



SAAB

Kjell Johnsson

SVP & Site Manager

Deputy Head of Aeronautics

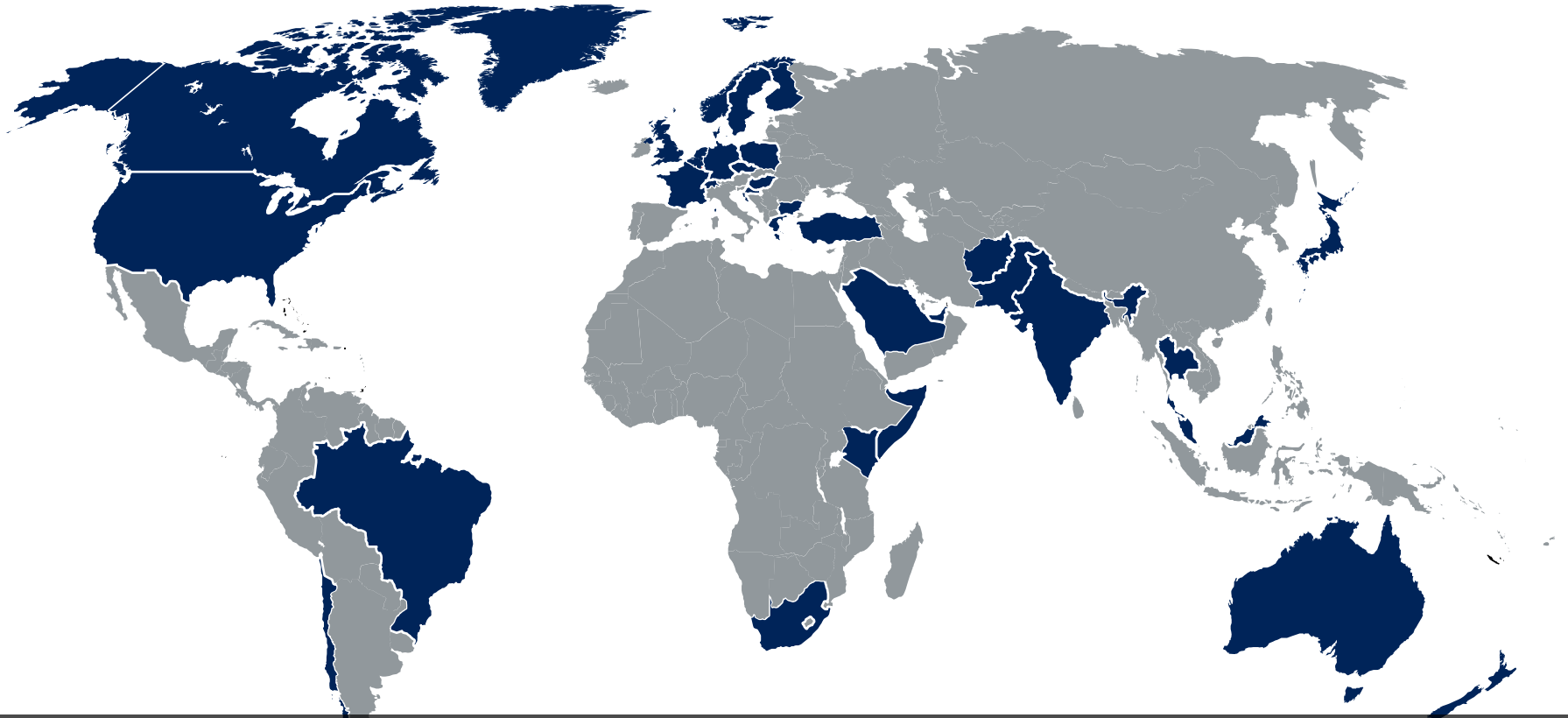
Saab AB



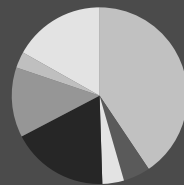
WORLDWIDE PRESENCE

▶ Local presence in 33 countries

▶ Customers in 100 countries

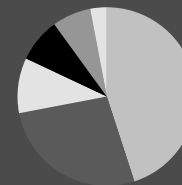


Geographic markets, %



- Sweden, 41
- EU excluding Sweden, 17
- Rest of Europe, 3
- Americas, 13
- Asia, 18
- Africa, 4
- Australia, etc., 5

