



PERSBERICHT

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Unica acquires specialist in fibre-optic networks Eljes

Technical service provider Unica acquires the company Eljes Infra, which is active in the construction of fiber-optic networks for datacenters and network providers in the Benelux. With this acquisition, Unica expands its services of the Unica Datacenters division. Eljes specializes in engineering, installation, management and maintenance of fibre optic networks, both within and between datacenters. Since its inception in 2009, it has accumulated a lot of technical expertise in the business- and datacenter fiber market, in which it is one of the market leaders in the Dutch business fiber industry. Eljes is based in Zeewolde, NL, employs 24 people and achieved a turnover of €15 million in 2023.

Specialist in the market for professional fiber optic networks

Eljes is active in the realisation of new and the expansion of existing fibre optic networks. It directs the construction of fiber optic infrastructures within datacenters and between datacenter locations throughout the Benelux. It mainly serves the larger datacenter operators and business network providers, who will invest heavily in expanding and improving their networks in the coming years in the Benelux and surrounding countries. Activities include the construction of ICT infrastructures, management of project implementation, assembly of fiber optic connections, measurements with high-quality test and measurement equipment and the management and (24/7) maintenance of fiber optic networks.

Strengthening our competitive position

Eljes wants to further expand its leading position in the business fiber market and expects that joining a player such as Unica will be the best starting point for this in the future. For Unica, this means that the portfolio of datacenter services will become more complete. Eljes' services are complementary to Unica's. Together, Unica Datacenters and Eljes can offer a full package of datacenter services and connections, enabling the combination to operate as the market leader in the datacenter market.

Addition to the services provided by Unica Datacenters

Eljes will become part of the Unica Datacenters business cluster, which bundles all of Unica's specialised services in the design, construction, management and maintenance of datacentres. Eljes' connectivity solutions are an excellent addition to the datacenter services that Unica Datacenters recently launched. With Eljes, Unica can become the preferred partner of datacenter operators and network providers for the expansion of existing fiber optic networks and the construction of new networks. Unica Datacenters already has a strong product and service portfolio with a focus on new construction, modification and service activities in the data center market.

Eljes will continue to operate from the existing location in Zeewolde. Founder and owner Ron van Beek van Eljes: *"Joining a major player such as Unica means a stronger competitive position for us in the long term and many other advantages. We chose Unica with conviction because, in addition to their strong position in the datacenter market, there are also major cultural similarities and our specialisms reinforce each other."*

John Quist, CEO of Unica: *"We see many opportunities to further strengthen our portfolio towards the datacenter services market. With the addition of Eljes' specialisms, we will have new opportunities to further expand the services we provide to our customers. Together, we can offer an even more complete portfolio."*

Arno Uiterweerd, managing director of Unica Datacenters, is looking forward to the collaboration: *"Eljes' services are an excellent addition to the services activities that are growing within Unica Datacenters. It is our ambition to be the market leader for both datacenter projects and datacenter services. Together, we have all the competencies on board to operate as a market leader in the field of service as well."*

Unica Datacenters

For more than 25 years, Unica Datacenters has been the Dutch datacenter specialist that realizes datacenters in the Netherlands and surrounding countries. The company takes care of the engineering, construction, commissioning, configuration, optimization and maintenance of datacenters. In addition, Unica Datacenters implements IT equipment within datacenters and the infrastructure. Unica Datacenters has contributed to the construction and maintenance of dozens of datacenters in our country. Clients include Booking.com, Equinix, Digital Realty, NTT, Microsoft, KPN, Lumen, VodafoneZiggo and various Dutch public and governmental organizations and larger hospitals/mission critical facilities. Due to the large share of technology in datacenters, Unica Datacenters is often the main contractor for the construction of datacenters.

About Unica

As a pioneer in the application of sustainable innovations and an all-round technical service provider, Unica solves technological issues in the built environment. Unica's services are in the fields of installation technology, energy, ICT, industry, Internet of Things (IoT) and smart buildings, among others. Unica converts the wishes and needs of customers into tailor-made solutions that contribute to sustainable, digital, healthy and comfortable living and working environments.

With an effective network of nine leading business clusters and more than 3,700 employees, Unica is one of the largest technical service providers in the Netherlands. Unica's business clusters are: Building Projects, Building Services, Fire Safety, Access & Security, Building Intelligence, Energy Solutions, ICT Solutions, Industry Solutions and Datacenters.

Targeted acquisitions are part of the growth strategy for all business clusters. Unica expects to make several acquisitions per year in the coming years. The acquisition agenda focuses on strengthening the specialisms and expanding the national branch network.

Previous acquisitions include: Dräger Fire & Gas (2024, Unica Fire Safety), Breedveld & Schröder/Hermans Elektra (2023, Building Services), Tenery (2023, Energy Solutions), Working Spirit (2022, ICT Solutions), EAL (2022, Access & Security), In2Scope (2021, ICT Solutions), Gerco and Applicom (2021, Fire Safety), Pranger-Rosier (2021, Building Services), Van Kempen Refrigeration (2020, Industry Solutions), PCT Refrigeration (2020, Industry Solutions) and Numan & Kant (2020, Building Intelligence). For more information: www.unica.nl

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