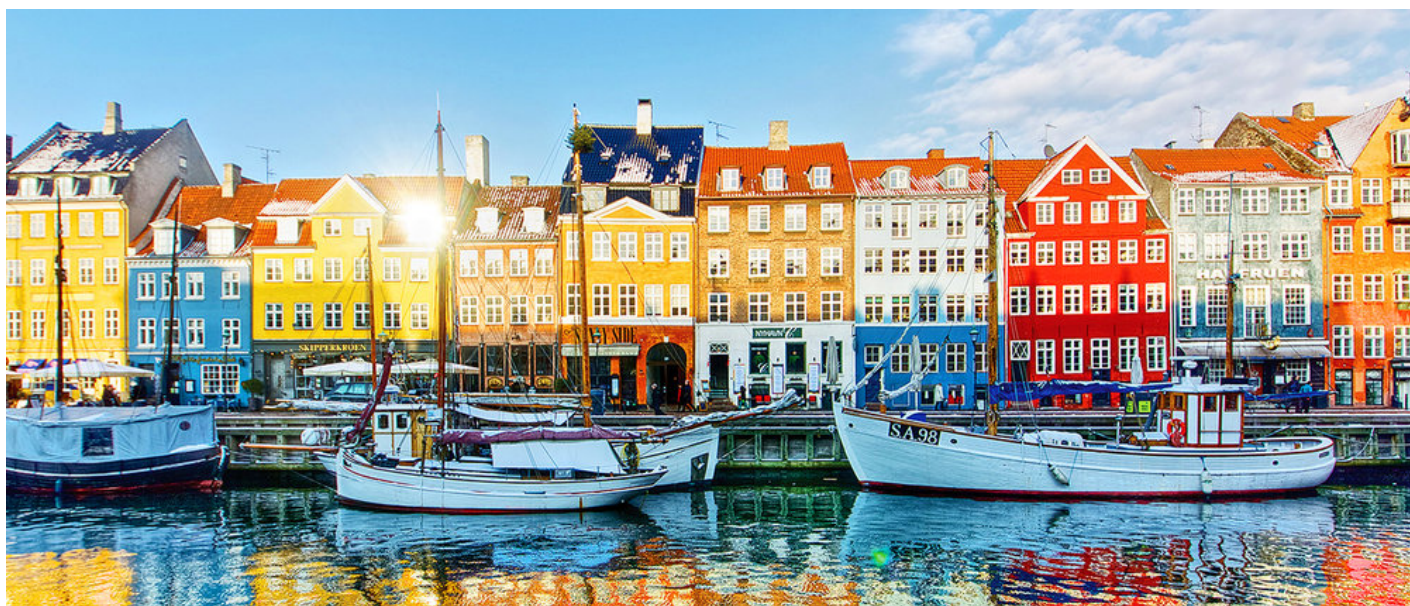


# Intelligent hosting group expands its activities to Denmark

To complement its activities in Belgium and the Netherlands Intelligent announces that it has made strategic acquisitions in Denmark. With the acquisitions of DanDomain, Solido Hosting and the Jaynet Group, Intelligent expands its geography and becomes the largest hoster in Denmark.



## The consolidation wave expands to Scandinavia

Around this time last year, Sentia expanded to Belgium to become the market leader in the Benelux. Now, it uses the same success formula to enter the Danish market. With its strategic acquisitions by both its SME branch (DanDomain acquired by Combell) and the Enterprise branch (Solido Hosting and Jaynet acquired by Sentia), Intelligent is now one of the major players in the industry in Denmark.

Thanks to the acquisitions, the expected consolidated turnover of Intelligent for 2016 amounts to 95 million euro. The group now employs close to 550 people and populates 9 offices spread across three countries: Ghent (BE), Hasselt (BE), Delft (NL), Nijmegen (NL), Amsterdam (NL), Nieuwegein (NL), Randers (DK) and Copenhagen (DK).

## **Strong brand architecture as the foundation for further growth**

Over the course of 2017, the brands Solido Hosting and Jaynet will be transformed into Sentia. They provide complex and bespoke hosting solutions, with a focus on organisations relying on applications of strategic importance, enterprise cloud services and IT infrastructure. Both companies already excel in their current marketplace, and with the acquisition by Sentia, their market position will only be reinforced and expanded over the coming years. Sentia has been executing a similar market approach since 2014 in the Netherlands and Belgium.

DanDomain, one of the largest hosters in Denmark, and also the market leader in ecommerce with its own webshop product, will maintain its current brand name. The strong name and vision will be continued and, together with Combell, DanDomain will work in the coming years to develop even stronger hosting products and launch new e-commerce solutions in the Benelux. DanDomain currently has more than 75.000 customers and is also market leader in the managed application space, with an Office 365 market share of more than 20% in Denmark.

## **Major step in growth ambitions**

The acquisitions are part of the strategy and ambitions of Intelligent to become, in the medium term, one of the largest European hosting groups, for which it is supported by growth capital provided by the management and by Waterland Private Equity. Entry into Denmark is a logical next step for Intelligent, due to market similarities and the potential to further penetrate Scandinavia.

*The successful consolidation wave we have unleashed in the Benelux and now in Denmark, started late 2015 together with Waterland, enables us to continue to carry out our vision for quality and strong products throughout Europe. The Danish market is similar to the one where we are already active and so for us it was the logical choice. We have already had a good start by welcoming brands like DanDomain, Jaynet and Solido Hosting welcome in the group.*

— Jonas Dhaenens, CEO of Intelligent

Intelligent is putting together a strong management team in Denmark, to implement the plans for the future. For the SME branch of the group Ronnie Bach Nielsen (current CEO of DanDomain) was appointed as Managing Director. For Sentia, being the Enterprise branch of the group, Michael Meister is appointed Managing Director (Michael is the current CEO of Jaynet).



