HoistLocatel to acquire Swisscom Hospitality Services

Sweden-based HoistLocatel has announced its intention to acquire Swisscom Hospitality Services to create the European powerhouse in the provision of technology solutions to the Hospitality and Healthcare industries. The resulting company, Hoist Group, is set to become the European leader for convergent IP solutions in these sectors with a strong North American presence.

HoistLocatel, the leader in the provision of software, hardware and leasing solutions to EMEA's hospitality industry, today announced its intention to acquire Geneva-based Swisscom Hospitality Services (SHS) for an undisclosed amount.

SHS has been active for over 12 years in the provision of high-speed internet access services (HSIA), interactive entertainment systems (IPTV), conference solutions and managed network services for hotels and conference centers in the EMEA region and in North America.

SHS's currently serves over 2'000 sites, encompassing 260'000 guest rooms, with its convergent IP services. In 2014, SHS has seen its installed customer base grow by 20% as demand for quality HSIA services as well as for hospitality-specific IP network design and installation skills has been rising substantially.

The new Hoist Group, headquartered in Stockholm and Paris, would generate a combined revenue of Euro 150M with 650 staff, giving it the critical mass to serve the entire market's technology needs.

Malcolm Lindblom, President of Hoist Group, commented: "SHS is complementary to our Group, it strengthens our offering in all key areas: products with its Fusion HSIA gateway, geography with its strong presence in Continental Europe and customers with its established global chain relationships".

Ueli Dietiker, Chairman of the Board of SHS, stated: "Companies need to be of considerable international scale to be competitive and cost-efficient in the highly competitive hospitality market.

We are pleased to have found in HoistLocatel a partner with a strong footprint in the sector. Together we would be able to achieve the necessary scale to build a successful future and to provide our customers with a range of best-in-breed products."

Alfonso Tasso, CEO of Swisscom Hospitality, added: "I'm very excited by this next step in our company's growth. The integration with HoistLocatel will allow us to enter the independent hotel market and bring a new set of solutions that are highly complementary to our offering. The integration of our multiple product features will create a real differentiator, enabling advanced personalization of the hotel guest's digital journey."

The transaction is expected to close in the coming weeks. SHS's executive team will stay in place and lead the integration of the two companies.

The acquisition is still subject to certain conditions prior to closing.

More on HoistLocatel: http://www.hoistgroup.com/en/index.php
More on Swisscom Hospitality: https://www.swisscom.ch/en/business/hospitality.html

Stockholm/Geneva (Berne) – 31 March 2015