



HITACHI
Air conditioning solutions

(Press Release)

Hitachi creates “Engineering Excellence Centre” at Mumbai, Maharashtra tousurge its growth in India

Mumbai, March 15, 2018: After Delhi and Chennai, Johnson Controls - Hitachi Air Conditioning India Limited today inaugurated its state-of-the-art Engineering Excellence Center (EEC) in Mumbai, in a move that should further boost the company’s market leadership.

Hitachi, a premium Japanese brand, is the third biggest player in the Indian air-conditioner market. The company which has more than 30-years legacy in the country has invested heavily in expansion of manufacturing facilities and development of new product models here.

The company’s world-class R&D facility here is credited with developing the country’s most energy efficient 6.1 ISEER model in 2017. Supported by the parent company, Hitachi is highly optimistic about its growth prospects in India.

The center will provide a hands-on, real world experience of advanced technologies and products to Hitachi’s engineers and technicians involved in the HVAC industry.

The opening of this center marks a major step for the India unit of Johnson Controls-Hitachi Air Conditioning, after Mr. Gurmeet Singh became the first Indian to take over as the Managing Director of the company (after becoming subsidiary of foreign promoters).

In the financial year 2016-17, the company’s Room AC business grew by 22%, which was much higher than the overall industry growth rate. Company’s Telecom AC and Packaged AC segments grew by 32% and 16% respectively, which again were much higher than the respective industry growth rate.

The company posted its best performances in VRF and Chiller segment, where it grew by 73% and 58% respectively. These were again almost four times higher than the respective industry growth rate.

Through its new EEC, the company is committed to providing technical training to more than 3000 people by the next one year. This EEC is aimed to build sales competency by imparting techno-commercial training, installations, commissioning and troubleshooting skills to the team and its trade partners.

The company has created a Sales & Engineering support wing to provide product information and technical assistance. a Project Support wing which ensure proper quality

and workmanship in installation. EEC will give service and installation-related training on actual operative products installed in the center.

Commenting on the occasion, **Gurmeet Singh, Chairman and Managing Director, Johnson Controls-Hitachi Air Conditioning India Ltd.** said, “The Indian HVAC industry is facing shortage of skilled, expert engineers and technicians and with the establishment of this EEC at Mumbai, we will not only improve customers’ experience but also improve quality in the industry. We aim to create valued, skilled resources in the HVAC industry by imparting both hard and soft skills to these technicians and HVAC engineers so that they could make their mark on the industry.

Our initiative is in line with the Government’s Skill India project as the technicians usually lack a formal training or course needed to become a subject matter expert, and with our training centers we are not only enabling them but also improving their quality of life. Going forward, we will continue taking such innovative initiatives that would help bolster the Hitachi brand’s position, while improving millions of lives.”

Apart from Mumbai, the company already has two operational EECs in Delhi and Chennai where company has imparted training to more than 15000 trainees within 6 months of the centers inauguration. In order to cater to the needs of the Eastern market, the company plans to set up one more EEC in Kolkata very soon.

Thus, with its all four EECs operational and in line with the philosophy of providing nothing but the best of engineering, technology and expertise to its consumers, Hitachi is bullish to become the market leader in addition to being the technology leader because the company believes ‘Every home Deserves Hitachi Cooling’.

Once all the four EECs become operational, Hitachi, already an Expert Technology leader, will also become a Market Leader as it believes that ‘Every Home Deserves Hitachi Cooling’.

The 8400 sq. ft. center is furnished with exclusive hands-on training facilities and Practical training Labs for Room AC, VRF, Packaged AC, Control Panels and Brazing . It also includes two, 30-seater class rooms. The center is also equipped with operational VRF systems having visible piping and electrical connections to further enrich the demonstration and training process. All in all it will have 7 Product labs, 2 Class Rooms which will have capacity to train 170 people at a time. This Centre also has one Customer Experience center, provides visitors touch and feel factor through its remarkable exhaustive product range displays, which normally people don’t get to see at retail outlets.

About Company:

Johnson Controls – Hitachi AirConditioning India Limited is a joint venture (JV) of Johnson Controls, US and Hitachi Appliances, Japan. Through this JV, we have combined the rich heritage and innovative technology of Hitachi with the industry leading expertise and a global network of Johnson Controls. The partnership is aimed at making cooling faster, smarter and much more efficient. Our customers stand to benefit from our world-class R&D centres, where our researchers work tirelessly to provide innovative solutions and quality

products designed to meet every expectation. The company has global presence. The India unit is called “Johnson Controls-Hitachi Air Conditioning India Limited”

Johnson Controls-Hitachi Air Conditioning India Limited manufactures a wide range of products under Hitachi brand, ranging from room air-conditioners (Split & Window ACs) to commercial air-conditioners including VRF system, Chiller, Cassette Air conditioners, Ductable air-conditioners & Telecom Air conditioners. We are also engaged in trading of Refrigerators, Air Purifiers & Washing Machines.

Johnson Controls-Hitachi Air Conditioning India Limited is headquartered in Ahmedabad, Gujarat with manufacturing plant in Kadi, Gujarat. We have a total installed capacity of 900,000 Room Air conditioners per annum (in a single shift). In addition, the company also has the capacity to manufacture 39,000 units of Ductable ACs, 9000 VRFs ODUs and 300 units of Chillers per annum in a single shift. Johnson Controls-Hitachi Air Conditioning India Limited is one of India's top air-conditioning companies.