



Media Release

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Embargo until notified

A2K Technologies, a RIB Group Company, commences global growth with investment into Cadline, an industry sales and solution leaders in the UK and Netherlands.

A2K Technologies Pty Ltd a 60% subsidiary of RIB, today announced the signing of their first global expansion investment agreement with UK based company Cadline Limited.

Paul Laycock, Global CEO A2K and Chief Global Advisor for RIB Partner Investment Program today said “A2K’s investment in Cadline, supported by RIB, will enable us to expand our market position into Europe for Autodesk solutions, and through the bundling of competencies with the RIB SaaSplaza team, rapid market penetration will be made possible for MTWO.” Cadline is a well-established and respected reseller of software to the Building and Construction market in the UK and Netherlands with over 30 years’ experience in the field and over 30,000 users. The company is ISO 9001:2015 certified and headquartered in Staines-Upon-Thames, near London, with another 6 offices throughout the UK and is a 100% subsidiary of Utrecht, Netherlands with a turnover in excess of USD 37 million.

Richard Robertson, Business Development Director of Cadline said “We are excited to work together with A2K and the RIB team to continue to rapidly grow current solution sales and additionally deliver one of the most advanced and future oriented cloud AI based enterprise ERP solutions to the Real Estate and Construction Industries in an age that requires construction leaders to develop and expand a mindset for digitization.”

Cadline has extensive industry knowledge across the MTWO market space and as such will be able to immediately promote MTWO into the Building, Construction and Real Estate industries. Cadline has a very strong sales focus with 35 of their 100 employees dedicated to sales. Additional sales staff will be employed specifically as part of a separate, specialised MTWO team.

“We believe that with MTWO technology we can provide our customers with a solution, which is easy to implement and use to push the digitization and transformation of a whole industry,” said Mr Robertson.

As part of a global expansion strategy for A2K’s Autodesk solutions and RIB’s rapid MTWO deployment strategy, Cadline’s MTWO business unit will be able to focus solely on selling the MTWO solution as RIB’s previous 100% acquisition of SaaSplaza, a company dedicated to the delivery of solutions on the MTWO platform, will provide the platform for the MTWO delivery without needing to train Cadline staff in SaaS delivery. This strategy will be used for multiple additional acquisitions and investments to ensure the MTWO sales targets are met in the minimum time necessary.

The investment in Cadline is the first deal under RIB’s 60% subsidiary A2K and expands RIB Group’s market knowledge in Europe significantly. As part of the push for MTWO market spread it provides RIB with another highly skilled reseller in the construction space and follows RIB’s previous investments in the area to build up the world’s first vertical cloud for the construction and real estate industries.

A2K has, via its 60% investment from RIB, acquired 20% of Cadline shares at a total cost of GBP 2.4 million. As part of the agreement, Cadline will invest more than USD 1.23 million of its own funds to achieve the expansion of the MTWO technology over the next three years.

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Together, A2K, RIB and Cadline are targeting to win 10,000 MTWO users by 2020 and 100,000 MTWO users in the mid-term, whilst supercharging its growth of Autodesk solutions in the UK.

“MTWO is targeting to win 2 million users worldwide in the mid-term and is today one of the most advanced cloud-based enterprise solutions in the AEC and EPC industry,” said Mr Laycock.

Mr Laycock went on to say, “We will continue to focus on executing our announced investment strategy and integrate MSP partners in other areas of the world to offer the MTWO platform to more Construction and Real Estate companies to offer access to our iTWO Technology to at least 80% of the global market.”

A2K Technologies is excited to have Cadline as its first announcement in its plan of a global corporation to provide solutions to the Architectural, Construction, Engineering and Mechanical Engineering business sectors.

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Interview opportunity available with Paul Laycock, Global CEO A2K and Chief Global Advisor for RIB Partner Investment Program.



About A2K Technologies

A2K Technologies fosters innovation through delivering software and hardware solutions, consulting, training, development and managed services.

Our highly knowledgeable and industry-experienced staff from the Architecture, Engineering, Construction, Infrastructure, and Manufacturing sectors enhances our customers' organisational capabilities, to deliver on project outcomes and differentiate from the competition.

With a great footprint throughout the ANZ region, A2K has strategic partnerships with many major software and hardware vendors, including Autodesk, Microsoft, Adobe, HP, Bluebeam, Ultimaker, Symantec, and Citrix.

We have become a trusted technology advisor to our customers through the breadth and depth of our service offering and technical expertise, our commercial flexibility and high levels of customer service and understanding. *Think technology. Think A2K.* www.a2ktechnologies.com.au

About Cadline

Cadline has a passion for its business but also a passion for its customers' businesses. Cadline's expertise has made it the leader in the fields of Architecture, Engineering, Construction and Manufacturing and maintains this position by the continuous development of knowledge and skills within its teams.

Cadline provides guidance on the latest design, analysis, data management, collaboration and business process platforms to solve everyday challenges and improve business performance. Its team is committed to delivering technical excellence during implementation, technical support, training, consulting and change management services. cadline.co.uk

About RIB Group

RIB Software SE is an innovator in building and construction industry. The company creates, develops and offers cutting-edge digital technologies for construction enterprises and projects across various industries worldwide. iTWO 4.0, RIB's flagship cloud-based platform, provides the world's first enterprise cloud technology based on 5D BIM with AI integration for construction companies, industrial companies, developers and project owners, etc. With over 50 years of experiences in construction industry, RIB Software SE focuses on IT and engineering and becomes the pioneer in construction innovation, exploring and bringing in new thinking, new working methods and new technologies to enhance construction productivity. RIB is headquartered in Stuttgart, Germany and Hong Kong, China, and listed on the prime standard Frankfurt Stock Exchange since 2011. With over 1,200 talents in more than 30 locations worldwide, RIB is targeting to transform the construction industry into the most advanced and digitalized industry in the 21st century. <https://www.rib-software.com/home/> and <https://www.mtwocloud.com/>