

WE CREATE THE FOUNDATION FOR A SUSTAINABLE POWER SUPPLY OF SOCIETY AND EVERY MAN

IZOLYATOR

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

Corporate Edition Izolyator

RESULTS OF THE III QUARTER 2015

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www.mosizolyator.com

Our Mission

We create the foundation for a sustainable power supply of society and every man.



Dear colleagues!

Izolyator's distinctive feature is cooperation with a wide range of partners in practically all areas of power sector and relevant industries. Those are generation, transmission and distribution of power, transformer equipment production, power supply to large industrial consumers.

Being directly involved in domestic and global power industry development, we take on responsibility for further perfection of design and production components in the creation process of reliable and demanded Izolyator products.

Alexander Slavinsky
Chairman of the Board
of Directors at Izolyator,
Vice-President of AES RF,
Doctor of Engineering Science

WE DO OUR BEST FOR THE SUCCESS OF OUR PARTNERS!



Power
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in Russia
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Dear colleagues!

Last quarter was marked with a number of successful activities the commercial team of Izolyator was leading in Russia, the CIS countries and overseas. We followed our strategy of closing ties with all partners forming common strategic interests and coordinating efforts on business exchanges optimization. A deep mutual interest proved a characteristic of the business meetings that we had.

For the key prerequisite of success in this work we hold an ability to fully grasp a partner's position and create an atmosphere of trust that would allow unlocking potential to generate best solutions and identifying common goals for their pursuit. We will adhere to this principle and hope our partners would share our consistent approach.

I would like to thank all partners for the fruitful cooperation that we enjoyed and hope to see new business projects as a natural development of our relations!



Ivan Panfilov,
Commercial Director,
Deputy CEO at Izolyator

SEMINAR FOR THE TECHNICAL SPECIALISTS OF ROSENERGOATOM

ОАО «Концерн Росэнергоатом»



(company profile)

Rosenergoatom Concern OJSC is one of the largest electrical generation companies in Russia, and Russia's only entity that functions as a nuclear plant operator. As branch companies, Rosenergoatom Concern OJSC has integrated active nuclear plants, project management of nuclear plants under construction, plus Facilities Construction Management, Science and Engineering Centre, a science research center for NPP emergency response activities, a project design branch, and a technology branch company. Rosenergoatom Concern OJSC maintains a representative office in the People's Republic of China. The core businesses of Rosenergoatom Concern OJSC are the generation of electrical and thermal energy by its nuclear plants, and operating nuclear plants, sources of radiation, and storage of nuclear and radioactive materials and waste, through procedures legally regulated in the Russian Federation.

On 22 July 2015, a seminar for technical specialists of Rosenergoatom took place at Izolyator plant.

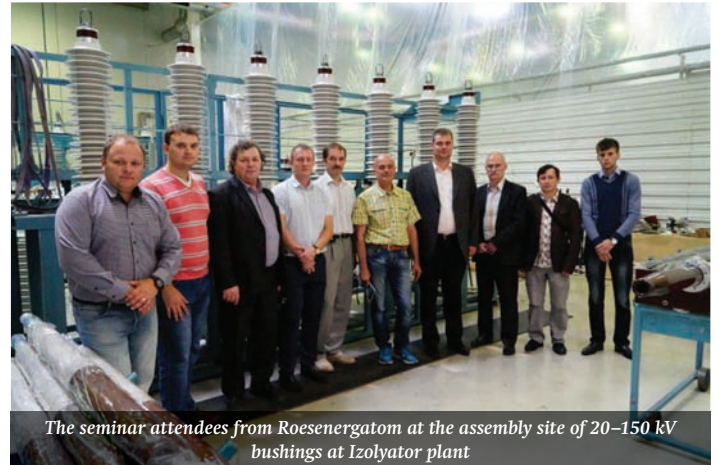
The seminar was organized by:

- Konstantin Sipilkin, R & D Director;
- Dmitry Mashinistov, Head of SVN-Service;
- Dmitry Ivanov, Head of Test Center.

The organizers made a presentation of Izolyator plant and products for Rosenergoatom

specialists and introduced the guests to the modern technologies of manufacture and testing of RIP-insulated high-voltage bushings. The guests did a

practical exercise on measuring unit replacement by a modernized type on Izolyator bushings operated at the branches of the concern.



The seminar attendees from Rosenergoatom at the assembly site of 20–150 kV bushings at Izolyator plant



At the 220–1150 kV bushings assembly station



Measuring lead unit replacement by a modernized one, a practical exercise

NOVOSIBIRSK HYDROPOWER PLANT VISIT



Novosibirsk Hydropower Plant RusHydro

(company profile)

Novosibirsk Hydropower Plant is a branch of Federal Hydrogeneration Company — RusHydro Plc. Compared to the hydrogeneration industry's giants of Angara-Enisey cascade, Novosibirsk hydropower plant has a relatively small capacity, however it is the only HPP in the western part of the region's network and its importance as regulating and mobile power source is substantial. It covers diurnal and weekly load imbalances and functions as spinning reserve capacity for frequency and voltage adjustment, emergency power and capacity reserve with reservoir drawdown option.

Izolyator presented its products, new design developments and engineering solutions for reliability and ease of operation of high-voltage bushings. The sides

outlined long-term cooperation.

We wish to thank RusHydro Plc represented by Novosibirsk HPP for the invitation and a warm welcome.





Dear colleagues!

In the 3rd quarter of 2015, we had a number of meetings with our products consumers in Russian Federation. We set up framework for continued cooperation in the future both product-wise – new products deliveries and service-wise – equipment modernization needs. We discussed purchasing volumes of high-voltage bushings for the next year with the power industry majors.

All shipments against the 2014-2015 contracts were completed: namely to the address of grid and generation companies in Russia. With the importance of winter season readiness in mind, we applied utmost effort to meet delivery terms especially to the distant locations of our country.

The plant with its partners bid on the tenders to supply high-voltage bushings to the grid, generation companies and large industrial consumers that have high-voltage equipment on their balance. The companies offering Izolyator products were announced winners in those tenders in the vast majority of cases. This work lays the groundwork for our company future operation and development.

We will continue to meet consumers of our products in the next quarter to grow the book of orders for 2016.



