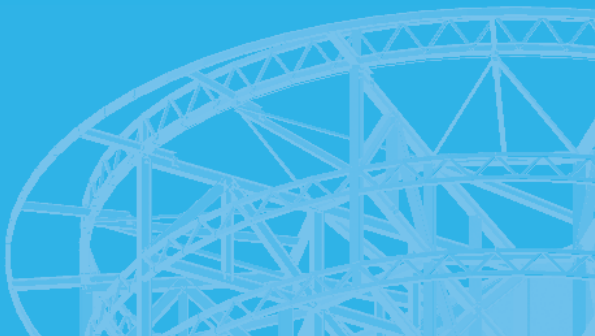




Construction first



 **GRAITEC**

[www.graitec.com](http://www.graitec.com)



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# Key Figures & Organization

GRAITEC is a leading software provider with a unique seamless and complete CAD and Structural Analysis / Design software suite dedicated to the construction industry.

## Shareholders:

### TOP MANAGERS:

Francis Guillemard, CEO and founder of the company, holds 91% of the managers' shares

### INSTITUTIONAL FUNDS:



CDC Entreprises Innovation



UFG Private Equity



Crédit Agricole Private Equity



CIC CM Private Equity



Société Générale Asset Management



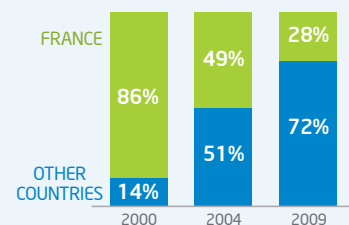
BlueSky



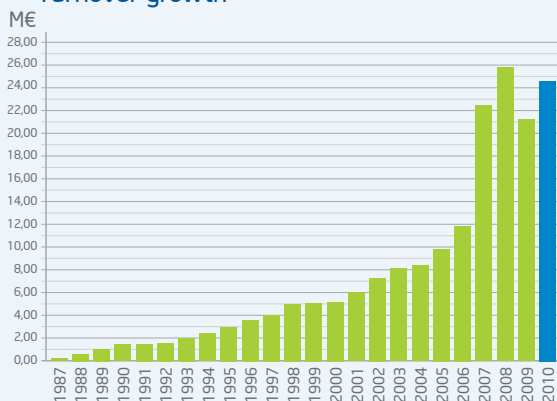
BNP Paribas Private Equity

- OVER 15 000 CUSTOMERS RELY ON OUR SOLUTIONS
- 30 000 LICENCES ARE USED IN MORE THAN 50 COUNTRIES
- 600 000 PROJECTS HAVE BEEN BUILT/DESIGNED WITH OUR SOFTWARE

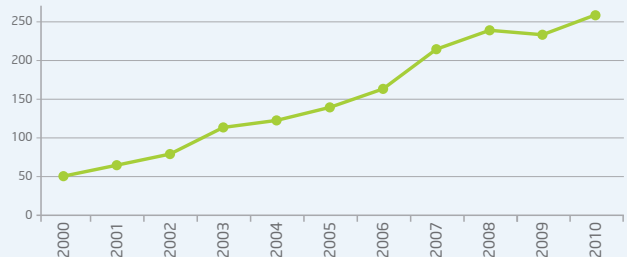
## Turnover distribution of the international activity

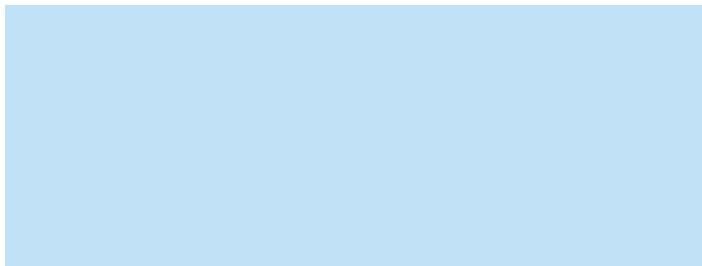


## Turnover growth

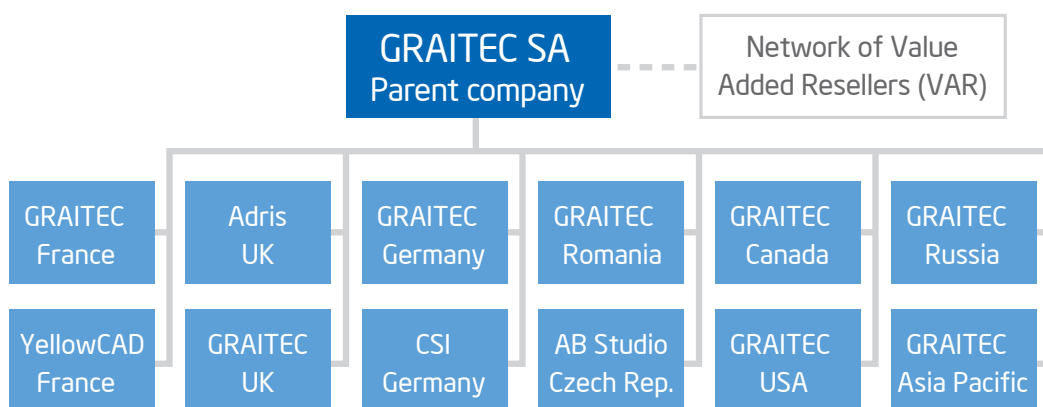


## Employee numbers





## Organization chart of the group (June 2010)



## GRAITEC Board



Francis Guillemard  
CEO



Alexandre Tartas  
COO



Manuel Liedot  
CPO

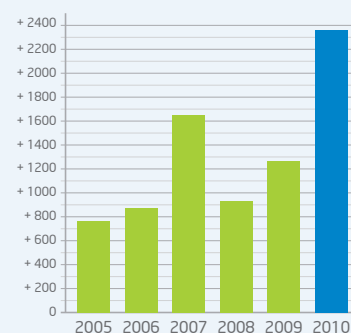


Isabelle Bouyenvall  
CFO

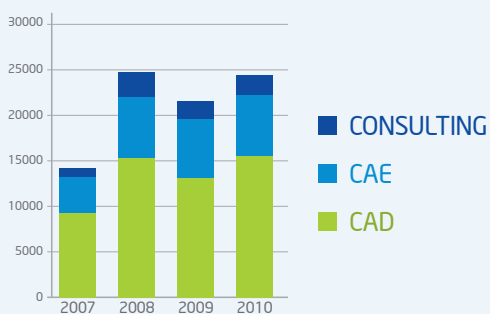
## Financial Figures

(in K€)	2007	2008	2009	2010 (p)
<b>TURNOVER</b>	22 100	24 856	21 295	24 500
TURNOVER GROWTH	+ 85 %	+ 12 %	- 14 %	+ 15 %
<b>MARGIN</b>	13 433	15 744	14 340	17 830
<b>EXPENSES</b>	11 784	15 235	14 025	15 475
INCLUDING SALARIES	8 119	10 170	9 414	10 895
<b>EBITDA</b>	+ 1 709	+ 920	+ 1 256	+ 2 360
EBITDA GROWTH	+ 104 %	- 46 %	+ 37 %	+ 88 %

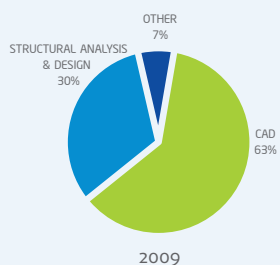
## EBITDA growth (in K€)



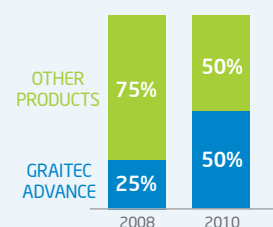
## Turnover by type of products (in K€)

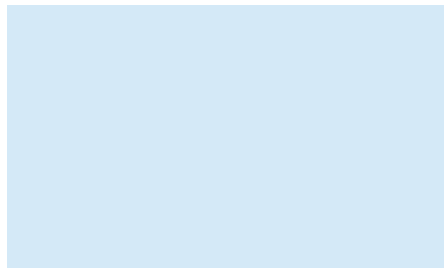


## Turnover breakdown by type of products



## Turnover breakdown by suite of products





# Construction first

In 2009 the construction industry as a whole was particularly affected by the worldwide financial crisis; however GRAITEC fared well due to proactive management actions, and a global team effort. This extremely difficult economic situation gave GRAITEC the opportunity to brush up on its founding values of aiming for excellence; we also quickly faced up to the global economic challenge with pragmatic and imaginative solutions. GRAITEC is an innovative organization with flexible and reactive resources, an undeniable advantage to face up to any storm.

These actions enabled GRAITEC to progress in all sectors, while maintaining R&D investment and continued geographic expansion in spite of the difficult economic conditions. Today GRAITEC are ready to move forward on all fronts: The European subsidiaries are strong and are in commanding positions, GRAITEC Russia and GRAITEC Asia located in Moscow and Singapore respectively are quickly developing these new markets for GRAITEC, while our North American presence is consolidated and we are about to release more powerful software solutions better adapted to our customers' needs.



The numbers speak for themselves. In 2009 GRAITEC increased by 37% its net operating results versus 2008, and 2010 looks to be another successful year: Gross sales up 15% with a twofold increase in net results. Other indicators demonstrate the dynamic nature and clear success of GRAITEC international: over 30,000 clients use our solutions and each week about 100 more users join us.

We are prepared for success. Our management is solid and enthusiastic; our teams are strong and determined. Our R&D is also developing technology independent GRAITEC solutions: the next generation Advance will also have its own 3D modeler, completely compatible with other CAD standards. This empowers GRAITEC to play in the engineering CAD big leagues with the major international players.

More than ever GRAITEC is progressing and achieving its aspirations.

*Francis Guillemard, CEO and founder of GRAITEC*



# Graitec success story



## From a French based company to an international group

- 1986** > Francis Guillemard founded GRAITEC with the vision to provide engineering Design Offices with software solutions featuring interactive graphical user interfaces
- 1989** > Launch of 3 design software: **Effel** (Finite Element Analysis software for concrete, steel and timber), **Arche** (building simulation and automated detailing software for concrete building) and **Melody** (2D Steel frame analysis software that features automatic connection design and drawing creation).
  - > Success of these launches allows GRAITEC to become the French market leader.
- 1999** > Creation of **GRAITEC Romania**
- 2000** > First external Capital investment in GRAITEC (Capital Ventures)
- 2001** > Creation of **GRAITEC Inc.** in Canada
  - > Launch of **Advance Concrete**, an advanced solution for reinforced concrete modeling and detailing in AutoCAD®
- 2002** > Acquisition of DSC CAD/CAM-Technologien GmbH in Germany. HyperSteel software (Steel Modeling and Detailing) serves as the technical platform in the development of Advance Steel
  - > **GRAITEC SA** becomes the operational holding company.
  - > Creation of **GRAITEC SARL** in France
  - > Launch of **Advance Steel**, a high end steel modeling and detailing system in AutoCAD®
- 2003** > Creation of **GRAITEC USA Inc.** in Boston
  - > Acquisition of **AB Studio spol. s.r.o.** in the Czech republic and expansion of the GRAITEC Suite with **CADKON** (Architecture and MEP solution on AutoCAD®)
- 2004** > Agreements with additional distribution partnerships in Russia and Poland

## Accelerated growth (+155% between 2005 and 2010)

- 2005** > New investors join the Group: Capital increase
  - > Launch of **Advance Design**, a new generation structural analysis software
  - > Agreement with a new distribution partner in China
- 2006** > DSC CAD/CAM-Technologien GmbH becomes **GRAITEC GmbH**
  - > New partnerships in Europe (Baltic Countries, etc.), in Asia (Philippines, South Korea, etc.) and first customers in Latin America (Chile, Colombia, Mexico, Venezuela, etc.)
- 2007** > Acquisition of **Adris Ltd.** in the UK and expansion of the GRAITEC Suite with **MILLERCAD** (Office layout design)
  - > Acquisition of **CivilDesign Inc.** in Canada and expansion of the GRAITEC Suite with **VisualDesign** (Finite Element Analysis software for concrete, steel and timber)
- 2008** > Acquisition of **CSI GmbH** in Germany and expansion of the GRAITEC Suite with **CS-Statik** (static analysis and design) and **CS-Pons** (bridge design)
  - > Acquisition of **Integer Software Ltd.** in the UK and expansion of the GRAITEC Suite with **SuperSuite** (steel and concrete design for buildings and bridges)
  - > Acquisition of **@bcservice**, a major reseller of CAD solutions for steel construction in France and creation of a CAD department dedicated to steel construction
  - > Agreements with additional distribution partnerships in India, South Africa, Brazil
- 2009** > Strong development in **Asia Pacific area** with new distribution agreements signed in China, Malaysia, Thailand, Singapore, Indonesia, Korea, Taiwan, and in Europe in Slovenia, Hungary, Serbia, and in the Netherlands
  - > Creation of **GRAITEC CJSC** in Russia in partnership with Graitec partner/reseller INFARS. Integer Software Ltd. becomes **GRAITEC UK**
  - > Latest European standards Eurocodes implemented in Advance Suite
  - > Merger between CivilDesign and GRAITEC inc. to become one single company: **GRAITEC inc** dedicated to the Canadian market
  - > Creation of **YellowCAD France**, for offering a CAD alternative solution on the French market
  - > GRAITEC Advance Suite records an organic growth of 290 % between 2005 and 2010



For almost 25 years, Gritec has provided to over 30 000 worldwide users high performance CAD and engineering software for structural building construction with a continued commitment to exceed the industry's creative design and quality requirements.