Market segments, %



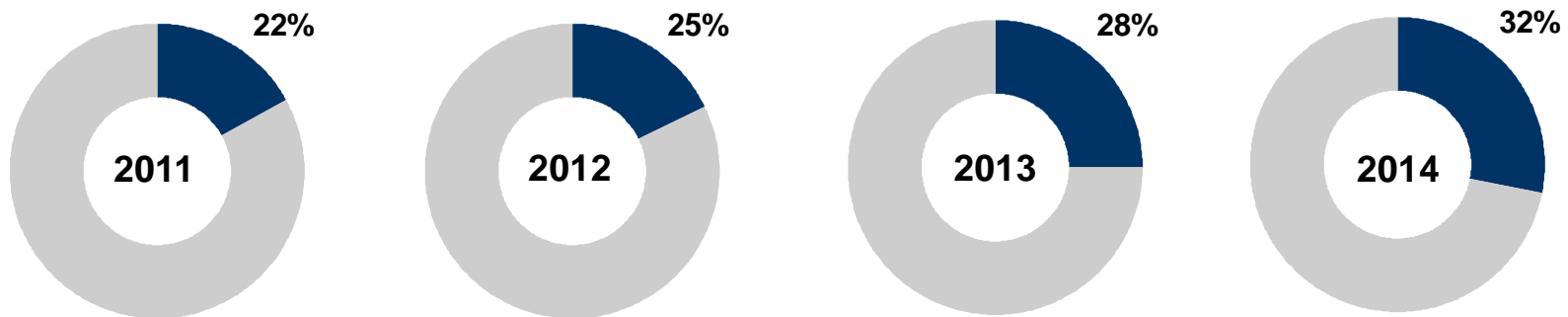
- Air, 45
- Land, 27
- Naval, 10
- Civil Security, 8
- Commercial Aeronautics, 7
- Other, 3



A UNIQUE APPROACH ON RESEARCH AND DEVELOPMENT

- One of the most important research and development companies in Sweden
- Research and development in close cooperation with costumers
- Strategy for marketing new technology
- Extensive cooperation with Universities
- Great record of technology transfer

