



Let's **advance** the way we work
together to **build a better world**

Grégoire ARRANZ
ARKANCE CEO

CADforum, Valeč, October 1, 2024



A strong history in providing B2B services



Founded in 1906



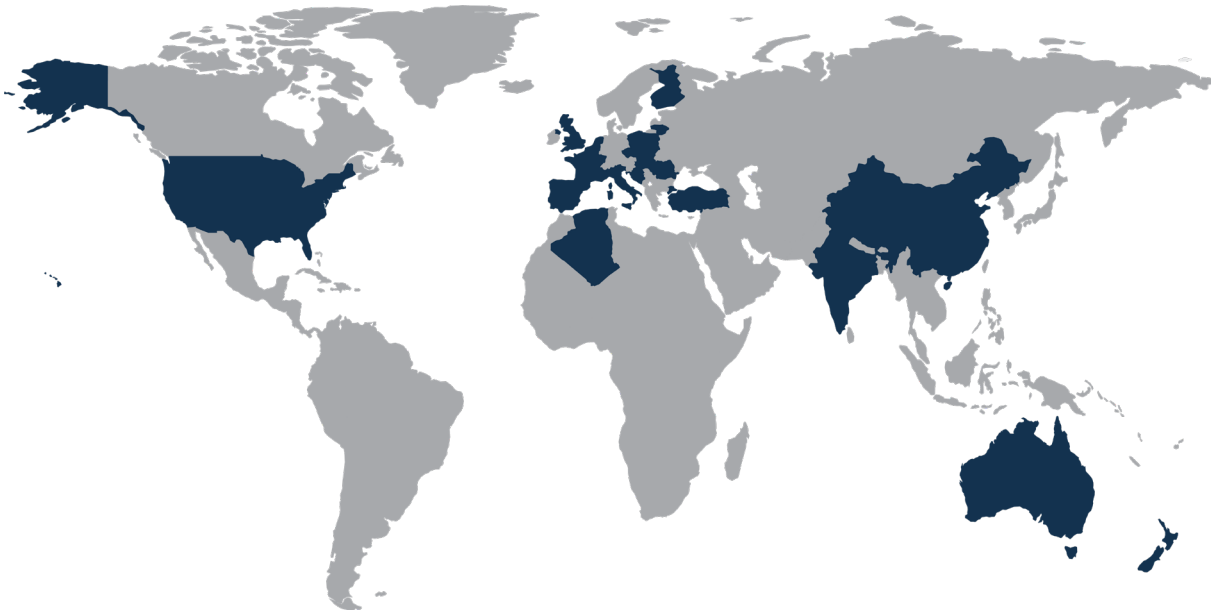
>8 500 employees



3B€ revenue in 2023



19 countries



Construction Machinery



Bergerat Monnoyeur



Energy & Power Generation



Eneria

Agriculture Machinery



IPSO
Agricultura

Construction Rental



Aprolis

Construction Digitalization



ARKANCE

Specialized Services



CHRONO
flex
GCS
GÉNIE CIVIL SERVICES



Global leading partner for digitalization in construction and manufacturing industries

Our mission is to deliver world class services and digital solutions that inspire and empower you to **Design, Build, and Deliver** projects that are more **Profitable** and **Responsible**:

Partner to build Smarter



1st Autodesk Global Platinum Partner



World's largest service provider for Autodesk software



Proprietary add-on software solutions





Grégoire ARRANZ
Chief Executive Officer

- 500 m€ Turnover
- 1 300 Employees
- 400 000 users
- 4 business units
 - US
 - EMEA
 - APAC
 - PORTFOLIO