Gritec is a global organization that develops, distributes, supports and customizes a suite of integrated software for structural building engineering and design. This unique single vendor solution dramatically increases design to drawing productivity and reduces fabrication and construction errors.

This complete suite of products is a result of over 1000 man-years of cutting edge engineering and software R&D from 250 field experienced Gritec officers and staff.

Gritec currently operates through 12 wholly owned companies and a growing network of over 40 resellers, with the benefits of a local service and the strength of a global organization.

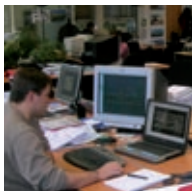


## Users of Gritec software



### Engineering and Design Offices

Engineering is the "founding core" activity of the group. Gritec provides a complete solution for the design and optimization of common or complex structures, structural analysis and creation of reports and drawings.



### Detailers, Erectors, Fabricators

Our innovative software solutions are high end user friendly 2D and/or 3D parametric modelers, that feature automatic construction and fabrication drawing creation with associated material lists and fabrication files (NC codes).

© David Bourgeois, Finaxiome



### Architects

Gritec provides a user friendly solution from architectural structural concept to final drawing creation.



### Schools and Universities

Gritec partners with several institutions and many of our researchers teach at various universities. Students, teachers and schools can acquire Gritec software for a nominal fee (educational versions).

# Group vision & strategy



**Our mission is to be the world leader in CAD\* / CAE\* / CAM\* software products for the construction industry.**

We will reach this objective with continued innovation in products and services that automate work and improve construction industry productivity.

With significant investment in R&D, we have developed a BIM (Building Information Modeling) technology that features a rules based secure synchronized process between CAD and Analysis. This ensures continuous and correct project communication up and downstream from design to construction to substantially reduce turnaround time and potential errors.

The highly technical nature of the ongoing development requires significant resources that few organizations can provide. Graitec's world class technology platform is supported by a regional service network and product specification specialists that ensure conformity to local market requirements.

\* CAD: Computed Aided Design

\* CAE: Computed Aided Engineering

\* CAM: Computed Aided Manufacturing

**The steering committee includes Graitec general management, subsidiary and business unit management.**



Francis Guillemard  
> Graitec SA  
Rob Goddard  
> Adris  
Christophe Prenel  
> Graitec France

Alexandre Tartas  
> Graitec SA  
Carl Spalding  
> Graitec UK  
Jiri Bendl  
> AB Studio

Manuel Liedot  
> Graitec SA  
Steve Houlder  
> Graitec UK  
Alexey Korneev  
> Graitec Russia

Isabelle Bouyenvall  
> Graitec SA  
Thomas Langensiepen  
> Graitec Germany  
Dan Monette  
> Graitec USA

Dieter Hahn  
> Graitec SA  
Michael Ommert  
> CSI Germany  
Charles Carbonneau  
> Graitec Canada

Ionel Dragu  
> Graitec Romania  
Christiane Spiess  
> CSI Germany  
Jean-Denis Heymann  
> YellowCAD France



## Innovating for increased productivity in structural design and construction

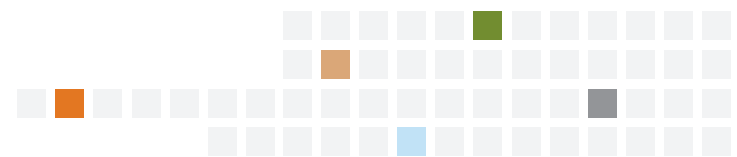
Innovation is the essence of the Gritec Group. In all construction sectors, Gritec deploys solutions that improve the design process of its clients providing a BIM system that automates the design process. Today, with technologies such as "Dynamic Reinforcement<sup>®</sup>", "Quick Connect<sup>®</sup>" and "GTC<sup>®</sup>", we provide new generation parametric tools where the engineer and detailer co-create a project in a collaborative environment.

## Collaborating with users to improve their technology tools and work methods

We offer a true turnkey solution to improve the structural construction industry. We systematically work with our customers to determine the best feasible strategy for deploying our solutions in their organization. By progressive phase-in of new technology, all users rapidly benefit from the new software. We provide post-training technical support and coaching to accompany users during every step of their projects. In addition, our engineering service can help with design on customer projects and our R&D team can create specific tools adapted to individual requirements. Finally, with our international network, we can help users with their international projects.

## Growing to ensure long-term stability

The development and implementation of our solutions involve massive Research and Development teams and infrastructures, which could not be deployed without having an international scope. This international deployment is accompanied by a development policy of regional agencies. Supported by a group of major investors, Gritec is expanding with internal growth and external acquisitions. The Group currently owns 12 subsidiaries and collaborates with a growing network of over 40 resellers.



## Investing in people for continued Group development and user satisfaction

To offer these services, Gritec has 250 experienced staff of which more than half are experts in the construction industry. Our field experienced personnel and their industry involvement are the key to quickly providing truly usable innovative technology solutions.



over 20 Years



Advance Design received the European label Eureka (Project FT-EXPERT !3335) for its innovation.

The French Government through the ANVAR OSEO agency confirmed Graitec's innovations by awarding the group an "innovative company" certificate.

## 2009: R&D Facts

- > 22 000 R&D man days
- > 8 million lines of code (C++)
- > 2 900 automated tests
- > 460 new functions for the entire product suite
- > 100 000 updates downloaded from our website

Our users are undertaking more ambitious projects in a strongly competitive environment with ever tighter deadlines and higher requirements.

To provide consistently improving competitive solutions, we invest 20% of annual turnover in Research and Development and we value innovation as a fundamental aspect of the company.

The product lifecycle consists of 3 fundamental principles:

### 1. Listening, analyzing and anticipating

Graitec Product managers are all experienced engineers. They meet with users on a regular basis to analyze their processes and working requirements, identifying areas for improvement. All this information is gathered and considered with market trends to anticipate solutions that will contribute to the success of future projects.

### 2. Research and Development

Comprehensive R&D is required to achieve a high level of automation for: finite element modeling, structural optimization that conforms to local regulations and economic constraints, automated document creation.

### 3. Quality Control

To guarantee software reliability, we also invest in quality assurance procedures. We have implemented an automated CAD / analysis and design software validation system that checks a huge amount of test cases. We also work with Beta Sites that contribute to product specification and testing. Skilled users give us feedback on new functions and their requirements for future developments.



From left to right:

Philippe BONNEAU  
Advance Steel Marketing Product Manager

Heiko GRAF  
Advance CAD Product Line Manager

Manuel LIEDOT  
Chief Product Officer

Ionel DRAGU  
R&D / Graitec Romania Manager

Hervé DELFOSSE  
Advance Concrete Marketing Product Manager

Joseph PAIS  
Advance Design Product Line Manager

## Which CAD Platform?

Graitec software architecture has been designed for allowing Advance Steel and Advance Concrete to run either in standalone mode or on AutoCAD as a major extension. In both cases, the file format is DWG.

1988

The French Minister of Industry and Research recognizes the innovative nature of the **Effel** project, the first graphical finite elements structural analysis software for the construction industry on PC.

1991

With **Effel v. 2**, Graitec is the first software provider to deliver automated optimization of materials according to reinforced concrete and steel construction standards.

1993

Development of an analytical method for load distribution for reinforced concrete structures. The concept, launched commercially as **Arche**, is immediately successful.

1995

Graitec is the first software provider to implement an automatic 3D climatic action generator in its software.

1998

Initial development of the CAD / Analysis intelligent Design link.

2001/02

With the launch of **Advance Concrete** and **Advance Steel** CAD solutions, Graitec is the first software developer to provide a "Structural Design Chain" concept.

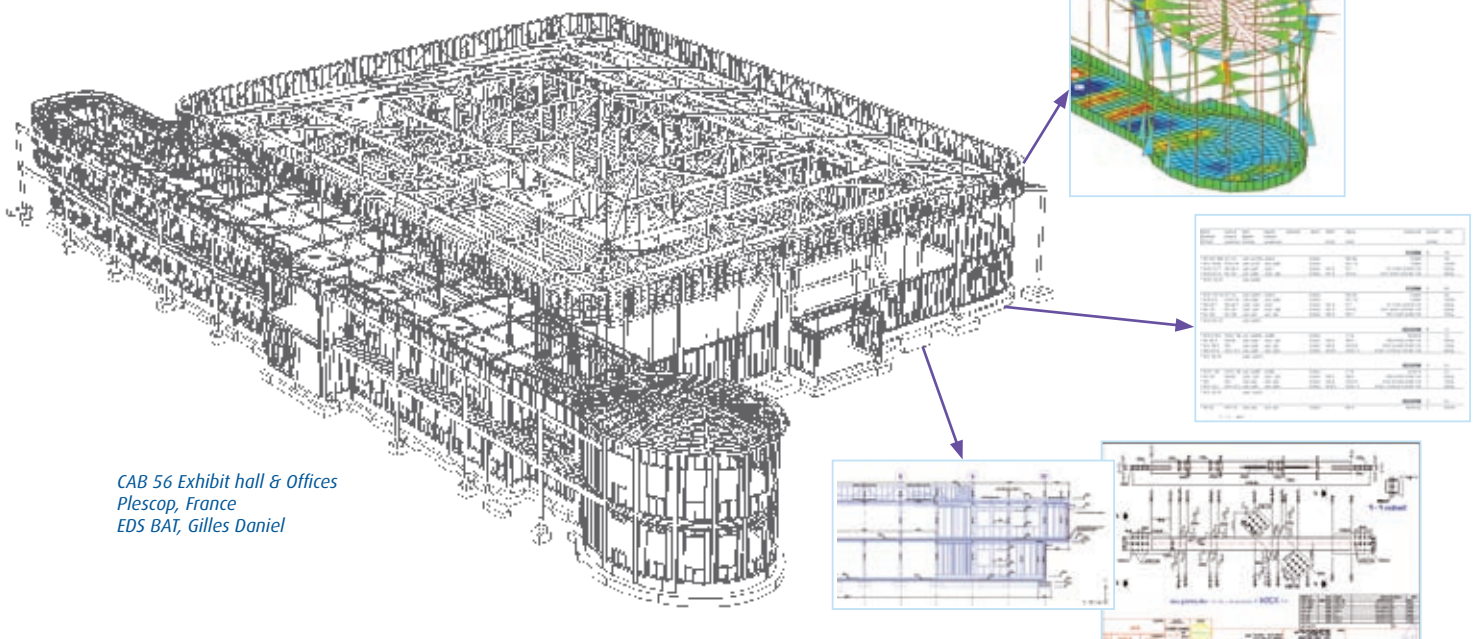
# of Innovation

## BIM approach

BIM stands for Building Information Modeling. To create a realistic 3D model, Gritec implemented its **BIM** technology so each real object has a virtual counterpart with accurate associated properties and behavior. Using BIM, Gritec provides an optimal solution for automatic creation of drawings, bill of materials, lists and accelerated creation of the structural analysis model. This BIM technology increases general productivity and reduces errors during the entire design to construction process.

## CAD / Structural Analysis Integration

Gritec BIM is based on strong **integration** between CAD and Analysis tools. The benefits of this technology are: Reduced risk of errors by elimination of data re-entry between CAD and Engineering models, easy information transfer between engineering and detailing, tools for rapid pre-dimensioning in CAD models, automatic document management for drawings, lists, reports, NC files, short learning curve due to a user friendly interface with a common look and feel, etc.



CAB 56 Exhibit hall & Offices  
Plescop, France  
EDS BAT, Gilles Daniel

## User friendly and Compatible with Industry Standards

To help our users reach their **productivity** goals, our software is easy to use and can be rapidly integrated into current processes at user sites. We place high importance on intuitive use of the interfaces. The CAD software products generate DWG® native files. The Gritec BIM is interoperable via IFC 2.x3, and all industry standards such as CIS/2, PSS, SDNF, KISS, etc.

## Expertise and High Quality

Our software was designed by experts who understand **production**, user **constraints** and **quality** requirements. The software uses sophisticated technology and “tricks” of the trade to obtain practical, optimized and economical solutions. In addition to the quality assurance procedures implemented at Gritec, we work closely with our Beta Sites that contribute to the specification and validation of our products. Our software products are continually evolving with a major release every year and regular updates.

2004

Gritec launches the 1<sup>st</sup> version of the Gritec BIM technology with data synchronization between CAD models and Analysis / Design models (exclusive innovation).

2006

Gritec develops “**Result Memory**” technology for its new generation structural analysis software, “**Advance Design**”, to achieve automation for post-processing of finite element results.

2007

In Advance Steel 7.1, Gritec provides a “**Quick Connect**” design tool that creates and designs all connections with one click according to the ASD, LRFD or User Preferences.

2008

In Advance Concrete 8.1, Gritec implements “**Dynamic Reinforcement**” technology for creating customizable reinforcements that can be automatically placed in the model.

2009

Gritec delivers new European codes (**Eurocodes**) for the Gritec Advance product line. Gritec implementation includes national appendices of major European countries.

