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IZOLYATOR

CENTURIES-OLD TRADITIONS – STATE-OF-THE-ART TECHNOLOGIES

Corporate Edition Izolyator

RESULTS OF THE II QUARTER 2015

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RUSSIAN BUSHINGS IN INDIA: HOW ENERGY OF COOPERATION TURNED INTO ENERGY OF ELECTRICITY



p. 7



Dear colleagues!

Izolyator has been one of global power equipment market leaders for decades now. Acting in line with the Russian Federation's President and Government guidelines on international cooperation development we have continuously broadened geography of our equipment supply growing our client and partner network overseas. This year has become particularly notable in this respect.

An important highlight – Izolyator has become the first supplier of RIP-insulated bushings to India after putting in operation two transformers equipped with the RIP bushings in Delhi in summer 2015.

This came as result of a large and intense preparatory work done by our Indian partners and the entire Izolyator team.

The success of the project makes way for our new contracts in India strengthens our position on the Asian markets of power equipment. I would like to express gratitude to everyone who contributed to our combined success.

Alexander Slavinsky
Chairman of the Board of Directors
at Izolyator
Vice President at AES of Russia, D.Eng.

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Dear colleagues!

On 6 – 10 April 2015, a group of Izolyator representatives that I was leading visited PowerGrid Corporation of India Limited, Crompton Greaves Limited, EMCO Limited, Bharat Bijlee Limited, Siemens Ltd., Bharat Heavy Electricals Ltd., GridTech 2015 exhibition in India and met representatives of Parliament and Supreme Court of India.

The group included Andrey Shornikov, Foreign Markets Sales Manager and Dr. Ashok Singh, Official Representative of Izolyator in India.

We brought a vast agenda to the meetings with our Indian counterparts: organizational, commercial and technical aspects of cooperation, current projects status; wider issues of Russian-Indian cooperation in Power Industry and RIP technology advantages with its application features including operation and maintenance; general differences in RIP and OIP bushings installation and operation.

We wish to thank all our Indian partners for productive meetings and a hearty welcome!



Ivan Panfilov
Commercial Director, 1st Deputy
General Director at Izolyator



Russian Bushings in turned into energy

BUSINESS MEETINGS IN INDIA



*Izolyator representatives in PowerGrid, left to right:
Ajai Kumar Vaish, J.S. Jha, Ivan Panfilov and Andrey Shornikov*



*Izolyator representatives at a Crompton Greaves Limited plant, left to right:
Pravin Dongarwar, Ivan Panfilov, Vivek Panwalkar, Andrey Shonikov,
Dr. Ashok Singh and Lakshminarayana Jarugula*



*Izolyator representatives at EMCO Limited, left to right: Dr. Ashok Singh,
Anagha Dixit, Andrey Shornikov, Ivan Panfilov and Eknath Badgujar*

Power Grid Corporation of India Ltd

(company profile)



Power Grid Corporation of India Limited (PowerGrid) is one of the largest grid companies in the world, structurally related to the Ministry of Power Industry of India.

The company plays a key role in the power supply to all regions of the country and Indian power industry development in general taking part in major government projects.

Crompton Greaves

(company profile)



Crompton Greaves group of companies is a USD 2 billion engineering conglomerate with an impressive and diverse portfolio of products, solutions and services ranging from high-end power and industrial equipment and solutions, to consumer products and home appliances, addressing myriad needs.

EMCO Limited

(company profile)



Founded in 1964, EMCO became one of the leading Indian suppliers of solutions and equipment in the 765 kV/±800 kV range for enterprises in generation, transmission, distribution of electric power and heavy industry. With a network of 15 office and 5 modern plants, the company supplies its solutions and equipment to the clients among which there are power and utility companies, industrial sector and more than 50 countries in the world.

India: how energy of cooperation of electricity

Bharat Bijlee Limited



(company profile)

Bharat Bijlee is a major manufacturer of power equipment in India. This company with its diversified product range and developed organizational structure is represented by such types of equipment as transformers, electric motors, elevator systems, drives and automation. The plant, located in Airoli (Navi Mumbai), occupies the area of 193 000 sq m with 50 000 given for the main production.



Izolyator representatives at Bharat Bijlee Limited, left to right: Padmanabhan S Subramanian, Ganga P Shrivastava, Pradip T Shivdasani, Ivan Panfilov, Dr. Ashok Singh and Andrey Shornikov

Siemens



(company profile)

Siemens AG is a global powerhouse focusing on the areas of electrification, automation and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is a leading supplier of systems for power generation and transmission as well as medical diagnosis. In infrastructure and industry solutions the company plays a pioneering role.



Izolyator representatives at Siemens Ltd. office in Gurgaon, left to right: Ramit Kumar, Dr. Ashok Singh, Saurav Gaba, Ivan Panfilov and Andrey Shornikov

Bharat Heavy Electricals Ltd. (BHEL)



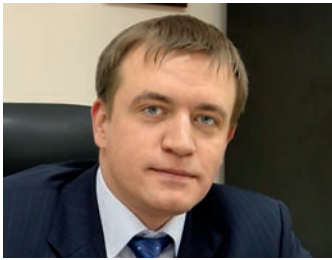
(company profile)

Bharat Heavy Electricals Ltd (BHEL) designs, manufactures, tests, installs and services a product mix of more than 180 articles for such key industries as power, oil and gas, defense and railway transportation, etc. It is an industrial leader in India with presence in 76 countries.



Izolyator representatives at BHEL, left to right: Mahendra Kurre, Andrey Shornikov, Ivan Panfilov, Dipankar Guin, Tej Prakash, V.K. Bassi and Dr. Ashok Singh

GLOBAL ARENA



Dear colleagues!

In the first half of 2015, our active work with the Indian partners brought solid results – Izolyator became a winner in a tender to supply RIP-insulated bushings for installation on the new Crompton Greaves transformer made for PowerGrid Corporation of India Limited Ltd. This win shows our overseas partners' trust to the products of Izolyator trademark and we used this opportunity to justify confidence of our buyers. In the summer 2015, Izolyator bushings were successfully installed on the transformers of Bamnauli 400 kV substation.

As part of an intense preparation, we ensured presence of the customer's representatives at the successful tests of our bushings at the plant, organized training of Indian engineers. Also, our specialists consulted during the installation works in India. Our focus on practical result ensured the successful delivery on the project.

Indian market is a priority for our company, so we intend to develop our cooperation with Indian partners taking part in new projects of Indian power network modernization.



Andrey Shornikov
Foreign Markets Sales Manager
at Izolyator



Izolyator representatives at GridTech 2015 exhibition, left to right: Ivan Panfilov, Andrey Shornikov and Dr. Ashok Singh



Izolyator representatives at GridTech 2015 exhibition, left to right: Ivan Panfilov, Dr. Ashok Singh, V.G. Rao (PowerGrid), Andrey Shornikov and John Yesuraj (Crompton Greaves Limited)



Izolyator representatives at GridTech 2015, left to right: Mr. Andrey Shornikov, Mr. Purushotham C. N. (BHEL Bangalore), Mr. Ivan Panfilov and Dr. Ashok Singh



Izolyator representatives at GridTech 2015, left to right: Representative of Toshiba Transmission & Distribution Systems (India) Pvt. Ltd., Dr. Ashok Singh, Ivan Panfilov and Andrey Shornikov



Izolyator representatives at GridTech 2015, left to right: Dr. Ashok Singh, Hyosung Corporation Representative and Andrey Shornikov



From left to right: Dr. Ashok Singh, Mr. Andrey Shornikov, Mr. P. N. Singh (Indian Parliament) and Mr. Ivan Panfilov



From left to right: Mr. Shahzad Navi / Advisor Reliance; Dr. Ashok Singh; Mr. Ratan Shankar / Advisor Corporate affairs; Mr. Ivan Panfilov; Mr. Andrey Shornikov; Dr. Amrendra Kumar Singh / Advocate Supreme Court of India



Izolyator representatives at Mittal Tea House in New Delhi, left to right: Dr. Ashok Singh, Mr. Andrey Shornikov & Mr. Keshu Kant Mittal

BUSHINGS TESTS INSPECTION BY POWER GRID CORPORATION OF INDIA LIMITED



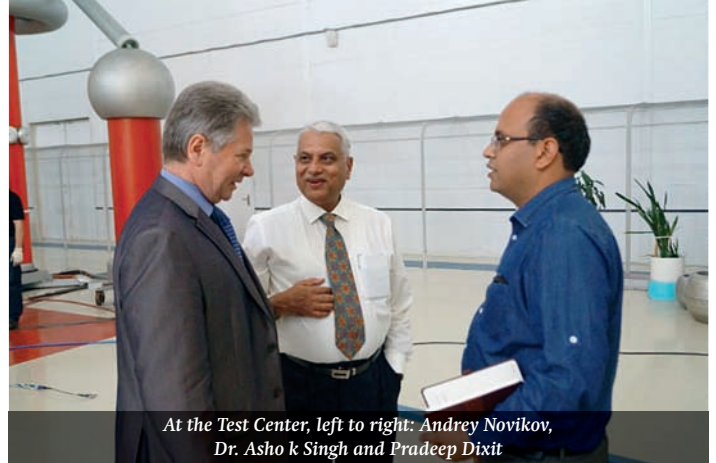
Inspection at Izolyator plant, in the foreground left to right: Andrey Shornikov, Pradeep Dixit, Ivan Panfilov, Andrey Novikov and Natalya Mazova

On 6 – 8 May 2015, the state power grid company of India Power Grid Corporation of India Limited made an inspection of tests of the HV bushings at Izolyator.

PowerGrid decided to second its specialist to Izolyator plant for an effective control over acceptance

testing and shipment of a trial lot of HV bushings manufactured for a Crompton Greaves transformer plant.

Pradeep Dixit, Quality Inspector at PowerGrid was present at all tests according to MQP schedule joining Izolyator's team for three days



At the Test Center, left to right: Andrey Novikov, Dr. Asho k Singh and Pradeep Dixit

and taking an active part in test procedures.

The tests and inspection were successful and on 10 May 2015 the first lot of RIP-insulated bushings by Izolyator left the territory of Russia in the direction of India.

Izolyator would like to express a sincere appreciation for Mr. Pradeep Dixit for his visit and PowerGrid for their trust. We are always prepared to accommodate every wish of our partners pertaining to quality control of the delivered goods.

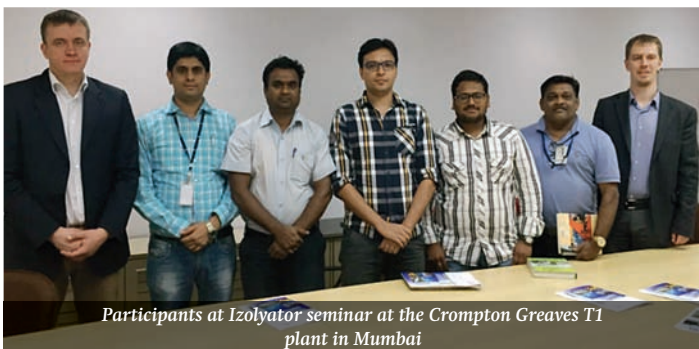
SEMINARS FOR ENGINEERS IN INDIA



Izolyator seminar in PowerGrid in Gurgaon, left to right: Mr. Ajay Kumar Vaish, Mr. Andrey Shornikov and Mr. Pavel Kiryukhin



Izolyator seminar in PowerGrid in Gurgaon in progress



Participants at Izolyator seminar at the Crompton Greaves T1 plant in Mumbai



Izolyator seminar in Crompton Greaves T1 in Mumbai in progress

On 23 – 28 May 2015, Izolyator conducted a series of seminars for technical specialists of PowerGrid Corporation of India Limited and Crompton Greaves Limited.