*Jonas Dhaenens (CEO & Co-Founder Intelligent), Jakob Kjærgaard (Founder Jaynet), Ian Zein (MD Enterprise Hosting Intelligent, Co-Founder Sentia), Michael Meister (CEO Jaynet, new MD Sentia Denmark)*



*Ronnie Bach Nielsen (CEO & Co-Founder DanDomain), Frederik Poelman (MD SME Hosting Intelligent), Ken T. Boye (Co-founder DanDomain), Jonas Dhaenens (CEO & Founder Intelligent)*



*Claus Kuno (CFO Jaynet), Jakob Kjærgaard, Ian Zein, Michael Meister, Bo Erichsen (CTO Jaynet), Morten Jensen (Sales & Marketing Director Jaynet)*



**dandomain**



Jaynet

**SOLIDO**  
HOSTING



**Combelle**  
Your host on the internet

/ intelligent



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**ABOUT INTELLIGENT**

Intelligent is een internationale hostinggroep die hostingdiensten aanbiedt voor SME's en Large Enterprises. De SME-tak van de groep heeft vertrouwde merken zoals Combell, Byte, DanDomain en Flexmail. Voor Large Enterprises biedt het producten en diensten aan onder de naam Sentia en ReasonNet.

Intelligent is de absolute marktleider in de Benelux en Denemarken voor hostingdiensten. Van domeinnamen, klassieke webhosting en e-maildiensten biedt het eveneens cloudservers en complexe hosting op maat en outsourcing aan, voor grote bedrijven.

De groep heeft meer dan 550 experts in dienst verspreid over 3 landen in Gent (BE), Hasselt (BE), Delft (NL), Nijmegen (NL), Amsterdam (NL), Nieuwegein (NL), Randers (DK) en Kopenhagen (DK). De verwachte geconsolideerde omzet voor 2016 bedraagt 95 miljoen euro. De groep verwacht de komende jaren verder sterk organisch te groeien als door overnames dankzij haar Buy & Build strategie. De groep gelooft rotsvast in diepe productkennis en staat voor kwaliteit en vertrouwen.

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Intelligent is an international hosting group offering hosting services for SMEs and Large Enterprises. The SME branch of the group accommodates trusted brands such as Combell, Byte, DanDomain and Flexmail. For Large Enterprises the group provides products and services under the names Sentia and ReasonNet.

Intelligent is the absolute market leader in the Benelux and Denmark for hosting services. In addition to domain names, traditional web hosting and email services it also offers cloud servers and complex tailored hosting and outsourcing for large companies.

The group has more than 550 experts spread across three countries in Ghent (BE), Hasselt (BE), Delft (NL), Nijmegen (NL), Amsterdam (NL), Nieuwegein (NL), Randers (DK) and Copenhagen (DK). The consolidated turnover for 2016 amounts to an estimated 95 million euros. The group expects to continue its strong growth

organically and through acquisitions, thanks to its Buy & Build strategy. The group believes in profound product knowledge and stands for quality and trust.

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Intelligent est un groupe international qui propose des services d'hébergement pour PME et grandes entreprises. La branche PME du groupe comprend des marques de confiance telles que Combell, Byte, DanDomain et Flexmail. Pour les grandes entreprises, le groupe propose des produits et services sous les noms Sentia et ReasonNet.

Dans le Benelux et au Danemark, Intelligent est le leader incontesté du marché des services d'hébergement. Outre des noms de domaines, des services d'hébergement classiques et des adresses mail, il propose aussi des serveurs cloud, des solutions d'hébergement complexes sur mesure et des services d'externalisation pour les grandes entreprises.

Le groupe emploie plus de 550 experts, répartis dans 3 pays, à Gand (BE), Hasselt (BE), Delft (NL), Nijmegen (NL), Amsterdam (NL), Nieuwegein (NL), Randers (DK) et Copenhague (DK). Pour 2016, il prévoit de réaliser un chiffre d'affaires consolidé de 95 millions d'euros. Pour les années à venir, le groupe s'attend à enregistrer une forte croissance organique, ainsi qu'à poursuivre son expansion grâce à des reprises guidées par sa stratégie Buy & Build. Le groupe croit fermement à une parfaite connaissance des produits et est synonyme de qualité et de confiance.

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Intelligent er en international hostingkoncern, som tilbyder hostingydelser for SMV'er og store virksomheder. Koncernens SMV-afdeling betjener solide brands som Combell, Byte, DanDomain og Flexmail. Under navnene Sentia og ReasonNet tilbyder koncernen produkter og ydelser til store virksomheder.

Intelligent er ubestridt leder på markedet inden for hostingydelser i Beneluxlandene og Danmark. Ud over domænenavne, traditionel webhosting og e-mailtjenester tilbyder Intelligent også store virksomheder cloudservere samt kompleks, skræddersyet hosting og outsourcing til store virksomheder.

Koncernen har over 550 eksperter i tre lande, fordelt i Ghent (BE), Hasselt (BE), Delft (NL), Nijmegen (NL), Amsterdam (NL), Nieuwegein (NL), Randers (DK) og København (DK). Koncernens omsætning for 2016 anslås til at beløbe sig til 95 millioner euro. Koncernen forventer at fortsætte sin stærke vækst via naturlig vækst samt opkøb, takket være koncernens Buy & Build-strategi. Koncernen tror på indgående produktviden og står for kvalitet og tillid.

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