

12.3462

Taleseddel  
ved møde med  
Forsvarsudvalget

19 JAN 2006

Vedr.: Foretræde for Forsvarsudvalget 20 JAN 2006 kl. 0945

### **Power Point billede #1**

#### **Formål**

Vi henvender os til Forsvarsudvalget for dermed at gøre udvalget bekendt med Gripen.

#### **RFI**

Vi har besvaret RFI fra Flyvematerielkommandoen.

Materialet var meget velspecificeret og vi forventer derfor ikke, at der efterfølgende vil fremkomme skærpede krav.

#### **COTS**

Vi er bekendt med, at Danmark har specielle krav, hvilket fremgår af den RFI vi har modtaget. Der er således tale om et tilpasset produkt, hvis grundlag er det fly vi producerer for Sverige og andre kunder.

#### **Nordisk samarbejde**

RFI er modtaget fra Norge 12. december og skal besvares senest 29. marts 2006. Det vil være en økonomisk fordel for Danmark og Norge, hvis der kan etableres samarbejde om anskaffelsen.

#### **Krigsmaterielloven**

Den 25. januar 2006 fremlægges der forslag til ændring af Krigsmaterielloven. En vedtagelse vil betyde, at vi kan etablere Saab i Danmark og dermed skabe højteknologiske arbejdspladser.

#### **Power Point billede #2**

Hovedtallene for Saab. 2005 regnskabet er endnu ikke afsluttet

2004: Omsætning ca. mia.DKK 15  
Driftsresultat ca. mia.DKK 1,3

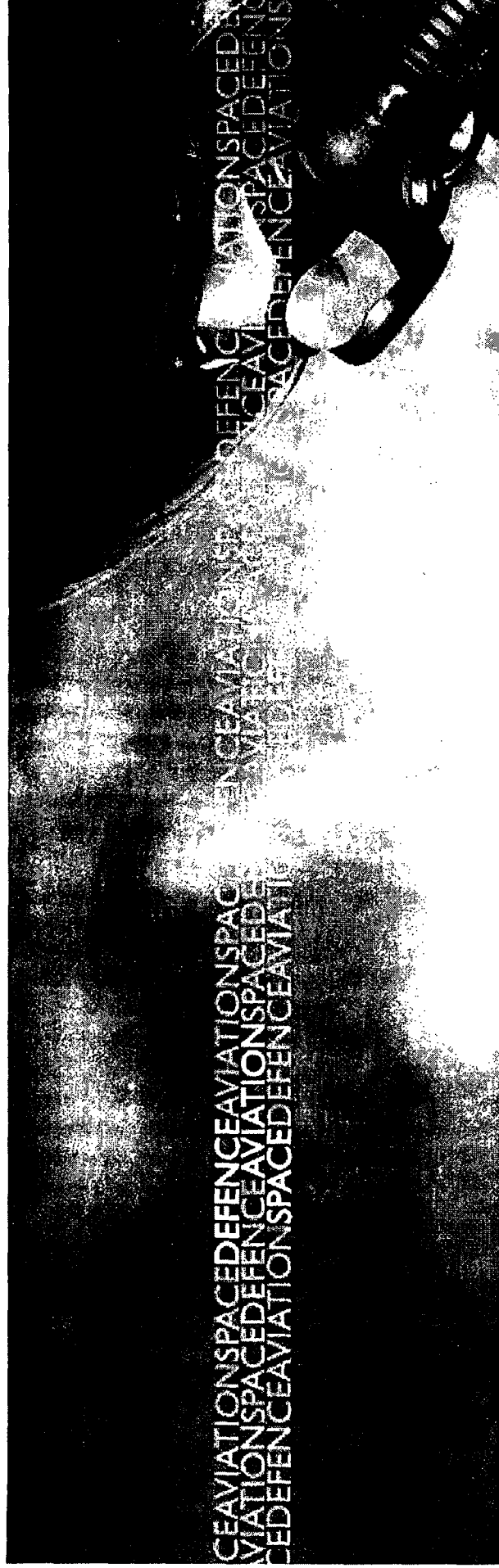
#### **Power Point billede #3**

Saab har 19 forretningsenheder, hvoraf Gripen International AB er en af dem  
Saab International leverer markedsføring for forretningsgenhederne

