

Press release

April 26, 2022

**Sogelink joins forces with Focus Software to strengthen its position
as a European Construction Technology leader,
with the support of Keensight Capital**

Sogelink, a leading provider of software solutions for infrastructure, construction, and property management professionals, today announces the acquisition of Focus Software a Norwegian leader in Building Information Modelling software, to continue reinforcing its leading pan-European Construction Technology offer.

This new transaction, completed simultaneously with the acquisition of LOCATIQS Group, will open perspectives for the Group in the Nordics region and allow it to develop its expertise further in early stages construction design solutions. As the majority shareholder of Sogelink, Keensight Capital has worked together with the management of the two companies to make this acquisition possible. As part of the merger, the co-founders of Focus Software have decided to reinvest in the extended group.

Established in 1996 and headquartered in Billingstad, near Oslo (Norway), Focus Software is a market leading Building Information Modelling (BIM) software company. It provides its software solutions to a wide array of clients and over 16 000 users, ranging from private companies (home builders, architects, landscape architects,) to engineering consultants within infrastructure and building to public authorities.

Focus Software is composed of around 50 highly skilled professionals that have developed and integrated various early stages construction design solutions throughout the years. These include software solutions such as applications or cloud-based collaborative tools that allow, among others, to present digital plan data with the authorized & correct geometry; to prepare land acquisition drawings, tender specifications on graded networks, or building specifications according to specific regulations or frameworks. Since its inception 25 years ago by 6 co-founders, Focus has grown significantly through strong organic growth Its customer base is developed in the Nordics region, notably in Norway and Sweden.

Sogelink is the partner of choice for construction companies, network operators and public authorities in their digital journey. It brings innovative software solutions across the entire lifecycle of an asset. With this new acquisition, Sogelink has successfully combined organic growth with a proven ability to integrate teams with nine companies acquired over a 5-year span.

Along its recent development in the Benelux with the acquisition of LOCATIQS Group, Sogelink is now expanding its activities in Northern Europe as well as its expertise in the field of BIM software. This partnership will allow Sogelink to complete its expertise in the early stages of the value chain, thus consolidating its European leading position across multiple construction technology markets.

With more than 650 employees across Europe, total revenues of more than €130 million and a double-digit organic growth trajectory, this merger will allow the group to reinforce its organic growth in its core geographies, all the while accelerating the international roll-out of its product offering across the entire construction value chain. It will also increase the financial capacity and combined expertise available to drive further innovation and selective acquisitions.

Fatima Berral, CEO of Sogelink, commented: *“Focus Software was a natural fit to complete Sogelink’s offer on the project design segment, which intervenes upstream in the value chain. Together, we share a common client culture oriented towards public authorities, construction companies, architects and civil engineers that will help us develop the Group’s presence in the Nordics. Gaining access to this new geography will allow Sogelink to enter a very dynamic and innovative construction market and to reinforce itself on the engineering & BIM software segment.”*

Pål Eskerud, Chief Executive Officer at Focus, added: *“We are very proud to integrate the Sogelink Group in which we have found a solid and trusted partner to keep on developing our presence*

throughout Europe. We believe they are the best fit for us at Focus Software and we are looking forward to working together and share our knowledge to further shape the future of construction technology.”

Jean-Michel Beghin, Managing Partner at Keensight Capital, continued: “With this second acquisition, along with the one of LOCATIQS Group, Sogelink is growing at a fast pace to consolidate its position as a real European leader in Construction Technology. Keensight Capital is proud to have contributed once again to this acquisition process and will continue to support the Group in its future development endeavours.”

Notes to the Editor:

Sogelink
www.sogelink.com

Sogelink (born from the merger between Sogelink and Geodesial Group in 2021) is a pure software, cloud and mobile solutions provider for the construction sector and has driven the digitalisation of its ecosystem over two decades. Sogelink aims to make construction simple for everyone and everywhere. We support every stakeholder (e.g. civil engineers, land surveyors, contractors, network owners, engineering design offices and public authorities) involved in the infrastructure, building sites and urban resource management ecosystems, offering an innovative and efficient approach to digital transition, building information and city information modelling. Sogelink is the undisputed leader of the Construction Tech market in France serving over 34,000 clients and 138,000 users ensuring continuity of data from field to office, across the entire value chain.

Focus Software
<https://www.focus.no>

Focus Software was founded in 1996 with the goal of delivering and developing BIM software for the construction and building industry. The software spans from structural analysis and project administrative software to Civil 3D and Revit applications for architects, landscape architects, building engineers, civil engineers, contractors, and public authorities. The solutions cover the whole value chain from land acquisition and zone planning to BIM modelling and detail design. Focus Software is an Autodesk Gold Partner, a relationship that has lasted since the company was established 26 years ago. In addition to software the company also offers value added services such as training and consultancy for the construction industry. Focus Software is a major supplier of subscription based software to the Construction Tech market in the Nordic region with the focus on Norway, serving more than 16,000 users.

Keensight Capital
www.keensightcapital.com

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €10 million to €400 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision. Keensight Capital's success has earned it a Gold Award from the Private Equity Exchange & Awards each year for the last five consecutive years, and in particular, the Best European Growth Private Equity Fund.

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