R&D AS A PERCENTAGE OF SALES



SAAB – A BROAD RANGE OF PRODUCTS

SOLUTIONS



COMMERCIAL AERONAUTICS



CIVIL SECURITY



AIR



NAVAL



LAND

PRUDUCTS & SYSTEMS



Aeronautical Platforms – Gripen etc



C4ISR systems



Support weapons & Light weight Missiles



Aeronautical Sub-systems



Civil security systems



Training and Simulation



Heavy Missiles



Radar and EW-systems



Signature management



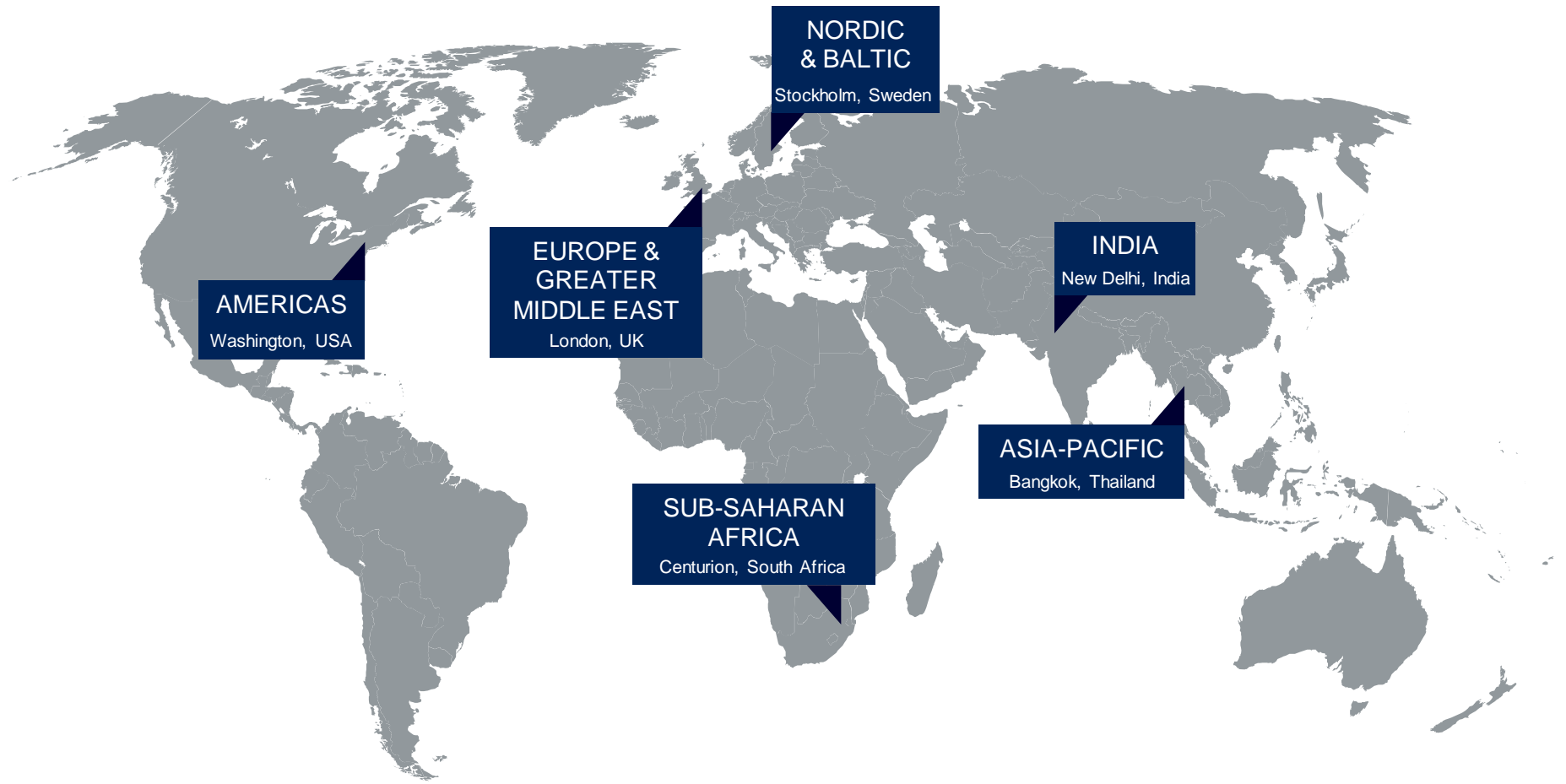
Underwater Systems



SERVICES

CUSTOMER SUPPORT AND SERVICES

OUR MARKET AREAS



SAAB BUSINESS AREAS AND BUSINESS UNITS

Business Areas						
Business Units	Aeronautics	Dynamics	Electronic Defence Systems	Security and Defence Solutions	Support and Services	Industrial Product and Services
<ul style="list-style-type: none"> • Gripen E, • Gripen C/D • TUAS • APTS 	<ul style="list-style-type: none"> • Gripen E, • Gripen C/D • TUAS • APTS 	<ul style="list-style-type: none"> • Ground Combat Systems, • Missile Systems • Underwater Systems • Barracuda 	<ul style="list-style-type: none"> • Surface Radar Solutions • Airborne Surveillance Systems • Electronic Warfare Systems • Avionics Systems 	<ul style="list-style-type: none"> • Command & Control Systems • Critical System & Comm. Sol. • Traffic Management • Training & Simulation • Naval systems 	<ul style="list-style-type: none"> • Air • Land • Maintenance, Repair Operations • Life Cycle Logistics • Surveillance Solutions 	<ul style="list-style-type: none"> • Aerostructure • Avionic • Combitech • Venture

LONG EXPERIENCE OF AVIATION

Tradition and innovations goes hand in hand



- ▶ More than 75 years in business
- ▶ More than 5,000 aircraft manufactured
- ▶ Among them 500 commercial
- ▶ 15 different types of aircraft




