



SAAB

GRIPEN

THE FACE OF SUCCESS

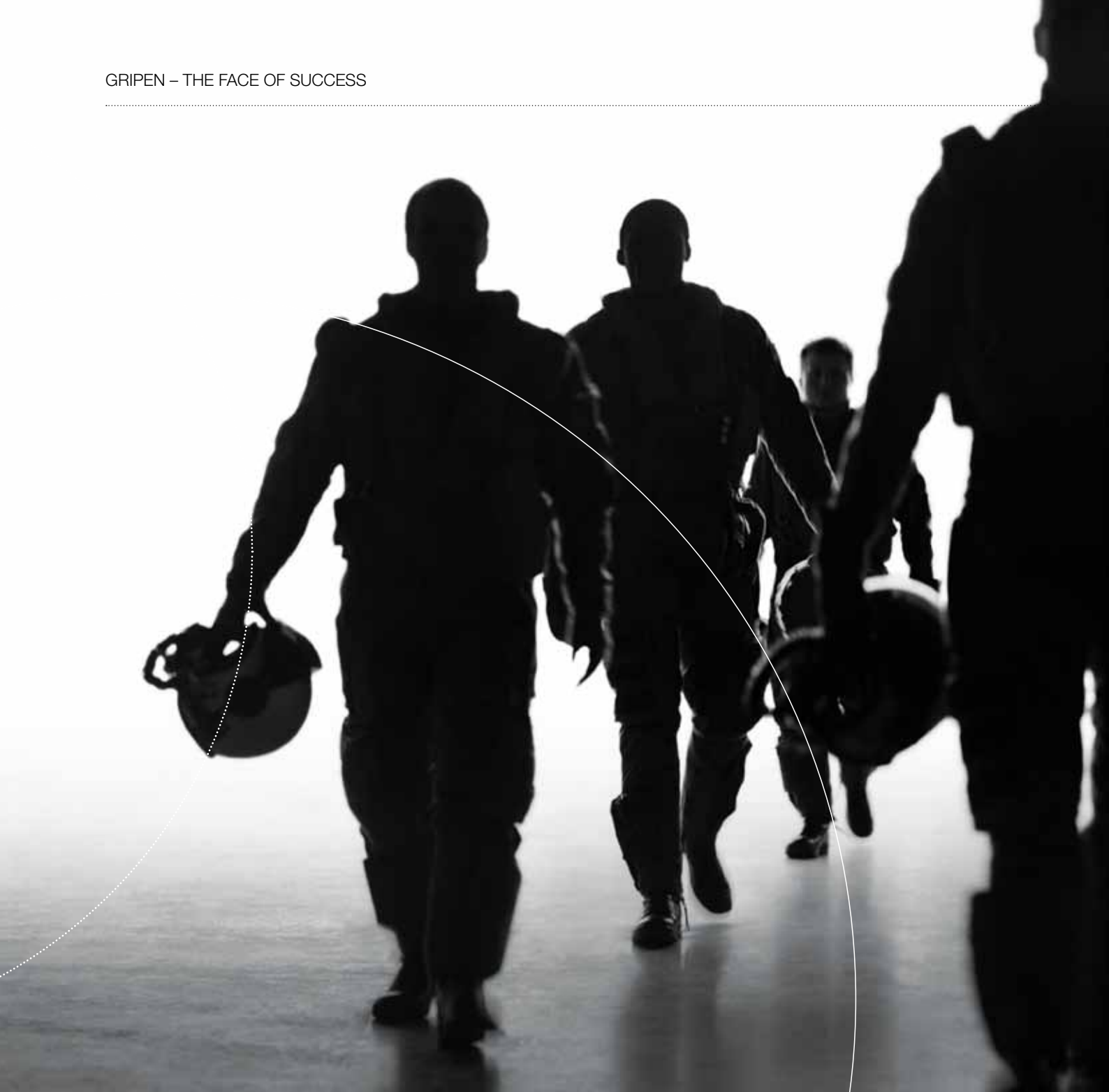


TO WALK **THE WALK**

Gripen is the first of the new generation fighter aircraft in service. We have created and produced a cost-effective, tailor-made, top-of-the-line aircraft on time and within budget. There are facts and figures about the unique offset deals, showing how we always deliver with energy and enthusiasm.

