



Saab a World Leader in – Security & Defence!



Jan Germundsson

Vice President, Chief of Staff Aeronautics

Site Manager Linköping







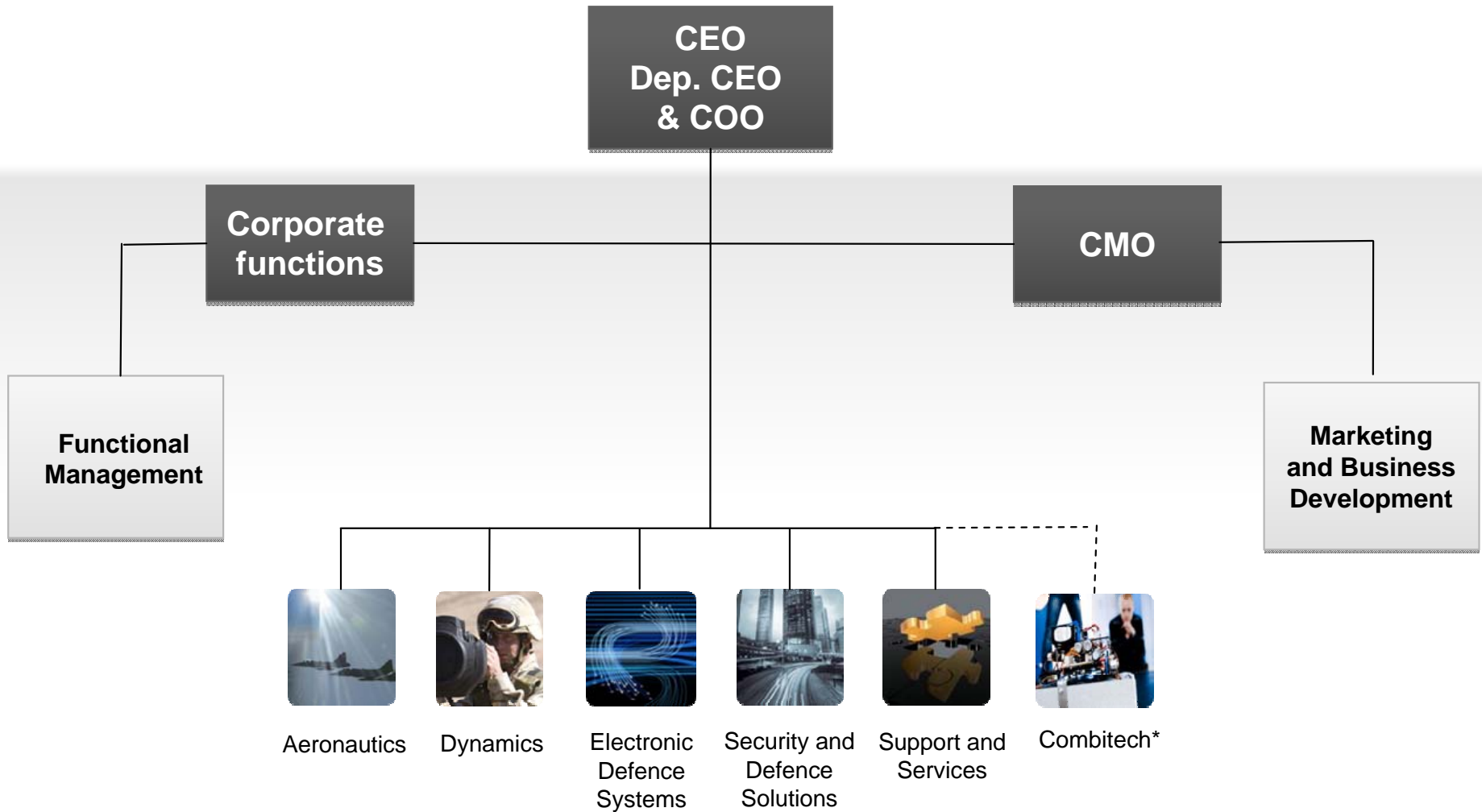
SE-501

SE-501

Saab 105

SAAB

ORGANISATION AS OF 2012



*Independent subsidiary reported as a business area

MARKET AREAS AND HEADQUARTERS



ADVANCED TECHNOLOGY AND INNOVATION



1941
First B17 delivered



1948
Tunnan – first flight



1979
First order for RBS 15



1990
First laser simulator BT46



1993
First Gripen delivered



2002
First contract for NLAW



2005
Contract for Neuron



2006
Saab 2000 ERIEYE™ AEW&C



2008
Gripen Demo – first flight



● **1937**
Saab is founded

● **1990**
Saab Automobile independent company

● **2000**
Saab acquires Celsius

● **2005**
Saab acquires Grintek

● **2006**
Saab acquires EMW

● **2011**
Saab acquires Sensis