Business visits were made to PowerGrid Corporation of India

Limited and Bharat Heavy Electricals Ltd.

At the seminars in PowerGrid and Crompton Greaves Limited, the specialists familiarized themselves with technical features and designs of high-voltage RIP-insulated bushings. The emphasis was made on

the issues of transportation, installation and diagnostics, operation and maintenance of Izolyator-made bushings.

Seminars came as a final stage of the large and successful preparatory work for installation of RIP-insulated bushings by Izolyator on Crompton

Greaves Limited transformer in Bannauli 400 kV substation of PowerGrid Company in Delhi.

We would like to thank all our Indian partners for invitation, seminars and meetings organization, a warm welcome and constructive dialogue!



Dear colleagues!

Izolyator today is a leader on the global power equipment market offering RIP-insulated products that have numerous advantages comparing to the previously used technologies. Having taken course towards power industry modernization, India strives to use the most advanced and efficient technologies. Therefore when an issue of partner selection arose for the Indian companies a decision was made in favor of Izolyator. Soon after the first meetings, the Indian side had a clear impression that Izolyator would apply utmost effort not only in orders delivery but in sharing experience with Indian specialists and support of its Indian partners.

The entire supply process of the HV bushings by Izolyator for the Indian transformers met expectations of the Indian side. The successful commissioning of Izolyator's bushings is a capital result of Indian and Russian specialists' cooperation. The Indian companies are prepared to continue cooperation with Izolyator.



Dr. Ashok Singh
Official Representative
of Izolyator in India

INSTALLATION OF IZOLYATOR BUSHINGS ON TRANSFORMERS OF BAMNAULI 400 KV SUBSTATION IN INDIA

In summer 2015, the company supervised installation of Izolyator bushings on two transformers at Bamnauli 400 kV substation operated by Delhi Transco Limited in Delhi - Izolyator plant has become the first supplier of RIP-insulated HV bushings to India.

Delhi Transco Limited is a part of PowerGrid Corporation of India Limited.

During the installation works, Izolyator representatives took part

in RIP-insulated bushings installation of 52 kV, 252 kV and 420 kV voltage class (refer the details of the bushings tests at Izolyator, news dated 6-8 May 2015). The bushings were installed on Crompton Greaves 500 MVA transformer.

The Russians were able to witness a high level of qualification of local specialists and high technical readiness to complex installations. The works were completed with a good quality and on time.

Izolyator would like to express appreciation for everyone who took part in the works preparation and execution.

Our special thanks concerning installation organization and management to:

- Mr. I. S. Jha, Projects Director of PowerGrid
- Mr. Ajai Kumar Vaish, General Manager (CMG)
- Mr. Anil Jain, Executive Director (Corporate Monitoring).

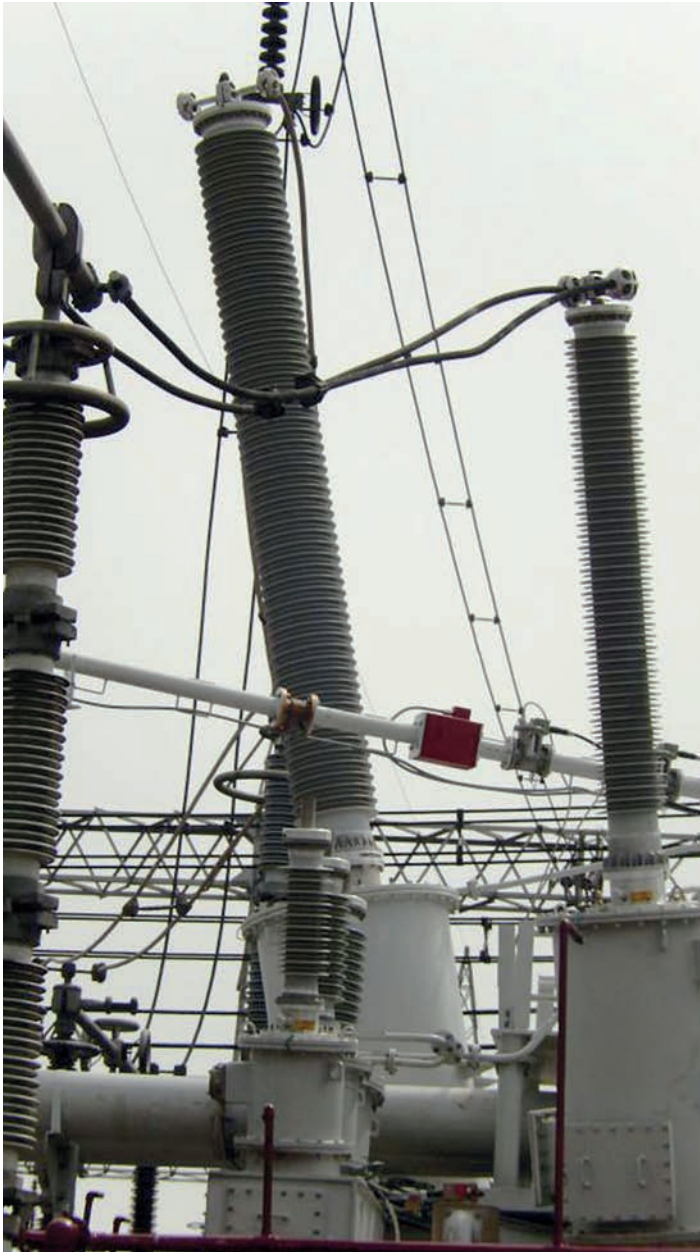


Supervision installation of Izolyator-made bushings at Bamnauli 400 kV substation in India is complete.
Left to right: Andrey Shornikov, Dr. Ashok Singh, Ivan Panfilov and Dmitry Mashimistov

COMMISSIONING OF TRANSFORMERS WITH IZOLYATOR BUSHINGS ON BAMNAULI 400 KV SUBSTATION IN INDIA

In summer 2015, transformers equipped with Izolyator-made bushings were commissioned on Bamnauli 400 kV substation of Delhi Transco Limited Company in Delhi, India. The 500 MVA transformers were made in Crompton Greaves Limited.

For more details on the results of cooperation with Indian partners please refer Special issue Izolyator #2/2015 which is fully dedicated to the topic (see the post-event press release in this issue).



For more details on the results of cooperation with Indian partners please refer Special issue Izolyator #2/2015 which is fully dedicated to the topic (see the post-event press release in this issue).



Dear colleagues!

One of the countries that Russia is interested to develop a profitable trade in the near years is Vietnam, an old friend and trade partner. We have been able to establish close ties especially in the areas of military cooperation, oil and gas, power industry and nuclear energy.

The main document that regulates power industry development is Government Order #1208/QĐ-TTg of 21 July 2011 "on power industry development in The Socialist Republic of Vietnam till 2020 with an outlook to 2030" (so called Plan #7). In accordance with the Plan #7 a considerable extension of unified grid is to take place involving new 500kV, 220kV, 110kV OHPL construction to connect Vietnam with neighboring Laos, Cambodia and China. Additional capacities (approx. 2000 MW) are planned for commissioning.

Russia-Vietnam cooperation in thermal and hydropower counts more than a 40 year history. Power equipment building enterprises in USSR including Izolyator plant took part in many power facilities construction in Vietnam. At present there are over 100 projects with Russia's involvement realized in Vietnam. The south of the country hosts the biggest joint ventures like Vietsovpetro, Vietgazprom, Rosneft Vietnam. Ninh Thuan-1 nuclear power station and Long Phu thermal power station are planned for construction.



Natalia Mazova
Foreign Markets Sales Manager
at Izolyator



VIETNAM: STRATEGIC PARTNERSHIP CONTINUED



Izolyator representatives in Vietnam, left to right: Le Anh Hien, Mac Thi Vinh Phu, Natalia Mazova and Ivan Panfilov



Visit to Dong Anh Electrical Equipment Corporation in Hanoi



Talks at Dong Anh Electrical Equipment Corporation

On 20 – 23 April 2015, a group of Izolyator representatives headed by Ivan Panfilov, the First Deputy General Director, Commercial Director visited industrial, grid and generation companies in Vietnam.

The group consisted of Natalia Mazova, Foreign markets Sales Manager and Mac Thi Vinh and Le Anh Hien, Izolyator's Official Representatives in Vietnam.

Dong Anh Electrical Equipment Corporation



(company profile)

Dong Anh Electrical Equipment Corporation (EEMC) was founded in 1971 on the basis of Dong Anh electrical equipment repair plant and manufacturing company Dong Anh. The company has years of tradition and experience of design, manufacture, supply and maintenance of electrical equipment for the national grid.

Izolyator representatives were received by:

- Le Van Diem, Deputy General Director;
- Nguyen Quang Tue, Deputy Director of Technical Dpt;
- Nguyen Viet Anh, Head of Procurement.

In the result of the meeting, Dong Anh Electrical Equipment Corporation expressed interest and 100% intention to develop long term cooperation with Izolyator. A remarkable illustration of that is the company's Board of Directors' instruction to the entire staff of Dong Anh Electrical Equipment Corporation to support cooperation with Izolyator as a Russian manufacturer of high-voltage bushings.

GLOBAL ARENA

Viet Nam Electricity

(company profile)



The State Power Company Vietnam Electricity (EVN) EVN takes full responsibility for transmission and distribution of electric power across the country.

To ensure power supply EVN controls:

- 3 generation companies (GENCO 1, 2, 3)
- 5 utility companies: Electricity Corporation North (EVN NPC), Corporation Central Electricity (EVN CPC), Corporation Southern Electricity (EVN SPC), Electricity Hanoi (EVN HANOI), Electric City Corporation Ho Chi Minh City (EVN HCMC).

National Electricity Transmission (EVN NPT) company is now responsible for power transmission within Vietnam Electricity Corporation.

From the company side Izolyator representatives were received by:

- Nguyen Quang Viet – Deputy Director on R&D,
- Tran Hong Tien – Generation Department.

In the result of talks, EVN company confirmed its readiness to cooperate with Izolyator.



Visit to the State Power Company Vietnam Electricity



Meeting attendees at Vietnam Electricity

National Power Transmission Corporation

(company profile)



National Power Transmission Corporation (EVN NPT) was founded on 1 July 2008 (Order # 223/QĐ-EVN dated 11 April 2008 of EVN Board) with the re-organization of four companies' activity: Power Transmission Company No. 1, 2, 3, 4 and three Project management offices: Northern, Central and Southern.

At the meeting with EVN NPT the company confirmed its readiness to cooperate with Izolyator.



Meeting attendees at EVN National Power Transmission Corporation



Dear colleagues!

The April visit of Dmitry Medvedev, Prime Minister of Russian Federation to Vietnam opened new horizons for cooperation between our two countries. During this visit a number of documents were signed including a Memorandum on Cooperation in Power Industry modernization in Vietnam.

There is a plan on power industry development in The Socialist Republic of Vietnam till 2020 with an outlook to 2030 which provides for considerable extension of the unified grid and construction of OHPL to connect Vietnam with neighboring Laos, Cambodia and China. Considering that, there are vast opportunities opening for Russian suppliers of power equipment.

In April, a delegation from Izolyator visited Vietnam. In the course of meetings between the delegates and the top management of the state grid corporation of Vietnam EVN and its daughter companies a number of founding principles of Vietnam power men' cooperation with Izolyator were outlined. The meetings were a success offering new opportunities for Izolyator to expand its presence on the market of Vietnam.



Mac Thi Vinh Phu
Official Representative
of Izolyator in Vietnam



Talks at EVN NPC are a success



Izolyator's seminar attendees at Power Corporation of Hanoi



Izolyator representatives meeting with Trade Representative of Russian Federation in Vietnam

EVN NPC

(company profile)



EVN NPC is a power transmission company with coverage of 27 provinces and cities in the northern Vietnam. It is one of the five biggest companies in EVN structure with focus on 110kV and 220kV ETLs for key economic zones.