#### **Power Point billede #4**

Min kollega Manne Koerfer vil nu præsentere Gripen

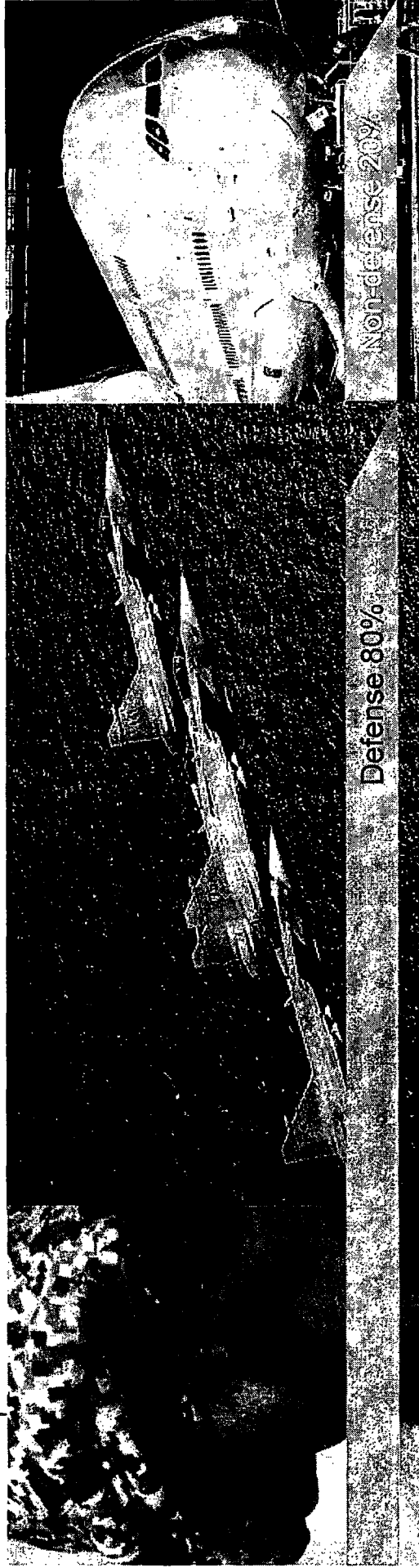
Saab International Danmark A/S  
Finn Etmann



# Præsentation for Forsvarsudvalget

Finn Etmann  
Adm. direktør  
Saab International Danmark A/S

# Saab in brief



	2004	2003
Sales, MUSD	2,428	2,132
Operating income, MUSD	225	160
Operating margin %	9.3	7.5
Number of employees	11,939	13,316

2004 figures  
1 USD = 7.35 SEK

2003-11-13

2

# Saab in the global market



# **Præsentation af Gripen**

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**Manne K A Koerfer  
Cdr RSwNR BA C Eng  
Vice President Marketing  
Gripen International**

# NOTAT

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20 JAN 2006

Vedr.: Foretræde for Forsvarsudvalget den 20 JAN 2006.

Deltagere: Manne Koerfer, Gripen International AB (MK)

Finn Etmann, Saab International Danmark A/S (FE)

Forsvarsudvalget under ledelse af udvalgsformand Allan Niebuhr

FE indledte mødet med generelle enmer, jf. "12.3462 060119 Taleseddel, møde med Forsvarsudvalget" og "12.3462 060119 Præsentation for Forsvarsudvalget 20 JAN 2006, indledning FE".

Herefter præsenterede MK Gripen, jf. "12.3462 060120 Præsentation for Forsvarsudvalget 20 JAN 2006, af Manne Koerfer"

Udvalget stillede følgende spørgsmål:

- Gitte Lillelund Bech (V)
  - Hvad er den største svaghed ved Gripen.
  - Svar: Gripen vejer det halve af Eurofigther og JSF og kan derfor ikke bære samme våbenlast eller flyve lige så langt, men opfylder alle krav specificeret i RFI fra Flybematerielkommandoen til mindre anskaffelsespris og lavere driftsomkostninger.
  