2010

Gritec deeply reorganizes the software architecture and launches the first **standalone** version of Advance Steel and Advance Concrete. Both can run on AutoCAD® and in a standalone mode.

# GRAITEC Advance Suite

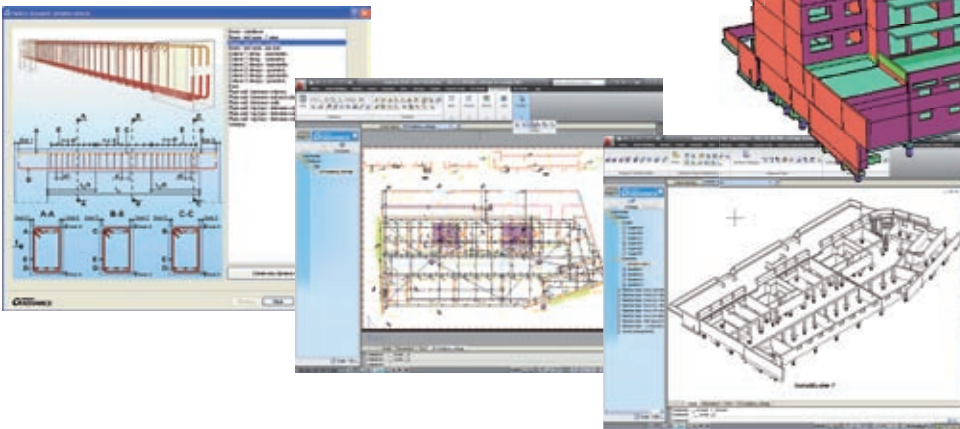
## The Global Structural BIM solution for construction

GRAITEC Advance is a Building Information Modeling (BIM) system that automates the entire structural design and construction documentation process from engineering design and structural analysis to member optimization, detailing and fabrication.

GRAITEC Advance provides designers and detailers with an optimal working environment with tools to create and completely carry out their construction projects: optimization of construction materials, elimination of project inconsistencies, faster study turnaround time, automatic document creation, project history and tracking, fluid communication with project partners etc.

### Advance Concrete®

**Advance Concrete®** BIM system is specifically designed for structural engineers and reinforced concrete detailers who require a comprehensive yet user friendly 3D structural software that automates drawing creation, BOMs and NC files. Advance Concrete® drastically increases productivity and drawing quality, while reducing the risk of errors. Advance Concrete® accelerates the design phase (single or multi-user mode) by offering an extensive library of structural (beams, columns, walls, slabs, foundations, etc.) and reinforcement (bars, stirrups, meshes, etc.) elements. It generates all construction drawings using intelligent drawing tools that automatically control dimensions, symbols and drawing layout.



*La Riviera, Grenoble, France  
Design office: EBS*

### Graitec solution Key benefits

#### **Increases productivity**

- Easy to learn
- Fast modeling tools
- Automatic document creation and updates (drawings, reports, BOMs, NC files)
- Significantly reduces data re-entry and repetitive tasks

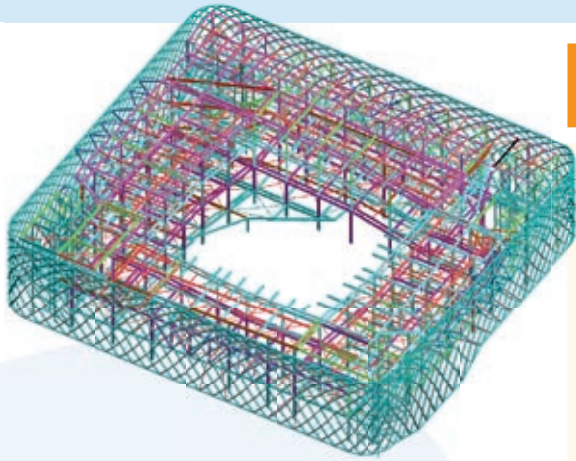
#### **Reduces errors**

- Validation tools for checking model consistency
- Automatic document updates when changes occur in the model
- Project synchronization between engineers and detailers.

#### **Improves Project Collaboration**

- Reuse of Architect 2D and 3D data (AutoCAD, Revit, etc.)
- Import-Export with major 3rd party Engineering Applications
- Compatible with industry standards (IFC, CIS/2, PSS, SDNF, KISS, etc.)
- Works on AutoCAD for full DWG compliance

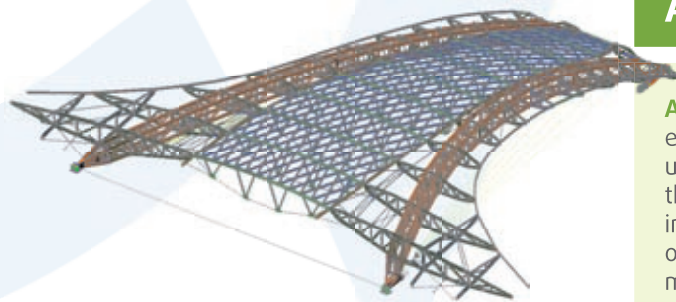
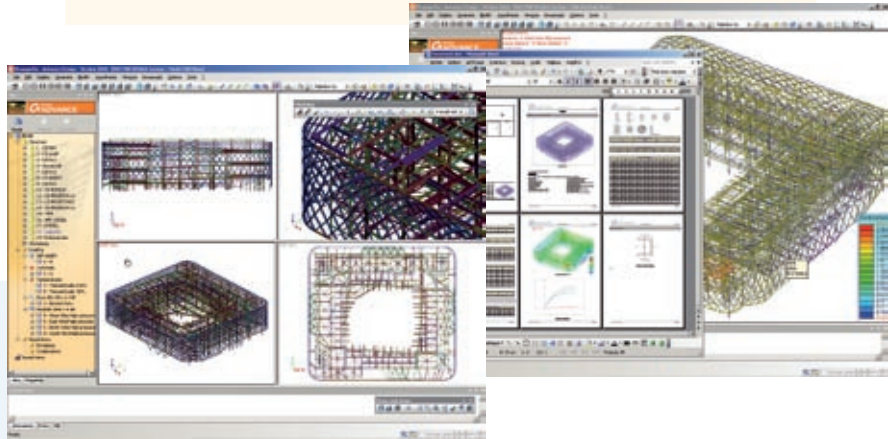
professionals



French building of Shanghai's 2010 Universal Exhibition  
Design office: C&E Engineering

## Advance Design®

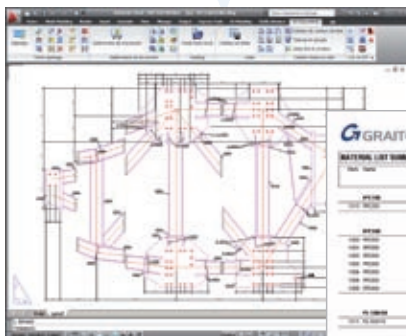
**Advance Design®** BIM system is dedicated to structural engineers who require a comprehensive solution for simulating and optimizing all their projects. Advance Design® is the result of 20 years of GRAITEC experience in structural analysis. It includes: a user-friendly structural modeler, automatic load and combination generators, a powerful FEM analysis engine (static, dynamic, time history, non linear, buckling, large displacement analysis, etc.), comprehensive wizards for designing concrete and steel members according to Eurocodes, efficient result post-processing and automatic report generators. Advance Design® automatically updates all reports, including graphical results when modifications are made to the model.



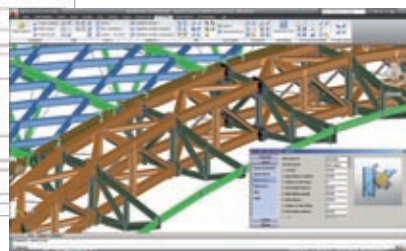
Terminal 3 - Sheremetyevo, Moscow airport  
Design office: Heinrich Lamparter Stahlbau GmbH & Co. KG

## Advance Steel®

**Advance Steel®** BIM system is specifically designed for structural engineers and steel detailers who require a comprehensive yet user friendly 3D structural steel detailing software that automates the production of drawings, BOMs and NC files. It drastically increases productivity and drawing quality, while reducing the risk of errors. Advance Steel® accelerates the design phase (single or multi-user mode) by offering an extensive library of smart objects, automatic joints (connections) and specific tools for creating standard structures, stairs, railings and miscellaneous steelwork. Advance Steel® automatically generates all workshop and general arrangement drawings with intelligent tools to control dimensions and labels with all required views of objects and assemblies.



GRAITEC	
MATERIAL LIST SUMMARY	
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Advance Steel and Advance Concrete will be available with an optimized CAD platform (from release 2011).  
Users will have a choice of running both systems on either the Graitec supplied platform or AutoCAD.

# GRAITEC Advance suite key features



## Advance Steel

### Fast and easy 3D modeling

- Large library of sections and parametric joints
- Clash detection and model validation tools
- Integrated joint design: French and North American codes, Eurocodes, etc.

### Precise and automatic creation and updating of construction documents

- Automatic drawing scaling, paper formatting and views
- BOMs automatically created from the 3D model
- General arrangement drawings
- Automatic drawing update with revision control

### Specific features for miscellaneous steel and sheet metal

- Automatic functions for straight stairs, spiral stairs, cage ladder, railings
- Automatic tools for sheet metal creation
- Folded and twisted plates and their unfolded representation



## Advance Concrete

### Powerful structural modeling

- Complex geometries: inclined columns, stairs, roof modeler etc.
- 3D model identifies problems prior to construction

### Advanced drawing and finishing tools

- Ultra fast creation of plan views, cuts, elevations and isometric views from the model
- Dynamic annotations: elements numbering with sections, levels linked to the geometry
- Project consistency guaranteed by dynamic plan views and cuts

### Unique reinforcement modules

- User defined parametric reinforcement for automating rebar drawing creation
- Creation of bar lists
- 3D visualization of reinforcement, automatic collision control



## Advance Design

### Powerful modeling dedicated to engineers

- Complete library of user-definable structural elements
- Automatic 3D Climatic load generator
- Floor management system for accelerating building modeling

### Advanced analysis features

- Automatic mesher tuned for construction projects
- Powerful Finite Element engine (static, dynamic, non linear analysis, large displacements etc.)

### Automatic Reinforced Concrete Steel design

- Design templates for better design control
- Automatic design according to Eurocodes
- Steel profile optimization according to a wide range of libraries
- Automatic document creation and update

## Main technical partnerships



GRAITEC Advance 2011 meets Windows 7's compatibility and performance standards, providing customers with improved performance, enhanced security, full support for 64-bit computing and many innovative user interface features.



Graitec has been an Autodesk Authorized developer for over 10 years. Graitec Advance\* 2011 runs on Autodesk AutoCAD and Autodesk AutoCAD Architecture and is fully DWG® compliant.

\* Advance Steel and Advance Concrete



Graitec Advance 2011 is compatible with Autodesk Revit Structure and Autodesk Revit Architecture. This integration allows Autodesk Revit users to quickly obtain an optimized design of their projects and to generate complete fabrication drawings, BOMs and NC files.



Graitec Advance 2011 has successfully completed validation and testing with AVEVA PDMS through AVEVA's OpenSteel Interface. OpenSteel supports tightly integrated 2-way exchange of intelligent data with market-leading steelwork detailing products that includes modification and updating of the PDMS model. The combined solution reduces design time, rework and project cost by streamlining collaboration between 3D plant layout and steelwork detailing.



The ArcelorMittal partnership contributes to enhance Graitec's engineering solutions, especially for Eurocode 3 and it facilitates access for design offices and steel structural workers to ArcelorMittal products.

# Our software suites

Our solution revolves around two complementary software suites that provide optimal workflow between CAD and Analysis / Design.

- > Graitec Advance, available internationally, is a high end comprehensive structural BIM (Building Information Modeling) solution for the construction industry developed by over 100 Graitec engineers.
- > Local software that strengthens Graitec Advance with local solutions for specific market requirements.

## Graitec Advance Suite



### Advance Steel

CAD-CAM / STEEL MODELING AND DETAILING

3D modeling of steel structures and automatic creation of fabrication drawings, bill of materials, and DStV NC files.



### Advance Concrete

CAD-CAM / CONCRETE MODELING AND DETAILING

2D and 3D modeling of reinforced concrete structures and creation of general arrangement drawings, rebar drawings and schedules and bill of materials.



### Advance Design : European Edition & American edition

CAE / STRUCTURAL ANALYSIS & DESIGN FOR BUILDING AND CIVIL ENGINEERING

Structural analysis (FEM) and design, of reinforced / pre-stressed concrete, steel and timber structures.

*Advance Design exists in two editions: European Edition (Eurocodes) and American & Canadian Edition (ACI, AISC, CISC, CPCA).*

## Main geographic or industry specific software

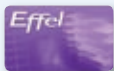


### Arche

CAE / REINFORCED CONCRETE STRUCTURAL ANALYSIS & DESIGN

Load distributions, pre-dimensioning, and automatic creation of reinforcement drawings.

*Arche is available in France and French-speaking countries.*

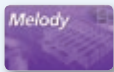


### Effel

CAE / STRUCTURAL ANALYSIS & DESIGN

Structural analysis (FEM) and design to French codes for reinforced concrete, steel and timber.

