



SAAB

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Support & Services

Smart support at every stage –
maximizing **your availability**

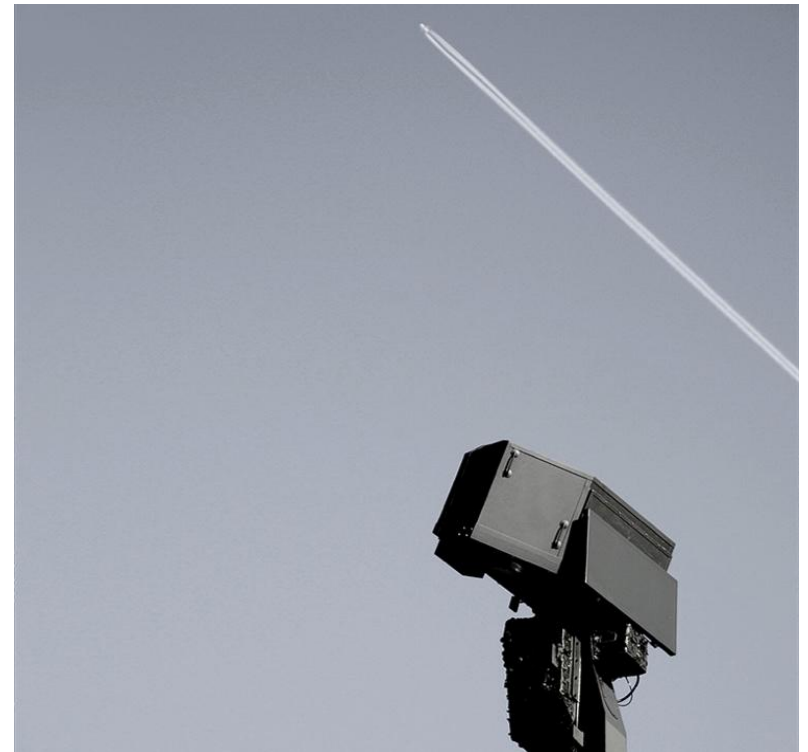
Ellen Molin

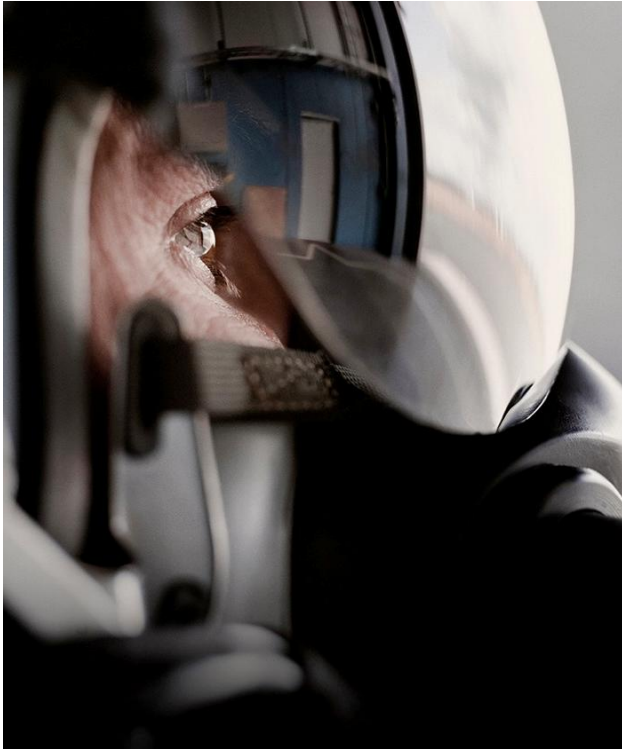
Head of Saab's Business Area Support and Services

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The world is changing fast

- The world is changing rapidly
- Internationalization and globalization have made an impact
- Not just military threats. New unexpected dangers are emerging constantly – from terrorism to cyber attacks
- Increasing risks to society, important to protect borders and flows of people and goods
- Threats evolve fast, and can spring from anywhere, even from within our own society





Our aim remains constant

- To keep people and societies safe, we push intellectual and technological boundaries
- Saab has been pioneering new technology, enhancing our customer's capabilities for over 80 years
- We're breaking new ground, both technologically and from a cost perspective – Gripen is just one example

In 1937 we took off

- A history from the 17th century through Alfred Nobel (Bofors) and the shipyard in Karlskrona (Kockums)
- In 1937, Saab was founded to protect Sweden's borders and its people
- Born smart – as a small country, we were forced to arm ourselves with good and cost-effective equipment
- On our journey we created Sweden's computer, missile and space industries
- Read more about our history at history.saab.com