Oleg Bakulin,
Director on Partner Relations
at Izolyator

VOLZHSKAYA HYDROPOWER PLANT COOPERATION

Volzhskaya hydropower plant RusHydro

(company profile)

Volzhskaya hydropower plant is a branch of Public limited company Federal hydrogenation company — RusHydro. Volzhskaya plant is the largest hydropower plant in Volzhsko-Kamsky cascade and Europe. The station's capacity is 2639.5 MW. The power plant is an important unit in the unified power grid of Russia linked in with 220 and 500 kV high-voltage lines of alternating current and 800 kV lines of direct current. Volzhskaya plant's input is the most valuable for peaks coverage within power demand structure in the European part of Russia. The hydroelectric installation is located in the lower Volga, to the north of Volgograd.

On 16 July 2015, Oleg Bakulin, Director on Partner Relations at Izolyator visited Volzhskaya hydropower plant in Volzhsky

town of Volgograd region.

On behalf of Volzhskaya hydropower plant Izolyator's visitor was received by:

- Sergey Talagaev, Chief Engineer;
- Alexey Zharinov, Maintenance Manager of the power plant;
- Sergey Karpyuk, Lead Maintenance Engineer.

The parties formulated an action plan as the nearest cooperation prospective and discussed a long-term outlook on activities.

We appreciate RusHydro Plc represented by Volzhskaya hydropower plant for their invitation and a warm welcome.

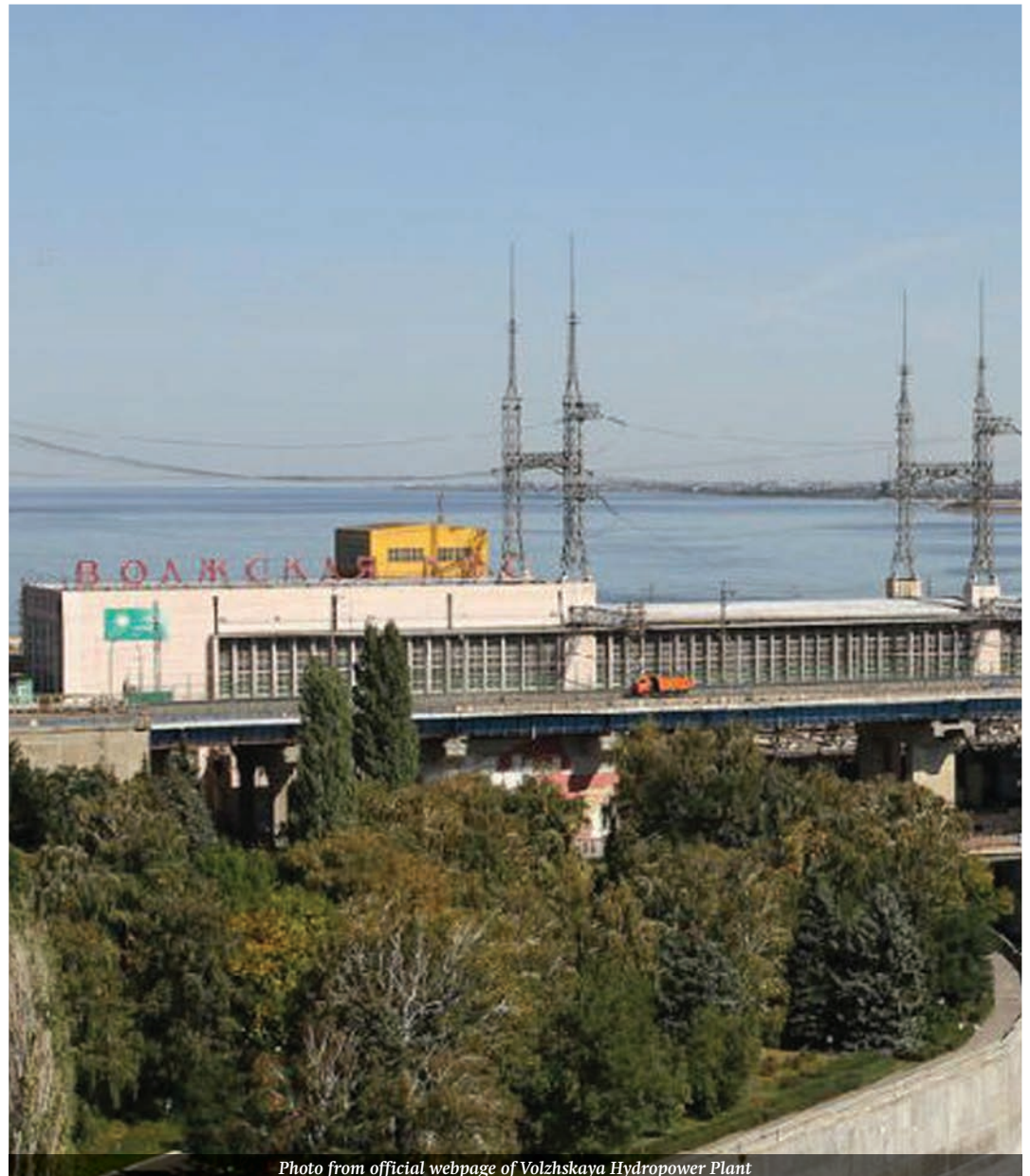


Photo from official webpage of Volzhskaya Hydropower Plant

VISIT OF SOYUZ HOLDING'S DIRECTOR

Soyuz Holding



(company profile)

Soyuz Holding executes comprehensive set of works required for building, modernization or reconstruction of power facilities. The companies of the Holding realize integrated projects of industrial construction, and offer the Customers construction of unified power supply system of enterprises, including own power generation and power grid facilities. Holding structure is set up according to the standards of successful engineering companies has a strong design team. Soyuz Holding has more than twenty years of experience in delivery and assembly of power equipment. Geography of deliveries covers the territory of Russia, Ukraine, Kazakhstan and other CIS countries.

On 30 September 2015, Igor Prikhodko, Director at Soyuz Holding visited Izolyator.

Alexander Slavinsky, Chairman of the Board of Directors at Izolyator welcomed the guest at the plant.

The host made a tour of the plant introducing the guest to the modern technologies of manufacture and testing of high-voltage bushings.



Alexander Slavinsky (left) and Igor Prikhodko at Izolyator plant



At the insulation shop



At the assembly shop



Dear colleagues!

