



SAAB

SAAB GRINTEK DEFENCE



SAAB IN FOCUS

● ● ● ● ●

AFRICA AND BEYOND

SAAB

●●● SERVING THE
GLOBAL MARKET WITH
WORLD-LEADING PRODUCTS,
SERVICES AND SOLUTIONS



Saab Grintek Defence celebrates Exporter Award for 2nd year running

01



Saab receives steady state support order for South African Gripen

02



Saab expands its African footprint

03



World opinion on Africa swings between Afro optimism and Afro pessimism and everything in between

04



A System-of-systems approach to border security

05



Saab: Helping the UN to help Africa

06



Coastal and Maritime Surveillance Africa

07



SAAB protection systems selected by Brazil and the US

08

SAAB GRINTEK DEFENCE CELEBRATES EXPORTER AWARD FOR 2ND YEAR RUNNING



in international business development and markets. The Award further aims to recognise South African enterprises which invest in both human and technical resources in various projects or activities, produce quality products and services and remain domestically and internationally competitive.

Saab Grintek Defence was awarded the same award in 2013, the year the company celebrated a record year in terms of exports and subsequent revenue income for South Africa.

The company has continued on its growth, celebrating various successes on the international and local front – making it a deserving winner of the distinguished Exporter Award.

Magnus Lewis-Olsson, CEO of Saab Grintek Defence, Molly Mogotsi of Export and Shipping, Evelyn Motsatsing of Business Support and Chris Skinner, Head of Marketing and Sales received the award.

Comments Magnus Lewis-Olsson, CEO of Saab Grintek Defence: "We are very proud of this award as it shows the valuable contribution SGD continues to make to South Africa's revenue. We continuously strive to market, sell and develop new products – this Award serves as renewed inspiration to continue on our successful path."

Saab Grintek Defence (SGD) is celebrating well-deserved recognition following the second annual SA Premier Business Awards, where it was announced as the winner of the Exporter Award for second year running.

The SA Premier Business Awards celebrates business excellence in South Africa and is organised by the Department of Trade and Industry (DTI), in partnership with Proudly South Africa and Brand South Africa.

The Exporter Award aims to recognise all export industry sectors and encourages other South African companies to participate

The company has continued on its growth, celebrating various successes on the international and local front..



SAAB RECEIVES STEADY STATE SUPPORT ORDER FOR SOUTH AFRICAN GRIPEN ●●●●

Defence and security company Saab has received a steady state support contract for South African Gripen

The order has a total value of SEK 180 million over the years 2013-2016. The South African Air Force has been operating the Gripen fighter system since 2008 when the first Gripen was delivered.

SAAB previously acquired a series of short-term interim support contracts, in order to operate the Gripen fighter system in South Africa. Since the signing of the contract, the company's ability to conduct sustainable and long-term support operations has risen substantially, as has service efficiency and product availability.

Following the signing of the contract, SAAB is implementing typical Gripen support services, which include the likes of engineering support, maintenance, repair and overhaul, and replenishment of spares.

According to Magnus Lewis-Olsson, CEO of SAAB South Africa, "The contract is valued at over SEK 180 million for a three year duration, and marks the start of a deeper and extended relationship between Saab, Armscor and the South African Air Force."

He adds: "Gripen operations continues from the initial testing and delivery phase with ad hoc, short-term support efforts into a real sustained South African Fighting Force, constantly ready and supported by Saab."

This order comes at a time that Saab is also celebrating Brazil's decision to choose the Saab Gripen jet fighter, which at initial stages was valued at \$4.5bn for 36 Gripen new generation jets. It is expected that this deal will open opportunities for the delivery of 100 or more aircraft.

Comments Magnus Lewis-Olsson: "We are still celebrating having won Best Exporter at the DTI awards earlier this year, and with this deal our local plant, its 900 people and South Africa stands to benefit. This deal will further increase the export capability of South African technology."

Saab Grintek Defence is already exporting its products to various countries, with 90% of the systems being designed and produced at Saab Grintek Defence facilities in Centurion and Capricorn Park in Muizenberg.

Uniquely South African developed and produced Saab products that stand to benefit include the IDAS electronic warfare self-protection system, which recently won a R335m contract with another BRICS-country company, India's Hindustan Aeronautics.