- Helge Adam Møller (KF)
  - Hvilken kontakt er der etableret til flyvevåbnet og Forsvarsministeriet.
  - Svar: Generalmajor Klaus Langballe Axelsen (KAX) har besøgt Gripen International AB og fløjet med Gripen.  
Sveriges forsvarsminister Leni Björklund har inviteret forsvarsminister Søren Gade til Sverige for at få Gripen præsenteret og med mulighed for at flyve Gripen.
  
- Frank Aaen (EL)
  - Hvad er forskellen mellem de funktioner som Gripen har og de konkurrerende fly
  - Svar: Gripen er velegnet til luftkamp, angreb fra luft til jord og til rekognoscering.  
Endvidere understreges betydningen af Gripens kapacitet ved, at UK har lejet flyet til træning af luftkamp for piloter.
  
  - Hvorledes forklares det, at Gripen delvis ejes af det konkurrerende fly gennem BAE.
  - Svar: Vi er stolte over at have en så fornem delejer, som kun har en mindre aktiepost i Saab AB.

# NOTAT

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20 JAN 2006

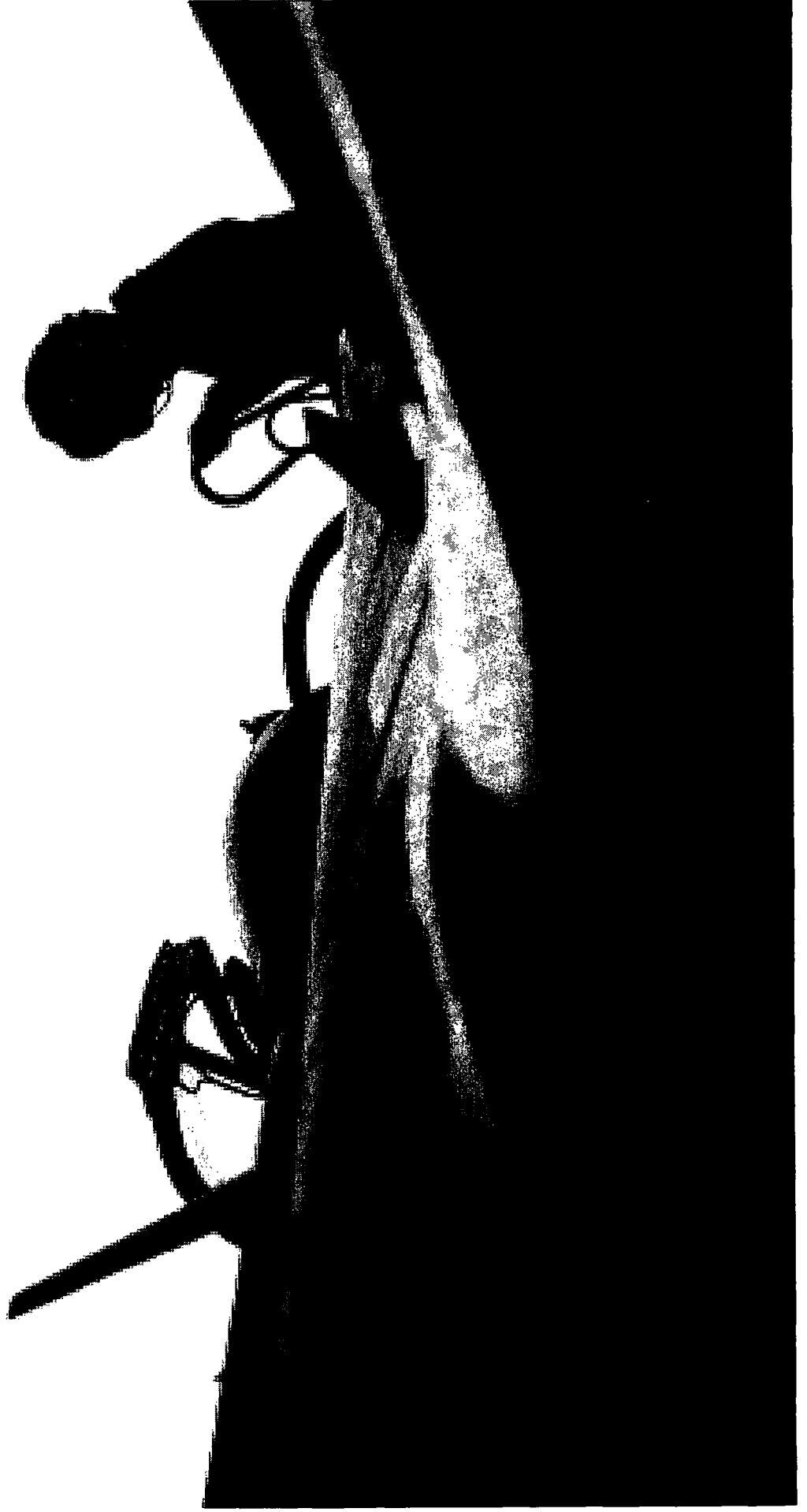
- Per Kaalund (S)
  - Er Gripen NATO-kompabil
  - Svar: Ja. Gripen er fuldstændig NATO-kompatibel, både hvad angår kommunikation, lufttankning og andre aspekter.  
Gripen er det mest moderne kampfly i operativ tjeneste i NATO og anvendes nu i Tjekiet