*Effel is available in France and French-speaking countries.*



### Melody

CAE / STEEL FRAMEWORK ANALYSIS & DESIGN

Automatic dimensioning of steel frames and creation of "turnkey" calculation reports.

*Melody is available in France and French-speaking countries.*



### CADKON

CAD / ARCHITECTURE & MEP

Drawing automation in AutoCAD® for architecture and MEP (sanitary, heating, electrical and plumbing).

CADKON also includes a timber drawing module for AutoCAD® Architecture.

*Cadkon is available in Czech Republic and used in Europe.*



### CS-PONS (Advance Bridge)

CAE / STRUCTURAL ANALYSIS & DESIGN FOR BRIDGES

Structural analysis (FEM) and design of reinforced and pre-stressed concrete, composite steel/concrete, pre-fabricated structures for motorways, pedestrian and railway bridges.

*Advance Bridge is available in Germany*



### CS-STATIK

CAE / DESIGN MODULES FOR BUILDING & CIVIL ENGINEERING

Complete Suite with more than 120 modules from the roof to the foundation.

*CS-STATIK is available in Germany*



### SuperSTRESS

CAE / STRUCTURAL ANALYSIS, DESIGN & HIGHWAY LOADING

Structural analysis and design to British Standards, including highway loading optimization, Wood-Armer calculations and modal analysis.

*SuperSTRESS is available in the UK and English-speaking countries.*



### MillerCAD

CAD / OFFICE LAYOUT DESIGN

MillerCAD is an AutoCAD® based application for specifying Herman Miller office furniture and automating the design of office layouts. It provides built-in quality control, preventing the designer from creating invalid product specifications.

*MillerCAD is available from the United Kingdom and used worldwide.*



## Autodesk

Graitec is an Autodesk partner and provides in many geographic markets, in addition to its suite, Autodesk software such as AutoCAD®, Revit® Architecture and Inventor.

AB Studio (Czech Republic) and Adris (UK) are leading local resellers of Autodesk solutions.

# 100% productive with Graitec services

We offer a complete range of services to maximize clients' use of our software.

## TRAINING

To help users become operational fast and get the best return from their investment, we have put in place certified training programs that are adapted to each user's needs. In these hands-on sessions the software can be configured to specific needs, users explore the software functions and tools, design and model real structures, interact with other users, etc.

There are two types of training provided: standard classroom training or customized training.

## TECHNICAL SUPPORT

Help with projects, consulting, troubleshooting, etc. We offer the services to support day to day operations with our software.

Our tech support involves:

- Help with general use of our software.
- Help with unusual structures.
- Communicating information to users on new software functionality.
- Forwarding various user comments, suggestions and requests to the Graitec Research and Development department for future versions of the software.

## CAD / DESIGN PROJECTS

Our experience in software development has lead us to create an Engineering unit dedicated to assisting clients in their modeling / engineering projects.

The Engineering unit offers three major services:

- Complete or partial sub-contracting of CAD and design projects
- Consulting and expertise
- Help with initial projects to mitigate risk

We offer engineering expertise in complex areas such as non-linear analysis, dynamic calculations (seismic and temporal), or the study of structural behavior to generalized-buckling. The CAD projects unit has detailers that can help on projects with very short timelines.

## CUSTOM SOFTWARE DEVELOPMENT

Certain clients work in specific areas and want to improve their productivity by having a tool specifically created for their needs.

Graitec has a thorough understanding and extensive experience in CAD/Design software development since 1986. We can develop specific software solutions for individual clients.

The customized developments performed by the group can include:

- Adapting Graitec software to meet specific requirements
- Developing applications for AutoCAD® (Graitec is an ADN\* member since 1997)
- Developing new software solutions

\* ADN: Autodesk Developer Network



**Graitec Advantage is a complete support package.**

**Graitec Advantage (Maintenance) includes:**

- Technical support
- Post-training coaching by webconferencing
- Help with adapting drawing styles (Advance Steel)
- Special rates for training seminars
- Latest software versions
- Direct download of updates from the Internet

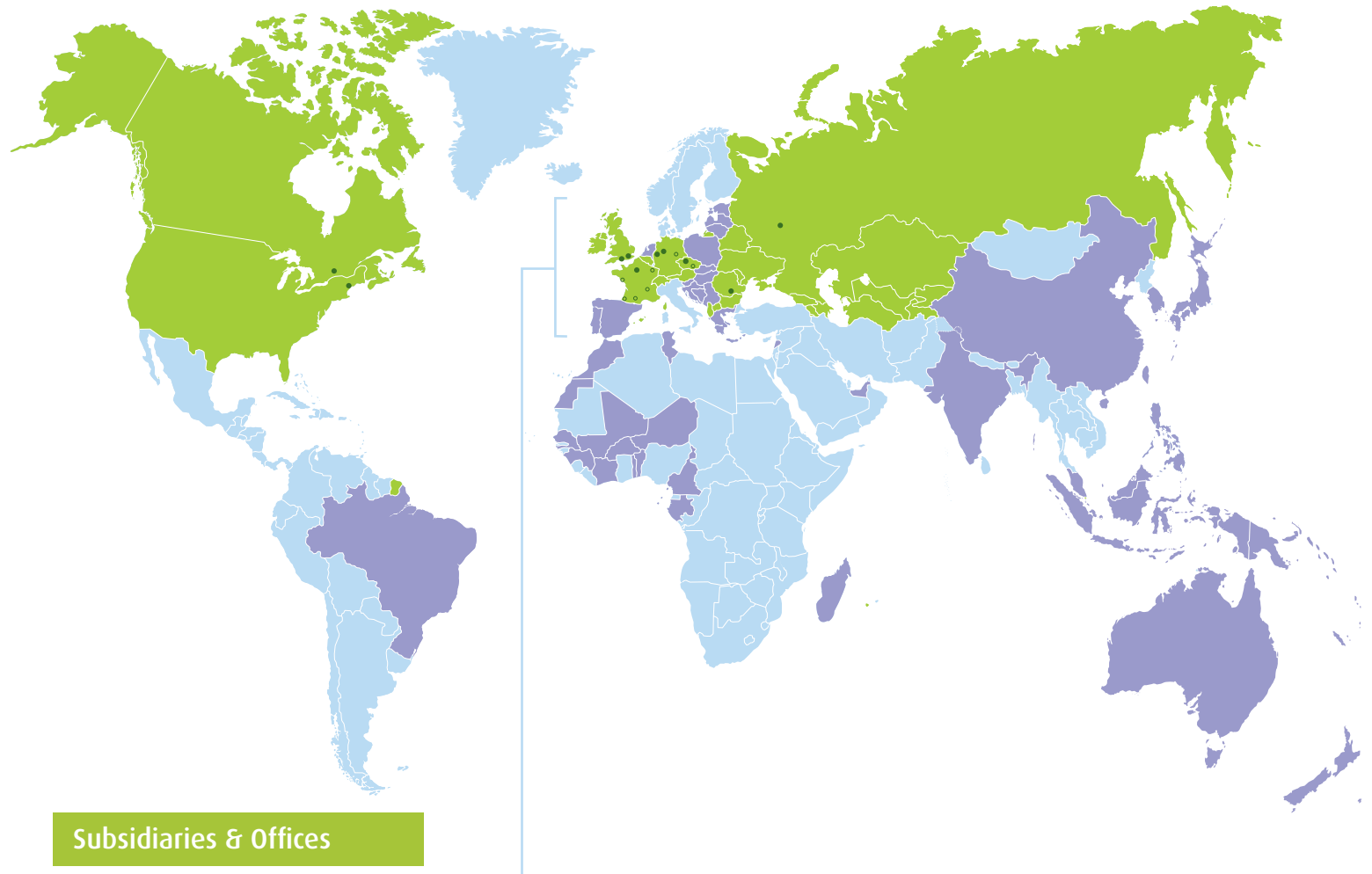
**Available in most countries, the Web Advantage website completes the Graitec Advantage package.**

**Accessible with password protection, Web Advantage includes:**

- Real-time information on products: news, new versions, release dates, etc.
- Access to frequently asked questions (FAQ) organized by product and subject (users can set their preferences)
- Access to e-support
- Access to the Graitec discussion forum



# Graitec Group Subsidiaries and resellers



## Subsidiaries & Offices

**Graitec USA Inc.**  
USA

**Graitec Inc.**  
Canada

**Adris Ltd.**  
United Kingdom

**Graitec UK Ltd.**  
United Kingdom

**Graitec GmbH**  
Germany & Austria, German-speaking  
Switzerland, South Tyrol, Baltic States,  
Netherlands, Poland

**CSI**  
Germany & Austria, Switzerland

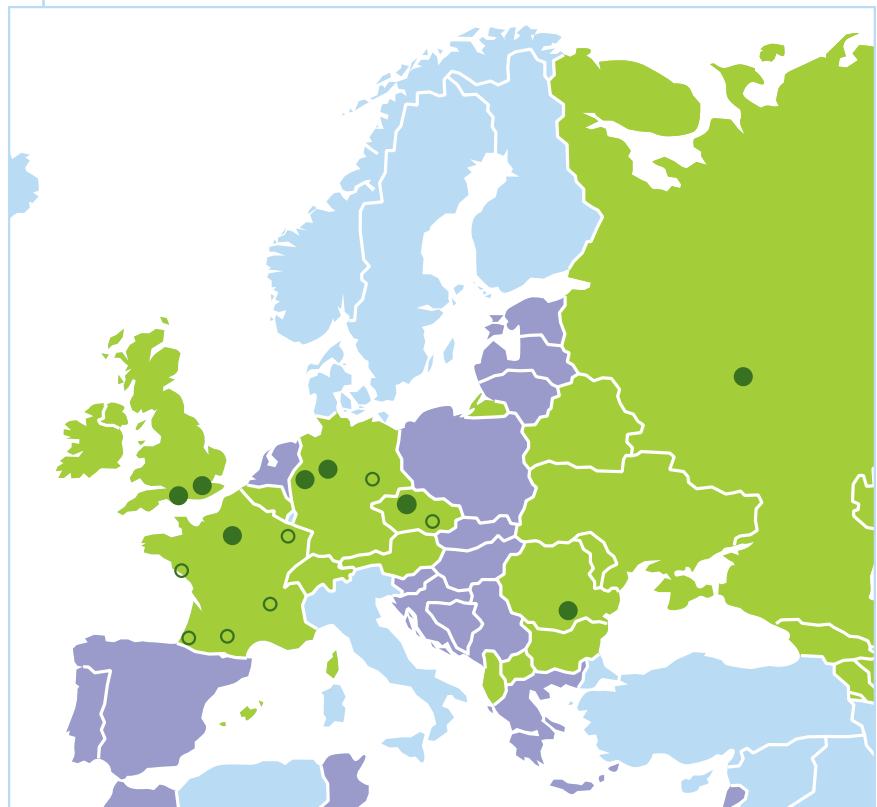
**Graitec SARL**  
France & Luxembourg, French-speaking  
Belgium and Switzerland

**AB Studio spol. s.r.o.**  
Czech Republic & Bosnia Herzegovina,  
Croatia, Hungary, Serbia, Slovakia, Slovenia

**Graitec Romania SRL**  
Romania & Albania, Bulgaria,  
Macedonia, Republic of Moldavia

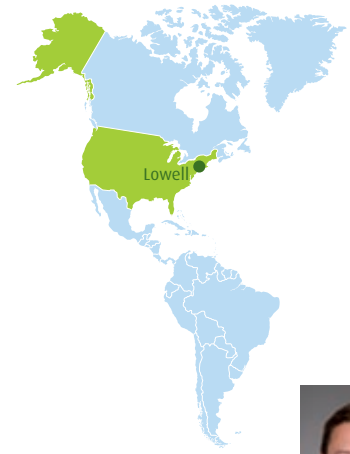
**Graitec CJSC**  
Russia & CIS countries

**Graitec Asia Pacific**  
Singapore & Asia Pacific countries



## Resellers Countries

## International Distribution



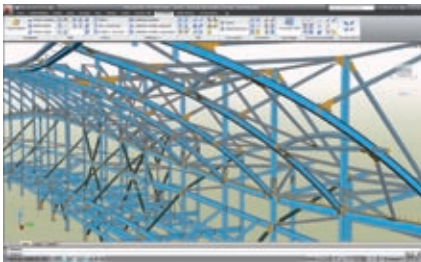
### Industry Leading BIM Software Solutions for Structural Engineering, Detailing and Fabrication

Originally incorporated in 2003, Graitec USA Inc., introduced a new distribution and service program in 2009. In an effort to provide local services to our customers and to provide easier access to our products, we have partnered with Value-Added Resellers (VARs) that currently service the engineering and construction markets in the United States. The ADVANCE Authorized Reseller Program will benefit customers by establishing local classrooms for product training and local technical assistance, including on site jobs when necessary.

