



SAAB

PARTNERSHIP IN **MARITIME OPERATIONS**



THE SEA IS OUR NO. 1 CHALLENGE

Since more than 90 per cent of global trade is carried by sea, it goes without saying that we have the oceans to thank for our global economy.

So what does it take to efficiently secure your operations in a time when the maritime environment poses greater challenges than ever? The correct answer would be: it depends. And that's exactly why teaming up with Saab is a wise decision.

With Saab as your partner in maritime operations, you'll not only have access to a large number of systems enabling higher security and more efficient operations. Above all, you'll be able to draw upon our vast experience from systems integration.

Thanks to this know-how and experience, and the fact that our systems are based on modular technology and open architecture, we can provide solutions that are adapted to your specific needs.

So whether you are part of the shipping industry, the coastguard or a naval fleet – read on and discover just how a partnership with Saab can improve efficiency and security in a number of different operations.

And remember, these are all just examples. Your own level of security will be yours – and yours only.



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EYES AT SEA



At sea, nothing is more important than the ability to know what's going on. In fact, sometimes being aware of existing threats is all the security you need.

With a wide range of sensor systems, such as radars, sonars, transponders and even unmanned aerial vehicles, Saab can help increase your ability to detect and report – bringing a whole new level of perception to your operations.

At the end of the day, whether you are part of the Coastguard, the Police or a naval fleet – our mission is to make your job a little easier – and safer. With our situational awareness concept, that's exactly what we do.

FROM INTERACTION TO ACTION

In the complex maritime environment, enforcing authority involves a number of advanced capabilities. In addition to situational awareness, you must also be able to interact and – if the situation demands it – take action and apply force.

With Saab as your partner, you'll quickly obtain the capabilities you need whether it's being able to perform hazardous SAR missions, dealing with various kinds of illegal operations or to detect threats and execute combat missions.

With a product portfolio including anything from state-of-the-art sensors and communication systems to engagement solutions, Saab helps ensure that you are in control, and stay in control, whatever happens.

A FORCE TO BE RECKONED WITH



Whenever you have to be on constant alert, in conflict areas or in specific situations where the threat level is critical, the demands on your naval systems naturally increase. At this point your Command & Control capabilities are truly being put to the test.

Controlling larger areas not only requires more complex sensor systems. You also need situation awareness in several dimensions – on, above and below the surface. And you need the communication and data fusion technology to enable a common situation picture.

As your partner in maritime operations, Saab can empower you with everything from the latest generation Command & Control systems, including for instance ground-breaking fire-control, to precision engagement systems providing the ability to protect civilian lives and property.

In other words, Saab ensures your force is one to be reckoned with.

THE TRUE MEANING OF CLEAR WATER



What is the true meaning of clear water? To Saab, it means being in total control of your area of operations, including all domains – air, land and sea. Easier said than done. With the right systems, however, it's far from impossible.

With a number of advanced capabilities, systems and solutions and, not least, the ability to integrate them all, Saab can develop a security concept that's tailor-made for your specific needs.

Such a concept might include a range of sensors and engagement solutions all integrated and optimized for maximum efficiency, through the Command Team.

So if clear water is what you're looking for, look no further.



Area clear.



MODULAR AND SCALABLE SOLUTIONS ADAPTABLE TO SPECIFIC NEEDS

By introducing a modular and scalable systems approach into the maritime environment, Saab is not limited to only offering our customers long-term sustainable technology capable of evolving in step with changing needs and requirements, but also to provide solutions designed to maximize customer benefits throughout a system's entire life cycle.