1646
Bofors Järnbruk is founded



1894
Alfred Nobel acquires Bofors



1948
First order for Carl-Gustaf



1998
StriC in operation



1950
Development of fighter radar



1970
Development of GIRAFFE



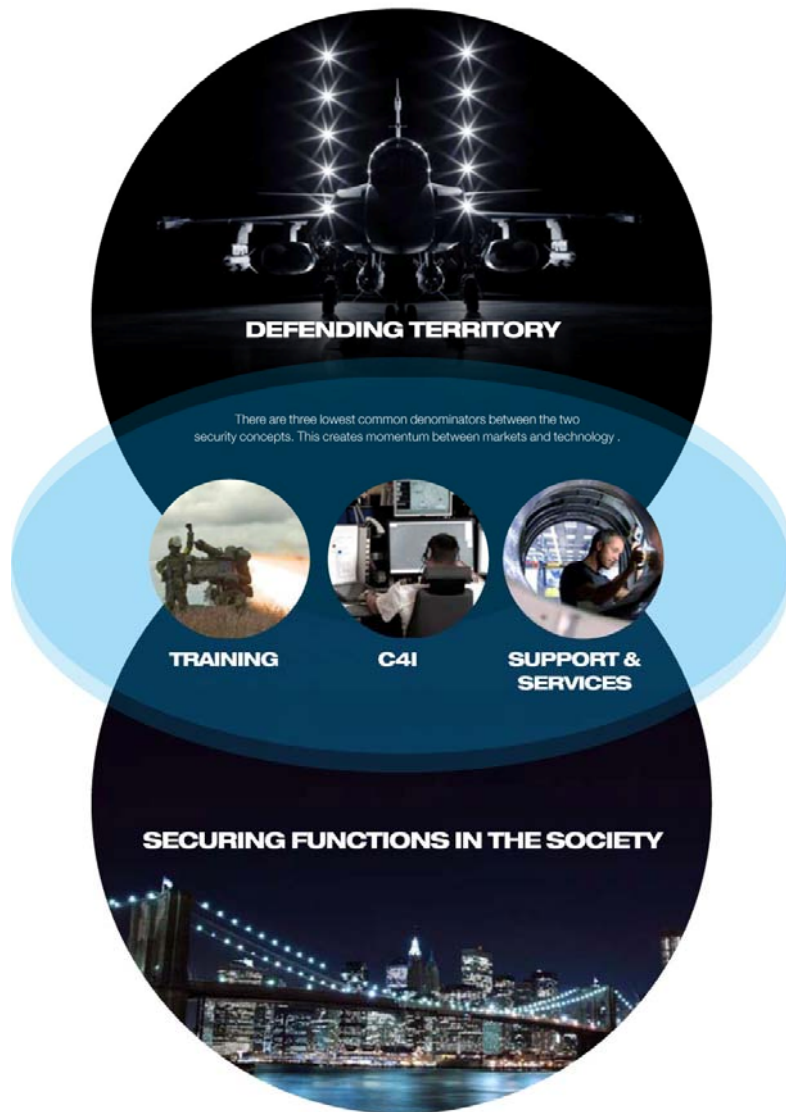
1980-
Development of ARTHUR



1990-
Sea Giraffe AMB is launched



THE GAME HAS CHANGED



- From one customer to several customers
- International interoperability
- Off the shelf
- Defending borders and protecting flows

VISION & MISSION

- ▶ It's a human right to feel safe
- ▶ To make people safe by pushing intellectual and technological boundaries



WORLDWIDE PRESENCE

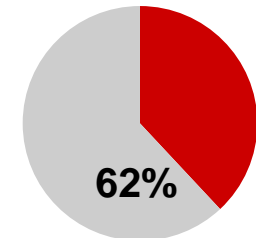
Employees Sept. 2011

Sweden	10,332
South Africa	1,079
USA	747
Australia	325
UK	142
Czech Republic	140
Finland	76
Denmark	69
Norway	49
Switzerland	46
Kenya	33
India	31
Germany	17
Total	13,103

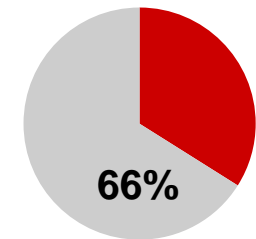


Jan-Dec 2010

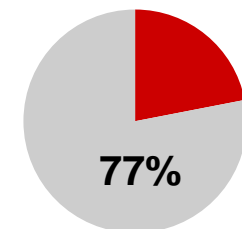
- Sweden
- International



Sales



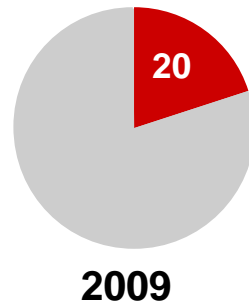
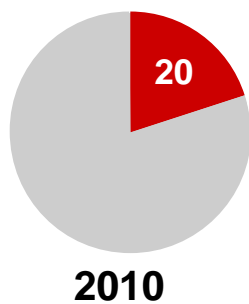
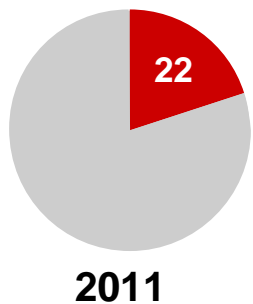
Order intake



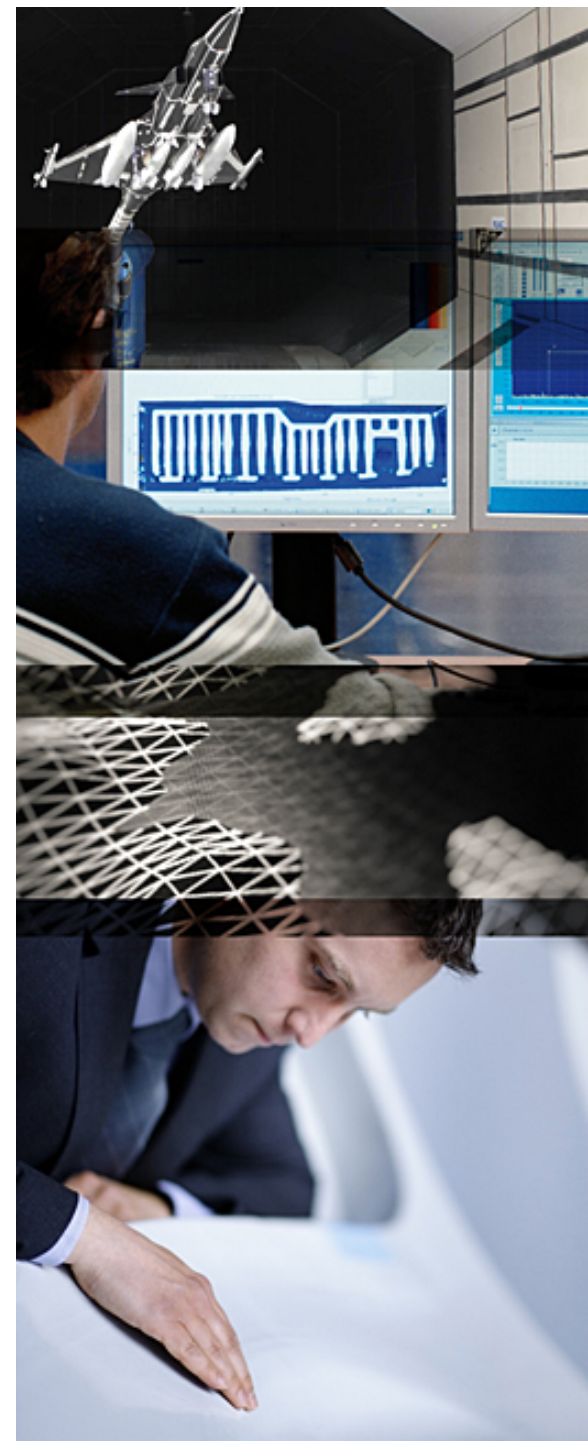
Order bookings

UNIQUE FOCUS ON RESEARCH & DEVELOPMENT

- One of the most important R&D companies in Sweden
- R&D in close cooperation with customers
- Strategy for commercialising new technology
- Extensive cooperation with Universities
- A great track record for spin-offs



➤ R&D as a percentage of sales



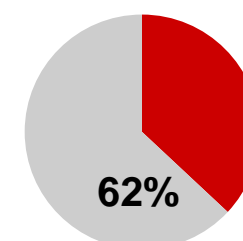
JANUARY - SEPTEMBER IN BRIEF 2012

Jan - Sept 2012

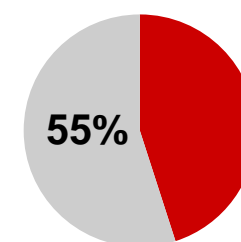
➤ Sweden

➤ International

MSEK	Jan - Sept 2012	Jan - Sept 2011
Order bookings	15,755	13,793
Order backlog (BSEK)	36.3	39.4
Sales	16,704	16,151
Operating income	1,382	2,282
Operating margin, %	8.3	14.1
Net income	954	1,798
Net cash position	4,176	5,081
Operating cash flow	-660	2,260
EPS, after dilution	8.98	16.60
Employees (FTEs)	13,824	12,798

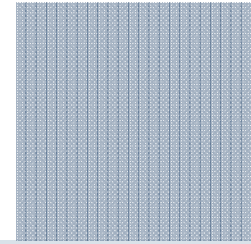


Sales



Order intake

A partner with experience of developing and building aircraft.



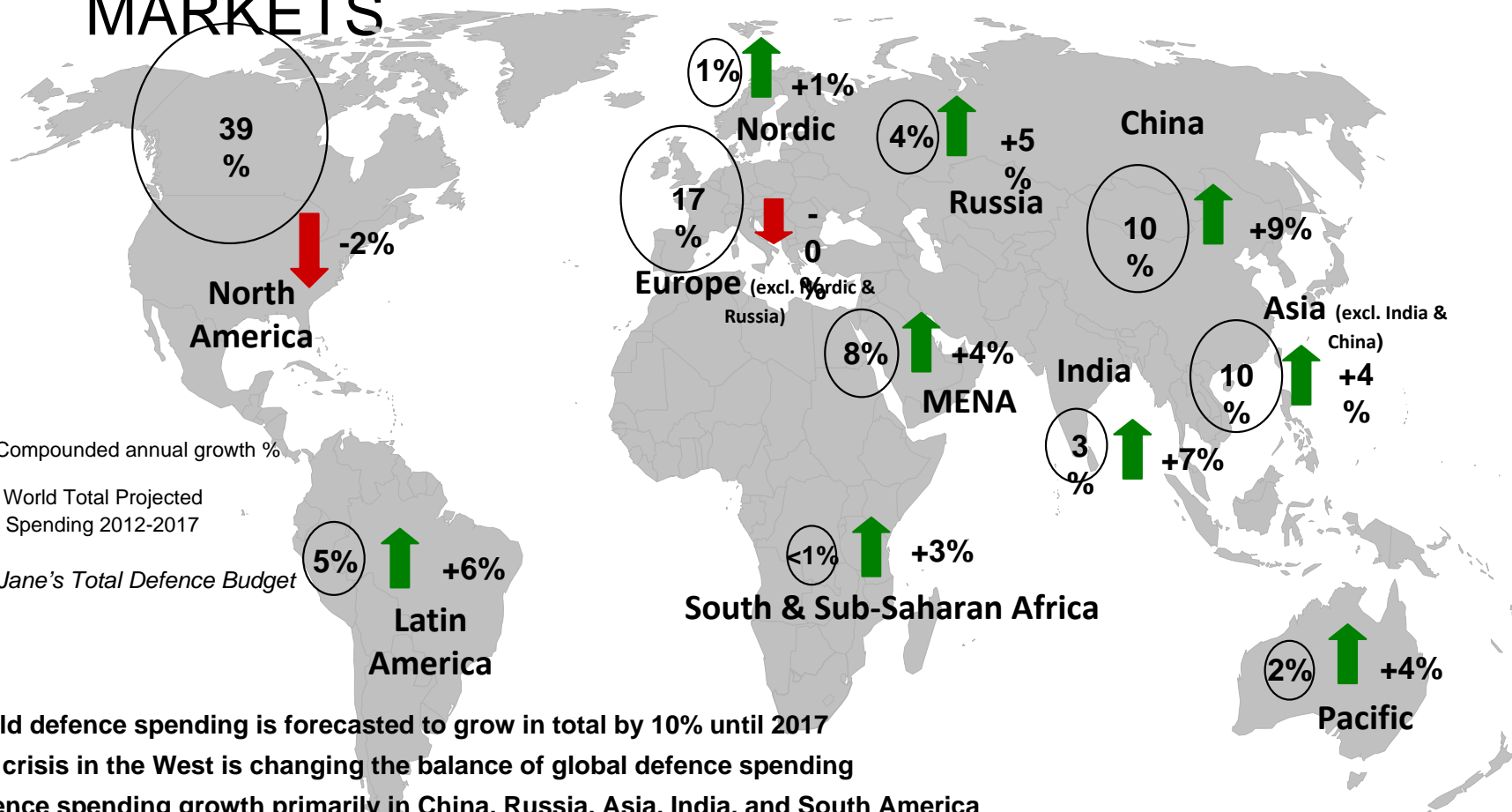
- More than 4000 aircraft manufactured.
- Among them 500 airliners.
- 15 different types of aircraft.





