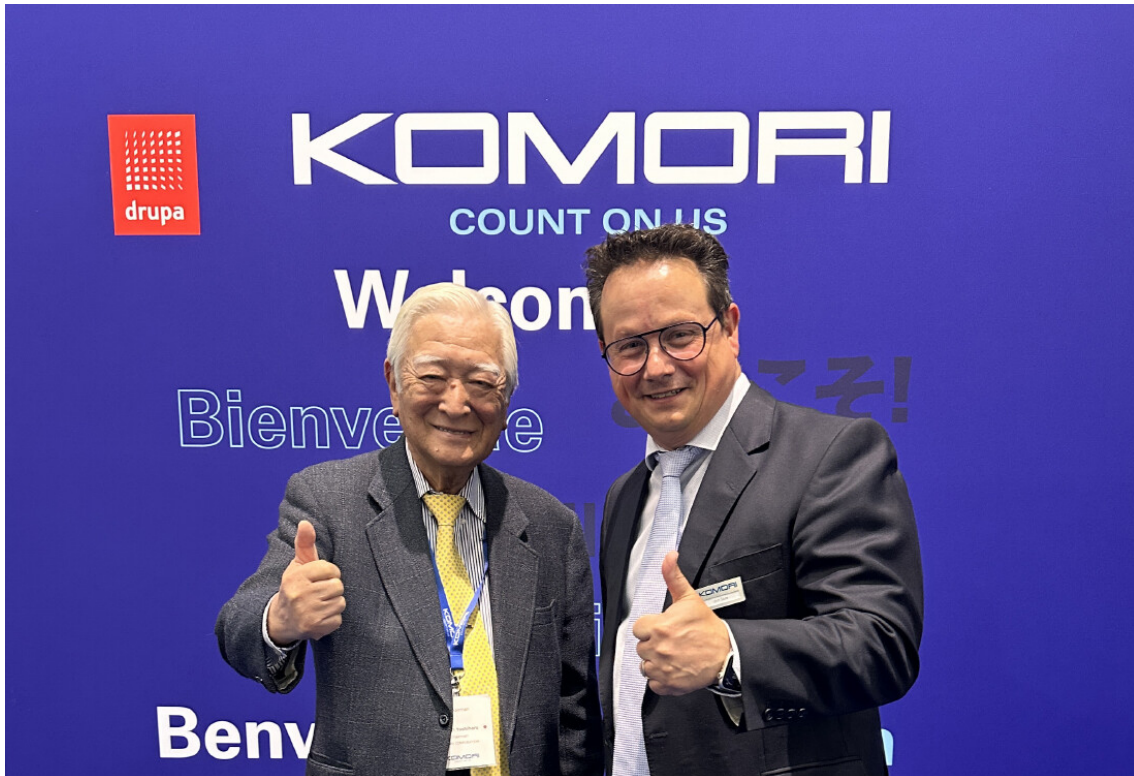


Komori People: Komori Europe Staffer Bridges Cultures of Japan and Germany



Ulrich Sause, Chief Commercial Officer, talks about his wide experience with different cultures and his goal of supporting Komori in growing its profitability and market share in Europe.

Ulrich Sause, Chief Commercial Officer, with Chairman Yoshiharu Komori at the drupa site

In my time with Komori, I've grown both professionally and personally through a wide range of experiences. One of the most significant has been the opportunity to visit Japan. These visits have left a lasting impression on me, especially regarding the culture, the incredible attention to tidiness, and the advanced technology I've seen there. Experiencing these elements firsthand has shaped the way I think about business and innovation.

The trust that Komori has placed in me is something I deeply value, and I feel a strong responsibility to reward that trust. By nature, I'm direct and stand up for what I believe in, but I'm also committed to achieving success as part of a team. It's all about working together, building trust, and making sure the entire team succeeds. I take the same approach with

customers. I focus on listening to their needs, understanding their challenges, and offering long-term solutions that can truly benefit their business. I'm always reassessing processes to find better, more effective ways to work, both internally and with our customers.

What I find most rewarding is seeing the trust customers place in our technology and their excitement when they choose Komori solutions. It's especially fulfilling when they come back for repeat orders because it shows we've made a real difference in their production. In such a competitive market, that's what drives my passion -- helping customers succeed by providing them with technology they can rely on.

Looking ahead, my goal is to support Komori in growing its profitability and market importance, especially in Europe, where we face strong competition. As a German working in a Japanese company, I also see my role as bridging the gap between two cultures, helping to impart knowledge and create strong partnerships that strengthen our market position.



Outside of work, I'm passionate about skiing and sailing -- two sports I've competed in for many years. While I don't have as much time for them now, they remain important hobbies that help me recharge and maintain my balance. I also have a love for food and wine, which I enjoy in both my personal and professional life, helping me connect with people on a more personal level.