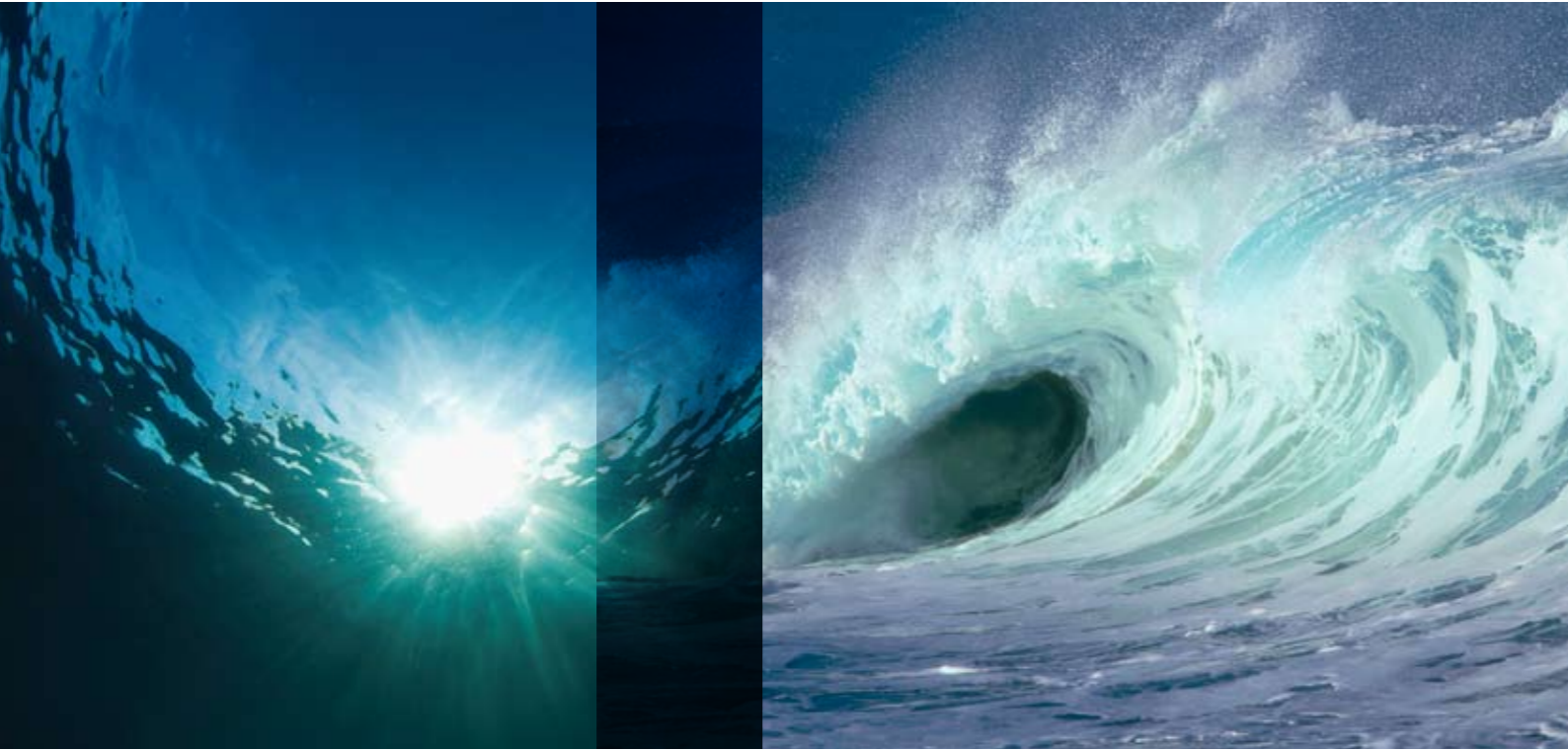
By using open architecture technology, the development of new systems – as well as modernization of existing ones – is more straightforward, efficient and cost-effective than ever before. This is due to a modular structure incorporating well-defined interfaces and an inherent design geared to involvement and employing industry standards for key interfaces. Additional factors are wider use of preferred standards and COTS products utilizing new technology investments made by commercial industry.

The open architecture approach also means that our technology has a broader market appeal and can be integrated with existing technical infrastructure, including integration into systems from other suppliers.

Application of modular, open architecture technology assures interoperability and makes upgrading and support easier and more affordable. Combined with increased reuse and “familiarization” of ‘existing’ technologies, we are convinced that our solutions not only provide the capabilities required for meeting tomorrow's challenges, but also will meet your every need, no matter what level of security you require.



