



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



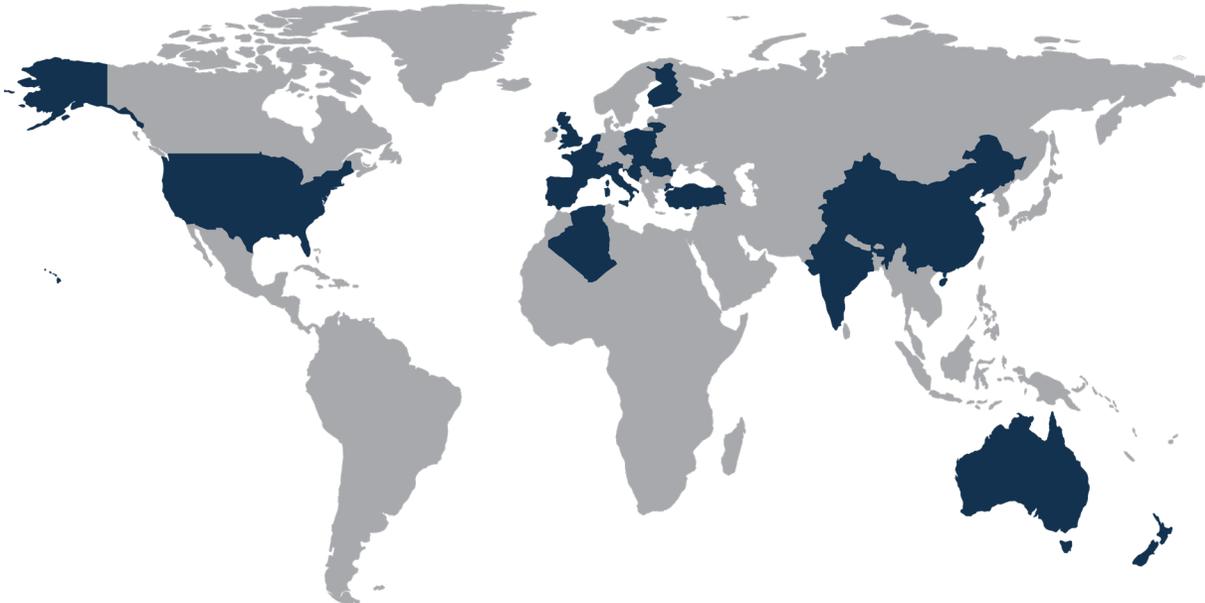
>8 500 employees



3B€ revenue in 2023



19 countries



Construction Machinery



Bergerat Monnoyeur

Energy & Power Generation



Eneria

Agriculture Machinery



IPSO
Agricoltura

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



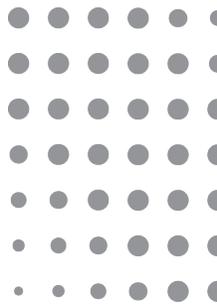
1st Autodesk Global Platinum Partner



