

IZOLYATOR *120 years*

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

SPECIAL ISSUE #2/2016



VIETNAM - RUSSIA: A NEW STAGE OF STRATEGIC PARTNERSHIP



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IVAN PANFILOV,
Commercial Director
at Izolyator

Traditionally, Vietnam has been a reliable partner to Russia in the international policy. The Governments of the two countries are carrying out multibillion projects. This fact is a strong fundament for private investment in the economy of the country. Traditions of friendship and understanding, established more than half a century ago, serve as a basis for progressive promotion of Russia-Vietnam relations.

The contacts between the countries promote bilateral exchanges, expansion of the traditional interaction in the dynamically developing Asian Pacific region and in the global arena.

The most efficient cooperation between the countries has developed in fuel and energy sector. Positive experience has been gained in the constructoin of power facilities.

Actively developing cooperation between Russia and Vietnam in power industry encouraged Izolyator to set up business ties with representatives of complete power equipment manufacturers and grid companies in Vietnam. Izolyator holds it an important achievement to resume and develop dialog with Vietnam represented by the Ministry of Industry and Trade of Vietnam, EVN power corporation, Dong Anh Electrical Equipment Corporation JSC transformer plant.

VIETNAM - RUSSIA: A NEW STAGE OF STRATEGIC PARTNERSHIP



«The Russian Federation and the Russian friends do not only mean economic relations. We have deep feelings to the Russian people and Russia. Therefore, I believe we will agree on further improvement of our relations with the Russian Government and take them to a new level».

Prime Minister of the Socialist
Republic of Vietnam Nguyen Xuan Phuc

«Russia and Vietnam have traditionally fiendly relations. The bilateral cooperation in trade and economy, industry and energy, science and culture is dynamically developing. I am confident that our active work on the Government level will create conditions for exection of high-scale Russia-Vietnam economic and investment projects.

Prime Minister of the Russian Federation
Dmitry Medvedev

Russia and Vietnam intend to increase trade turnover fulfilling current investment projects and with the parallel launch of free trade zone with the EEU. More payments will be made in national currencies.

In May 2016, Prime Minster Dmitry Medvedev and his Vietnamese colleague Nguyen Xuan Phuc, who made his first visit to a foreign state in this post, held talks in Moscow.

The delegations of the two countries discussed key aspects of relations, power industry being a strategic area for a number of decades. Joint ventures of the countries are engaged in hydrocarbons deposits development on the continental shelf of Vietnam and in Russia.

To develop cooperation further in the result of the talks, companies of the two countries signed

several new agreements. The Governments shared opinon that every effort is required to make the trade turnover growth more tangible. First of all, fulfilment of the existing investment projects would be required. New projects, especially in power industry, would have state support. Secondly, launch of a free trade zone is required, which is already legally existent between the Eurasian Economic Union and Vietnam.

The interest to the markets of the countries of Asia Pacific region is also shown by many states of the world. Thus, the Trans-Pacific Partnership uniting several dozens countries has recently appeared. Dmitry Medvedev believes it will function according to the generally accepted norms.

PARTNERSHIP DEVELOPMENT WITH THE REPUBLIC OF VIETNAM

Track Record of Cooperation

In 2014 and 2015, during business trips to Vietnam, Izolyator held a number of important meetings with state officials, management of power companies and industrial enterprises of Vietnam.

MINISTRY OF INDUSTRY AND TRADE OF VIETNAM

In 2014 Izolyator took part in the largest multi-industry exhibition in Southeast Asia VIF 2014, during which Izolyator's Ivan Panfilov and Natalia Mazova met with Mr. Nguyen Cam Tu Deputy Minister, Head of the Executive Office of the Government on Negotiations at the Ministry of Industry and Trade of Vietnam.

Nguyen Cam Tu expressed interest in experience sharing between the two countries, implementation and application of innovative technologies and invitation of Russian OEMs to the market of Vietnam.

In November 2015, Izolyator representatives had the honor to meet Deputy General Director on Energy at the Ministry of Industry and Trade of Vietnam — Mr. Le Tuan Phong.

The meeting participants discussed key aspects of interaction between Russia's and Vietnam's sides.



The Ministry of Industry and Trade is a government body in Vietnam responsible for promotion, control, regulation and growth of industry and trade.

VIETNAM ELECTRICITY

In 2014 during Izolyator visit to Vietnam, a trilateral meeting with top management of power corporation EVN, Russian trade mission in Vietnam and Izolyator was held.

EVN Corporation expressed readiness to render every possible assistance in promotion of innovative technologies and Izolyator products in the market of Vietnam and recommended to commence dialog with the leading transformer manufacturers Dong Anh electrical Equipment Manufacturing and Thu Duc Electro Mechanical.

Izolyator representatives made the next visit in April 2015. They had an idea to use the existing experience between EVN and Izolyator and many years of successful cooperation between Izolyator and FGC UES JSC and to organize a trilateral meeting of EVN, FGC UES and Izolyator.



The state power company of Vietnam — Vietnam Electricity (EVN) is fully responsible for transmission and distribution of electric power in the country.

EVN NATIONAL POWER TRANSMISSION CORPORATION

During its visit to EVN NPT in April 2015, Izolyator as a key partner of FGC UES JSC offered the Vietnamese side assistance in setting contacts and organization of future meetings in Vietnam as well as search of reliable Russian high-voltage equipment manufacturers.



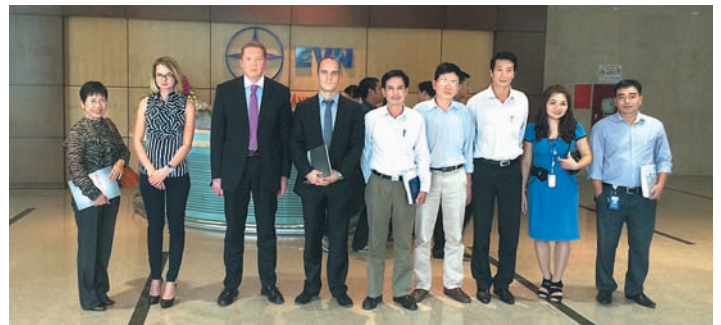
EVN National Power Transmission Corporation (EVN NPT) was founded on 1 July 2008 as reorganization of four power transmission companies #1, 2, 3, 4 and three project management office — Northern, Central and Southern.