Upon completion of the three quarters, we can speak of the fact that in spite of all difficulties that the Russian economy and industrial sector saw in 2015, our company fully delivered met our clients' requirements under the product supply contracts and modernization services schedules.

Izolyator plant traditionally pays much attention to the quality of high-voltage bushings and their operation support. In this regard we continue our training program addressed to the personnel of operators: grid and generation companies both at Izolyator plant and customers premises.

I am confident that the program allows to not only raise the technical competences level of the operating staff but also to develop stronger partnership between our organizations.

We wish to thank everyone for our fruitful cooperation leading to a higher reliability and safety of Russian power industry.



Alexander Savinov,
Strategic Sales Director at Izolyator

COOPERATION PLAN WITH KUBANENERGO PLC

Kubanenergo Plc

(company profile)



Public limited company of energy and electrification of Kuban (Kubanenergo Plc) is a daughter company of Rosseti Plc. Public limited company of power industry and electrification of Kuban (Kubanenergo Plc) is the largest grid company of the Krasnodar region and the Republic of Adygea that transfers and distributes electricity through 110kV networks and lower. The grid system includes 11 electric grid companies. The total length of transmission lines reaches 90 thousand km, service area – 83 thousand km and population of the region reaches 5.5 million people. The main goal of the Company is to ensure reliable and uninterrupted power supply to all consumers in the Krasnodar region and the Republic of Adygea, as well as meet the growing demands of region's economy in electricity.

On 23 September 2015, Oleg Bakulin, Partner Relations Director at Izolyator visited Kubanenergo Plc in Krasnodar.

Ruslan Berezgov, Head of Logistics and Procurement Department at Kubanenergo Plc welcomed Izolyator's representative.

The sides discussed cooperation results over the three quarters of 2015 and outlined cooperation plan for 2016.

We would like to thank Rosseti Plc represented by Kubanenergo Plc for the invitation and a warm welcome.



Photo from official website of Kubanenergo Plc

POWER GRID NETWORK OF RUSSIA

FGC UES REFERENCE

Federal Grid Company is the operator and manager of Russia's unified electricity transmission grid system, including high voltage transmission lines, and holds the status of a natural monopoly. The Company's assets include more than 139,000 km of transmission lines and 924 substations with more than 332 GVA of 35–750 volt transformer capacity. Based on the length of transmission lines and installed transformer capacity, Federal Grid is the largest publicly traded electricity transmission company in the world. Federal Grid's business is to provide electricity transmission and technological connection services. It maintains and develops the grid system and supervises grid facilities and infrastructure in 77 Russian regions, covering a territory of 15.1 million square kilometres. Its customers are regional distribution companies, electricity suppliers and large industrial enterprises. The Company is a natural monopoly with 80.13% stake controlled by Russian Grids.

Федеральная
Сетевая Компания



Единой
Энергетической Системы

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03.07.2015 № 1975

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TO WHOM IT MAY CONCERN

Dear Gentlemen!

In the course of many decades, from the moment of appearance of Electrical Power Sector in Russian Federation and up to the present day **Massa LLC – IZOLYATOR factory** remains our regular supplier of high-voltage bushings for the needs of our Company. Below herewith we are kindly informing You on the list of HV bushings, rated **500kV/315A, 500kV/1600A, 500kV/2500A, 800kV/315A**, with internal solid resin impregnated paper (RIP) insulation which have been developed, designed, manufactured, type tested, supplied, installed by **Massa LLC** at the facilities of subdivision companies of **JSC Federal Grid Company of Unified Energy System (JSC FGC UES): MES of Northwest, MES of Urals, MES of East, MES of Center, MES of Volga, MES of Siberia, MES of West Siberia, MES of South.**

Type of Bushing	Factory drawing	Year of commissioning	Factory Serial No.	Q-ty, pcs.	Total Q-ty
500kV/315A (for reactors)	ИВУЕ.686355.129	2009	П-21771 П-21881 П-19941 П-20497 П-21234 П-21273	6	
		2010	П-26489 П-26834 П-27972 П-25751 П-21928	5	
		2011	П-32977 П-33077 П-34093 П-34178 П-23848 П-24355 П-25186 П-31691	8	
		2012	П-35175, П-42418	2	
		2013	П-34038, П-49089, П-53515 П-53516, П-54083, П-50548 П-50547, П-53439, П-49051 П-49050, П-49799	11	
500kV/1600A (transformer)	ИВУЕ.686355.173	2011	П-39608 П-39738	4	
		2012	П-45051, П-46608, П-46654 П-44984, П-48212, П-43386 П-40566	7	
		2013	П-40271	1	
500kV /2500A (transformer)	ИВЕЮ.686354.001 ИВЕЮ.686354.002 ИВУЕ.686355.172 ИВУЕ.686355.146-01	1999	Ч-48461	1	
		2005	Ч-89899	1	
		2008	П-06227 П-10840 П-12457 П-13488 П-15598 П-16544 П-08181 П-13764 П-12832 П-12741	10	
		2009	П-19736 П-19098 П-19461	3	
		2010	П-24454 П-26803 П-22900	3	
		2011	П-13380 П-39932 П-40061 П-40647 П-22158 П-22850 П-24228	7	
		2012	П-42246, П-40667, П-40514, П-41067, П-41215, П-40933, П-41427, П-39607, П-42008 П-41368, П-41639	11	
2013	П-54603, П-50428, П-54432 П-54433, П-51960, П-49090 П-52074, П-52210, П-48863 П-43036, П-52018, П-50281	12			
800kV/315A (for reactors)	ИВУЕ.686356.165	2013	П-52993, П-52372	2	
		2014	П-46179	1	
					95

We confirm herewith the high quality of the supplied products by **Massa LLC**, as well as a complete compliance with the requirements of **IEC 60137 standard, GOST 10693 standard** and normative documents. All high-voltage bushings mentioned above have passed successfully all type and routine tests and are successfully operating up to the present time since their commissioning. There have not been occurred any problem with installation, commissioning and maintenance.

A successful experience in development of the partnership relations between **Massa LLC and JCS FGC UES** allows to recommend **Massa LLC - Izolyator factory** as a reliable partner for manufacturing and supplies of the bushings for high (110, 220, 330) and extra-high voltage levels (420, 550, 800 etc.).

