



**RELIABLE PARTNER
RELIABLE EQUIPMENT**

ZAPOROZHTRANSFORMATOR PrJSC

General presentation 2020



Company

Key facts and figures



Company name	Zaporozhtransformator PrJSC
Brand name	ZTR
Year of foundation	1947
Location	Zaporozhe city, Ukraine
Products	Power transformers, electrical reactors and controlled shunt reactors
Production capacity	60 000 MVA (about 700 units) p.a.
Geography of supplies	88 countries
Overall output volume	2 070 000 MVA produced since foundation
Number of employees	1 770 people
Design and R&D engineers	more than 125 people
Quality management system	ISO 9001:2015; ISO 14001:2004, OHSAS 18001:2007, ISO 3834-2:2005



Products

Products and fields of application



Products and services



- / Power Transformers
 - 1 MVA – 1250 MVA
 - 10 kV - 1150 kV



- / Electrical Reactors
 - up to 128 MVar
 - up to 800 kV



- / Controlled Shunt Reactors
 - up to 180 MVar
 - up to 500 kV



- / After Sales Service

- / Equipment can be designed and manufactured in accordance with international and local standards:



Clients

Electricity companies

- / Power Generation Plants
 - Hydro
 - Heat
 - Nuclear
 - Solar
 - Wind
 - Geothermal
- / Transmission grids
 - 110 – 1150 kV substation
- / Distribution grids
 - 35 – 132 kV substation

Industrial companies

- / Oil & Gas
- / Metallurgy
- / Railway
- / Mining
- / Machinery

Services

We provide lifelong maintenance of the equipment supplied to our clients worldwide, including a wide range of after-sale services during and after warranty period:

- ✓ Supervision of installation and commissioning
- ✓ Diagnostics
- ✓ Modernization and renewal
- ✓ Repairs of any complexity
- ✓ Supply of spare parts and components
- ✓ Technical support



- ✓ Integrated Management System, functioning at ZTR, aimed at comprehensive solution of products' quality, occupational safety and environmental issues.
- ✓ Quality management system corresponding to requirements of the international ISO 9001 standard has been implemented in 1995. After the recertification in 2017 the system complies with ISO 9001:2015 standard.
- ✓ In 2011 management system was certified for corespondence to ISO 14001 and OHSAS 18001 standards.

Management system certificates



ISO 9001:2015
SGS-ICS
2017



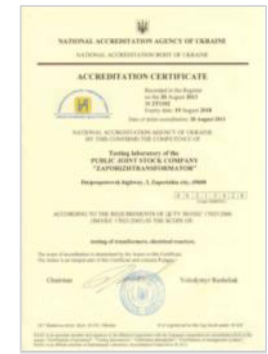
OHSAS 18001:2007
Bureau Veritas
2011



ISO 14001:2015
Bureau Veritas
2017



ISO 3834-2:2005
Bureau Veritas
2012



DSTU ISO/IEC 17025:2006

Quality

Suppliers of materials and components



✓ To ensure the highest quality and durability of transformers and reactors, we use in our manufacturing exceptionally high quality materials and components procured by world known suppliers:

Transformer steel	Copper rod and wire	Insulation materials	Low magnetic steel	Tap changers	Bushings	Transformer oil	Radiators / Coolers	Supervisory equipment

Production

Production facilities



Key characteristics

- ✓ Annual production capacity – 60 000 MVA
- ✓ 230 000 sq. m. of industrial space
- ✓ High level of vertical integration
- ✓ Innovative manufacturing and testing equipment
- ✓ High level of production culture
- ✓ Professional and trained staff

Production, modernization and expansion

- ✓ In 2005 – 2015 the investments into production modernization and expansion exceeded \$ 80 mil. During the course of this investment program new and innovative manufacturing equipment was purchased from leading world suppliers:



gunter seibold



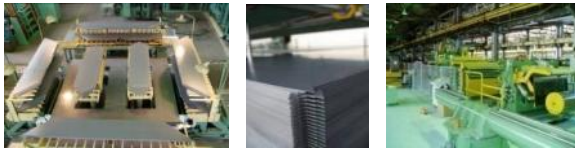
Production

Production facilities of ZTR plant



Magnetic cores shop

- Production of magnetic cores



Welding shop

- Production of transformer tanks, yokes etc.



Other auxiliary shops

- Apparatus shop, foundry, wood shop, etc.