GRIPEN

THE SMART FIGHTER



Current Gripen Customers




 **Thailand (purchase):**
8 Gripen C and 4 Gripen D

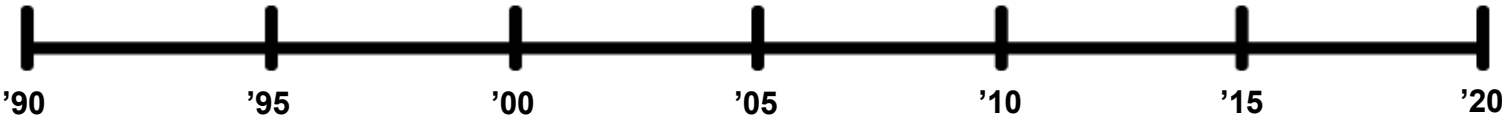
 **UK ETPS (lease):**
1 Gripen B

 **Czech Republic (lease):**
12 Gripen C and 2 Gripen D

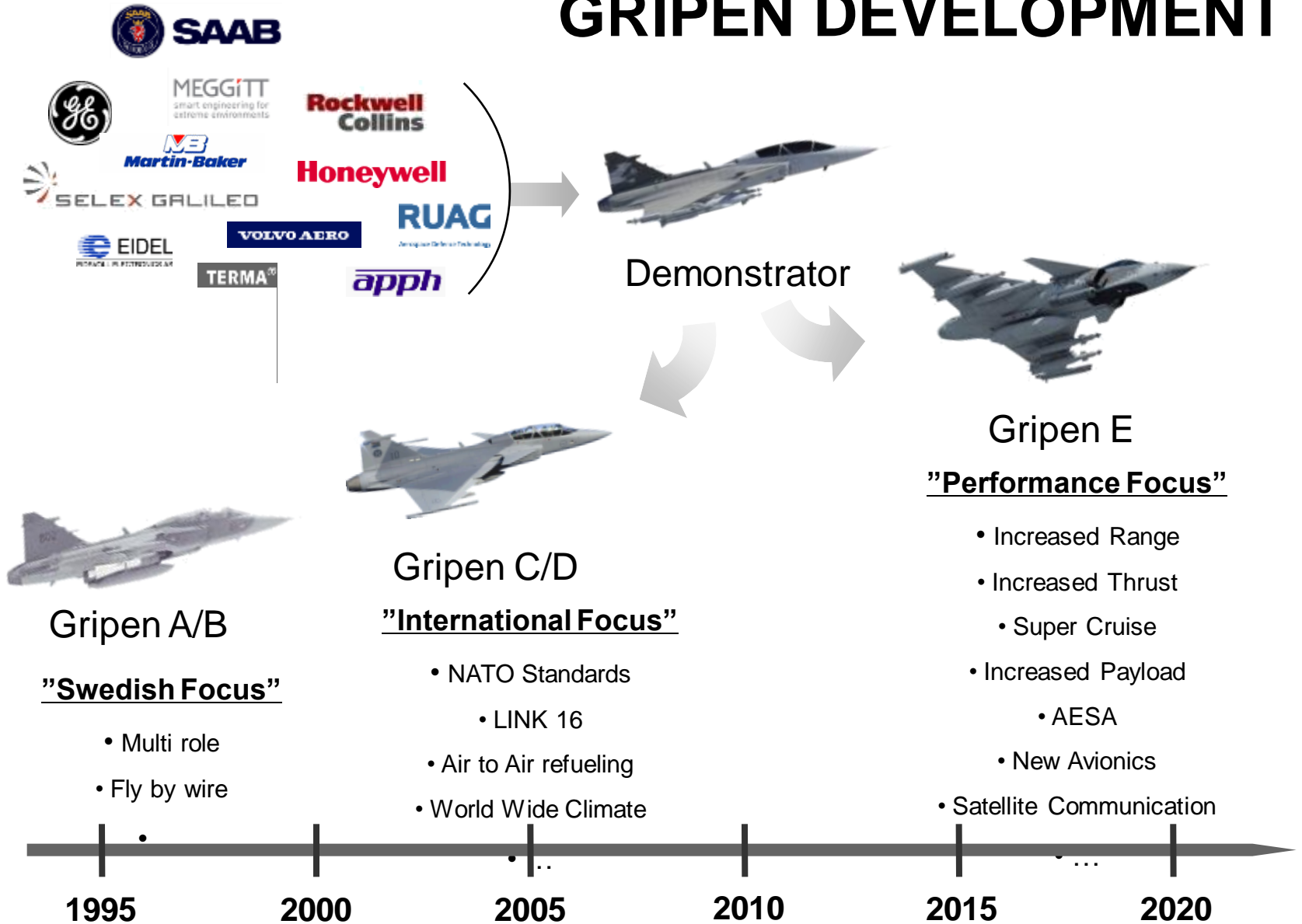
 **Hungary (lease):**
12 Gripen C and 2 Gripen D

