

OFFICIAL PRESS RELEASE

DIMO Maint, a DIMO Software subsidiary, acquires Apisoft International, publisher of the OptiMaint solution and strengthens its position as leader on the French CMMS market.

Limonest, January 5, 2016 – DIMO Maint announces the acquisition of Apisoft International, a recognized CMMS player in France. ***This operation, which includes the integration of 22 Apisoft International employees (Resources & Development, Customer Support and Business), will mean the creation of a major French and international player in the CMMS market (3500 customers worldwide). This merger will provide a wider range of expert solutions for Small, Medium and Large Enterprises of national or international scope.***

OptiMaint: a recognized solution on the CMMS market

Apisoft International, whose **turnover for the 2014-2015 financial year is € 2.2 million**, has over **1,000 clients** of its OptiMaint solution. **Developed in France, the CMMS OptiMaint** is marketed in France and abroad through a network of retailer partners. For over **20 years**, Apisoft International has been offering small, medium and large enterprises **a comprehensive solution for managing and organizing the maintenance function, easy to use, quick to deploy and suitable for all business sectors**: Industry, Facilities management, Services, institutions.

Jean Paul Genoux, Managing Director of DIMO Software, explains:

"The acquisition of Apisoft International strengthens our position in the market for computerized maintenance management systems(CMMS) and responds to the group's external growth strategy begun in 2001 by DIMO Software. **In addition to the financial and commercial dimensions, this merger is of significant human value in terms of the acquisition of individual skills, experience and collective know-how. Sharing best practice between the employees of both companies and sharing information between those in charge of the different departments is a decisive key success factor.**

With its innovative approach, OptiMaint is among the first maintenance management software programmes on the French market. Its prestigious references include: **Dassault Aviation, Onera, Safran Turbomeca, UTC Aerospace Systems, etc.** In 20 years, the solution has developed to offer customers a simple, user-friendly and powerful product.

Our strong growth that started several years ago will be further amplified as a result of our new ability to cover all the needs of all market segments in France and internationally. We are very pleased to welcome today the employees of Apisoft International into the DIMO Maint subsidiary of the DIMO Software Group, created as a result of two successive successful takeovers. **The new entity is expected to reach €7 million and total 70 employees, clearly defining us as a major player in Europe**".

"This acquisition perfectly complements our range of CMMS solutions. **DIMO Maint now has a unique offering in the market, able to meet the demands of SMEs, SMIs and major groups.**" adds Jean Luc Sanjosé, DIMO Maint sales manager.

Strong synergies between Apisoft and DIMO Maint

Christian Jahier, founder and manager of Apisoft International since its creation in 1994, says: "After over twenty years directing Apisoft, **I decided to sell my company so that I can retire** in April. To choose the buyer, I had set myself **two priorities: keeping all of the Nantes staff (22 people) and maintaining the OptiMaint software**. Among the proposals I received, I was at once attracted by that of DIMO Maint. Not only because it perfectly met with these two objectives, but also because **I was convinced that the combination and synergy between the two companies Apisoft and DIMO Maint would make it possible to consolidate a major CMMS player in France and internationally**. From the very first meetings, **both teams got on perfectly and the desire to build and move in the same direction was very strong**. So today I'm very confident about the success of this merger, and **I am convinced that our customers, who have chosen OptiMaint, will be the first to benefit from this success**. I would like to thank these customers for their trust and loyalty, which have largely contributed to the development of Apisoft since its inception. I would also like to announce **the upcoming release of OptiMaint v.7**, a new version of the software completely rewritten with the Microsoft development tool: Visual Studio 2015 and C # language. This development started 4 years ago now, and should be available in the second half of 2016; it will be quickly followed by other versions taking into account the many changes requested by our users, whose needs change quickly with recent technological developments. **So I send all my best wishes to the DIMO Maint / Apisoft "couple" for it to become a major player in the field of CMMS, for the greater satisfaction of its customers both present and future**".

Simon-Pierre Vrait, Apisoft sales manager, adds: "**This merger between our two companies is a real opportunity** for everyone. In fifteen years at Apisoft International, I have followed

the development of OptiMaint software, the increasing number of users (over 10,000 people start the application each day throughout the world) and the increase in the workforce (from 4 to 23 people). We have always been committed to a **close relationship with our customers**, building on their requests to develop the software, imposing on ourselves a **high level of responsiveness and quality of service**. A recent user survey of OptiMaint software, carried out by an independent body, demonstrated that **98% of our customers were satisfied or very satisfied with our services and software**.

DIMO Software is a large group that will give us the necessary breath of fresh air develop our service quality.

DIMO Maint now allows us to have **a panel of CMMS solutions letting us respond objectively and effectively to all market demands**. As a subsidiary of DIMO Software, this entity enables us to **keep the human dimension that we are very attached to**. The merger between our staff has allowed us to confirm that we had **the same sense of service**, we share **the same ethics** and **the same passion for our business**.

And with our locations in France, and the merger of our distribution networks worldwide, **we are able to offer even more proximity to our users**.

By today becoming one of the major players in the global CMMS market, we provide our customers with an assurance of durability for our OptiMaint solution, a software that we have built together over the past 20 years.

About DIMO Maint

DIMO Maint is a subsidiary of DIMO Software, specializing for over 20 years in Maintenance Management software. With 2,500 customers worldwide DIMO Maint is now positioned as a leader on the maintenance solutions market (CMMS & Customer Service). Its scalable range of easy-to-use software is quick to deploy and is translated into 14 languages to meet all needs, from SMEs to Major International Accounts in all business sectors.

www.dimomaint.fr

www.dimomaint.com

About DIMO Software

For 20 years, DIMO Software has been combining its two activities as editor and integrator of management solutions to serve the same mission: providing its customers with the best software innovations so that they can concentrate on the essentials: their business.

To do this, DIMO Software operates in eight areas of expertise: CRM, Business Analytics, Dematerialization and Processes, HR Management, Tax Management, Maintenance, Finance, Travel and business expenses.

The solutions edited and distributed by DIMO Software address mid-cap and large companies, in all sectors of activities as well as public institutions.

Based in Lyon, Nantes, Paris, Biarritz, Madrid, Milan and Toronto, DIMO Software has been growing steadily since 1995. In 2015, and before it acquired Apisoft International, it had 315 employees serving 6,000 customers in 90 countries and achieved a turnover of €30 million.

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