

AREVA, a reference supplier for VVER New Build projects

**Ludovic Devos
Regional VP, Russia, Ukraine & CIS
AREVA**

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Supplying systems to Rosatom is a real challenge



Rosatom can do without foreign suppliers



- Rosatom can rely on a broad panel of domestic suppliers
- Rosatom can build a VVER reactor with no support of foreign suppliers

Rosatom has implemented an import replacement program

Nuclear SRO to develop program to replace import this year

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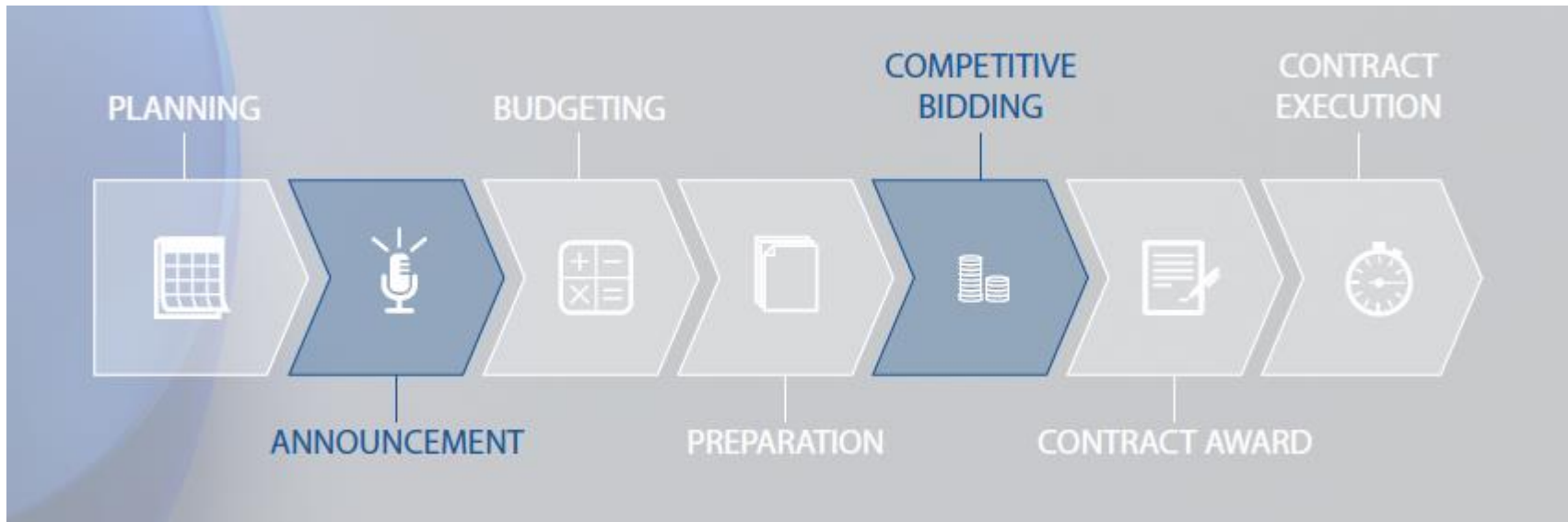
Self-regulating organizations of nuclear industry (SRO) will develop in 2015 a program to replace imports of products which are used in construction nuclear facilities. This decision was made by the general meeting of SRO members, which was held on February 12 in Moscow.

The program supposes drafting a list of products, which will replace imported similar items with domestic ones. Sectoral standards for the use of materials, structures and items will be developed.

The manufacturers, R&D and mandatory certification for conformance with the standards will be identified.