"..marks the start of a deeper and extended relationship between Saab, Armscor and the South African Air Force."



SAAB EXPANDS ITS AFRICAN FOOTPRINT ●●●●

Defence and security company Saab opens an office in Botswana

Saab is expanding its presence on the African continent and has recently opened an office in Gaborone, Botswana to further this goal.

Saab, with its focus on military defence and civil security, has always made it clear that one of the company's main goals is to be established as a high end solutions provider in the Sub-Saharan region.

With the growing economy in Africa this expansion has been made all the more important. This is also in line with Saab's establishment of its 'Market Area Concept' which consolidates the markets in which the company is active.

Jerker Ahlqvist, who will be heading up the Saab office in Botswana explains: "With the establishment of the market areas,

Saab is expanding on all continents. With the growing economies in many countries in Africa there is a growing demand for defence and security products – and hence, a demand for Saab products."

Saab is now represented in South Africa, Kenya and Botswana in Sub Saharan Africa and is looking at other African countries to have Saab representation.

"Botswana has been selected as the third country to open an office in due to its transparent business environment and solid business opportunities for various products in the Saab portfolio," says Ahlqvist.

Ahlqvist explains that the office in Botswana has primarily been established to provide a hub for Saab to increase its presence to market its products and to play a role to further strengthening the relationship between Sweden and Botswana.

"..there is a growing demand for defence and security products – and hence, a demand for Saab products."



WORLD OPINION ON AFRICA SWINGS BETWEEN AFRO OPTIMISM AND AFRO PESSIMISM AND EVERYTHING IN BETWEEN ●●●●

In the 1990s the worldview of Africa began to shift from the 'dark continent' to one of hope. America's Time Magazine emerged as a proponent of the latter, only to have The Economist publish a damning article in 2000 with a front page titled "The Hopeless Continent". This front page coincided with Zimbabwe president Robert Mugabe's land grabbing policy, a policy which, as it gathered momentum also hiked up the world's highest recorded inflation rate since WWII.

It was also hot on the heels of one of the worst post Holocaust genocides that left around 1 000 000 people maimed or dead in a mass slaughter in Rwanda in 1994.

Fast-forward a decade later and an edition by The Economist in 2011 titled 'Africa Rising' hits the shelves, painting a completely different picture of this once 'hopeless continent'. The edition praises the sustained high growth in gross domestic product, prosperity and the potential of the continent.

Somewhere between the negative pictures and the positive front pages lies the truth. That truth is perhaps found with an Afro Realism approach to Africa, backed up by good knowledge of the current realities and facts about Africa.

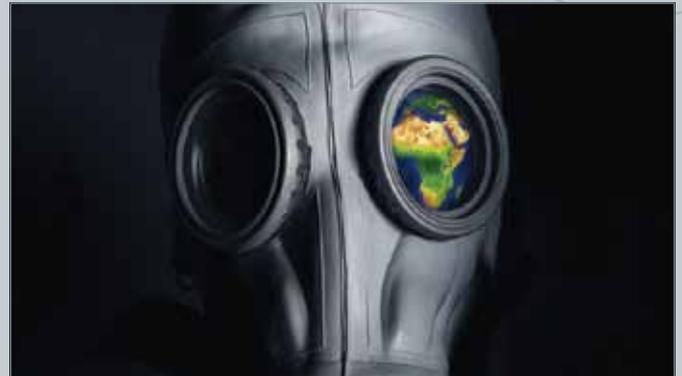
On the one hand there's vast untapped potential; resources, minerals, natural and environmental riches while on the other hand governments and political failings keep erasing the benefits brought about by the former.

Africa's crust stores about 12% of the world's current oil reserves. The west coast is also estimated to contain the world's second largest undiscovered conventional oil reserves after South America and the Caribbean and the third largest undiscovered conventional gas on the east coast. Africa has 42% of the world's gold and 80% to 90% of chromium and platinum group metals, and 60% of arable land in addition to vast timber resources.

On Africa's dark side, four of the world's nine armed conflicts as recognised by the United Nations with death tolls of more than 1000 per year are currently happening in Africa with increased deepening of new divisions around religious lines. This comes fresh after the Arab spring which toppled three heads of state and left North Africa in its current state of turmoil.