JSC FGC UES confirms herewith that **Massa LLC - Izolyator factory** is a strategical partner, wishing You prosperity and further innovative development of Energy Transmission and Distribution in Russia and Worldwide!

Your sincerely,

Deputy Chairman of the Board –
chief engineer


V.P. Dikoy



Dear colleagues!

Our cooperation with OEMs is the most important direction among our activities. Izolyator supplies high-voltage bushings to all major manufacturers of power equipment in Russian Federation. Last quarter we had productive meetings with Silovye Mashiny – Toshiba. High-voltage transformers Ltd, SverdlovElectro Group (SVEL), Ural-electrotyazhmash. We continue to offer our partners efficient forms of cooperation building relations on long term and mutually beneficial basis.

I would like to thank our partners for cooperation and express confidence in the success of our future projects.



Maxim Zagrebin,
Head of OEM Sales at Izolyator

POWER MACHINES — TOSHIBA. HIGH-VOLTAGE TRANSFORMERS LTD VISIT

Power Machines — Toshiba. High-voltage transformers Ltd

(company profile)



Power Machines — Toshiba. High-voltage transformers Ltd is a joint venture of Power Machines JSC and Toshiba Corporation. The project started in September 2011 with signing of a JV set up agreement and construction of power transformers manufacturing facility in Russia. 50.01% share of the JV's capital is owned by Power Machines and 49.99% share belongs to Toshiba corporation. 110-750 kV power transformers and ATs of 25 MVA capacity including units in three-phase arrangement are the key product of the plant. The production capacity of the facility is more than 10 000 MVA annually. Headcount — about 350 staff members. The overall investment in the project amounted to 5.5 bln rubles.

On 3 September 2015, Maxim Zagrebin, Head of OEM Sales at Izolyator visited Power Machines — Toshiba. High-voltage transformers Ltd in Saint Petersburg.

Konstantin Stafeev, Director on Development and Corporate Affairs and Denis Morozov, Head of Procurement at Power Machines — Toshiba. High-voltage transformers Ltd welcomed the guest from Izolyator.

The sides discussed current cooperation steps progress including their technical and commercial aspects and outlined long-term cooperation prospects.

We wish to thank Power Machines — Toshiba. High-voltage transformers Ltd for the invitation and a warm welcome.



Maxim Zagrebin at Power Machines — Toshiba. High-voltage transformers Ltd plant in Saint Petersburg

SVEL GROUP CJSC VISIT

SVEL Group CJSC



(company profile)

SVEL Group CJSC is a leading power equipment manufacturer in Russia. The company boasts one of the impressive growth modernization rates in the industry. SVEL Group's cooperation with leading Russian power market players allows for an efficient implementation of import substitution program declared by the Government. An important part of modernization program at the plants of the group is energy saving technologies implementation. SVEL Group's findings allow to manufacture equipment that helps operators to cut their energy costs by up to 45%.



Photo from official website of SVEL Group CJSC

On 16 July 2015, Maxim Zagrebin, Head of OEM Sales at Izolyator visited SVEL Group CJSC in Yekaterinburg.

Group SVEL CJSC's Andrey Shmakov, Head of Logistics

and Procurement and Yaroslav Lykov, Purchasing Manager welcomed Izolyator's representative.

The partners discussed cooperation steps in progress includ-

ing their commercial and technical aspects as well as future cooperation prospects.

We would like to thank SVEL Group CJSC for the invitation and a warm welcome.

ENERGOMASH (EKATERINBURG) — URALELECTROTYAZHAMASH CJSC VISIT

JSC «Energomash (Ekaterinburg) — Uralelectrotyazh- mash»



(company profile)

JSC «Energomash (Ekaterinburg) — Uralelectrotyazhmash» is the biggest Russian developer and producer of electric power equipment for generation, transmission, distribution and consumption of energy. The Company's history is 80 years of successful work in production of unique power equipment. High-voltage equipment, transformers and reactors, converter equipment and electric machines of UETM brand are world known and have a good reputation. Company provides the full range of service: from designing to installation of finished products on site. Company produce reliable equipment of high quality and different climatic versions, which is used in more than 60 countries in the world.

On 16 July 2015, Maxim Zagrebin, Head of OEM Sales at Izolyator visited Energomash (Ekaterinburg) — Uralelectrotyazhmash CJSC in Ekaterinburg.

Leonid Meshavkin, Transformer Section Procurement Leader and Mikhail Yakimov, Lead Manager welcomed the guest at Energomash (Ekaterinburg) — Uralelectrotyazhmash CJSC.

The sides talked on cooperation steps in progress including their commercial and technical aspects as well as future cooperation prospects.

We wish to thank Energomash (Ekaterinburg) — Uralelectrotyazhmash CJSC for the invitation and a warm welcome.



Maxim Zagrebin (left) and Leonid Meshavkin at Uralelectrotyazhmash plant



Dear colleagues!

The world economy's globalization gives the power industry more and more importance and priority. One of the ways for its sustainable development is raising efficiency of power management technologies. And, in the core of efficiency and safety lies the ability not only to maintain but also to surpass the achieved levels of power consumption in conditions of ecological restrictions - with a direct impact on international trade and power equipment supply.

Izolyator launched a modern facility with advanced technologies for design and production of high-voltage bushings of various applications for 24–1150 kV voltage classes in Moscow region.

In conditions of growing globalization or regional power markets, Izolyator keeps strengthening its leading positions remaining a major player on the new global power market.



Maxim Osipov,
Head of CIS Sales at Izolyator

A BUSINESS TRIP TO UZBEKISTAN

Uzbekenergo JSC



(company profile)

The Power Industry of Uzbekistan operates in the framework of the Joint Stock Company "Uzbekenergo", established in the form of open joint stock company including the Coal Industry enterprises since 2001. The company structure includes 54 enterprises and organizations, namely 41 open joint-stock companies, 11 unitary enterprises, 2 limited liability companies. Total installed capacity of the power plants in Uzbekistan exceeds 12.4 mln kWh that accounts for 50% of generation capacity of the Unified Power Grid of Central Asia. Uzbekenergo is a key producer and distributor of power in the Republic. Small in-house generation accounts for 3.6% (454.5 MWt)

On 23 July 2015, Maxim Osipov, Head of CIS Sales at Izolyator and Armen Bunyatyan, Izolyator's

Chirchik Transformer Plant



(company profile)

Chirchik Transformer Plant is a part of Uzeltehsanoat JSC. Over the 80 years of its history, the plant has made a vast range of equipment including transformers and complete transformer substations of 10, 35, 110 kV class with 25 to 63000 kVA capacity and serviced 500 kV power transformers with up to 125 000 kVA capacity. Today, Chirchik transformer plant is the leading enterprise of the electrical engineering industry of Republic of Uzbekistan, modern and highly technological manufacturer with good traditions in quality management and highly qualified team that is rightfully proud of the products' reliability.



