

PRESS RELEASE

Include Industries acquires majority in glass coating technology OEM VarroTec Founders want to accelerate and expand globally

Eindhoven, The Netherlands, June 3rd, 2024 – Dutch industrial accelerator Include Industries has acquired a majority stake in VarroTec International B.V., its first group company. In 2023, Ryan van Esch (1966) and Carel van der Leegte (1982), founders of VarroTec, approached Include Industries to help them realize their ambitious strategic goal: becoming the global leader in glass post-treatment technology ensuring continuous manufacturing of glass packaging. Based on the company scaling experience of Include Industries leaders, Ilko Bosman (CFO) and Daan Kersten (CEO), as well as their template-based growth platform, they concluded teaming up would be the best way to continue VarroTec’s sustainable global expansion.

Since its inception in 2017, VarroTec has installed its Hot-End Coating Hoods and Cold-End Coating Spray bridges around the world to allow the largest glass container manufacturers to improve their process uptime, reduce the wall thickness and increase sustainability and quality. By continuously improving its solutions based on an intimate dialogue with strategic customers, VarroTec expanded its installed base and is now looking to diversify in post-treatment of returnables. Glass container recycling is expected to continue to grow and play an important role in reducing waste. Besides the supply of new systems, VarroTec will contribute to the increased reliability of its customers’ production processes by offering a complete portfolio of spare parts. Include Industries will support the founders, who will continue to run the company, in international expansion in Europe, North- and South America and Asia, attracting more talent and automation of the company’s support processes.

‘The extensive experience of Include Industries’ founders with scaling of high-tech companies based on ambitious goals and industrial professionalism, supports expansion of our activities in the global market of sustainable glass container production on a logical moment’, said Ryan van Esch and Carel van der Leegte. ‘We are proud to have the ambitious leadership of VarroTec join our new industrial group. Our shared pragmatic drive to aim for the highest customer satisfaction while running a clockwork operation, provides a great basis for our collaboration. Simultaneously, we are convinced we are able to accelerate VarroTec’s growth by adding our business planning and execution playbook’, added Ilko Bosman and Daan Kersten.

End of Press release

Picture

The picture shows the Founders of VarroTec and Include Industries in front of VarroTec's main product line of Hot-End Glass Coating Hoods (from left to right: Ilko Bosman, Carel van der Leege, Ryan van Esch and Daan Kersten)

More information

More information can be found on the www.varrotec.com and www.includeindustries.com websites.

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About Include Industries

Include Industries is building a new industrial holding company consisting of promising SME companies servicing a global market of sustainable technical products, systems, and machinery. As a logical alternative of companies without succession, Include Industries offers founders and owners of industrial companies with strong growth potential, a safe haven for their legacy and teams with a fair financial return.

About VarroTec

VarroTec develops, produces, delivers, and installs high quality & high performing Hot-End Coating & Cold-End Coating equipment to global container & packaging glass manufacturers. Its founders have over 17 years of experience supplying equipment, products, and services to clients around the world and lever an outstanding reputation. The VarroTec philosophy is based on quality, innovation, durability, service, and flexibility in combination with a short distribution chain, resulting in fast and reliable delivery- and response times.