



Dear friends, colleagues and associates,  
Ladies and Gentlemen,

Firstly, I would like to thank the National Technical University of Athens and the International Institute IREP for the opportunity to participate today in this particularly interesting International Symposium that takes place in one of the most beautiful islands of our country where the first and most extraordinary among the civilizations of Europe was born.

I would like to welcome this initiative and it is a great pleasure for me to be present today among distinguished colleagues from Greece and all over the world who share with us their experience on critical matters on power system dynamics and security.

Before my co-speakers proceed to their speech, I would like to share with you my experience and to say a few words about HEDNO.

I would like to point out that I am particularly proud of this Corporate and its people. All of us in HEDNO are working with strength and often with altruism within the adverse and difficult circumstances that we all experience, assuring that electricity is supplied even to the most distant household and isolated island in our country.

Also, I am particularly proud because HEDNO has managed within tight time limits to operate sufficiently and autonomously after the separation of the distribution sector from our Parent company, PPC, in April 2012.

Our Corporate, the Hellenic Distribution Network Operator, was created by this separation. Today, almost a year after, HEDNO has managed to achieve too many. Indicatively, I would like to mention some of these achievements without going into details:

- So, during this period, 7,400 employees were transferred from the Parent Company to HEDNO
- At the same time, the Corporate staffed with personnel the new organizational structure assigning separate competences and initiating the functioning and staffing of its institutions.
- At the same time, new central units that support the main task of Distribution were established in new buildings.
- The Company acquired its own corporate identity and
- its own IT systems

During this period, our Network development was continued with unceasing paces:

- 2,300 km of new MV & LV Network were constructed. The total length of the Distribution Networks has reached 231,000 km, with residual value of fixed assets that surpasses the 4.5 billion euros.
- Electricity that was distributed through our networks ended to consumptions up to 34.5 TWh for Low Voltage and 11.1 TWh for Medium Voltage.
- 45,000 new customers and more than 24,000 RES producers (among which 20,000 PV plants on roofs approximately) were connected with enormous efforts by our competent Services due to accumulative and expanded works that were required.

Most important, all the above were achieved rapidly and sufficiently without causing problems to the good operation of the domestic electricity market.

**Challenges do not end for us now, on the contrary, they are just about to begin.**

Our business plan aims at an upgraded quality of services provided to Greek citizens with simultaneous cost reduction.

Our customer-oriented concept aims at the best possible provision of services to our customers, consumers, traders and producers.

The Network development, the introduction of new technologies such as Smart Metering and Smart Grid constitute our primary goals.

Our priority is the system modernization that will be used for the corporate operation and the upgrade of the services provided to our customers.

We have already proceeded to significant modernization projects such as:

- Supply and installation of the Geographic Information System (GIS),
- Upgrade of remote supervisory systems (SCADA) in Attica and in the non-Interconnected Islands,
- The introduction of new ERP system
- Telemetering of 60,000 major LV customers,
- The creation of an information system for monitoring RES connection requests etc.
- Total replacement of LV meters with “smart meters”.



Concluding, I would like to point out that HEDNO is under the process of Service reorganization applying a new organizational model with primary guide the optimization of the provided services to the Greek citizen.

Hoping that I haven't spoken at length, I would like to thank the National University of Athens and Professor Kostas Vournas for his invitation. I wish every success in the proceedings of the Symposium and I hope that we will meet again soon.

I thank you very much.