



Press release

Aptean expands its offering in France through the acquisition of Mistral

Cloud-based modular ERP solution is purpose-built for equipment dealers and distributors.

ALPHARETTA, GA, 01/07/2022 - Aptean, a provider of enterprise software solutions, today announced its acquisition of Mistral Group, a French provider of enterprise resource planning (ERP) software designed for dealers and distributors of agricultural and construction equipment. Aptean acquired Mistral from Omnes Capital with the backing of its financial partners.

Founded in 1980 and based in Clermont-Ferrand, France, Mistral ERP solutions are used by over 500 dealers, distributors, repair shops and equipment rental companies that rely on its solutions to meet the needs of their businesses. Mistral's integrated and modular solution is verticalised to fit the needs of each market segment, with key features including accounting and financial management, equipment rental, sales and distribution, maintenance and repair, and supplier and transportation management. Mistral's solution is further enhanced by complementary modules to address mobility functions such as roving technicians, fleet management and customer relationship management.

Aptean's acquisition of Mistral expands the breadth of its industry-specific ERP solutions in France. Aptean will leverage its global scale, resources and technological expertise to accelerate adoption of Mistral's cloud-based solutions, while broadening the solutions that Mistral is able to offer its existing customers.

"We are excited to add capabilities to support equipment dealers and distributors in France to our ERP offerings" said Duane George, General Manager, EMEA and APAC, at Aptean.

"The talented Mistral team brings decades of experience to the development of its applications and shares Aptean's commitment to delivering an exceptional customer experience, backed by deep industry expertise."

"Aptean and Mistral are aligned in a mission to provide customers with integrated solutions that provide a measurable return on investment. Together with Aptean, we will accelerate the delivery of our new cloud-based ERP offering and expand our capabilities to support equipment dealers, distributors and rental companies in their digital transformation journey, across France and beyond," said Fabrice Le Camus, CEO at Mistral.

Laurent Espic, a Partner at Omnes Capital (lead manager on the MBI carried out in 2018), commented: "The Mistral Group is one of the longstanding players in its market. After five years of development and structuring under the leadership of Fabrice Le Camus, the company has strengthened its capacity for innovation and transformed its business model (SaaS). We are confident in its ability to tackle these new challenges in the company's next phase of growth."



About Mistral

Founded in Clermont-Ferrand in 1989, the Mistral Group has become a leader in France in ERP/CRM and mobile applications for equipment dealers, distributors, rental companies and repairers. Its modular offering ensures a full connection across the distribution chain, from suppliers and manufacturers to end users. To learn more, visit: www.mistral.fr.

About Aptean

Aptean is one of the world's leading providers of purpose-built, industry-specific software that helps manufacturers and distributors effectively run and grow their businesses. With both cloud and on-premise deployment options, Aptean's products, services and unmatched expertise help businesses of all sizes to be Ready for What's Next, Now®. Aptean is headquartered in Alpharetta, Georgia (USA) and has offices in North America, Europe and Asia-Pacific. To learn more about Aptean and the markets it serve, visit www.aptean.com.

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About Omnes

Omnes is a leading private equity and infrastructure investor. With over €5 billion in assets under management, Omnes provides companies with the capital they need to finance growth, in three key areas: Venture Capital, Growth Capital & Buyouts and Infrastructure. Omnes is wholly owned by its employees. It is committed to ESG issues and has set up the Omnes Foundation to fund initiatives to support children and young people. It is a signatory to the United Nations Principles for Responsible Investment (PRI). www.omnescapital.com

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