Assembly shop #1

- Insulation and windings production
- Assembling and testing of transformers and reactors up to 220 MVA / 330 kV
- 35 units of equipment per month



Assembly shop #2

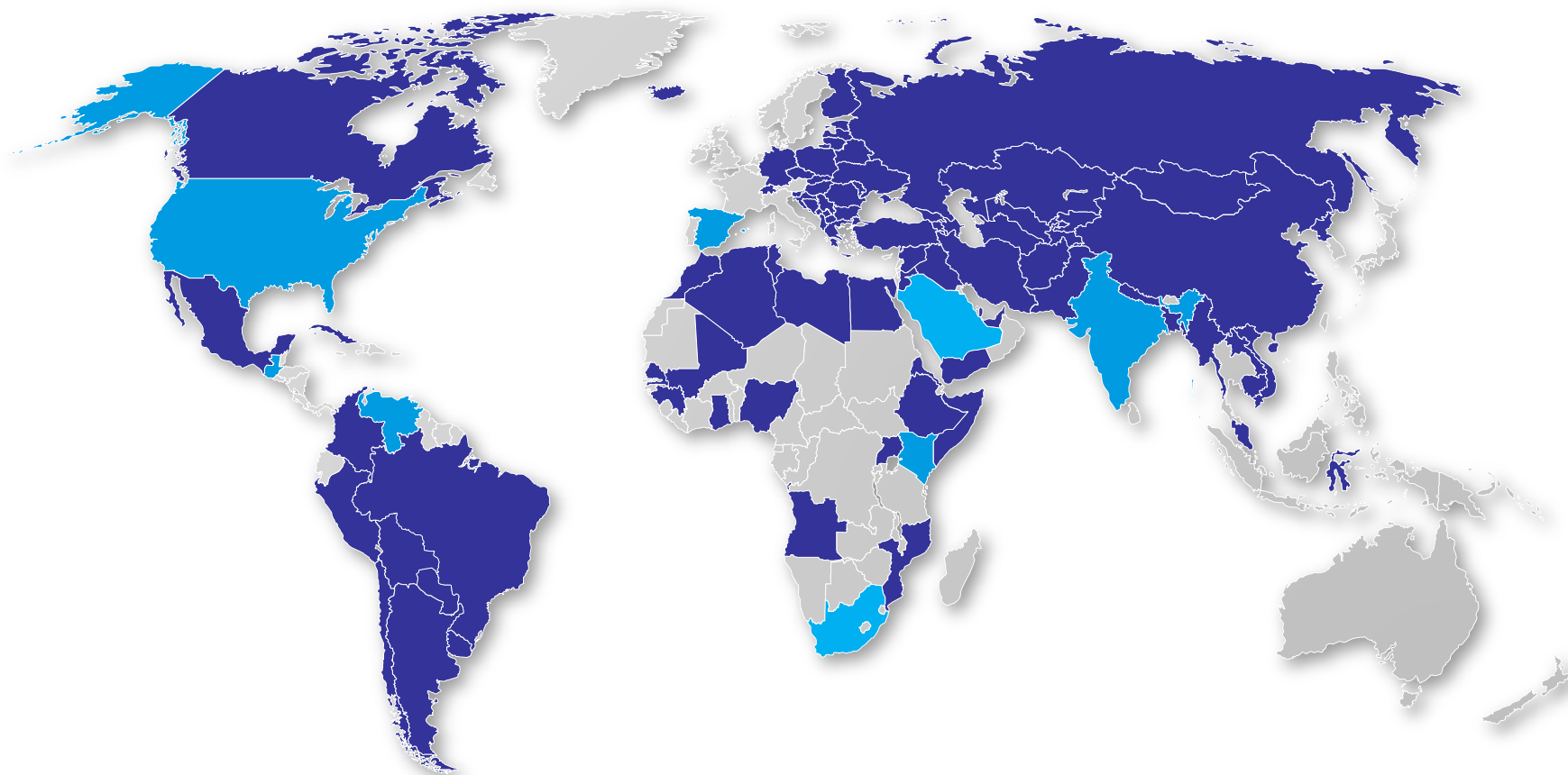
- Insulation and windings production
- Assembling and testing of transformers and reactors up to 1250 MVA / 1150 kV, controlled shunt reactors
- 18 units of equipment per month



- Total area – 700 000 sq. m.
- Industrial premises area – 230 000 sq. m.