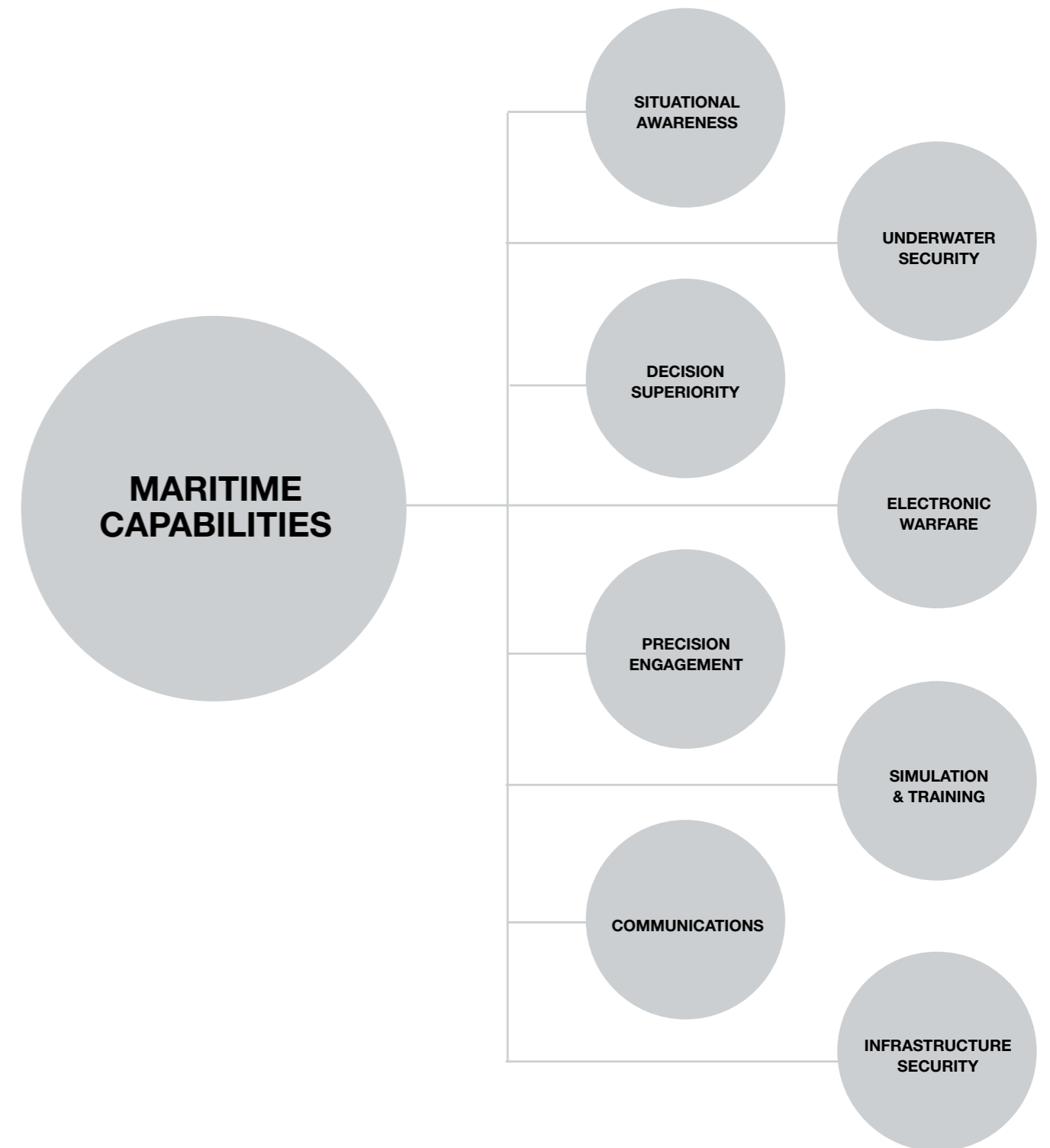
SUPPORTING CAPABILITY GROWTH IN THE MARITIME DOMAIN



Today, maritime forces are preparing for a more complex and demanding maritime environment where you must be able to seamlessly implement strategies through several dimensions – on, above and below the surface.

