

African Dealer Meeting 2026

Spare parts

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16-06-2026

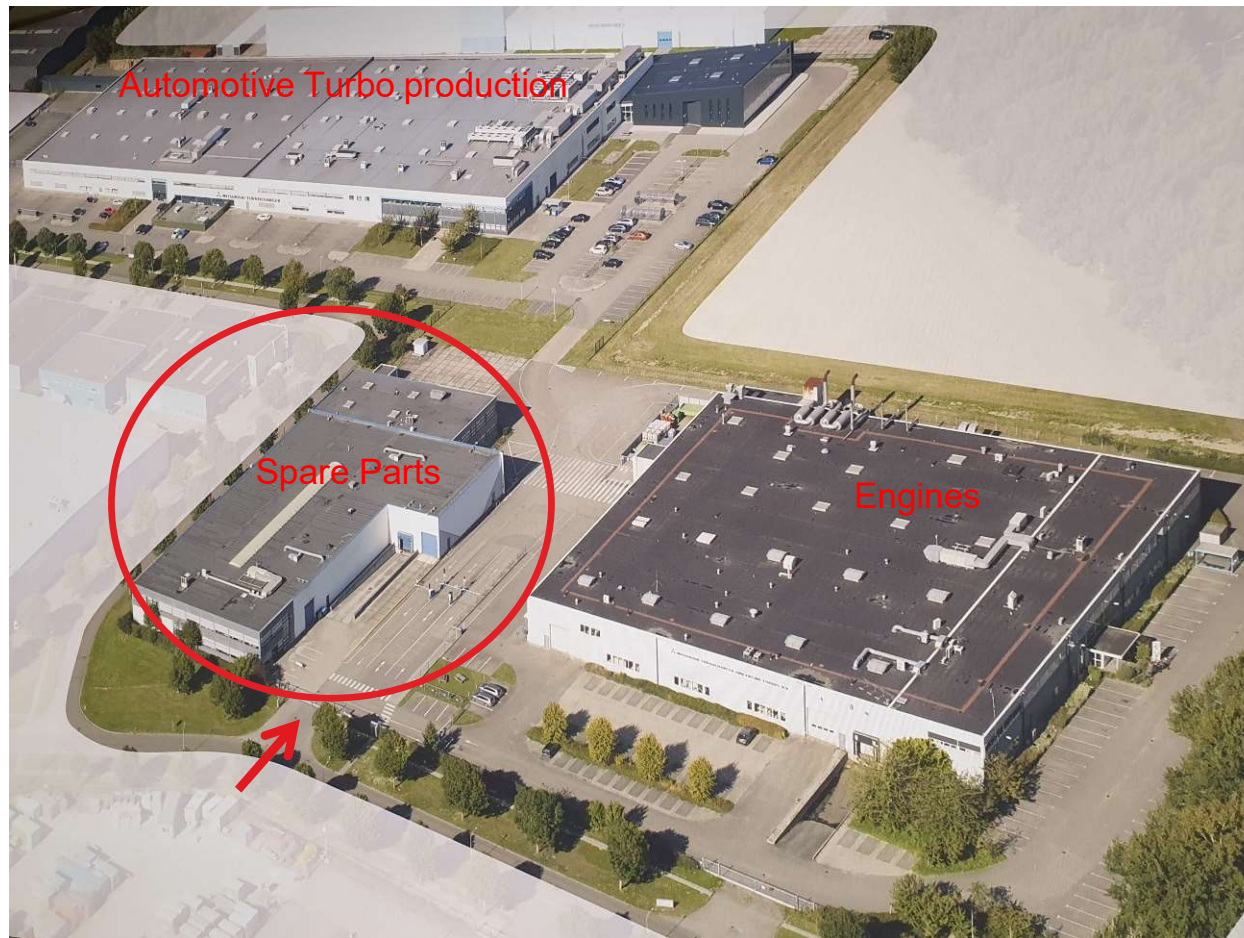
Mitsubishi Turbocharger and Engine Europe B.V.

