

SAAB IN BRAZIL



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2011-09-25

ON THE MENU...

- Saab in Brazil
 - Back ground and Organization
- Upcoming Programs
- CISB – Innovation center
- FX-2



SAAB - A HISTORY OF HIGH TECHNOLOGY



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 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 acquire 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



SAAB IN BRAZIL

- HISTORY & TODAY

- ▶ Office in Brasilia
- ▶ Innovation Center in São Bernardo do Campo, S.P.
- ▶ Cooperation with Brazilian Industry
 - Joint sales of AEW systems with Embraer
- ▶ Business examples
 - Saab 90 Scandia Airliner
 - ERIEYE/SIVAM (ERIEYE)
 - Radars (FILA, G50AT)
 - Training equipment
 - Electronic Warfare (passive) Equipment
 - Naval equipment (EO-sights)
 - Missile Systems (BILL)
 - Anti Tank Weapon Systems (CG, AT4)



UPCOMING DEFENCE PROGRAMS IN BRAZIL

- FX-2 Program
- Airborne Early Warning - Upgrade and new
- Coastal Surveillance (SisGAAz)
 - Radar, Opt sensors, Command & Control, etc
- Land Border Surveillance (SisFRON)
 - Radar, sensors, Command & Control, UAV, etc
- Pro-Super - Naval Programs (OPV, Escort ships, Frigate Upgrades)
 - Command & Control, Sensors, etc
- Air Defence (SiAAEB)
- Civil Security in general and for 2014 & 2016
- Field hospitals