Saab has extensive experience in supporting maritime operators. From training and surveillance to command and control, from communications to precision engagement, from underwater security to solutions for the protection of critical infrastructure, Saab can support you in strengthening your operational capabilities and creating a level of force protection that not only will safeguard your personnel, but also your mission.

Today, as well as tomorrow.





SITUATIONAL AWARENESS - THE POWER OF INFORMATION

Modern naval forces face multiple threats – from sub-surface, surface, air and land – in an environment where operators are seldom alone in the arena. One of the keys to mission success in these complex scenarios is access to information. Information is what will give you the advantage of being able to act properly and stay one step ahead of the opposition.

Rapid and accurate reaction is depending on sensors capable of providing full situational awareness. Saab offers a range of solutions designed to provide total visibility, within and beyond the horizon, below, on and above the surface, 24/7, in any weather.

Our offer include solutions such as the naval 3D multi-role surveillance radar Giraffe AMB, the Low Probability of Intercept radar Pilot (LPI) and optronic tracking systems, the Skeldar unmanned aerial VTOL-system, the Maritime Surveillance & Patrol Aircraft for detection,

identification, monitoring and control of territorial sea, economic zones (EEZ) and environmentally sensitive areas, and a wide range of autonomous or remotely operated unmanned underwater systems suitable for reconnaissance and surveillance missions as well as Mine Hunting operations.

Saab provides a range of affordable and capable airborne surveillance solutions, including the latest addition to Saab's airborne surveillance family, the Saab 2000 Maritime Patrol Aircraft (MPA). It is a long range, long endurance MPA and reconnaissance solution designed to co-operate with the Saab 2000 ERIEYE AEW&C on tasked maritime vessel identification missions, or to conduct independent patrol missions from unsupported remote airfields.

With Saab as your partner you will have access to a wide range of highly capable solutions designed to add new strength to your maritime awareness capabilities.

DECISION SUPERIORITY - CONTROL AT YOUR COMMAND

Saab is one of the few companies in the world capable of developing state-of-the-art C4I solutions for maritime applications. We provide complete CMS solutions as well as world leading subsystems and advanced services within the maritime domain. Everything you could expect from a systems house in Command & Control.

Based on open modular design, our solutions give you the freedom to choose precisely the functions that suit your specific needs and still achieve the tactical advantages you are looking for. When your needs change or grow, your system can change and grow too. One example is our scalable naval C4I-solution, the 9LV Mk4, a new generation CMS providing extremely accurate fire control and tracking, cutting-edge data fusion and multi-sensor tracking, advanced threat evaluation including performance-based engagement

planning, weapon control, all weather tracking for SAM and gun engagement, and a high level of automated operator support. The system covers every dimension of naval warfare and also supports integrated EW and communication systems.

Saab's range of Command & Control systems also include the Mine Warfare Data Centre: a solution designed to radically increase the effectiveness of Mine Hunting operations; the Vessel Traffic Management System: a component-based system that can utilize virtually any sensor information; and a range of other systems facilitating the improvement of your Command & Control capabilities, step-by-step.



PRECISION ENGAGEMENT - CLEAR WATERS, SAFE FORCES

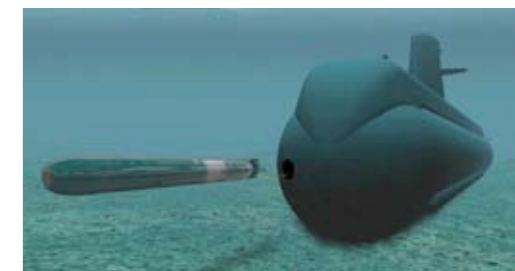
From blue waters to the extreme littorals, the naval battle space creates unique challenges. Saab provides a range of defense systems designed to meet these challenges with precision effect. That is systems intended to provide a vital edge when dealing with the complex threats of the modern naval environment.