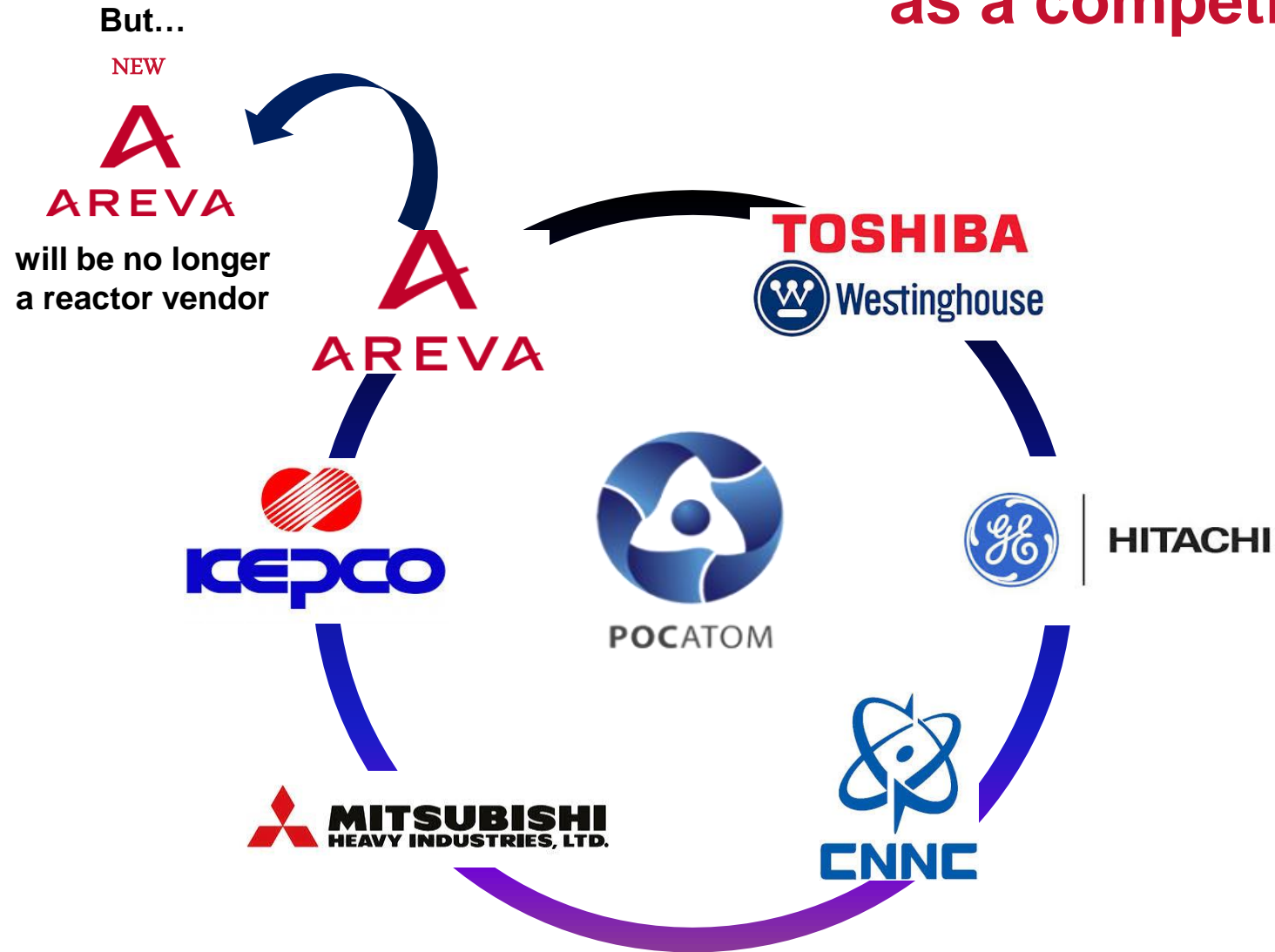
Source: nuclear.ru

The procurement process requires a strong base in Russia



- ▶ **Procurement documentation is in Russian language**
- ▶ **Bids shall be submitted in Russian language and validated by a Russian resident**
- ▶ **Tender duration is short**
- ▶ **GTC are not always compatible with internal guidelines**
- ▶ **Local certificates and licenses may be needed**

AREVA is seen as a competitor





**But AREVA can contribute actively
to the success of VVER projects**

AREVA and Rosatom will keep working together



- **AREVA and Rosatom are old time partners, we know each other very well**
- **We promote the highest safety standards for the nuclear industry**
- **And at some point procurement cannot be just politics...**