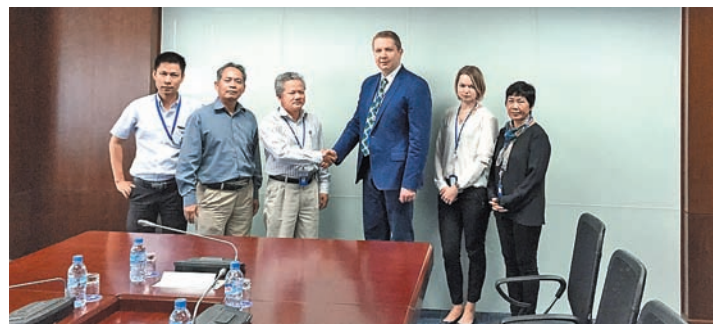
Meeting participants in the Ministry of Industry and Trade of Vietnam in 2014



Meeting at the Ministry of Industry and Trade of Vietnam in November 2015



EVN meeting participants in 2014



Meeting at EVN in April 2015



Meeting participants at EVN NPT in April 2015

EVN NORTHERN POWER CORPORATION

In April 2015, Izolyator representatives were received at EVN NPC.

During the talks, Izolyator made its corporate presentation introducing key products. The sides discussed cooperation prospects making a special focus on transition from OIP to RIP technology in power facilities of Vietnam.



EVN National Power Transmission Corporation (EVN NPT) was founded on 1 July 2008 as reorganization of four power transmission companies #1, 2, 3, 4 and three project management office — Northern, Central and Southern. The company objectives are to ensure secure, uninterrupted and reliable power transmission for economic, political, social, defense and national security activities as well as the power market in Vietnam.

EVN HANOI

In April 2015, Izolyator made a technical seminar at EVN Hanoi with participation of Russia's trade mission in Vietnam. The plant made detailed and informative presentations with sharing opinions and mapping future cooperation priorities.



Power Corporation of Hanoi was founded by resolution #738/QĐ-BCT of 5 February 2010 of the Ministry of Industry and Trade of Vietnam under the auspices of Vietnam Electricity.



Participants in the meeting at EVN NPC in April 2015



Attendees of Izolyator seminar in Power Corporation of Hanoi in April 2015



In the switch room of Hoa Binh HPP. April 2015

HYDROPOWER PLANT HOA BINH

In April 2015, Izolyator representatives visited Hoa Binh HPC, mainly 550 kV and 220 kV substations, turbine room and held a meeting with the chief of 550 kV substation.

As the power plant was built during the soviet years with invitation of Russian specialists, almost all of its equipment is Soviet-built.

Oil-in-paper bushings made by Izolyator during Soviet years have served well up to now on power facilities of Vietnam.

Izolyator representatives offered to make routine replacement of bushings at substations for uninterrupted power plant operation since the time in service of some of the OIP bushings exceeds 30 years despite their flawless operation.

In November 2015, with support of Dong Anh Electrical Equipment Corporation Izolyator representatives visited Hoa Binh HPC again. The talks resulted in agreement on information provision by Hoa Binh HPC about operated bushings for technical evaluation by Izolyator with subsequent report on their current condition. This would be used for scheduling power plant modernization program.



Hydropower plant Hoa Binh Hydro-power Company (Hoa Binh HPC) is the largest in Vietnam and the entire Southeastern Asia on a par with Son la HPP. The plant is located on the river Da in Hoa Binh province. The dam is 128 m high (420 ft) and 970 m long (3182 ft).

FALAI THERMAL POWER PLANT

During their visit to Falai TPP in April 2015, Izolyator representatives saw bushings of their brand that had been in operation for over 30 years. Oil-in-paper bushings in 220 kV transformers are operating uninterruptibly and faultlessly. However, with many years spent in service they would still require to be replaced in the nearest time.



The largest in Vietnam power plant on coal was built by Electricity Vietnam (EVN). The 600 MW Falai TPP is located approximately 65 km to the North East of Hanoi, it cost 540 mln USD.

DONG ANH ELECTRICAL EQUIPMENT CORPORATION

In 2014 Izolyator representatives visited Dong Anh Electrical Equipment Corporation (EEMC).

In the result of the meeting, the plant confirmed readiness to transition to bushings with solid RIP insulation asking Izolyator to develop a range of high-voltage bushings according to the requirements of the plant.

During their next visit in April 2015, Izolyator representatives saw the plants production and familiarized themselves with transformers production process.

Dong Anh Electrical Equipment Corporation is rapidly developing and expanding its production capacities, which is demonstrated by construction of a new assembly shop of 500 kV transformers.

In November 2015, the sides signed a contract for delivery of the first lot of 220 kV bushings for Hoa Binh HPC. Presently, those bushings are delivered and successfully tested by EEMC.

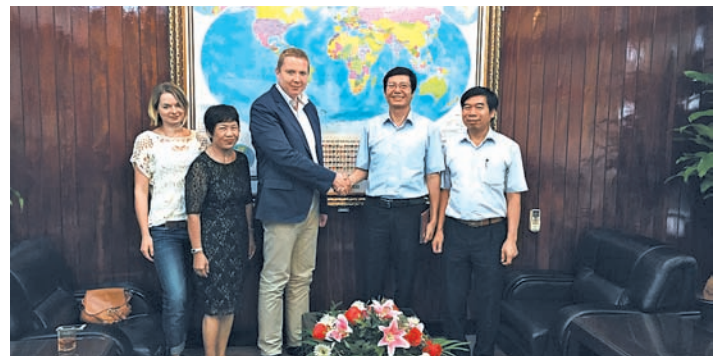


Dong Anh Electrical Equipment Corporation (EEMC) has many year traditions and large experience in design, production, supply and maintenance of power engineering equipment for the national grid.

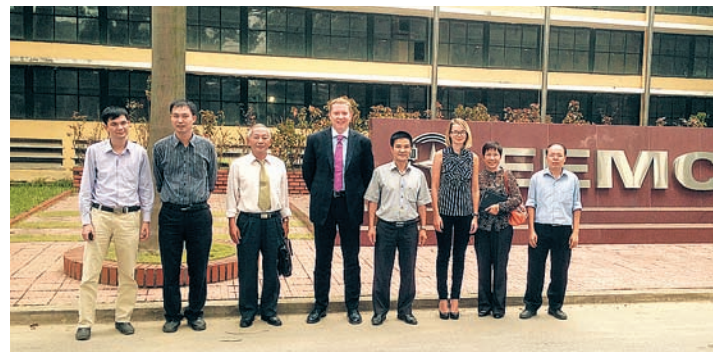
In the results of the meetings, all sides confirmed their interest in continued cooperation and expressed readiness to share experience between Russia and Vietnam in the area of innovative technologies implementation in the systems of power transmission and distribution.



