



SAAB

TRANSFORMATION OF SWEDEN'S DEFENSE ACQUISITION POLICY AND IMPLICATIONS FOR THE INDUSTRY



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House of Sweden, Washington, DC

1937 –

- ▶ More than 4,000 manufactured aircrafts
- ▶ Used by more than 500 airlines and air forces
- ▶ 15 different types of aircrafts



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

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



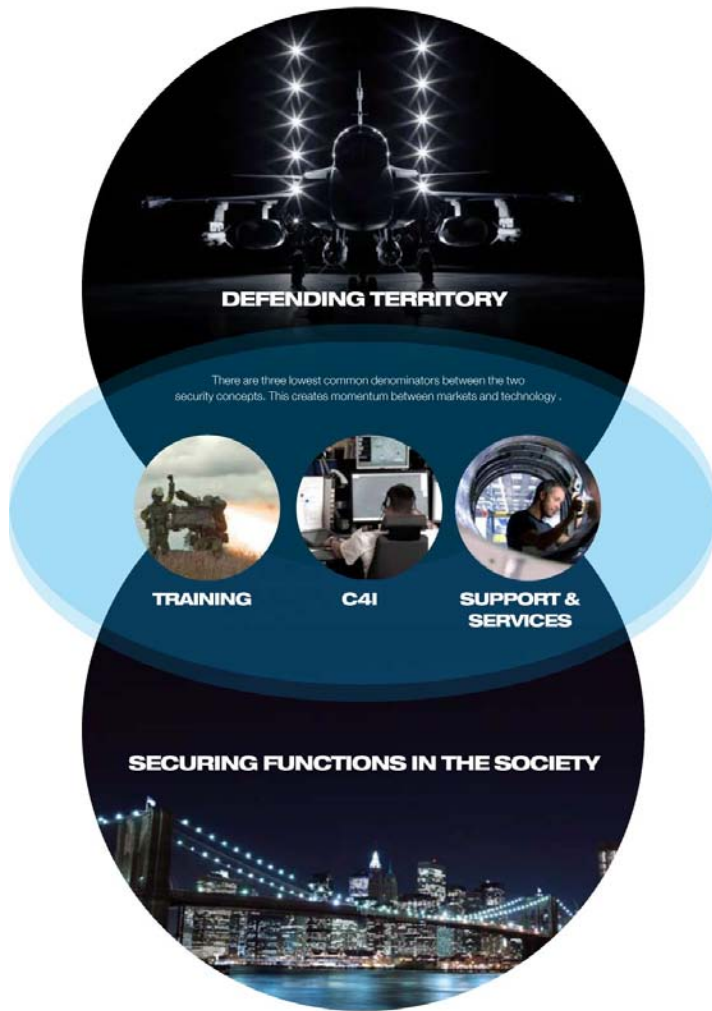
1980-
Development of ARTHUR



1990-
Sea Giraffe AMB is launched

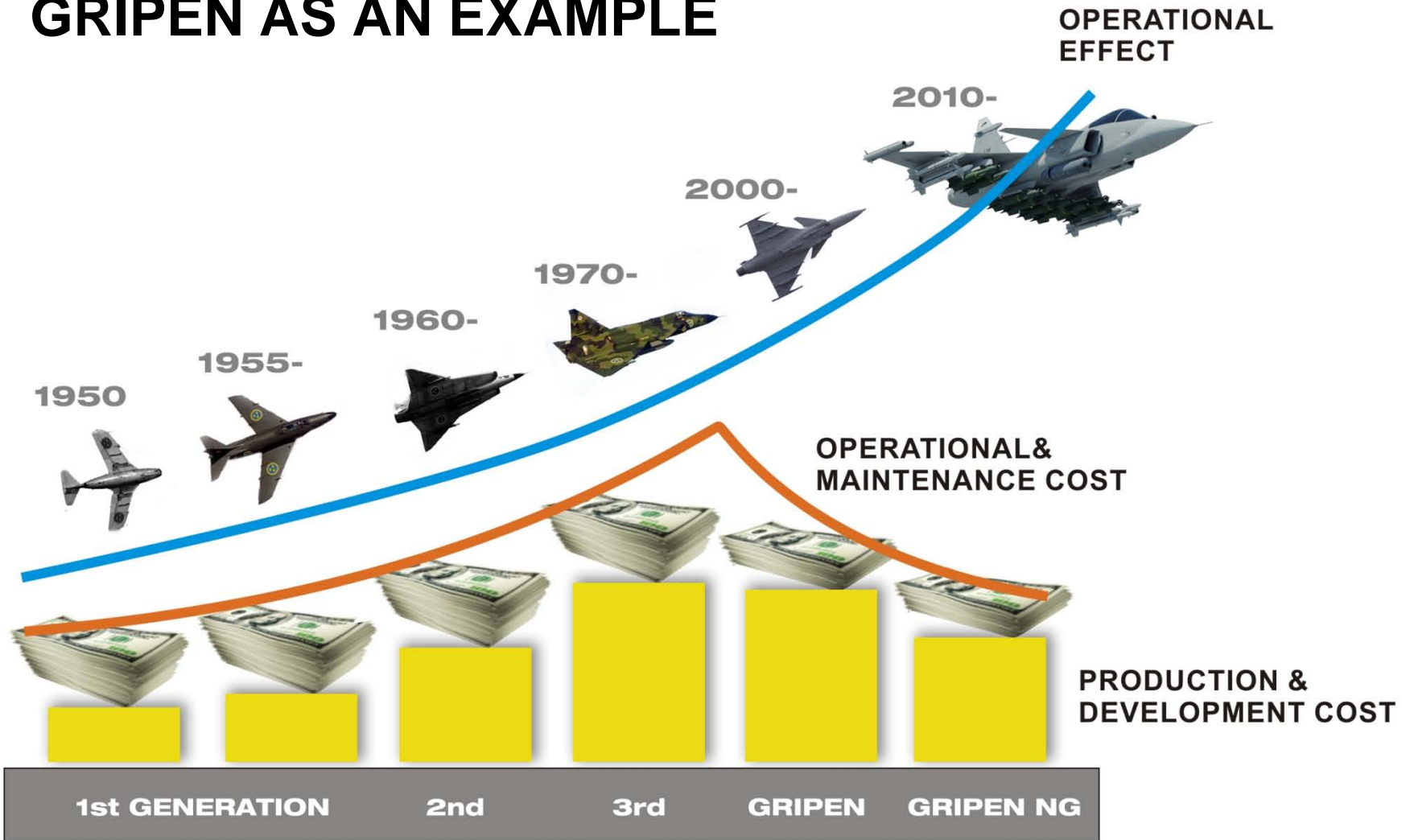


A CHANGING WORLD



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

THE SAAB WAY – GRIPEN AS AN EXAMPLE



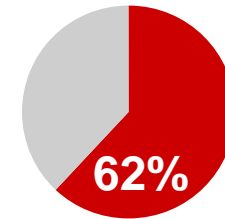
SAAB – A GLOBAL COMPANY

MSEK	Jan-Dec 2010
Sales	24,434
Sales per region	
- Sweden	9,223
- Rest of the world	15,211
Sales per market segment	
- Military aircraft	10,393
- Land	7,611
- Naval	2,278
- Civil security	1,427
- Commercial aircraft	1,348
- Other markets	1,377
Total	24,434

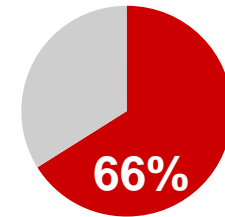
Jan-Dec 2010

▶ International

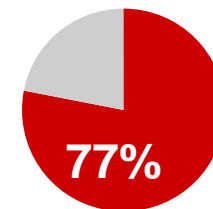
