



MARIANA SHIPPING, JAPAN CO., LTD.

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Driving connectivity and growing with China

Led by Mr S.S. Teo, Executive Chairman and Mr Lars Kastrup, CEO, PIL's leadership team from Singapore Head Office travelled to Shanghai, China and held strategic discussions with PIL's China leadership team from 28 Feb to 2 Mar 2023. This is the first visit by PIL's leadership team to China since the start of the COVID 19 pandemic in early 2020. The aim of the visit is to reaffirm PIL's commitment to drive connectivity and grow with China.

Over the two and a half days of meetings, views and insights were discussed among members of the leadership team on ways for PIL to continue to meet the evolving needs of its customers in China and other regions, amidst the changing market conditions.

During the visit, Mr Kastrup also engaged with employees of PIL China and its agencies at a townhall, to convey the strategic direction of PIL and to hear their feedback and concerns. In addition, Mr Teo and Mr Kastrup took the opportunity to pay courtesy calls on PIL's key partners in China, who play important roles in ensuring the smooth and safe operations of PIL in China and in the regions which PIL serves.

PIL places significant importance on China, a PIL core market. PIL has a long history of serving China, being one of the first foreign shipping lines to enter the country. Currently, PIL has 25 offices in China including its regional headquarters in Shanghai. Every week, PIL has 28 services calling to and from China.

Recently, to provide more efficient and sustainable transportation options for its customers in China, PIL has introduced intermodal services offering train, truck and barge services to complement its container shipping services in China. PIL has also stepped up its reefer container services to import more quality fresh produce to China from as far as Latin America to satisfy the increasingly sophisticated taste buds of consumers in China.

[#PIL #drivingconnectivity #china](#)



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