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## **MAN Engines boosts presence and service offer in China**

### **Expansion of cooperation with Shanghai Ocean Equipment; yacht and work boat engines; sales, service, spare parts, training sessions**

MAN Engines is ramping up its involvement in China and has concluded an importer agreement with Chinese company "Shanghai Ocean Equipment Co., Ltd" for this purpose. The two companies have been collaborating since back in 2006, but Shanghai Ocean Equipment used to be handled by the Asian hub in Singapore. With the new importer agreement with MAN Engines in Germany, both partners are keeping abreast of the growing importance and increasing market size in the business relationship and securing long-term growth. "With Shanghai Ocean Equipment, we are relying on a very experienced and loyal partner in China. As an official importer of MAN marine engines, our direct collaboration is being ramped up, which will also benefit existing and potential customers," reports Claus Benzler, Head of Marine MAN Engines.

Shanghai Ocean was established in 2003 and, in addition to selling MAN engines for yachts and work boats, also offers technical consultation before a sale, spare parts supply with over 7000 part numbers on site, a wide range of services and training sessions on MAN engines. "Thanks to our long-standing expertise and our large distribution and service network with 15 subsidiaries in key regions throughout China, we are an effective partner for our local customers," states Patrick Low, Director of Business Development at Shanghai Ocean Equipment. Alongside private customers, these also include all renowned shipyards for the private and commercial sector, tourism companies and authorities such as the China Maritime Safety Administration (China MSA), maritime search and rescue services, Chinese customs and border protection and fisheries management bodies.

MAN Truck & Bus is one of Europe's leading commercial vehicle manufacturers and transport solution providers, with an annual revenue of just under 11 billion euros (2021). The company's product portfolio includes vans, trucks, buses/coaches and diesel and gas engines along with services related to passenger and cargo transport. MAN Truck & Bus is a company of TRATON GROUP and employs more than 34,000 people worldwide.

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Images:



*Shanghai Ocean Equipment Co., Ltd. and MAN Engines boost their joint involvement in China. The Chinese partner's head office is home to 16,700 square metres dedicated to assembly, service and spare parts storage for marine engines.*



*Shanghai Ocean Equipment Co., Ltd.: from Left to right: Chen Weizhong, Vice General Manager; Zhu Weiping, Vice General Manager; Ye Xiao, President; Yao Hua, General Manager; Ma Guoliang, Vice General Manager; Ye Zihao, Assistant to General Manager*



*MAN Engines, from left to right: Benjamin Franke, Area Sales Manager; Mikael Lindner, Head of MAN Engines; Reiner Roessner, Head of Sales MAN Engines; Claus Benzler, Head of Marine MAN Engines.*