Today, we look to the future

- The world's most cost effective, high-tech defence and security company
- Our history has enabled us to shape a defence and security offer with great depth and breadth
- Through acquisition, Saab has brought together a broad base of knowledge and innovative thinking
- Companies like Bofors, Sensis, Ericsson Microwave Systems and recently Kockums have added expertise





Our broad offering

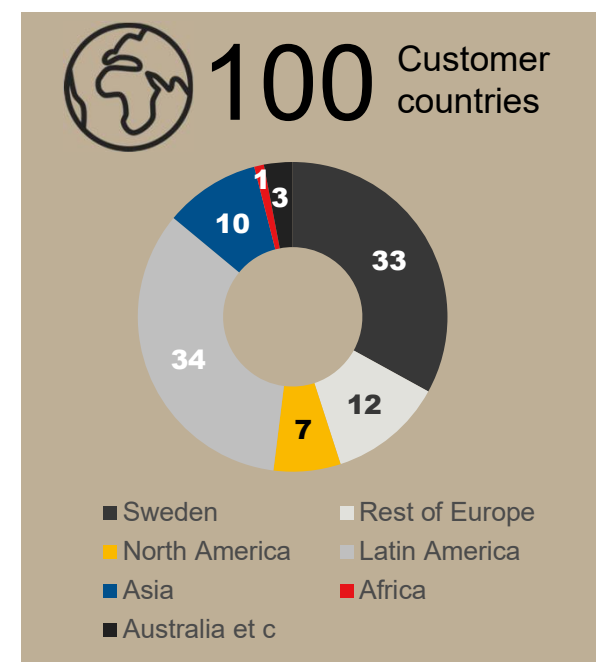
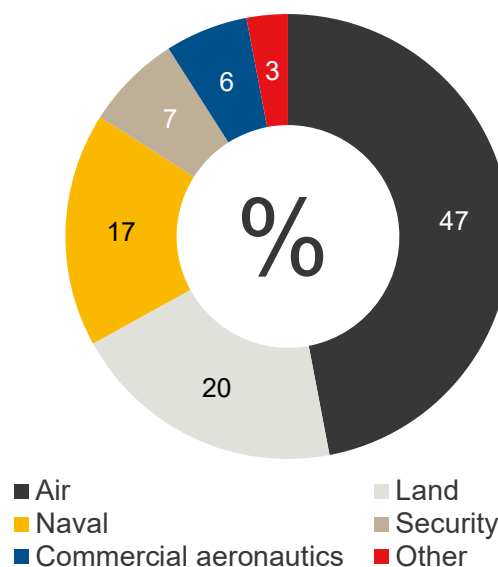


Company overview – year end 2018

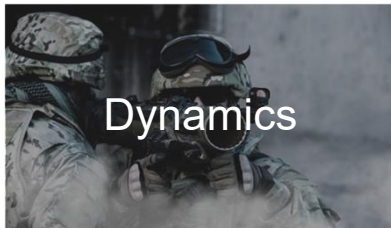
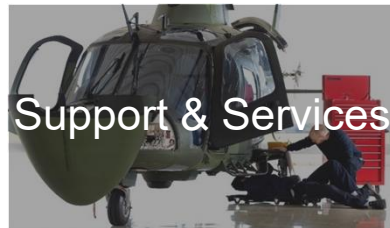
17,096
Employees

Order backlog, MSEK	102,184
Sales, MSEK	33,156
Operating income*, MSEK	2,266
R&D, share of sales %	23

Sales per domain



Competitive products, global market



Smart Support at every stage

- <https://youtu.be/KdbK0Cwlqvl>



Support & Services

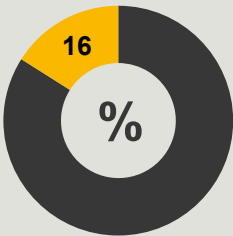


Headed by:
Ellen Molin

Order backlog, MSEK	10,690
Sales, MSEK	5,470
Operating income*, MSEK	685
No. of employees (FTE)	1,851

*EBIT

Share of sales 2018



Employees



Product Areas

- Aircraft support solutions
- Airborne ISR
- Aviation training
- Communication solutions
- Land and Naval support solutions
- Vehicle electronics

Locations

Australia, Denmark, Kenya, Norway, Pakistan, Saudi Arabia, Somalia, South Africa, Sweden, United Arab Emirates, USA



Our history

- Saab's legacy has always been about providing maximum performance and efficiency with minimal resources, **smart** has been the key word.
- We are known for our strong heritage and we have over a century of experience delivering smart and cost-efficient support solutions.
- Expertise in defence, security and aerospace.
- General and niche services across all domains.