World's largest service provider for Autodesk software



Proprietary add-on software solutions



ARKANCE



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



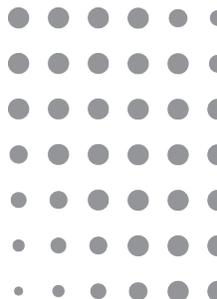
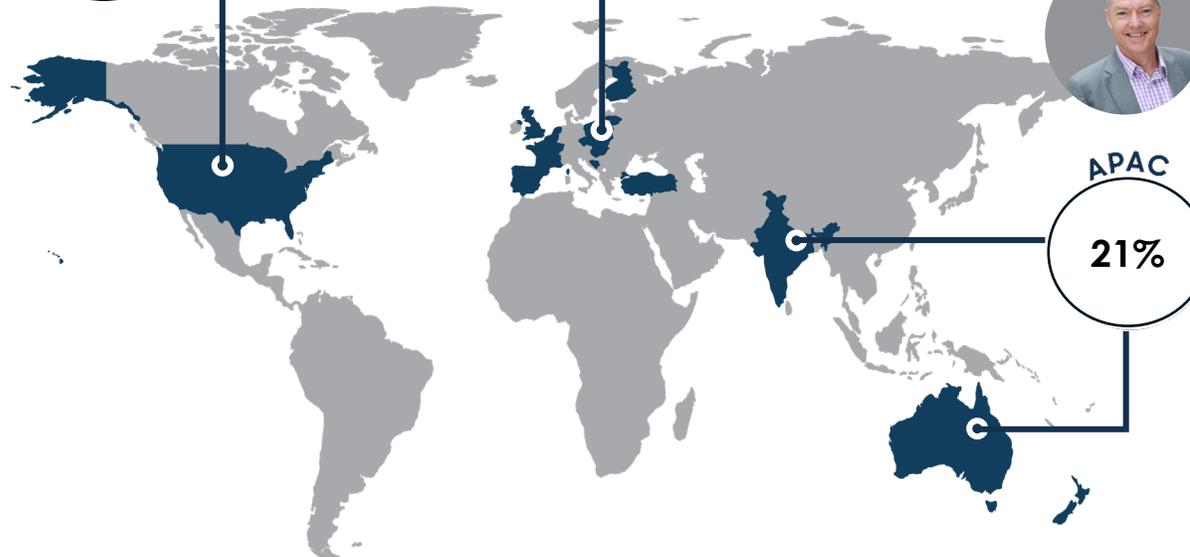
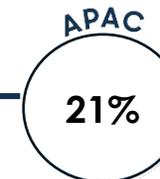
Roxana Bressy
EVP EMEA



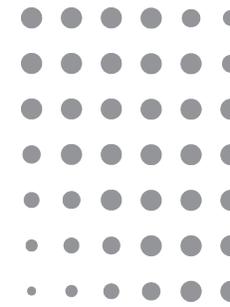
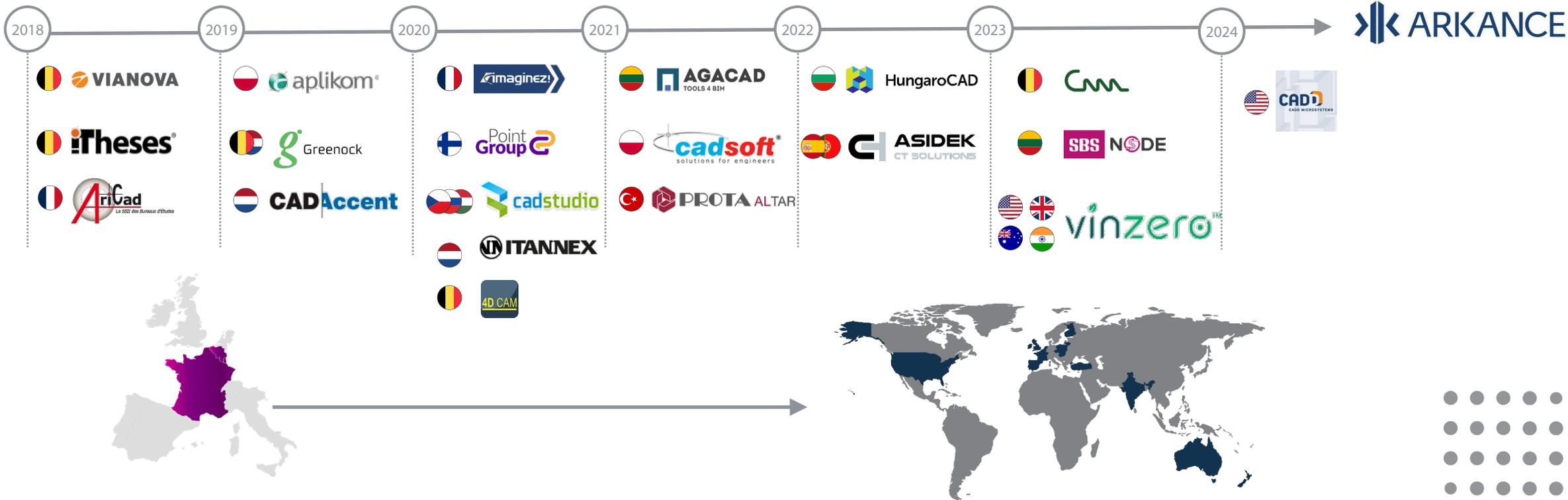
Christophe Ho Van
EVP Portfolio