Daniel Counts
EVP AMERICAS



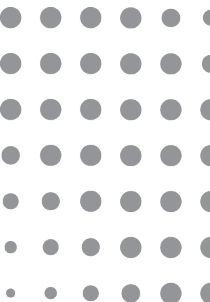
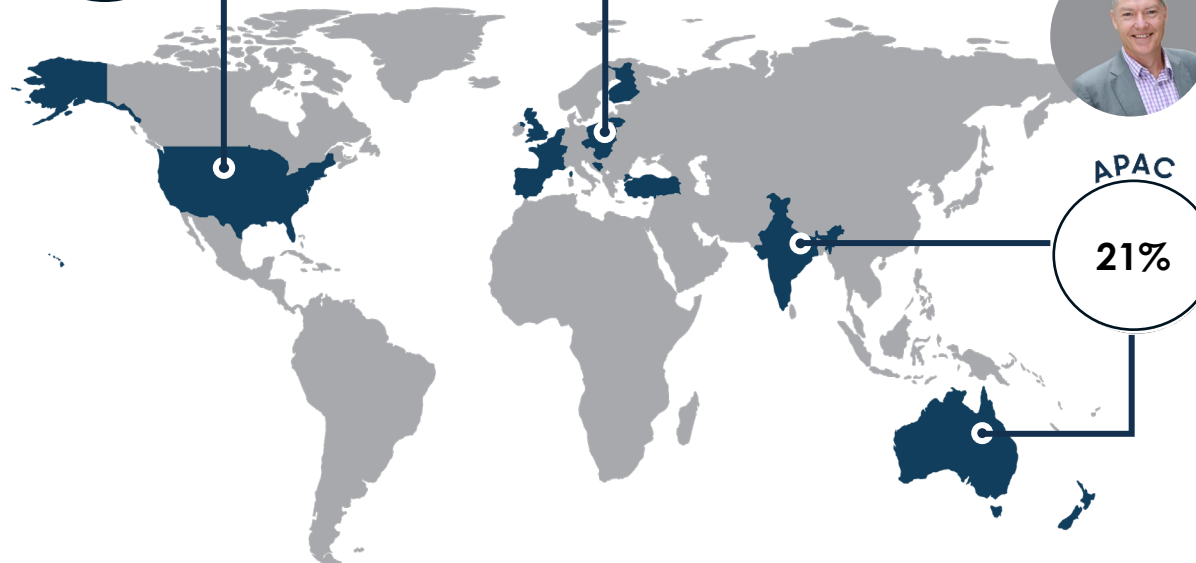
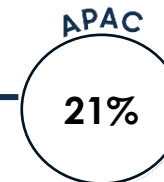
Roxana Bressy
EVP EMEA



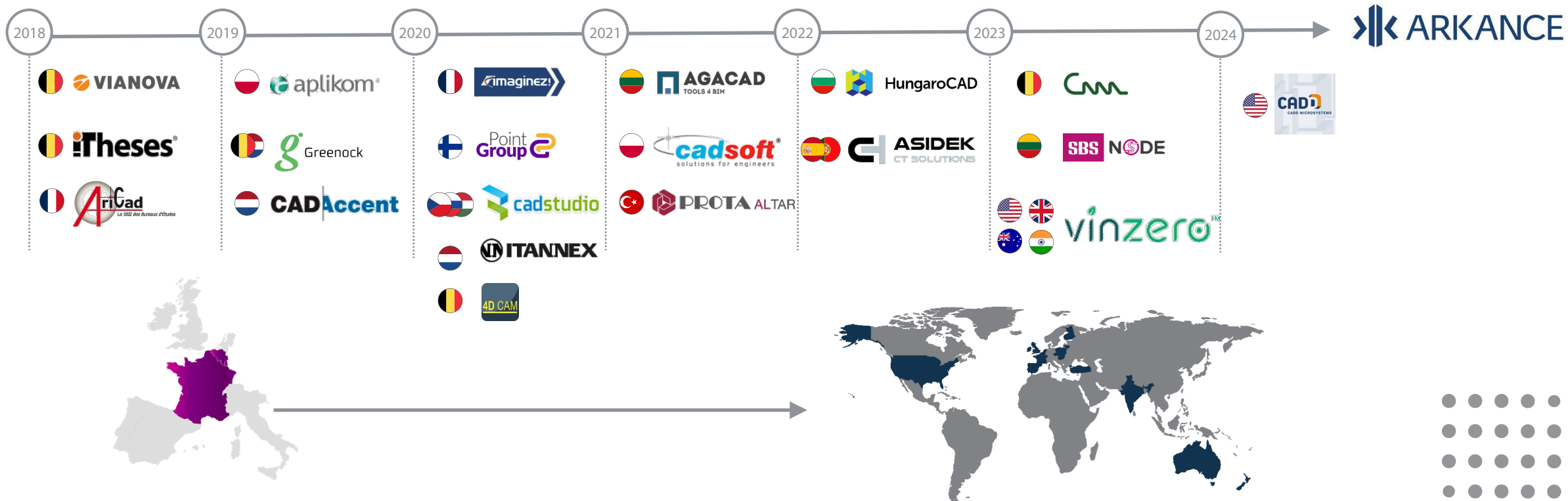
Christophe Ho Van
EVP Portfolio



Shaun Butler
EVP APAC



Since 2018, investing in ARKANCE development has been a key pillar of the Monnoyeur strategy