MTEE location



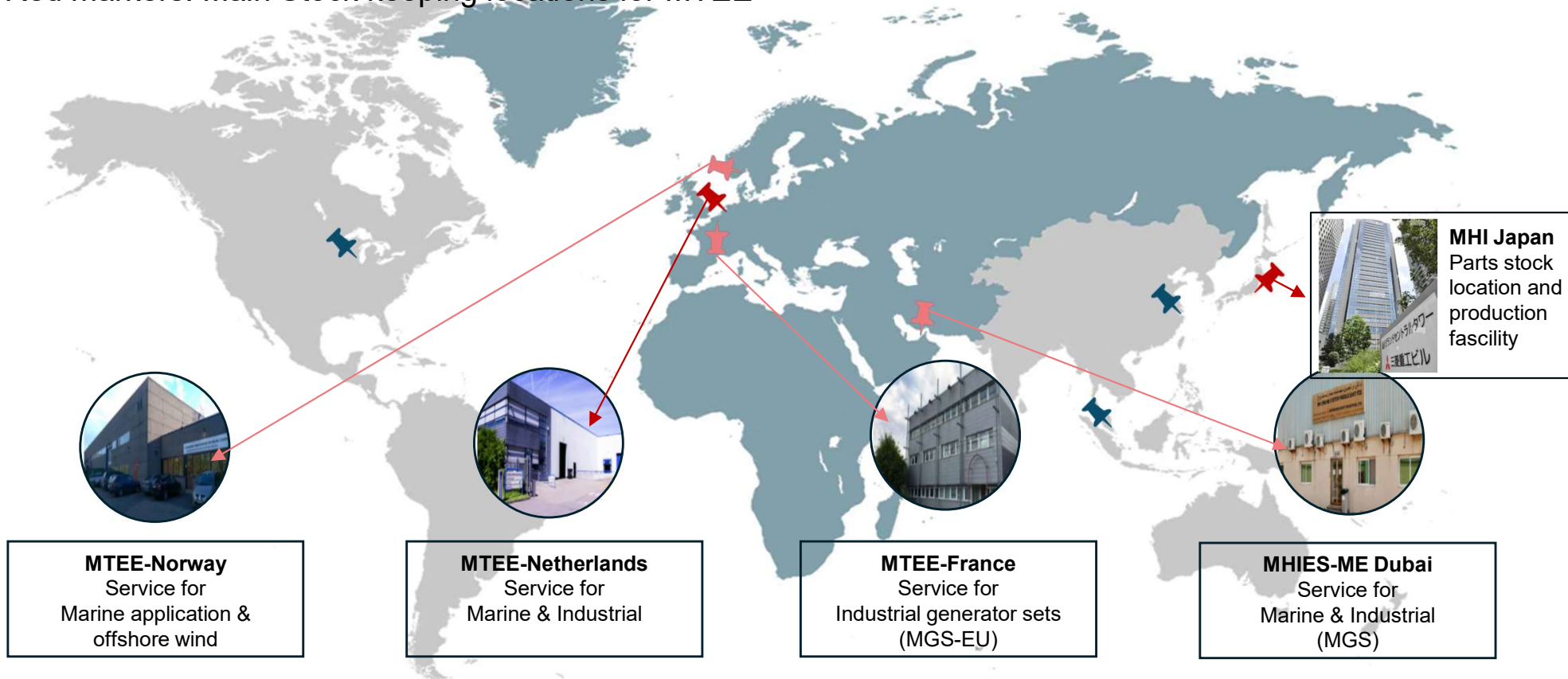
- MTEE Location
- Worldwide parts distribution
- Spare Parts Department MTEE
- MTEE Parts Distribution process
- African continent Sales Opportunities