We could tell you about all that. Instead, we prefer to let our customers speak for us. After all, success stories are based upon real events. If the customer isn't fully satisfied, where's the success story?

Find out what our customers have to say about the Gripen experience, the offset deals, benefits and overall national spin-off effects and we believe you will find their stories of success inspiring. Sure, we like to talk the talk. And you can be sure, we always walk the walk.



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“Gripen will be one of the crown jewels in the technological rejuvenation of the South African Air Force. It provides even more opportunities for South African citizens to serve their country while being skilled in leading edge technologies.”

NAME	LIEUTENANT GENERAL CARLO GAGIANO
OCCUPATION	CHIEF OF THE SOUTH AFRICAN AIR FORCE
PLACEMENT	SOUTH AFRICA

NORDIC HERITAGE FLYING INTO THE FUTURE





A DRIVING **FORCE**



Sweden continues to be the driving force behind the development of Gripen.

In co-operation with our customers and partners we keep Gripen at the forefront of technology while simultaneously making this technology available to our partners and customers.

“The macro-economic benefits of the Gripen programme in Sweden have been considerable. The combination of technological spin-offs, increased export revenue and even the investment in training and education have already earned Sweden substantial revenue, but it goes much further than that. These benefits added to the 3,000 jobs created by the programme will continue to benefit Sweden long into the future.”

NAME	STEFAN FÖLSTER
OCCUPATION	CHIEF ECONOMIST – CONFEDERATION OF SWEDISH ENTERPRISE
PLACEMENT	SWEDEN

“The Gripen fighter gives us the strategic, operational and tactical flexibility that we need in an ever changing world. In the strategic tier, the Gripen provides the decision makers with flexibility to change its operational capabilities over time through an ever ongoing step-by-step development.

In the operational tier the Gripen provides the commanders with a multi-role flexibility to perform a wide range of tasks during the same mission. In the tactical tier it provides the Air Force men and women with agility and manoeuvrability in every task.

In that world of demands in all tiers, the Gripen concept provides control over the costs and ever improving development of the capabilities a long time into the future.

In addition, it is a beautiful work of art.”

NAME	MAJOR GENERAL ANDERS SILWER
OCCUPATION	CHIEF OF STAFF – SWEDISH AIR FORCE
PLACEMENT	SWEDEN

TODAY:

200 aircraft delivered to FMV/Swedish Air Force.
4 Gripen squadrons operational.
EAW, Expeditionary Air Wing including a Fighter Component from one of the frontline Gripen multirole squadrons.
More than 160,000 flight hours.

BACKGROUND:

Formal Agreements signed in 1982.
IG JAS – FMV.
First Gripen squadron operational in SwAF October 1997.

NUMBER OF AIRCRAFT:

204 in total
(106 Gripen 39A single-seaters)
(14 Gripen 39B two-seaters)
(70 Gripen 39C single-seaters)
(14 Gripen 39D two-seaters)

DELIVERY:

1993 – 2008





GRIPEN – SOUTH AFRICA

SECURING SOUTH AFRICAN SKIES



NEW **CAPACITY**



Saab, and its South Africa Gripen programme partner BAE Systems, have implemented more than 100 industrial participation projects, boosting South Africa's manufacturing-for-export capacity with ventures addressing a spectrum of defence and civil sectors including: agriculture; mining and minerals processing; medical research; automotive manufacturing; and timber production. As well as investments, local and export sales of South African equipment and services, plus technology transfer to South Africa's defence and aerospace industry.

“This programme has, without question, been a success. It has resulted in important new capacity in the South African economy not just in the defence industries, but almost without exception, in more modern manufacturing and technological capacity in our economy.”

NAME **ALEC ERWIN**
 OCCUPATION **MEMBER OF PARLAMENT (FORMER MINISTER OF PUBLIC ENTERPRISES, 2004 TO 2008)**
 PLACEMENT **SOUTH AFRICA**

NAME **LIEUTENANT GENERAL CARLO GAGIANO**
 OCCUPATION **CHIEF OF THE SOUTH AFRICAN AIR FORCE**
 PLACEMENT **SOUTH AFRICA**

“In an industry notorious for sliding deadlines, Saab has been able to roll-out this specific aircraft well ahead of the original schedule. I congratulate you on this achievement.”



TODAY:

First South African Gripen aircraft successfully delivered to customer in April 2008.

South Africa-specific Gripen flight test programme successfully completed at the Gripen Flight Test Centre, AFB Overberg in the Southern Cape.

Assembly of aircraft ongoing at Saab. Skills training and technology transfer successfully delivered to the South Africans.

During the FIFA World Cup 2010, South African Gripens detected and intercepted a number of potential aerial threats and successfully guarded the skies around the clock during the event. The Gripens provided radar intelligence to the ground controllers, data link information to other participating aircraft and constituted the last line of defence against any airborne threat.

BACKGROUND:

Formal agreements signed 12 December 1999.

Contract comprises 26 Gripen multi-role fighters & 24 BAE Systems Hawk Lead-In Fighter Trainers.

Skills training and technology transfer started in Sweden in 2000.

Gripen production at Denel, South Africa started 2003.

First South African Gripen flew in South Africa 19 September 2006.

NUMBER OF AIRCRAFT:

26 in total (17 Gripen C single-seaters & 9 Gripen D two-seaters).

DELIVERY:

2008 – 2012.

OFFSET:

In June 2010 Saab and its Gripen programme partner BAE Systems, had delivered \$US 7.8 billion of new economic benefits through offset projects arising from its acquisition of Gripen fighters and Hawk trainers. The total obligation is for \$US 8.7 billion and the remaining part is well on track to be delivered before the target date in 2012. The direct offset has been delivered well ahead of time and that part of the agreement has been concluded.



HUNGARIAN EVOLUTION



DYNAMIC WINGS



“The Gripen system is now the back-bone of the Hungarian Air Force, protecting air sovereignty and performing NATO missions. We are proud that the Hungarian Air Force is operating one of the most advanced combat aircraft in the world. Gripen exceeds our expectations in every area and we look forward to continued Gripen missions at home and in a coalition mission well into the future.”

NAME	MAJOR GENERAL ZOLTÁN PINTÉR
OCCUPATION	AIR CHIEF, HUNGARIAN DEFENCE FORCES JOINT FORCES COMMAND
PLACEMENT	HUNGARY

A vital part of a successful offset deal is the ability of the supplier to adapt and adjust according to new business and investment opportunities that will allow Hungary to expand and develop. This is another area where Gripen excels. In order to take advantage of Hungary's strategic position and skilled and highly qualified workforce, Gripen has been able to adapt and expand the offset deal into exciting new areas. The offset programme was delivered well ahead of schedule.



TODAY:

All 14 Gripen C and D delivered.

BACKGROUND:

December 2001, Hungary and Sweden agree to lease Gripen aircraft. On 3 February 2003, MoD Hungary and FMV Sweden amended the contract to a lease/purchase arrangement. Training of the first 5 Hungarian Gripen pilots commenced in Sweden in January 2005. The second group of 5 pilots concluded their training in December 2006. Training of all technicians/ground crew completed March 2007.

NUMBER OF AIRCRAFT:

14 in total.
 (12 Gripen C single-seaters)
 (2 Gripen D two-seaters)

DELIVERY:

2006 – 2007

OFFSET:

By the beginning of 2009, 100% of the total obligation had been delivered – 6 years ahead of schedule. The greenfield investment and export projects yielded more than 10,000 new jobs for Hungary.



“For many Hungarians the word ‘Gripen’ means not only a high tech Swedish fighter but also a fantastic long-term economic development programme. The programme has been concluded ahead of schedule and I’m confident that the whole country will continue to benefit, both from the new defence capability that Gripen brings and from the long term economic benefits of the offset program.”

NAME **ANDRÁS SZILÁGYI**
 OCCUPATION **DIRECTOR – MINISTRY FOR NATIONAL ECONOMY**
 PLACEMENT **HUNGARY**

GRIPEN – CZECH REPUBLIC

PROVEN **PERFORMERS**



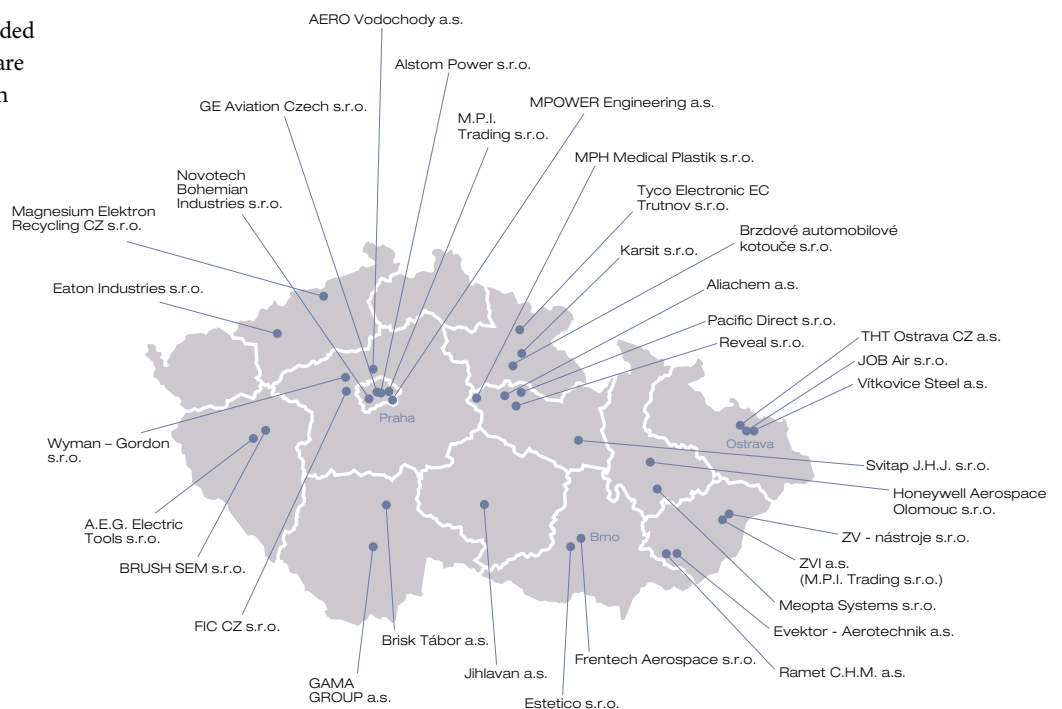


IN SERVICE IN NO TIME



The Gripen offset agreement with the Czech Republic includes direct offset equalling 20% of the total value to support and develop the Czech aerospace and defence industry.

By the end of 2010 the programme included 23 live offset transactions – all of which are generating net export value for the Czech economy. The offset programme will be fulfilled by 2014, which is 10 years after the contract was signed.



“I honestly must say that after my five-year great experience with the operation of the Gripen fighter and, simultaneously, with the Swedish highly professional approach and support, I hope that this co-operation will remain unaffected in the future.”

NAME **COLONEL PETR LANČI**
 OCCUPATION **COMMANDER OF 21 ST TACTICAL AIR FORCE BASE ČÁSLAV**
 PLACEMENT **CZECH REPUBLIC**



B.A.K. is one of Europe’s leading grey iron foundries and machine shops manufacturing brake discs for the automotive industry. Established in the Czech Republic in 2002, B.A.K. is part of the EURAC Ltd Group which also has brake disc manufacturing operations in the UK and Germany. From its facility in the Czech Republic, B.A.K. supplies some of Europe’s leading vehicle manufacturers and automotive parts distributors.

“I am convinced that without our involvement in the Gripen industrial offset programme we wouldn’t have been able to see the increase of production at the rate we see today. Gripen Industrial offset gave us the opportunity to receive the knowledge, transfer of expertise and support that made it possible for our company to expand.”

NAME **DR JOHN G KROSNAR**
 OCCUPATION **CHAIRMAN AND CHIEF EXECUTIVE, B.A.K. S.R.O.**
 PLACEMENT **CZECH REPUBLIC**



TODAY:

One fully operational NATO declared squadron.
 Lease 10 years; Czech MoD – Swedish FMV.
 All 14 Gripen C and D delivered.

