Zitcom Group and Intelligent join forces

The Belgian hosting group Intelligent has acquired Zitcom Group. Represented by brands such as Combell, Easyhost and Byte, Intelligent is the Benelux market leader for shared hosting for SME customers. Through this acquisition, Intelligent is enforcing her market position in Denmark.



The Belgian hosting group Intelligent has acquired Zitcom Group, parent company of well-known Danish SME hosting brands such as Wannafind, ScanNet and UnoEuro. Represented by brands such as Combell, Easyhost and Byte, Intelligent is the Benelux market leader for shared hosting for SME customers.

With the acquisition of Zitcom Group, Intelligent will also take a market leading position in the Danish SME hosting market in which the group is already active with the DanDomain brand. With the purpose of consolidating Intelligent's Danish activities, the DanDomain brand will be incorporated in Zitcom Group under the management of Zitcom Group CEO, Stefan Rosenlund.

I look forward to further developing the DanDomain brand and to getting to know the many employees and customers. It's with great pride and humility that I take on the responsibility of leading the joint Zitcom and DanDomain activities, and I have the greatest respect for the results the DanDomain team has achieved to date – especially with their market leading webshop platform.

- Stefan Rosenlund, Zitcom Group CEO

As a part of Intelligent, Zitcom Group will be able to build on its strategy for the Danish hosting market.

For many years, Intelligent has successfully applied a multi brand strategy with focus on strong customer relationships, technical sophistication, strategic acquisitions, a healthy financial policy and intelligent solutions. Zitcom Group has taken an identical approach in Denmark. The matching DNA and ambitions, were the reason why we accepted to join forces with Intelligent.

- Stefan Rosenlund, Zitcom Group CEO

As a result of the acquisition, Intelligent now takes up a market leading position in the Danish SME hosting market. Jonas Dhaenens, Intelligent Group CEO, elaborates on why Zitcom Group was a perfect match for Intelligent.

The acquisition of Zitcom Group is an attractive continuation of our buy-and-build strategy - both from a cultural and a strategic point of view. Zitcom Group is characterized by great professional pride, technical excellence, an insatiable entrepreneurial spirit and a high degree of success in building a sharply defined portfolio of hosting brands for Danish SME's. Zitcom Group fits perfectly in Intelligent's culture and strategic ambitions for the Danish SME hosting market

— Jonas Dhaenens, Intelligent Group CEO

With Zitcom Group, Intelligent will be the market leader in Denmark and the Benelux. As a group Intelligent will be one of Europe's largest hosting companies. However, our ambitions reach further than this. Further acquisitions, mainly in the Benelux and Scandinavia, will be a core part of Intelligent's future strategy.

Intelligent Group is financially backed by buy-and build-investor Waterland Private Equity Investments.

The acquisition of Zitcom by Intelligent joins two of the industry's best management teams, who operate on the leading edge of technology, have an outstanding organic growth track record, and build on an unparalleled buyand-build capability. In combination, Intelligent and Zitcom form an integrated platform which is ready to play a leading role in the consolidation of the European SME hosting industry.

— Cedric Van Cauwenberghe, partner at Waterland

ZITCOM / intelligent





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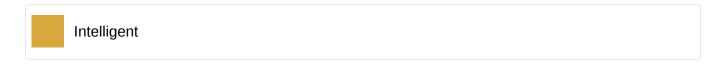
About Intelligent Group

The Intelligent Group is home to trusted SME hosting brands such as Combell in Belgium, Byte in the Netherlands, and DanDomain in Denmark. It is the market leader in the Benelux and Denmark for shared hosting services for SME customers. Under the name Sentia it houses all her Enterprise products and services in the same countries.

In addition to its strong track record of organic growth, the Group builds on a sophisticated acquisitive capability, with more than 10 transactions in the last two years as part of its buyand-build strategy.

Intelligent is the third largest hosting provider to SME customers in Europe and has over 70% of all online SMEs in Belgium and Denmark in its customer portfolio.

Following the Zitcom acquisition, the SME part of the group has more than 300 hosting experts spread across Belgium, The Netherlands and Denmark. The SME turnover for 2017 is expected to be more than 75 million euros. The expected revenue for the Enterprise part of the group is expected to be 65 million euros with 300 experts on board.



About Zitcom Group

Zitcom Group is the parent company for a broad portfolio of cloud and hosting brands, which focus on the SME segment in Denmark.

Like Intelligent Group, Zitcom Group has experienced significant organic growth since the start of 2000, which has been supplemented with strategic purchases of ScanNet, Meebox, Web10/TalkActive and Danhost within the past 18 months.

Zitcom Group's brands include Zitcom, Wannafind, ScanNet, Curanet, UnoEuro, Cloud.dk, Web10, Danhost and now DanDomain as well.

Zitcom Group services more than 175.000 private and corporate customers and has shown stable growth in both revenue and earnings for the past 17 years.

With DanDomain, Zitcom Group employs 160 people and expects to reach a turnover of more than 40 million euros.

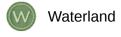


About Waterland Private Equity Investments

Waterland is an independent private equity investment group that supports entrepreneurs in realizing their growth ambitions. With substantial financial resources and committed industry expertise, Waterland enables its portfolio companies to achieve accelerated growth both organically and through acquisitions.

Waterland acts as an active shareholder in its portfolio companies, playing a key role in their strategic and operational development, growth and performance. With its experienced, entrepreneurial investment team, Waterland aims to help ambitious entrepreneurs obtain a strong market position in today's increasingly competitive international business environment. As of today, Waterland has invested in more than 400 companies.

Waterland has offices in The Netherlands (Bussum), Belgium (Antwerp), Germany (Munich and Düsseldorf), Poland (Warsaw) and United Kingdom (Manchester) and currently manages € 4 billion of investor commitments.



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, Zitcom, DanDomain en Flexmail. Voor Large Enterprises biedt het producten en diensten aan onder de naam Sentia.

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 600 experts in dienst verspreid over België, Nederland en Denemarken. De geconsolideerde omzet voor 2016 bedroeg 96 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.

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, Zitcom, DanDomain and Flexmail. For Large Enterprises the group provides products and services under the names Sentia.

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 600 experts spread across three countries in Belgium, The Netherlands and Denmark. The consolidated turnover for 2016 was 96 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.

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, Zitcom, DanDomain et Flexmail. Pour les grandes entreprises, le groupe propose des produits et services sous les noms Sentia.

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 600 experts, répartis dans Belgique, Les Pays-Bas et Danemark. Pour 2016, il a réalisé un chiffre d'affaires consolidé de 96 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.

Intelligent er en international hostingkoncern, som tilbyder hostingydelser for SMV'er og store virksomheder. Koncernens SMV-afdeling betjener solide brands som Combell, Byte, Zitcom, DanDomain og Flexmail. Under navnene Sentia 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 600 eksperter i tre lande, fordelt i Belgien, Holland og Danmark. Koncernens omsætning for 2016 anslås til at beløbe sig til 96 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.

