



The Dtorque 111 turbo diesel outboard

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## **YANMAR Transfers Direct Sales Rights of the Dtorque to Neander**

Following three and a half years as exclusive global distributor for the Dtorque 111 turbo diesel outboard, YANMAR Marine International (YMI), alongside the engine's developer and manufacturer, Neander Shark GmbH (Neander), have jointly announced the next phase of their partnership.

The new agreement beginning 1 June 2021 will enable Neander to maximize sales growth and develop market opportunities and special projects by directly distributing the engines, while building on the strong brand identity

and network already established by YANMAR.

Under the terms of the three-year deal, YMI's global engine distributorship will be replaced by a more direct model, with sales, marketing and after-sales handed back to Neander. YANMAR Italy will continue to operate as production partner of the Dtorque. YANMAR Europe will take responsibility for parts distribution straight to Neander customers.

With the joint aim to create a more direct and efficient market approach to transfer the benefits to marine customers with the best price and service, the partnership will allow Neander to move to a more flexible relationship with its engine distribution partners with its own sales and customer support teams.

Taro Kitamura, President of YANMAR Marine International, said: "YANMAR is very proud of the part we have played in introducing the Dtorque diesel outboard and successfully establishing a solid foundation for the brand using our diesel expertise and long-standing position in the marine industry. Six years ago, when we began the journey, we strongly believed in the benefits for customers and huge potential for this revolutionary outboard as a unique model for the market. As we enter the next phase of our partnership with Neander, we continue to have full confidence that the Dtorque's strong customer base will expand and that more specialized projects across the world will be developed. YANMAR is looking forward to backing the growing Neander teams and helping them to maximize business opportunities across the world in the safety and rescue, fishing, superyacht, yachting, oil and gas, cruise and military sectors."

Björn Thomsen, Chief Executive Officer of Neander, said: "Our partnership with YANMAR to date has been pivotal to getting a reliable and technically sound product to the market as well as introducing the Dtorque to the world. We have benefited significantly from YANMAR's knowledge and experience in the past few years, and we are excited to continue with what will be a new chapter in this partnership. Now that the fundamental processes within Neander are established, the time has come for us to move forward with our own sales and customer support personnel. This direct approach will enable us to provide a more competitive package, devote more manpower to the specific sectors, strengthen the brand and sales network and place the focus firmly on our customers."

Ends

### **Notes for editor**

The Dtorque 111 twin-cylinder 50 hp diesel outboard engine was officially launched to the market in 2017, as an ideal choice for tenders as a safer option and promising to revolutionize the small workboat market where its expected lifespan at least doubles that of any comparable outboard gasoline engine.

The Dtorque 111 offers a remarkably smooth and quiet diesel engine, delivering 50 hp at the propeller with a stunning torque output of 111 Nm at just 2,500 rpm - considerably better than the latest 70 hp 4-stroke gasoline models. The Dtorque, the first serial production diesel outboard with dual crankshaft and the smallest diesel outboard engine with common rail fuel injection, stands out due to its revolutionary engineering refinement and world-first technology. The real innovation featured in the development of the Dtorque is the patented 'Spaceball' design and a unique system of dual counter-rotating crankshafts in an aluminum block.

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### **About YANMAR Marine International**

A leading supplier of innovative engines and technology-driven marine propulsion systems, YANMAR Marine International (YMI) supplies the world's cleanest, most efficient, reliable and durable diesel engines for the recreational sector – both sailboats and powerboats – and light duty commercial applications. Its trusted range of common rail marine diesel engines encompass an output range from 40 mhp to 640 mhp, the most comprehensive offering available from any marine engine manufacturer. Committed to the development of advanced technology for the best and most sustainable solutions to meet the evolving needs of boat owners and OEMs, YMI's mission is to enhance the entire boating experience for all its customers. YMI continues to grow its network of service centers worldwide and build on its enviable reputation as a complete systems provider and marine industry ambassador with new partnerships, co-operations and investment.

Based in the Netherlands, YMI is incorporated within YANMAR's global operations, spanning seven business domains on land and at sea. With its beginnings in Osaka, Japan in 1912, YANMAR went on to become the first company to succeed in making a compact diesel engine of practical size in

1933. With industrial diesel engines as the cornerstone of the business, YANMAR has continued to expand its range of products, services and expertise to deliver total solutions as a diesel engine and equipment manufacturer, providing small and large engines, agricultural machinery and facilities, construction equipment, energy systems, marine engines, machine tools, and components.

## **About Neander Shark GmbH**

Neander Shark GmbH is a cutting edge outboard engine developer and manufacturer. We used state of the art software and processes to develop the turbo diesel 50hp Dtorque outboard, which with its double crankshaft has been a success in terms of reliability and efficiency since it went into serial production back in 2018. The end users of the Dtorque are commercial operators in the oil & gas, cruise ship, super yacht, harbour patrol, fish farming and tourist industries and therefore rely on being able to use their boats uninterrupted daily. While we are encouraged by the success of the Dtorque so far, customers seem to be pleasantly surprised by its quietness, low fuel performance and its 111Nm of torque, we are excited to continue investing in R&D to offer new solutions to an industry we believe will not just continue growing but will evolve more in the following 10 years than it has done in the past 30.