Meeting at Hoa Binh HPC in November 2015



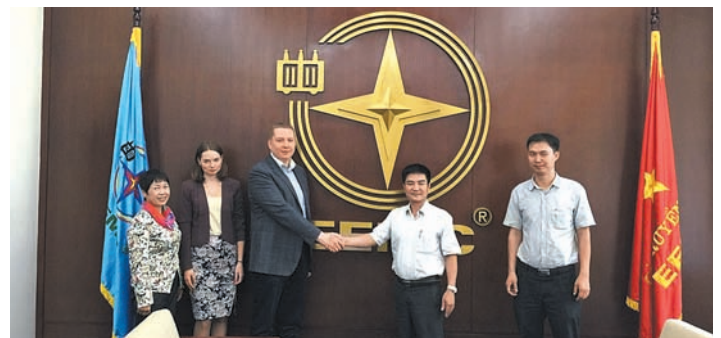
Meeting at Falai TPP in April 2015



EEMC meeting participants



Transformer production tour at EEMC plant in April 2015



Meeting with EEMC in November 2015

Russia — Vietnam Cooperation in 2016

Ivan Panfilov, Commercial Director and Dmitry Mashinistov, Head of SVN-Service at Izolyator visited industrial grid and generating companies in Vietnam. The visit was organized with support from representatives of Industrial Equipment and Material Joint-Stock Company — Izolyator partner in Vietnam

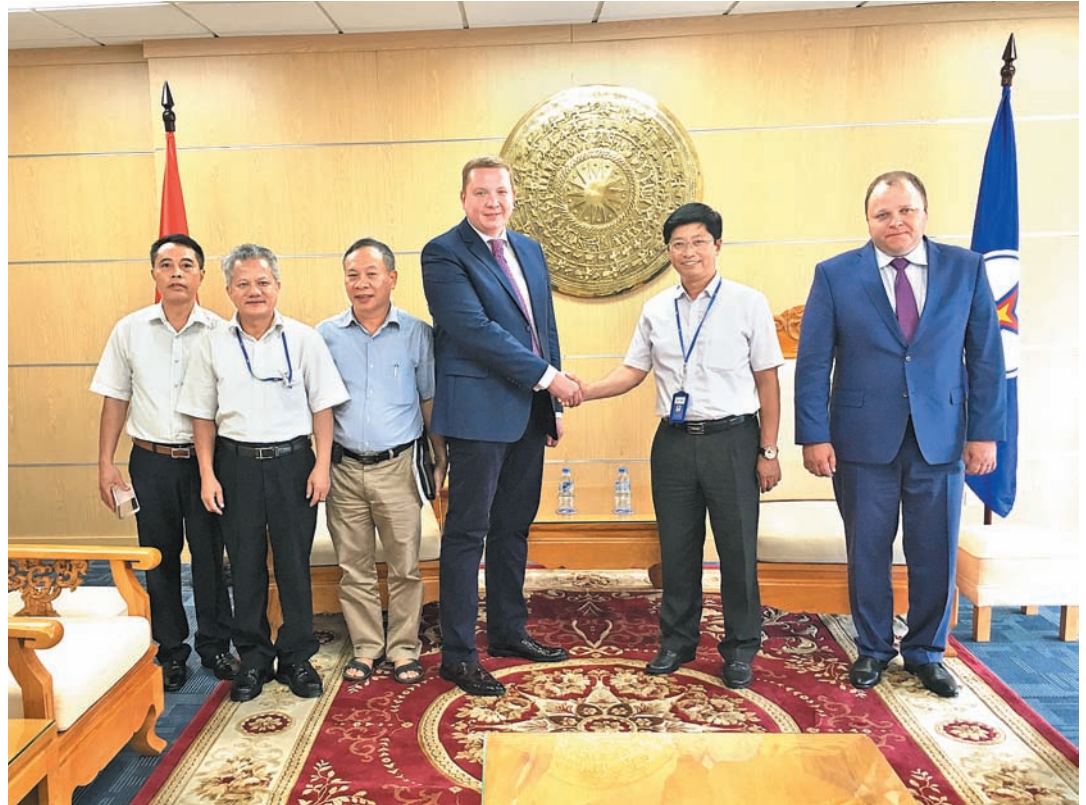
VIETNAM ELECTRICITY

During the meeting, EVN representatives informed that Izolyator bushings received a high rating in EVN, so the corporation intends to use them in its new projects by including in the EPC contracts terms.

The sides expressed shared desire to start implementation of innovative technologies in the power industry of Vietnam, which meets general tendencies and dynamics of Russia-Vietnam economic cooperation.

EVN NATIONAL POWER TRANSMISSION CORPORATION

During the talks, EVN NPT representatives expressed interest in cooperation with Izolyator in regard to identification of remaining service life of high-voltage bushings and their replacement as the first of them were installed 25-30 years ago. In order to do so, EVN NPT will provide relevant data including transformer types, their technical features and time in service. Dang Fang Tuong, Chairman of the Board



Meeting at EVN

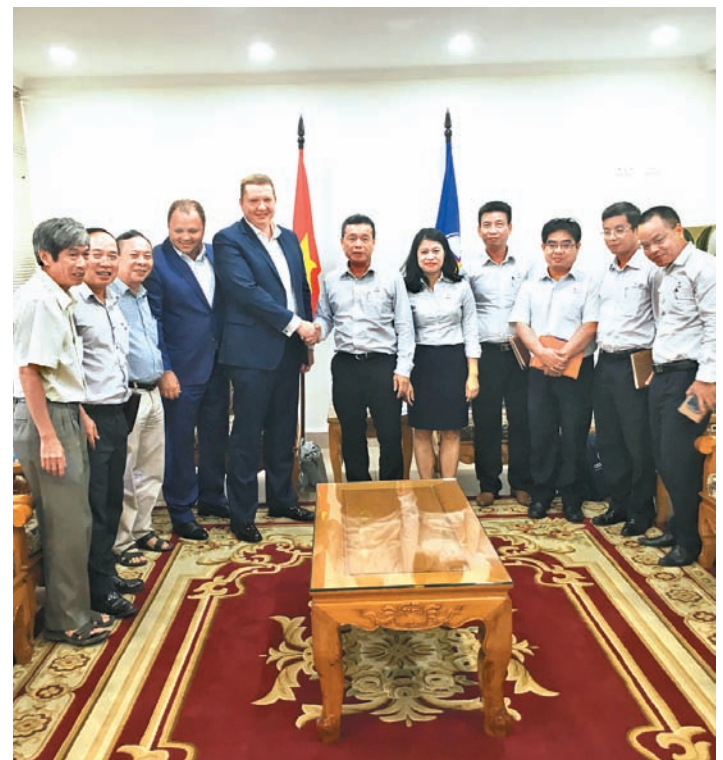
of Directors at EVN NPT confirmed intention to take practical steps