 **South Africa (purchase):**
17 Gripen C and 9 Gripen D

 **Sweden (purchase):**
105 Gripen A and 13 Gripen B 75 Gripen C and 25 Gripen D 60+ Gripen E

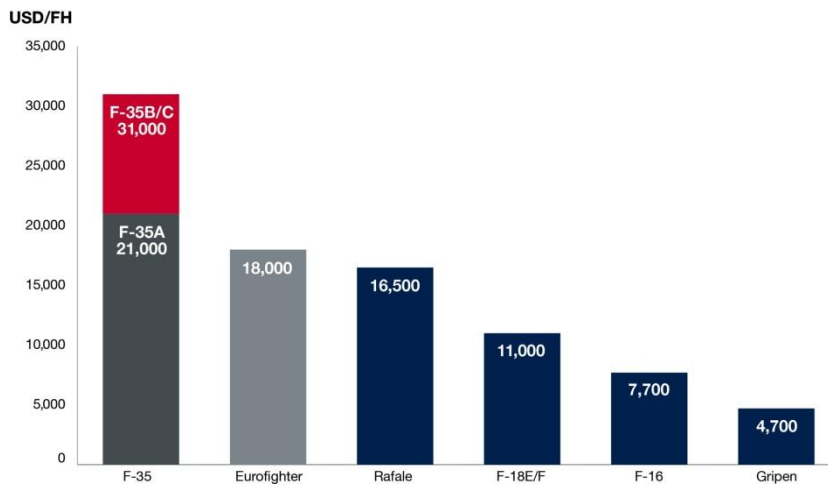


GRIPEN DEVELOPMENT



THE SAAB WAY - COST-EFFICIENT PRODUCTS AND VALUE FOR MONEY

Cost-efficient products...

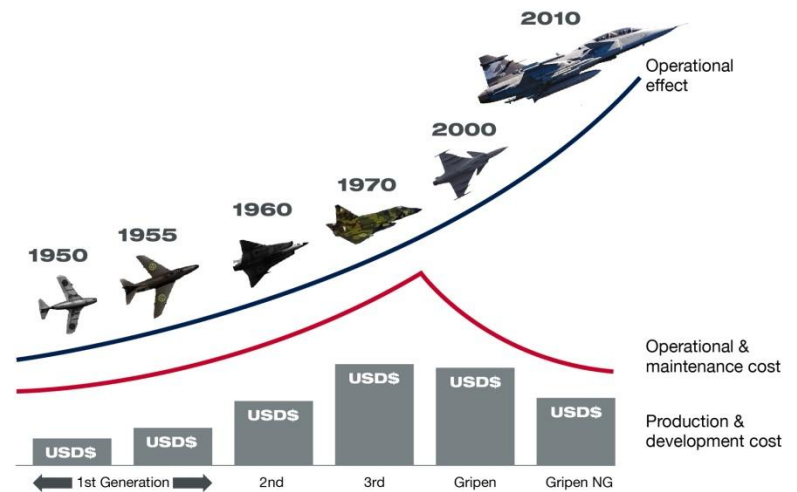


Includes:

- Operational and Depot level support
- Spares & consumables
- Fuel, oils and lubricants