Saab's offer includes systems for anti-surface-warfare, anti-submarine-warfare and mine counter measures operations. That is, for instance, the new generation naval surface-to-surface missile, RBS15 Mk3, recently selected by the German Navy for their new K130 corvettes and by the Polish Navy for the Orkan class corvettes, the Torpedo 2000 heavy weight torpedo with both ASW and ASUW capabilities, and the AUV62 and Double Eagle unmanned underwater vehicles that can be configured to support mine countermeasures operations

every step of the way – from mine reconnaissance missions to mine disposal.

With the Trackfire RWS lightweight, fully stabilised and remotely operated weapon and sensor system, Saab can support naval forces enhancing their defence capabilities relating to close-in threats to small vessels.

With Saab as your partner you will have access to a range of capable systems that will support your efforts to keep your waters free from intrusion and provide superior force protection.



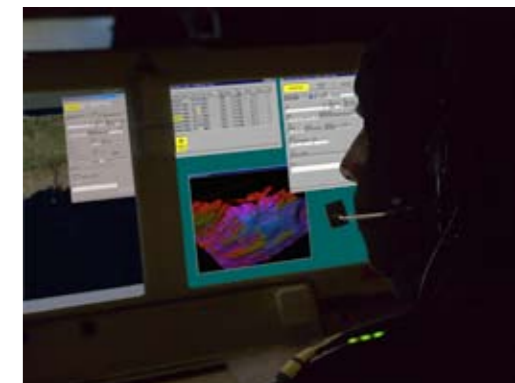
COMMUNICATIONS - IMPROVING INTERACTION. ENHANCING INTEROPERABILITY

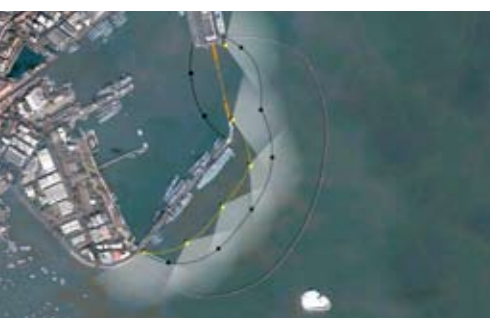
Advanced communications solutions are a vital factor for any maritime operation, making a contribution of considerable significance in the improvement of operational efficiency at sea. Saab has long been a driving force in the development of advanced communications services, robust systems solutions, and on-going system support for a wide range of maritime operations, both military and civil.

Saab provides a range of robust, reliable and secure solutions designed to improve communication capabilities and enhance interoperability for the maritime domain. Our offer includes broadband technology, advanced multi-link solutions supporting Link 11, 16, JRE, VMF and IJMS operations, as well as a fully integrated naval communication system designed to sustain operations in demanding environments. The system integrates all naval internal and external communication systems, can be configured to the customer's preferences and requirements, and modified on an ongoing basis to include further hardware or software modules.

Saab also supports customers with safety critical voice communication systems designed to facilitate secure connectivity between all internal and external communications on a vessel, a land-based station, or in a countrywide communications network. Saab's voice communication systems have, for instance, been in operation with the Royal Danish Navy for many years, introducing Voice over IP (VoIP) as well as data services on WAN and LAN networks using COTS hardware and software components. Saab's range of communication solutions also includes systems for mobile Command & Control and communications systems in containers.

For more than four decades, customers have been benefiting from our expertise and a service programme that, amongst others, includes concept studies, design, simulation, specification of requirements, engineering and verification and validation.





UNDERWATER SECURITY - CONTROL THE SUB-SURFACE DOMAIN

The threat of subversive and terrorist activity such as sabotage or attack on offshore installations, seaways, ocean going vessels, seaports, harbours, and nuclear power plants is ever increasing.

Saab's contribution to safety and security below the surface comprises a wide range of underwater solutions that cover every contingency in countering these threats, allowing you not only to enhance and extend your operational capabilities but, more importantly, prepare for the unexpected. Based on our long experience and involvement in the field of underwater technology as well as working with the wider perspective of national security, our underwater systems are designed to improve your ability to repel any threat to your environment. Saab's offer includes solutions for mine hunting, direct engagement, maritime security, underwater surveillance and unmanned missions.