in cooperation set up with the Russian Federal Grid Company and

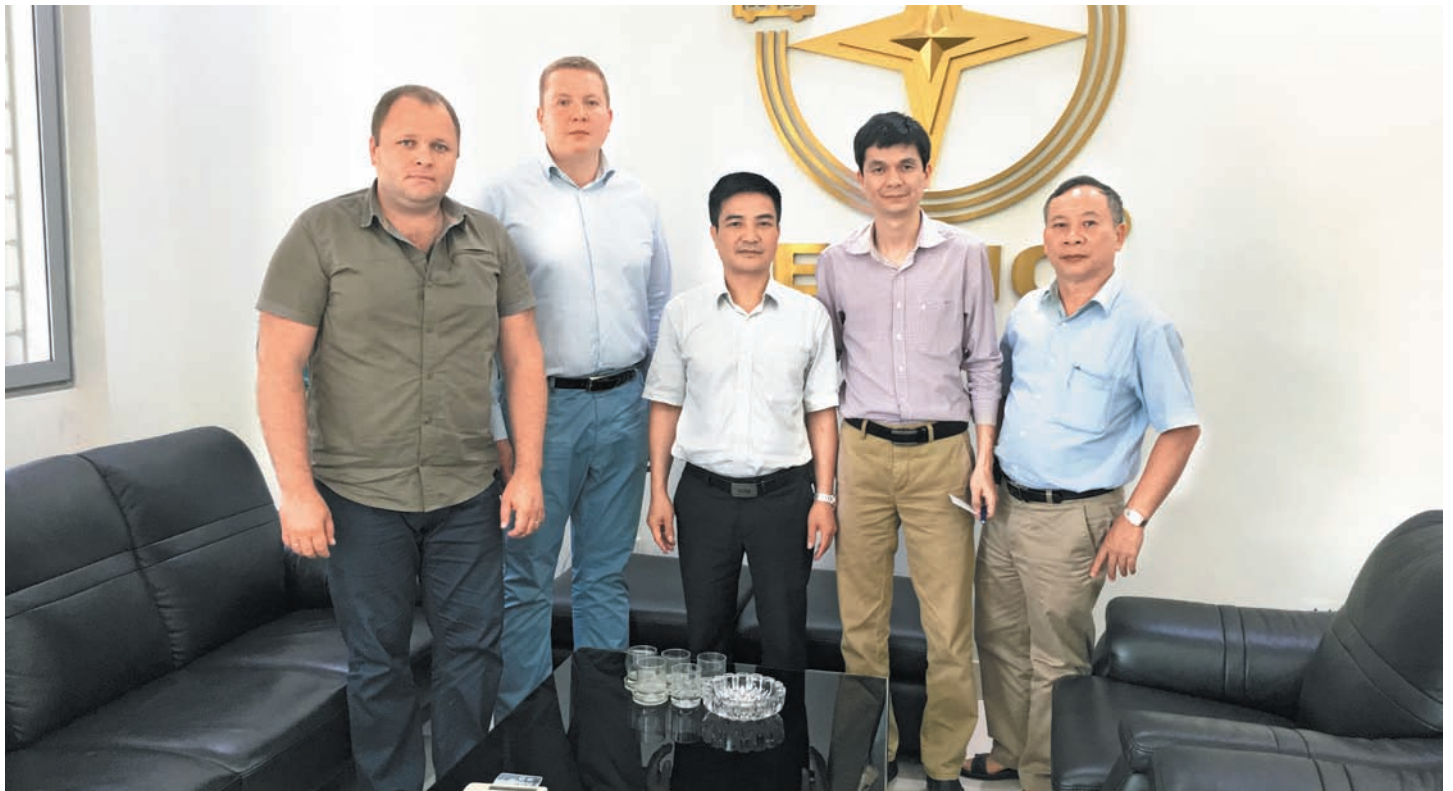
Izolyator in 220 kV substations operation experience sharing.



Meeting with EVN NPT top management, L-R: Dmitry Mashinistov, Ivan Panfilov, Dang Fan Tuong



Participants of EVN NPT talks



EEMC meeting participants

DONG ANH ELECTRICAL EQUIPMENT CORPORATION

During the visit, the sides shared operational experience of high-voltage bushings with various types of internal insulation and discussed advantages and prospects of RIP insulation application in the power equipment made by EEMC.

The sides came to a uniform opinion to strengthen and develop cooperation. For instance, Izolyator will provide additional information on technical and operational aspects of RIP bushings application.

VIETNAM OIL AND GAS GROUP

Izolyator made a corporate presentation and introduced advantages and positive experience in RIP bushings operation in the largest power corporations. The sides considered various cooperation direction during the talks, for example, forms of Izolyator's participation in such PVN's projects as Long Phu —1 thermal plant erection. PVN representatives laid down conditions for ordered equipment that Izolyator's products fully meet.



Talks at EEMC



Meeting at PVN



Vietnam Oil and Gas Group is a state Vietnam company that is well known in the world by its international name Petrovietnam (PVN). Petrovietnam is a powerful financial group.

IZOLYATOR BUSHINGS HAVE SERVED FOR OVER 30 YEARS IN VIETNAM

Bushings with OIP insulation made and supplied by Izolyator in the past have been in operation over 30 years.

In summer 2016 Izolyator delivered the first 220 kV RIP bushings to Hoa Binh HPC



Meet one of many labor dynasties of Izolyator! Victor Kiryukhin, Head of Design Bureau and Natalya Kiryukhina, Lead Design Specialist created high-voltage OIP bushings that serve in the power facilities of Vietnam today. Their son Pavel Kiryukhin, Deputy Chief Designer develops innovative RIP bushings for modernization and development of power grid in Vietnam. Thus, from generation to generation we hand down the traditions of quality and reliable equipment manufacturing.

For Many Decades Izolyator Has Delivered Reliable and Durable Equipment for the Power Industry of Vietnam

During the visit to the power plant in 2016, Izolyator representatives examined equipment and the installed 110 and 220 kV bushings. In most cases those are OIP bushings made and supplied by Izolyator in the past with 30 and more years in operation.