**Saab International Danmark A/S**  
Finn Etmann

# GRIPEN



*The Wings of Your Nation*







**Saab AB**

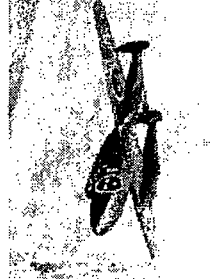
Over 4,000 aircraft built during 60 years



Saab B17



Saab B 18



Saab J 21



Saab 91 Safir



Saab 90 Scandia



Saab J 21R



Saab J 29/S 29



Saab 32 Lanssen



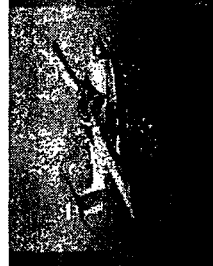
Saab 35 Draken



Saab 105/SK 60



Saab 37 Viggen



Saab Safari/Supporter



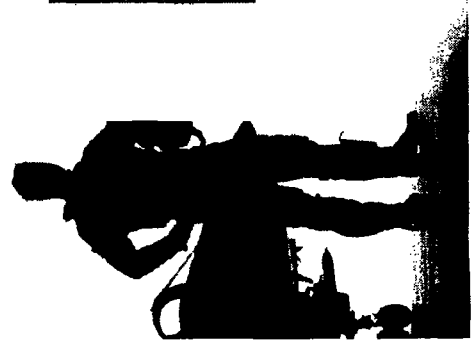
Saab 340



Saab 2000



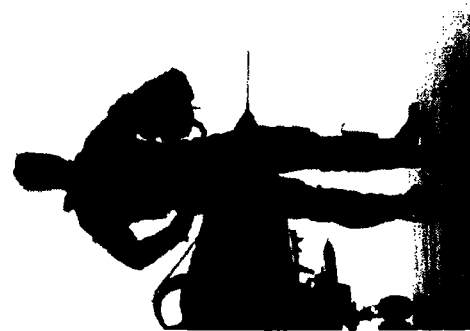