When it comes to Mine Hunting, Saab has extensive experience from developing systems for the extreme and demanding littorals of Scandinavia. Today, our knowledge and experience are utilized in a range of

advanced and capable underwater vehicles designed to provide active countermeasure capabilities for mine hunting. Our offer includes the autonomous AUV62 system with sensor for detection and classification of mines on long-term missions, and the remotely-operated Double Eagle System for detection and classification of mines, and also for identification and disposal of mines.

The AUV62 is equally well suited for performing general reconnaissance and surveillance missions of the underwater area. Saab also offers a scalable and modular underwater security system that integrates sensors for diver detection, virtual fence and hull inspection, with a diver intercept system and a Command and Control system. The security system is fully adaptable to specific customer needs and can integrate autonomous underwater vehicles (AUVs) and remotely-operated vehicles (ROVs) to perform reconnaissance, surveillance and inspection missions, as well as interceptive actions.

As with most Saab solutions, our underwater security systems are designed to form part of a network centric solution.

ELECTRONIC WARFARE - PRIMED FOR ACTION

Whether your mission takes place in blue waters or a littoral combat environment – above or below the surface – Saab's Electronic Warfare systems facilitates new tactics and supports a higher degree of mission effectiveness and force protection.

Based on proven EW technology, our integrated solutions provide unrivalled protection for surface vessels, as well as submarines, and give you the vital components you need to be prepared, and to maintain the necessary reaction and control capabilities in each and every situation.

Our EW solutions include a range of advanced naval laser warner systems capable of detecting and analyzing lasers in blue water and littoral combat environments, providing superior situational awareness to the command team regarding ongoing laser activities.



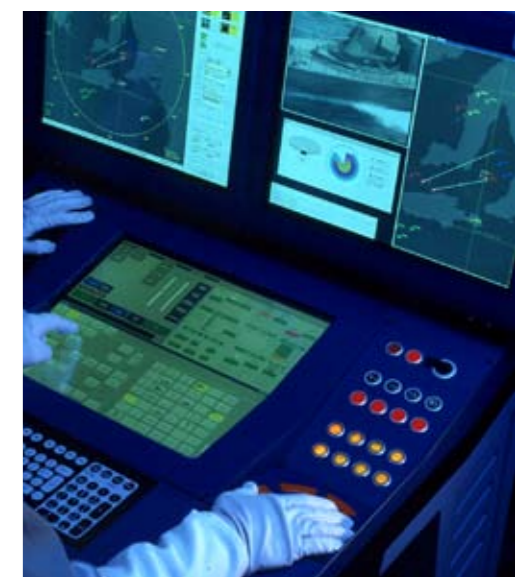
SIMULATION & TRAINING - EMPOWERING OPERATIONAL EXCELLENCE

In today's shifting global security threat situations, there is a growing need for training solutions that support naval as well as civil operators in planning, co-ordinating and synchronizing operations across the full spectrum of maritime operations. At the same time, the multi-dimensional maritime environment creates new demands on individual performance and leadership. Saab supports customers in meeting these new training needs by providing state-of-the-art training and simulation solutions.

These include, for example, computer-based training for system overviews; crew training and technical training for faultfinding and repair; tactical training systems for naval special forces; virtual maintenance training systems for training of ship crews and base maintenance personnel; and a range of cutting-edge solutions designed to prepare operators for all aspects of the naval operator environment.

To support training of complex joint or multi-national operation scenarios, Saab provides solutions for C4I training developed to prepare crews for the modern battle space environment with joint operations comprising air, ground and naval forces under multinational command and control.

Saab's training offering also includes systems for the underwater sphere. The AUV62 Artificial Target is an unmanned vehicle that can be used to resemble a true submarine for operator training and sonar and command system check-up. The MCM Trainer is a portable system designed for extensive training of EOD divers, ROV or sonar operators in a simulated Anti Submarine Warfare environment.