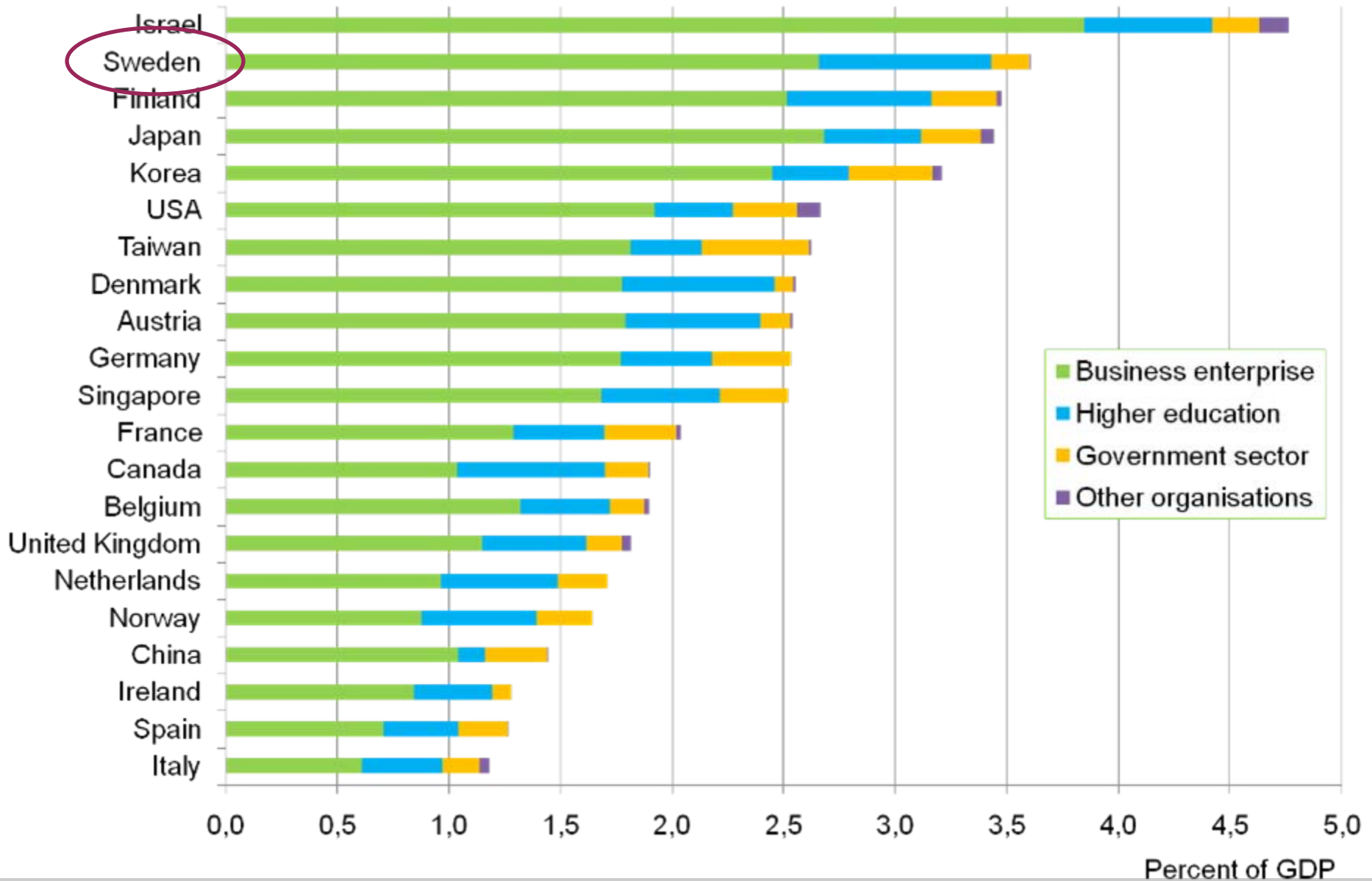
CISB

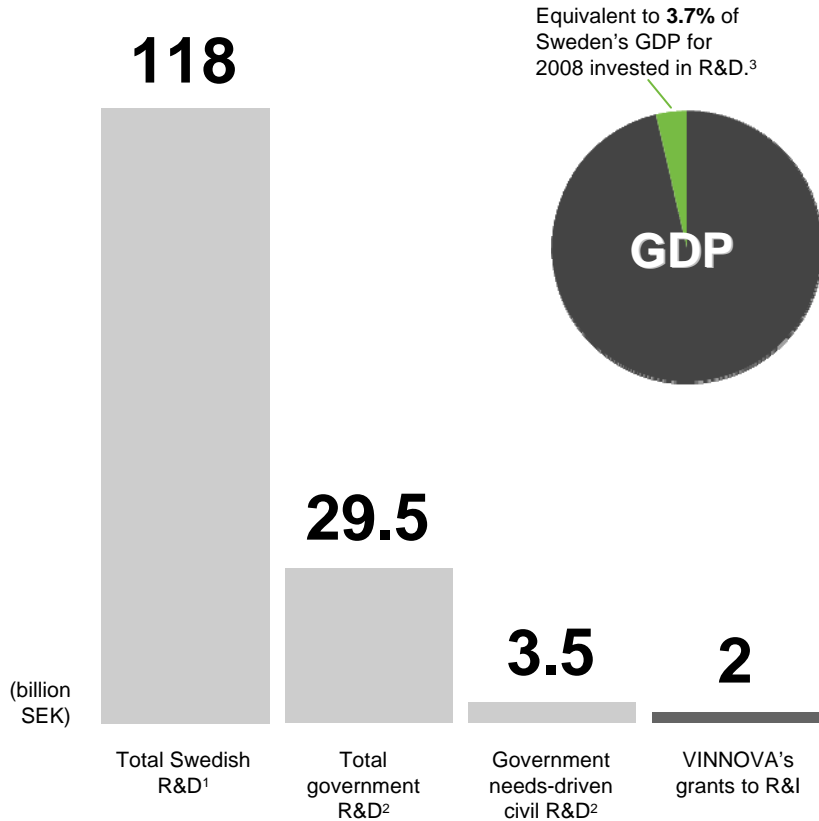
CENTRO DE
PESQUISA E INOVAÇÃO
SUECO-BRASILEIRO



INAUGURATION, São Bernardo do Campo (S.P.)
2011-05-18

Total R&D expenditure in relation to GDP 2007





European Innovation Scoreboard 2009⁴

1. Switzerland
2. Sweden
3. Finland
4. Germany
5. Great Britain
6. Denmark
7. Austria
8. Luxembourg
9. Belgium
10. Ireland

Global Innovation Scoreboard 2008⁴

1. Sweden
2. Switzerland
3. Finland
4. Israel
5. Japan
6. USA
7. Denmark
8. Korea
9. Canada
10. Germany

Global Competitiveness Index 2010/2011⁴

1. Switzerland
2. Sweden
3. Singapore
4. USA
5. Germany
6. Japan
7. Finland
8. Netherlands
9. Denmark
10. Canada

3.7%

of GDP equivalent to annual R&D investment in Sweden

6.5%

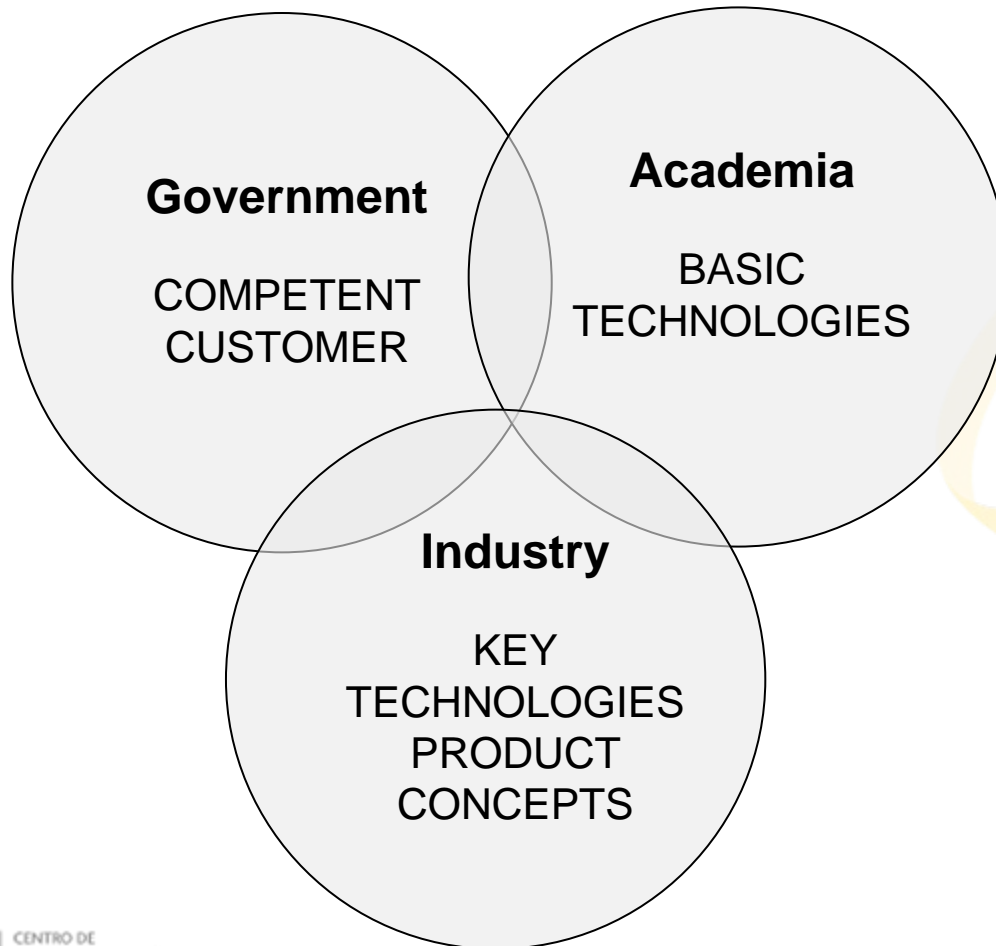
of state R&D goes to needs-driven R&I

Sources: ¹SCB (forecast for 2008) ²VINNOVA ³SCB (forecast for 2008) ⁴European Innovation Scoreboard 2008 – Comparative analysis of innovation performance & World Economic Forum, Global Competitiveness Report 2008-09.