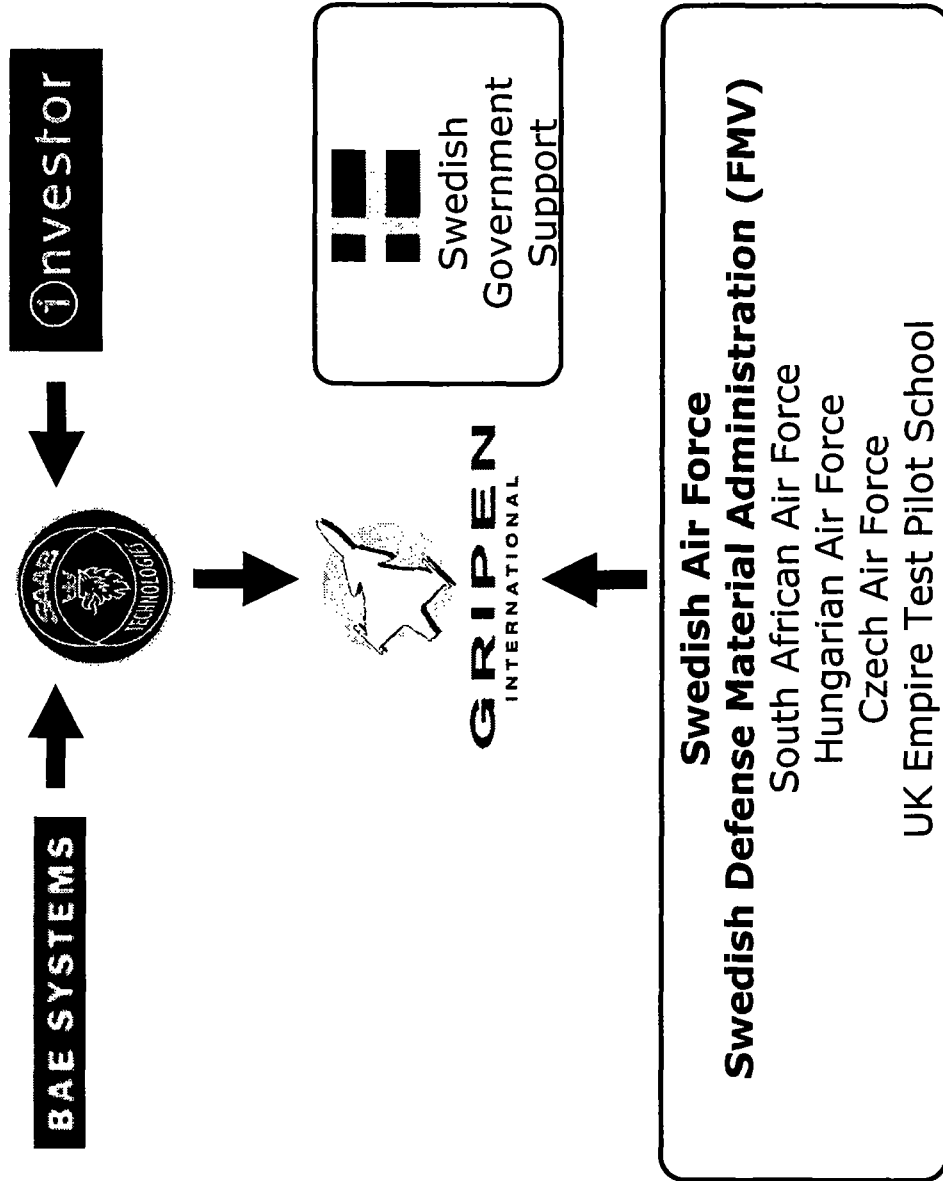
Saab 39 Gripen



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# Gripen International AB



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## **The Gripen program status**

### **Current order book**

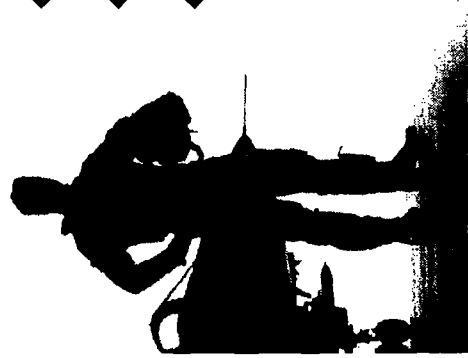
- ◆ 246 aircraft

### **Export contracts – a success story**

- ◆ South Africa, December 1999 
- ◆ Hungary, December 2001/February 2003 
- ◆ Czech Republic, June 2004 
- ◆ UK Empire Test Pilots' School, ETPS in 2005 