MTEE location



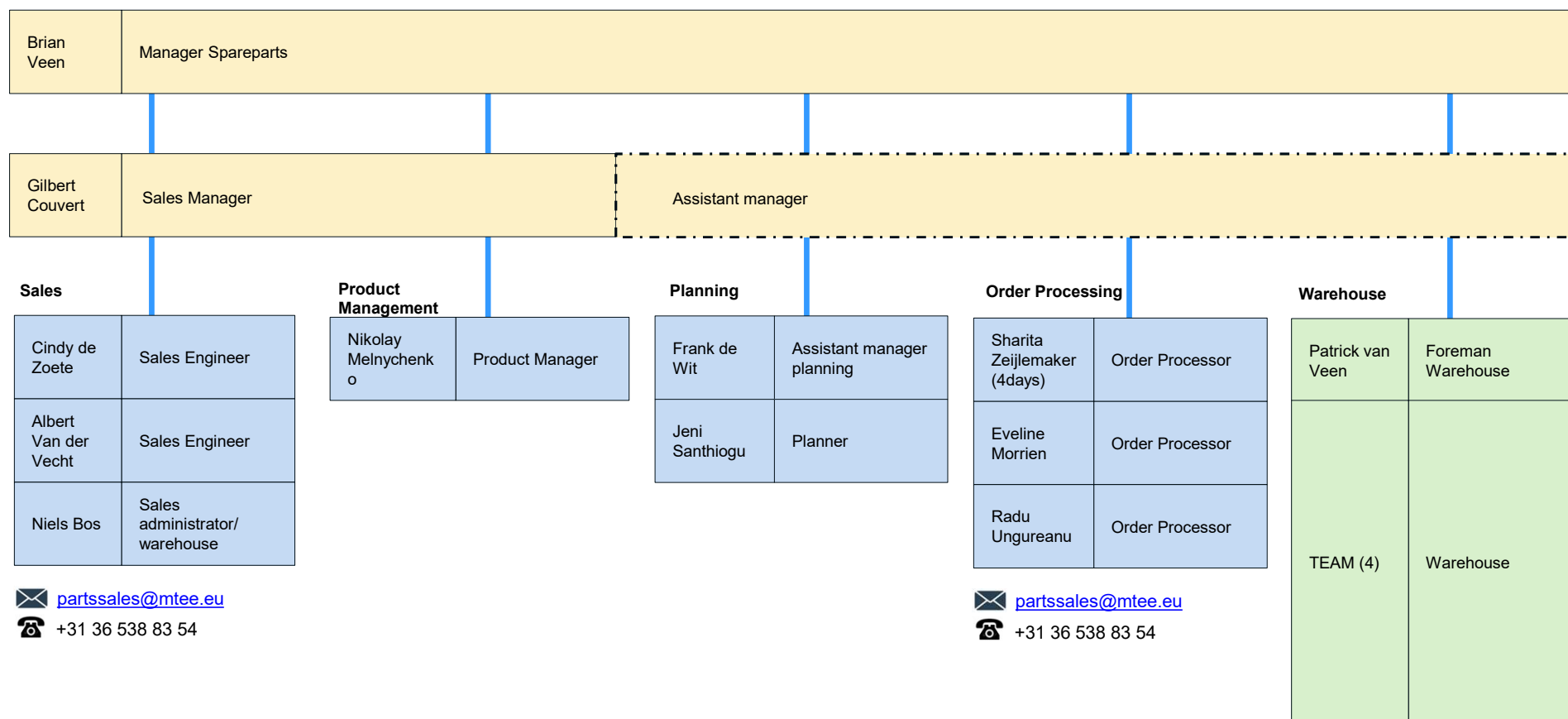
MTEE Offices

Red markers: Main Stock keeping locations for MTEE