Navoiy Power Plant is a branch of Uzbekenergo JSC (photo from official webpage of Uzbekenergo JSC)

representative in the country visited Uzbekenergo JSC and Chirchik Transformer Plant JSC in Uzbekistan.

Izolyator's A. Bunyatyan was welcomed at Uzbekenergo JSC by:

- Iskandar Basidov, Chairman of the Board;
- Shukhrat Pulatov, First Dep-

uty Chairman of the Board of JSC Uzbekenergo, General Director of Joint Stock Company Uzbekkumir.

After Izolyator products presentation, the sides exchanged information about the power equipment markets trends and discussed cooperation opportunities.



Resul Samedinov and Maxim Osipov at Chirchik Transformer Plant

Izolyator's visitors was welcomed at Chirchik Transformer Plant JSC by:

- Abdurakhim Konyshv, Director;
- Sadyrzhan Taimanov, Chief Engineer;
- Resul Samedinov, Designer.

Izolyator presented its products, new design developments and engineering solutions for

reliability and ease of operation of high-voltage bushings. The sides reached agreement on supplies and outlined long-term cooperation.

We would like to thank Uzbekenergo JSC and Uzeltehsanoat JSC represented by Chirchik Transformer Plant for the invitation and a warm welcome.

Our Vision

We are aimed to be a world leader in design, production and introduction of current technologies into the power sector.



ZAPOROZHTRANSFORMATOR PLC REFERENCE

Zaporozhtransformator Public Joint Stock Company is the largest enterprise in the CIS (former USSR) countries and Europe in the scope of production of oil-immersed power transformers and electric reactors, having manufacturing capacity 60 thsd. MVA per year, concentrated within a single plant site. The Company was established in 1947 as Zaporozhye Transformer Plant, and in 1994,

due to privatization process, the enterprise became Zaporozhtransformator Joint Stock Company. Within 67 years of its activities in the market, ZTR has attained the world-wide fame and high-level reputation as the manufacturer of high-quality and functionally reliable transformers and reactors. A special feature of equipment manufactured by ZTR is its high operational safety.

www.ztr.com.ua

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от 07.07.2015
№ 1/25-44



ООО «Масса»
Коммерческому директору -
Первому заместителю Генерального директора
Панфилову И.Д.

Уважаемый Иван Дмитриевич,

Подтверждаем, что ООО «Масса» (завод «ИЗОЛЯТОР») на протяжении многих лет является одним из основных поставщиков высоковольтных вводов для трансформаторного оборудования производства ПАО «Запорожтрансформатор».

Продукция ООО «Масса» в составе изделий ПАО «Запорожтрансформатор» широко представлена как в России, так и в странах СНГ. Опыт эксплуатации продукции завода «Изолятор» в составе изделий ПАО «Запорожтрансформатор» последних лет позволил повысить технический уровень и значительно улучшить характеристики продукции ООО «Масса».

В последние годы ООО «Масса» демонстрирует готовность улучшать и совершенствовать выпускаемую продукцию с учетом рекомендаций ПАО «Запорожтрансформатор», что характеризует ООО «Масса» как ответственного и надежного партнера.

С уважением,



С. Ю. Еремин
Директор по закупкам и логистике

BARKI TOCHIK JSC REPRESENTATIVES' VISIT



At the Test Center of Izolyator plant, left to right: Victor Kiryukhin, Dilovar Mukhammadiev, Umarali Sultanov and Maxim Osipov

Barki Tochik JSC

(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.

On 3 July 2015, representatives of Baki Tochik JSC visited Izolyator plant:

- Dilovar Mukhammadiev, Deputy Modernization and Investment Director;
 - Umarali Sultanov, Deputy Chief of Power Engineering Equipment Department at Tajikenergosnab, a daughter company on procurement.
- Maxim Osipov, Head of CIS Sales at Izolyator and Victor Kiryukhin,

Head of Design Bureau welcomed the guests from Barki Tochik at Izolyator plant.

The hosts made a detailed presentation of Izolyator and its products, new designs development and engineering solutions for a better reliability and operational convenience of insulating equipment. It was followed by a plant tour to introduce the visitors to modern technologies of manufacture and testing of high-voltage bushings.

VISIT OF COMMERCIAL DIRECTOR OF KARAGANDAENERGOREMONT JSC



At the Test Center of Izolyator plant, left to right: Maxim Osipov, Yury Nuzhny and Victor Kiryukhin

Karagandaenergoremont emerged

(company profile)



The joint-stock company Karagandaenergoremont emerged in 1998 from Centrkazenergoremont that was a base enterprise for power plants and power lines equipment modernization and maintenance in Central Kazakhstan since 1965. The company features years of experience with electrical, thermal and mechanical equipment of power stations and other facilities and is licensed by the Ministry of Power and Mineral Resources of the Republic of Kazakhstan.

On 10 September 2015, Yury Nuzhny, Commercial Director of Karagandaenergoremont JSC visited Izolyator plant.

Maxim Osipov, Head of CIS Sales and Victor Kiryukhin, Head of Design Bureau at Izolyator welcomed the representative

of Karagandaenergoremont JSC at the plant.

The hosts made a tour of the plant where the visitor was introduced to the modern technologies of manufacture and testing of high-voltage bushings..

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 RIP

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

40 000 bushings installed in FSK UES facilities

Exports to more than

30



Dear colleagues!

Our steady pursuit for cooperation with European partners is not only necessitated by our international expansion objectives but also by our wish to actively indulge in development and promotion of high-voltage bushings on the European power market - mostly as a means to achieve the ultimate goal of product quality and reliability perfection.

Izolyator products promotion is actively going thanks to balanced effort distribution between major transformer plants (Alstom, Crompton Greaves) with necessary product certification pertinent to manufacture of transformers and grid customers (Elia). We believe this growth strategy will strengthen our positions on the European market (fairly conservative) and achieve sales increase.