The visitors presented Izolyator company and products and discussed cooperation prospects. A special focus was given to RIP technology.

EVN Power Corporation of Hanoi

(company profile)



Power Corporation of Hanoi was set up in 2010. EVN Hanoi activities are: power generation, transmission and distribution.

Izolyator made detailed and informative presentations that proceeded with exchange of opinions and prioritizing future cooperation.

Trade Mission of Russian Federation

(company profile)

The Trade Mission of Russian Federation is a state body promoting foreign trade interests of Russian Federation.

On 21 April 2015, Izolyator representatives met with a consultant of the Trade Mission of Russian Federation in Vietnam.

In the result of the meeting a sound understanding was formed in regard to the system of doing business in Vietnam and establishing commercial relations by Russian manufacturers with their counterparts as well as understanding of current economic situations in power industry of Vietnam.

GLOBAL ARENA

EVN HPC Hoabinh

(company profile)

The Hoa Binh dam on the river Da is the largest dam in Vietnam and entire South Eastern Asia comparable with Son La. The electric power is produced by eight hydro turbines with 240 MW capacity. The total installed capacity is 1920 MW.

The representatives of Izolyator company suggested a routine replacement of substation bushings for continued uninterrupted operation of the power station as the OIP bushings service life is well over 30 years in operation.



At Hoa Binh Hydro Power Station

Falai Power Station

(company profile)

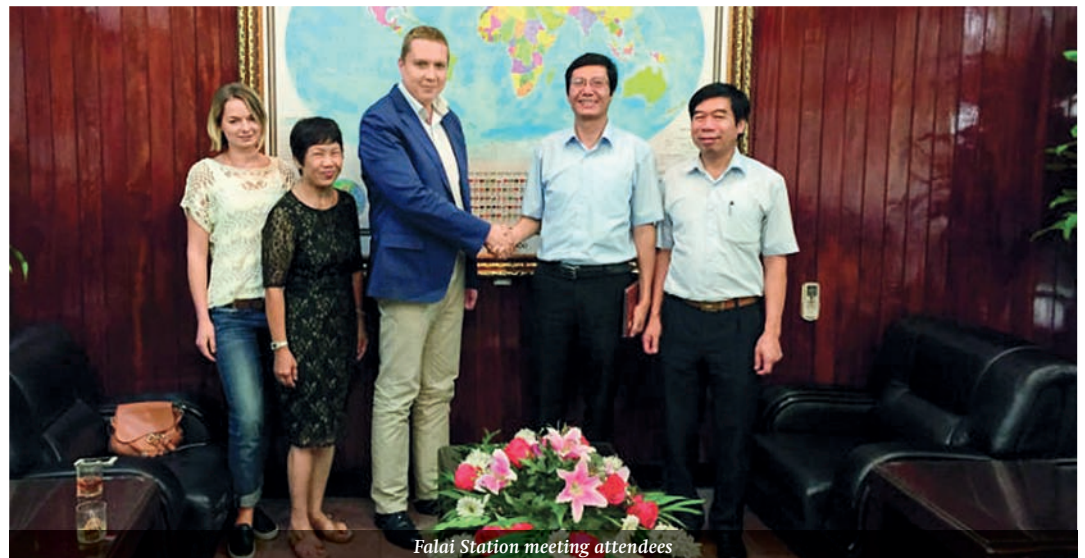
The largest coal-burning station in Vietnam was built by Electricity Vietnam (EVN). The power station's capacity is 600 MW. It is located 65 km to the north-east of Hanoi.

At the meeting, the station representatives spoke on the needs to replace over 30 years old HV bushings with OIP insulation made during soviet period in USSR by Izolyator by the new bushings with an innovative RIP insulation. The side discussed possibility of a performance audit of the currently operating equipment and an additional staff training at the substation.

In the result of the meeting, both sides confirmed interest in further cooperation and expressed readiness to expand experience sharing between Russia and Vietnam in the field of innovative technologies for the systems of power generation, transmission and distribution.

We express our sincere gratitude to all participants at the meetings.

Please refer issue #1/2015 for more details on the strategic partnership with Vietnam's Power Sector (see post-event press release in this issue)



Falai Station meeting attendees



Meetings in Vietnam are a success



Dear Colleagues!

In June, Izolyator represented by Ivan Panfilov, Commercial Director and Yaroslav Sedov, Business Development Manager and Giuliano Bertolazzi, Izolyator Representative in Europe visited a number of European countries in a RIP technology promotion tour.

Our first meeting took place in Brussels, Belgium where Izolyator team met the biggest grid company of the country ELIA. Izolyator opened the talks with a presentation that continued with a discussion of cooperation opportunities.

The next meeting was arranged in Milan at the office of TAMINI, a high-voltage transformer manufacturer. The visitors presented advantages of RIP technology and discussed RIP promotion strategy for this country.

The tour ended in Naples, Italy with GETRA meeting where the sides discussed opportunities of business set up between the two companies.

I would like to thank ELIA, TAMINI and GETRA representatives for a warm welcome and productive meetings!



Yaroslav Sedov,
Business Development Manager at
Izolyator



Business meetings in Europe



Izolyator representatives in Italy, left to right: Ivan Panfilov, Giuliano Bertolazzi and Yaroslav Sedov



At ELIA, left to right: Dominique Gathoye, then – Herald van Outryve, Paul Leemans, Yaroslav Sedov and Ivan Panfilov



At the GETRA S.p.A. plant, left to right: Ivan Panfilov, Yaroslav Sedov, Giuliano Bertolazzi and Giuseppe Lucci

Italy

(profile)



Italy is a state in Southern Europe, located in the center of the Mediterranean Area. It is a EU member from the moment of its creation, being the third biggest economy of the Eurozone. The country is a leading economic power with its GDP per capita at the same level as in France and Great Britain. Italy is a highly developed industrial and agrarian country.

Belgium

(profile)



Belgium is a state in Western Europe. Area – 30 528 square kilometers, population – 11.24 mln. Capital – Brussels. Belgium is an industrial country with a developed agricultural sector and intense trade across the globe (50% of its industrial output is exported). Belgium is one of the major suppliers of metal products and textile.

The trip agenda included visits to these companies:

- Belgian grid company Elia;
- Transformer plant Tamini Trasformatori S. r. l. in Italy;
- Getra S. p. A. in Italy.

Elia

(company profile)



Elia is a system operator of the unified power system of Belgium. There are 30 – 380 kV power lines under Elia management.

On behalf of Elia Izolyator representatives were received by:

- Herald van Outryve, Head of Purchasing
- Dominique Gathoye, Purchasing department
- Paul Leemans, Expert Manager Substations, Technical Governance & Expertise (TGX).

GLOBAL ARENA

Getra S.p.A.



(company profile)

Getra is a leading industrial group that makes power, distribution transformers of high and medium capacity and designs components and technologies to link power networks.

Izolyator representatives were welcomed by:

- Giuseppe Lucci, Procurement Director
- Luigi Cecchetti, Design Manager
- Andrea Gambardella, Mechanical Designer
- Rita Pilozi, Electrical Design Engineer

Tamini



Trasformatori S. r. l.

(краткая справка)

Tamini Trasformatori S. r. l. is a transformer plant that enters Tamini Group. The company produces industrial and special transformers of medium capacity.

On behalf of Tamini Trasformatori Izolyator representatives were received by:

- Roberto Sacco, Head of Quality
- Nicola Boschetti, Responsible, Supply Chain
- Federica Ceni, Purchaser, Supply Chain
- Stefano Badini, Technical Manager.

In all receiving companies Izolyator presented the company and its products. The sides shared experience of power equipment operation and discussed recent global tendencies of the market development. A special emphasis was made on advantages and prospects of transition to RIP-insulated bushings in transformer-building. The sides discussed cooperation opportunities.



At Tamini Trasformatori S. r. l., left to right: Roberto Sacco, Ivan Panfilov, Giuliano Bertolazzi, Yaroslav Sedov, Federica Ceni



Business meetings in Europe were a success



A visit of Izolyator's Official Representative in Europe

On 25 May 2015, Giuliano Bertolazzi, Izolyator's official Representative in Europe visited Izolyator plant.

The guest made a tour of the plant accompanied by:

- **Ivan Panfilov**, Commercial Director, 1st Deputy General Director;
- **Victor Kiryukhin**, Chief of

Design Bureau within the Advanced Design Office;

- **Natalia Mazova**, Area Sales Manager;
- **Yaroslav Sedov**, Foreign Trade Manager.

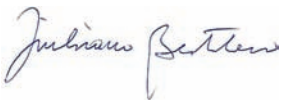
G. Bertolazzi familiarized himself with the full cycle production and testing of high-voltage bushings. A special focus was given to

design and modern technologies of RIP-insulated bushings manufacture.

The visitor witnessed advanced technological infrastructure of the plant and a modern quality management system in place allowing for manufacture of products of the world's highest standards.

Dear colleagues!

In May 2015, I visited Izolyator plant in Moscow region. On a vast territory of the plant I was introduced to the new facilities of design and manufacture of high-voltage bushings. The Izolyator sales team headed by Ivan Panfilov created a warm and friendly atmosphere during the tour of the plant. We visited the manufacturing facility where I was able to see all the stages of a bushing production. The plant left me with an impression of surprise and wonder: well thought solutions for equipment selection and positioning were implemented in full correspondence with the most advanced modern standards. The visit resulted in a productive dialogue aimed at development of our cooperation.



Giuliano Bertolazzi
Official Representative of Izolyator in Europe



A tour of Izolyator facility, left to right: Ivan Panfilov, Giuliano Bertolazzi, Yaroslav Sedov, Natalia Mazova and Victor Kiryukhin



At the Test Center of Izolyator

GLOBAL ARENA

Izolyator plant successfully passed qualification audit of Alstom Grid

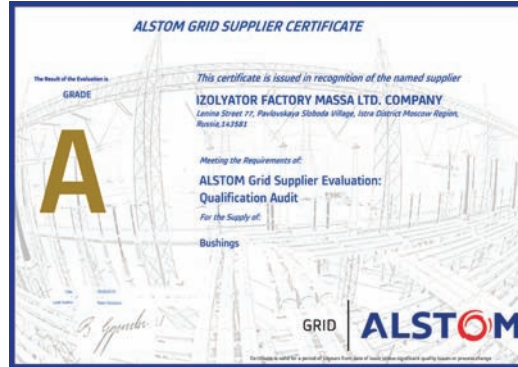
On 5 May 2015, Izolyator plant successfully passed qualification audit of Alstom Grid company.

Basri Gozusu, Regional Supplier Quality Manager (EMEA, Turkey, Russia), Grid Lead Auditor Program Manager delivered the audit.

The auditor was received and assisted by Izolyator representatives:

- Alexander Novikov, Quality Director,
- Yuri Nikitin, Chief Designer,
- Natalia Mazova, Area Sales Manager.

In the result of the audit, Izolyator was certified as an official supplier to Alstom Grid.