Source:  IHS Jane's

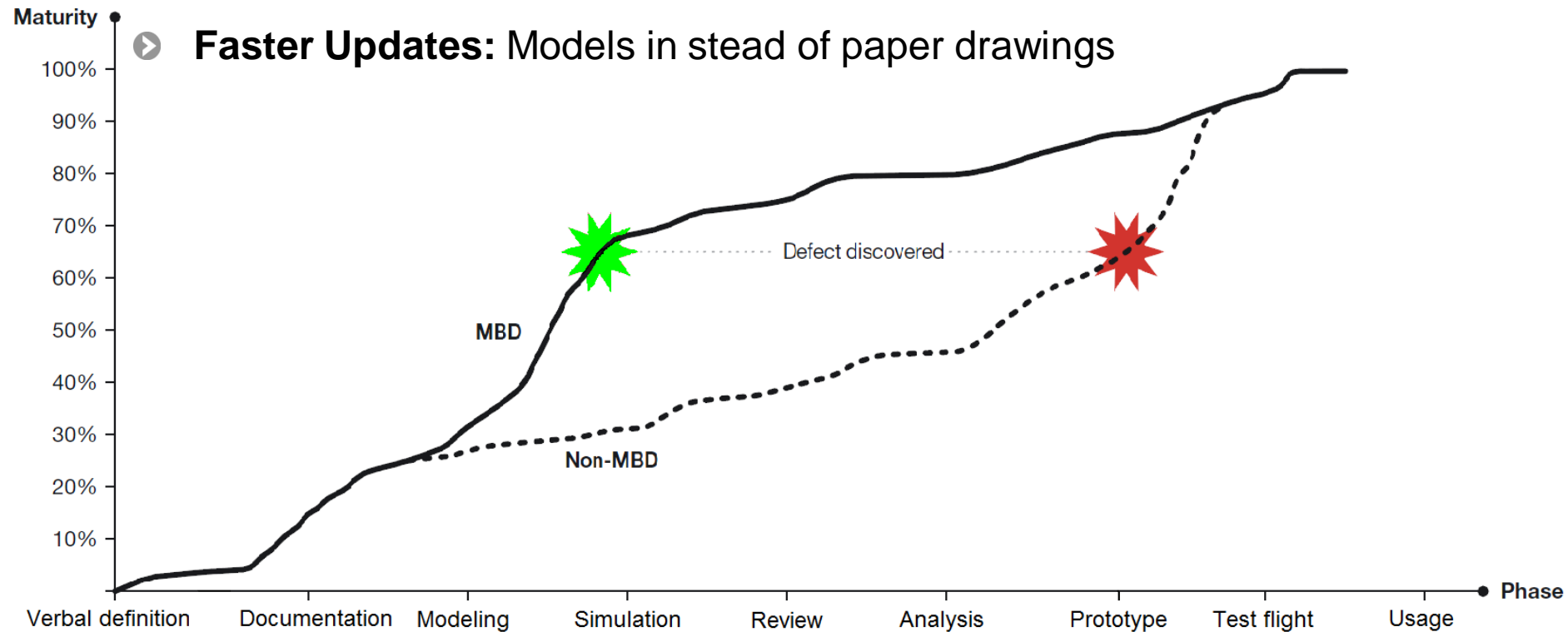
...and value for money



MODEL-BASED DEVELOPMENT



- ▶ **Early validation:** Risk reduction
- ▶ **Visualization:** Avoid misunderstandings
- ▶ **Concurrent engineering:** Same models through the life-cycle
- ▶ **Faster Updates:** Models in stead of paper drawings



GRIPEN TILL BRASILIEN - ERBJUDANDET



Gripen NG Produkt och Tjänster

- 36 Gripen NG - The world's most advanced fighter
- Full Operational Support
- Proven Lowest Life Cycle Cost



Teknologitransfer, Utveckling och Produktion

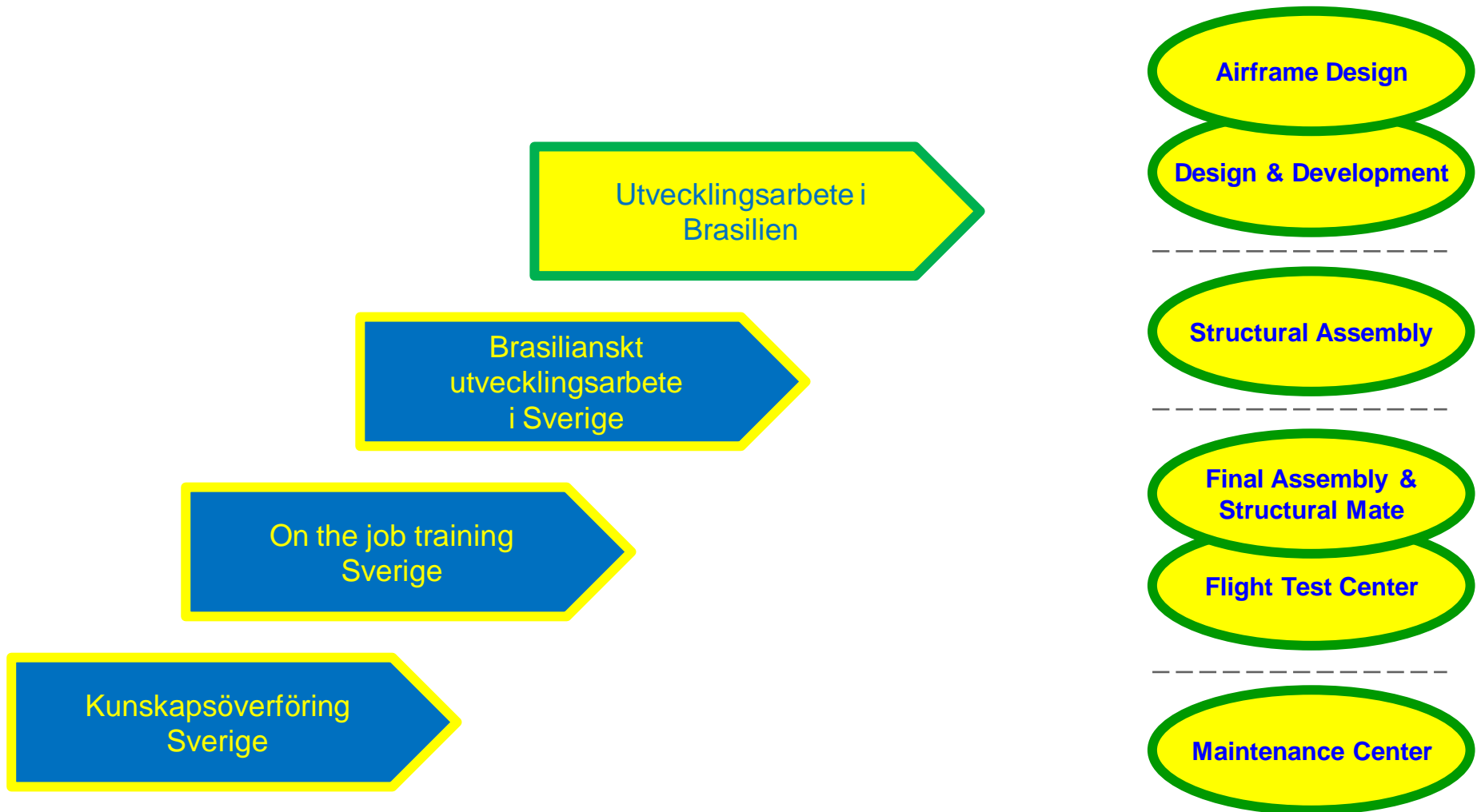
- More than 100% Offset
- Full Assembly line
- Full Maintenance, Repair and Overhaul capability, including Engine
- Full Marketing rights in Latin America and joint opportunities in rest of the world



