

PRESS RELEASE

Expansion into Scandinavia: Unified Communications group Within Reach acquires ipnordic

- **Waterland portfolio group around Voiceworks, Swyx and Centile expands its service spectrum with acquisition**
- **Add-on extends geographical presence to eight countries**
- **Focus on further growth**

Hamburg/Dortmund/Almere, 11 January 2019 –Within Reach, one of Europe’s leading providers of Unified Communications and a portfolio company of the private equity investment firm Waterland, is taking over the Danish telecommunications service provider ipnordic A/S, based in Gråsten. This means that yet another top-ranking company in this sector is joining the only recently formed group, which remains on a sustained growth path. In 2018 the Swyx group, headquartered in Dortmund and with branches in Germany, the United Kingdom and France, joined forces with the Dutch company Voiceworks, and at the same time integrated the French company Centile. With support from Waterland, Within Reach is broadening its geographical presence step by step and expanding its range of innovative business communications services.

Founded in 2011, ipnordic has established itself on the Danish market as a much-in-demand full service provider offering IP telephony, mobile, internet and hardware. It has over eighty employees developing customised communications solutions for small and medium-sized enterprises, among whom its customer service is one of the reasons it enjoys an outstanding reputation.

“In a highly competitive market, ipnordic has made an excellent name for itself with its cloud offer and exceptional level of customer service. The company also stands out with its very high proportion of monthly recurring revenue. Its culture and range of services make it an ideal fit for Within Reach,” says Dr Carsten Rahlfs, Waterland Managing Partner at its Hamburg office. “We are pleased that Within Reach is such an attractive haven for ambitious entrepreneurs and their successful companies. We have moved a huge step closer to the objective of building a pan-European market leader for Unified Communications within just one year. We intend to take further targeted steps to strengthen the group.”

Waterland has a wealth of experience in advancing the development of IT companies and supports them both strategically and financially. Waterland acquired Swyx in January 2018. Shortly afterwards, Waterland announced that Swyx joined forces with Voiceworks from Almere (Netherlands) and acquired Centile Telecom Applications from Valbonne (France),

thus forming the new corporate structure, Within Reach. Together they cover a comprehensive Unified Communications portfolio, enabling partners and customers to choose the best solution to suit their individual circumstances and specific requirements.

“In an era of digitalisation and globalisation, the issue of efficient, flexible communications is becoming increasingly important for SMEs. Within Reach has more than 500 expert employees to call upon, and is able to help facilitate intra-company collaboration and improve business processes in numerous key European markets. We are expecting further organic growth and are planning additional add-on acquisitions,” concludes Rahlfs.

About Waterland

Waterland is an independent private equity investment group that supports companies 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 has offices in the Netherlands (Bussum), Belgium (Antwerp), Germany (Munich and Hamburg), Poland (Warsaw), the UK (Manchester), Denmark (Copenhagen) and Switzerland (Zurich) and currently manages EUR 6 billion of investor commitments.

Since its founding in 1999, Waterland has consistently achieved top tier investment performance. It has regularly reached the global Top 3 private equity firms in recent HEC/Dow Jones Private Equity Performance Rankings. In addition, Waterland also ranked regularly among the Top 3 consistently performing buyout fund managers worldwide in Preqin Consistent Performers in Global Private Equity & Venture Capital Report.

Waterland Private Equity Investments B.V. is registered as a fund manager in the register maintained by the Dutch regulator, the AFM (Autoriteit Financiële Markten).

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