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FINCANTIERI AND THE CITY OF MONFALCONE FOR THE SCHOOL-WORK DEVELOPMENT

The parties also signed an additional agreement for visits to the "MuCa" museum and to the

shipyard

Trieste, January 17, 2018 – The mayor of Monfalcone, Anna Maria Cisint, and the CEO of Fincantieri, Giuseppe Bono, today signed two agreements, one within the relation of school-work development, the other regarding the implementation of the existing cooperation between the

shipbuilding museum ("MuCa") aimed at joint guided tours of both sites.

The first agreement provides that, in the context of the competences of the Friulia Venezia Giulia Region, Fincantieri and the City of Monfalcone **cooperate under the school-work relation**, in order to move the potential professional needs of the company in the short, medium and long term closer to the education offering, through a number of joint planning actions. Specific skill needs required by Fincantieri, directly and indirectly through the procurement system, will therefore be identified, necessary to maintain and enhance the organization level as an essential competitive

factor imposed by the shipbuilding market.

In this context, Fincantieri and the city of Monfalcone will endeavor to set up an institutional table to pursue the goals of the agreement, and in particular to increase employment opportunities for young people in the area, through the creation of a virtuous integration process of the school-

industrial system, aimed at enhancing human and professional resources of the Isonzo area.

In response to the increasing demand of visiting both the "MuCa" Shipbuilding Museum and the shipyard of Monfalcone coming from schools all over Italy, citizens of the region as well as tourists, and given the success of the pilot projects carried out in this direction during 2017, the city of Monfalcone and Fincantieri will also **cooperate in order to create joint tour visits** of the two sites, in particular open to schools, tourism stakeholders, media and to all those interested in knowing the evolutionary history of the shipbuilding sector and of Fincantieri's production.

To this end, a half-year calendar will be set up, identifying the possible days for visiting the shipyard, in accordance with the production needs of the yard, roughly on Saturday morning. The tour of the shipyard will be managed and supervised by Fincantieri staff. The city of Monfalcone, in addition to taking care of the visits to the "MuCa" museum, will provide the necessary bus services for the visit to the yard and set up a dedicated secretariat at its Public Relations Office.

Anna Maria Cisint, Mayor of the city of Monfalcone, commented: "This is an important moment for the area, as these agreements represent a first meaningful milestone and a turning point in the relationship with Fincantieri, seen within the context of an open dialogue where to address the different issues linked to the presence of a large industrial excellence on our territory, ranging from infrastructure matters, such as parking, to those of employment and the supply industries. The agreement on the school-work relation and the one regarding guided tours lay the groundwork to a new relationship between territory and the company and are aimed at creating employment opportunities for our young people as well as development chances, including tourism, Fincantieri can thus represent an added value, not only a reference point being a global shipbuilding excellence, but also for the City of Monfalcone and its district.

Giuseppe Bono, CEO of Fincantieri, stated: "As a reference industrial presence on the territory, the shipyard can only benefit from this double agreement with the city of Monfalcone. Thanks to it, not only the important employment value is recognized, to which correspond particular production needs and the requirement, within the competences of the Region, for a more adequate correspondence with the world of education, are but also its great historical-cultural value is underlined".

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Fincantieri is one of the world's largest shipbuilding groups and number one by diversification and innovation. It is leader in cruise ship design and construction and a reference player in all high-tech shipbuilding industry's sectors, from naval to offshore vessels, from high-complexity special vessels and ferries to mega-yachts, ship repairs and conversions, systems and components production and after-sales services.

Headquartered in Trieste (Italy), the Group has built more than 7,000 vessels in over 230 years of maritime history. With more than 19,400 employees, of whom more than 8,200 in Italy, 20 shipyards in 4 continents, today Fincantieri is the leading Western shipbuilder. It has among its clients the major cruise operators, the Italian and the U.S. Navy, in addition to several foreign navies, and it is partner of some of the main European defense companies within supranational programmes.

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