EMEA organisation update

Roxana BRESSY
ARKANCE EMEA CEO

CADforum, Valeč, October 1, 2024



ARKANCE EMEA

Regional Organization



283 M€ Gross sales in 2024



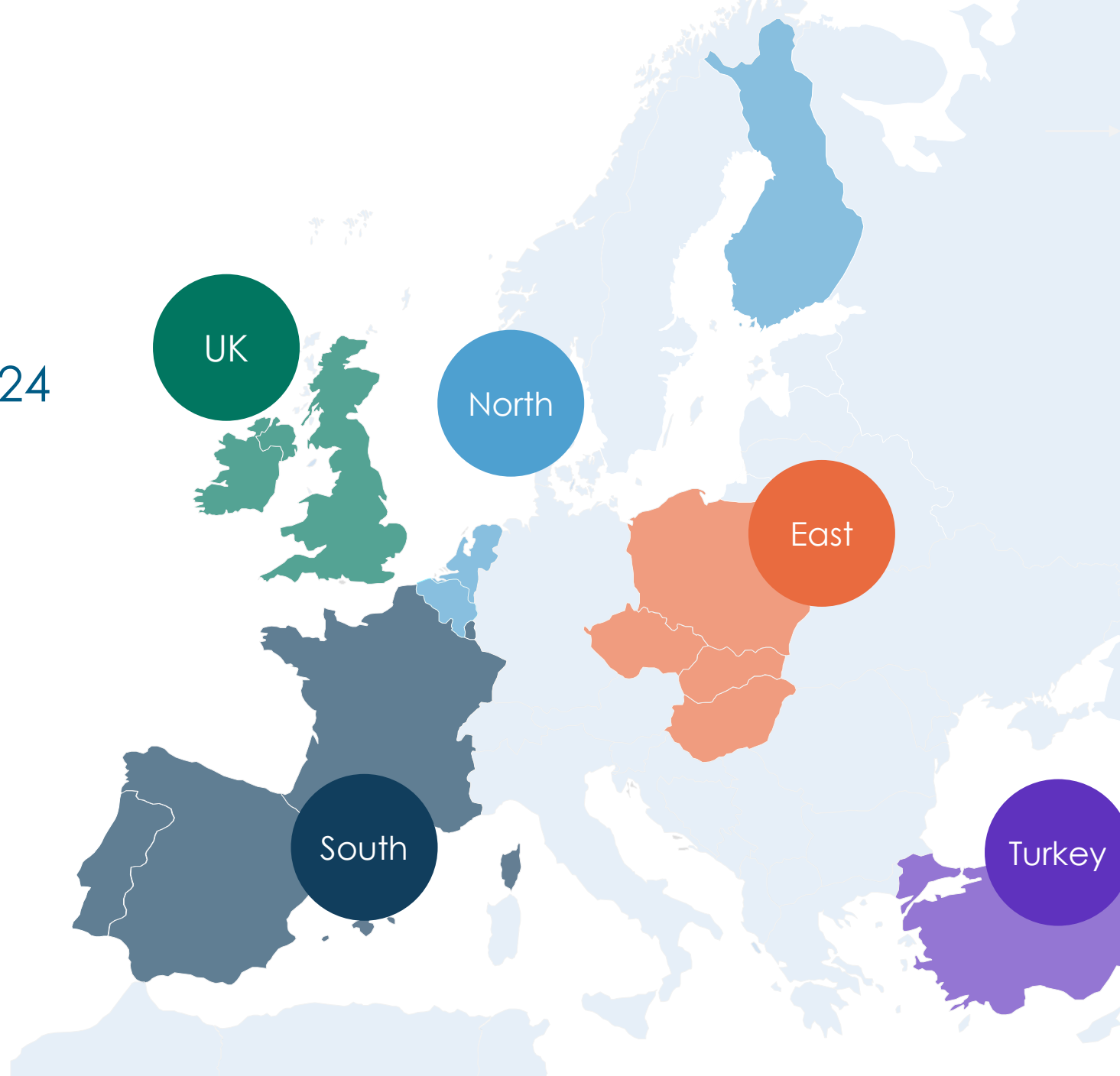
>700 employees



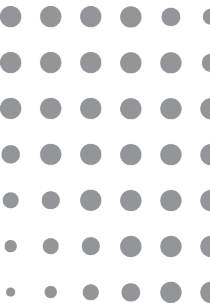
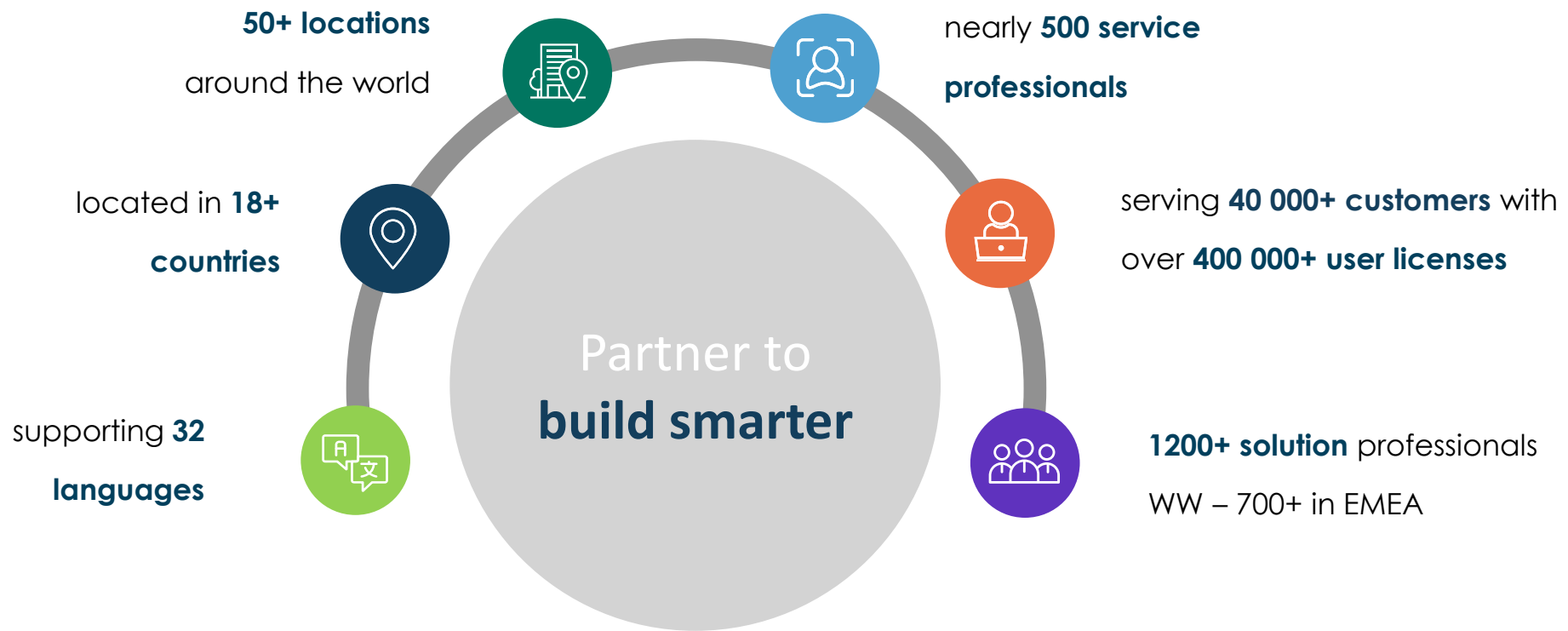
14 countries



40 000 Customers



The **world's largest service** provider for Autodesk software



Partner to **build smarter**

Our vision is to be the leading digitalisation partner for construction and manufacturing sectors.

OUR AMBITION