Tests of Izolyator bushings for Alstom Grid Switzerland are a successfully completed

ALSTOM Grid AG Gas Insulated Substations Carl-Sprecher-Strasse 3 CH-5036 Obererfelden		TEST REPORT N° TR 295-14 Bericht Musterung Date/Datum 22.06.15		ALSTOM	
Address / Adresse: Massa LLC RUS - 143581 Pavlovskaya Sloboda		Supplier No / Lieferanten-Nr.: 081014		Original recorded at / Abgelegt in: OT-SEN Page/Seite: 1 of von 2	
Distribution list / Verteiler: Lieferant: Massa LLC CIP: D. Risler OMP: B. Stück Anders: O. Usan		E-Technik: Ch. Tschapp E-Andersmitt, TANZ Logistik: M. Frey, TAK		Draw rev. / Z. Ausgabe: 2	
Designation / Bezeichnung: Durchführung RIP		Article No. / Artikel-Nr.: E47.246.224-01		Received at / Erhalt. am: 03.06.15	
Our order No / unsere Bestell-Nr.: 2512094		Bill of delivery / Lieferschein: 07/18-01		Output TR / revision TR: Ausgabe 1	
Test target / Prüfungs-Ziel: Neues Produkt RIP-Porzellan		Pieces / Stück: 3		Date / Date: 22.06.15	
<p>Summary of test results / Zusammenfassung der Prüfergebnisse:</p> <p>Beim Überprüfen Ihrer Lieferung stellen wir folgendes fest: Die Dichtglocke- sowie die dielektrische Prüfung (TE) wurde erfolgreich durchgeführt! Testprotokolle sind auf 2. Seite. Verzinkt und gelbpromattierte Teile sind nicht zulässig!</p> <p>English translation: This is the summary of inspection done at sampling for part homologation Dimensional inspection on key dimensions fulfilled successfully Tightness test with SF6 at 0.3bar filled compartment, duration 5 hours passed successfully PD inspection performed values according to U7.3-306 EN successfully past pre-painted and yellow chromated parts are not allowed</p> <p>Must be improved: Screw material for screw connections must be qualified for outdoor application Please give us an proposal what would be surface treatment replacement</p>					
<p>Decision in case of deviation / Entschied bei Abweichungen:</p> <p>Good / Gut: 3 Revised / Nacharbeiten: 0</p> <p>With failure accepted / mit Fehler verwendet: 3 Strap / Anschlüsse: 0</p> <p>Ohne Rückmeldung des Lieferanten wird das Material nach Ablauf von 15 Arbeitstagen entsorgt und eine Gutachtfert besorgt. Without feedback from the supplier the material will be disposed of after 15 working days and request of credit note will follow.</p>					
We expect a credit for / Wir erwarten Gutschrift: Yes/je []		We expect new sample sent / Wir erwarten neue Muster bis: Internal report No. / interne UK-Nr.: 295-14		We expect received sample sent / Wir erwarten nachgeschickte Muster: 30	
Absolved documents / Belegungen: Yes/je []		Date / Datum: 22.06.2015		Wrote by / Autor: B. Siegrist, IOC	
Decision / Entscheidung:		Accepted with derogation / Freigabe mit Sonderfreigabe:		Date / Datum: 22.06.2015	
Technique / Technik: K		Sourcing / Einkauf: M		Quality / Qualität: K	
NOTE / Bemerkungen:		<p>1 Die Abweichungen sind Unbedeutend</p> <p>2 Die Abweichungen sind Unbedeutend</p>			

Certificate of Official Supplier for the needs for Alstom Grid in Switzerland

GRID		ALSTOM	
Obererfelden, 30.09.2014		Massa LLC Natalia Mazova 77 Lenin St. Pavlovskaya Sloboda Village Iskra District. Moscow Region 143581 Russia	
Supplier opening request			
Dear Natalia			
Massa LLC. - Izolyator company is now in the list of suppliers of ALSTOM Grid AG in Switzerland.			
Best Regards <i>S. Meier</i>		ALSTOM ALSTOM Grid AG Gas Insulated Substations Carl-Sprecher-Strasse 3 5036 Obererfelden Switzerland	
Sandra Strub Alstom Grid AG Gas Insulated Substations Sourcing Assistant Phone: +41 (0)58 506 24 02 Fax: +41 (0)58 508 18 01 E-mail: sandra.strub@alstom.com Carl-Sprecher-Strasse 3, 5036 Obererfelden, Switzerland			
ALSTOM Grid AG Carl-Sprecher-Strasse 3 - 5036 Obererfelden, Schweiz - Tel. +41 (0)58 737 33 33 - www.alstom.com			



Dear colleagues!

Over the past 6 months our company has made a solid progress in expanding exports of domestic products to the power equipment markets overseas.

One of the key achievements in the direction is the Indian market with Izolyator RIP bushings supplies for voltage classes 110/220/500 kV.

At the same time Russian generation and grid companies remain major consumers of our products, with a substantial share in sales held by oil and gas, heavy and light industries.

Our team continues to work on strengthening ties with clients addressing both existing demands for equipment and delivery terms and product quality expectations.

We keep focus on our top priority - the timely supply of quality products and it is a sound platform for developing long term business relations.



*Alexander Savinov,
Director of Strategic Sales
at Izolyator*

Visit to MES West Siberia

On 20 May 2015, Alexander Savinov, Strategic Sales Director at Izolyator visited Main Power Transmission Lines of West Siberia of FSK UES Plc in Surgut,

Khanty-Mansiisk Autonomous District – Yugra. The partners summarized cooperation during 2014 and discussed current issues following up by Izolyator

products supply plans for 2015. We wish to thank FSK UES Plc represented by MES West Siberia for invitation and a warm welcome.



Alexander Savinov at MES West Siberia in Surgut

Seminar at Bely Rast Training Center of FSK UES



*Professional training of specialists at Bely Rast Training Center
(photo from the official website of Power Industry Veteran Workers Council)*

On 14 May 2015, Izolyator, represented by Valery Sorokin, Deputy Head of SVN-Service held a training seminar for technical specialists of MES Center of FSK UES PLC in FSK UES' Bely Rast Training Center.

“Operation of high-voltage bushings with hard RIP insulation” seminar was provided as part of ongoing technical specialists training in MES companies that enter the structure of FSK UES, with

Izolyator being a regular supplier of RIP-insulated bushings.

We would like to thank FSK UES Plc represented by Bely Rast Training Center for invitation and seminar organization.

Power Forum “Import Substitution Initiatives”



On 9 June 2015, Izolyator took part in the Power Forum “Import Substitution Initiatives” during Electro 2015 International Exhibition in Moscow.

Forum organizers:

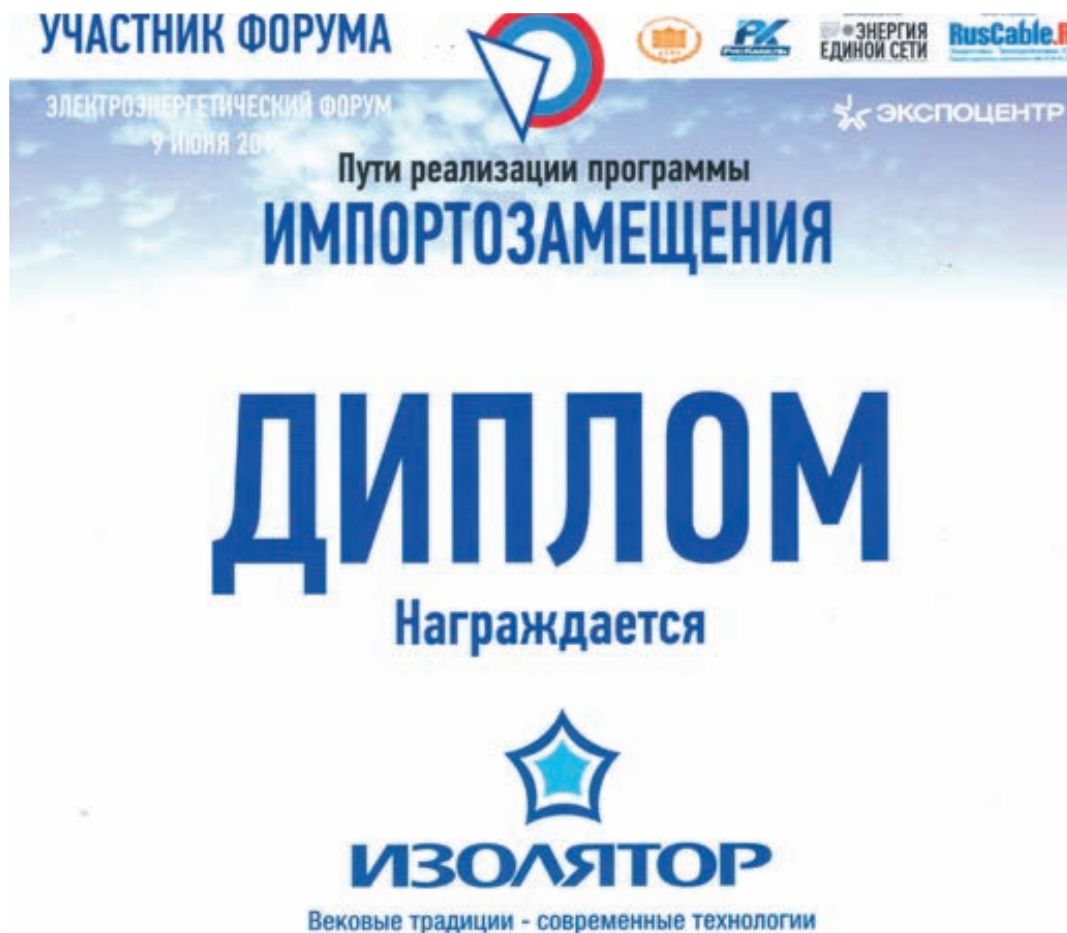
Import Substitution in Power Industry Section of The Advisory Board by The Chairman of Power Committee of the State Duma of the Federal Assembly of Russian Federation;

RusCable media holding.

The Forum’s purpose is to analyze import substitution on the domestic power market and define clear regulations through a broad discussion between the market players.

Izolyator was represented by Alexander Slavinsky, Chairman of the Board of Directors who made a report “Import substitution as a way to increase export potential in the industry (on the example of Izolyator plant)”.

We wish to thank the organizers of the Power Industry Forum “Import Substitution Initiatives” for the invitation and the high level of organization.





Dear colleagues!

In the second quarter of 2015 we had several meetings with consumers of our products in Russian Federation. We have agreed on both new products supplies and operating products modernization. Purchasing for 2016 was also discussed with operators. We have continued shipping to grid and generation customers against the 2014 contracts and 2015 orders. Taking into consideration utilities' preparation for the winter period overloads we strive to keep delivery terms of our products.

The plant and our partners bid on the tenders to supply high-voltage bushings to grid, generation companies and industrial clients operating high-voltage equipment. Most of the tenders were successful for the partners offering Izolyator-made products which is a good input in the future stability of the company.

In the third quarter of 2015, we will continue to meet our customers identifying their demands in order to form order portfolio for 2016.



Oleg Bakulin,
Director on Partner Relations
at izolyator

Visit to Zhigulevsk GES



Oleg Bakulin (left) and Vladimir Khurtin at Zhigulevsk GES

On 21 May 2015, Oleg Bakulin, Partner Relations Director, Head of Sales Department at Izolyator visited Zhigulevsk GES of RusHydro Plc in the city of Zhigulevsk in Samara Region.

Vladimir Khurtin, Chief Engineer of Zhigulevsk GES received Izolyator representative.

Izolyator's HV bushings operation experience was discussed at the meeting. The parties also talked about modernization plans of power equipment at Zhigulevsk GES.

We wish to thank RusHydro Plc represented by Zhigulevsk GES for invitation and a warm welcome.

Visit to Surgutneftegaz JSC

SURGUTNEFTEGAS

On 21 May 2015, Alexander Savinov, Director of Strategic Sales at Izolyator visited Surgutneftegaz JSC in the city of Surgut, Khanty-mansiisk Autonomous District – Yugra.

Izolyator delivered a corporate presentation introducing its product range. The sides talked on a system of effective interaction during the HV bushings supply process.

We wish to thank Surgutneftegaz JSC for invitation and a warm welcome.