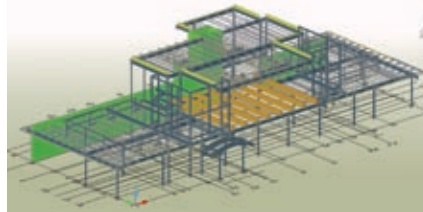
**Dan MONETTE**  
Vice President North American Sales  
Tel 978-674-8478  
dan.monette@graitec.com

**Headquarters:**  
Lowell, Massachusetts, USA

**Sales contact:**  
Eddie GEVORKIAN  
Tel +1 450-674-0657 ext. 300  
Toll Free: +1 800-724-5678 ext. 300  
eddie.gevorkian@graitec.com



Rio Tinto Stadium - Salt Lake City, Utah  
Steel Detailing Firm: Advance Steel Design, Inc.



Seasons 52 Restaurant - King of Prussia, Pennsylvania  
Steel Fabrication Firm: Liberty Steel

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design America

### Services

- Custom Software Development
- Technical Support
- Training

### Advance Steel Design, Inc.

#### > Advance Steel

"Graitec Advance Steel having a similar name as us - Advance Steel Design - was a happy coincidence. And now we're happy users of the software! We've been using it for a few years now and believe it's one of the main reasons we survived the economic downturn."

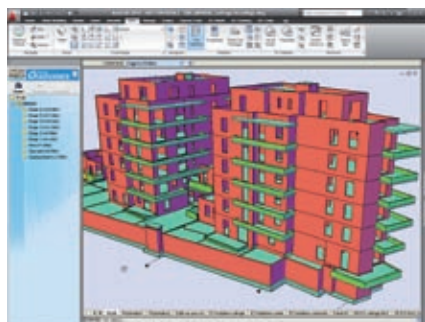
Mike Mitchell, Partner

### Liberty Steel Fabrication, Inc.

#### > Advance Steel

"We purchased Advance Steel after running the trial version - something other 3D software vendors didn't offer. The learning curve was short since it worked in a CAD environment we already knew. Over a year later, we remain quite impressed with its capabilities."

Daniel Miller, Detailing Manager



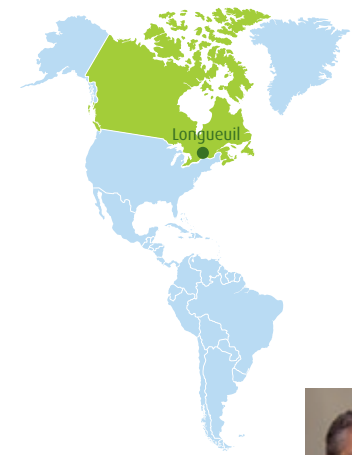
## Recent Highlights

Graitec expanded our presence in North America by opening a new U.S. headquarters office north of Boston in the historic city of Lowell, Massachusetts. This office will house sales and technical staff and will be used as a customer training center.

Graitec launched Advance Concrete for the U.S and Canada markets.

# Graitec Canada

Canada



## Providing Successful BIM Solutions for the Engineering and Detailing Community

Graitec Inc., was created in 2009 following the merger of CivilDesign Inc. and Graitec Inc. CivilDesign Inc. was founded in 1994 by Mr. Denis Lefebvre, Eng., in Longueuil, Quebec, Canada. He supervised the development of VisualDesign, a 2D & 3D structural analysis and design software solution consisting of 12 modules, covering all aspects of design (steel, concrete, and timber) for North America. The software was renamed Advance Design America in 2008.

Graitec Inc. offers its know-how and expertise as civil engineering consultants and as developers of custom software for applications such as industrial racking, wood structures, and reinforced concrete design. Its mission is to provide a comprehensive software solution for civil engineers and draftspersons. One such solution is the Graitec BIM format that provides an interface and synchronization between Advance Design America structural models and the Advance (Steel and Concrete), modeling systems with no data loss or data re-entry.

**Charles CARBONNEAU**  
Technical Manager

**Headquarters:**  
Longueuil, Quebec, Canada

### Sales contacts

**Advance Design America  
& Advance Concrete:**  
Danielle CANTIN  
Tel.: +1 450 674-0657, ext. 333  
Toll Free: +1 800 724-5678  
danielle.cantin@graitec.ca

**Advance Steel:**  
Eddie GEVORKIAN  
Tel.: +1 450 674-0657, ext. 300  
Toll Free: +1 800 724-5678  
eddie.gevorkian@graitec.us



Bridge of Highway 55 North



L'Oasis du Nouveau St-Laurent

### Teknika HBA Inc.

#### > Advance Design America

"We have been using Advance Design America (previously VisualDesign) since 1997 for analysis and design of bridges and buildings and are very satisfied. The software allows us to perform 3D seismic studies and to design bridge piles, abutments and pre-stressed beams."

**Dominique Nadeau, Engineer  
Manager, Bridge Engineering**

### AECOM

#### > Advance Design America

"Advance Design America helped us to reduce construction costs of these four reinforced concrete buildings that share common underground parking due to its ability to perform optimized finite element analysis and design of slab and shear walls. Our client was very satisfied!"

**Nancy Cloutier, Engineer  
Project Coordinator**

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design America

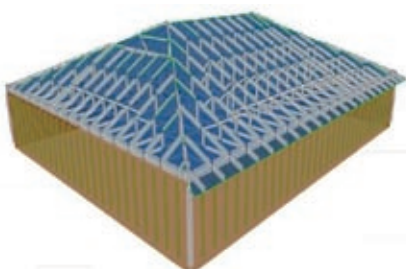
### Services

- Custom Software Development
- Engineering Consulting (Seismic, Culverts, Industrial Racking, Retaining Walls, etc.)
- Training
- Technical Support

## Recent Highlights

Led by the success of Advance Design America (ADA), Graitec Inc. was first in the Graitec Group in terms of growth for 2009.

Its partnership with Cecobois to develop more features into the Wood Design module significantly increased the capabilities of ADA to handle light framing elements (roofs and walls).



# Adris

United Kingdom



## The longest established Autodesk reseller in the UK

Acquired in 2007, Adris Computing Concepts (created in 1982) is the longest established Autodesk reseller in the UK.

Adris Ltd has developed an in-house team of over 30 skilled staff, with a customer care culture that has justifiably made Adris an award winning Autodesk Gold Partner. It has also enabled Adris to build one of the largest installed bases of Autodesk software in the UK. As an ISO9001 registered company, Adris takes its quality processes very seriously, and delivers a consistently high level of support to its customers.

With divisions covering Architectural, Engineering, Construction and Manufacturing, Adris is well placed to cover all of its customer needs. From one person design offices to multi site, multinational companies, Adris has the staff to make a business decision to invest in Design software, provide the very best return on investment.



**Rob GODDARD**  
Managing Director

**Headquarters:**  
Southampton

**Sales contact:**  
Steve HOULDER  
Sales Manager  
Tel.: +44 (0) 23 8086 8947  
sales@adris.co.uk

## Solutions

### Autodesk products

- AutoCAD®
- AutoCAD® Architecture and MEP
- Revit Architecture and MEP
- Navisworks
- Inventor
- AutoCAD® Mechanical
- Autodesk Vault Professional
- Autodesk 3ds Max and Maya
- Plant 3D
- Showcase
- Autodesk Buzzsaw

### Regional software

- Millercad
- Workspace Designer
- VIZually Rich
- Residential-Heating-Design

### Hardware sales

- HP/Dell, Plotters, Servers & CAD Workstations
- Bespoke CAD Workstations

### Services

- Consultancy
- Programming
- Project Management
- Document-Management  
(Blue Cielo & Autodesk)
- Installation and Technical support  
Training
- The CAD Studio (2D & 3D CAD Drawings /  
Images & Animations)



Foot Locker



Visualisation for Amer created by the Adris CAD Studio

## RPA

"Adris stood head and shoulders above their contemporaries as a business that echoed the values and ethos that the RPA Group stand for. We are pleased to have selected them to provide all our Autodesk software and training needs and help us into the adoption of Autodesk software."

RPA

## Amer Sports France

### Precor Products

#### > The CAD Studio

"Very good work, the client was impressed by the quality. Since 1999 the Adris CAD Studio has created visuals for Precor including 2D symbols & 3D equipment models. Adris now support Precor throughout Europe & U.S".

**Patrick Chauvet - Amer Sports France -  
Precor Products**



## Recent Highlights

Autodesk awarded Adris Gold Partner Status for Architecture Engineering and Construction and Manufacturing for 2010. This is the highest level attainable in the Autodesk Partner Program.



# Graitec UK

United Kingdom



## Offering a complete solution!

Graitec UK continues to gain considerable ground since being formed in January 2009. Following the strategic acquisition of a leading UK based structural analysis software developer, Integer Software, in 2008 Graitec UK now offers the complete range of Graitec solutions, associated services and consultancy across two offices to an ever expanding client base.

Included in Graitec UK clients are 90% of the UK's top engineering companies as well as leading specialists in their respective fields covering a wide spectrum of services including bridge analysis and design, complex building structures, plant and industrial engineering and stairs and railing experts.

Specifically for the UK market, our easy to use software solutions for civil engineering and specialist bridge-loading calculations, SuperSUITE further compliments and strengthens Graitec's world class BIM (Building Information Modeling) enabled design solutions, Advance Suite.

Graitec UK pride themselves on a high volume of repeat business and outstanding reputation for professional support services and 20% Year-on-Year growth and is perfectly positioned to deliver Graitec's technically superior solutions to the UK industry.



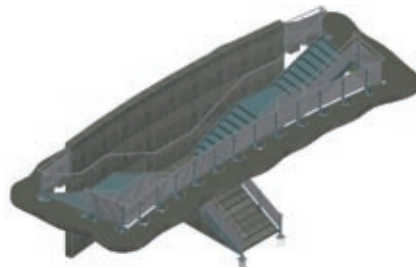
**Rob GODDARD**  
Managing Director

**Headquarters:**  
Weybridge

**Sales contact:**  
Carl SPALDING  
Commercial Manager  
+44 (0) 23 8052 7575  
sales@graitec.co.uk



Red Rose - Portsmouth, UK



Creative School Central Stair - Kent

### TPS Solutions > Advance Steel

"The partnership with AutoCAD definitely gives Advance Steel the edge over its competitors, the effortless ability to xref information from other disciplines into a model has proved invaluable"

Paul Thompson, Managing Director

### Alloy Fabweld > Advance Steel

"As a leading specialist in stair construction we needed a solution that would enable quick and accurate delivery of often complex projects. Advance Steel, with its easy to use wizards and automated document management is the ideal tool for delivering projects without errors and on time!"

Dean Maidstone, Design Manager

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design

### Local software

- SuperSTRESS
- SuperCAD

### Services

- Technical support
- Installation and Configuration
- Professional Training
- Consultancy
- Technical Workshops
- Project Management



## Recent Highlights

Graitec UK was formed in January 2009 creating a structure for rapid expansion in the UK market. The UK's leading Building Show 'Interbuild' held at the NEC in Birmingham provided another great opportunity for Graitec UK to get closer to our users and show off our technology.

# Graitec Germany

Germany, Austria, German-speaking Switzerland, South Tyrol, Baltic States, Netherlands, Poland



## Specialist in steel and concrete construction

Graitec GmbH was acquired by the Graitec Group in 2002 thus becoming the German subsidiary of the Group. Graitec GmbH is responsible for the D-A-CH market (Germany, Austria and Switzerland) and is managing authorized resellers based in Baltic States, Netherlands and Poland.

The subsidiary sells two software solutions: Advance Steel and Advance Concrete. Advance Steel is a very successful software on the D-A-CH market resulting from a wide customer base and the strong turnover Advance Steel achieves in Germany, Austria and Switzerland. The second software solution, Advance Concrete, first launched in the German market in 2005, is the other successful software of Graitec in D-A-CH.

Graitec has gone from a local player to a global player and Graitec Germany contributed to it with their two successful Software solutions.



### Thomas LANGENSIEPEN

Country Manager

Tel.: +49 (0)208 / 621 88-0

thomas.langensiepen@graitec.de

### Headquarters:

Graitec GmbH

Centroallee 263a

D-46047 Oberhausen

Tel.: +49 (0) 208 / 621 88-0

Fax: +49 (0) 208 / 621 88-29

info@graitec.de

### Leipzig offices

Graitec GmbH

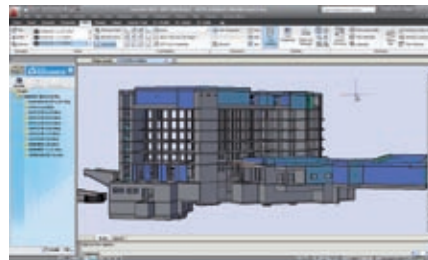
Dohnanystr. 28

D-04103 Leipzig

Tel.: +49 (0) 341 / 308 675 3



Cantilever carriage, Abu Dhabi



Cherkassy Beach Hotel, Ukraine

### Ed. Züblin AG > Advance Steel

"Advance Steel enabled us to complete the work with regards to the deadline. I especially want to emphasize the 3D function, the comprehensive ability when creating workshop drawings and the automatic collision control that checks the 3D model continuously."

Dipl.-Ing. Tobias Jäger  
Ed. Züblin AG  
Stuttgart, Germany

### Novotny Bauer & Partner ZT GmbH > Advance Concrete

"Since Advance Concrete automatically processes all information from the 3D model, the creation of the documents can be handled easier and conformity of all drawings and documents is guaranteed."