Market position

Geography of supplies – 88 countries



Markets of presence

New markets in 2007-2018

Market position

Geography of supplies – 88 countries



AMERICAS

- / Argentina
- / Bolivia
- / Brazil
- / Venezuela
- / Guatemala
- / Canada
- / Chile
- / Colombia
- / Cuba
- / Mexico
- / Nicaragua
- / Paraguay
- / Peru
- / USA
- / Uruguay

AFRICA

- / Algeria
- / Angola
- / Ghana
- / Guinea
- / Guinea-Bissau
- / Egypt
- / Kenya
- / Libya
- / Mali
- / Morocco
- / Mozambique
- / Nigeria
- / RSA
- / Somalia
- / Tunisia
- / Uganda
- / Ethiopia

EUROPE

- / Albania
- / Bosnia and Herzegovina
- / Bulgaria
- / Croatia
- / Czech Republic
- / Finland
- / Hungary
- / Germany
- / Greece
- / Iceland
- / Macedonia
- / Poland
- / Romania
- / Slovakia

- / Serbia and Montenegro
- / Spain
- / Switzerland
- / Turkey

CIS and BALTIC COUNTRIES

- / 15 countries – former USSR republics

MIDDLE EAST

- / Iraq
- / Iran
- / Kuwait
- / UAE
- / Syria
- / Saudi Arabia

ASIA

- / Afghanistan
- / Bangladesh
- / Cambodia
- / China
- / India
- / Indonesia
- / Jordan
- / Laos
- / Malaysia
- / Mongolia
- / Myanmar
- / Nepal
- / North Korea
- / Pakistan
- / Sri Lanka
- / Vietnam
- / Yemen

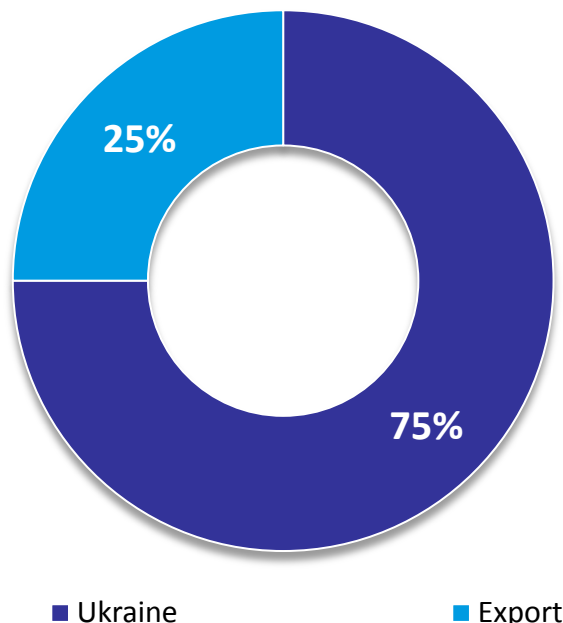
- / Within 2007 – 2016 ZTR entered the new markets: Venezuela, India, USA, Spain, Guatemala, Kenya, Saudi Arabia, Republic of South Africa

Market position

Sales structure and dynamics



2018 Regional structure of sales



- ✓ ZTR is the largest transformer plant in the CIS (former USSR) and Europe
- ✓ Company holds the leadership position on the CIS market.
- ✓ In 2007 – 2012 ZTR accounted for around 4% share of the global market in the segment of 220 – 750 kV voltage class oil-filled power transformers and shunt reactors

Sales experience

Clients



Segment	Clients
Generation	
Transmission & Distribution	
Industry	
EPCC	

Sales experience

Supplies worldwide



More than 371 units of transformer equipment
with the total capacity 42 611 MVA within **2005-2019** years

India



✓ 110 units
✓ 16 337 MVA

Vietnam, Malaysia



✓ 35 units
✓ 3 726 MVA

Iran



✓ 62 units
✓ 6 791 MVA

Argentina



✓ 15 units
✓ 3 792 MVA

Lithuania, Latvia



✓ 25 units
✓ 2 195 MVA

Egypt



✓ 17 units
✓ 2 215 MVA

USA



✓ 7 units
✓ 891 MVA

Spain



✓ 11 units
✓ 1 095 MVA

Guatemala



✓ 6 units
✓ 380 MVA

Bulgaria



✓ 4 units
✓ 1 068 MVA

Sales experience

Supplies to the CIS (Former USSR) countries



More than 4 653 units of transformer equipment
with the total capacity 316 706 MVA within **2005-2019** years

Ukraine



✓ 1 282 units
✓ 55 045 MVA

Russia



✓ 2 515 units
✓ 201 739 MVA

Uzbekistan



✓ 64 units
✓ 3 575 MVA

Georgia



✓ 60 units
✓ 3 106 MVA

Turkmenistan



✓ 60 units
✓ 1 046 MVA

Kazakhstan



✓ 754 units
✓ 35 620 MVA

Belarus



✓ 145 units
✓ 8 931 MVA

Armenia



✓ 34 units
✓ 1 451 MVA

Azerbaijan



✓ 113 units
✓ 5 977 MVA

Kyrgyzstan



✓ 11 units
✓ 446 MVA

Thank you!



Contact

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