Överenskommelse Sverige - Brasilien

- Strategic Technology Partnership
- Guaranteed Transfer of Technology
- Pilot and Engineer training
- Joint tactics development
- Full Contract financing

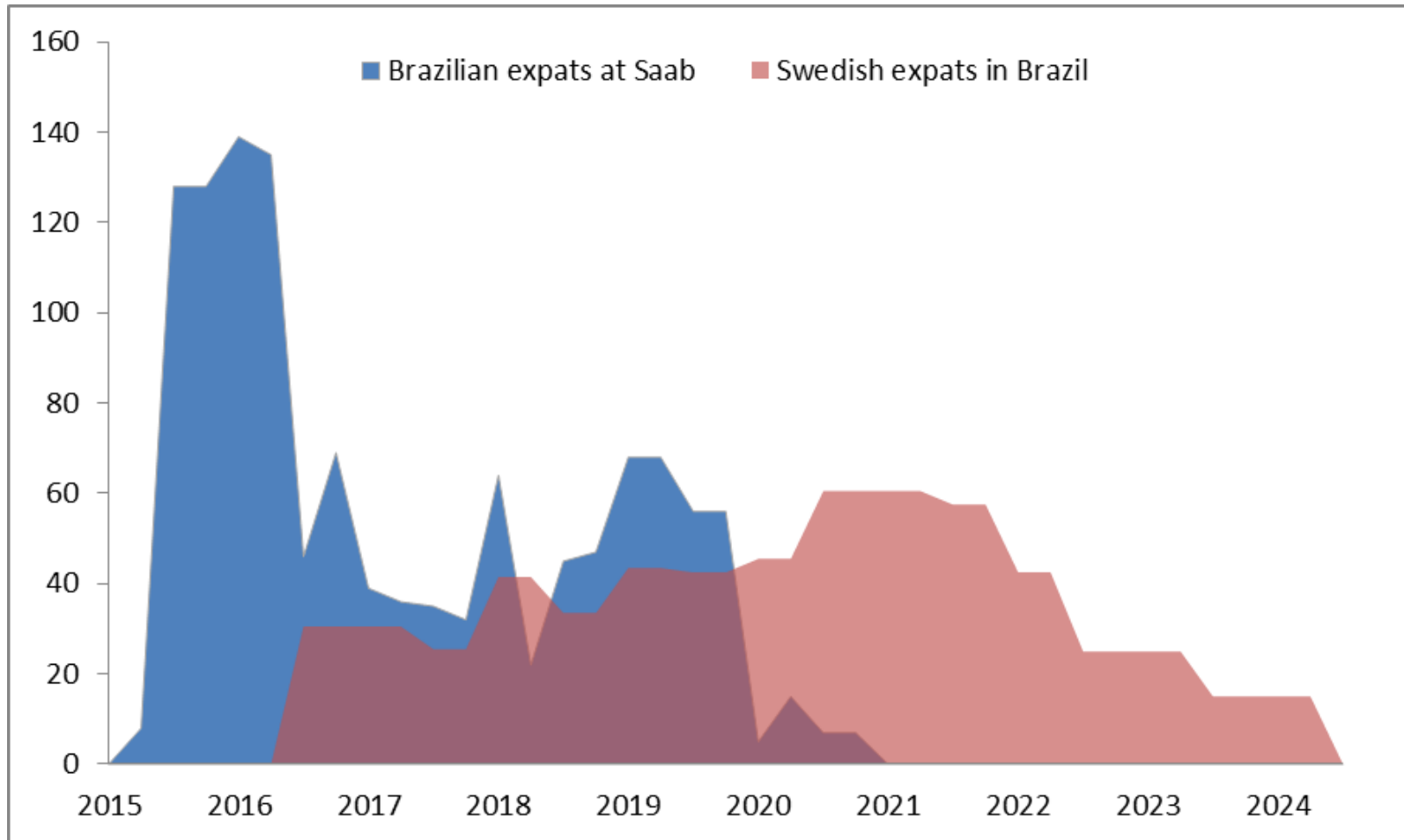
TEKNOLOGIÖVERFÖRING – FÖR ATT BYGGA EGEN FÖRMÅGA



