

Press release
Paris, April 20, 2021

Keensight Capital takes majority stake in RAM Infotechnology to foster growth and innovation at the crossroads of Tech & Healthcare

Keensight Capital, one of the leading private equity managers dedicated to pan-European Growth Buyout¹ investments, announces the acquisition of a majority stake in RAM Infotechnology (RAM-IT), a leading cloud service provider dedicated to the Healthcare sector based in the Netherlands. Keensight Capital will leverage its extensive experience in Tech and Healthcare to support RAM-IT's founders and management team in their ambitious development goals.

Founded 20 years ago, RAM-IT is the leading player in cloud service for the Healthcare sector in the Netherlands and a technology leader in Europe, with 220 employees expert in IT infrastructure management. Growing steadily for many years, RAM-IT's revenues have increased by 20% per year on average and will reach 45 million euros in 2021.

Focused on the care and cure markets, the company has a customer base of close to 300 and deploys its know-how in nursing homes, specialized clinics, care centers, and hospitals, managing for them the entire IT software structure so that they can be concentrated on the medical service they provide to people.

Keensight Capital has taken a strategic stake in RAM-IT in order to contribute – with knowledge and capital – to RAM-IT's objective to continue playing a leading role in the market of cloud service for Healthcare, at a time when investments, innovation, and scale are required to meet the needs of customers and always better serve patients.

Keensight Capital has strong experience with fast-growing companies in Tech and Healthcare and sees RAM-IT as the ideal partner to serve this expanding market in Europe. The investment in RAM-IT is a perfect illustration of the proactive screening approach elaborated by Keensight Capital's teams all over Europe to invest in the best companies in growing market segments.

Alongside the management team and the co-founders, Joachim Kaarsgaren and Dirk Fabels, who will remain invested and actively involved in RAM-IT's operations, Keensight Capital will contribute to the leading market position and further growth of the company.

Joachim Kaarsgaren and Dirk Fabels, Co-founders of RAM-IT, say: *“We are thrilled to partner with Keensight Capital, which has demonstrated a deep understanding of our business and our core strengths. Technology is changing rapidly and is becoming increasingly complex. We plan to continue to lead the way as a premium cloud service partner for the healthcare sector. Our commitment to customers will remain intact with an even better service for the end users. By joining forces and benefiting from the support of Keensight's team, we are convinced that we will continue to grow, to innovate, to structure our approach, and to remain the leader.”*

Philippe Crochet, Managing Partner of Keensight Capital, concludes: *“Our investment in RAM-IT perfectly illustrates our strategy of investing in pure-player European leaders with a unique know-how and recognized expertise in a sector showing strong growth. Together with the management of RAM-*

¹ **Growth Buyout:** investment in profitable, private companies experiencing strong growth, in minority or majority positions, with or without leverage, using a flexible approach tailored to the needs of individual entrepreneurs, in order to finance organic growth projects, acquisition strategies or provide historic shareholders with liquidity.

IT, our in-depth knowledge of the specifics of Tech and Healthcare will allow the company to expand its leading position and take full advantage of the great opportunities the sector offers.”

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About RAM Infotechnology

RAM Infotechnology is a Premium Cloud Service Partner for the healthcare sector. For our clients, ICT is an essential tool, not a core business. They consciously choose to outsource ICT. Therefore, we provide private and public cloud services completely tailored to their needs for hosting and managing applications, (mobile) workplaces and networks. At RAM-IT customer satisfaction is our top priority. We want the best for every customer and (end)user of our services.

www.ram-it.nl

About Keensight Capital

Keensight Capital, one of the leading European Growth Buyout firms, is committed to supporting entrepreneurs as they implement their growth strategies. For 20 years, Keensight Capital's team of seasoned professionals has leveraged their knowledge of investment and growth industries to invest for the long term in profitable companies with high growth potential and revenues in the range of €10 million to €300 million. Drawing on its expertise in the Technology and Healthcare sectors, Keensight identifies the best investment opportunities in Europe and works closely with management teams to develop and achieve their strategic vision.

www.keensightcapital.com

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