

Welcome to the 3rd annual Battery Innovation conference. AKOM is honored to host this year's conference. My father, Nikolay Ignatiev, the founder of AKOM was the initiator of this event 3 years ago and had a vision of creating a venue to bring together manufactures, scientists and academics with an effort to strengthen and consolidate the industry. We thank our partners as well as local and federal authorities for their support in organizing this this important event. We are also grateful to the Association of European Automotive and Industrial Battery Manufacturers EUROBAT and International Association of Battery Producers "INTERBAT" for their participation.

AKOM is the technological and industrial leader of the Russian battery production. It manufactures and distributes more than 400 varieties of automotive starter batteries. In today's conference we will discuss the newest battery technologies as well as energy solutions of the future.

Last year was extremely challenging but through the difficulties brought on by the pandemic we made our businesses stronger and more resilient by investing in online sales and marketing and relying on social media to deliver our messages. AKOM is remaining the leading battery supplier to the Russian market accountable for one third of the domestic production, 60% of OEM market share (including global brands with localized manufacturing such as Toyota, Nissan, Renault, Opel and Peugeot Citroen) and 70% of all battery exports to the Eastern and Western Europe, South-East Asia.

AKOM is proud to be the only Russian automotive battery manufacturer that has an approval of the Russian exports center to put a stamp "Made in Russia" on its products. AKOM is also included in the list of the Russian companies to set industry standards in terms of productivity.

Last year AKOM was the pioneer in the Russian battery industry to master the full-cycle production of AGM batteries. This year AKOM is working on introducing GEL battery technology and the distribution is on track to begin next year.

Presently AKOM's main focus is to master a full-cycle production of industrial batteries and power storage systems and to accomplish that goal AKOM has completed a new manufacturing facility dedicated to industrial battery production that is positioned to replace more than 10% of industrial battery imports by 2027.

AKOM is widely known for its in-house R&D center called "Accumulator of innovations" boasting advanced technological capabilities focused on quality improvement and innovative design processes. The "Accumulator of innovations" scientists and technology experts are currently developing unique energy storage device for electrified railway systems with the technical support of Eternity Technologies, a global leader in the production of industrial batteries for the motive and standby power based in the United Arab Emirates. Currently AKOM is able to do a local cell assembly with the goal of full cycle production to not only meet the current market needs for railway systems and industrial vehicles but to define the energy solutions of the future.

While the R&D exports are actively working on the solutions in the field of chemical power sources, they also share their knowledge with our partners across the world. We offer our partners complex testing capabilities that have already been utilized by such household names as Shoto, Huawei technologies and Eberspaecher. Through such collaboration we can bring the industry players together and accelerate progress for the benefit of the global energy needs. I would like to thank all the participants for their contribution and wish everyone a productive and informative conference.

Thank you!