Besides, the mere fact of presence on the European market positively influences brand perception on other international markets of high-voltage bushings where Izolyator has interests.



Natalia Mazova,
International Business Development
Manager at Izolyator

A BUSINESS TRIP TO EUROPE



Giuliano Bertolazzi, Ivan Panfilov, Oleksandr Chernikov, Natalia Mazova, Denis Maleev and Yaroslav Sedov at Alstom Grid AG plant



At Alstom Grid AG in Switzerland, left to right: Ivan Panfilov, Natalia Mazova, Yaroslav Sedov, and Giuliano Bertolazzi



At Alstom Grid AG in Switzerland, left to right: Giuliano Bertolazzi, Natalia Mazova, Yaroslav Sedov and Ivan Panfilov

On 14–16 September 2015, a group of Izolyator representatives led by Ivan Panfilov, Commercial Director, Deputy CEO visited Alstom Grid AG, Crompton Greaves Limited in Europe, and met Elia representative.

The group of Izolyator's representatives included:

Natalia Mazova, International Business Development Manager, Yaroslav Sedov, Business Development Manager and Giuliano Bertolazzi, Izolyator's Official Representative in Europe. On 15 September 2015, a meeting at Alstom Grid AG took place in Switzerland.

On 15 September 2015, a meeting at Alstom Grid AG took place in Switzerland.

Alstom Grid

(company profile)

Alstom Grid has over 130 years' experience and ranks among the top three in the electrical transmission sector with an annual sales turnover of more than €3.8 billion. Alstom Grid's 17,000 employees are spread across 87 manufacturing and engineering sites worldwide and have one common mission: to be our customer's trusted partner, from the source to the smart city.

On behalf of Alstom Grid AG Izolyator representatives were received by:

- Oleksandr Chernikov, Tendering Manager;
- Denis Maleev, Business Development Manager / Gas Insulated Substations 110–800 kV;
- Roland Strabler, Project Manager / CEER Department;
- Karsten Pohlink, R & D Unit Manager, Fellow.

The partners discussed the situation on the power equipment market, the successful delivery of 126 kV air-SF6 bushings and prospective projects with RIP-insulated products. The sides reached agreement on long-term cooperation.

GLOBAL ARENA

On 16 September 2015, a meeting at Crompton Greaves Limited took place in Belgium.

Crompton Greaves Ltd.

(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.

On behalf of Crompton Greaves Limited Izolyator representatives were welcomed by:

- Alex Decoster, Technical Manager;
- Ronny Van Der Planken, Team Manager Project Engineering / Large Power Transformers;
- Dirk Cousy, Purchasing Global Sourcing / Senior Lead buyer.

The sides discussed RIP-insulated bushings supply opportunities for Crompton Greaves Limited projects.

On 16 September 2015, a meeting with Bert Wouters, Expert HV Substations TGX / Technical Governance & Expertise at Elia took place in Belgium.

Elia

(company profile)



Elia is a power grid company - system operator of the unified power grid in Belgium. Elia operates the high-voltage (30 kV to 380 kV) electricity transmission system.

Bert Wouters, Expert HV Substations TGX / Technical Governance & Expertise received Izolyator representatives.

The parties talked on opportunities of RIP-insulated bushings application on power grid facilities in Belgium expressing readiness to move towards practical steps in cooperation development.

We would like to thank Alstom Grid AG, Crompton Greaves Limited and Elia for their invitation and a warm welcome.



Meeting at Crompton Greaves Limited branch in Belgium, left to right: Natalia Mazova, Yaroslav Sedov, fourth to the left – Dirk Cousy, fifth – Bert Wouters (Elia)



At Crompton Greaves Limited branch in Belgium, left to right: Dirk Cousy, Yaroslav Sedov and Giuliano Bertolazzi



Dear colleagues!

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

The first meeting took place in Brussels, Belgium. Izolyator team met the biggest grid company in the country – ELIA. The talks opened with Izolyator corporate presentation and continued with cooperation prospects discussion.

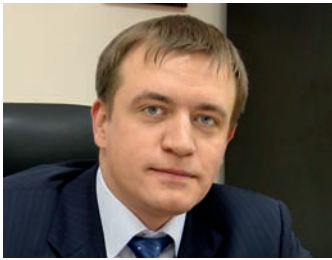
The next meeting was in Milan, Italy in TAMINI – a major high-voltage transformers manufacturer. In the course of discussion the parties covered RIP technology advantages and its promotion on the territory of the country.

The tour ended in Naples, Italy where Izolyator team were welcomed by GETRA company. Besides the key task of introduction of Izolyator company the parties discussed cooperation prospects.

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



Yaroslav Sedov,
Business Development
Manager at Izolyator



Dear colleagues!

In the 3 quarter of this year we did a large amount of work developing further our relations. A meeting in Bharat Heavy Electricals Ltd. (BHEL) in Bhopal came as a part of it. We agreed on common goals and cooperation approaches in the result of the talks.

India is a priority for Izolyator's international expansion and we are proud to have become the first supplier of RIP-insulated high-voltage bushings to the Indian state power grid Power Grid Corporation of India Limited. These first practical results of cooperation bring confidence in the future projects success and provide a platform for mutual development and goals achievement in the short and long term perspective.

I would like to thank all Indian partners for their interest and productive work that brings confidence in the future of our cooperation



Andrey Shornikov,
International Business
Development Manager at Izolyator

BHARAT HEAVY ELECTRICALS LTD. VISIT



Meeting of Bharat Heavy Electricals Ltd representatives (left) and Izolyator team in Bhopal, India

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.

On 15 July 2015, a group of Izolyator representatives headed by Ivan Panfilov, Commercial Director, Deputy CEO visited Bharat Heavy Electrical Ltd in Bhopal, India.

Izolyator's delegation included Andrey Shornikov, International Business Development Manager, Yaroslav Sedov, Business Development Manager, Dr. Ashok Singh, Izolyator's Official Representative in India.

The parties discussed long-term cooperation prospects at the meeting.

We would like to thank Bharat Heavy Electrical Ltd for the invitation, warm welcome and a productive dialog.



