



MINISTERO DELL'ISTRUZIONE,
DELL'UNIVERSITÀ E DELLA RICERCA

FINCANTIERI

THE MINISTRY OF EDUCATION, UNIVERSITY AND RESEARCH TOGETHER WITH FINCANTIERI FOR SKILLED VOCATIONAL TRAINING

An agreement to strengthen the relationship between education system and labor market has been signed

Trieste, November 20, 2018 – Today, during a visit at the Sestri Ponente shipyard and at the premises of Cetena, a Fincantieri company dedicated to research and consultancy in the maritime field, the Minister of Education, University and Research (MIUR), **Marco Bussetti**, and the CEO of Fincantieri, **Giuseppe Bono**, signed a memorandum of understanding to **strengthen the relationship between the education and higher technical training system and the labor market in the shipbuilding sector**.

The agreement intends to offer students of technical high schools new training opportunities for high and qualified profiles to acquire marketable skills. It stems from the Ministry and Fincantieri recognition of the need of new technical job profiles, much-needed to support the growth of the sector in which the shipbuilding group operates. The agreement is particularly important bearing in mind that **Fincantieri is present on the entire national territory, through its shipyards**.

The parties have therefore committed to create greater and stronger synergies to contribute to the improvement of the technical high schools training with their own resources, experience and know-how. They will encourage the development of courses to train technical experts in line with the job profiles needed in the shipbuilding sector, enhancing the training excellences already present locally through specialization and innovation courses, and through the definition, in partnership with the technical high schools, of shared actions to guide young people in the selection of post-graduate training courses.

In particular, the MIUR will promote initiatives and projects to achieve the goals of the agreement with particular attention to teachers and school staff technical and professional training, to which Fincantieri will also contribute. The company will promote the technical high schools at local level with the production chain, to foster dialogue with the educational world and the integration of resources using already existing local authorities or institutions (districts, centers or clusters). Furthermore, Fincantieri will also support the teaching activity through company experiences and guided tours to its facilities.

In order to ensure the implementation of the memorandum of understanding and allow the strategic planning of the necessary actions, the Ministry of Education, University and Research and Fincantieri have agreed to set up a specific **Technical Committee**, consisting of representatives of both sides, which will draw up an annual report on the initiatives taken.

The **Minister of Education, University and Research, Marco Bussetti**, commented: *"It is very positive that a large company like Fincantieri is sensitive and careful to the topic of the training of young people. In this sense, the technical high schools confirm to be excellent means to provide our students with the necessary knowledge to guarantee a quick access into the labor market. For this reason, the Government intends to strengthen and support the technical high schools by encouraging full cooperation with the territories and*

companies. From this point of view, I would like to congratulate President Toti, Councillor Cavo and Ceo Bono for how they are working in an integrated way in the interests of our children".

Following the visit, **Giuseppe Bono, CEO of Fincantieri**, stated: "We highly believed that today, and especially tomorrow, our youth will meet the company needs. The agreement falls within this strategy, attaching great importance to technical high schools, which in the past played a crucial role in the training of the middle management. It represents the core of the industry and without it there would be no development and progress in this field". Bono concluded: "Fincantieri is one of the largest growing industrial groups and we require qualified staff. Therefore we appreciate that Minister Bussetti has understood and supported our requirement. In the future, we will also work on vocational schools and universities to avoid incompatibility between supply and demand. Thus, the training of qualified human resources will allow us to safeguard and develop the leading position of our manufacturing industry, Europe's second-largest".

"The protocol is an important signal for the strengthening of the technical high schools. It also recognizes the validity of this technical specialization approach for graduates, which must be encouraged and increasingly promoted, so that families can learn about it and the youth can choose for it", said **Ilaria Cavo, Ligurian Regional Councilor for education and training**, who participated in the visit. She then concluded: "It is important, and no coincidence at all, that this national input starts in Liguria and the fact that the MIUR and a company like Fincantieri feel the need to strengthen these programs demonstrates how these highly-technical courses are linked to the companies and able to meet the labor market needs. The Liguria Region has always supported these pathways and stands ready to set up and support the necessary technical high school courses in order to meet the needs of Fincantieri and the shipbuilding industry, pursuant also to the agreement signed with the company that has already led to the organization of different level training courses".

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

With over 230 years of history and more than 7,000 vessels built, Fincantieri has always kept its management offices, as well as all the engineering and production skills, in Italy. With over 8,400 employees and a supplier network that employs nearly 50,000 people, Fincantieri has enhanced a fragmented production capacity over several shipyards into a strength, acquiring the widest portfolio of clients and products in the cruise segment. To hold its own in relation to competition and assert itself at global level, Fincantieri has broadened its product portfolio becoming world leader in the sectors in which it operates.

With globalization, the Group has around 20 shipyards in 4 continents, over 19,000 employees and is the leading Western shipbuilder. It has among its clients the world's major cruise operators, the Italian and the US Navy, in addition to several foreign navies, and it is partner of some of the main European defense companies within supranational programs.

Fincantieri's business is widely diversified by end markets, geographical exposure and by client base, with revenue mainly generated from cruise ship, naval and offshore vessel construction. Compared with less diversified players, such diversification allows it to mitigate the effects of any fluctuations in demand on the end markets served.

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