In connection with that fact, Izolyator suggested to run evaluation of the technical condition of each bushing analyzing values of electric measurements and physical and chemical parameters provided by Hoa Binh HPC for replacement with RIP bushings.



At the substation at Hoa Binh HPC

Izolyator would like to express deep gratitude to the Director of Hoa Binh HPC Nguyen Van Minh and the entire plant's staff for the fruitful cooperation and the first delivery of high-voltage RIP bushings to Vietnam for the needs of the power plant.

The overall high level of the plant operation and equipment maintenance are worth a special mention. We sincerely hope to see our cooperation continued to secure fault free operation and maintain reliability of the equipment installed in Hoa Binh HPP.

Cooperation With Vatco



Participants in meeting at Vatco

On the side of Industrial Equipment and Material Joint-Stock Company, the visitors were welcomed by Tran Van Son, Chairman of the Management Board, Pham Phuc Nguyen, Director, Nguyen Viet Hung, Deputy Manager of Technical Department.

In the result of the talks Vatco received the status of Izolyator's Partner on the power engineering products market of Vietnam.

In the frame of the partnership agreement, Vatco will provide market information on the trends and indicators of the power equipment market in Vietnam with the primary focus on the market of HV bushings.

Also, with the approval of Izolyator, Vatco will be prepared to set up direct business contacts with consumers of high-voltage bushings — power and industrial enterprises of Vietnam — and promote long term cooperation with them.

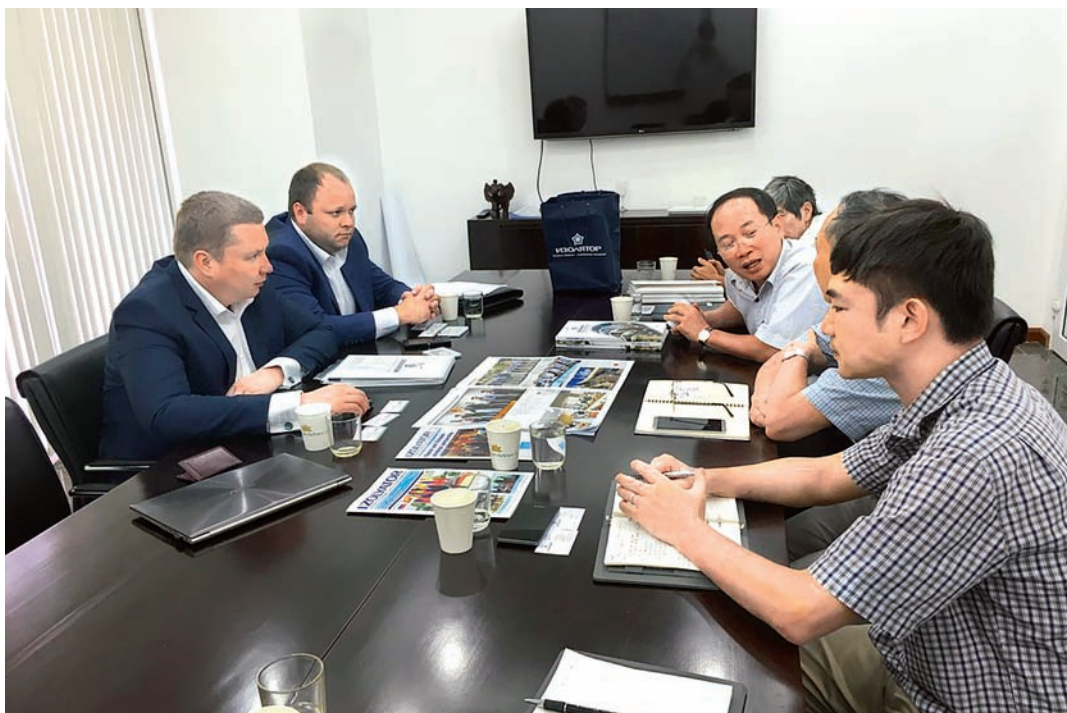
In its turn, Izolyator assumes obligations to deliver all required information about RIP bushings design and technical features and 15 year operational record in various geographic and climate conditions. The company will also organize Vatco representatives' training at Izolyator plant and promote business contacts set up, direct exchanges and cooperation with lead-

ing power companies of Russia and Vietnam.

We wish to thank Industrial Equipment and Material Joint-Stock Company for the support and a strong interest in active cooperation for the good of the power industry of Vietnam!

VATCO

Industrial Equipment and Material Joint-Stock Company (Vatco) is a leading supplier of materials, equipment, parts for hydraulic and thermal power plants built in Vietnam with participation of the Soviet Union and a reliable supplier of equipment for power stations from developing countries.



Talks at Vatco



PHAM PHUC NGUYEN,
Director Vatco

Based on the vast experience of Izolyator in business relations development across many countries of the world, our corporation was pleased to accept Izolyator's proposal to represent the interests of this company on the power market in Vietnam.

In the result of talks with Izolyator representatives, we formed some understanding of the business system and approaches to doing business in Vietnam with the Russian manufacturers and described current situation in the power sector of Vietnam.

In the frame of our partnership, we will analyze and provide relevant information about condition, trends and parameters of Vietnam's market of high-voltage bushings and set up business relations with power grids and electrical engineering products in Vietnam.

We appreciate Izolyator to the trust and we will do our best to develop our business relations.

EVN NPT's Official Visit to Russia

In October 2016, a group of EVN NPT representatives, led by Dang Phan Tuong paid an official visit to Russia. The agenda included a top level meeting at FGC UES PJSC, a visit to one of Federal Grid Company's facilities and a visit to Izolyator.



DANG PHAN TUONG,
Chairman EVN NPT



NGUYEN TUAN TUNG,
Vice President EVN NPT



LUONG LAN DUNG,
Director International Relations EVN NPT



DO DUC HUNG,
Director Planning EVN NPT



LE TUAN ANH,
*Office of Board of
Directors EVN NPT*



PHAM LE PHU,
*Director Power Transmission
Company No 1*

We would like to thank EVN NPT representatives for visit to Russia and a tangible input in Russia-Vietnam cooperation!



VO DINH THUY,
*Director Power Transmission
Company No 4*



NGUYEN DUC TUYEN,
*Director Central Power Project
Management Board*



DOAN TAN PHONG,
*Director Southern
Power Project Management Board*



HOANG XUAN PHONG,
Director Power Transmission Company No 3



PHAM PHUC NGUYEN,
CEO of VATCO JSC



VU QUOC THAI,
Project Manager of VATCO JSC



EVN National Power Transmission Corporation (EVN NPT) was founded on 1 July 2008 as reorganization of four power transmission companies #1, 2, 3, 4 and three project management offices — Northern, Central and Southern. The company's goals are to ensure secure, uninterrupted and sustainable power transmission for economic, social, defense and national security objectives and for Vietnam's electric power market, to preserve and develop EVN's capital invested in EVN NPT.