Africa needs an opportunity to solve its own problems, build its own future and invest in its own prosperity.

Africa does not need a new wave of colonialism and domination by external forces for the benefit of countries outside Africa nor does it need streams of external donor funding that postpones the development of solutions.



Africa needs investors that have a long term vision with an agenda to establish itself on the continent. Africa in turn needs to attract and entice investors to stay, and create conditions conducive to their investments. Responsible investors that embed themselves on the continent with a tenacity to resist short term exploits, who do not resort to bribery and corruption will change the outlook on the continent. In the long run they will be met with tangible results in the form of established capabilities, skills injection and secondary industrial effects such as supplier development, local procurement and eventually export.

The long term approach is also a key to building a defence capability that can withstand the test of the peace keeping and peace support requirements that the African Union and regional standby forces face.

As a builder and provider of a defence capability on the continent for sovereign governments, Saab has this long term approach. Saab has expanded its footprint as the neutral and responsible provider of security and defence solutions by the opening of its latest office in Gaborone, Botswana. This augments its position which is currently represented in Cape Town, Pretoria and Nairobi. Saab has made large investments in the industrial and technical capabilities, and has also heavily invested in the people of the countries on the African continent where it has had a long term involvement.

Africa will only prosper and grow, and its foundation in the future will only be stable if partners and investors have roots in its soil and its dreams in their hearts.

A SYSTEM-OF-SYSTEMS APPROACH TO BORDER SECURITY ●●●●

The increasing flow of people and goods across our borders creates a need to efficiently manage and protect legitimate trade and travel, while preventing illegal immigration, identity fraud, human trafficking and smuggling.

This can be achieved by implementing a security strategy that incorporates an optimal mix of personnel, infrastructure and technology.

However, the full potential of the deployed technologies is not always realised due to a lack of integration between the different border security systems.

The ideal scenario is a collection of task-oriented or dedicated systems that pool their resources and capabilities together to create an integrated system which offers more functionality and performance than simply the sum of the constituent systems. This is what is typically defined as a system-of-systems approach.

This integration, while achievable, isn't always easy – mostly due to the disparate nature of the systems that are typically deployed at borders and ports of entry.

What is required is some sort of “glue logic”, referred to as an integration platform, to facilitate the integration.

Integration platforms are computer software that integrates different applications and services. They typically contain a set of functional components, including a message bus to enable reliable messaging between applications and adaptors to perform translations between the protocols of the different applications. In this regard Saab offers two advance integration platforms, namely SAFE and TactiCall.

SAFE is an advanced integration platform with a powerful command and control capability. It is based on an open architecture and offers a range of services to border security personnel via fixed, mobile, portable and web-based applications. These services include information sharing, decision support, workflow management, control of integrated systems, logging of all events and resource management. By making use of these services border security personnel are able to task resources, track them, perform video surveillance, handle alarms, provide access control, exchange information with external databases, create reports, etc. This can be done from either a central location or several decentralised locations.

SAFE is modular and can therefore be scaled according to the size of the organisation and the required functionality.



SAFE is an advance integration platform with a powerful command and control capability.

SAAB: HELPING THE UN TO HELP AFRICA



The use of open standard interfaces facilitates integration with legacy technology and creates a wide variety of integration alternatives for new equipment and software. The SAFE system can, for instance, be integrated easily with any third-party subsystem (e.g. camera surveillance systems, fence sensor systems, tracking systems, communication systems, etc.) and provides a wide range of options for user interface integration to create one common user interface. It can also be easily integrated with external databases and readily adapts to foreign data models, service interfaces and security models.

TactiCall connects all voice and data communication platforms and networks into one, easy to operate communication solution. The system gives border security personnel complete control of and fast access to all communication networks, be it telephony, public address, radio, wireless or satellite networks. By doing this it is possible to facilitate joint operations between the police, military forces and any other stakeholders. It allows everybody to reach each other regardless of the equipment being used.

TactiCall is built on Voice over Internet Protocol (VoIP) technology. It seamlessly integrates to both existing non-IP networking infrastructure and new IP networks to create a scalable and flexible solution. Non-IP equipment and networks are integrated via IP Gateways to create a network of networks. This allows border security personnel to receive and provide mission critical communication where and when needed.