### **Current marketing – a bright future**

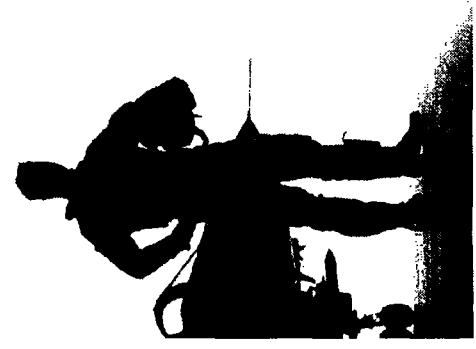
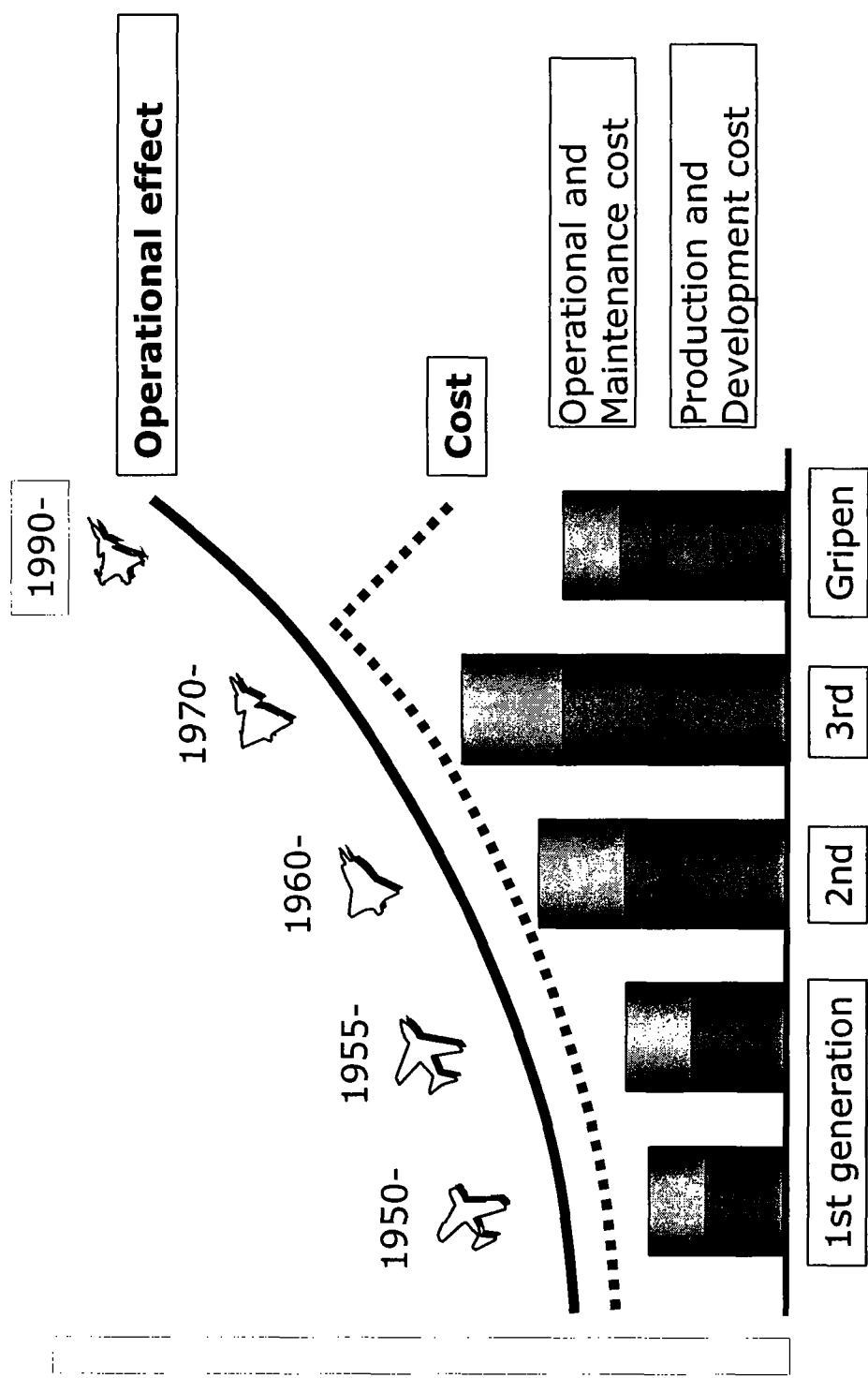
- ◆ Natural replacement for F-16 (DK, N, CH, Greece, Thailand)
- ◆ New European alternative for new NATO members (RO, BU, SLO)
- ◆ Non alignment alternative for Jaguar and Mirage (Brazil, India)