INFRASTRUCTURE SECURITY - OPTIMISING CONTROL, MAXIMISING FLOWS

Trade, communications and commercial activities on and in the seas have never been of greater importance than today. Since some 90% of the world's trade is seaborne, making seaways, ports, offshore facilities and other maritime as well as shore-based infrastructure safe and secure is a major global challenge.

In the global supply chain, ports are acting as vital nodes. A large number of actors cooperate in order to make this supply chain as secure and efficient as possible. Saab contributes to this end by offering a range of solutions designed to optimize and secure flows at sea and within ports.

That is, complete network centric solutions for port security and traffic management that provide unrivalled situational awareness and control, coastal surveillance solutions that give you the ability to monitor the coastline from both air and sea and to

share the information gathered with other actors, as well as search and rescue solutions that facilitate interaction and provide a common awareness that makes it possible to use resources in the most efficient way.

Saab also provides a range of capable and versatile, remotely operated vehicles for all nature of underwater work in the offshore industry. When new oil and gas platforms are commissioned or when maintenance and security solutions for existing platforms are in the planning stages of construction, there will be an even greater demand for such vehicles. In addition to the Double Eagle and Seaeye remotely-operated vehicles our offer includes the AUV62, a modular system designed for autonomous operations and long endurance missions.



THE POWER OF PARTNERSHIP



At Saab, we believe that co-operation and partnerships are the way forward. We are equally convinced that governments and local industries everywhere are doing all they can to increase industrial and national development. Our mission is to provide the tools, which make this progress possible. By offering a partnership that provides the prerequisites needed to build from where you stand today, using your existing solutions and capabilities as a foundation for the future, you will be able to benefit from the advantage that the true power of partnership brings.

To meet the growing need for collaborative solutions, Saab has made industrial co-operation and customized partnerships part of its business offering. That way, our solutions represent more than state-of-the-art capabilities. They also provide an opportunity to create real growth and deliver lasting benefits.

INDUSTRIAL CO-OPERATION – PART OF OUR PRODUCT

Our offer does not contain the traditional offset packages. Instead, we offer an industrial co-operation programme designed to provide genuine and lasting benefits, such as industrial growth, job creation, technology transfer to strengthen expertise and know-how, infrastructural investments paving the way for social development, or

activities to support expansion of healthcare or schools. Saab's industrial co-operation concept is supported by a large international industrial network and the Swedish government.

YOUR SUCCESS IS OUR SUCCESS

The only way in which we can define our success is by the level of effectiveness our systems bring to you. As we see it, our role lies not so much in the development of our own systems and solutions, but rather in collaborating with you in the development of yours. With Saab at your side, you can rest assured that your capabilities can evolve over time in accordance with your situation, needs and requirements.

SUPPORT FROM A TO Z

Saab provides a wide range of services supporting our customers at all levels and in all phases of their operations – from need analysis to through-life support, including procurement services, integration and validation services, as well as technical and operational training. We even supply simulators developed for system testing and serious gaming. Services that provide decision support and help our customers to focus on their core business activities, using Saab Business Support to fill the gaps.

TECHNOLOGY TRANSFER THAT MAKES A DIFFERENCE

For decades, industry has put a great deal of effort into safeguarding its technology and restricting the exchange of knowledge. Today, with our new modular, open architecture Command & Control system, we are in a position to set our knowledge free and by way of technology transfer agreements make it available to our customers and partners. Knowledge that can not only take your technology and capabilities to a higher level, but also strengthen the competence essential to take your business into the future.

CREATING LASTING VALUE AND ENHANCED OPERATIONAL CAPABILITIES

What would you like to achieve with our industrial co-operation concept? Would you like to see your industry grow with new products and your region prosper as new companies establish themselves in the area? Would you rather build future competence through participation in projects or have us share work with local industry? It is your call. Our business solutions and our minds are as open and adaptable as our technology; this means that it is your needs and requirements that will shape our offer.

For us, that's what partnership is all about.

And when it comes to increasing security and enhancing capabilities in maritime operations, we believe that partnership is the way forward.



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