



## **MAN Diesel & Turbo Expands Mitsui Cooperation**

### **Comprehensive agreement promises unique product portfolio**

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MAN Diesel & Turbo has entered a comprehensive cooperation agreement with Mitsui Engineering & Shipbuilding Co., Ltd. that will intensify their existing, joint business activities. The agreement was signed by Takao Tanaka, President & CEO of Mitsui Engineering & Shipbuilding and Dr. Uwe Lauber, CEO of MAN Diesel & Turbo. "Together, we will offer a solution portfolio that is unique in today's market," said Dr. Lauber.

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The two companies are longstanding partners, with multiple previous collaborations, and have now agreed to deepen mutual activities within sales, production, R&D, and EPC (engineering, procurement, construction), with the potential for other business fields to be added in the future. The common goal is to enhance mutual business opportunities in a more timely and effective fashion.

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"Mitsui Engineering & Shipbuilding and MAN Diesel & Turbo can look back at almost a century of successful cooperation in many fields of business, for example, two- and four-stroke engines for marine and stationary applications", said Tanaka. "With this agreement, we not only consolidate these cooperative efforts, but we also extend them to include the steam turbine and compressor segment."

"Along with the ongoing implementation of our technology in power plants and marine projects, we have also agreed to set a greater focus on our joint R&D efforts," said Dr. Lauber. "Driven by the global trends of decarbonization and digitalization, markets are in transition. We want to continue to combine our strengths to offer propulsion and energy solutions that help our customers to tackle tomorrow's challenges. This will also include working more closely in the field of Floating Production Storage and Offloading systems (FPSO), as well as steam turbines and compressors – mainly for the Japanese market."

### **Old acquaintances**

Mitsui Engineering & Shipbuilding's relationship with MAN Diesel & Turbo started in 1926, when the companies signed a license agreement for the production and sale of two-stroke, marine, diesel engines. Furthermore, the company's subsidiary – Burmeister & Wain Scandinavian Contractor (BWSC) – a long-established EPC contractor, has worked closely and successfully with

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MAN Diesel & Turbo as a supplier of four-stroke engines for custom-designed power plants for many years.

Both companies are engaged globally in the production of various types of rotating machinery, such as compressors and turbines. Mitsui Engineering & Shipbuilding's product portfolio here focuses primarily on the likes of oil refineries, chemical and petro/chemical plants, steel mills, similar to MAN Diesel & Turbo.

### **About Mitsui Engineering & Shipbuilding**

Mitsui Engineering & Shipbuilding Co., Ltd. (MES), based in Tokyo, Japan, one of major heavy industry manufacturers in Japan, was established as the Shipbuilding Division of Mitsui & Co.,Ltd. in 1917. Since then, for nearly 100 years, MES has built numerous ships to the world seas. The company employs around 12,700 staff, and has four manufacturing works in Japan and many group companies worldwide. The company product portfolio includes Shipbuilding, two-stroke marine diesel engine, Rotating machinery of various types such as compressors and turbines, EPC of various plants including medium sized power plant, and Offshore equipment such as FPSO.

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#### **About MAN Diesel & Turbo**

MAN Diesel & Turbo SE, based in Augsburg, Germany, is the world's leading provider of large-bore diesel and gas engines and turbomachinery. The company employs around 14,500 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China. The company's product portfolio includes two-stroke and four-stroke engines for marine and stationary applications, turbochargers and propellers as well as gas and steam

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turbines, compressors and chemical reactors. The range of services and supplies is rounded off by complete solutions like ship propulsion systems, engine-based power plants and turbomachinery trains for the oil & gas as well as the process industries. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand.