

An aerial photograph of a city, likely Turku, Finland, showing a dense urban area with a mix of residential and commercial buildings. A river flows through the city, and a large body of water is visible in the background. The sky is clear and blue.

Saab grows in Finland

Further expanding our successful growth to the next level

Webinar presentation for media

October 14th 2021



SAAB

Agenda

Jonas Hjelm

Senior Vice President, Head of Saab Business Area Aeronautics

Anders Gardberg

Country Manager, CEO of Saab Finland Oy

Antti Laitinen

Head of 9LV Operations Center, Saab Finland Oy

Q&A session with the speakers

Moderator Lydia Capolicchio



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Saab further expanding in Finland

- Company perspective and aim



Jonas Hjelm

Senior Vice President, Head of Saab Business Area Aeronautics



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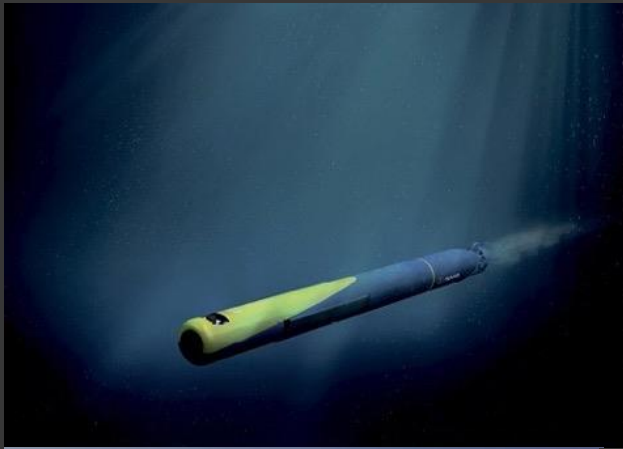
Saab was founded in 1937
with the aim to ensure
security of supply





