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Press Release

Waterland supports newly formed cloud champion's next acquisition: Skylink enters partnership with AWS specialist root360

Munich / Leipzig, 7 July, 2021 – With support from Waterland Private Equity (“Waterland”), the newly formed cloud champion Skylink has successfully completed its next acquisition: root360, a leading provider of managed AWS services, specifically cloud environments with a focus on Amazon Web Services (AWS). With this acquisition Skylink plans to further expand its service portfolio in the area of AWS, as this represents the next step for Skylink on its way to becoming the leading provider of managed cloud services for enterprise customers and medium-sized businesses in the DACH region. The founders and management team of root360 will remain on board and will invest in Skylink. Further financial details of the transaction were not disclosed.

Root360 GmbH, based in Leipzig, Germany, was founded in 2015 and is one of the leading providers of AWS platform and cloud environments in Germany. The company focuses on the implementation and operation of web applications, portals, platforms, e-commerce, content management and SaaS (Software as a Service). root360 is a certified AWS Advanced Consulting Partner, with the Digital Customer Experience Competency (DCX), as well as an AWS Solution Provider. More than 100 clients, including renowned companies and brands such as Steigenberger, Siemens, INTERSPORT and TUI rely upon root360's services for their business-critical web applications, SaaS solutions or online shops in the AWS cloud.

“With Skylink, we have found a partner, who follows a cloud-focused approach, which mirrors our own. We are convinced that we will be able to further expand our efficient cloud methodology and approach as part of the Skylink group”, says Michael Ablass, CEO of root360.

“We are fully convinced of root360's team and AWS expertise and we see great potential in providing our joint clients with a service portfolio that specifically addresses their individual pain points. We share a mindset when it comes to customer centricity, cloud focus and the idea of providing our clients with peace of mind”, says Karsten Kümmerlein, Head of Go-To-Market at Skylink.

“root360's expertise ideally complements our service portfolio in terms of customer-facing workloads, with a strong focus on the possibilities of public cloud environments. In addition, the acquisition allows us to expand our cooperation with the strategically important technology partner AWS“, says Dr. Gregor Hengst, Partner at Waterland.

In 2020, the private equity investment group Waterland acquired a majority stake in Skylink which today employs a staff of more than 400 in Germany, Romania and Brazil. In the future, Waterland will continue to support Skylink's growth – organically via gaining additional share in the growth market for cloud services and through targeted acquisitions.

Waterland has extensive experience in the fields of digitalization and modern IT infrastructure through its investments in several European countries. In the German-speaking region, Waterland has already invested in companies such as netgo (IT provider), Serrala (payment



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software), Netrics (cloud and ICT services) and GOD (enterprise IT and software solutions) as well as Enreach (unified communications solutions), amongst others.

About Waterland

Waterland is an independent private equity investment group that supports businesses in realizing their growth ambitions. With substantial financial resources and 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), France (Paris), Germany (Hamburg and Munich), Poland (Warsaw), the UK (Manchester), Ireland (Dublin), Denmark (Copenhagen), and Switzerland (Zurich), and currently manages more than eight billion Euro of investor commitments.

Since its founding in 1999, Waterland has consistently achieved above-average investment performance with its investments. Globally, Waterland holds rank four in the HEC/Dow Jones Private Equity Performance Ranking (December 2019) and ranked eighth in the Preqin Consistent Performers in Global Private Equity & Venture Capital Report among global private equity firms. In addition, Real Deals has awarded Waterland the title “Pan-European House of the Year 2020”.

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