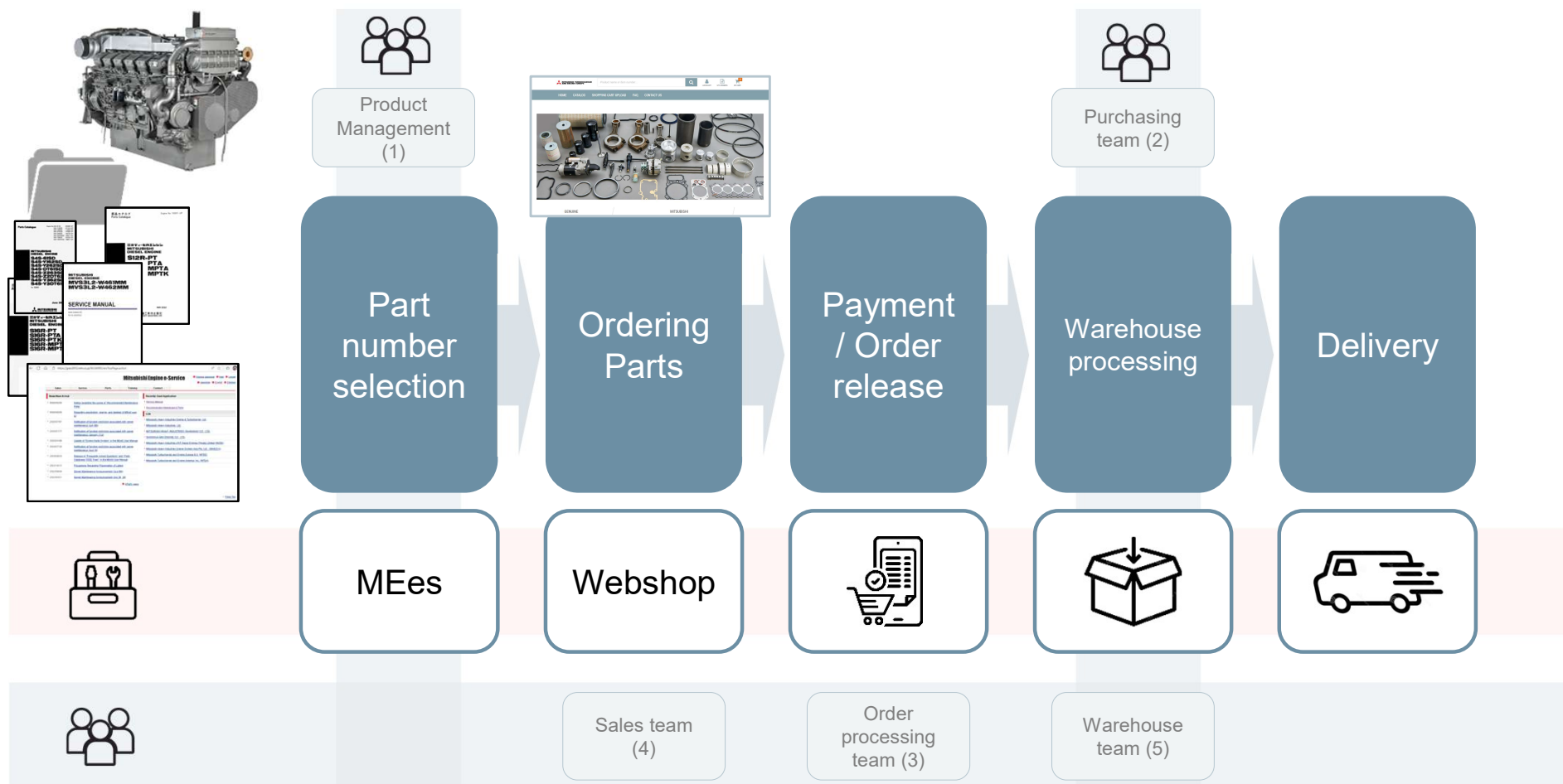


MTEE has the largest warehouse inventory globally, with target to increase it even more.

