

EVENT REPORT

3rd Annual

SMARTUTILITIES

RUSSIA 2011

Modernising the Russian power sector –
from smart meters to smart grid

16-17 November 2011 | Moscow, Russia

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Dear colleagues,

Russia is the world's third largest consumer of energy, yet its distribution networks loses 12 percent of transmitted energy - worth \$10bn - every year. This has a huge economic impact, especially in view of the rising electricity consumption and a need to balance demand and supply and reduce power cuts. Moving towards a smart grid will be essential in securing the future energy supply.

On November 16-17, **246 smart energy professionals** gathered in Moscow for the 3rd annual Smart Utilities Russia event, discussing the roadmap towards the modernisation of Russia's power sector. The event, hosted by the Federal Grid Company, attracted representatives from leading Russian utilities, policy makers and technology providers, as well as international companies interested in the Russian market opportunities.

During the 2-day conference programme senior level industry experts shared their visions on key issues to overcome in creating a smart utility landscape.

Conference highlights include:

- Roman Nikolajevich Berdnikov, Deputy Chairman of the Management Board of **Federal Grid Company** presented his insights in the future direction of the electrical power system of Russia, including key objectives and future outlook
- Igor Kzhukhovskiy, General Director of the **Energy Forecasting Agency** presented an update on the regulatory framework for the new electricity market structure. He described an overview of the Energy Saving and Energy Efficiency law and the future direction of deregulated electricity markets, balancing needs of the energy supplier and consumer
- Michael Reshtakov, Department of New Technology, Megafon and Anishchenko Semen, Head of IT Support Department, **Lenenergo** discussed new frontiers in real time communication on the network and the benefits utilities can reap from the use of mobile technologies
- Vladimir Inozemtzev, Head of Department, Transport Energy and Energy Saving of **MRSK Holding** presented the project objectives of the PermEnergo smart meter rollout project, implementing 50,000 smart meters, a blueprint for Russia's mass rollout
- Alan Jones, Head of Technical Development, **Gazprom Global Solutions**, explored the duality of energy supply and the creation of gas smart grid; he also announced the first results of Gazprom's current smart gas projects.
- Anthony Walsh, of **ESB Networks** Ireland, Fabio Borghese of **Enel Distribuzione**, Italy and Gaia Gallotti of **IDC Energy Insights**, gave an overview of European experiences, know-how and key conclusions Russian utilities can draw from these.

Interested in the results presented? Please get in contact with us and order this year's conference proceedings.

Alongside the conference sessions, participants were able to explore new energy technologies, by visiting leading solutions providers like **Gazprom, Matrix, Ericsson, Fujitsu, ProSoft Systems, Landis+Gyr, Sanxing, Teradata, RVS, Iskraemeco, Maxim Integrated Products, Rusinvest, Fox IT, Yitran Communications Ltd and EnergopromServis** on the networking exhibition floor.

All in all the conference delegates zoomed in on all pressing issues, discussing the most up-to-date projects and technologies available to unlock an unparalleled business potential of Russian electricity reform.

We look forward to welcoming you again next year in Moscow. In case you have any further questions or comments, please feel free to contact us.

With kind regards,

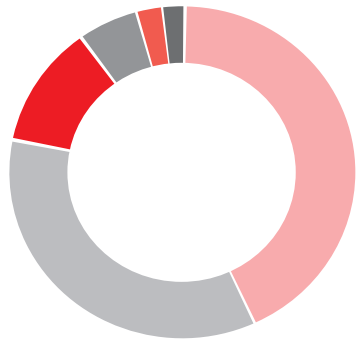
Elisabeth Brusse
Portfolio Director



Key Statistics

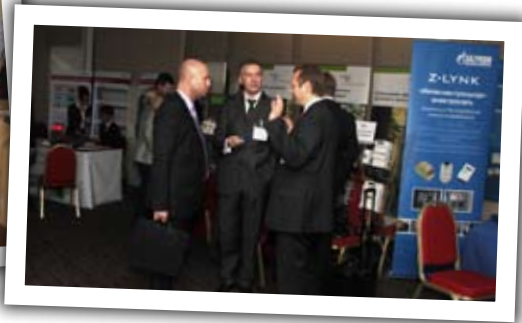
2011 Statistics

246 participants attended the conference and exhibition in Moscow, Russia on 16-17 November 2011



Industry	Count %
Utility	34.96%
Solution Providers	43.09%
Consultant	2.44%
Telco	2.03%
Press	5.69%
Other	11.81%

Jobtitles	Count %
C-Level	34.56%
Heads of Department	15.04%
Managers	17.48%
Business Development	4.07%
Engineers	8.54%
Press	4.88%
Other	15.45%



Testimonials

“One of the most important things provided at the event was the fact that 99% of the key people were there”

Alexander Panteleev, PowerTec Magazine

“For me, this event was very helpful and informative. A representative conference with the right format in combining the conference with an exhibition and discussion”

Vladimir Shikhin, GE Russia

“The conference was very lively with sufficient delegate participation and interesting companies attending. Well done!”