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**

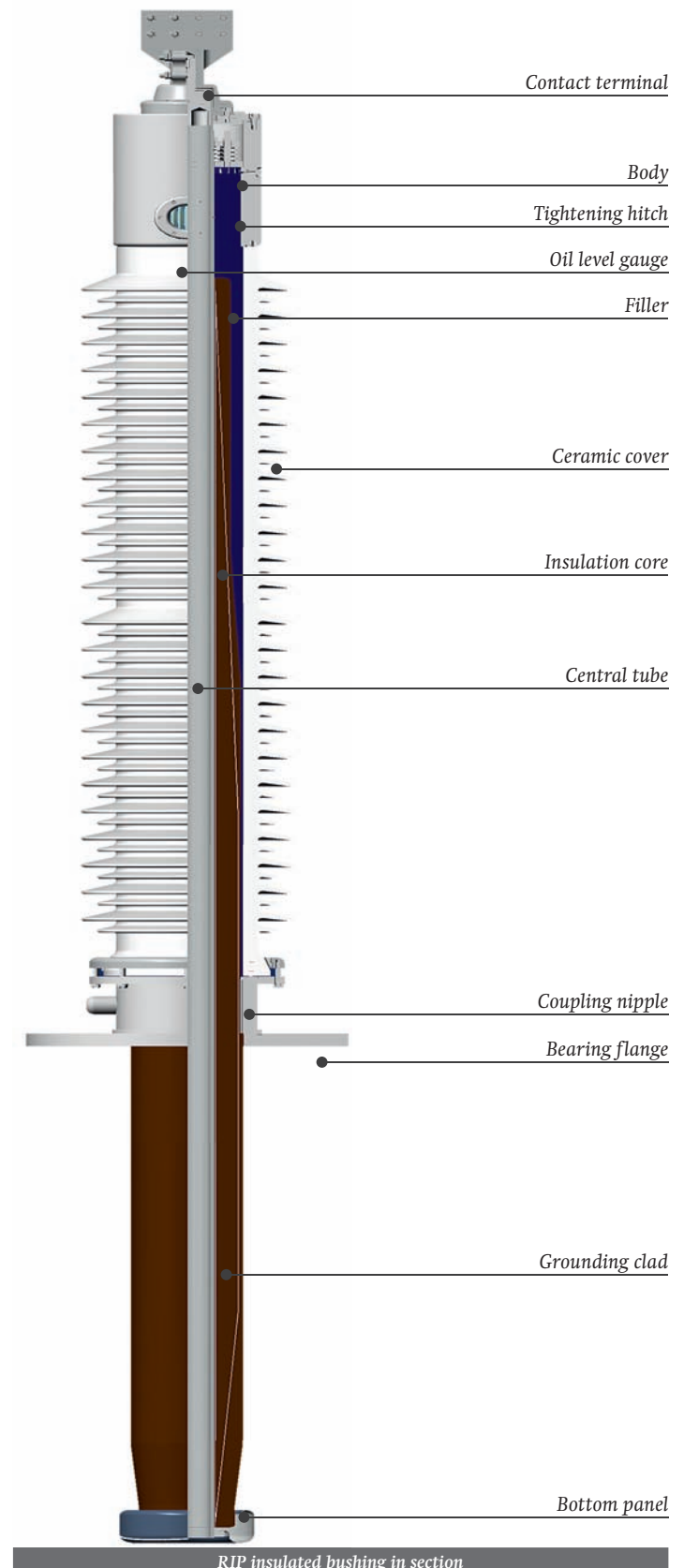
■ **Advanced design**

■ **Durability**

■ **Ecologically friendly**

■ **Service free**

■ **Ease of operation**



PROCUREMENT PARTNERS



Procurement partners and us are one team, aimed at result!

Izolyator's vision is to strive to be a world leader in design, production and implementation of modern technologies in power industry. We require highly qualified specialists, advanced technologies and high quality materials and parts to create modern and advanced products.

That is the reason for our company to treat both domestic and overseas suppliers' relationships development as a strategic activity.

Long term and mutually beneficial relations with procurement partners allow us to source our production with modern completing parts and materials of high quality in time. Procurement service monitors the markets of materials and parts at all times: evaluating and selecting suppliers and initiating talks with representatives of respective companies.

Summarizing our activities I wish to thank all the suppliers to Izolyator for their reliability in the long run, commercial flexibility and compromise, quality products that we receive on time and technical support – for indeed we count many years of cooperation with most our partners. Many years of growth and prosperity to you!



Dmitry Abbakumov,
Deputy Commercial Director
at Izolyator

OUR SUPPLIERS OFFER QUALITY AND RELIABILITY!

Russian industry emerging from recession, including power sector, has brought Izolyator new big orders. The third quarter of 2015 was marked with production volumes growth that reflected in increased purchasing.

In the few last months, we had a series of meetings with suppliers' representatives at Izolyator:

- Andrej Voronin, Commercial Director at Uralizolyator JSC in August;


- Murat Akar, Representative of the turkish ENPAY in September;
- Escelalo Ampofo, Sales Director EE at the finnish TT GASKETS in September.

Besides, Izolyator's delegation represented by D.Abbakumov, Deputy Commerical Director and V.Romanov, Head of Purchasing paid a working visit to ZAPEL, Polish manufacturer of electrical engineering porcelain that we have a history of friendly

contacts with. During the visit, we witnessed the impressive results of the plant reconstruction made about 3 years ago enabling ZAPEL to take leading positions among suppliers of porcelain.

We covered a number of commercial issues and outlined plans on mastering new products by the plant with a discussion on specific purchase volumes scheduled for the 4th quarter of 2016.

ZPE ZAPEL S. A. VISIT

ZPE 
ZAPEL S.A.
(company profile)

ZAPEL S.A., founded in 1939, is Poland's leading producer of low and high voltage porcelain insulators with a wide range of products including post and suspension line insulators, post and bushing station insulators as well as post, bushing and hollow apparatus insulators. The company boasts a wide range of custom-made products for producers of electric equipment, such as: hollow insulators for switches, capacitor break switches, transformer bushings and the like.

On 1 September 2015, Dmitry Abbakumov, Deputy Commercial Director and Vladimir Romanov, Head of Purchasing at Izolyator visited Zakłady Porcelany Elektrotechnicznej ZAPEL S. A. plant in Boguchwala, Poland.

On ZPE ZAPEL S.A. side, Izolyator representatives were welcomed by:

- Jacek Lesniak, Member of the Board;
- Wieslaw Hlipala, Production Director;

- Leonid Lisowskiy Sales and Marketing Manager.