Surgutneftegaz JSC (photo from OGK-2 Plc website)

POWER INDUSTRY OF RUSSIA

Visit to Surgut GRES-1

On 21 May 2015, Alexander Savinov, Director of Strategic Sales at Izolyator visited Surgut GRES-1 of OGK-2 Plc in the city

of Surgut, Khanty-Mansiisk Autonomous District – Yugra.

Izolyator delivered a corporate presentation with the prod-

uct range. The parties discussed possible scopes of supply of Izolyator's HV bushings.

We would like to thank OGK-2

Plc represented by Surgut GRES-1 for invitation and a warm welcome.



Surgut GRES-1 (photo from the official website of OGK-2 Plc)

Visit to the Surgut branch of Gazprom energo Ltd



Surgut branch of Gazprom energo Ltd

On 20 May 2015, Alexander Savinov, Director of Strategic Sales at Izolyator visited the Surgut branch of Gazprom energo Ltd in the city of Surgut, Khanty-Mansiisk Autonomous District – Yugra.

Izolyator delivered a corporate presentation with product range. The sides discussed a potential

scope of supply of Izolyator's HV bushings.

We would like to thank Gazprom energo Ltd represented by Surgut branch for invitation and a warm welcome.

Visit to Surgut GRES-2 Power Plant



Surgut GRES-2 – branch of E.ON Russia JSC

On 19 May 2015, Alexander Savinov, Strategic Sales Director at Izolyator visited Surgut GRES-2 of E.ON Russia in the city of Surgut, Khanty-Mansiisk Autonomous District – Yugra.

Izolyator delivered a corporate presentation introducing its products range. Business contacts

were set up during the visit.

We wish to thank E.ON Russia JSC represented by Surgut GRES-2 for invitation and a warm welcome.

Visit of the Chief Process Engineer of Rosenergoatom

On 15 April 2015, Oleg Prorokov, The Chief Process Engineer of Rosenergoatom JSC visited Izolyator plant.

On Izolyator side, the guest was welcomed by:

- Alexander Slavinsky, Chairman of the Board of Directors;
- Ivan Panfilov, Commercial Director, 1st Deputy General Director;
- Konstantin Sipilkin, R&D Director;
- Oleg Bakulin, Director on Partner Relations;
- Alexander Savinov, Strategic Sales Director;

- Dmitry Ivanov, Head of Test Center.

The sides discussed cooperation prospects including plans of modernization of Izolyator-made HV bushings operated on Rosenergoatom facilities to raise their reliability. One of efficient solutions to be considered is replacement of



measuring terminals with those of a more advanced design.

The visitor familiarized himself with the full cycle production and test process of high-voltage bushings according to the latest technologies.



At the Test Center of Izolyator plant, left to right: O.Bakulin, K.Sipilkin, O.Prorokov, A.Slavinsky and I.Panfilov



Small talk



Talking on pending cooperation issues



Introduction to technology



At the test station 220 – 1150 kV



Quality of completing parts is in the spotlight

Meeting at Bashkirenergo

On 23 April 2015, Izolyator took part at the annual conference of substation managers at Bashkirenergo Ltd on working on 21 – 24 April in Ufa.

Izolyator was represented by Oleg Bakulin, Director on Partner Relations and Dmitry Mashinistov, Head of SVN-Service who made a report “Operation experience of RIP-insulated HV bushings”.

We wish to thank Bashkir grid company represented by Bashkirenergo Ltd for invitation and conference organization.



Photo from official webpage of Bashkirenergo Ltd

Visit of VNIIR Hydroelectroautomatika CJSC representatives

On 6 April 2015, Dmitry Fomichev, General Director of VNIIR Hydroelectroautomatika CJSC and Alexey Dorozhkin, Chief Engineer visited Izolyator.

Alexander Slavinsky, Chairman of the Board of Directors welcomed the guests to the plant. The sides discussed cooperation opportunities while the visitors were shown the production and testing of the high-voltage bushings according to the most advanced technologies.



At the assembly section of 220 – 1150 kV bushing at Izolyator, left to right: A.Dorozhkin, D.Fomichev and A.Slavinsky



Introduction to the process of polymer insulation production



Dear colleagues!

We witnessed a very productive second quarter of 2015 at Izolyator especially in the light of OEM clients business development. With the geopolitical and economic instability Izolyator plant has always remained a reliable partner for equipment OEMs in Russia, CIS and far beyond.

In the first quarter we saw investment cuts in power industry as the main negative factor, yet at the same time a number of global opportunities appeared like projects, modernizations that we plan to pursue.

The Power Sector of Russia consists of multiple systems: generation, industry, distribution, transmission, end users. As a Sales Manager to OEM, I see my primary objective in focusing on transformer plants (one of power industry pillars).

It is crucial to feel the market trends in order to make weighed strategic decisions and achieve targets for the good of Izolyator plant and the country in general, because we are all electric power consumers in the end.



Maxim Zagrebin,
Head of OEM Sales at Izolyator

XXI Conference of International Association TRAVEK



The work of XXI Conference of International Association TRAVEK in Moscow

On 23-24 June 2015, Izolyator took part in the XXI International scientific and technical conference "Power and distribution transformers. Reactors. Diagnostic

systems" of TRAVEK Association in Moscow.

Izolyator was represented by:

- Alexander Slavinsky, Chairman



of the Board of Directors of the company and Vice-President of TRAVEK Association, Dr Eng. Sc.;

- Vladimir Ustinov, Deputy Quality Director;
- Yury Nikitin, Chief Designer;
- Sergey Kassikhin, Chief Engineer of Advanced Design Office.

Yury Nikitin made a report "Quick-changing transient phenomena and their impact on high-voltage bushings".

The conference findings were summarized into a conceptual document reflecting the main achievements detailed in the participants' reports, perspective directions of equipment and power systems development, suggestions to the equipment consumers and manufacturers.

The document will be submitted to the government structures, Rossiiskie Seti JSC, FSK UES JSC and other organizations of Russian Federation.

A visit to Togliatti Transformer Ltd



Togliatti Transformer Ltd (photo from official website)

Togliatti 

Transformer Ltd

(company profile)

Togliatti Transformer Limited is a major designer and maker of electrical equipment in Russia and CIS.

The core business of the company is power HV transformers manufacture.
<http://www.transformator.com.ru/>

On 28 May 2015, Maxim Zagrebin, Head of OEM Sales at Izolyator visited Togliatti Transformer Ltd.

The visit helped to set up business contacts and start a discussion on interaction principles during cooperation.



Председатель Совета директоров
ООО «Масса»
А. З. Славинскому

Уважаемый Александр Зиновьевич!

Настоящим письмом подтверждаем, что высоковольтные вводы производства ООО «Масса» (Завод «ИЗОЛЯТОР»), поставляемые в адрес ООО «Тольяттинский Трансформатор», соответствуют высокому качеству, имеют все необходимые паспорта и сертификаты.

Вопросы по согласованию технических характеристик, спецификаций к договору проводились оперативно, что говорит о высоком профессионализме руководства, сотрудников отдела продаж и технических специалистов ООО «Масса».

Успешный многолетний опыт развития партнерских отношений между ООО «Масса» (Завод «ИЗОЛЯТОР») и ООО «Тольяттинский Трансформатор» позволяет рекомендовать ООО «Масса» как надежного партнера, производителя и поставщика высоковольтных вводов.

Зам. Генерального директора
по коммерции



А.В. Росляков

POWER INDUSTRY OF RUSSIA

Visit to ELEKTROZAVOD Holding Company

ELEKTROZAVOD Holding Company

(company profile)



ELEKTROZAVOD Holding Company is a leading Russian and global electrical equipment manufacturer that supplies to power industry, metallurgy, machine building, transport, defense, housing and utilities sectors.

On 22 May 2015, Maxim Zagrebina, Head of OEM Sales at Izolyator visited ELEKTROZAVOD Holding Company in Moscow.

The sides discussed long term cooperation prospects and opportunities for joint projects at the meeting.

We would like to thank ELEKTROZAVOD Holding Company for invitation and a warm welcome.



Manufacturing facility of the ELEKTROZAVOD Holding Company in Moscow (photo from the official website)

A visit of Silovye Mashiny – Toshiba. High-voltage transformers Ltd representatives

Silovye Mashiny – Toshiba. High-voltage transformers Ltd

(company profile)



Silovye Mashiny – Toshiba. High-voltage transformers Ltd is a joint venture of Silovye Mashiny JSC and Toshiba Corporation. The main products of the plant are power transformers, autotype transformers 110 – 750 kV, 25 MVA capacity, including three-phase execution, shunt reactors 500 – 750 kV. The plant's projected capacity is over 10 000 MVA annually.



At Izolyator' Test Facility, left to right: A.Z. Slavinsky, D.A. Morozov, K.G. Stafeyev and M.I. Zagrebina



At the insulation production shop floor

On 22 April 2015, Konstantin Stafeyev, Director of Business Development and Corporate Affairs and Denis Morozov, Head of Procurement in Silovye Mashiny – Toshiba. High-voltage transformers Ltd visited Izolyator.

Alexander Slavinsky, Chair-

man of the Board of Directors and Maxim Zagrebina, Director of OEM Sales received the guests.

The sides summarized cooperation and discussed commercial and technical aspects as well as strategic goals and plans.



ООО «Силловые машины - Тошиба. Высоковольтные трансформаторы»
Юридический адрес: 195009, Россия, Санкт-Петербург, ул. Ватутина, 3а
Фактический адрес: 196641, Россия, Санкт-Петербург, пос. Металлострой, Славянский проезд, дом 3
Тел. +7-812-383-54-00, info@izotr.ru

01.07.2015г. № 03/1/3-3/235

ООО «Масса»
Генеральному директору
С. Б. Моисееву

За время совместного сотрудничества наших организаций, ООО «Масса» Завод «ИЗОЛЯТОР» зарекомендовало себя, как надежный партнер по поставке высоковольтных вводов, поставляемая продукция завода «ИЗОЛЯТОР» неизменно высокого качества, соответствует современным стандартам требованиям.

Качество поставленной продукции подтверждается исправной работой указанного оборудования.

ООО «Силловые машины - Тошиба. Высоковольтные трансформаторы» выражает благодарность за вашу работу. Рекомендуем ООО «Масса» Завод «ИЗОЛЯТОР» как надежного производителя и поставщика высококачественные вводов.

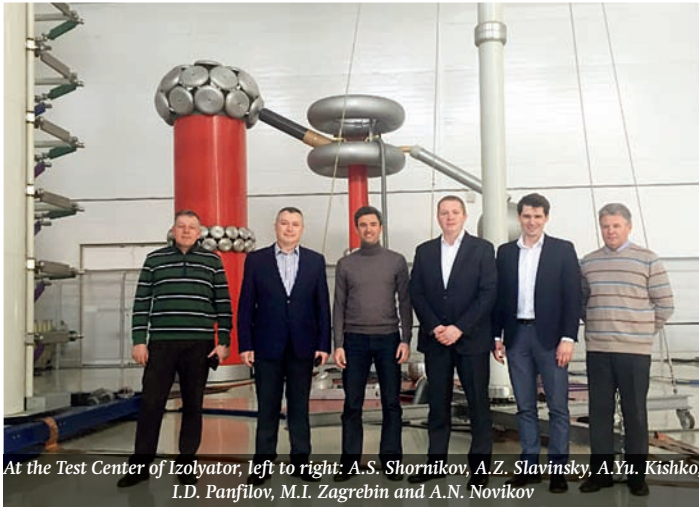
С уважением,

Главный конструктор


А.П. Сидельников

Silovye Mashiny – Toshiba. High-voltage transformers Ltd reference on Izolyator products

Visit of the General Director of SVEL Group



At the Test Center of Izolyator, left to right: A.S. Shornikov, A.Z. Slavinsky, A.Yu. Kishko, I.D. Panfilov, M.I. Zagrebin and A.N. Novikov

Svel Group CJSC

(company profile)



Svel Group CJSC is a leading Russian manufacturer of power equipment. In terms of production output growth and active modernization the plants entering the group show probably the best dynamics in the industry.



