

Martin Claus



SINOMA International Engineering Co., Ltd, China;
concurrently Managing Director HAZEMAG & EPR
GmbH since August 2015

Starting his working life in China for a trading and shipping company from Hamburg in 1985, trading comprised mainly exporting steel products, chemicals and single machinery from Europe to China. 1989, exports from China to Latin America and SE Asia were added. By 1993, he joined a German engine and engineering company as Chief Representative, negotiating JV's and building up a network of local contractors for manufacturing steel structures for projects in China and abroad.

In 2006, quite satisfied with very high reliability and utilization factors of their Chinese plants in China, Lafarge (today part of Lafarge HOLCIM) set up a China Procurement Platform for sourcing complete production lines and spares from China. Martin joined this new department as Director and built it from scratch. 3 years later, the sourcing and QA/QC team headcount reached over 30 engineers and purchasers and qualified shipments to project sites around the world reached a value of over Euro 100 million/year.

In 2012, Sinoma Technology & Equipment Group Co., Ltd., a Group with 12 workshops for machinery and steel structure manufacturing, was getting ready for acquisitions mainly in Germany with its strong base in machine building. As native German speaker, Martin joined by 2013 as Senior Vice President in charge of diversification. After reaching retirement age according to Chinese regulations by end of 2015, the mother company, SINOMA International Engineering Co., Ltd., after having acquired the majority shareholding in a German machine building company by March 2015, extended the engagement with a new contract as of January 2016 for special assignments. One of these assignments is the continued position in HAZEMAG & EPR GmbH as Managing Director (Geschäftsführer).

In short, Martin followed the 4 stages of the economic development of China from trading to M&A just within a period of less than 35 years