BACKGROUND:

Formal Agreements signed 14 June 2004.
 Training started with Swedish Air Force in August 2004.

NUMBER OF AIRCRAFT:

14 in total.
 (12 Gripen C single-seaters)
 (2 Gripen D two-seaters)

DELIVERY:

April – August 2005.

OFFSET:

By the end of 2010, over 975 Million EUR (the equivalent of 93 % of the total obligation) has been delivered – ahead of schedule.



GRIPEN – ETPS

ETPS TOMORROW'S TEST PILOTS TODAY



EXCEEDED EXPECTATIONS



“Gripen’s combination of high performance, outstanding reliability and low maintenance and support costs provides QinetiQ with a very cost effective solution to meet ETPS’ challenging mission requirements. The Saab/Gripen team continues to be a trusted and supportive business partner who are very responsive to our needs.”

NAME **STEVE WESTWOOD**
OCCUPATION **BUSINESS GROUP MANAGER –
ETPS-QINETIQ**
PLACEMENT **UNITED KINGDOM**

QinetiQ is a leading international defence and security technology business that was formed in July 2001 from the UK Government’s Defence Evaluation & Research Agency (DERA). QinetiQ has approximately 13,500 employees, who deliver technology-based services and exploit QinetiQ’s strengths in technology research by selling system solutions, products and licences to government and commercial customers in a spectrum of defence, security and related commercial markets.

The UK Empire Test Pilots' School (ETPS), part of the QinetiQ group, operates Gripen as its advanced fast jet platform for test pilots worldwide. By flying Gripen, ETPS test pilots experience Gripen's new generation cockpit technology, flight characteristics and outstanding operational performance, in a cost effective solution that meets ETPS' challenging mission requirements. Gripen provides an unbeatable combination of high performance, outstanding reliability and low maintenance and support costs.



TODAY:

The 2011 ETPS course includes a one week Instructor re-qualification & training campaign in May for the four (4) Gripen qualified Instructors. A five (5) week student training campaign will follow in August/September for the six (6) test pilot students and five (5) Flight Test Engineer students on this years' Graduate course. For the 2011 course, students are selected from the UK's Royal Air Force, Germany, USA, France, India, and Australia.

DELIVERY:

1999 – To date

BACKGROUND:

ETPS has been flying Gripen in Sweden since 1999. To date, 115 ETPS staff and students from around the world have flown Gripen. New 3-Year agreement signed between Saab and QinetiQ (April 2005). Agreement expanded in 2006 to include more IPs, more students and more flying time. Agreement extended through 2011.

**TRAINING SYLLABUS/
TEST PILOT:**

Each student test pilot flies Gripen for ten (10) hours with a complementary course of simulator flying – engineers will fly a single (1) sortie. Flight operations are undertaken at Saab's facility in Linköping, while simulator training is conducted at the Swedish Air Force F7 Wing, Säteneäs.

“Gripen provides ETPS with a high performance, latest generation capability, which allows us to train test pilots of the future. It is available now and has exceeded all our expectations.”

NAME	RHYS WILLIAMS
OCCUPATION	SENIOR GRIPEN INSTRUCTOR – EMPIRE TEST PILOTS' SCHOOL
PLACEMENT	UNITED KINGDOM



THAILAND EASTERN PROMISE



THE STRATEGIC CHOICE



The Royal Thai Air Force enters the 21st century with networked Gripen fighters, an Erieye airborne surveillance system and state-of-the-art C2 system.

In fierce competition with American and Russian fighters, the Gripen fighter was selected by the Royal Thai Air Force (RTAF) in 2008. The new Thai Gripen fighter will be supported by Saab's Erieye Airborne Early Warning system (AEW) and a dedicated Command and Control System (C2), also provided by Saab.

The RTAF has ordered 12 Gripen C/Ds, two Saab 340 Erieye AEW Aircraft and one Saab 340B for training and transport duties. The first Saab 340 Erieye AEW and Saab 340 were delivered in 2010 while the first batch of six Gripen was handed over in early 2011.

The purchase of new fighters for the RTAF is a government-to-government solution in which Saab is supplying the Gripen fighters to the Swedish FMV.

