



*New Year Celebration Ceremony- 19<sup>th</sup> of January 2015,  
Konstantinos Zontanos, Chairman & CEO*

Minister,

Chairman of the Standing Committee on Production and Trade of the  
Hellenic Parliament

Representatives of PPC

Chairman of IPTO

Chairman of LAGIE

Dear Guests

Ladies and Gentlemen

Good morning and Happy New Year

Thank you all for participating in today's event.

Almost 4 months ago, I undertook my duties as HEDNO's Chairman &  
CEO.

From the first day as president and CEO of HEDNO, I realized that I  
became part of a corporation with structured organization, infrastructure  
and operation.

Even though the corporation has not concluded yet three years of  
operation, it plays a significant role in the domestic electricity market and  
a very important role in our economy.

The goal that I have set from the beginning is to be able to develop this  
corporation with you all,

To improve it,

To modernize it,

To transform it into a model for the Greek entrepreneurship,

Into a firm pillar for the growth of the Greek economy.

Today, HEDNO is a corporation that is included amongst major Electricity  
Distribution Operators within Europe.



It is a corporation that from the first year of its operation is included amongst the biggest Greek enterprises.

It is a corporation that implements million euros of investments each year, within the difficult financial situation that prevails today.

Investments that aim at the development and modernization of the Electricity Distribution Network.

Investments that aim at the development of infrastructure so as to help our country become more competitive.

Investments that help us find the track towards growth.

Apart from the Business Plan that was presented last year by Mr. Kollias in the equivalent event and that is updated,

I would like to inform you that we proceed to some changes aiming at the improvement of HEDNO's operation.

We are looking for a new building that will host the executive departments of the corporation.

The fact that all our departments will be housed in one building will make us more effective, we will save time while we will also achieve economies of scale.

At the same time, after having covered the position of the General Manager for Support Services, we proceed to the update of the corporation's organizational structure, with the goal to obtain further flexibility, to improve our productivity and the daily operation of the corporation.

Additionally, we create Contract Standards which will help us to accelerate procedures referring to crucial corporation's sectors such as purchasing.

With the Contract Standards, the procedures will be automated to a large extent, the risks will be limited and we will become more flexible and effective.

At the same time, our vision towards a modern and reliable Electricity Distribution Network will begin to be implemented through projects that we launch for "Smart Grids".

The tender for 200,000 meters is currently in progress and will constitute the initial basis for the gradual development of our Network into a "Smart Grid".



Grids play a decisive role in the achievement of goals for climate change and energy sustainability within the framework of "EUROPE 2020" strategy.

The achievement of 20% energy from renewables adopted by EU in the following years can be assured from the exploitation of the dispersed generation potential through the grids.

However, their modernization and their gradual evolution into "Smart Grids" constitute a necessary condition which contributes to more rapid and efficient integration of RES.

At the same time, the Greek consumer, especially within the difficult economic situation, will be able to improve management of energy consumption and achieve important savings and limitation of the cost.

This is already achieved with the MV Telemetry System for almost 13,500 customers and with the Telemetry System for major LV Customers where 60,000 meters of No 5, 6 and 7 and 5,000 meters of No 3 and 4 have been installed.

Finally, Smart Grids provide us with the ability of immediate detection of errors and faults and their rapid restoration.

Above all though, HEDNO is its personnel.

It is all of you.

You are at the front line,

You care 24hours per day for the uninterrupted electrification of our country.

You are the ones who respond immediately in order to solve all the arising problems, with professionalism and responsibility.

Your professionalism and responsibility helped us to face efficiently the serious problems that arose in the Network from damages due to bad weather that prevailed in our country during New Year's Eve.

HEDNO's personnel defying extreme weather conditions, managed to solve the serious problems that arose a few days ago in the electrification of Andros and Tinos.

I would like to thank you for our excellent cooperation until now, hoping that it will be continued in the future as well.



Also, I would like to thank the Ministry of Environment, Energy and Climate Change as well as the Regulatory Authority for Energy for the excellent cooperation and contribution to our task.

Also, I would like to thank the Chairman and CEO of the parent company Mr. Arhtouros Zervos, for the valuable cooperation and the support to our efforts as well as all PPC's executives and personnel.

Also, I would like to thank Mr. Yannis Giarentis, Chairman of ITPO for the excellent cooperation, as well as all HEDNO's collaborators that are present today.

Ladies and Gentlemen, the current conditions are particularly difficult.

The political instability affects all of us, not only in our personal, but also in our professional life.

With the opportunity of today's event and the new year that has already began, I would like to give an optimistic message to all of us.

With hard work, responsibility and professionalism we have nothing to fear.

We have to remain focused on our task.

We have to continue trying for the improvement of our corporation's operation.

We have to continue trying for the best.

Within the corporation under the name of HEDNO, we have to contribute to the growth of our economy that has suffered a lot during the last years.

We have to face all the challenges and to become more competitive.

I hope that I will be given the time and the opportunity to continue my task in HEDNO along with you all.

I wish you all a happy new year.

Thank you.