More than 80 years of experience
and over 5500 aircraft built





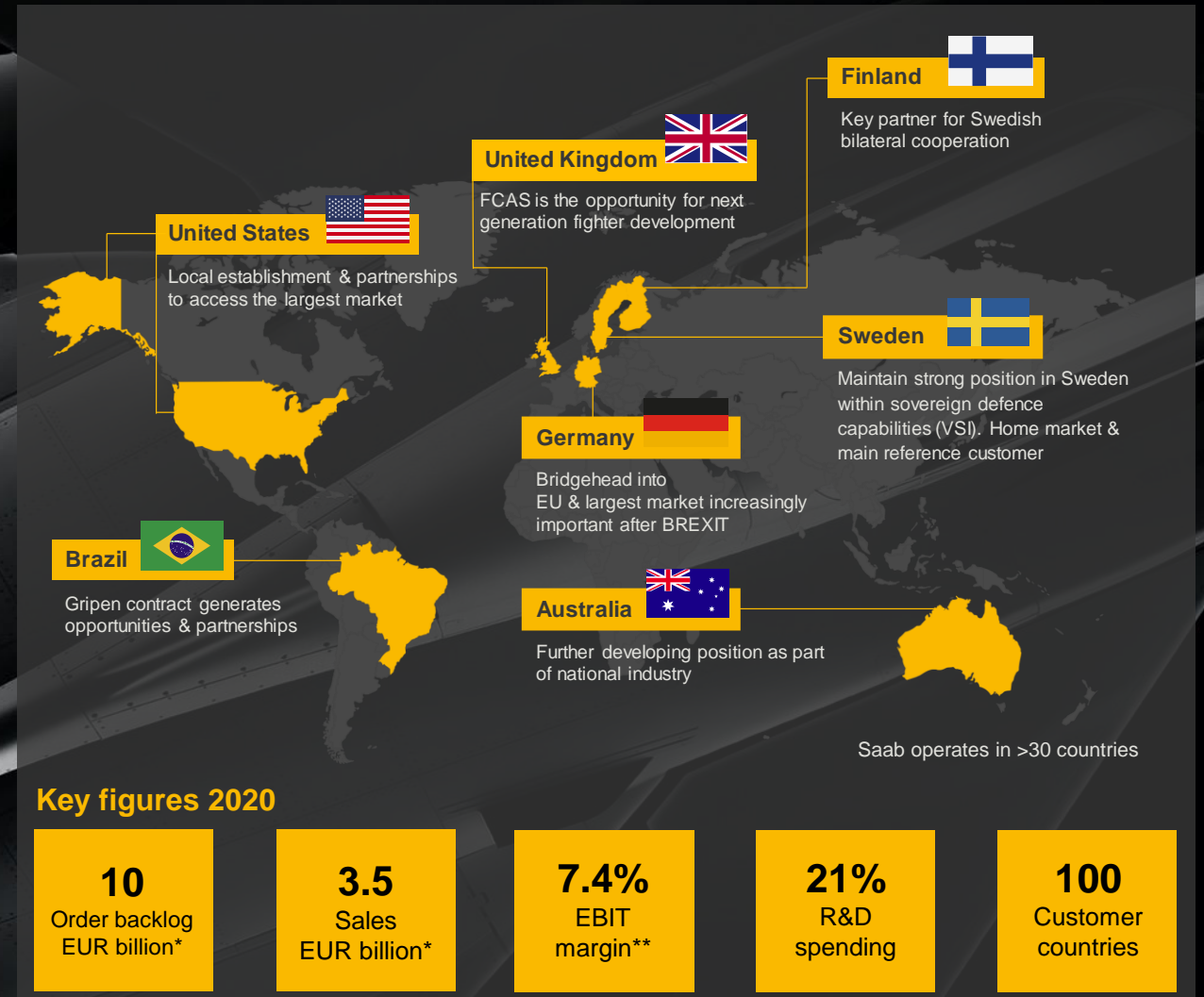
Saab

A Defence & Security company

An innovative and growing international defence and security company with a strong Swedish base

Saab value drivers

- A strong Swedish base and heritage to grow from
- We invest in innovation and increased efficiency
- Accelerating our international expansion to fuel future growth, with a multi-domestic strategy (US, UK, Brazil, Australia, Finland, Germany)



* At exchange rate SEK/EUR 10,17

** Adjusted for items affecting comparability

Saab's operations in Finland

Saab's operations in Finland started in 1946 and we are proud of a broad and fruitful cooperation with the Finnish Defence Forces.

✓ About 160 employees and growing

- Operations at six locations: Helsinki, Tampere, Espoo, Turku, Jyväskylä and Säkylä

✓ Large installed product base

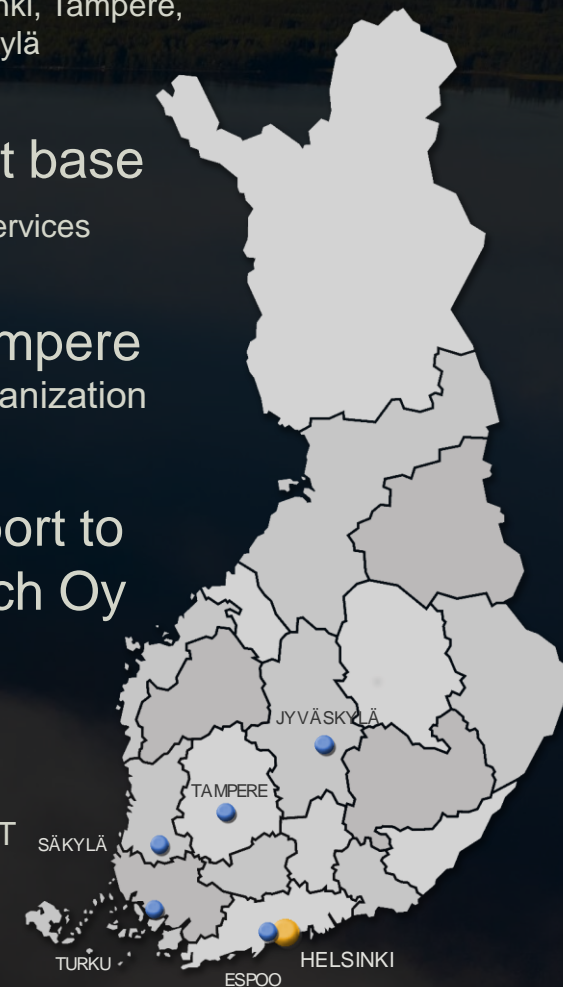
- Navy, Army, Air Force and Civil services

✓ Technology Center Tampere – part of Saab's global R&D organization

✓ Consultancy and support to FDF through Combitech Oy

✓ Strategic research cooperation

- with both Aalto University and VTT



Finland – a country for further growth

Saab's operations in Finland are successful, contributing to our global business, and we are planning additional growth within several areas.

- ✓ From our established operations we now expand our research and development operations in Finland into new fields
 - Communication and data-link technology
 - VR/XR technology
- ✓ Near-term 30-50 new high-tech jobs relating to our operations in Tampere and Helsinki

Finland – a country for further growth

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Communication and data-link technology



- Focus on **directed data-link systems** for **robust and covert communication** between e.g. fighter aircraft, surveillance aircraft and unmanned systems
- **Technology research and development** of high-frequency directed antenna systems, digital signal processing and related software-defined waveforms



VR/XR technology



- Technologies boosting realism and efficiency
- Saab is **expanding within this area** and will further **develop partnerships with Finnish industry and research institutions**, where e.g. Saab and Varjo have developed a mixed reality training environment for the Gripen E/F simulators, now available to Gripen customers

Finland – a country for further growth

Saab's operations in Finland are successful, contributing to our global business, and we are planning additional growth within several areas.