DIALOG BETWEEN POWER GRIDS OF RUSSIA AND VIETNAM

In accordance with the agenda, representatives of EVN NPT and Izolyator, led by Alexander Slavin-

sky, Chairman of the Board of Directors, arrived at FGC UES's headquarter. Andrey Murov, Chairman of

the Board of Directors, welcomed the guests. The businessmen discussed bilateral cooperation be-

tween the power grids in development of high-voltage networks. The sides, for instance, shared expe-



Participants of the trilateral meeting at FGC UES



Mr. Andrey Murov and Mr. Dang Phan Toung



Giving present



Mr. Andrey Murov



Mr. Dang Phan Toung

rience in construction and operation of 220 — 550 kV main power transmission lines, domestic high voltage equipment application in power facilities.

The sides also spoke about support of power equipment OEMs and possibility of FGC UES's participation in a project to evaluate current condition of the power grid in Vietnam. Federal Grid Company expressed readiness to provide information support and share experience in high-voltage networks management.

FGC UES management, based on many years of successful cooperation, confirmed the high quality and innovative value of Izolyator products recommending it as a reliable strategic partner for development of the national power grid of Vietnam and other countries.



ENN NPT representatives at the meeting at FGC UES



Discussing on the sidelines of the trilateral meeting



EVN NPT representatives actively engaged in the dialog



Dr. Alexander Slavinsky



Reading through materials of the meeting



FGC UES representatives

EVN NPT representatives' visit to Russia is a result of a large organizational, technical and commercial work of Izolyator, which actively promotes integratoinal processes in the world's power industry by pursuing a consistent policy of initiating partnership between leading power corporations of Russia and other countries. Thus, ealier the company established contacts and started cooperation with the largest state power grids: Power Grid Corporation of India Limited in India and Elia in Belgium.



FGC UES representatives are reading materials provided by Izolyator



Talking about strategic topics



Interested dialog went on throughout the whole meeting



Sharing experience between grid companies of Russia and Vietnam openly



Much attention was given to all aspects of international cooperation



The meeting went in a friendly working atmosphere

We would like to thank FGC UES PJSC for organization and active engagement in the international dialog!



The public joint stock company Federal Grid Company of the Unified Energy System (FGC UES PJSC) is a daughter company of Rosseti PJSC. It was established in accordance with the program of the Russian Federation power industry reformation as the managing organization of the Unified National Power Grid with the purpose of its preservation and development. The Unified national power grid is recognized as national property and a safeguard of power security of the state. The main part of it is the unified national power grid, including a system of main power transmission lines connecting together majority of the regions, and appearing as an element of the country's integrity. So, to preserve and develop it, ensuring unity of technological management and the government policy realization they provided for creation of FGC UES.



ALEXANDER SAVINOV,
Director of Strategic Sales

The delegation of power men from Vietnam visited one of the newest and most modern facilities of Federal Grid Company, which was built in record time, Gribovo 750 kV substation located in Volokolamsky region of the Moscow Region.

The substation territory occupies 29.35 ha. The design capacitance of the facility is 4550 MVA. Only the most advanced domestic and foreign engineering products were used to build it.

The guests were received by Mger Tadevosyan, Substation Chief who showed this fully automated substation with monitoring system in place to control equipment operation in real time.

Presently, it is one of the largest in Russia power center by the total transformer capacity and quantity of connections of various voltages. The visit became a result of many years of work of our company both with Russian power men and international partners.

Visit to 750 kV Gribovo Substation

The next point of agenda of the Vietnam's delegation became visit to one of the largest new generation substations of FGC UES JSC — 750 kV Gribovo SS in the Moscow Region with total installed

capacitance 4552 MVA. The guests were received by the substation management and operational staff.

While making a tour of the substation, EVN NPT representatives

received all required clarifications and witnessed the advanced design, reliability and high operational efficiency of Izolyator bushings serving at one of the most important facilities of the federal grid.



Participants of the tour at Gribovo SS



Substation staff members arranged for detailed introduction to operating equipment



The guests showed remarkable interest



The guests are getting answers on all questions of interest



Automation system



The guests are getting familiarized with modern power equipment



Mger Tadevosyan (R - forefront) gave an exceptionally qualified and knowledgeable excursion

We would like to thank Gribovo staff for warm welcome and detailed introduction to the operating equipment:

- Mger Tadevosyan, Chief
- Maxim Lapin, Deputy



The staff of Gribovo substation counts 19 people, two employees per shift. The equipment is controlled from one dispatcher station where the territory, weather, substation layout, switchyard and primary equipment, voltages, currents are shown on monitors.



NATALIA MAZOVA,
*International Business
 Development Manager
 at Izolyator*

Izolyator has a large and successful experience in initiating and developing relations on the power market in many countries. Cooperation with leading players on Vietnam's power market and the key high-voltage transformer plants is a recent example. Based on our positive experience with asian partners, Izolyator management took a decision to develop large-scale economic ties with Vietnam.

The high quality, modern technical level and competitiveness of Izolyator products on the global market of power engineering products as well as the strategy of innovative development create a reliable and solid basis for efficient development of economic ties between Izolyator and Vietnam.

In the result of our meetings in Vietnam and Russia, all partners confirmed their interest in cooperation expressing intention to expand experience sharing between the countries in regard to application of innovative products of Izolyator brand.

EVN NPT — Izolyator: Outlook of Cooperation



The closing event of EVN NPT representatives' visit to Russia was a meeting with the management and functional department leader at Izolyator plant.

The functional managers familiarized the guests with the company's activities, structure, trends of the Russian power market, international cooperation track record, the main results of partnership with the power and industrial companies of Vietnam, innovative solutions in development and manufacture of high-voltage insulating equipment.

The meeting was used for summarizing cooperation results, setting new targets and speaking about long term cooperation plans. The sides viewed a wide range of issues connected with equipping power facilities in Vietnam with modern, reliable insulating equipment.