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

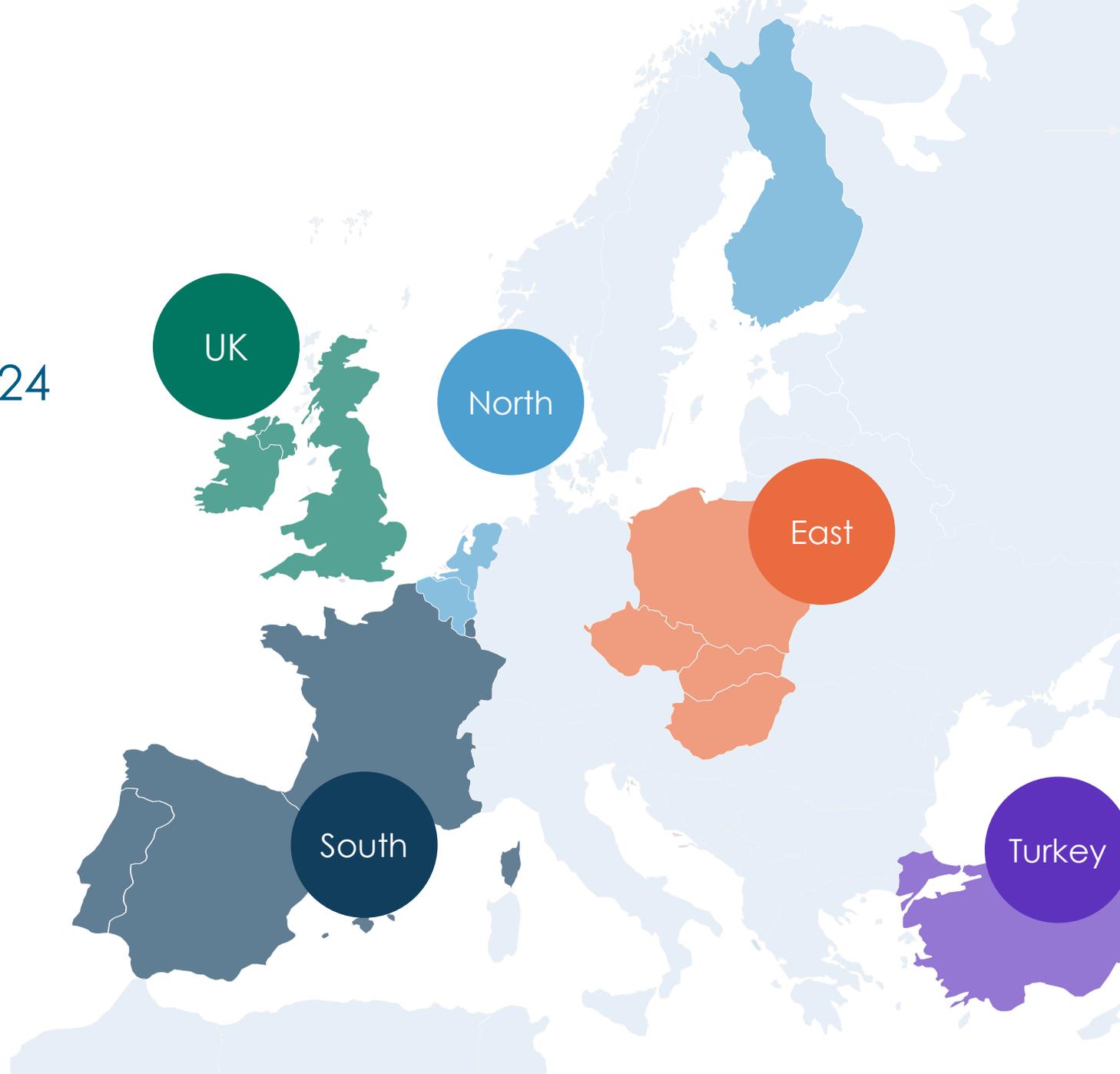
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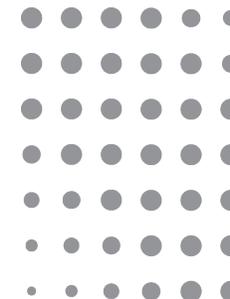
ARKANCE EMEA

