



PRESS RELEASE

Joining forces to accelerate growth in the Swiss IT market: Waterland's Tineo enters partnership with Nexellent

Münchenstein/Glattbrugg, Switzerland, 4 November 2019 – IT infrastructure provider Tineo AG, a portfolio company of Waterland Private Equity, is joining forces with Nexellent AG. Both are leading Swiss companies in the field of IT infrastructure and related services. They both operate data centres, provide fibre optic connectivity, and offer cloud and monitoring services. Bringing the two companies together will allow them to jointly accelerate their growth, to broaden their combined regional presence and to offer customers a wider range of products and services using the company's own leading-edge IT infrastructure. The founders and shareholders of Nexellent will continue to be actively involved and remain shareholders in the expanded Tineo Group.

Tineo, based in Münchenstein on the outskirts of Basel, and carved out from Quickline Holding AG as an independent company in 2018 with the support of Waterland, is a leading provider of IT infrastructure services to enterprise customers. The company's product range spans four business areas: Data Centres (two proprietary data centres), Connectivity (dark fibre, business internet and networks, with bandwidths of up to 10 Gbit/s), Communication (SIP trunk solutions for VoIP or ISDN replacement) and Business Cloud (dedicated and virtualised servers, IaaS). Its customers include renowned companies, both large and small, from the pharmaceutical, logistics, retail, IT and financial services sectors as well as system integrators.

The offerings of Nexellent ideally complement those of Tineo. The company, based in Glattbrugg, just outside of Zurich, likewise focuses its services on enterprise customers and is a leader in managed IT infrastructure and in private and public cloud services within the greater Zurich area. Nexellent offers a comprehensive range of services including consulting, implementation, migration as well as operation and monitoring, not only for establishing individual cloud solutions but also for co-location solutions or Nexellent cloud-based solutions.

The Swiss market for IT infrastructure providers is highly fragmented and largely regionalised but is, at the same time, growing rapidly. One of the drivers of this growth is the digital transformation across a wide range of business processes and structures, which poses equally significant challenges for the IT infrastructures of companies of all sizes, from large corporations to local businesses, leading to increasing use of cloud-based solutions from vendors such as Tineo and Nexellent.

"Combining with Nexellent is an important step in our growth strategy," explains Stefan Buser, Chairman of Tineo, "Through this partnership, we are able to expand in the Zurich region, strengthen our cloud business and offer our customers top-quality extensions to our service offerings. Our aim is

to be an integrated provider to our enterprise customers. With its vast experience and the depth of its expertise, the Nexellent team is a perfect fit with Tineo.”

“For us, joining forces with Tineo marks not only the next logical step in our company’s development,” says Michael Siber, co-founder and Managing Partner of Nexellent, “We are also gaining access to proprietary IT infrastructure of the highest standard and will now be able to, for example, tap new market segments. With Tineo and Waterland, we have found the ideal partners to enable us to accelerate our growth in a highly dynamic market environment with excellent future prospects.”

“Tineo and Nexellent are a superb match,” notes Dr. Gregor Hengst, Principal at Waterland, “This business combination will further strengthen Tineo’s already robust organic growth with a targeted addition. Switzerland is an exciting market with many interesting technology and IT companies, offering significant growth potential.”

About Tineo

Tineo AG, based in Münchenstein near Basel, is a full-service IT infrastructure provider for enterprise customers and system integrators, with a growing presence in other regions of Switzerland as well. Tineo offers a comprehensive portfolio of solutions tailored to the individual needs of each customer, ranging from networking and transmission of data to its state-of-the-art fibre-optic network to highly efficient and secure data centre solutions, all the way to cloud-based infrastructure-as-a-service (IaaS), with all of these based in the company’s own data centres including its Datacube facility in Münchenstein. Through its full range of service offerings, Tineo AG offers complete convergence between networks, data centres and services.

About Nexellent

Nexellent is a Swiss infrastructure-as-a-service and platform-as-a-service provider offering tailor-made cloud, co-location, network and monitoring services. Its private, public and hybrid cloud solutions are based on the company’s own infrastructure, as well as on Microsoft Azure and Microsoft 365. The company’s three data centres in the Zurich region are ISO-certified and meet the requirements of the Swiss Financial Market Supervisory Authority (FINMA), guaranteeing maximum security and availability. As a registered Swiss telecommunications services provider, Nexellent is able to operate its own fibre-optic backbone network and autonomous system. This infrastructure of scalable and redundant networks thus ensures that applications are highly secure and free from interruption.

About Waterland

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 has offices in the Netherlands (Bussum), Belgium (Antwerp), Germany (Munich and Hamburg), Poland (Warsaw), 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, regularly ranking among the top three global private equity firms in the HEC/Dow Jones Private Equity Performance Rankings.

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