

PRESS RELEASE

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ACQUISITION OF POINT GROUP BY ARKANCE – A SUBSIDIARY OF GROUPE MONNOYEUR

On February 28, 2020, ARKANCE - subsidiary of GROUPE MONNOYEUR - acquired a major player in the digitalization of Civil Engineering and Infrastructures Construction in Finland: POINT GROUP. It thus completes its portfolio of solutions and strengthens its dominant position in the distribution of CAD and BIM technologies.

This acquisition is in line with GROUPE MONNOYEUR's strategy to establish a leading European distribution network to support its clients - Building and Earthmoving Contractors, Mines and Quarry operators, Design Offices, Infrastructure Owners and Manufacturing Companies – on their digitalization journey.

"For several years, ARKANCE has been building a range of hardware, software and services to support the historical customers of GROUPE MONNOYEUR in their adoption of technologies to improve the productivity, the safety and the quality of their operations" says Philippe MONNOYEUR, Managing Director of GROUPE MONNOYEUR.

Historically linked to the Construction business through its CATERPILLAR dealership activities in Europe, the group was able to perceive very early on the major impact that digitization would have on its customers in the long term.

This acquisition reinforces ARKANCE as the European leader in the promising market for Infrastructure and Building Construction technologies.

By acquiring POINT GROUP, the leader in its market in Finland, the ARKANCE Group extends its distribution network while integrating a team of experts recognized and appreciated by their customers. "Finland is a pioneer country in the adoption of collaborative BIM solutions; this acquisition will enrich our value proposition around these themes for all our territories", comments Grégoire ARRANZ, ARKANCE's CEO.

"In order to continue to grow, we need to be part of a larger entity. Through the deal, we will be able to take the industry's expertise to the next level and grow it throughout the European market. It was particularly important to us in the deal that the new owner had a similar approach. It was great to see how the values of the POINT GROUP and ARKANCE combine: the customer is at the center and the staff and expertise are valued. These are the main pillars of this trade. We will continue our current activities as part of a larger organization that values localism. This will enable us to focus more on our core mission of managing our customer relationships", says Tuomas HÖRKKÖ, CEO of POINT GROUP.

After a transition period, the POINT GROUP's team will operate under the ARKANCE SYSTEMS banner, the ARKANCE division dedicated to the implementation of BIM & CAD solutions.

About POINT GROUP

POINT GROUP is established in Espoo since 1989 and employs 40 people. The group was the first to introduce BIM in Finnish infrastructure projects and today holds 90% of the Finnish CAD/BIM market for infrastructure construction.

Its customers particularly value the technical expertise and integrity of the group's experts.

POINT GROUP has a close relationship with its historical supplier TRIMBLE but also strong relationships with other partners such as AUTODESK and M-FILES.

About GROUPE MONNOYEUR

GROUPE MONNOYEUR, a family business founded in 1906, provides to its customers from the construction and industrial sectors efficient and productive machines and handling solutions – through the distribution networks BERGERAT MONNOYEUR, APROLIS and IPSO. In addition, GROUPE MONNOYEUR supports its customer to answer their energy supply and digitalization challenges through our dedicated subsidiaries ENERIA and ARKANCE.

About ARKANCE

The value proposal of ARKANCE is to support its customers in their digital transition through a European network of experts. With 300 employees working in 4 divisions - ARKANCE SYSTEMS, ARKANCE OPTIMUM, ALLTERRA and SITECH – the group partners with global leaders, in particular AUTODESK & TRIMBLE – to distribute and implement solutions dedicated to optimizing all phases of the life cycle of a Construction or Industrial project, from offices to jobsites.

About ARKANCE SYSTEMS

In ARKANCE organization, ARKANCE SYSTEMS is focusing on delivering a complete software and application expertise for all phases of the construction project lifecycle. After these acquisitions, ARKANCE SYSTEMS counts now 250 employees including more than 120 application engineers supporting 45,000 users through a European network established in France, Netherlands, Belgium, Luxembourg, Poland and now Finland and will continue to invest as part of its strategic development. Its experts are at the forefront of all topics concerning BIM, digital twins, industry 4.0 and other IoTs. ARKANCE SYSTEMS is an AUTODESK® PLATINUM reseller and TRIMBLE AUTHORIZED CHANNEL PARTNER on territories where the group operates.

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