

PRESS RELEASE

Mitsubishi Electric opens in Rome the new Air-Conditioning Training Centre

The company, always very active on professional training, opens a new Training Centre for professionals of Central-Southern Italy and expands office premises of Rome headquarters

Milan, February 28th 2017 - Mitsubishi Electric increases its commitment in professional training and opens in Rome a new Air-Conditioning Training Centre aimed at technicians and professional installers of Central-Southern Italy. The company also expanded the office area of its Rome headquarters in order to upgrade and strengthen its activity on territory. Mitsubishi Electric, that has always been very active on training, with this new investment intends to confirm and show the extent to which training is important in its commercial strategy.

The new Training Centre in Rome is going to be the company's second training centre and the most important in this field in Central-Southern Italy : in fact, in 2009 Mitsubishi Electric opened at its main headquarters in Agrate Brianza (MB) the Training Centre that immediately became a landmark for professional training in air-conditioning field. The Training Centre includes a whole schedule of technical training based on educational methods of both theoretical and practical learning, allowing to acquire skills in air-conditioning plant design, operation and policy requirements.

Mitsubishi Electric invests substantial resources in training, not only in classes specifically aimed at technical training of installers (Direct / Qualified Professional Installers / Heating Partners / Technical Service Centres), but also in workshops, conventions and meetings for customers, employees, architects, designers and installers for wholesalers. Over the years the company started several new projects specifically aimed at architects, that play an ever increasing, strategic role in energy saving and property upgrading and renovation.

In year 2016 alone, Mitsubishi Electric organized a number of about **200 events** including classes, workshops, conventions, technical meetings and F-GAS certification courses totaling **over 2.400 hours** of training (technical and non-technical) to approx. **5.000 operators**. 67% of trained people originates from Northern Italy, and this is the reason why Mitsubishi Electric decided to provide its training plan also to professionals of Central-Southern Italy.

Mitsubishi Electric plans to provide training (technical and non-technical) to about **6.600 operators in 2017** thanks to the new training centre. Furthermore, the company is going to launch **web-training** programs and organize training classes for its **subsidiaries** all over Italy. In this way, participants will also acquire **soft skills** in addition to technical ones, which include normative, environmental, behavioral, commercial, planning and safety abilities in current training plans.

"The opening of a new training centre confirms the company's intention to continue its investments on professional training, thus enabling several categories of operators to strengthen their skills and professionalism", declared Mr. Walter Rebosio, Technical & Training Department Manager of Mitsubishi Electric's Italian Branch. "Therefore we could not neglect to increase our presence and training offer also in Central-Southern regions of Italy: thanks to our new offices and training centre we are going to be increasingly present on Italian territory with the aim to support all professionals intending to be updated and in line with continuous market changes". "But this is not all" continues Rebosio, "the training program of Mitsubishi Electric for year 2017 is even wider and innovative to a higher extent: in fact, besides an expansion of **web classes** (WebEx), it includes a new proposal for operators based on soft skills, combining technical learning with development of relational and communication abilities aimed at focusing on final customer. This new training strategy has been designed and formatted in partnership with Cegos, a highly qualified partner with a strong experience in professional training. In addition, Mitsubishi Electric offers a training plan in full cooperation and synergy with several technological partners. With regard to this, we highlight the training plan on application of heat pumps - studied and implemented in cooperation with Fronius, a leader in photovoltaic inverter production - aimed at providing the highest skills in integrated plant design using sustainable energy sources.

Mitsubishi Electric

Mitsubishi Electric, with its over 90-year experience in production, sales and marketing of electrical and electronic devices, is widely recognized as a leading company at international level. Mitsubishi Electric products and components are utilized in many fields: information technology and telecommunications, space research and satellite communication, consumer electronics, technologies for industrial application, energy, transport and building. In line with the spirit of its corporate statement "Changes for the Better" and its environmental motto "Eco Changes", Mitsubishi Electric aims at becoming a leading green company worldwide, contributing to wellness of community thanks to its technology. The company is present in 43 Countries of the world with over 135,000 employees and in the past fiscal year ended on March 31st 2016 it reached a total turnover of 4,394.3 billions of Yen (38.8 billions of USD*). In Europe it is present since 1969 with branches in 15 Countries: Belgium, Czech Republic, France, Germany, The Netherlands, Italy, Ireland, Poland, Portugal, Russia, Spain, Sweden, United Kingdom, Turkey and Hungary. The Italian branch, established in 1985, operates through 5 commercial divisions : **Air-Conditioning** – air-conditioning for residential, commercial and industrial real estate, heating, de-humidification and air treatment; **Industrial Automation and Mechatronics** – systems and appliances for industrial automation; **Semiconductors** – electronic components; **Automotive** – systems and components for control of car and motor vehicle devices; **Transport** – products and systems for railway transport.

For additional information please visit website : www.mitsubishielectric.com

(*rate of Exchange : 113 Yen - 1 USD. Source Tokyo Exchange Market on 31.03.2016).

Further information:

LEWIS

Gabriele Sciuto / Valentina Zunino

MitsubishiElectricItalia@teamlewis.com

T: +39 02 36531375