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

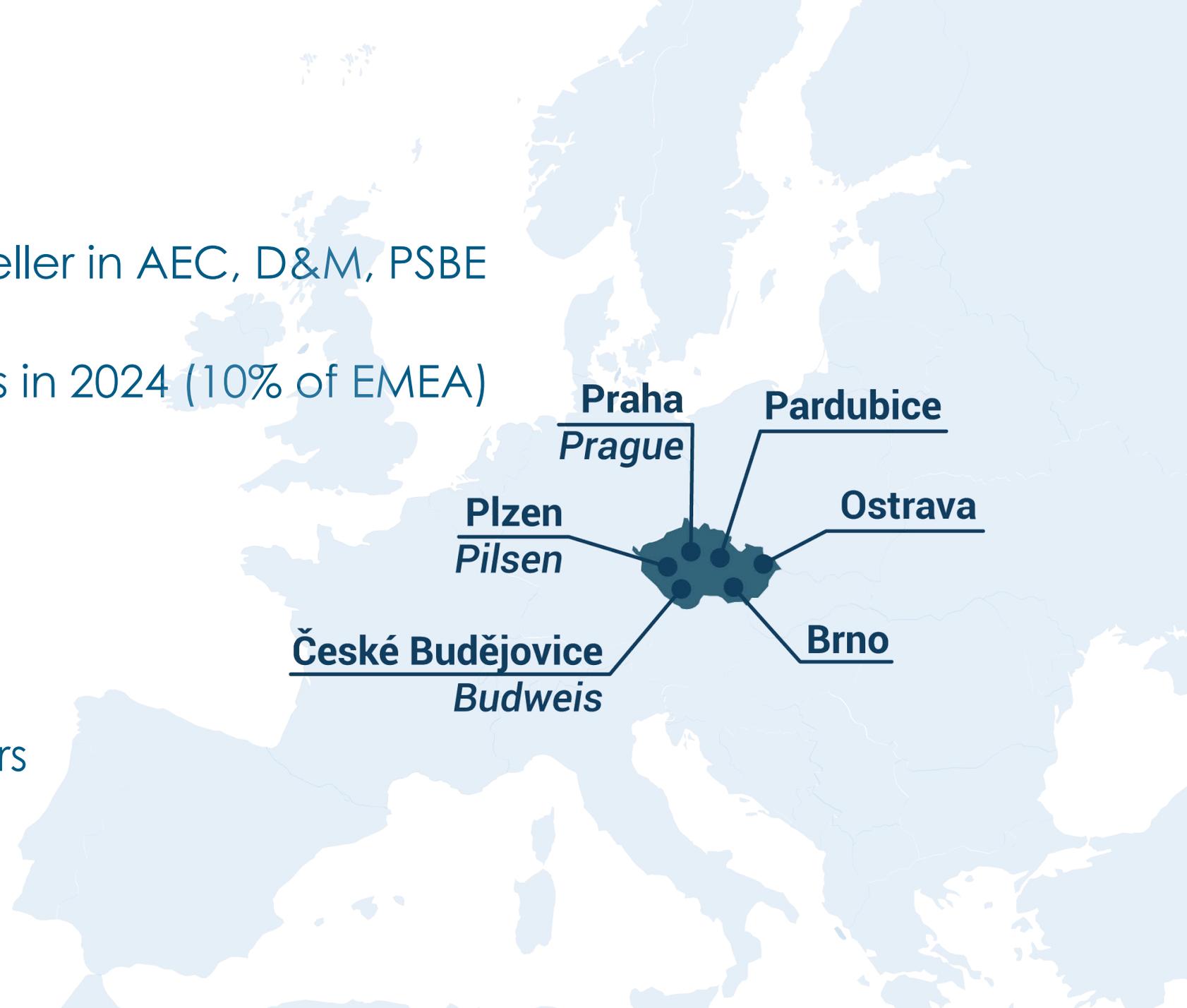


Completed
integration of 19
specialized entities
around the world



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

