

Press release

New construction methods, simulation and digital twins, industrialization of construction and energy saving renovation, sustainable infrastructure...

Arkance reinforces its service offering to help construction and industry stakeholders meet the new market challenges

Saint-Denis, 15th of February 2021

Monnoyeur Group subsidiary Arkance and its 650 employees provide support to more than 50,000 companies of all sizes from a wide range of industries in projects to digitalize their design, production and service operations. Since its creation in 2011, Arkance has grown to become a major European player in digitalization, partly through external growth transactions. In a few years and through a dozen acquisitions, the Group has established itself in Benelux, Poland, Romania and Finland as well as in Central Europe (Czech Republic, Slovakia, Hungary), with annual sales increasing from €40 million to €160 million. This continental presence is one ingredient in Arkance's recipe for success.

The distribution of solutions from leading and innovative partners is another key success factor for the Group. Among the most significant of these partnerships are those with Trimble®, for more than a decade now, and more recently with Autodesk®, for which the Group has become the 3rd largest European reseller. With these portfolios and its European network of experts, Arkance supports clients in the construction sector (for both buildings and infrastructure such as roads and railways) and industry in their digital transition with solutions for design and collaboration: technology and services for 3D design, building information modelling (BIM), generative design, digital twins, etc.

Arkance stands out from traditional distributors of design software, surveying equipment and machine guidance systems –its historical activities– for its ability to enhance the solutions of its partners such as Trimble and Autodesk. It does so by accompanying them with **high value-added services and by offering its own application development capabilities to optimize specific design and production workflows.**

It is in this spirit that the Group's latest acquisition –AGACAD– was made on 15 January 2021. This Lithuanian software developer has made a name for itself worldwide as a creator of professional extensions for Autodesk® Revit. Its mission of accelerating the adoption of BIM by creating solutions based on the experience of the most advanced practitioners has already won over some 13,000 users of its tools in over 130 countries. Some of the software produced by AGACAD have become **must-haves for the design and fabrication of wood, metal and concrete structures.**

Arkance is thus embarking on a major shift in its business development strategy, as **Grégoire ARRANZ, Group CEO**, points out: *"After the geographic expansion of recent years, we now are expanding our software production business. Our technical experts and developers are driving forces of the Group, and as such we are proud to add the AGACAD team to them. We are also very interested in hearing from other*

creators of relevant technologies who, through distribution partnerships or equity investments, would like to benefit from Arkance's access to the European market and add their solutions to the portfolio we offer to our customers."

Further detailing Arkance's roadmap, the CEO adds: *"In the countries where we operate, post-COVID recovery plans are growth drivers and will benefit many of our clients in industry and construction... provided they understand the transformational challenges they face, things like reducing carbon footprint, adopting low-carbon materials and processes, recycling and waste reduction, designing sustainable, reversible, multifunctional buildings, anticipating deconstruction, off-site construction. Arkance is their ideal partner for understanding these transformations, since in addition to our in-depth knowledge of the issues involved – many of our employees come from construction or industry– we have mastered the key technologies involved in the digitalization process."*

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