The multi-role Gripen fighters are based at Wing 7 in Surat Thani, the only intercept jet fighter squadron in southern Thailand.

The first RTAF Thai fighter pilots and technical ground crew were trained in Sweden, just like their colleagues from Sweden, the Czech Republic and Hungary.

BACKGROUND:

2008 agreement signed between FMV, Sweden's Defence Materiel Administration and the Royal Thai Air Force, for the delivery of six Gripen C/D multi-role fighter aircraft of the latest version and a surveillance system to replace its outgoing F-5 aircraft. A further batch of six Gripen C fighters was ordered in 2010.

AIRCRAFT:

Six Gripen multi-role aircraft (four two-seat Gripen D and two single-seat Gripen C fighters) together with one Saab 340 Erieye AEW and one Saab 340B aircraft for training and transport has been delivered during 2010-11. Deliveries of the RTAF order will be completed in 2013.

DELIVERY:

Delivery of the aircraft began in February 2011. Pilot Training started in 2009. Ground crew training started in 2009.



“The arrival of the six Gripen aircraft at Wing Six Surat Thani is the introduction to the new generation of the advanced air defence technology in Thailand. What we are witnessing today is the gateway to achieve the goal of becoming One of the best air forces in Asia. Once the Gripen and the Saab 340 Erieye aircraft are operational at their full performance, we will successfully accomplish the network centric operation in the near future.

I would like to extend my sincere appreciation toward the Thai and Swedish personnel who have taken part in the accomplishment of this program.”

NAME	AIR CHIEF MARSHAL ITTHAPORN SUBHAWONG
OCCUPATION	COMMANDER-IN-CHIEF, ROYAL THAI AIR FORCE
PLACEMENT	THAILAND



TWO STEPS **AHEAD**





AT THE **FOREFRONT**



As the driving force behind the Gripen programme, Sweden, along with its partners, will continue to develop the Gripen aircraft, keeping it at the very forefront of technology and performance. In line with Gripen's policy of partnerships of equals, these developments will be shared with existing and new customer alike.

In parallel with the Gripen C/D, an enhanced standard of the Gripen New Generation fighter, with extended range and greater payload, has been offered to the market.

Industrial co-operation and development on several levels has been offered, including the aerospace and defence industries and state level co-operation with the Swedish Air Force and FMV, the Swedish Defence Materiel Administration. For countries aiming for an independent aerospace industry that is built on a national industrial technology base, participation in the development of this enhanced version of the Gripen fighter in co-operation with Sweden also provides a unique opportunity to develop a tailored solution to meet national, international and regional defence needs.



“The Gripen Next Generation Program is not just the first step towards a new Gripen – it is driving the development of new technology for existing Gripen customers and for other applications. The Demonstrator Programme with its Gripen Demo aircraft was an example of how to use a platform for technology insertion for the whole Gripen family. It reassures any customer buying Gripen today that they will be able to upgrade and enhance their aircraft when needed. The Gripen test platform has been achieved in partnership with several of the world’s leading companies within the aviation industry: General Electric, Selex-Galileo, Rockwell Collins, Honeywell, APH, Terma, Martin-Baker and Meggitt. Gripen NG is not simply the next generation Gripen, it is the first of generations to come.”

“Gripen is very competitive and is generating great interest on the international market. The reasons are obvious. Gripen presents cutting-edge technology, full inter-operability, verifiable costs for purchase and operation, verifiable industrial co-operation solutions and long term co-operation in technical development. It all adds up to a very beneficial package”.

NAME **HÅKAN BUSKHE**
 OCCUPATION **PRESIDENT & CEO SAAB AB**
 PLACEMENT **SWEDEN**

NAME **STEN TOLGFORS**
 OCCUPATION **SWEDISH MINISTER FOR DEFENCE**
 PLACEMENT **SWEDEN**



**GRIPEN IS NO ORDINARY FIGHTER
IT IS YOUR PRIDE
IT IS YOUR WINGS**

Through long-term partnership, generating lasting national benefits,
Gripen is committed to your future.

Supported by a powerful business network, we can offer viable business
opportunities and innovative financing, tailor-made for your nation.





SAAB

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