

## **IGS GeboJagama acquires American mold service provider**

**IGS GeboJagama, a global high-precision mold maker based in the Netherlands, is delighted to announce the acquisition of TerBeek Machine & Tool, a U.S.-based injection mold service provider. This strategic move forms a significant part of IGS GeboJagama's expansion plan to enhance the company's service offerings in the North American market and underscores its commitment to be closer to its customers.**

The acquisition will have a profound impact on IGS GeboJagama's service levels. It will allow the mold maker to better serve its clients with service, maintenance, refurbishments, new projects, training, on-site inspections and advice. "We are thrilled to welcome TerBeek Machine & Tool to the IGS GeboJagama family," says IGS GeboJagama's CEO Herman Rusch. "This acquisition will enable us to better meet the needs of our clients in North America. As we move swiftly to integrate TerBeek Machine & Tool into our operations, we look forward to harnessing the synergies between our companies. TerBeek Machine & Tool's focus on service coupled with their unique American entrepreneurial spirit complement our Industry 4.0 approach perfectly. We believe we can learn a lot from each other," Rusch adds.

"We are very happy to be joining forces with IGS GeboJagama," says Brian TerBeek, the current owner of TerBeek Machine & Tool. "With our combined expertise and resources, we can further strengthen our position in the market, as we continue to deliver unparalleled services to our customers. Together, we will forge a path of innovation and growth. I am excited for the future that lies ahead for us."

The plan includes the relocation of three Dutch IGS GeboJagama employees to the U.S., followed by the hiring of at least ten local professionals. The expansion aims to establish an initial team of twenty members in the U.S. within its first year, to deliver top-tier service and maintenance support. The new branch will also develop mold designs and perform mold validations.

IGS GeboJagama's further US expansion has several secondary benefits for their North-American client base. It reduces travel time and costs, which will lead to a lower total cost of ownership for IGS GeboJagama clients. This acquisition also supports sustainability efforts, as it eliminates the need to ship molds across the Atlantic. Moreover, customer interaction will be facilitated by American representatives, bridging any cultural differences and promoting a more direct and efficient service experience.

IGS GeboJagama, whose revenue reached a record high of over €40 million in 2022 and is expected to approach €60 million in 2023, draws over 50% of its revenue from the U.S. market. The company specializes in two key healthcare segments – medical applications and ophthalmic products. Last year, IGS GeboJagama opened a sales office in the U.S., and the acquisition of TerBeek Machine & Tool will further strengthen its presence in North America. IGS GeboJagama is one of the last independent global toolmakers in the healthcare industry.

TerBeek Machine & Tool, a family-owned company with a dedicated team, operates from a modern facility built in 2018, specifically designed as a tool shop. Its services align perfectly with IGS GeboJagama, as it has extensive experience in the healthcare market segments.

TerBeek Machine & Tool's well-equipped tool shop requires minimal investments and is ready to commence operations immediately. Its location near the Atlanta airport makes it easily accessible from anywhere in North America.

Operations of the new U.S. branch are expected to be fully operational by Q4 of 2023. The integration of TerBeek Machine & Tool into the IGS GeboJagema family will not only enhance the customer experience but also drive growth for the company in the coming years.