DEFENCE SPENDING UNTIL 2017

BALANCE SHIFT TOWARDS EMERGING MARKETS



↑↓ CAGR = Compounded annual growth %

⊙ Share of World Total Projected Defense Spending 2012-2017

Source: IHS - Jane's Total Defence Budget Forecast

- ▶ World defence spending is forecasted to grow in total by 10% until 2017
- ▶ The crisis in the West is changing the balance of global defence spending
- ▶ Defence spending growth primarily in China, Russia, Asia, India, and South America
- ▶ World procurement is forecasted to grow by 9% until 2017 (ex. China & Russia)
- ▶ Procurement and defence budget changes are in line, except Asia with a higher growth and USA and Europe with a lower procurement decline

SAAB IN LINKÖPING – around 4 500 EMPLOYEES and currently + 500 consultants

- Aeronautics
Gripen, Airbus, Boeing, Neuron, RUAG Space and Saab 340/2000.
- Dynamics
Missiles, Torpedoes, Remotely Operated Vehicle and Autonomous Underwater Vehicle.
- Security and Defence Solutions
Civil security, Transponder Tech and Airborne Early Warning systems.
- Support and Services - Support and maintenance Saab 340/2000 and components, modification Erieye-radar and more.
- Corporate functions.
- Combitech, fully owned high tech Consultancy company.



SAMARBETE MED LINKÖPINGS UNIVERSITET

- ▶ Viktig del i Saabs lokala närvaro – på ett flertal sätt
- ▶ Motiv med samarbetet bl.a.
 - Påverka innehåll i utbildning
 - Vidareutveckla egen personal
 - Forskning
- ▶ Exempel på aktiviteter
 - Medverkan på arbetsmarknadsdagar för ekonomer och ingenjörer
 - Studiebesök på Saab för studenter
 - Företagskvällar för Data, Teknisk Fysik och Maskinteknik
 - Sommarjobb, exjobb och traineeplatser



INCREASED GLOBAL R&D EFFORTS

➤ R&D centre in India

- Transfer identified programs and technologies
- Aerospace, defence and urban innovation including civil security.



➤ Swedish – Brazilian R&D centre

- Stakeholders from the public, academia and industry to tackle key societal challenges with technology.
- Transport and logistics, defence and security, and urban development with a focus on energy and the environment.