Swedish research and innovation in figures

INSPIRATIONS - CISB

Triple Helix



Partners for the creation of CISB

Industrial

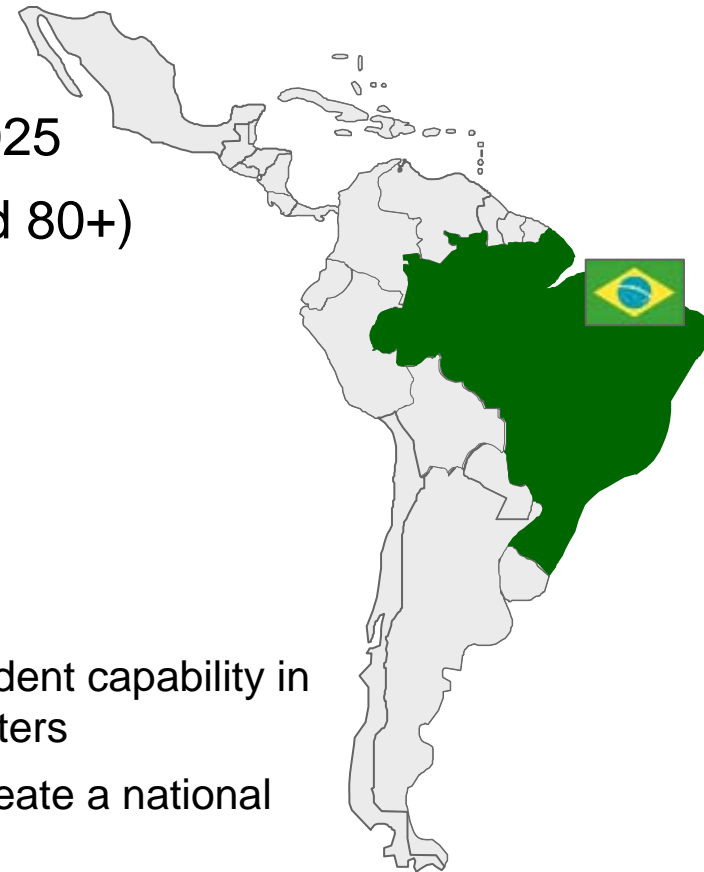
Education & Research

Government



BACKGROUND - FX

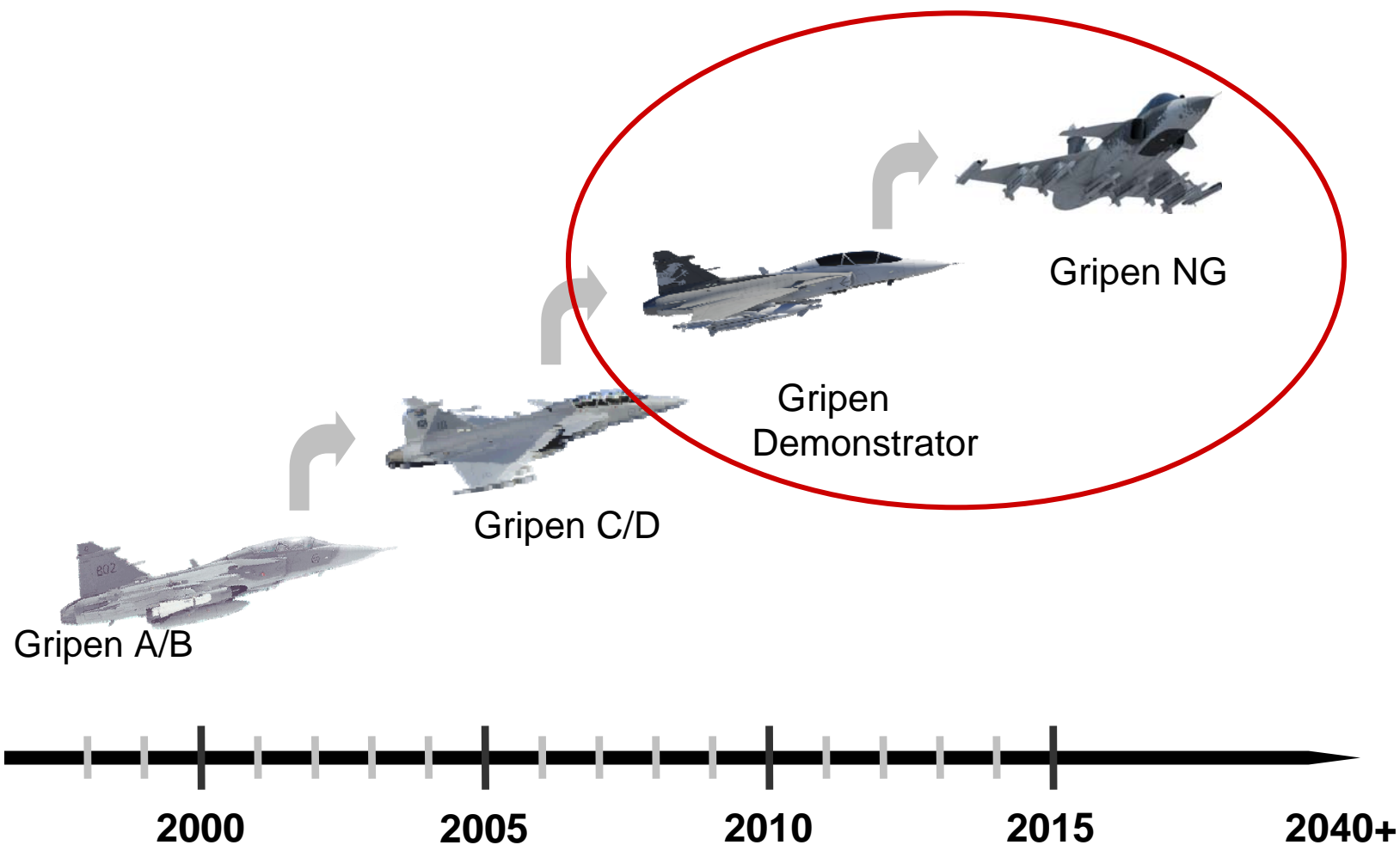
- Current fleet need to be replaced 2014-2025
- Initial quantity: 36 aircraft (Long term need 80+)
- Budget: ~ 4.0+ BUSD (initial package)
- Competitors:
 - Dassault (FR) - Rafale F3
 - Boeing (US) - F-18 E/F Super Hornet
- Overall political objective:
 - Use FX-2 as a stepping stone to future independent capability in design and development of next generation fighters
 - Strengthen Brazilian Aerospace Industry and create a national (independent) supplier base
 - Ability to protect borders and strategic energy resources
- Will open the doors to other markets in the region



FX BR –A LONG JOURNEY...



GRIPEN NG - CONTINUOUS DEVELOPMENT



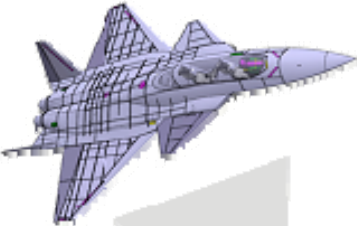
GRIPEN NG– THE PLATFORM FOR NEXT GENERATION’S FIGHTER