Izolyator representatives made a tour of the production facility. The sides had a meeting where they discussed production

of porcelain insulators for Izolyator HV bushings of new types by ZPE ZAPEL S.A.

We wish to thank ZPE ZAPEL S.A. for their invitation and a warm welcome.



Dmitry Abbakumov (left) and Vladimir Romanov at ZPE ZAPEL S.A. in Boguchwala, Poland

PROCUREMENT PARTNERS

Kamyshlov plant Uralizolyator Ltd

(company profile)



Kamyshlov plant Uralizolyator Ltd is one of the largest manufacturers of electric engineering porcelain. The plant is a supplier to the leading HV products manufacturers for the needs of FSK UES Plc, RZhD Plc and large customers in the CIS. The plant's key product is electric engineering porcelain: cemented and non-cemented, high and low voltage, as well as heat-resistant insulators for various applications. Cordierite insulation of Uralizolyator production is supplied for the needs of the nuclear power industry.



Photo from official website of Kamyshlov plant Uralizolyator

TT Gaskets

(company profile)



A family company established in 1943, Tampereen Tiivisteteollisuus Oy TT Gaskets is one of the leading Nordic manufacturers of gaskets and shims. High-quality and customer-specific sealing solutions have led to successful co-operation with various industrial fields, such as the engine, valve, energy, metal, chemical, paper, pulp, marine, food processing, and plastics industries, as well as the environmental technology industry. Almost half of the products manufactured at the Tampere production unit are exported, mainly to the Nordic countries and Central Europe, but also to Asia and to North and South America.



Photo from Tampereen Tiivisteteollisuus Oy TT Gaskets website

ENPAY Transformer Components

(company profile)

Established in 1978, ENPAY has long been a world pacesetter in the transformer industry. Boasting an excellent reputation and market track record, ENPAY is a reliable partner that helps customers solve even the most complex technical problems.

Quality products & first class service

Since the day it was founded, ENPAY has grown steadily, attracting new customers on a regular basis by offering quality products matched with first class service. Exporting its products to 50 countries around the world, ENPAY has a solid reputation as a reliable and experienced supplier who delivers the right goods on time. ENPAY enjoys a worldwide leading position in the production of transformer components.



Photo from official website of ENPAY Transformer Components

THE PULSE OF THE COMPANY



FRIENDS, WE ANNOUNCE A CONTEST
FOR THE BEST PHOTO OF IZOLYATOR BUSHINGS!

We announce a photo contest!

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 substation, 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 ad-

vertising 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!

In Brief



Izolyator is the largest manufacturer of high-voltage bushings in Russia and the CIS.

A shorter version of Izolyator video has been created. Viewers will be able to receive information about the company's core values,

products and technology, principles of partnerships development in a short period of time.

The movie is made with original three dimensional graphics, just as the original one.

Izolyator's page on YouTube: <http://www.youtube.com/user/TheMosizolyator>

THE PULSE OF THE COMPANY

DIN EN ISO 9001:2008 CERTIFICATE IS RECEIVED IN THE RESULT OF THE QUALITY MANAGEMENT SYSTEM RECERTIFICATION AUDIT OF IZOLYATOR COMPANY ON 27-28 APRIL 2015



CERTIFICATE

Management system as per

EN ISO 9001:2008

Evidence of conformity with the above standard(s) has been furnished and is certified in accordance with TÜV PROFICERT procedures for



Massa LLC
77 Lenina st., Pavlovskaya Sloboda village
Istra district, Moscow region, 143581
Russia

scope:

design, manufacturing and servicing of
high voltage bushings and apparatus

Certificate registration No. **73 100 1775**

Certificate valid from 2015-07-09 to **2018-05-15**

Audit report No. 4291 9370



o. Maib
Darmstadt, 2015-07-09
Certification body of TÜV Hessen
– Head of Certification body –

Izolyator corporate edition



Izolyator’s pilot edition saw light in 2013, and today it is a comprehensive periodical providing information on practically any aspect of the company’s activities.

The regular columns are dedicated to actual events in cooperation development with enterprises of power and power engineering industries of Russia and CIS countries, our strategic partners overseas – leading global OEMs of advanced power equipment and largest power grids.

A distinctive feature of this edition is direct speech from our management and specialists who generate the actual news and participate in events. You can find out about the company divisions’ activities and corporate life from the Success Factors and Pulse of the Company columns.

We sincerely hope the published materials sparkle interest from the public and offer you subscription to Izolyator corporate edition. In order to subscribe please apply in free form to adv@mosizolyator.ru stating **Izolyator Subscription in the Subject field and including your full mailing address with the zip code.** From this moment on you will be receiving all new issues and special editions of Izolyator.

We are looking forward to your applications!



COMMERCIAL DIVISION OF IZOLYATOR COMPANY

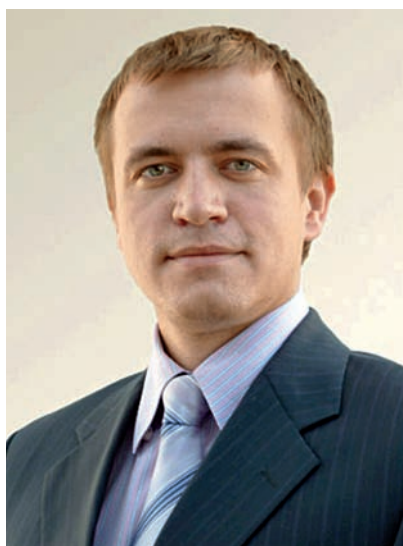


Our mission is to create basis for stable and sustainable power supply. We can achieve this goal only with common effort in close cooperation, joint creation and development.

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 Advantages



 118 years of experience behind our back, we are the most experienced manufacturer of high-voltage bushings in the world (> 500 000 pcs produced)

 Full range of HV bushings 12 - 1150 kV available

 More than 15 year experience of RIP bushings manufacture

 Design and develop innovative products

 Strive for constant product improvement

 Supply reference all around the world

 Company and products recognized worldwide

 Clients' interests are the main goal in our work

 We are always open to cooperation

 We stand by modern approaches to partnership and cooperation

 We are a professional team

 We render a complete services range:

- Design
- Production
- Testing
- Warranty and post warranty service