Alexey Lyakhov, Energostrim

“The conference was well organized and a good opportunity for new contacts and insights”

Kathrin Kehrer, Power Consult Kehrer

“Thank you for a great event and looking forward to see you next year!”

Olga Ilyashenko, Elster Metronica, OOO

“It was very interesting to hear the European experience in smart grid and very useful to meet potential clients and also peers from other vendor companies”

Ivan Grechnevnikov, Matritca

“Thank you for the opportunity to take part in the Smart Utilities event and for your support during Ericsson’s first time participation in the event. It was useful and we got some good contacts during it”

Nadezhda Preobrazhenskaya, Ericsson

“I appreciated the opportunity to meet foreign experts and discuss the problems of the industry in Europe-wide scale ... the diversity of discussed issues, a high scientific and professional level of the participants”

Eduard Naumov, NP Invel



List of Attending Companies

2N Telecommunications
 Akku Vertrieb, ZAO
 Alliander / Liander Infostroom
 Amplex A/S
 Balashikhinskaya Electroset
 Bogorodskaya Electroset
 Bolshoy Business Magazine
 Center of Nuclear Industry Technical Competence
 CJSC Optima Energostroy
 CJSC Proizvodstvenno-Logisticheskiy Centr
 Connode AB
 Dr. Neuhaus Telekommunikation GmbH
 Egorievskaya Elektricheskaya Set
 Electro Magazine
 Elgama-Elektronika
 Elinkom LLC
 Elster Gaselectronica
 Elster Metronica
 Embee LLC
 Enel Distribuzione Spa
 Enel OGK5
 Energetick Magazine
 Energoalliance
 Energomera
 Energopolis
 EnergopromServis
 Energosbitholding
 Energostrim
 Energy Forecasting Agency
 Energy Saving
 Energysecurity and Energysavings Magazine
 Engineering Centre Ergoauditcontrol
 EnVerv, Inc.
 ERDF
 Ericsson Innovation Russia
 Ericsson Northern Europe and Central Asia
 ESB
 Federal Grid Company
 Fortex, ZAO
 Fox-IT
 Frunze Plant
 Fujitsu Semiconductor Ltd.
 Gazprom Global Energy Solutions
 Gazprom Marketing & Trading France
 GC Optima Ltd.
 General Electric Russia
 GRPZ
 HP
 I2BF Global Ventures
 IDC Energy Insights
 IDGC of Center and Volga Region
 IDGC of the Urals
 IDGC of the Urala OJSC
 Incotex
 InterSystems
 Iskraemeco
 Itron
 Journal "Electroenergiya. Transmission and Distribution"
 Journal "Energo-info"
 JSC Ekaterinburg Electric Company
 JSC IDGC Holding
 JSC IDGC of Urals
 JSC Lenenergo
 JSC Moesk

JSC PH All Electrical Engineer
 JSC R&D Center for Power Engineering
 JSC System Operator of the United Power System
 Ksaon
 Landis+Gyr
 LLC PLT
 Lobnenskaya Electroset
 Macro Group
 Matritca
 Maxim Integrated Products GmbH
 MC Gorelectroset
 MES Centra
 Mobix Chip LLC
 Moscow United Electric Grid Company
 Mosenergosbyt
 MRSK Center
 NEPA
 NIK, LLC
 Ningbo Sanxing Electric co.,ltd
 NP Invel
 OAO Altayenergosbyt
 OAO Petersburg Energy Retail Company
 OJSC MegaFon
 OJSC Mobile GTES
 OJSC Mosenergosbyt
 OJSC Tyumenenergo
 OJSC FGK
 OOO Arstem-Energo Trade
 OOO MTE
 OOO NTC Mekhanotronika
 OOO RegionEnergoServis
 Power Consult Kehrer
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 Texas Instruments International (USA) Inc.
 Rusenergosbyt
 Rusinvest
 Siemens IT Solutions and Services LLC
 Siemens Programm- und Systementwicklung GmbH & Co. KG
 Sigma Telas
 Snitegroup GmbH
 Spring
 STMicroelectronics SA
 Systel Energouchet Ltd
 Systems And Technology, ZAO ITF
 Tekla
 TelePosition Project
 Teplovodokhran Ltd.
 Teradata
 Tess-Tyumen
 Trivia LLC
 VaasaETT
 VNII Gazeconomika
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 World of Technologies Ltd.
 Yitran Communications Ltd
 Yoga
 ZIV Aplicaciones y Tecnologia SL

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Don't miss this event next year!

SMARTUTILITIES

RUSSIA 2012

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www.smartutilities europe.com

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