**Future Generation
Fighter**

UCAV

Gripen NG

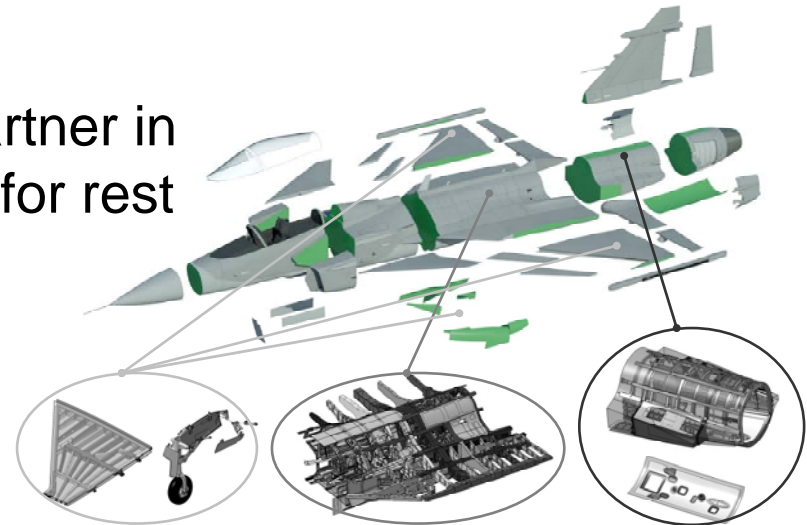
Gripen Demo



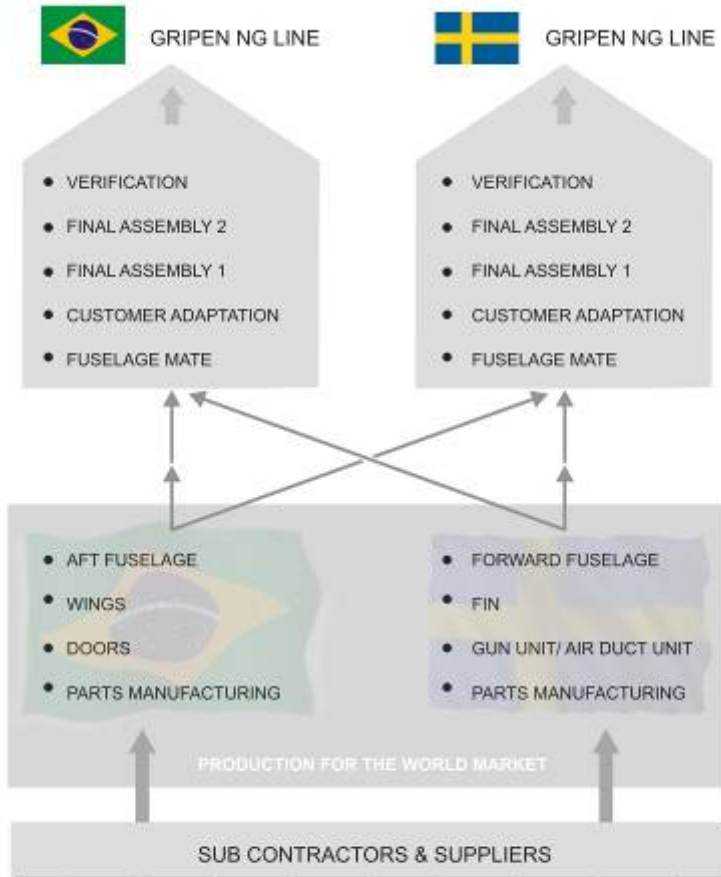
SAAB PROPOSAL

- A PARTNERSHIP WITH UNIQUE ADVANTAGES

- ▶ Saab's offset equal to >175% of contract value
- ▶ Up to 40% of Gripen NG Development by Brazilian Industry
- ▶ Up to 80% of Gripen NG structure manufactured for the world market
- ▶ Complete Gripen NG Production line in Brazil
- ▶ Full Maintenance, Repair and Overhaul capability
- ▶ Full Marketing rights for Brazilian partner in South America & joint opportunities for rest of the world



BRAZILIAN INDUSTRY – SINGLE SOURCE SUPPLIERS FOR THE WORLD MARKET



➤ A World Market Potential for more than 300 Gripen



SL 75026F 20130301

AN UNBEATABLE FINANCE PACKAGE

- 100% financed through Swedish Government (SEK/EKN)
- No payments the first 8 years
- First payment 6 months after last aircraft is delivered
- Payments spread over 15 years
- Currency of choice (EUR/USD/SEK)



SUMMARY

- Sweden and Saab is committed to a long term strategic partnership with Brazil and Brazilian industry
- Sweden offers Brazil a unique partnership in the development of Gripen NG
- Full Transfer of Technology will ensure independent Brazilian future fighter development capability
- Gripen NG is the most cost-efficient fighter to acquire and operate, backed by a unique financial package
- If chosen by FAB and preferred by BR Navy, Gripen NG could be developed into a carrier based version.