A system of systems approach allows border security authorities to maximise previous investments in border security systems by integrating these systems into a coherent system. This integrated system provides border security personnel access to all resources and a detailed image of the current security situation. This ensures improved decision making based on superior situational awareness, better coordination based on a common operational picture and faster response times due to the efficient use of resources. The end result is more efficient and effective border security management.

Saab offers these two advance integration platforms, namely SAFE and TactiCall to create a system of systems for border security applications. These platforms facilitate the solution integration of both legacy and new equipment. Based on this it is easy to add or replace the underlying systems. This makes the integrated system future proof and reduces the dependency of border security authorities on specific suppliers. It also reduces training costs by ensuring a consistent user interface.



At the end of World War II in 1945, nearly every country in Africa was a subject of colonial rule or administration. Today, with the founding of the United Nations (UN) in 1945 and its massive decolonization effort, Africa is independent with the African Union consisting of 64 independent member States.

However, autonomous Africa is not without its challenges. Extreme poverty, illness, desertification, malnutrition and the awful toll taken by ongoing regional conflict are continuous struggles on the continent.

Through its unique capacities as the world's premiere vehicle for international cooperation, the UN plays a crucial role in coordinating assistance in these, and indeed all other, kinds of challenges. In short, the UN helps Africa rather than help itself. From promoting the development of democratic institutions, to the establishment of peace between warring nations, the UN is present on the ground supporting economic and social development and the promotion and protection of human rights.

Security and defence company Saab supports the UN and other multinational organisations in peacekeeping and humanitarian missions by providing a broad range of products and services on a worldwide basis. The company's role is to deliver reliable, dependable, cost-efficient solutions with the flexibility to respond to the needs of the most demanding tasks.

Says Johan Persson, Director: Marketing & Sales Field Facilities & UN, from Saab Grintek Defence in Centurion, South Africa: "Our commitment is enduring, and we work with our customers to make sure the solutions we provide are useful and commercially viable over the entire life-cycle. We work to the highest ethical standards and leave a positive local footprint, improving prospects and skills in the countries where we work. Our values of transparency and sustainability are reinforced by our commitment to the UN Global Compact."

Saab is today present in Somalia with a number of employees doing mainly Third Party Maintenance for the UN. In the Horn of Africa the company also has a camp for life support to our staff.

The products/Services Saab is offering to the UN include Medical Care, Tactical UAV and EW Self Protection Systems, as well as Field Infrastructure and Air Transport Services.

Missions of interest that have been prioritised by Saab are MINUSMA in Mali, UNMISS in South Sudan, MONUSCO in DRC, UNSOA in Somalia and UNOCA in Ivory Coast.

HOW SAAB CAN CONTRIBUTE TO THE MARITIME SECURITY IN THE WEST AFRICAN REGION ●●●●

The gulf of Guinea is plagued with challenges ranging from piracy, smuggling, trafficking, illegal fishing, dumping of oil and other illegal activities threatening the safety of the maritime domain. It is clear that the challenges are caused by the various aspects that surround the oil industry, kidnapping of oil company employees, food security, bunkering, extortion, national embezzlement, and smuggling. At the recent Coastal and Maritime Surveillance conference, in Accra, Ghana, Saab, as one of the associate sponsors, interacted with the naval officers and industry.

From interactions with delegates it is clear that a 'defragmented' approach to maritime security does not provide a workable solution to the problems experienced at sea.

Saab offers an integrated approach: a single point of contact with a 'turnkey' Integrated Technical solution. In the maritime environment, information needs to be transmitted from the maritime domain to the ground stations or command centres for decision making. Aerial surveillance is part of the capability required, but there are other factors to consider. The range of the airframe will count in terms of area surveillance, the sensors that will be utilised to detect the threat and finally communication will have to be available to give orders and instructions from the command centres to react to the threat at hand.

Saab has the solution: unique and custom C4I solutions that enhance decision making, optimise operations and develop human resources.

These solutions are offered as stand-alone and as integrated elements and include a wide range of tactical communication products, decision support and C2 solutions as well as training and simulation tools and services.

Of course in this setup naval and ground based support must be available to execute any action required, as well as initial training of the observers, pilots, navigators, technicians and operators.