EVN NPT representatives gave much attention to provided materials



The meeting opened with detailed report from Ivan Panfilov, Commercial Director of Izolyator



Yaroslav Sedov, Business Development Manager at Izolyator is making report



Andrey Shornikov, International Business Development Manager at Izolyator is reporting



Colleagues from Vietnam actively engaged in dialog

Izolyator Plant Tour



Participants in Izolyator plant tour

The receiving side organized a tour of Izolyator plant so the guests from Vietnam could familiarize themselves with the

advanced technologies of production and testing of high-voltage RIP bushings. The representatives highly appreciated the advanced

level of technology and production potential of the plant. In the closing remarks, both sides thanked each other expressing a firm

intention to develop mutually beneficial cooperation. The partners exchange presents and corporate souvenirs.



The guests showed strong interest to the equipment of the plant



Alexander Slavinsky together with leading specialists giving the tour



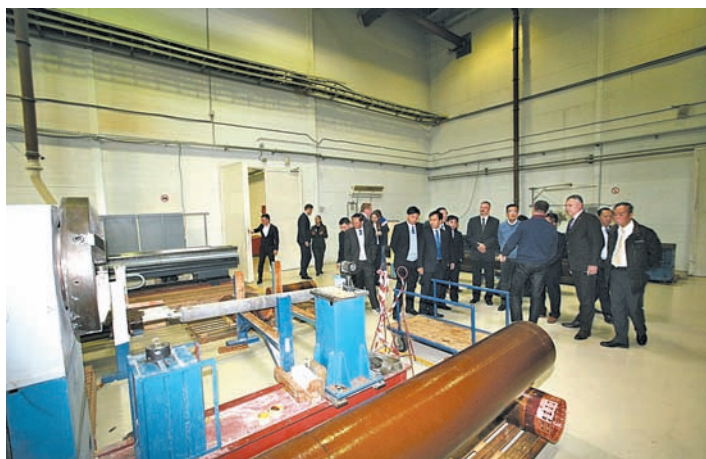
Introduction to the main stages of RIP insulation production



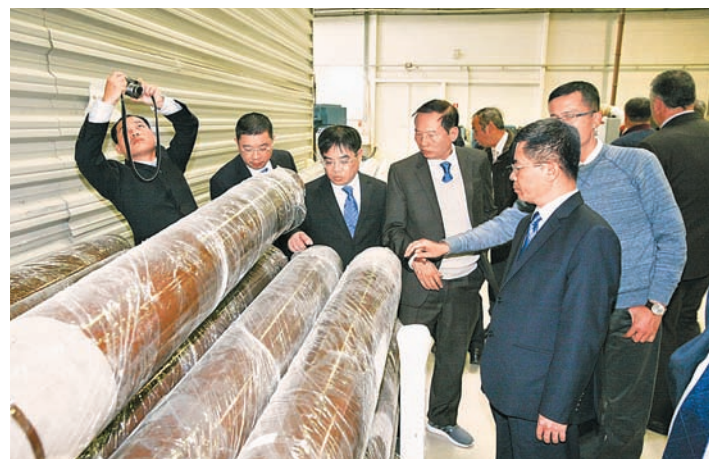
Seeing highly productive winding machine



In the internal insulation shop



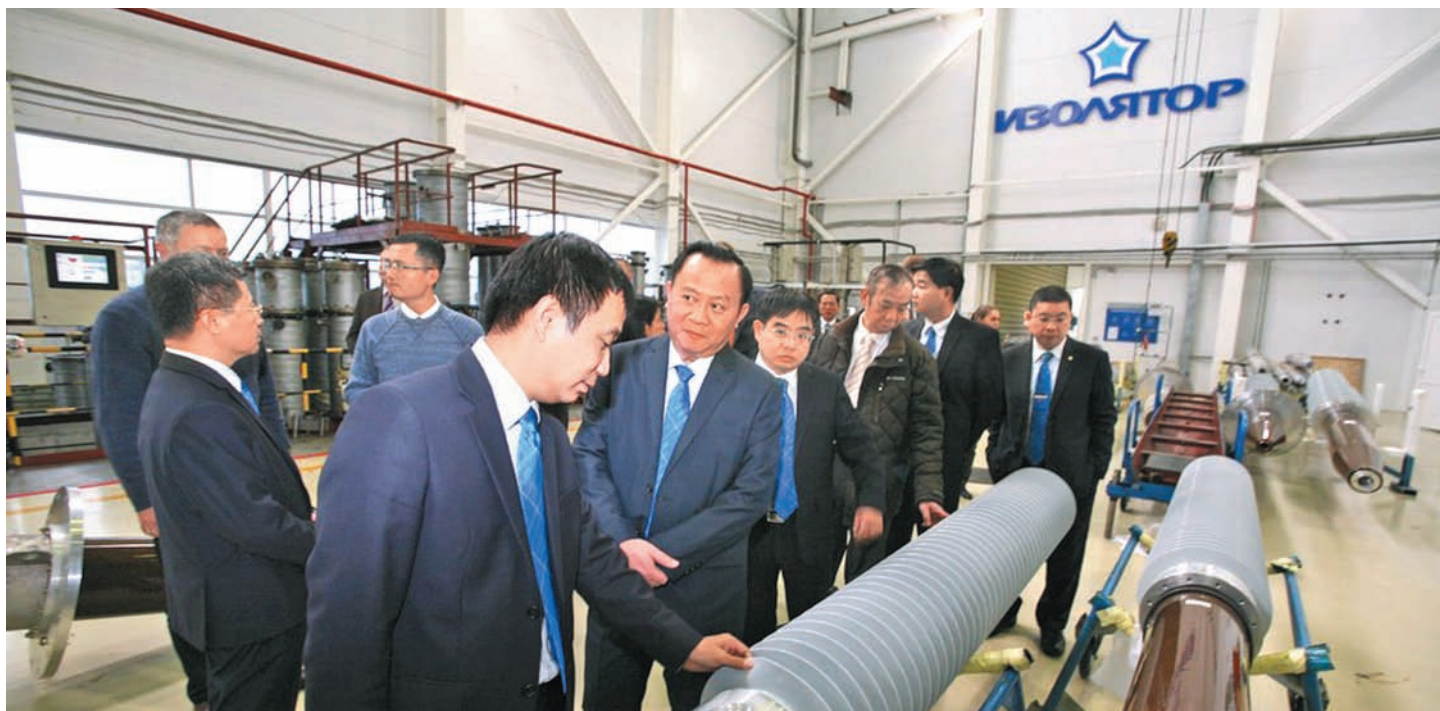
The tour follows stages of the production process cycle



The guests are studying RIP technology carefully



In the spotlight — casting moulds for external polymer insulation of bushings



Introduction of bushings with external polymer insulation



Assembly shopp



Packing finished products



The guests appreciated highly modern equipment and innovative technologies



At the Test Center



Silicone compounds casting station



220 kV bushings assembly shop



The guests received exhaustive answers to questions about design and production technology of Izolyator bushings

We wish to thank EVN NPT representatives for appreciation of the technological level and production potential of Izolyator plant!