AERONAUTICS PRODUCT PORTFOLIO



Tier 1 supplier to Airbus and Boeing

A380



Mid- & outer leading edge

A320



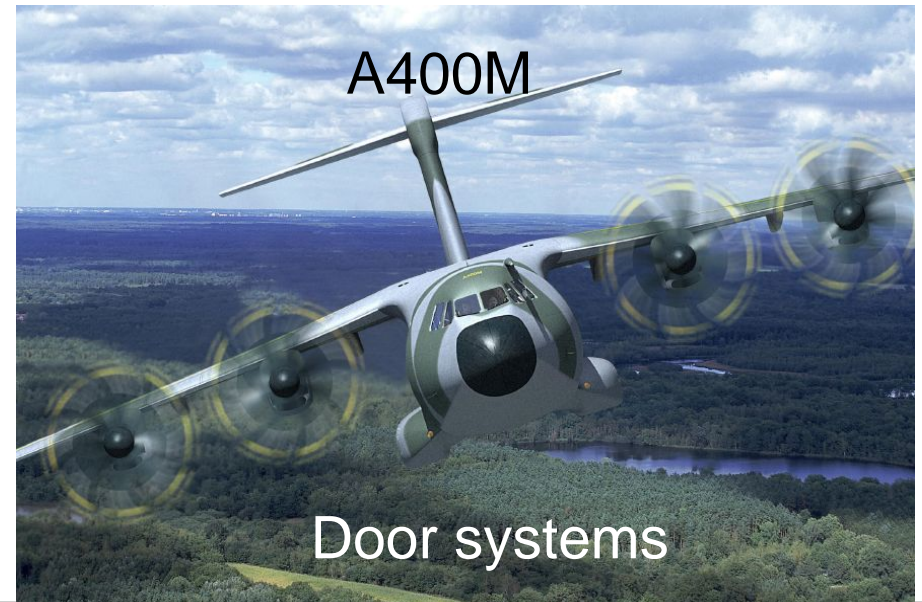
Ailerons, 400+ ss/yr

B787



Door systems

A400M



Door systems



First to Fly A380
SINGAPORE AIRLINES

AIRBUS A380

A380

7-B804

TERMINAL TERMINAL

ZOOM
AHEAD
STOP
BUS
SLOW

1 1 2 2

TUAV ISTAR - UAV 03 EAGLE



SKELDAR

Tactical UAS



Company Confidential



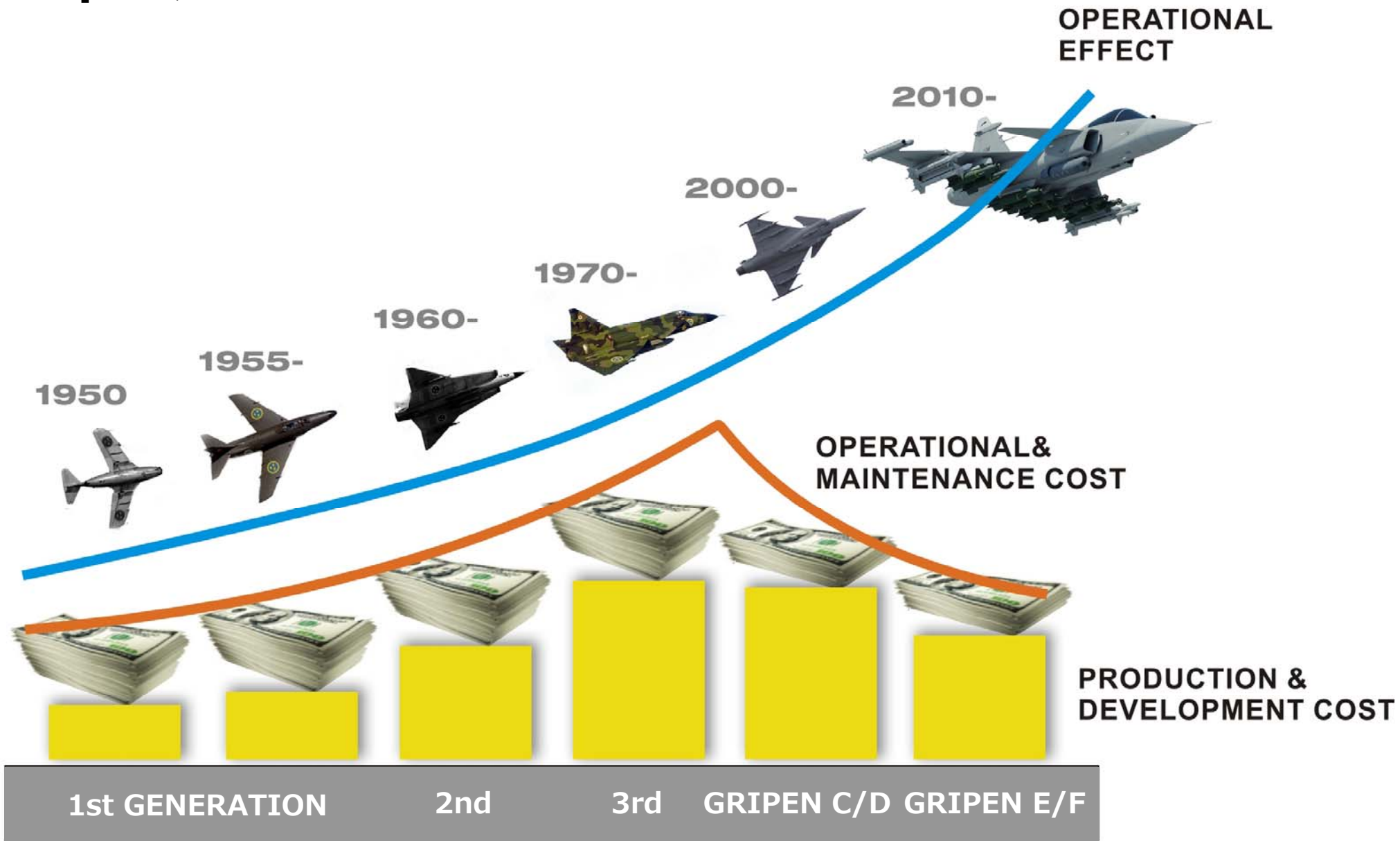
NEURON – A STEP TOWARDS FUTURE AIRPOWER SYSTEMS