- ✓ In Finland we find highly skilled people both for our long-term research and for our high-tech development work
 - Closeness and similarities between two high-tech countries in Northern Europe make it easy and natural for us to expand our operations in Finland
 - Within the last 5 years we have doubled our staff
- ✓ Within the coming years we expect our staff in Finland to grow well beyond 300
- ✓ Finland is an important partner to Saab - for decades to come

Saab further expanding in Finland

- Operations and structure in country



Anders Gardberg
Country Manager, CEO of Saab Finland Oy



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Saab's operations in Finland

Saab's operations in Finland started in 1946 and we are proud of a broad and fruitful cooperation with the Finnish Defence Forces.

✓ Growth from 70 to 160 employees since 2015 and constant recruitments ongoing

✓ Strategic research co-operation

- with Aalto university since 2017
(Advanced electronics, microwave technology, hydro-acoustics)
- with VTT since 2019
(Transceiver design, material technology, augmented reality)

✓ Technology Center Tampere
– part of Saab's global R&D organization



- Center for advanced Electronic Warfare capabilities
- C2 System Center established for SQ2020 program
- New units for communications and VR/XR technology

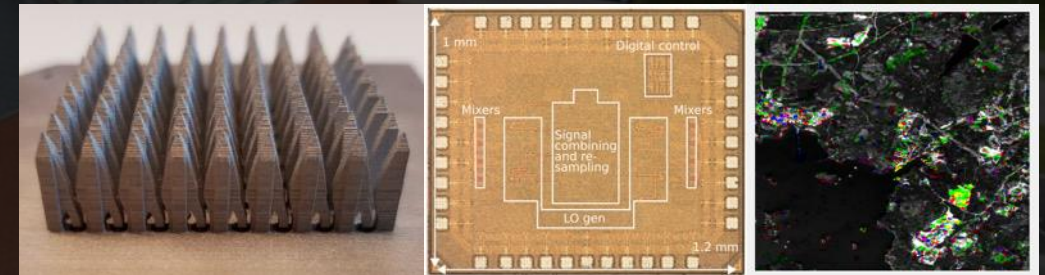


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Saab – Aalto University cooperation

A strategic cooperation supporting our continuous innovation and product development within key technology areas.

- ✓ 10-year Programme with € 23 M investment
- ✓ In total 11 doctoral level research projects
- ✓ Research community of ~30 people
 - Professors, industrial doctoral students, MSc students
- ✓ Research areas covered
 - Antennas for Active Electronically Scanned Arrays (AESA)
 - Radar receivers on nm-scale CMOS silicon chips
 - Cognitive radar signal processing
 - Emitter classification algorithms with deep learning AI
 - Localization in GNSS-free situations
 - Nano satellite-based signal intelligence
 - Hydro-acoustic Array Processing for underwater sensing
 - Quantum illumination for sensing



Saab – VTT cooperation

A strategic cooperation supporting our continuous innovation and product development within key technology areas.

- ✓ Framework agreement with VTT
 - For advanced analyses, testing and research
 - Currently engaging ~25 people at VTT
 - ✓ VTT has supported advanced testing of airframe structures and new materials for Gripen E/F
- 
- ✓ Research cooperation expanding with € 1 million investment for advanced projects
 - High-Altitude, High-Voltage component testing
 - Transceiver design for multi-channel systems
 - Virtual/Extended Reality (VR/XR) technology

Saab Technology Center in Tampere

Forming part of Saab's global product development organization, with focus on key technology areas where Finnish expertise offers an edge.



Areas of operation

- Advanced Research
- Sensor Development and Production
- with focus on microwave technology
- Technology Research and Development
- within communications and VR/XR technology
- Operations Center for SQ2020 9LV



Continuous organic growth driven by Saab's global order backlog

- Growth from 0 to 50+ engineers since 2017
- Creating Security of Supply as a side effect

Cooperating with other Finnish Defence companies

As an integral part of the Finnish defence industry eco system, Saab holds long-term business partnerships with several Finnish companies.

✓ Cooperation and engagement with numerous Finnish companies

- As suppliers and subcontractors
- As partners for new products and solutions
- As partners in defence programmes
- In the frame of Industrial participation

✓ Examples include

Accenture • Airbus DS Finland • Bittium • CGI • CrossHill •
ConLog • DA group • Datactica • FY composites • Forcit •
Finnair • Huld • IceEye • InPlace Solutions • Insta • JetTekno
• KT-Shelter • Millog • MilRem • Nixu • Oseir • Patria •
Rauma Marine Construction • Savox • Savroc • Senop •
Sparta Consulting • Temet • Vaisala • Valtra • Varjo • Vedia •
VTT • XD Solutions • ...