On 17 April 2015, Alexey Yurievich Kishko, General Director of SverdlorElectro (SVEL) Group visited Izolyator.

The visitor was welcomed by:

- Alexander Slavinsky, Chairman of the Board of Directors;
- Ivan Panfilov, Commercial Director, 1st Deputy General Director;
- Maxim Zagrebin, OEM Sales Director;

- Alexander Shornikov, Technical Director;
- Alexander Novikov, Quality Director;
- Dmitry Ivanov, Head of Test Center.

The sides summarized cooperation results and discussed commercial and technical aspects of interaction as well as strategic goals and plans.

Группа СвердловЭлектро		
 620010, Екатеринбург, ул. Черняховского д. 61 Тел./факс: +7 (343) 253-50-21 (22) www.svel.ru		
 ISO 9001:2008		
Завод по производству масляных трансформаторов		
№	2200-15-224	Куда: ООО «Масса» - завод «ИЗОЛЯТОР»
Дата	10.06.2015 г.	Кому: Председателю Совета директоров А. З. Славинскому
Тема	Благодарственное письмо	

Уважаемый Александр Зиновьевич!

ЗАО «Группа «СВЭЛ» благодарит ООО «Масса» за положительный опыт сотрудничества в части поставки высококачественных трансформаторных вводов.

Вся поставленная продукция производства завода «ИЗОЛЯТОР» точно соответствовала техническим характеристикам паспорта качества и не имела дефектов. Нарекания и рекламация с введённых в эксплуатацию объектов отсутствует.

За время нашего длительного сотрудничества вопросы по согласованию технических характеристик, спецификаций к договору проводились оперативно, что указывает на высокий профессионализм всех служб ООО «Масса».

Надеемся на дальнейшее развитие сотрудничества и увеличение объёма выпуска продукции.

Генеральный директор УК ЗАО "Группа "СВЭЛ"

А.Ю. Кншко

Исполнитель:
 Должность: Менеджер по закупкам
 ФИО: Лызов Я.С.
 E-mail: Lykov@svel.ru

Reference of Svel Group on Izolyator products

10th Joint Academic and Research Seminar “Transformers: operation, diagnostics, repair and service life extension”

On 15-17 April 2015, Izolyator took part in the 10th joint academic and research seminar “Transformers: operation, diagnostics, repair and service life extension” dedicated to the 75th anniversary of Victor Sokolov in Novosibirsk.

The seminar was organized and conducted by:

- Public Council of specialists of Siberia and Far East on electrical installations diagnostics;
- Public Council of diagnostics specialists on power equipment at Engineering Center of Ural-EnergoEngineering (Alexander Slavinsky, Chairman of the Board of Directors and Vladimir Ustinov, Deputy Quality Director at Izolyator are council members);
- Novosibirsk State Technical University.
- 80 delegates from 47 organiza-

tions in Russia, Kazakhstan, Kyrgyzstan, Latvia and China took part in the seminar’s work.

Izolyator representatives took part in the seminar section “High voltage bushings and measuring transformers condition monitoring”:

- Vladimir Ustinov, Deputy Quality Director with a report “Importance of controlled param-

eters of high-voltage bushings at release from production and in operation”;

- Sergey Kassikhin, Chief Engineer of Advanced Design Office with a report “Objectives to HV bushings control perfection on parameters of partial discharge”

We wish to thank the conference organizers for invitation and high level of event organization.



10th Joint Academic Research Seminar “Transformers: operation, diagnostics, repair and service life extension” in Novosibirsk



Moments of discussion

POWER INDUSTRY OF RUSSIA

Fault-free transformer 2.0

On 9 April 2015, Izolyator took part in a seminar for managers and specialists responsible for uninterruptible power supply 'Fault-free transformer 2.0' in the city of Nizhny Novgorod.

The seminar was organized by Delta Trafo Ltd and RIM Ltd.

The main topics covered at the seminar were:

- Power transformers diagnostics and condition monitoring
- High-voltage bushings repair and maintenance

- High-voltage bushings manufacture
- Transformer components
- Design and production abilities
- Power transformers maintenance at the operator premises

Izolyator was represented by:

- Alexander Slavinsky, Chairman of the Board of Directors with an opening speech to the participants;
- Yury Nikitin, Chief Designer

with a report on HV bushings with RIP insulation manufacture and R&D activities;

- Dmitry Mashinistov, Head of Department at SVN-Service with a report on Service and Maintenance of RIP-insulated HV bushings, Measurements and modernization of bushings in operation.

The seminar's highly topical program and practical orientation allowed specialists to raise their professional level.

According to participants, the

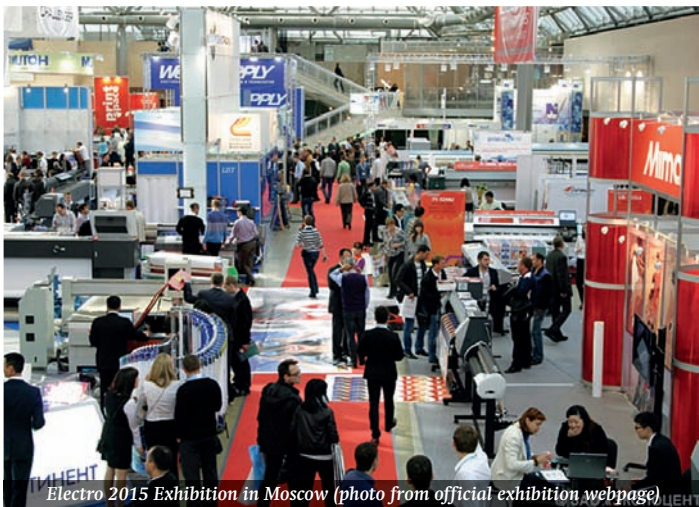
event provided opportunity for face-to-face contacts of equipment designers and manufacturers and operators serving a good platform for experience sharing and qualified consultation.

We would like to thank Delta Trafo Ltd and RIM Ltd for invitation and seminar organization. Our special thanks to the organizers for complete photo-report materials.



Fault-free transformer 2.0 Seminar participants in Nizhny Novgorod

Electro 2015 Exhibition



Electro 2015 Exhibition in Moscow (photo from official exhibition webpage)

On 28 May 2015, Maxim Zagrebin, Head of OEM Sales at Izolyator visited Electro 2015 International Exhibition.

A number of useful contacts

were made at the exhibition. For instance, Izolyator's representative met Denis Morozov, Head of Purchasing at Power Machines – Toshiba. High-voltage trans-



Denis Morozov (left) and Maxim Zagrebin

formers Ltd and Baiken Kalauov, Sourcing Director of Kentau Transformer plant of Alageum Electric JSC.

The information received at

Electro 2015 Exhibition will be used for business development activities of Izolyator sales department.



Dear colleagues!

In the second quarter of 2015, our company made a working visit to Kazakhstan and Tajikistan. During the meetings Izolyator presented its products, new designs and advanced technologies used in design, production and testing of high-voltage bushings. In their turn our specialists received an opportunity to ask questions of interest and receive detailed answers and consultations.

The meetings with our Kazakh and Tajik power men and industrialists brought a number of agreements on practical steps towards development of long term cooperation between our countries.

I would like to thank all our partners in the CIS countries for cooperation and fruitful dialogue. I am confident that a mutually beneficial cooperation between our companies is now starting!



Maxim Osipov
Head of CIS sales at Izolyator



A summary of the business trip to Kazakhstan



M.E.Botabaev (left) and M.V.Osipov at the skating rink of Medeu alpine sports resort in Almaty

On 5-10 April 2015, Maxim Osipov, Head of Sales in CIS countries of Izolyator visited Kazakhstan. On 5 April, Murat Botabaev, General Director of ASA-snab LLP and Official Representative of Izolyator in Kazakhstan welcomed Mr Osipov and discussed further cooperation arrangements in Almaty. The meeting resulted in agreement on further steps to develop cooperation.



M.V.Osipov (second to the right) at the meeting with Alatau Zharyk Kompaniyasy JSC management. Zh.B.Takenov in the center

Alatau Zharyk Kompaniyasy JSC

(company profile)

Alatau Zharyk Kompaniyasy JSC, part of Samruk Energo holding is a large power system in the south of the republic which provides transmission and distribution services to the public, industrial and agricultural companies operating in Almaty and the region.



M.V.Osipov (left) and Zh.M.Medetov in The Kazakh Institute of Oil and Gas

The Kazakh Oil and Gas Institute

(company profile)

The Kazakh Oil and Gas Institute is a daughter organization of National Company KazMunaiGas JSC. It is positioned as a complex scientific-engineering client oriented company in oil and gas sector of Republic of Kazakhstan.



A.Guryevsky, Commercial Director of Tyan-Shan Engineering LLP

Tyan-Shan Engineering LLP

(company profile)

Tyan-Shan Engineering LLP renders a complete range of turn-key services from engineering to production. The company offers solutions for process automation, inventory management and enterprise management with application of the most advanced instrumentation and controls equipment designed for effective use in oil and gas, power, metallurgy, mining and other industries.

POWER SECTOR AND INDUSTRY OF CIS COUNTRIES

KECOG JSC

(company profile)

Kazakhstan Electricity Grid Operating Company JSC (“KEGOC”) was founded in accordance with the RK Government decree of 28 September 1996 #1188 “On certain restructuring measures of the power grid of the Republic of Kazakhstan”. The Government of the Republic of Kazakhstan is the founder of the KEGOC JSC. The company is the System Operator of the unified power system in the Republic of Kazakhstan.



KEGOC JSC meeting: left to right: N.N.Kerimkulov, A.A.Alimkulov and M.V.Osipov

Power Astana 2015 (brief)

(company profile)

Kazakhstan’s International exhibition “Power Industry, Electric engineering and machine building” – Power Astana – is the capital’s main venue for demonstrating equipment and technology in power industry, electric engineering and power engineering industry. Power Astana is a project addressed to the needs of specialists of the northern, western and eastern regions of Kazakhstan. It is officially supported by the Ministry of Investment and Development of the Republic of Kazakhstan.



M.Yu.Gustokashin (left) and M.V.Osipov at the Power Astana 2015 exhibition

Aksu Ferroalloys Plant

(company profile)

Aksu Ferroalloys Plant, a branch of Kazchrome international that enters Eurasian Group and is a complete cycle ore mining and smelting cluster – from subsurface resources exploration, ore mining and beneficiation to metallurgical production and high value added products output. TNC Kazchrome JSC is the second largest global manufacturer of chrome alloys by production and sales volume.



M.V.Osipov (left) and I.Krylov at Aksu Ferroalloys Plant



A BUSINESS TRIP TO TAJIKISTAN



The meeting in Barki Tochik JSC, left to right: Umarali Sultanov, Victor Kiryukhin, Kamoliddin Sharipov

Barki Tochik

(company profile)



Barki Tochik JSC is a state-owned national electric power company of the Republic of Tajikistan based in the republic's capital – Dushanbe. The company and its assets are a property of the Republic of Tajikistan. The company's mission is to produce, transport, transmit, distribute and sell electricity and heat primarily on local market of Tajikistan. The company operates power stations and power grid including Dushanbe Thermal Power Station, Nurek, Baipazin and Kairakum Hydroelectric Power Stations, Cascade of Vakhsh river Hydroelectric Power Stations (Golovnaya, Perepadnaya, Central), Varzob cascade (GES-1, GES-2, GES-3) and Khazara Hydroelectric Power Station.