Dipl.-Ing. Christian Bauer  
Novotny Bauer & Partner ZT GmbH  
Vienna, Austria

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete

### Autodesk products

- AutoCAD®
- AutoCAD® Architecture

### Services

- Technical support
- Training
- Customized solution development
- "Project management": 3D/2D modeling

### GRAITEC GmbH is managing authorized resellers based in:

- Baltic States
- The Netherlands
- Poland



## Recent Highlights

- Thomas Langensiepen joined Graitec GmbH as Country Manager
- Advance Steel has impressively continued its success story in D-A-CH
- Graitec successfully presented its Advance solutions at the BAU 2009 fair in Munich

# CSI Germany

Germany, Austria, Switzerland

## An innovative and modularized software suite for any project: From a timber beam to a pre-stressed concrete bridge.

Since 1980, CSI has specialized in the development of static analysis software for Civil Engineering and Construction, mainly for the German-speaking markets with their integrated solutions. CSI also provides a complete range of services.

Advance Bridge is a highly sophisticated 3D design and analysis software for concrete girder and frame bridges, pre-stressed concrete, pre-fabricated or composite steel/concrete bridges. This 3D system can be used to create street overpasses, pedestrian bridges and railway bridges. Advance Bridge includes the German calculation codes as well as the Eurocode with different national annexes.

CS-STATIK with more than 150 modules is the company's most advanced solution dedicated to static analysis and design for the construction and civil engineering industry. This comprehensive suite integrates into a common interface tools for planning structural framework according to current standards including Eurocode.



**Michael OMMERT**  
Managing Director (Sales & Marketing)

**Christiane von SPIESS**  
Managing Director (Finance & PR)

**Headquarters:**  
Dortmund

**Sales contact:**  
Thorsten WULF  
Tel.: +49 (0) 231 55 70 720  
info@csi-gmbh.de  
www.csi-gmbh.de



Lautrupsbach-Viaduct with Advance Bridge



Westfalentower with CS-STATIK

### Eriksen Hannover GmbH > CS-PONS (Advance Bridge)

"With Advance Bridge we found a powerful tool, which creates all for the assessment required information in a very short time"

Dipl.-Ing. Ulf Schwanemann  
Eriksen Hannover  
Gesellschaft für Ingenieurplanung mbH  
Hannover, Germany

### STU Ingenieurbüro > CS-STATIK

"The consistency of the CSI programs, the friendly-user interface and the simple reading of the data for further processing, saves a lot of time".

Dipl.-Ing. Peter Frett  
STU Ingenieurbüro  
für Bauwesen GbR  
Wiesbaden, Germany

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design

### Local software

- CS-PONS (Advance Bridge)
- CS-STATIK Structural analysis
- CS-SUSI Framework analysis
- CS-CADI Reinforced concrete structures

### Services

- Technical support
- Hotline
- Training
- Engineering



Regional-User-Meeting 2009 in Dortmund

## Recent Highlights

The annual user meeting in Dortmund was attended by 250 customers in the fields of engineering and bridge building. Numerous innovations and further developments, as well as several lectures on current building standards were part of the daily program.

# Graitec France

France, Luxembourg,  
French-speaking Belgium & Switzerland



## Over 25 years of success

Operating nearly 25 years in the French territory, Graitec France is a leading provider of a complete industry specific CAD and Structural Engineering Design software solution for the construction industry. Graitec France distributes and supports a complete suite of integrated software products, with a wide range of services that enables our users to complete their construction projects, from modeling to production of all detailed drawings. In 2008, Graitec France acquired @bc services and created two distinct agencies dedicated to steel CAD to provide enhanced service.

Today Graitec France operates through a vast network of regional offices that provide local support. With 30 employees spread across seven regional offices, Graitec France provides a complete and integrated software suite that significantly enhances productivity along with local support services and the technical expertise to ensure our clients success.

### Christophe PRENEL

Managing Director  
Tel.: +33 (0)1 69 85 56 22  
christophe.prenel@graitec.com

### Design & Engineering Dpt. & Major accounts

Daniel BERTRAND  
Tel.: 33 (0)1 69 85 67 03  
daniel.bertrand@graitec.com

### Regional offices:

**Center/North office** (Bièvres)  
nicolas.marchand@graitec.com

**West office** (Nantes)  
antoine.ferron@graitec.com

**South-West office** (Toulouse)  
laurent.texidor@graitec.com

**South-East office** (Lyon)  
jean-luc.chardat@graitec.com

**East office** (Nancy)  
nicolas.baudin@graitec.com

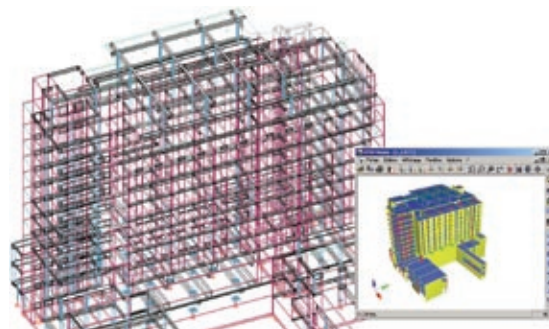
**Overseas French territories** (Bièvres)  
caroline.merle@graitec.com

**Advance Steel North** (Bièvres)  
samuel.mahler@graitec.com

**Advance Steel South** (Anglet)  
olivier.moyret@graitec.com



Interior stairs, Dax, France



Extension du CHD, La Roche/Yon, France

## ABC Serrurerie > Advance Steel

"This is one of my first projects using Advance Steel, which allowed me to design the stairs that were not simple; the visualization in 3D and in render mode was a great help, and the 3D and 2D details on drawings were useful for fabrication and erection at site."

Mr. Bordas, Detailer within the company

## SIGMA INGENIERIE > Arche, Advance Concrete & Advance Design

"Arche, Advance Concrete and Advance Design allow better visualization of the building in 3D and optimization of our productivity on drawings as well as calculations.

Data entry for the software is intuitive and is easily done by different users which decreases the learning curve."

Mr. Breton and Mr. Lambert, Engineers in charge of the project

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design

### Local software

- Arche
- Melody

### Autodesk products

- AutoCAD®, AutoCAD® LT
- AutoCAD® Architecture

### Services

- Technical support
- Training
- Specific developments
- Engineering



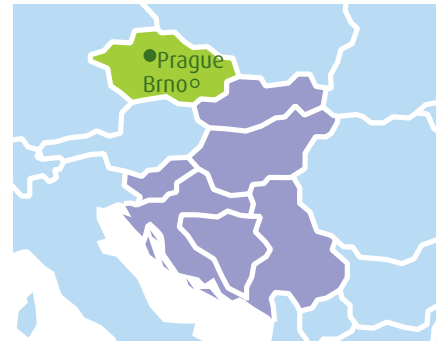
## Recent Highlights

Graitec was present at the biannual BATIMAT trade show, which was held at Porte de Versailles in November 2009. This trade show was an opportunity to showcase the latest developments of the Advance suite, to meet with many longtime users and several new organizations that have decided to use Graitec software (nearly 450 personalized demonstrations were made).



# AB Studio Czech Republic

Czech Republic, Bosnia Herzegovina, Croatia,  
Hungary, Serbia, Slovakia & Slovenia



## A CAD solutions leader for 20 years in Central and Eastern Europe

Created in 1990, AB Studio spol.s.r.o. is a leading Czech software provider for Architecture & Civil/Building design offices and contractors. In the last 5 years, AB Studio has tripled its turnover.

AB Studio is successfully selling Advance Steel and Advance Concrete products in the Czech Republic and in the neighboring countries - Hungary, Slovakia, Slovenia, Croatia, Serbia and Bosnia Herzegovina.

This subsidiary is developing and selling CADKON in addition to offering engineering services on this modular CAD solution. The CADKON software suite covers Architecture, wood construction and MEP – sanitary, heating, plumbing and electrical. CADKON has more than 10 000 licenses in Europe.

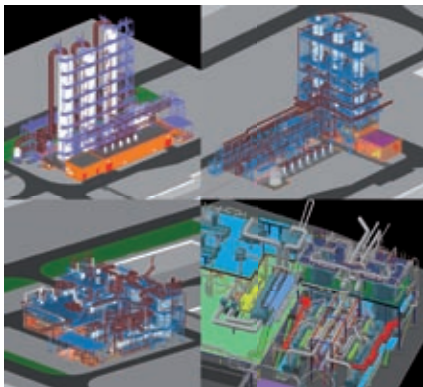
AB Studio is a successful longtime reseller of Autodesk products and maintains a Gold Partner status. In 2010, the subsidiary received the Autodesk Award for best reseller in the Architecture, Engineering & Construction segment.



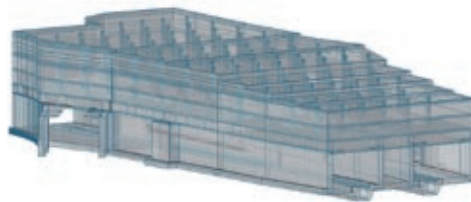
**Jiri BENDL**  
Managing Director

**Headquarters:**  
Prague

**Sales contact:**  
Zdenek KRYSL  
Tel.: +420 244 016 055  
krysl@abstudio.cz



*Technological steel structures for the desulfurization of raw coke-oven gas at U.S. Košice*



*Concrete construction of underground garages "Prasny most", Prague, Czech Republic*

### PUDIS,a.s.

#### > Advance Concrete

Currently the largest underground construction in the Czech Republic is the Blanka tunnel complex with an overall length of 6 382 m. Together with previously realized parts of the Prague inner ring it is going to constitute the longest urban tunnel in Europe. The effort to minimize impacts on the historical part of the city resulted in a project which connects a highway junction, underground garages for 250 cars and technological facilities for the tunnel in one complex structure of extraordinary dimensions – the junction Prasny Most in Prague.

Ing. Petr Duník, PUDIS, a.s., Prague

### HUTNi PROJEKT Frydek-Mistek a.s.

#### > Advance Steel

Industrial steel structures for the desulphurization of raw coke oven gas at U. S. Steel Kosice

This industrial construction deals with complex chemical treatment of raw coke oven gas produced in coke oven batteries while the coal is converted into coke. The method of "scrubbing" the gas requires a lot of technology devices and equipment, required to prepare the load-bearing structure, access structures, etc. The individual devices are interconnected by large flow of mediums, for which the pipe bridges, flat or spatial supports were designed within the steel structures. The total tonnage of steel structures for the specific operation was about 965 tons.

Ing. Roman Lisnik, HUTNi PROJEKT Frydek-Mstek a.s.

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design

### Local software

- CADKON, a modular solution

### Autodesk products

- AutoCAD
- AutoCAD Architecture
- AutoCAD Revit Architecture
- AutoCAD MEP
- AutoCAD Civil 3D
- AutoCAD Map 3D
- Autodesk 3ds Max Design

### AB Studio is managing authorized resellers based in:

- Croatia
- Bosnia Herzegovina
- Hungary
- Serbia
- Slovakia
- Slovenia



## Recent Highlights

For many years AB Studio has organized a competition, for offices and architectural design studios that are effectively using Graitec, AB Studio and Autodesk CAD products. Over the years, this competition has had more than 2500 competing projects, most of them have already been implemented. The competition is regularly monitored by experts and the winning projects is given considerable attention. 2009 was the sixteenth year the competition was held.

# Graitec Romania

Romania, Albania, Bulgaria, Macedonia,  
Republic of Moldavia



## Graitec Romania: 80 professionals dedicated to the Group software R&D

Graitec Romania, founded in 1999 in Bucharest, is the Research & Development division of the Group. The Romanian team currently includes 80 professionals:

- Highly qualified C++ software developers with remarkable mathematical problem-solving skills
- Structural engineers and CAD Designers committed to software testing, product specifications, training courses and technical support, customer design and detailing projects
- Documentation, translation and design team specialized in writing the software documentation, translation, graphic and web design

Like all Group branches, Graitec Romania distributes Graitec products in its market and continues to successfully expand its client base.

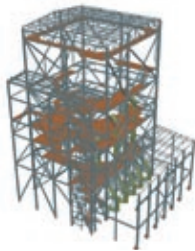
In addition to developing state-of-the-art software for the entire group, Graitec Romania also provides design and detailing services for international customers using client feedback to fine-tune our software solutions prior to market launch.



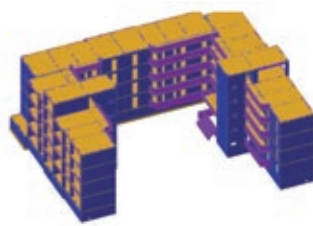
**Ionel DRAGU**  
Managing Director

**Headquarters:**  
Bucharest

**Sales contact:**  
Cătălina TILEA  
Tel.: +40 (21) 410 0119  
sales@graitec.ro



*Absorber - Rovinari, Romania*



*Youth Housing - Giurgiu, Romania*

### SC Profesional Construct Proiectare SRL > Advance Steel

"We have been working with Advance Steel for more than 4 years. This detailing software helped my entire team because we could split a big project and work simultaneously.

Why am I so enthusiastic about the software? I can work in 3D. I can see all the connections. I can immediately see if there are any problems or collisions, if the structure can be done as I thought.