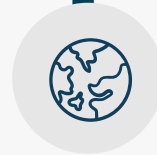
Global team with
nearly 6000
capabilities



Follow-the-sun
operating model



Accelerate
innovation and scale



Completed
integration of 19
specialized entities
around the world

ARKANCE CZ



Autodesk #1 reseller in AEC, D&M, PSBE



28 M€ Gross sales in 2024 (10% of EMEA)



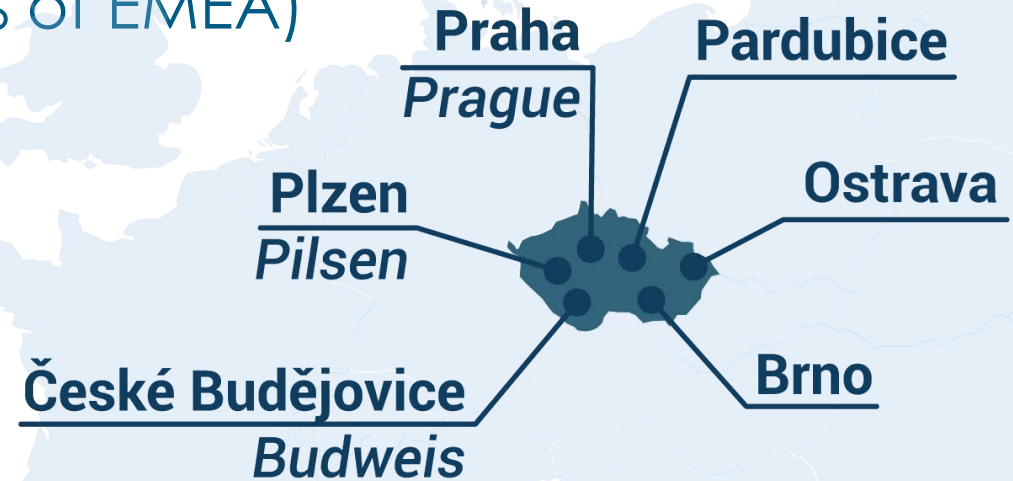
>110 employees



6 locations



>17 000 customers





Welcome Darius Germala

Regional Sales Director for CZ, SK, PL, HU
and General Manager CZ&SK



CADforum, Valeč, October 1, 2024





Thank you

