

Mitsubishi Monitor

A Monthly Review of the Mitsubishi Group Companies and Their People Around the World

2022 March

Global Spotlight

Global Spotlight focuses on employees from the Mitsubishi companies who are excelling in their respective fields around the world. In each issue we will get to know different employees, who will tell us about their hometowns, businesses, culture, and pastimes.



Mr. Wu Lin
Chief Technology Officer,
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A subsidiary of Mitsubishi Kakoki Kaisha



Mr. Zhou Shenghua
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Shanghai—A Gathering Place of Global Elites

Shanghai is a world-famous metropolis in China. As an important financial and shipping center, it is the only city in China that integrates the research and development of marine engineering, manufacturing, verification testing and port machinery construction that attracts many shipyards, marine equipment factories and shipping companies to take root here. Opportunities abound here, as well as challenges and competition. I love this city, not only its culture and beauty, but also because my favorite job, colleagues, friends, and my lovely family are here.

Ryoka—Business card and bond

As a subsidiary of MKK, Ryoka was established in 2008. With the expansion of MKK's oil purifier sales business, to provide local customers with better service and to improve the market share in China, Mr. Zhou and I joined Ryoka in 2018. We are responsible for technical support in the whole oil purifier sales process. Both of us have work experience in machinery design in a large Chinese shipyard, which makes us skilled at technical negotiations and presentation, and equipment commissioning. Since we joined, the company's business has made great strides.

To respond to global environmental responsibilities and to IMO requirements, MKK has developed a SOX scrubber system and water treatment system. MKK also focuses on new energy, promoting the development of hydrogen-related equipment and engineering system solutions. Related projects have been put into operation in Japan.

China has already committed to peak carbon dioxide emissions before 2030 and to achieve carbon neutrality before 2060, and our products will provide corresponding solutions for the problems at related stages in the future.

In addition to oil purifier sales, Ryoka develops spare part sales for SJ, chemical machinery and hydrogenation station equipment. These businesses are mainly managed by Ms. Jin and Ms. Tao. As the China local team, Ryoka supports the whole business chain which includes sales, engineering, procurement, and service & commissioning. Not just a business card for MKK to present its corporate image and technical capabilities to the Chinese market, Ryoka also is an indispensable bond that maintains the cordial relationship between MKK and Chinese customers.

Exhibitions broaden vision

Chinese industry has advanced by leaps and bounds in recent years, the national policy and government direction changing rapidly. Accordingly, there are many kinds of exhibitions and forums for different industries held in Shanghai every year. These include the CIIE, a hydrogen-related exhibition, the LNG Equipment Exhibition and the China Maritime Exhibition, which provide good opportunities to exchange information on industry products, to promote MKK's products and to introduce ourselves. We have taken part in many exhibitions as exhibitors, introducers, even as the audience. We actively grasp the market dynamics and recent product trends and rise to the market challenge.



Shanghai, the center of the Chinese economy, where tradition and modernity coexist



Making the most of exhibitions



For more information about the Mitsubishi companies, see "mitsubishi.com"

■ <https://www.mitsubishi.com/en/>



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