Another advantage of this steel detailing software package, especially for very large structures, is the Multi-User mode, which helped us to significantly reduce the project time. Also, the "Stairs and railings" deserves a special mention as it had a major impact on our productivity, as did the automatic detailing which allowed us to create almost all the drawings by the next morning."

**Project Manager, PhD Eng. Dan BATCA**

### IPCMG > Advance Concrete

"The "Youth Housing" project in Giurgiu was done with Advance Concrete, a modeling and detailing software for reinforced concrete structures. The structure, which has an underground, a ground floor and 2 levels, consists of 3 sections, while the infrastructure uses a slab foundation design.

The time required for modeling and detailing this project was significantly reduced. Three engineers worked simultaneously on this project, successfully using the Multi-User technology. All project data were stored in a common database that could be accessed by all those involved.

With projects as complex as this one, where the duration is at least several months, a reduction of 20% is very significant."

**Eng. Silviu Albon**

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design

### Local software

- Effel
- Arche

### Autodesk products

- AutoCAD®
- AutoCAD® Architecture

### Services

- Technical support
- Training
- Customized solution development
- Project assistance
- CAD / Design projects



## Recent Highlights

Implementation of the Eurocode standard together with the Romanian National Appendix in the 2010 version of Advance Design (for steel design EC3, reinforced concrete design EC2, wind and snow design EC1, load combinations EC0). Due to this new Romanian localization, the 2010 version of Advance Design now holds a privileged position in the Romanian market for civil engineering software.

# Graitec Russia

Russia & CIS countries



## A new regional company

Graitec CJSC was created in April 2009 in partnership with INFARS (Graitec's former partner for the Graitec Advance Suite for Russian and CIS countries).

The company started its activity with a team of 5 people (2 INFARS employees were transferred to Graitec CJSC). Graitec CJSC has a strategy to develop sales for the Russian market and provide its clients with a full range of technical related services (customer support, training, product presentations, etc.).

The business model of Graitec CJSC is a mix of direct and indirect sales through a reseller network in Russia and surrounding countries.



**Alexey KORNEEV**  
Sales Manager

**Headquarters:**  
Moscow

**Sales contact:**  
Alexey KORNEEV  
Tel.: +7 (495) 225-13-65  
alexey.korneev@graitec.com



*Railroad overpass for fuel oil discharge Marine commercial port Ust-Luga, Leningrad Oblast, Russia*



*Framework for Claus tail gas cleanup unit, Kstovo, Russia*

### IBC Pulkovo Ltd. > Advance Steel

"Advance Steel software accelerated the production of all workshop drawings and quickly produced all structures on NC-machines."

**Evgeny Vashchenko, Head of the Engineering Department, IBC Pulkovo Ltd.**

### GIPROGAZOOCHISTKA, OJSC > Advance Steel

"Advance Steel was purchased in 2008 to further automate the construction division. Pursuant to our operational experience with the leading oil & gas enterprises and refining factories of Russia and CIS, high expectations were held for this product and Advance Steel has completely lived up to them."

**Ekaterina Alekseeva, Director of Marketing, GIPROGAZOOCHISTKA, OJSC.**

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete

### Autodesk products

- AutoCAD®
- AutoCAD® LT
- AutoCAD® Architecture

### Services

- Technical support
- Training
- Development of customized solutions
- Project assistance



## Recent Highlights

The new regional subsidiary in Russia can better respond to the requirements of Russian users of Graitec software and provides timely information and technical support to our clients.

The Russian website was successfully launched in April 2009.

# Graitec Asia Pacific

Singapore, China, India, Korea, Japan, Australia & south east Asian countries



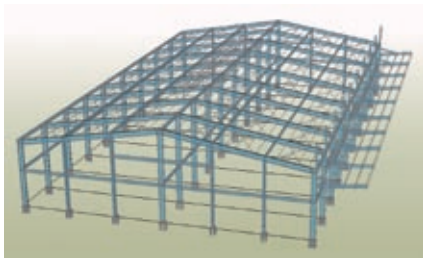
Managing Director

**Headquarters:**  
Singapore

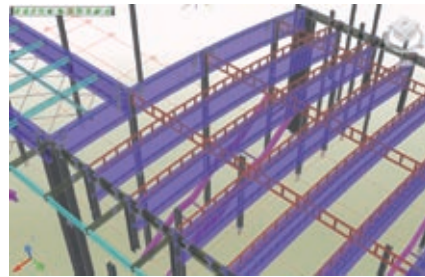
**Technical contact:**  
David SANGHYUN YU  
Tel.: +65 9899 7403  
david.yu@graitec.com

## A strategic step for international expansion

Graitec Asia Pacific established in 2010 provides technical and sales support to local resellers and customers. Asia/Pacific is a fast growing economic region with major construction challenges, and a great potential market for Graitec. This region will play a key role in our worldwide expansion. It was extremely important to show commitment to local partners and customers seeking a long-term partnership with a local presence. In addition this Singapore based subsidiary provides Graitec with local industry knowledge to better integrate required technical specifications and requirements in our software. Graitec has the challenge and is committed to provide each market the best localized solution for greatest customer satisfaction.



Yongyutai new factory - Taoyuan city, Taiwan



Chuncheon national railway station - Chuncheon city, Korea

### Chan JO construction > Advance Steel

"Advance Steel helps us be more competitive. We are saving more time and manpower with features like clash checking, automated drawing and BOMs. It is the ideal tool for us."

Patrick Shiu, Project Manager

### CHOONG JEON CON.&DEV.CO.,LTD > Advance Steel

"Advance Steel opens a wide range of business possibilities we had not contemplated. Comprehensive and user created profile shapes and plates offers the possibility of freeform structural creation."

Lee Jungsu, Project Manager

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design

### Services

- Technical support
- Training
- Consulting

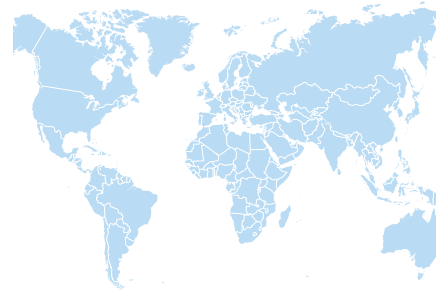
Graitec Asia Pacific is managing authorized resellers based in Asia Pacific area

## Recent Highlights

2009 was a key milestone in Graitec becoming a significant player in the Asia Pacific Region. With a clearly defined 100% indirect sales strategy, several Value Added Resellers joined the Graitec reseller channel. This successful start has justified the opening of an operational office in Singapore to support our partners from a technical, sales and marketing perspective.



# Graitec International Network



## Graitec covers all regions

After building a reseller network in Europe, Graitec continues its international expansion. A reseller support office was opened in North America and more recently in Asia to provide Graitec Value Added Resellers the best local sales, marketing and technical support. This international expansion gives Graitec better understanding of each region's specific requirements to accurately respond to each market's requirements.

The entire Advance suite (Steel, Concrete and Design) is supported and this strategy helps Graitec and its network of Value Added Resellers gain market share. This is an exciting challenge and a great opportunity for Graitec to build a strong network of resellers worldwide.

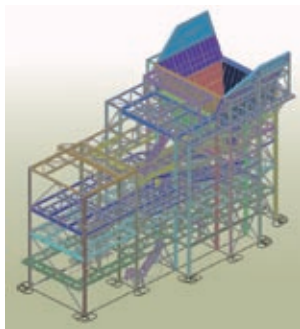
More than 40 resellers are actively and closely collaborating with Graitec to reinforce the international coverage and indirect sales strategy.



**Alexandre TARTAS,**  
COO

**Headquarters:**  
Bièvres, near Paris

**Sales contact:**  
Tel.: +33 (0)1 69 85 56 22  
[alexandre.tartas@graitec.com](mailto:alexandre.tartas@graitec.com)



Dantu Drafting cc



Stairs Metrostation in Rotterdam

### GRAITEC VAR: Chempute Software (South Africa) > Advance Steel

"We found that the speed and ease of modeling in Advance Steel was unmatched by any other package. The transition from AutoCAD to Advance Steel was done within a short period making the change quick and inexpensive; consequently finding personnel to work on the package is easy and painless. This will help us complete our project in record time. We also found the support provided by Chempute to be excellent, this is very important in our field as time is money. On our job we managed to supply our client with a complete set of Mechanical & Structural Arrangement drawings complete with a full set of Fabrication drawings within 3 months. We would not have achieved our goal without the support of Advance Steel."

Clinton Dantu, Draftman, Chempute Software

### GRAITEC VAR: Matrix (Netherlands) User: Staalbouw Berkel-Enschot BV > Advance Steel

"These stairs are used while building a project that involves the reconstruction of the tramway infrastructure, a new railway station hall, a new bus terminal and parking near and around the Rotterdam Central station."

Brian Hendriks, Accountmanager, Matrix Software

## Solutions

### Graitec Advance

- Advance Steel
- Advance Concrete
- Advance Design

### Services

- Hotline
- Training
- Development of customized applications



## Become a Reseller

Through this indirect sales strategy and a proactive partner search, Graitec has and is continuing to quickly extend its channel of Value Added Resellers and customer base in emerging markets, offering through its VARs high quality training and implementation services. Partnering in the Graitec reseller channel is joining a highly profitable organization with great business opportunities. For more information: [info.reseller@graitec.com](mailto:info.reseller@graitec.com)

# YellowCAD

France, French speaking countries



## Jean-Denis HEYMANN

Sales Manager  
Tel : + 33 (0)1 69 85 32 94  
info@yellowcad.com

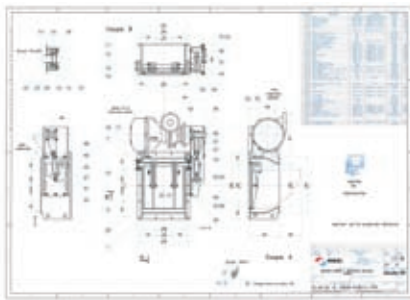
## Cost-effective CAD Software solutions

Established end of 2008, YellowCAD is a leading CAD software company that provides, designers, a cost-effective CAD software solution that uses the DWG file format as the best alternative to AutoCAD® and AutoCAD LT®.

The company has a team of 20 people for sales, marketing, technical support and development.

Based on the IntelliCAD technology platform (used by hundreds of thousands of designers around the world), YellowCAD solutions are the result of over two years of development providing reliability, robustness and performance to users.

Two packages are available: YellowCAD Standard covers the needs of 2D users and YellowCAD Pro integrates the 3D ACIS Modeler (Dassault System), a raster imaging tool, a rendering solution and the option of deploying networked licenses. Beyond the technical specifications, our customers benefit from a savings of 50% on their 2D/3D CAD expenses.



Electric motors by Vinci-Energies



"Les Moitiers d'Allonne" Project Plan by Colas

## VRACO (Groupe Vinci)

### > YellowCAD Pro

"In France, VINCI-ENERGIES operates through VRACO sas by offering a complete range of valves, dampers and cut-off valves for ventilation systems of nuclear facilities. This specific activity requires us to provide replacement hardware decades after the original installation. The acquisition of YellowCAD will enable us to continue to use our large library of drawings dating from the 90s, but also to remain compatible with recent versions of AutoCAD."

Jean-Baptiste Willoquet, Design Office GM

## Colas

### > YellowCAD Pro

"As a public works utility we mainly use YellowCAD to create construction drawings and BOMs. Since YellowCAD is also compatible to previous versions of AutoCAD our clients have no problems using the files we send them. Furthermore since the user interface looks and feels familiar the learning curve was very short."

Nicolas Le Court, Foreman

## YellowCAD Partners :

- APACABAR SAS - Strasbourg (Distributor)
- CIRCLE SARL - National Education

## Resellers:

- ARROWSOFT SARL - Talence (Aquitaine)
- BS2I SARL - Cherbourg (Normandie)
- CAD EQUIPEMENT SARL - Suresnes (Ile de France Ouest)
- CAD EQUIPEMENT SARL - Nantes (Pays de la Loire)
- CADETIC SARL - Clermont-Ferrant (Auvergne)
- DOMINIQUE VAQUAND INFORMATIQUE SARL - Eyguieres (PACA)
- INFOPLAN SARL - Dunkerque (Nord - Pas de Calais)
- LORINFO SAS - Maxeville (Alsace Lorraine)
- MAC SI - Montpellier (Languedoc Roussillon)
- NPN SARL - Montreuil (Ile de France Est)
- NPN SARL - Toulouse (Midi Pyrénées)
- SUD INFOGRAPHIE SARL - Tarbes (Midi Pyrénées)
- VIG-DAO SARL - Istres (Bouches du Rhône)

## Solutions

### YellowCAD Software

- YellowCAD Standard (2D)
- YellowCAD Pro (2D/3D)

### CAD library suite

- Architecture and Building: 2460 symbols
- Industrial: 660 symbols
- Manufacturing: 1400 symbols
- Electrical: 340 symbols

### Services

- Consulting
- Technical support
- Training



## Recent Highlights

Since its creation, YellowCAD has focused on a strong indirect sales strategy. With a network of 15 resellers supplemented by a national distributor, YellowCAD covers the whole French territory. These partners provide our clients all the services and support required to optimize the use of their YellowCAD software.