Key Results of the Official Visit to Russia of EVN NPT Representatives

- EVN NPT and FGC UES shared experience and discussed bilateral cooperation and development of high-voltage grids;
- based on the years of cooperation, FGC UES confirmed the high quality and innovative value of Izolyator products recommending it as a reliable and strategic partner for development of the national power grid of Vietnam and other countries;
- EVN NPT representatives' visit to Russia came as result of a large organizational, technical and commercial work of Izolyator aimed at intergrational processes in the world's power industry;
- EVN NPT set up joint plans and targets for development of efficient and long term cooperation with the Russian partners;
- EVN NPT expressed a high opinion about advanced technology and production potential of Izolyator plant;
- All meetings participants expressed a shared opinion to continue dialog and cooperation.

Izolyator expresses personal thanks to every participant of the events!



FGC UES JSC:

- Andrey Murov, Chairman of the Board of Directors;
- Roman Filimonov, Temporary acting First Deputy Chairman of the Board;
- Vladimir Dikoy, Deputy Chairman of the Board — Chief Engineer;
- Pavel Korsunov, Deputy Chairman of the Board;
- Alexey Modolsky, Deputy Chairman of the Board;
- Nikolay Shvetz, Deputy Chairman of the Board;
- Semen Danilov, Temporary acting Strategy Director, Head of Department;
- Georgy Reshetnikov, Temporary acting Head of GR and Communications;
- Dmitry Vasin, Head of Subsidiary Management and Operational Efficiency Department;
- Kirill Lunin, Head of Power Equipment Technology Development Department;
- Dmitry Tiron, 1st Deputy General Director on Construction at CIUC UES JSC.



EVN NPT:

- Dang Phan Tuong, Chairman EVN NPT;
- Nguyen Tuan Tung, Vice President EVN NPT;
- Pham Manh Bieng, Chief Accountant;
- Luong Lan Dung, Director International Relations EVN NPT;
- Do Duc Hung, Director Planning EVN NPT;
- Le Tuan Anh, Office of Board of Directors EVN NPT;
- Pham Le Phu, Director Power Transmission Company No 1;
- Vo Dinh Thuy, Director Power Transmission Company No 4;
- Nguyen Duc Tuyen, Director Central Power Project Management Board;
- Doan Tan Phong, Director Southern Power Project Management Board;
- Hoang Xuan Phong, Director Power Transmission Company No 3;



VATCO:

- Pham Phuc Nguyen, CEO of VATCO JSC;
- Vu Quoc Thai, Project Manager of VATCO JSC



NATIONAL POWER TRANSMISSION CORPORATION
18 Tran Nguyen Han, Hoan Kiem, Hanoi, Vietnam
Tel: (84-4) 22206666 Fax: (84-4) 22204455

To : Izolyator Company
Attn. : Mr. Alexander Slavinsky
Chairman of the Board of Directors

Subject: *Thanking letter*

Hanoi, October 24th 2016

Dear Mr. Alexander Slavinsky,

First of all, I would like to acknowledge you of our safe and sound return trip.

I want to express the sincere thanks to you and your colleagues for your hospitality and kind arrangement to provide us such a pleasure and fruitful trip to your company in Russia.

Our meeting was successful. We have understood about the production lines in your factory, the advanced technologies applied for your products. I hope that we will have more chances to work together in the future.

Taking this opportunity, I would like to invite you and your colleagues to visit our headquarters in Hanoi to discuss on our future cooperation.

Sincerely yours,

Dang Phan Tuong
Chairman
Board of Directors



To: **EVNNPT**
Attn.: **Mr. Dang Phan Tuong**
Chairman
Board of Directors

Subject: *Thanking letter*

Moscow region, October 25th 2016

Dear Mr. Dang Phan Tuong!

First of all, Massa LLC – Izolyator Company on behalf of all the team would like to thank EVNNPT for the kind letter dated 24/10/2016.

Herewith Izolyator Company expresses its deep respect to National Power Transmission Corporation EVNNPT, and thanks EVNNPT delegation headed by Mr. Dang Phan Tuong – Chairman of the company for the visit on the territory of the Russian Federation.

We are confident that this visit will mark the beginning of cooperation between the Russia Federation and the Socialist Republic of Vietnam, especially in the sector of power transmission and distribution.

Massa LLC - Izolyator company gladly accepts Your invitation to visit EVNNPT headquarters in Hanoi to discuss future cooperation.

We are confident that the exchange of opinions and experience regarding all mentioned during the meeting issues will positively affect the development of the energy sector of both Vietnam and Russia.

Yours faithfully,
Chairman of the Board of Directors
Massa LLC – Izolyator Company

Dr. Alexander Slavinsky

77 Lenina st., Pavlovskaya Sloboda village, Istra district, Moscow region, 143581 Russia. Massa Ltd. Company
Tel.: +7(495) 727-3311 Fax: +7(495) 727-2766 E-mail: mosizolyator@mosizolyator.ru www.mosizolyator.ru



**We thank all partners for cooperation
development between power men
of the two countries: Russia and Vietnam!**

Cultural Exchanges are an Important facet of International Cooperation



The guests at the Red Square in Moscow



Getting to know historical architecture on the Kremlin territory



In the background — famous building of GUM



Lenin's Mausoleum



By the Tsar bell



Tsar Cannon in the background



Moscow Kremlin

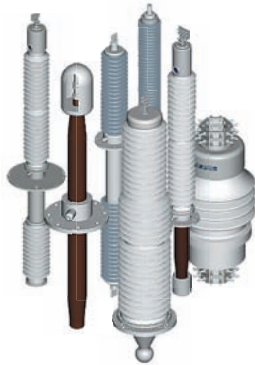
120 year



IZOLYATOR



PRODUCTION CAPACITY



12 000 BUSHINGS PER YEAR



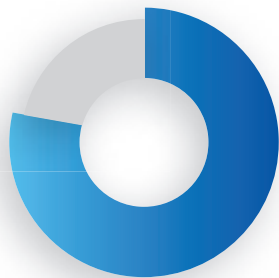
STAFF



MORE THAN **300** PEOPLE



MARKET SHARE
IN RUSSIA



70 – 80%



EXPORTS SHARE
IN SALES VOLUME



20%