Gripen, ever growing capabilities!




Gripen, world class in Performance vs Price



GRIPEN TODAY




 Downselected by Switzerland in 2011


 **Thailand**
Contract 2008 & 2010 8 C + 4 D aircraft

 **UK ETPS:**
Contract 2005 – 2013, 1 B

 **Czech Republic:**
Contract 2004, 14 aircraft: 12 C and 2 D

 **Hungary:**
Contract 2003, 14 aircraft: 12 C and 2 D **Lease until 2026**

 **South Africa:**
Contract 1999, 26 aircraft: 17 C and 9 D

 **Swedish Air Force:**
204 aircraft: 106 JAS 39A and 14 JAS 39B 84 aircraft : 70 JAS 39C and 14 JAS 39D **Continuous development Commitment until 2040**



GRIPEN IS A TECHNOLOGY DRIVER

- ▶ The payback of the Gripen project to Swedish society is at least 2.6 times the initial investment, based on technology transfers alone

Gunnar Eliasson, Professor Emeritus of Industrial Economics (EM)



Omsättning: 4-5 BSEK,
ca 90% utanför Sverige

DYNAMICS IDAG

1500 anställda
Kunder i >60 länder

Ground Combat Systems, Karlskoga



Carl-Gustaf



AT4

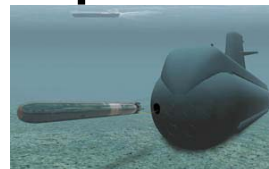


NLAW



BILL

Torpedoes & UW Vehicles, Linköping



Heavy



Light



DE



AUV62

Ground Based Air Defence Systems, Karlskoga



BAMSE



RBS 70 NG

Saab Seaeye Ltd, Fareham UK

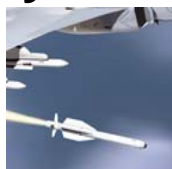


Remotely Operated Vehicles

Missile Systems, Linköping



RBS15



IRIS-T



Meteor



TAURUS

Saab Barracuda AB, Gamleby Saab Barracuda LLC, Lillington US



Static



Mobile



Soldier

Rapid 3D Mapping, Linköping



3D-Maps



Training & Simulation

SBD Switzerland Ltd



Warheads

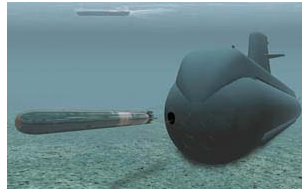
MAPAM



SM-EOD

HIGH-LIGHTS OF THE YEAR

Saab får 194 MSEK order från FMV för uppgradering av **Torped 62** och underhåll av uv-vapensystem



Saab får exportorder på den autonoma undervattensfarkosten **AUV62** för ubåtjaktövning, värde 269 MSEK.



Ny ordrar på Carl-Gustaf

Orderns värde uppgår till msek 313

Orderns värde uppgår till msek 133

Ytterligare leveranser av Carl-Gustaf på MSEK 156

Amerikanska armén lägger ny order på Carl-Gustaf, värde 31 MUSD

US Special Operations beställer ytterligare Carl-Gustaf för 25,8 MUSD



Ordrar på RBS15 Mk3

Från det tyska partnerföretaget Diehl på 615 MSEK respektive på 168 MSEK.

Systemet har tidigare sålts till Tyskland, Polen och Sverige.



Görgen Johansson
ny chef för Dynamics

LÖNSAMHET/VINSTER GER MÖJLIGHETER

- ▶ Ökad satsningsvilja från ägarna
- ▶ Flexibilitet inom egen resultaträkning
- ▶ Möjlighet till investeringar i såväl produkter som infrastruktur





SAAB

SAABGROUP.COM