Together, Intelligent and Sentia become the market leader in hosting services in the Benelux

Intelligent, the Belgian market leader in hosting services that is best known for its brands Combell, Register, Unitt and Stone IS, has joined forces with Dutch Sentia. They are the Netherlands' leading specialists in the management of scalable and mission-critical IT platforms. A strong synergy between both companies helped develop a highly diversified portfolio of services for SMEs and large enterprises. The group will continue to operate under the name Intelligent.

Both companies share a similar history and excel in their area of expertise. Both Intelligent and Sentia show strong organic growth and have been able to develop their portfolio of customers and expand their range of services over the past years through strategic acquisitions. The acquisitions have also been made possible thanks to the flexible underlying platforms in which much money has been invested over the past years.

The companies have recently started a consolidation process in the hosting market in their respective countries. Intelligent has recently taken over hosting providers GimiScale, PriorWeb and Stone IS, and in the Netherlands, Sentia has been consolidating Jitscale and PaasPlaza (among other companies) under one brand. ReasonNet, which is renowned for its IaaS products and housing services in its own data centres, continues to operate as an independent brand.

More knowledge and focus through complementarity

Sentia mainly targets the market of outsourcing and hosting services for large enterprises. And with its brands, Intelligent focuses primarily on SMEs (small and medium-sized enterprises). Both bring much expertise in network management or specific software and technologies such as Oracle databases and IaaS platforms.

This complementarity provides a unique opportunity to learn from each other and continue to improve the services that both companies provide by specialising in specific areas of knowledge within the combined company. In addition, the group will be able to invest more in innovation for both services and products, with which they will also be able to conquer new markets and sectors in Europe.

> *"We can learn so much from each other because we are so complementary. I*

see a huge variety of expertise that we can share and the same desire for constant improvement. This will enable us to provide our existing and new customers with an even better and wider range of services„
— Ian Zein, Managing Director Enterprise Solutions

Focus on customer loyalty and personal contact

Both Sentiaand Intelligent have built a very strong reputation in the field of personalcustomer approach. The newly acquired knowledge will enable Intelligent and itsbrands to provide hosting products and all derivatives thereof in the Benelux. Theseproducts range from domain names, online presence in all its forms and e-mail marketingfor individuals and SMEs to complex managed hosting and outsourcing services forlarge enterprises.

"The relationship with our customers is something we currently excel in, and we intend to keep investing in it in the future. We believe that small teams are the perfect choice to support a segment of our customers in the most appropriate manner possible. Personal contact and knowledge are essential in this context„
— Jonas Dhaenens, CEO Intelligent

Personalapproach is part of the core values of the newly formed hosting group, and Intelligent will continue to focus on it in the future. Customer satisfaction is a toppriority for all brands.

Ambitions to become a European player

In themedium term, Intelligent has ambitions to become one of the leading Europeanplayers in the field of hosting. In order to make this possible, the group issupported by growth capital provided by the management and Waterland PrivateEquity.