Support & Services

Offer

- We provide customized support solutions across all domains.
- Our offer is wide and we provide everything from individual spare parts to complete availability-based commitments.
- Products and services within airborne surveillance, communication systems, CBRN solutions, vehicle electronics and field facilities.

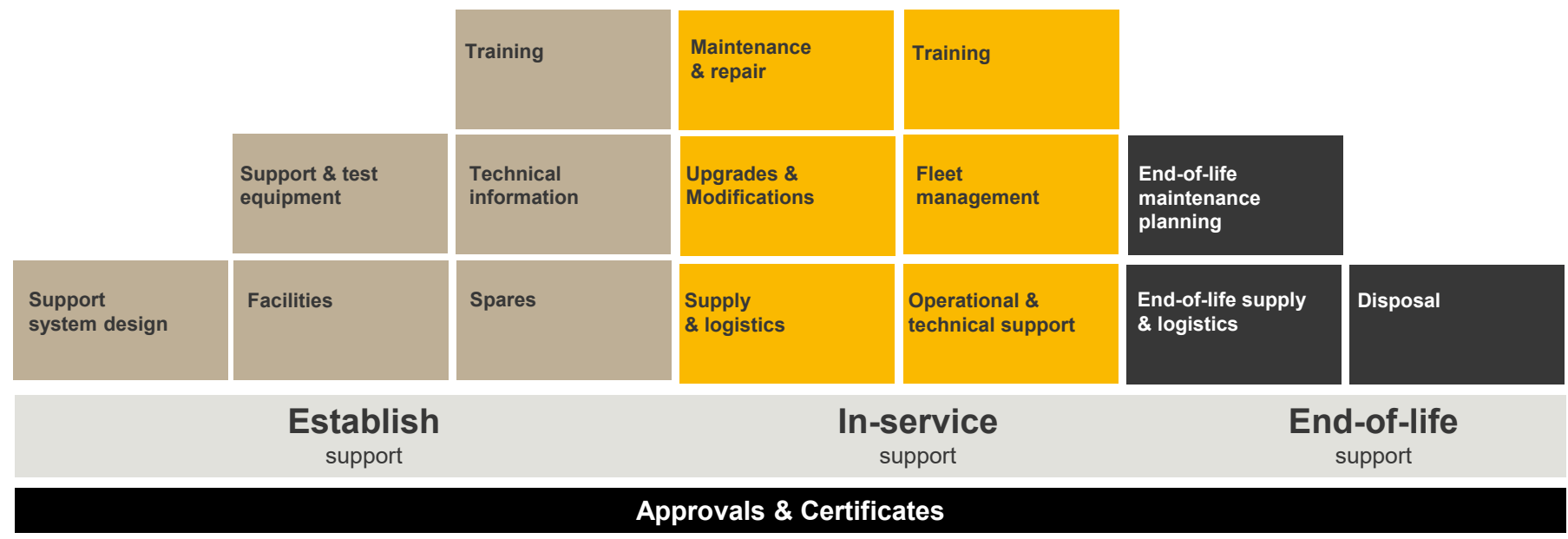
Partnership

We love partnerships and strive for long and deep relationships with our customers.