# Contact list by country (August 2010)

## THE AMERICAS

<b>Canada</b> <small>(Advance Design + Advance Concrete)</small>	<b>GRAITEC Inc.</b>	Danielle CANTIN	Tel.: +1 (450) 674 0657	danielle.cantin@graitec.ca
<b>Canada</b> <small>(Advance Steel)</small>	<b>GRAITEC Inc.</b>	Eddie GEVORKIAN	Tel.: +1 (450) 674 0657	info.canada@graitec.com
<b>USA</b>	<b>GRAITEC USA Inc.</b>	Dan MONETTE	Tel.: +1 (978) 674 8478	dan.monette@graitec.us
<b>Brazil</b>	<b>N.A Tecnologia e sistemas</b>	Fabio LACERDA AZZALINI	Tel.: +55 11 2714-5454	na@natecnologia.com.br

## EUROPE

<b>Albania</b>	<b>GRAITEC Roumanie SRL</b>	Catalina TILEA	Tel.: +40 (21) 410 0119	info.romania@graitec.com
<b>Austria</b>	<b>GRAITEC GmbH</b>	Thomas LANGENSIEPEN	Tel.: +49 (0)208 62188-0	info.germany@graitec.com
<b>Baltic States</b>	<b>Geobaltus Ltd.</b>	Linas GABRIELAITIS	Tel.: +370 (5) 241 1002	info@geobaltus.com
<b>Belgium</b> <small>French-speaking area</small>	<b>GRAITEC France SARL</b>	Christophe PRENEL	Tel.: +33 (0)1 69 85 56 22	info.france@graitec.com
<b>Belgium</b> <small>Dutch-speaking area</small>	<b>MATRIX SOFTWARE</b>	Brian HENDRIKS	Tel.: +31(0)24 3434380	b.hendriks@matrix-software.nl
<b>Bulgaria</b>	<b>GRAITEC Roumanie SRL</b>	Catalina TILEA	Tel.: +40 (21) 410 0119	info.romania@graitec.com
<b>Bosnia Herzegovina</b>	<b>AB Studio spol. s r.o.</b>	Jiri BENDL	Tel.: +420 244 016 055	abstudio@abstudio.cz
<b>Croatia</b>	<b>Tehnicke Konstrukcije d.o.o.</b>	Gadaf ZULBEARI	Tel.: +385 1 4664 577	gadaf.zulbeari@konstrukcije.hr
<b>Czech Republic</b>	<b>AB Studio spol. s r.o.</b>	Jiri BENDL	Tel.: +420 244 016 055	abstudio@abstudio.cz
<b>France</b>	<b>GRAITEC France SARL</b>	Christophe PRENEL	Tel.: +33 (0)1 69 85 56 22	info.france@graitec.com
<b>Germany</b>	<b>GRAITEC GmbH</b>	Thomas LANGENSIEPEN	Tel.: +49 (0)208 62188-0	info.germany@graitec.com
<b>Germany</b>	<b>CSI GmbH</b>	Michael OMMERT	Tel.: +49 (0) 231 55 70 720	info@csi-gmbh.de
<b>Greece</b>	<b>SOFISTIK Hellas S.A.</b>	Areti SVERKOU	Tel.: +30 210 822 0607	asve@sofistik.gr
<b>Hungary</b>	<b>MONARCH Ltd</b>	Zoltan FEKETE	Tel.: +36 (99) 330 330	office@monarch.hu
<b>Lithuania</b>	<b>Geobaltus Ltd.</b>	Linas GABRIELAITIS	Tel.: +370 6 101 2217	info@geobaltus.com
<b>Luxembourg</b>	<b>GRAITEC France SARL</b>	Christophe PRENEL	Tel.: +33 (0)1 69 85 56 22	info.france@graitec.com
<b>Macedonia</b>	<b>GRAITEC Roumanie SRL</b>	Catalina TILEA	Tel.: +40 (21) 410 0119	info.romania@graitec.com
<b>Netherlands</b>	<b>MATRIX SOFTWARE</b>	Brian HENDRIKS	Tel.: +31(0)24 3434380	b.hendriks@matrix-software.nl
<b>Poland</b>	<b>Datacomp Sp. z o.o.</b>	Slawomir WOZNIAK	Tel.: +48 12 412 99 77	sl.wozniak@datacomp.com.pl
<b>Portugal</b>	<b>PASCAL ENGENHEIROS Lda</b>	M Lapa MARQUES	Tel.: +351 239 497 660	mlapa@pascal-lda.pt
<b>Portugal</b>	<b>SISCAD Lda</b>	João NUNES DE CARVALHO	Tel.: +351 223 773 140	comercial@siscad.pt
<b>Republic of Moldavia</b>	<b>GRAITEC Roumanie SRL</b>	Catalina TILEA	Tel.: +40 (21) 410 0119	info.romania@graitec.com
<b>Romania</b>	<b>GRAITEC Roumanie SRL</b>	Catalina TILEA	Tel.: +40 (21) 410 0119	info.romania@graitec.com
<b>Russia</b>	<b>GRAITEC CJSC</b>	Alexey KORNEEV	Tel.: +7(495) 225-13-65	info.russia@graitec.com
<b>Serbia</b>	<b>FOCUS Computers d.o.o.</b>	Duško DIMITRIJEVIĆ	Tel.: +381 11 3771 543	advance@fin.rs
<b>Slovakia</b>	<b>ŠTOR CAD Computers, s. r. o.</b>	Ján ŽILKA	Tel.: +421 (0) 2 571 00 813	cad@stor.sk
<b>Slovenia</b>	<b>CGS plus</b>	Miha ŠKOFIC	Tel.: +386 1 530 11 08	miha.skofic@cgplus.si
<b>Spain</b>	<b>CAESOFT</b>	Pablo Vicente LEGAZPI	Tel.: +34 91 4479204	pvl@caesoftware.es
<b>Switzerland</b> <small>German-speaking area</small>	<b>GRAITEC GmbH</b>	Thomas LANGENSIEPEN	Tel.: +49 (0)208 62188-0	info.germany@graitec.com
<b>Switzerland</b> <small>French-speaking area</small>	<b>GRAITEC France SARL</b>	Christophe PRENEL	Tel.: +33 (0)1 69 85 56 22	info.france@graitec.com
<b>UK</b>	<b>ADRIS Ltd.</b>	Steve HOULDER	Tel.: +44 (0) 23 8086 8947	sales@adris.co.uk
<b>UK</b>	<b>GRAITEC UK Ltd.</b>	Carl SPALDING	Tel.: +44 (0) 1932 858516	sales@graitec.co.uk

## OTHER COUNTRIES

<b>GRAITEC SA</b>	Alexandre TARTAS	Tel.: +33 (0)1 69 85 56 22	info@graitec.com
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## MIDDLE EAST

<b>Lebanon</b>	<b>BAT CONCEPT</b>	Elie EL HACHEM	Tel.: 961 (1)282 715	bconcept@inco.com.lb
<b>U.A.E.</b>	<b>Glorion Engineering Solutions</b>	Dave VOUT	Tel.: +91-80-42071608/09	sales@gdsrebar.com
<b>U.A.E.</b>	<b>Paras Cadd FZE</b>	Nitin PAWAR	Tel.: +91-99-87683333	sales@parascadd.com

## AFRICA

<b>Burkina Faso</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Benin</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Cameroun</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Gabon</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Guinea</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Ivory Coast</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Madagascar</b>	<b>ACTE-CAO</b>	Tiana RAKOTO	Tel.: +261 (20)22 324 53	acte-cao@wanadoo.mg
<b>Mali</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Maroc</b>	<b>CREATIVE TECHNOLOGIES</b>	Hamid KOMIHA	Tel.: +212 (37) 65 33 40	hamid.komiha@creative.ma
<b>Niger</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 22 38	stephane.legre@genesis.ci
<b>Senegal</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>South Africa</b>	<b>Chempute Software / Johannesburg</b>	Werner THERON	Tel.: +2711 803 6559	wtheron@chempute.com
<b>South Africa</b>	<b>Chempute Software / Durban</b>	Nicolas MICHEL	Tel.: +2731 764 6840	nmichel@chempute.com
<b>Togo</b>	<b>GENESIS</b>	Stephane LEGRE	Tel.: +225 (22) 42 38 38	stephane.legre@genesis.ci
<b>Tunisia</b>	<b>SITECH DIFFUSION</b>	Med Khaled ABDELKEFI	Tél.: +216 (71) 71 94 86	ka.sitech@yahoo.fr

## ASIA-PACIFIC

<b>Asia Pacific area</b>	<b>GRAITEC ASIA-PACIFIC</b>	Alexandre TARTAS	Tel.: +65 9899 7403	info.asiapac@graitec.com
<b>China</b>	<b>AECsoft Engineering Software Co. Ltd.</b>	Richard WANG	Tel.: 010-58815851	aecsoft@aecsoft.com.cn
<b>India</b>	<b>Paras Cadd Pvt. Ltd.</b>	Amit BORELE	Tel.: +91-22-25111-111	sales@parascadd.com
<b>Indonesia</b>	<b>Joy Star Pte Ltd</b>	Siswanto	Tel.: +62 21 4586 5667~8	contact@joy-star.biz
<b>Japan</b>	<b>Forum 8 Co. Ltd.</b>	Katsumi MATSUDA	Tel.: 03-5773-1888	matsuda@forum8.co.jp
<b>Korea, South</b>	<b>BasisSoft, Inc</b>	James, Soo-Heon, LEE,	Tel.: +82-2-571-8718	jameslsh@basis.co.kr
<b>Korea, South</b>	<b>INTRATECH Corp.</b>	Taiheon CHOI	Tel.: +82-70-7725-0456	tc@intra.co.kr
<b>Malaysia</b>	<b>EDS ASIA Sdn Bhd.</b>	Keane CHENG	Tel.: 603-7956 3399	keane@eds-asia.com
<b>Singapore</b>	<b>Joy Star Pte Ltd</b>	John YAP	Tel.: +65-6464 6122	contact@joy-star.biz
<b>Taiwan</b>	<b>Autosoftware Technology Co. Ltd</b>	Chris CHEN	Tel.: +886 2 2690-7990	chris@autosoft.com.tw

## OTHER COUNTRIES

**GRAITEC SA**

Alexandre TARTAS

Tel.: +33 (0)1 69 85 56 22

info@graitec.com





**GRAITEC Inc.**

183, rue Saint-Charles O., bur. 300  
Longueuil (Québec) J4H 1C8  
CANADA  
Tel.: +1 (450) 674 0657  
info.canada@graitec.com

**CSI GmbH**

Computer Service im Ingenieurbüro  
Kaiserstraße 63 - 65  
44135 Dortmund  
GERMANY  
Tel.: +49 (0) 231 55 70 720  
info@csi-gmbh.de

**AB Studio spol. s.r.o.**

Jeremenkova 90a  
140 00 Praha 4  
CZECH REPUBLIC  
Tel.: +420 244 016 055  
abstudio@abstudio.cz

**GRAITEC SARL**

17 Burospace  
91573 Bièvres Cedex  
FRANCE  
Tel.: +33 (0)1 69 85 56 22  
info.france@graitec.com

**GRAITEC GmbH**

Centroallee 263a  
46047 Oberhausen  
GERMANY  
Tel.: +49 (0)208 62188-0  
info.germany@graitec.com

**GRAITEC Roumanie SRL**

Str. Samuil Vulcan, Nr.10  
Sector 5  
Bucuresti  
ROMANIA  
Tel.: +40 (21) 410 0119  
info.romania@graitec.com

**GRAITEC UK Ltd**

The Old Forge South Road,  
Weybridge Surrey  
KT13 9DZ  
UNITED KINGDOM  
Tel.: +44 (0)23 8052 7575  
sales@graitec.co.uk

**ADRIS Ltd.**

Riverside House - Brunel Road  
Totton - Southampton  
Hampshire - SO40 3WX  
UNITED KINGDOM  
Tel.: +44 (0) 23 8086 8947  
sales@adris.co.uk

**GRAITEC USA Inc.**

97 Central Street  
Suite 402  
Lowell, Massachusetts 01826  
USA  
Tel.: 978-270-1519  
info.usa@graitec.com

**GRAITEC CJSC**

Dmitrovskoe shosse 60A,  
Moscow, 127474  
RUSSIA  
Tel.: +7(495) 225-13-65  
info.russia@graitec.com

**YellowCAD SARL**

12 Burospace  
91572 Bièvres Cedex  
FRANCE  
Tel.: +33 (0)1 69 85 32 94  
info@yellowcad.com

**GRAITEC PTE, Ltd**

541 Orchard road  
Liat towers  
SINGAPORE 238881  
Tel.: +65 9899 7403  
info.asiapac@graitec.com

**GRAITEC SA**

12 Burospace  
91572 Bièvres Cedex  
FRANCE  
Tel +33 (0)1 69 85 56 22  
info@graitec.com

**Graitec Communication Contact**

Valérie DUGARD  
Communications Manager  
Tel: +33 (0)1 69 85 56 22  
valerie.dugard@graitec.com

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**HEADQUARTERS**

GRAITEC SA  
12 Burospace  
91572 Bièvres  
France  
Tel.: +33 (0)1 69 85 56 22  
[www.graitec.com](http://www.graitec.com)