"In view of the fundamental shift of IT applications to the Cloud, the European hosting market is changing at a very fast pace. We are already looking forward to continuing to support Intelligent's growth acceleration by deploying our international network and financial capability. Intelligent will fulfil the objectives laid out in its international growth strategy through a combination of organic growth and selective acquisitions„
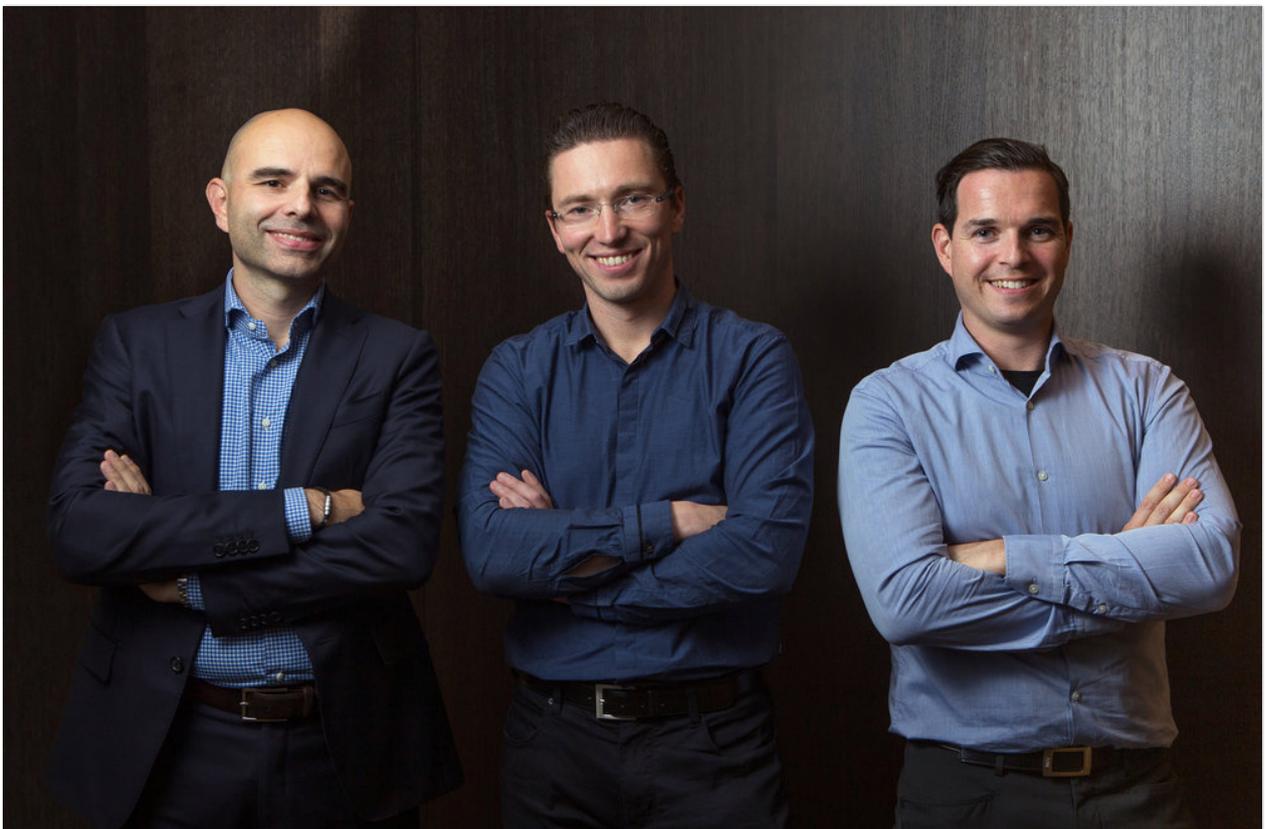— Cédric Van Cauwenberghe, Partner Waterland Private Equity