Getting the right systems for the new reactor projects

- ▶ Rosatom and its customers need performant equipment meeting the **highest safety standards**
- ▶ In order not to jeopardize the planning of a projects and therefore increase its overall cost Rosatom shall avoid technological adventures and rely as much as possible on **proven and qualified technologies**
- ▶ As Rosatom is selling kWh to its customers, it should rely as much as possible on reliable equipment with a **well controlled life-cycle cost**
- ▶ By working together in countries where Rosatom and AREVA are building reactors, we should be able to **reduce the licensing risks and the project costs**

AREVA has key advantages to make VVER NB projects a success

PAR



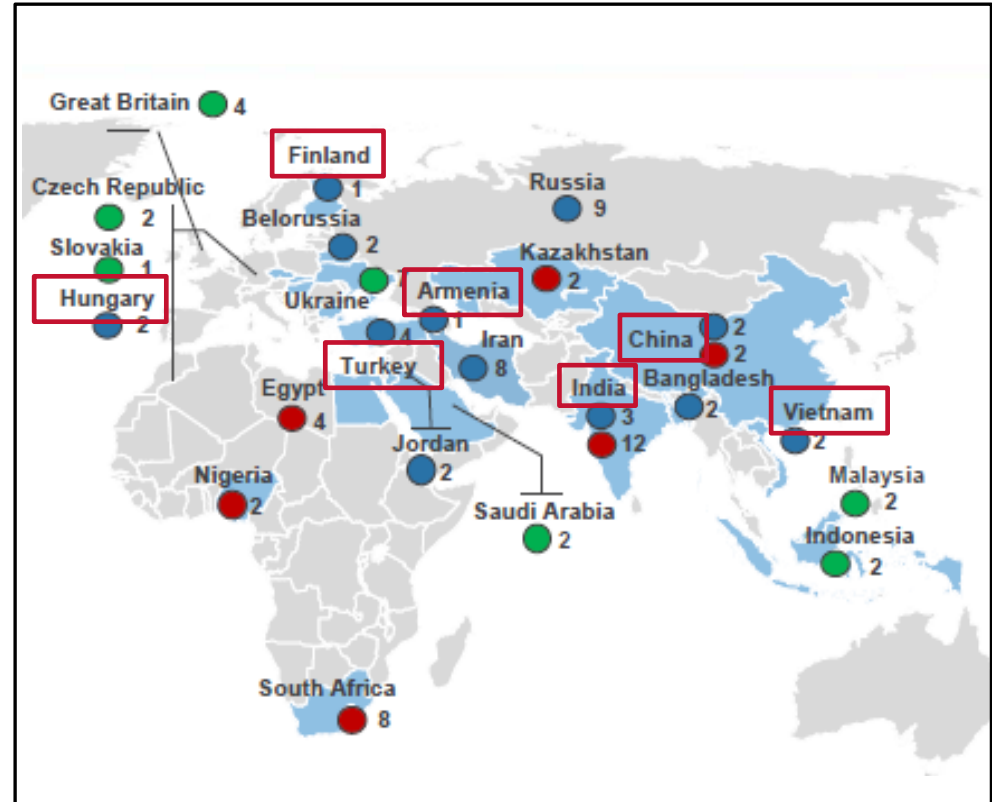
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AREVA PAR installed in more than 100 NPP worldwide, incl. all VVER in Central Europe

Units	78
NPP	44
Countries	16
NI design	14

AREVA has excellent technologies, qualified by several safety authorities worldwide and chosen by a large number of utilities



AREVA is a reference supplier in most countries where Rosatom is building VVER and can help with licensing and equipment qualification

AREVA has key advantages to make VVER NB projects a success



AREVA has references on VVER reactors, including on the Russian reference plants of NB projects



AREVA has a strong VVER team with many Russian speaking engineers having an intimate knowledge of VVER reactors

So let's work together!

- ▶ **Together we can develop solutions for VVER which are beneficial**
 - ◆ For the end-users
 - ◆ For Rosatom as reactor vendor
 - ◆ For AREVA as products & services supplier

- ▶ **Meanwhile AREVA is open to develop win-win partnerships with companies which can get us the key to the VVER market**