Kamoliddin Sharipov (left) and Maxim Osipov

The receiving side was represented by:

- **Kamoliddin Sharipov**, Deputy Head of Operation and Maintenance at Barki Tochik JSC;
- **Sodikdzhon Boboev**, Director, Barki Tochik JSC;
- **Umarali Sultanov**, Deputy Head of Electric Equipment Dpt of Tajikenergосnab, a daughter company for procurement.

The talks covered such issues as volumes and terms of the future shipments of the HV bushings by Izolyator. The sides expressed their intention to proceed with active cooperation development.



Victor Kiryukhin (left) and Umarali Sultanov

POWER SECTOR AND INDUSTRY OF CIS COUNTRIES

Nurek HydroPower Station

(profile)

Nurek Power Station is a hydroelectric power station in the vicinity of Nurek in Tajikistan on the river Vakhsh. It is a part of Barki Tochik JSC holding. There are 9 hydroturbine units, 300 thousand kW each. The power station provides about 75% of entire power generation in the Republic. The height of the dam is 300 meters (which was the highest in the world till 2013). The dam forms the Nurek water reservoir which is 70 km long and 5 km wide at maximum levels with average depth nearing 107 m.

Izolyator plant took an active part in construction of Nurek HydroPower Station: in the 1970ies the station received specially designed and manufactured high-voltage bushings for all hydro turbines of the station.

Izolyator visitors were received by:

- Rustam Fozilov, Chief Engineer of Nurek Power Station
- Nachmiddin Soldunaev, Head of Procurement;
- Kamoliddin Sharipov, Deputy Operation & Maintenance Director at Barki Tochik JSC;
- Umarali Sultanov, Deputy Head of Electric Equipment Dpt of Tajikenergosnab, a daughter company for procurement.

Izolyator presented the company and products in the form of a seminar, which allowed to discuss new designs and 500 kV bushings operational features, RIP-insulated bushings, compatibility of obsolete and new designs. The seminar sparked a keen interest among the specialists and intention to continue sharing experience.



Izolyator seminar at Nurek Power Station. Victor Kiryukhin – at the front



Nurek HydroPower Station

Указом от 26 июня 1980 г.,
Президиум Верховного Совета Таджикской ССР наградила тов. Грошеву Е.В. ПОЧЕТНОЙ ГРАМОТОЙ за активное участие в строительстве и ввода на полную мощность Нурекской ГЭС.

Lines about Izolyator employee award, abstract from the book "The Past, and the Present (economic and social development of Izolyator plant) by L.E. Zhemchuzhina, 1983



Transformer with Izolyator bushings installed in the 1970s

Aksu Ferroalloys Plant representative visit



On 17 April, Igor Krylov, Deputy Chief Power Engineer of Aksu Ferroalloys Plant, Kaz-

akhstan, visited Izolyator. Yury Nikitin, Chief Designer and Maxim Osipov, Head of Sales

in CIS Countries of Izolyator introduced the guest to the complete cycle of production,

testing of HV bushings according to the most advanced technologies.



At the assembly shop of 220-1150 kV bushings, left to right: M.Osipov, I.Krylov and Yu.Nikitin



At the Test Center of Izolyator

Kentau Transformer plant of Alageum Electric JSC reference on Izolyator products

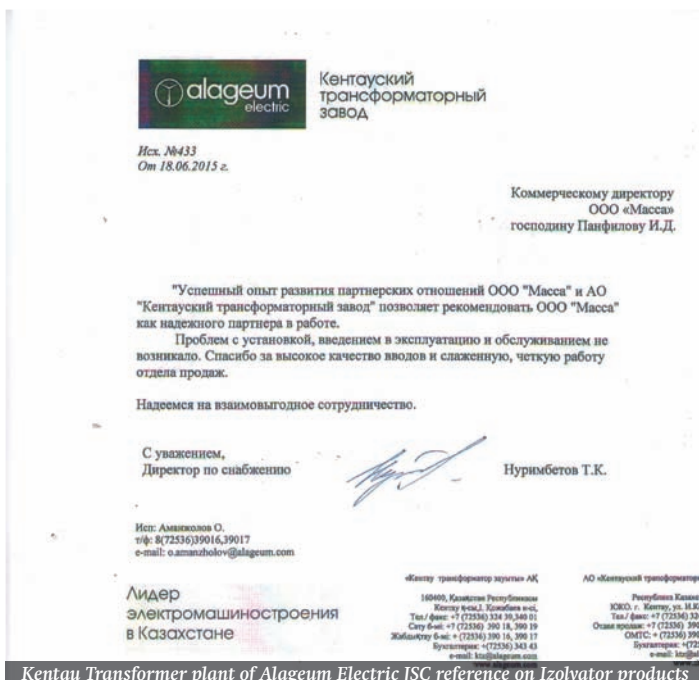


Photo from official webpage of Kentau Transformer plant

Kentau Transformer plant of Alageum Electric JSC reference on Izolyator products

POWER SECTOR AND INDUSTRY OF CIS COUNTRIES

DIN EN ISO 9001:2008 Requalification



On 27 and 28 April 2015, Izolyator successfully passed quality management system audit for DIN EN ISO 9001:2008 standard.

The requalification audit was

performed in accordance with TUV PROFICERT procedures and is subject for periodic compliance audits.

TUV Technische Überwachung Hessen GmbH, Zertifizierungsstelle des TUV Hessen

Certification Center was represented by:

- Ekaterina Shchukina, Lead auditor;

- Elena Kostikova, Auditor.
The audit ended with positive result within agreed schedule. TUV PROFICERT certificate is expected soon upon issuance.



Elena Kostikova is auditing materials and completing parts procurement activities results at the warehouse of Izolyator plant



Ekaterina Shchukina is auditing design and development processes at the Design Center of Izolyator plant

Joint tests of Izolyator bushings and Omicron Montrano monitoring system



On 17 June 2015, Izolyator Test Center has successfully conducted joint tests of 500 kV Izolyator bushings with Montrano online monitoring system of insulation condition made by Omicron Energy Solutions GmbH.

The following bushings were put under test:

- GKTHI-60-550/1250 drawing IVUE.686355.128
- GKTHI-60-550/1250 drawing IVUE.686355.328-01

Omicron specially designed adapters to connect Montrano monitoring systems to the HV bushings. The following measurements were made during the tests: capacitance values, dielectric loss tangent, partial discharge values at various voltage levels. Parallel measurements obtained on Izolyator used equipment fully matched in parameters.

In the result of the tests, Omicron's Montrano online monitoring system of insulation condition can be recommended for application with high-voltage bushings by Izolyator on power industry facilities.



Participants of joint tests of the high-voltage bushings and Montrano online monitoring system by Omicron at Izolyator plant



Dear colleagues!

In 2007 we created a new Test Center in the new Izolyator facility that would be equipped with the most advanced modern testing equipment of such manufacturers as HUBBELL (includes HAEFELY TEST AG, HIPOTRONICS, TETEX, ROBINSON), TUR (HIGH VOLT) and other manufacturers. All our test equipment is made in leading companies in Switzerland, USA, Germany and Russia.

The Test Center passed audits of such companies as ZTR, Siemens, Alstom, PowerGrid of India, etc. We have close ties with design institutes as VNIIMS, VNIINMASH, VEI, MEI, PK HK Electrozavod.

The Test Center consists of:

A high-voltage laboratory with two halls for 10 – 1150 kV equipment tests and a central laboratory used to entry quality control of materials and the entire test cycle of transformer oils.



Vladimir Ustinov
Deputy Quality Director at Izolyator

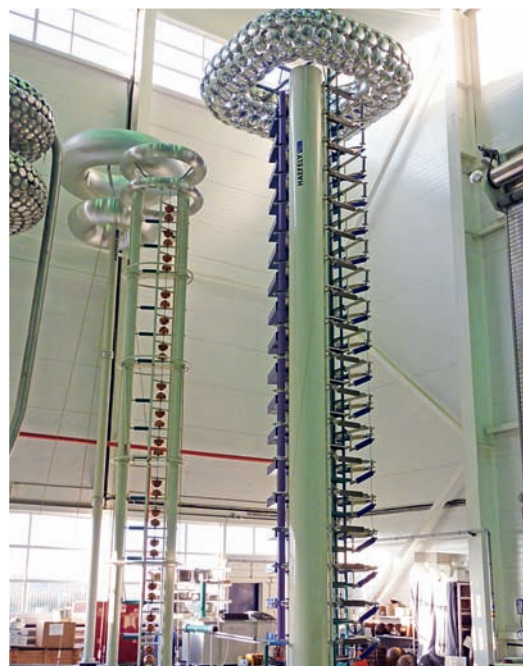
CHECK TESTS AND ACCEPTANCE TESTS OF HV BUSHINGS AT IZOLYATOR

The Test Center executes complete spectre of tests required for HV bushings production:

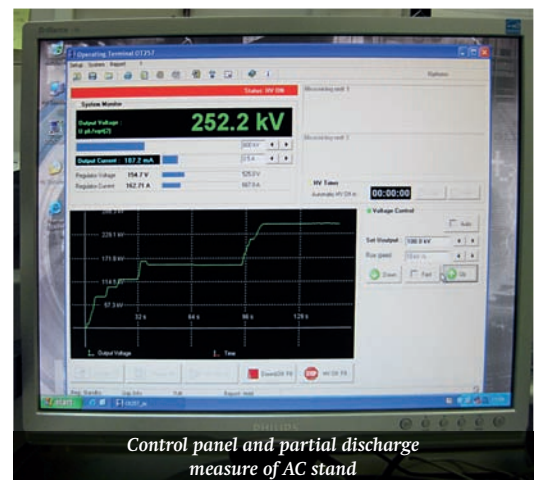
- Acceptance testing of 100% products
- Acceptance testing of new prototypes
- Type (periodic) tests of conformity
- Research testing, etc.

The Test Center adheres to the requirements of GOST 10693, 20074, IEC 60137, 62199, 60270, GOST R 55187 and TU.

The Test Center is authorized to conduct certification tests in the volume of its accreditation. There are resources available for testing such equipment as current and voltage transformers, switches, porcelain lids, cable joints.



Surge voltage generator SGVA-3600-270 with impulse analyzer



Control panel and partial discharge measure of AC stand



Resonance system of alternating current
50 Hz MSR-1200 for 1200 kV



Test installation for alternating current 50 Hz WP 350/700
up to 700 kV

RIP INSULATED BUSHINGS ADVANTAGES

Internal hard RIP insulation

(quick info)

Resin impregnated paper — paper saturated with resin — is the main construction element of a HV bushing. It is a core which is formed by insulating crepe paper winding on the central tube with subsequent thermal vacuum dryout and a special epoxide compound saturation.

After drying out under pressure, any occluded gas is ousted from insulation. In the winding process, condenser plates are used to level electric field.