Optimisation within the group in the short term

In Belgiumand the Netherlands, Unitt, Intelligent's brand for complex managed hosting solutions,will be renamed Sentia. Sentia will then be the only brand for complex managed hostingsolutions within the Intelligent group. The group is also negotiating the acquisitionof several other companies.
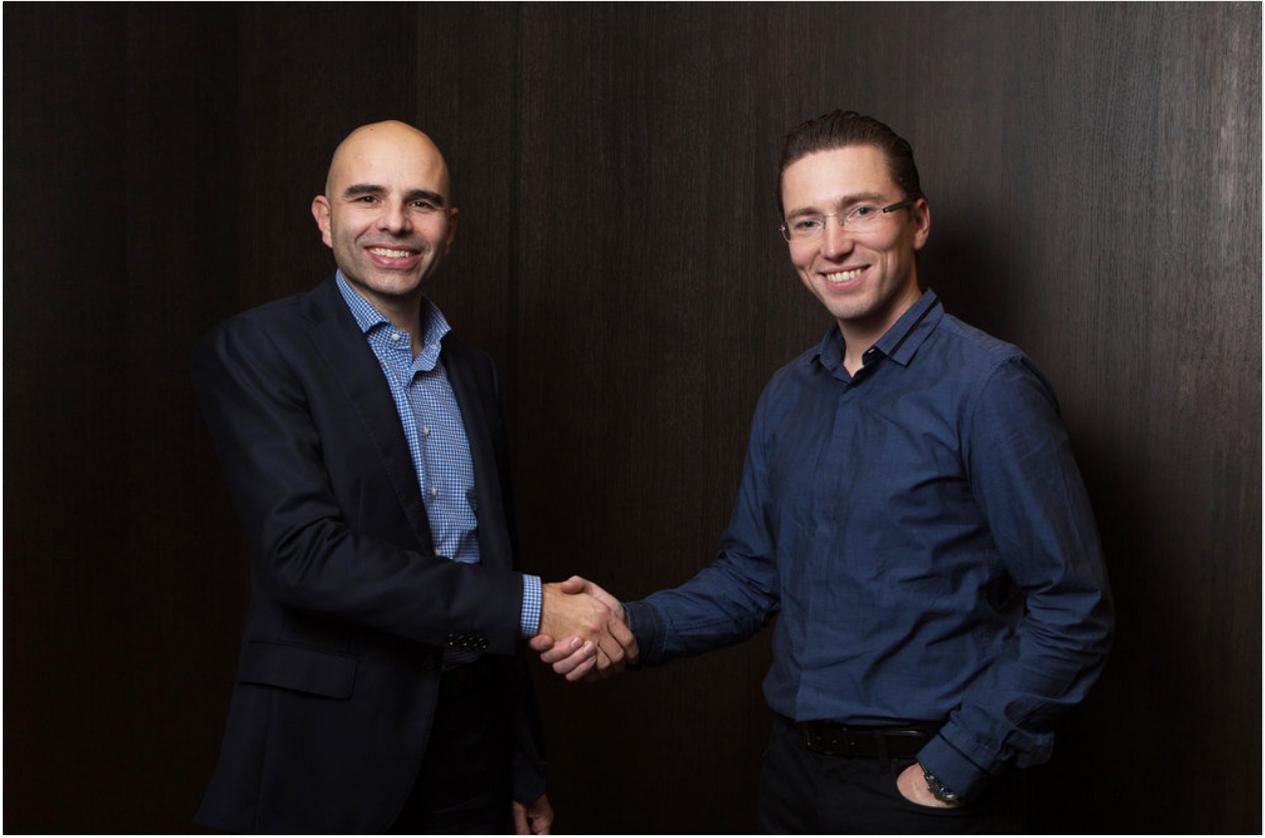
JonasDhaenens will keep leading the Intelligent group as CEO and board member. Withinthe board, Frederik Poelman is responsible for SME Hosting. Ian Zein from Sentiawill join the board and take up the reins of Large Enterprise Hosting. CurrentUnitt CEO Benjamin Jacobs will assume control of the newly-merged Sentia inBelgium.

Through themerger with Sentia, the Intelligent group now has more than 300 employees in Belgium and the Netherlands. The consolidated group turnover for 2015 isestimated at 60 million euros. The teams will continue to operate from Intelligent'sexisting offices in Ghent (BE), Brussels (BE), Nieuwegein (NL), Barendrecht(NL) and Amsterdam (NL).
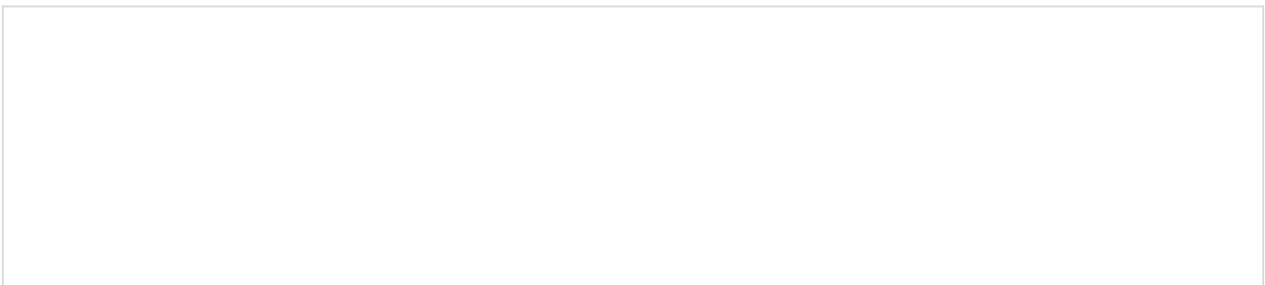

From left to right: Ian Zein (MD Large Enterprise Hosting), Jonas Dhaenens (CEO) and

Frederik Poelman (MD SME Hosting)

From left to right: Ian Zein (MD Large Enterprise Hosting) and Jonas Dhaenens (CEO)

About Intelligent

Intelligentis a group of companies with renowned brands such as Combell, Unitt, Stone IS, Easyhost and Register. The group provides services ranging from domain names,e-mail and hosting solutions to complex hosting infrastructure projects tailoredto the needs of large and

international companies.