UTLANDSSTATIONERADE I BRASILIEN & BRASILIANARE TILL SVERIGE



Teknologi transfer till fem partners



SAMARBETE MED BOEING

T-X TRAINER

- ▶ Ersättare i USA för T-38 (i drift >50 år)
- ▶ 350-650 flygplan - bedömt behov
- ▶ T-X ersättare av flera system
 - Helt integrerat system
 - Flygplan, markbaserad träning och underhåll
 - Drivet av att spara kostnader för träning



T-38

**“BUILT FOR TRAINING.
DESIGNED FOR AFFORDABILITY.”**

SKELDAR

Tactical UAS

- ▶ Short to medium-range UAV system consisting of two air vehicles and a mobile UAS control station.
- ▶ Take-off and landing without any field preparations or additional equipment.
- ▶ Modular design allowing different configurations and several options.



- Surveillance and reconnaissance
- Battle damage assessment
- Autonomous tracking of vehicles or vessels
- Aerial photography and mapping

TUAV ISTAR - UAV 03 EAGLE



➤ **Order from Swedish Armed Forces 2010, delivery 2011**

➤ **An integrated solution including:**

- UAV system, Shadow 200
- Image analysis and interpretation tool
- Remote video terminal
- Logistics
- Training etc.



NEURON (Technology demonstrator)

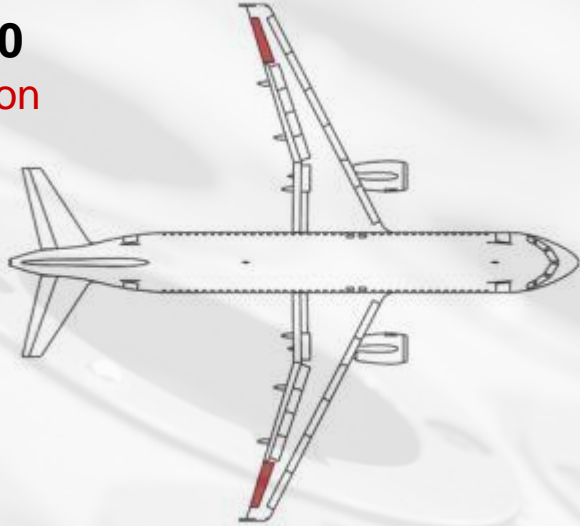
- ▶ A common European UCAV – Unmanned Combat Aerial Vehicle
- ▶ Involved countries:
Sweden, France, Spain, Italy, Greece, Switzerland
- ▶ Intended for evaluation of future cutting-edge technology
- ▶ Saab responsibility
 - Advanced avionics
 - Fuel system
 - Fuselage



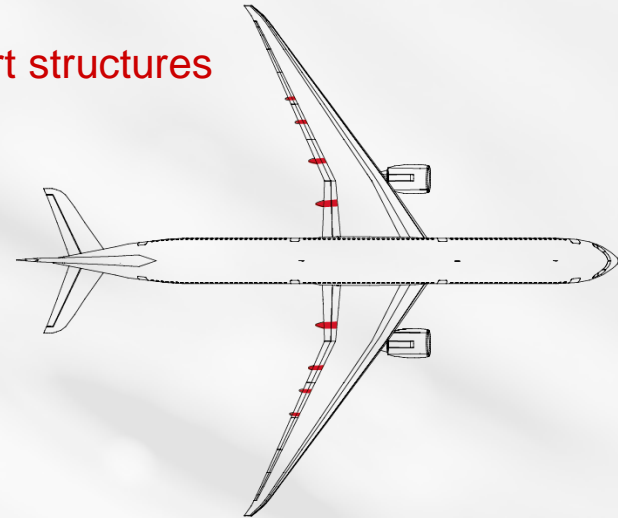
WORKING WITH AIRBUS

WE DEVELOP AND MANUFACTURE PARTS FOR:

A320
Aileron



A350
Flap support structures



A380
Mid and outer leading edge



A400M
Crew entrance door



OUR PARTNERSHIP WITH BOEING



We develop and manufacture advanced composite and metallic parts for the B787, including:



Access doors



Large cargo doors



Bulk cargo doors