▶ Sweden



Sales



Order intake

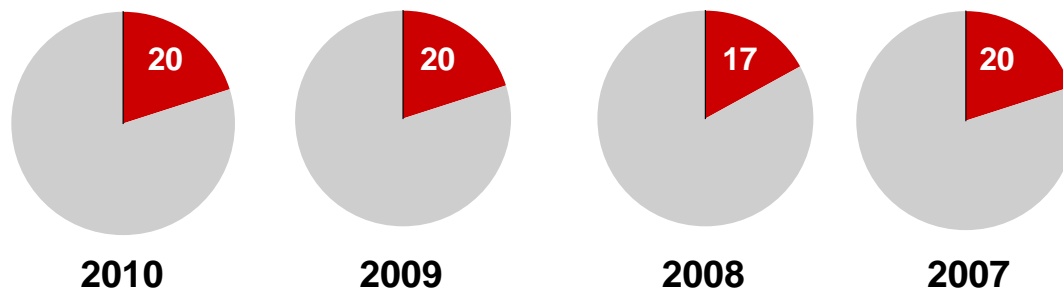


Order bookings

SWEDISH LEADING HOUSE OF ENGINEERING AND INNOVATION

- A research intensive company
- R&D in close co-operation with customers and universities
- Commercialization of new technology
- Increased self-financed R&D

R&D as part of sales



EXTENSIVE U.S. INDUSTRY CO-OPERATION

- ▶ Sweden is the third biggest exporter of defense equipment to the U.S. Armed Forces
- ▶ The U.S. is one of the largest foreign suppliers of defense equipment to Sweden



SAAB IN NORTH AMERICA



- 1 Saab North America Inc.**
Washington DC
- 2 Saab Support and Services LLC**
Sterling, Virginia
Saab Aircraft Leasing
Sterling, Virginia
- 3 Saab Training USA LLC**
Orlando, Florida
- 4 Saab Barracuda USA LLC**
Lillington, North Carolina
- 5 Saab Technologies Canada Inc.**
Ottawa
- 6 Saab Microwave**
Halifax, Canada

STRONG NETWORK



STRONG FOCUS ON THE U.S.

- ▶ Presence all over the U.S.
- ▶ Growth through through partnerships and acquisitions
- ▶ North America will be *the* largest market within four years





SAAB

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