Saab products offer good surveillance, detection and classification of activities, fisheries inspection, transportation and MEDAVAC, counter-smuggling, immigration control and EEZ monitoring of the maritime domain.

In terms of the above, Saab offers the SAAB 340 Maritime Surveillance Aircraft, a cost effective maritime surveillance platform and the Skeldar, an Unmanned Aerial System (UAS).

In addition, Saab provides solutions for surveillance of coastal areas from air, land and sea. The solutions are state of the art sensors such as radars, AIS/secure AIS, CCTV etc. together with highly advanced software applications which collect, distribute and display the obtained maritime situational information.

It should be noted that security at sea should at all times be combined with underwater systems that can detect any movement of objects under the sea approaching the harbour – and, of course, Saab has these products to offer that can be tailored for its clients.

With the existing solutions to the wide-spread problems experienced at sea, there should be no reason for governments and maritime officials to feel like they are fighting a losing battle.



...offers unique and custom C4I solutions that are required in the integrated maritime solution...

SAAB PROTECTION SYSTEMS SELECTED BY BRAZIL AND THE US ●●●●

With intention to protect Brazil's strategic infrastructure, an order for security equipment has been placed for delivery this year to provide additional protection for the 2014 FIFA Soccer World Cup and the 2016 Summer Olympics in Rio de Janeiro. This development comes as Defence and security company Saab's man-portable weapon system Carl-Gustaf has been chosen by the U.S. Department of the Army to be a Program of Record within the U.S. Army.

Defence and security company Saab has signed a contract for deliveries of the RBS 70 VSHORAD (very short range air defence system) to the Brazilian Army. At a value of approximately R135.5 million, the order consists of: RBS 70 man-portable launchers, Mk II type missiles, simulators, night vision equipment, a test set, maintenance tools, spares, associated equipment, and training of the weapon's operators and maintainers.

Lewis-Olsson is excited about Saab's expansion into Brazil and comments: "Saab's RBS 70 system now has a presence in nineteen countries, across five continents. We are very proud of the system's unique capabilities, reliability and low life-cycle cost, and the value that it will add to Brazilian Defence Force."

The RBS 70 system is a highly capable laser-guided missile system which has already been acquired by 19 countries on all five continents. The various system configurations makes RBS 70 and RBS 70 NG highly suitable for static ground based air defence of important infrastructure, protection of mobile units or for event protection.

Comments Lewis-Olsson: "The RBS 70 system has an impressive track-record on the market. 19 countries have procured more than 1,600 RBS 70 systems, including more than 17, 000 missiles."

In addition to the above order, Saab's man-portable weapon system Carl-Gustaf has been chosen by the U.S. Department of the Army to be a Program of Record within the U.S. Army. This weapon system – described as a "versatile and powerful tool" - will now become standard issue to the U.S. Army's Light Infantry units.

The Carl-Gustaf system will provide the U.S. Army with a capability that units using disposable shoulder fired munitions currently lack. This system has been a key component of the U.S. Special Operations Forces for over twenty years.

"Carl-Gustaf is a world leading system, with a long service record with the U.S. Special Operations Forces. The system has repeatedly proven itself in the world's most demanding environments as a versatile, powerful tool for the infantry soldier", says Lewis-Olsson.

As true multi-role, man-portable shoulder-fired weapon, the Carl-Gustaf weapon system is currently in use in more than 40 countries worldwide. The system has been continuously modernised to adapt to the users' ever changing needs, and a new, lighter weight, version is currently under development. Furthermore, advances are also being made to the Carl-Gustaf ammunition family with the recent release of the new 655 CS (Confined Space) High explosive anti-tank (HEAT) round. This is the first in a new generation of munitions for the Carl-Gustaf designed to reduce back blast. This will allow soldiers to safely employ the weapon in confined spaces, minimizing the hazardous effects of traditional shoulder fired munitions.



...a highly capable laser-guided missile system which has already been acquired by 19 countries..

Saab serves the global market with world-leading products, services and solutions ranging from military defence to civil security. Saab has operations and employees on all continents and constantly develops, adopts and improves new technology to meet customers' changing needs.

Contact number: +27 12 672 8302
www.saabgroup.com/southafrica

 www.facebook.com/saabtechnologies  twitter.com/saab  www.youtube.com/user/SaabGroup



SAAB