■ **Reliability**

■ **Security**

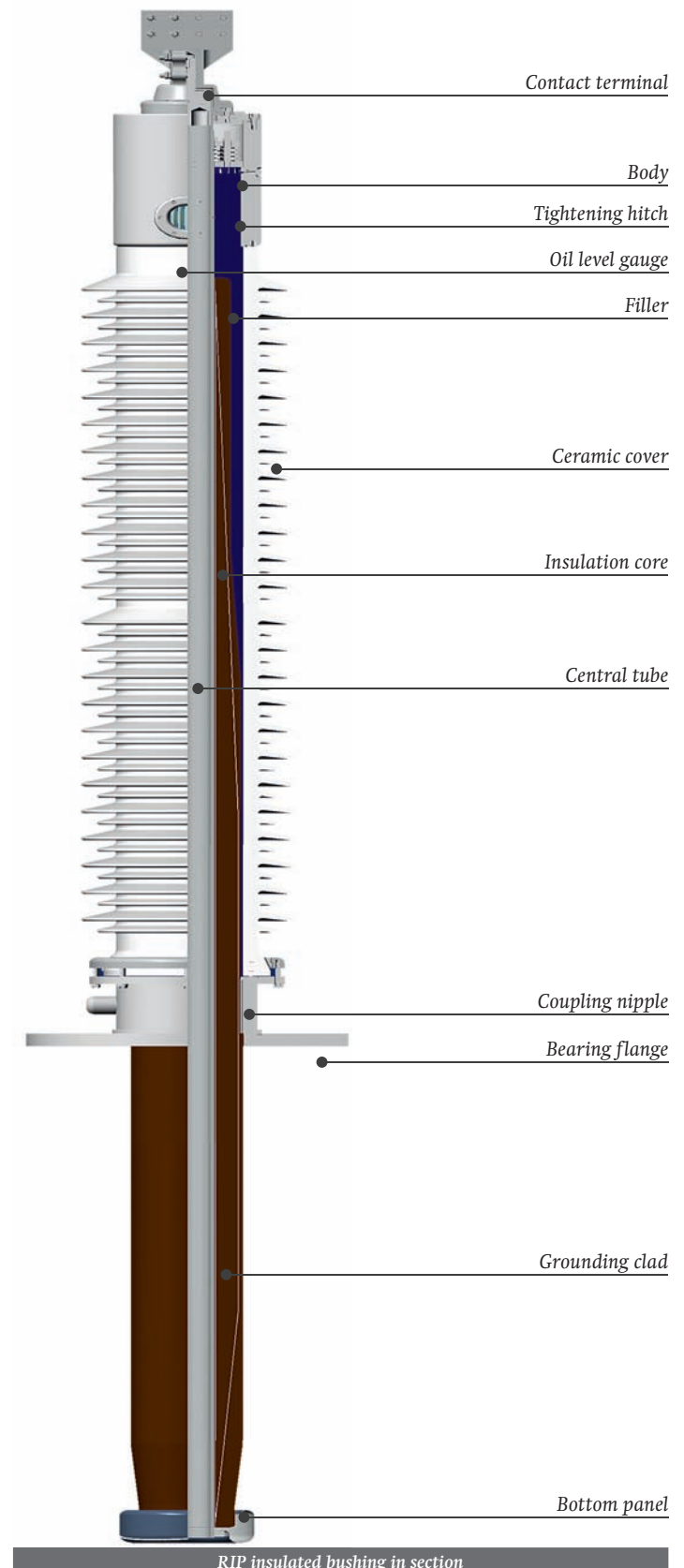
■ **Advanced design**

■ **Durability**

■ **Ecologically friendly**

■ **Service free**

■ **Ease of operation**



FORMULA FOR SUCCESS



Dear colleagues!

A high-voltage bushing is a heavy duty component in a complex power equipment unit that requires highly qualified personnel to operate and maintain. There is no secret that the issues that come up in operation are impossible to be addressed without assistance of the equipment manufacturer.

The activity of the Service Center of Izolyator – as a global leader in HV bushings production – is aimed to assist power grids in resolution of any problems around operation and maintenance of products.

Having a rich experience of HV bushings maintenance our specialists are capable to provide customers with a high quality of technical service, complex diagnostics, warranty and post-warranty repair and technical consulting in the shortest period of time.

We are ready to come with quick solution of your technical problem, and I can assure you that every question about bushings operation will be answered no matter how difficult it is.



*Dmitry Mashinistov,
Head of SVN-Service department
at Izolyator*

ALWAYS READY TO HELP



Caspian branch of MES South



Senior supervision engineer of SVN-Servis Alexey Basalaev (to the left) at MES of Siberia facility, Tomsk city



TANEKO JSC, Tatneft Group of companies

FORMULA FOR SUCCESS

A MONUMENT TO VETERANS AND HOMEFRONT WORKERS OF THE GREAT PATRIOTIC WAR 1941 – 1945 OPENED

On 7 May 2015, a monument to Izolyator workers – veterans and homefront workers of the Great Patriotic War 1941 – 1945 was unveiled on the territory of the plant.

A stele listing the last names of the plant workers fallen in the Great Patriotic War complemented the original memorial opened in May 2008.

After the opening speech, the attendees held a moment of silence to honor memory of those who joined efforts in nearing the Great Victory in the front and rear area.

A flower-laying ceremony took place.



A monument to Izolyator workers – veterans and homefront workers of the Great Patriotic War 1941 – 1945





Hello!

I have done photography for a long time and seriously enough: taking pictures myself and getting to know works of other photographers, so I can make a sound judgment of a photographed scene or object. I am sure that a high-voltage bushing can become an object of interest.

Izolyator's high-voltage bushings can be found anywhere in our country and even in the world. They operate in all geographic and climatic zones. So I thought what if we show this in photos, collecting them, and finding out the best ones, and eventually introduce them to the public? Thus an idea of a photo contest came up and you are all invited to participate in it!

I am sure that the contest will be an interesting challenge for every keen photographer – amateur or professional - and we will see plenty of original shots worthy of publication in the best professional editions. At the same time Izolyator's employees will be able to see how and where the company products work.

Please send your works and remember: any participation will be appreciated!



*Alena Fadeeva,
Personal Assistant*

Friends, we announce a contest for the best photo of Izolyator bushings!



What you shoot: working (connected) high-voltage bushings made by Izolyator and any voltage class installed on any equipment. Preferably - bushings with hard RIP insulation

With what you shoot: single lens reflex camera, if none available – snapshot camera, if none available – cell phone camera, if none available – draw! We will appreciate you graphics!

How you shoot: any shooting angles that you liked. We prefer a combination of general plans of equipment with bushings together with bushings close-ups.

Must be-s: The shots will only be admitted with comments on:

- piece, or better - type of equipment where the bushings are installed;
- power facility name (power sub-station, power station, etc.)

It is Advisable to mention with working voltage of the bushing or nominal voltage of a system

Rewards: the winners will be announced and awarded special prizes and their portraits will be published at will in this edition. The best pictures will be published in this edition and in materials dedicated to 120 years anniversary

of Izolyator plant. Besides, they will be published in print and digital advertising materials (by sending the shots to Izolyator the author gives the rights to Izolyator Company)

Where to send your photos: PLEASE FORWARD YOUR WORK TO adv@mosizolyator.ru WITH SUBJECT PHOTOIZOLYATOR

The shots are accepted till the end of this year. We are looking forward to your works and wish you artistic achievements!

SIGN UP FOR THE CORPORATE EDITION “IZOLYATOR” — STAY WITH US!

Friends! We sincerely believe that the published in here materials find interest with you and may give you some use. We suggest you communication on a regular basis – by offering a subscription to the corporate Izolyator edition. Please send us an application in free form to adv@mosizolyator.ru with a Subject “Subscription for Izolyator” stating your postal address.

From that moment you will start receiving all issues and special editions of Izolyator soon after their issue.

We are looking forward to your applications!



A comprehensive Reference List of Izolyator Company has been published. The brochure presents mainly a collection of client and partner references on the company products operated on various power facilities all over the world. Those are homeland and overseas generation, transmission and distribution enterprises, largest transformer plants, engineering and industrial enterprises. The reader will also get an idea of the product range and the company functional structure as well as interesting facts and achievements.



Format: A4
Pages: 48
Language: Russian and English

A photo album dedicated to the 20th anniversary of Alexander Slavinsky in the lead of Izolyator Company has been printed with a limited edition. The album contains unique pictures of the hero of the book with colleagues, partners, associates and friends. The opening speech of Alexander Slavinsky is ended with lines: “In times of Anniversary it is not proper to talk much about yourself, and that is no formality. Better than any words is the lifework...” That is exactly the reason to dedicate the most of the book to the history of Izolyator plant and its present days.



Format: A4
Pages: 36
Language: Russian and English

We have presented — or rather, illustrated — our products, key company divisions, business meetings with partners, industry events.

In April 2015 a special Izolyator edition #1/2015 was published. The issue is dedicated to a series of business meetings with Vietnamese partners. A group of Izolyator representatives headed by Ivan Panfilov, Commercial Director, 1st Deputy General Director visited industrial, grid and generation companies of Vietnam. Every visit is detailed with negotiations topics and results. The material is preceded with a short overview of the economic situation and power industry tendencies in Vietnam including key indicators of cooperation between Russia and Vietnam in that area.




Format: A4
Pages: 16
Language: Russian and English







In June 2015 a special Izolyator edition #2/2015 was published. The issue is dedicated to the installation of the first RIP bushings in India. The issue contains the prehistory of this important event that became a practical result of Russian-Indian cooperation in the Power Industry. Thus, in April 2015 a group of Izolyator representatives headed by Ivan Panfilov, Commercial Director, 1st Deputy General Director visited the grid corporation and a number of industrial enterprises in India as well as GridTech 2015 exhibition. In May PowerGrid Corporation of India Limited successfully inspected Izolyator plant and later, in India the plant conducted training seminars for Indian specialists. Please find the details in the illustrated special edition.



Format: A4
Pages: 28
Language: Russian and English



IZOLYATOR

<p>1896  Established in</p>	<p>from 200  from 500 employees</p>	<p>plant area  24 000 sq m</p>
<p>USD  62 mln Annual sales</p>	<p>70-80%  market share in Russia and CIS</p>	<p>20%  Export share in sales volume</p>

Izolyator Advantages

- | | | |
|---|---|---|
| <p> 118 years of experience behind our back, we are the most experienced manufacturer of high-voltage bushings in the world (> 500 000 pcs produced)</p> | <p> Strive for constant product improvement</p> | <p> We stand by modern approaches to partnership and cooperation</p> |
| <p> Full range of HV bushings 12 - 1150 kV available</p> | <p> Supply reference all around the world</p> | <p> We are a professional team</p> |
| <p> More than 15 year experience of RIP bushings manufacture</p> | <p> Company and products recognized worldwide</p> | <p> We render a complete services range:</p> <ul style="list-style-type: none"> – Design – Production – Testing – Warranty and post warranty service |
| <p> Design and develop innovative products</p> | <p> Clients' interests are the main goal in our work</p> | |
| | <p> We are always open to cooperation</p> | |

COMMERCIAL DIVISION OF IZOLYATOR COMPANY

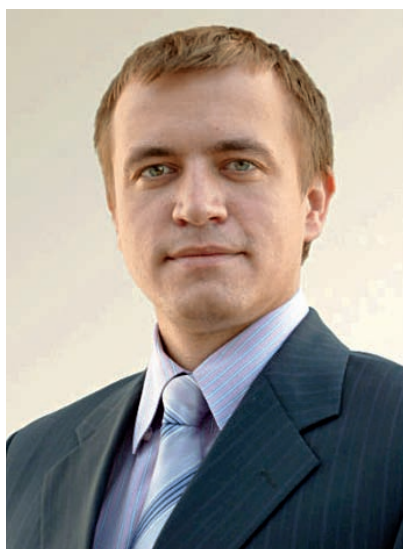


Our mission is to create basis for stable and sustainable power supply. We can achieve this goal only with common effort in close cooperation, joint creation and development.

That is why we value dialogue with you so highly as it is a starting point towards success in our common goal.

We are looking forward to meet you!

Ivan Panfilov
Commercial Director
1st Deputy
General Director



Andrey Shornikov
International
Business Development
Manager

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IZOLYATOR: FACTS AND ACHIEVEMENTS

118 years of bushings production experience

Sole bushings manufacturer in

12–1200 kV

range in Russia and CIS

550 000
500 000 OIP
50 000
50 000 RIP

bushings made – an equivalent of **90 000** transformers with **80 MVA** capacity

40 000 bushings installed in FSK UES facilities

20 000 bushings with fault free operation exceeding **35** years

Exports to more than

30 countries worldwide