



## **MAN Diesel & Turbo opens new office in Nigeria**

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Lagos Representation to Lead Sales Initiative in Sub-Saharan Region

MAN Diesel & Turbo has opened a new sales office in Nigeria. The company's new representation is located in the country's main business location, Lagos. "We have been doing business in Nigeria for a long time. Now we are resident in one of Africa's most economically powerful cities," says Dr. Uwe Lauber, CEO of MAN Diesel & Turbo. "By deepening our local footprint we hope to further grow our business affiliations and strengthen our partnership with this country."

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New Managing Director for Nigeria is Adedayo Olowoniyi (35), who will be leading the Lagos office. Before taking on this new role, Olowoniyi was MAN's Chief Financial Officer for the Sub-Saharan region.

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"We see tremendous market potential in Nigeria," says Olowoniyi. "The privatization of the local power market is driving investment and with only about 5.5 gigawatts installed today, there is a substantial need for additional decentralized generation capacity. The country's overall economy is growing substantially and our products can help companies secure their energy supply without having to depend on the public grid." With the new office, he considers MAN Diesel & Turbo to be well positioned for future endeavors in Nigeria and beyond. "Lagos is the country's commercial capital, which is why we have chosen it as our first and main office."

MAN Diesel & Turbo is one of the world's leading providers of large-bore diesel, gas and dual-fuel engines with a power output ranging from 450 kW to 87 MW. The company also designs and manufactures gas turbines, steam turbines and compressors and offers complete power plant solutions.

MAN Diesel & Turbo has been doing business in Africa for over fifty years. During that time, over 3.2 gigawatts of generation capacity have been installed in 37 African countries. "Our African history reaches back as far as 1951, when our first engines were installed in Mali and Senegal," explains Uwe Lauber. "Today we operate from offices and service workshops in South-Africa, Senegal, Kenya, Angola and Namibia with a team of over 300 employees."

"There are strong dynamics in many African markets," says Martin Kalter, Vice President at MAN Diesel & Turbo and Head of the company's African power



plants business. “We are currently building plants in Senegal, Niger and Burkina-Faso. In late 2013, we handed over the first gas-fired power plant that we ever built on the continent, in Gabon, to the client. 2014 saw another African premiere, when we commissioned an engine-combined cycle plant in Kenya,” explains Kalter. He also points out that the company’s African story is ongoing. “Like in the rest of the world, use of natural gas is increasing. Our gas engines, dual-fuel engines and gas turbines are an excellent fit for gas-rich regions, where distribution infrastructure is already in place or developing, such as in parts of Nigeria, for example. In more remote areas and for industrial and mining companies, our diesel engines are the right choice.”

**About MAN Diesel & Turbo**

MAN Diesel & Turbo SE, based in Augsburg, Germany, is the world’s leading provider of large-bore diesel engines and turbomachinery for marine and stationary applications. It designs two-stroke and four-stroke engines that are manufactured both by the company and by its licensees. The engines have power outputs ranging from 450 kW to 87 MW. MAN Diesel & Turbo also designs and manufactures gas turbines of up to 50 MW, steam turbines of up to 150 MW and compressors with volume flows of up to 1.5 million m<sup>3</sup>/h and pressures of up to 1,000 bar. The product range is rounded off by turbochargers, propellers, gas engines and chemical reactors. MAN Diesel & Turbo’s range of goods includes complete marine propulsion systems, turbomachinery units for the oil & gas as well as the process industries and complete power plant solutions. Customers receive worldwide after-sales services marketed under the MAN PrimeServ brand. 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. MAN Diesel & Turbo is a company in the Power Engineering business area of MAN SE.