Europe (Germany, UK, France, Spain...) and overseas (USA, Canada, Emirates, Australia...). Since 2016, Sinfo One is part of Redfaire International, a global joint venture bringing together Oracle's most important consulting partners.

This operation will allow the Pomi family to begin a new phase in the development of Sinfo One through the following initiatives:

- Actively participate in consolidation across the sector and expand the commercial offer to target specific new segments
- Maintain and strengthen food IT leadership, creating commercial synergies supported by the new shareholders
- Take advantage of the growing trend of IT investments and upgrades by agri-food companies (to ensure accuracy, control, quality, enhance processes, optimize reporting, accompany innovation...)

**Paola Pomi, CEO of Sinfo One**, declared: *"Sinfo One is strengthened by the arrival of our new partners, both specialists in sectors that are key to our future development, and is highly motivated, in an increasingly competitive market, to seize new opportunities in Italy and abroad."*

**Christian Kreuter, CEO of Tönnies**, declared: *"As the innovation leader in the meat sector, Tönnies believes that IT solutions are crucial to overcoming the challenges of process optimization and cost rationalization as well as in the development of new markets. We are always looking for the best and believe that Sinfo One is a strategic technological partner to achieve the growth and innovation objectives necessary to consolidate our European and global position."*

**Francesco Orazi, Head of FAI I**, declared: *"Our fund, specialized in the agri-food sector, helps innovative companies to grow and compete on international markets. Sinfo One, is an undisputed leader in its industry, in both technological and organizational issues affecting the entire food and CPG supply chain."*

Sinfo One is the fourth investment of FAI I, which recently held a €M 40 first close. FAI I and the companies it invests in benefit from the sector expertise, international network and vast resources of the Fund's sponsor, Unigrains, Europe's leading investor dedicated to the agri-food sector for more than 55 years, having supported more than 1 000 companies and with more than 150 participations companies currently in its portfolio.



## Organizations involved in the transaction

<b>Investor</b>	Fondo Agroalimentare Italiano I (Francesco Orazi, Stefano Masini) Tonnie Holding (Christian Kreuter, Carl Burger)
<b>Advisor to FAI I</b>	
<b>Legal</b>	Dentons (Alessandro Dubini, Filippo Frabasile, Alessandro Fosco Fagotto, Edoardo Galeotti, Rosalba Pizzicato)
<b>Financial</b>	New Deal Advisor (Guido Pelissero, Pietro Landenna)
<b>Fiscal</b>	Studio Pirola (Gianfranco Buschini, Federica D'Amelio)
<b>Advisor to Tönnies</b>	
<b>Legal</b>	PwC TLS Avvocati e Commercialisti (Alvise Becker, Riccardo Lonardi) PwC Legal Germania (Nikolaus Schrader, Ivo Dreckmann)
<b>Advisor to Sinfo One</b>	
<b>Legal</b>	Gatti e Associati (Amedeo Gatti)
<b>Fiscal</b>	Lazzaro Rocco Gatti
<b>M&amp;A</b>	PWC Advisory (Pier Paolo Ferrando, Maria Sofia Massaro, Domenico Blefari)
<b>Banking finance</b>	Crédit Agricole Cariparma S.p.A. (Paolo Catarozzo, Gianluca Pagano, Mario Scarica) ICCREA Banca (Francesco Piano)
<b>Advisor to banks</b>	
<b>Legal</b>	Gattai Minoli Agostinelli & Partners (Marco Leonardi, Federico Tropeano, Jacopo Bennardi)

### Information on Fondo Agroalimentare Italiano I

Sponsored by Unigrains, the Fund invests in minority stakes either in growth capital transactions or in buyout transactions as a sector specialist, in the capital of Italian agri-food SMEs with sales generally between €M 10 and €M 150. These investments go towards financing the development of companies via external or organic growth, internationalization or in the context of managerial transitions.

Managed by a team of 3 investment professionals based in Milan and with significant experience in the sector, FAI intervenes as a privileged partner alongside entrepreneurs, supporting them in their growth projects.

For more information: [www.fondoagroalimentareitaliano.it](http://www.fondoagroalimentareitaliano.it)

### About Unigrains

For over 50 years, Unigrains followed agro-food and agro-industrial companies' development providing tailor-made financial solutions in equity and quasi-equity, as well as contributing with its recognized expertise in the sector. Unigrains manages about 1 billion euros and is a partner of over 150 companies, which operate at various stages of their development as minority shareholders. It operates in particular in the reorganization of shareholders, strategic investments and acquisitions, and guarantees national and international growth.

For more information: [www.unigrains.fr](http://www.unigrains.fr)

### About Tönnies

As a multi-level company with business activities in the food industry, Tönnies makes a turnover of 6,9 billion euro. 16.500 employees work for the six business areas Meat, Convenience, Sausages, Ingredients, Logistics and International. The core business of the family company founded in 1971 in Rheda-Wiedenbrück, Germany, is the slaughtering, butchering, and processing of pigs, sows, and cattle.

For more information: [www.toennies.de](http://www.toennies.de)

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