Bilateral benefits of Saab's operations in Finland

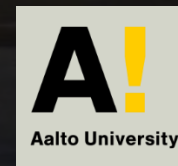
Saab's operations in Finland boost the broader bilateral research and technology exchange as well as our defence cooperation.

- ✓ Strengthening the defence industry link between Finland and Sweden
- ✓ Saab Technology Center works with Saab's global backlog and creates Security of Supply as a side-effect
- ✓ With operations in both countries we catalyse bilateral synergies
- ✓ Supporting bilateral initiatives in the frame of international and multi-national research and development

Saab is growing steadily in Finland

Saab's operations in Finland are successful, contributing to our global business, and we are planning additional growth within several areas.

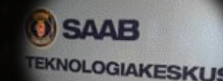
- ✓ Strategic research cooperation with Aalto University grows further
 - With additional € 3 million investment in 2021
 - Expanding into autonomy, AI, cognitive technology



- ✓ VTT cooperation growing
 - Additional million euro investment 2021, for research on e.g. transceiver design, surface treatment technology and augmented reality



- ✓ Saab in Finland expanding
 - New areas with communications and VR/XR
 - Surpassing 300 employees in the next years



- ✓ Saab is growing in Finland no matter HX
 - However, by selecting Gripen and GlobalEye, our growth would accelerate substantially



SQ2020 sustainment and development center - Building Security of Supply for FDF in Tampere



Antti Laitinen

Head of 9LV Operations Center, Saab Finland Oy



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SQ2020 Combat Management System provided by Saab



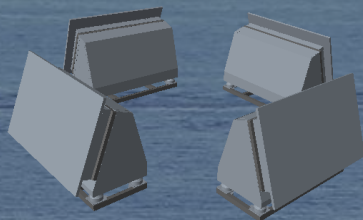
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Torpedo 47



SG 1X Radar



SG 4A FF Radar



9LV Fire Control



9LV CMS



Tactical call



TrackFire



Laser warning



Integrated Mast



Systems supplied by
Finnish Defence Forces:

Surface-to-Surface Missiles,
Surface-to-Air Missiles,
Gun, Decoy Launcher

Systems supplied by
Saab's sub-contractors:

Sonar Systems,
Electronic Warfare
Systems, Optronic
Surveillance



Saab's local operations build Security of Supply for Finland

With the 9LV Operations Center at Saab Technology Center in Tampere, Saab provides Security of Supply to the Finnish Defence Forces for SQ2020 Command & Control system.



- ✓ Command & Control system (9LV) Operations Center for SQ2020
 - Established for development and integration capability
 - Ensuring Military Security of Supply over the life-cycle
- ✓ Used for software development and integration for projects on the global market as well as for Finland
- ✓ Enables Finnish Defence Force access to source code and development environment in Finland
- ✓ Strengthens the capability of the Finnish defense industrial base

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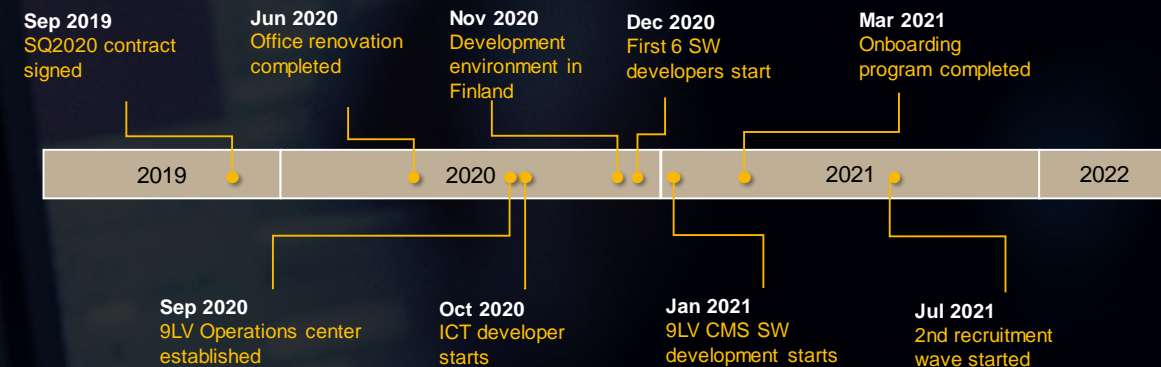
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Quick establishment

- Development environment operational and initial team established within one year from recruitment start



Saab's local operations build Security of Supply for Finland

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Status and future plan

- Currently a team of 9 engineers
- Several positions open and recruitments ongoing
 - Software and systems engineers
- Increased growth in 2022, with additional new positions
 - Service and integration engineers





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