



October 25th, 2019

Panasonic Corporation
Welcome Air-Tech Ltd.

Panasonic and Welcome Air-Tech's SAIVER to Develop New Connected Air Handling and VRF Solution

- *High quality, efficient and sustainable AHU and VRF optimised solution*
- *One stop, AHU and VRF with plug and play proven system*
- *Benefits from existing technologies from both parties*

South East Asia – 25 October 2019: Panasonic Corporation, a worldwide leader in the development of Heating Ventilation, Air Conditioning & Refrigeration (HVAC&R), along with Welcome Air-Tech Ltd (SAIVER), a regional specialist in Air Handling Units (AHU), today announced a strategic alliance to create a highly energy efficient and sustainable air conditioning and ventilation solution for the commercial sector across South East Asia. SAIVER was first established in June 1959 and shared 60 years' experience to the partnership in custom made, design and manufacturing of high-quality AHU. Since 1992 Welcome Air-Tech Ltd has been designing and manufacturing the SAIVER AHU and distributing to the whole of the Asian and Oceania region from their factories in Malaysia and China.

The Panasonic/Welcome Air-tech's SAIVER (WAT-SAIVER) collaboration creates an appealing solution for the building services sector, developing existing technology and expertise from both parties within the South East Asian HVAC&R market. The new DX-AHU and Variable Refrigerant Flow (VRF) solution will deliver a highly efficient and environmentally friendly new Indoor Air Quality (IAQ) solution, featuring WAT-SAIVER's innovative high quality and proven indoor AHU technology, alongside Panasonic's highly energy efficient outdoor VRF inverter technology solution. This new unified option can be made-to-order for specific projects to fully meet customer's demands and requirements. For more straightforward projects, a standard Compact AHU dedicated to Panasonic VRF units can be provided.

WAT-SAIVER and Panasonic are working closely to develop both the AHU and VRF technologies

and features to be incorporated into this newly partnered solution. A coherent system design is important to ensure optimum performance and therefore this partnership will create highly-efficient, environmentally friendly cooling solutions for large commercial spaces with ventilation to improve IAQ. Additional benefits are offered by utilising the companies' Smart Cloud interface, for convenient remote control and maintenance at one's fingertips.

Both parties already have factories in Malaysia and this alliance takes full advantage of both brands' proven technologies. WAT-SAIVER has several extremely successful installations throughout Asia in high profile projects. These include more than 300 AHU units in Marina Bay Exhibition Hall and Casino, 200 AHU units in the 88-storey International Financial Centre in Hong Kong and 600 AHU units in the 32-storey and largest single structure hotel building – the Venetian Macau Resort Hotel.

By adopting a comprehensive and collaborative approach, the two companies will create a new and strong value proposition to satisfy customers growing HVAC&R requirements in commercial sectors across South East Asia.

“We see this as a great opportunity to develop, deliver and meet the higher level of environmental expectations of our customers, in addition to providing long-term business prospects across an evolving Asian market. WAT-SAIVER's outstanding product range and wealth of experience within the AHU industry, aligns well with our commitment to offering customers exceptional value, features and product quality.” said Toshiyuki Takagi, Managing Executive Officer of Panasonic Corporation and Senior Vice President, Appliances Company, Director of Heating & Cooling Solutions Business Division.

“We are very excited for this strategic alliance and the opportunities that this will create for innovative and seamless solutions. Together, we aim to enhance building operations, optimise energy efficiency, lower their carbon footprint and reduce energy costs. Through this partnership, we will be able to provide enhanced IAQ solutions that will play a leading role in the development of buildings of the future,” said Pachu Leung, Managing Director of Welcome Air-Tech Ltd.

To learn more, visit <http://aircon.panasonic.com> or <http://www.saiver-welaire.com.hk/>

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About Panasonic

Panasonic Corporation is a worldwide leader in the development of diverse electronics technologies and solutions for customers in the consumer electronics, housing, automotive, and B2B businesses. The company, which celebrated its 100th anniversary in 2018, has expanded globally and now operates 582 subsidiaries and 87 associated companies worldwide, recording consolidated net sales of 8.003 trillion yen for the year ended March 31, 2019. Committed to pursuing new value through innovation across divisional lines, the company uses its technologies to create a better life and a better world for its customers. To learn more about Panasonic: www.panasonic.com/global.

About Welcome Air-Tech and SAIVER

Welcome Air-Tech Ltd. was established in 1996 (original name, Welcome Oncho Denki Establishments and established in 1988), to provide professional sales and support services to various contractors, consultants and end users. We successfully supply wide range and high quality air conditioning equipment from all over the world and efficiently control the internal environments. As a result, productivity, comfort and quality of living of people can be improved simultaneously. We provide at all times the highest quality products and after-sale services to our customers in sales, installation, operation and maintenance support and to accept total responsibility for their performance so as to obtain the highest level of customer satisfaction and fulfill the market needs.

Welcome Air-Tech Ltd. established joint venture with COSTRUZIONI AERAILICHE SAIVER SRL to manufacture SAIVER AHU in China as well as Malaysia. As a result, EUROVENT-certified AHU could be delivered in a shorter time. "Service is Our Business" is the company philosophy. Through our experienced and professional engineers, Welcome Air-Tech Ltd. is committed in helping our existing and future customers to improve their standards of living and achieve environmental comfort.

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