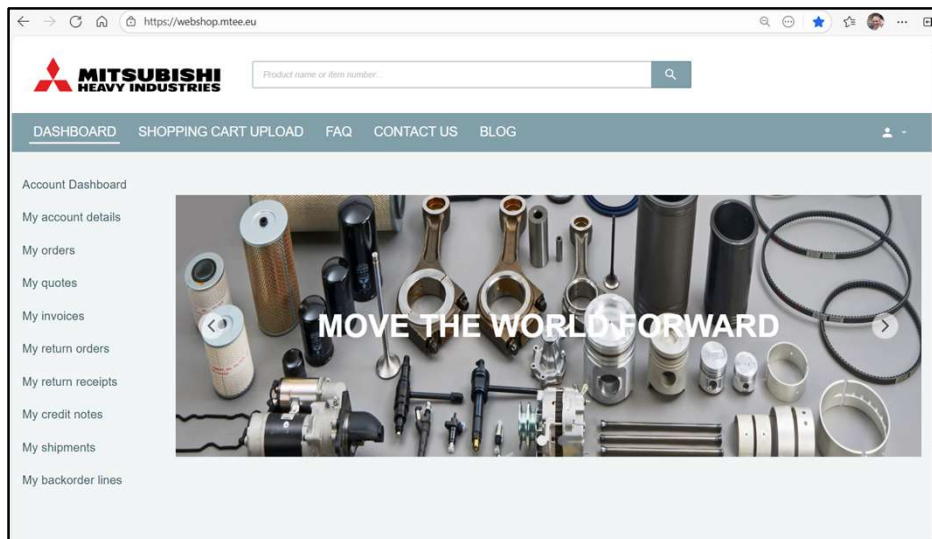
MTEE-NL Spare Parts Departement



MTEE Parts distribution process

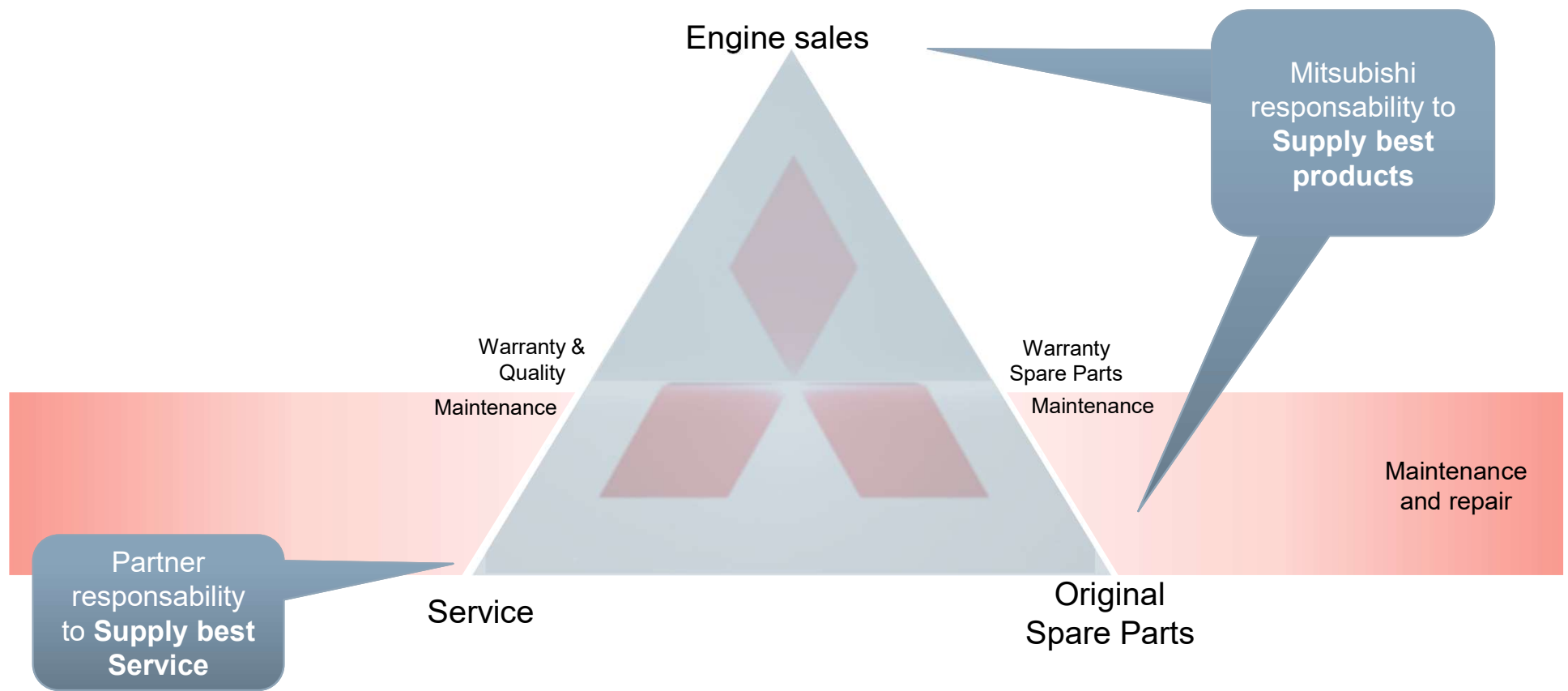


Warehousing



- Service ratio 94%*
 - Unique Parts on stock: 15.000 pcs
 - Partnumbers listed: 150.000
 - 14 mln Euro stock Value
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- Focus points 2026:
 - Warehouse improvements: new Vertical Lift Modules
 - Small engine check parts line-up
 - Stock increase

Mitsubishi Quality triangle



Mitsubishi Partner is our key to offer the Mitsubishi quality to our common end-customer

African continent Sales Opportunities



Sales Plan



- African market has increase possibilities
- Improved stock keeping and parcel delivery service is needed
- Target is to achieve 1mIn EUR sales volume, in approx. 2 years from now

Sales expansion

1. Potential is greater than currently utilized
2. MTEE target is to increase Parts sales via dealers
3. More initiative for Repair and maintenance needs to come from dealers
4. Parts Business from outside engine sales with existing Mitsubishi engines in your area

Dealer Focus points 2026 :

- Take initiative to:
 - Sell parts sales
 - Get maintenance assignments
- Create customer base and follow their maintenance pro-actively
- Individual Sales topics can be discussed in the individual sessions

Focus on Mitsubishi users and looking for new business is key to grow sales

Questions?



Mitsubishi Turbocharger and Engine Europe B.V.