Theservices provided by Intelligent are delivered on private, public and hybridcloud platforms. Over the past years, the group made significant investments inhigh-end solutions in the area of multi-data centre technology, businesscontinuity and advanced storage products. It employs more than 150 workers inBelgium and the Netherlands. Intelligent holds ISO 9001 and 27001 certification.

www.intelli.gent

About Sentia

In the Netherlands,Sentia has a staff of about 175 people. The managed services within the group areprovided via two brands: Sentia and ReasonNet. Sentia focuses on Managed Application Continuity for media companies, banks and large enterprises.

Sentiamanages and monitors key applications on private, public and hybrid cloud platforms. ReasonNet provides Infrastructure-as-a-Service solutions through a high-endplatform to IT and software companies from their own data centres in Amsterdam.Sentia is certified according to ISO 27001, 14001 and 9001. It also holds NEN7510 and ISAE 3402 certification.

www.sentia.nl

About Waterland Private Equity

Waterlandis an independent private equity investment group that supports entrepreneursin realising their growth ambitions. With substantial financial resources andcommitted industry expertise, Waterland enables its portfolio companies toachieve accelerated growth, both organically and through acquisitions. Waterlandis an active investor in the financial, strategic and operational sense.

Waterland hasoffices in Antwerp (BE), Bussum (NL), Munich (DE), Düsseldorf (DE) and Warsaw(PL), and currently manages € 4 billion of investor commitments.

www.waterland.nu

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ABOUT INTELLIGENT

Intelligent is een bedrijvengroep die actief is op twee domeinen: hosting voor SME's en Large Enterprises. De SME-tak van de groep heeft vertrouwde merken zoals Combell, Register, Easyhost en Stone IS. Voor Large Enterprises biedt het producten en diensten aan onder de naam Sentia en ReasonNet.

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

De groep heeft meer dan 300 experts in dienst die werken op verschillende locaties in Gent (BE), Brussel (BE), Nieuwegein (NL), Barendrecht (NL) en Amsterdam (NL). De geconsolideerde omzet voor 2015 wordt geraamd op 60 miljoen euro. De groep verwacht de komende jaren verder sterk te groeien zowel organisch als door overnames dankzij haar Buy & Build strategie. De groep gelooft rotsvast in diepe productkennis en staat voor kwaliteit en vertrouwen.

Intelligent is a group of companies that operate in two sectors: hosting services for SMEs and for large enterprises. The SME branch of the group includes trusted brands such as Combell, Register, Easyhost and Stone IS. For large enterprises, the group provides products and services under the names Sentia and ReasonNet.

Intelligent is the absolute market leader in hosting services in the Benelux. Services include domain names, regular web hosting and e-mail services, but also cloud servers and tailored complex hosting and outsourcing solutions, for large and international companies.

The group employs more than 300 experts who work from different locations in Ghent (BE), Brussels (BE), Nieuwegein (NL), Barendrecht (NL) and Amsterdam (NL). Its consolidated turnover for 2015 is estimated at 60 million euros. Over the coming years, the group intends to continue to grow, both organically and through acquisitions, thanks to its Buy & Build strategy. The group strongly believes in deep product knowledge and stands for quality and trust.

Intelligent est un groupe d'entreprises actives dans deux domaines : l'hébergement pour PME et pour grandes entreprises. La branche PME du groupe inclut des marques de confiance telles que Combell, Register, Easyhost et

Stone IS. Pour les grandes entreprises, le groupe fournit des produits et services sous les marques Sentia et ReasonNet.

Intelligent est le leader absolu du marché des services d'hébergement dans le Benelux. Outre les noms de domaines, l'hébergement web traditionnel et les services e-mail, le groupe propose aussi des serveurs cloud et des solutions d'hébergement et d'externalisation complexes, adaptées aux besoins de grandes entreprises internationales.

Le groupe emploie plus de 300 experts qui travaillent depuis différents endroits : Gand (BE), Bruxelles (BE), Nieuwegein (NL), Barendrecht (NL) et Amsterdam (NL). Pour 2015, son chiffre d'affaires consolidé est estimé à 60 millions d'euros. Pour les années à venir, le groupe entend poursuivre une forte croissance, tant organique que par le biais d'acquisitions grâce à sa stratégie Buy & Build. Le groupe mise tout sur une connaissance approfondie des produits et est synonyme de qualité et confiance.

/ intelligent

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