Our support concept

Smart support at every stage – Maximizing **your availability**



Scalable support levels

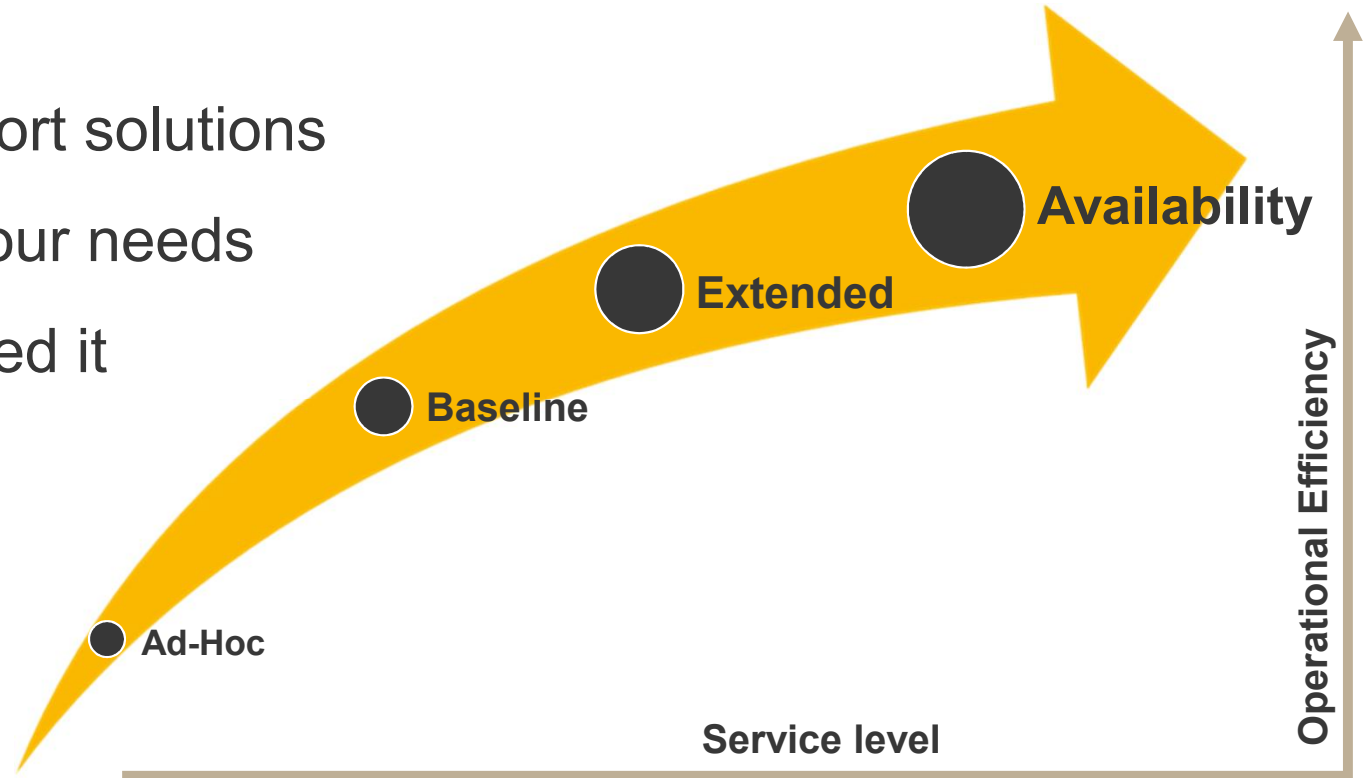
 Tailored support solutions

 Scalable to your needs

 When you need it

 Always smart

 Your choice



Domain capabilities



- Saab's vast portfolio stretches over **all domains**. This means that our support services do as well.
- We have a long history and extensive experience in providing support. We can act as the sole provider of availability based turn-key-solutions for both the civil and military domains. Totally tailor-made to your needs.
- We have been around for >100 years and you can rest assured that our commitment is long-term.



Air



Land



Naval



Security



Civil aerospace

Proven performance

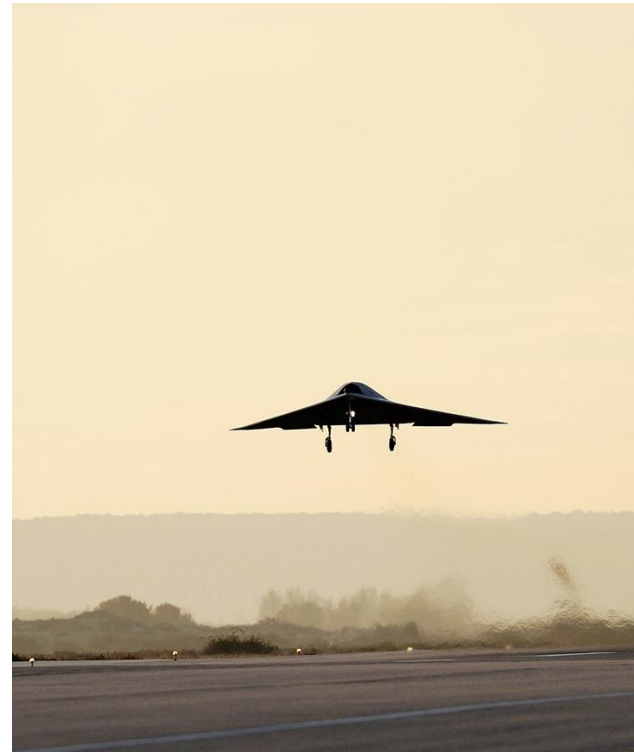
Gripen support 	Saab 340 & 2000 support 	SK 60 training 	Aerial training services 	Swedish Coast Guard 	AEW & C systems
CBRN (AWR) system 	GBAD support 	Support to the UN & AMISOM 	Vehicle Electronics 	Mitsubishi Regional Jet 	
Scandinavian Air Ambulance 	Saab training 	Camo & logistic services 	Integrated communication solutions 		

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Smart Support at every stage

- <https://youtu.be/CmBAQ6N8qDQ>





Thank you!

Ellen Molin, Saab