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# Designed to break the cost increase



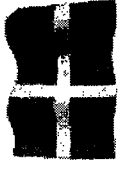
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**Gripen DK – The future is here!**



**GRIPEN**

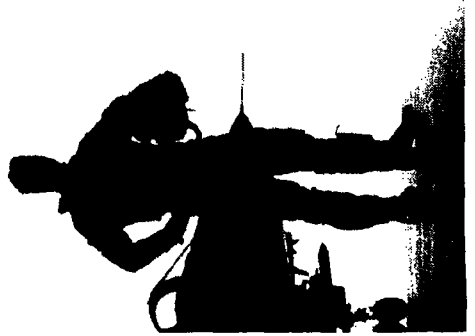


## **Gripen DK**

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### **What can Gripen DK do for Denmark?**

- ◆ Gripen DK is tailored to match the Danish demanding requirements
  - Providing performance corresponding to actual need
- ◆ Gripen DK – essentially a new aircraft – can do more, compared to previous versions;
  - Take a larger weapon load
  - Fly longer
- ◆ Gripen DK gives Denmark full insight in used technology, a technology transfer without secrets which leads to;
  - A partnership of equals
  - Danish Airforce system knowledge
  - Danish Airforce participation in spiral product development



**GRIPEN**



## **Gripen DK - Logistics and Synergies**

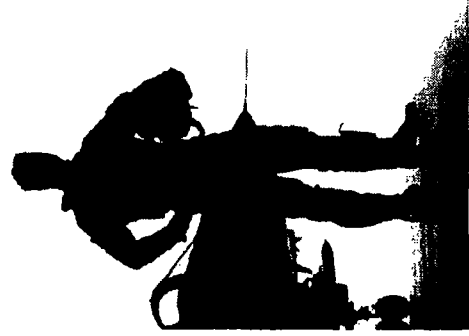
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### **Logistics**

- ◆ A complete logistics package from the other side of Øresund!
  - Fast
  - Safe
  - Cost efficient
  - Proven – 30 years of Draken cooperation!

### **Synergies with a Nordic solution**

- ◆ Joint Maintenance
- ◆ Joint Spares handling (Pooling)
- ◆ Joint Training
- ◆ Joint Exercises



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## **Gripen DK - Industrial Cooperation (1/2)**

### **What do we promise?**

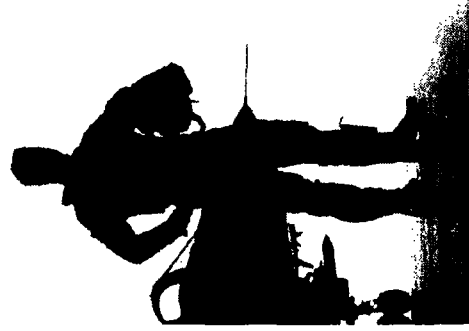
- ◆ Saab AB and Gripen International AB commits to delivering 100% of the contract value according to Danish offset regulations

### **Can we deliver that?**

- ◆ Yes, Saab has an excellent track record in delivering offset to Denmark worth several billion Danish Krona

### **How do we do it?**

- ◆ Together with the Swedish Government we offer among a significant partnership on Gripen which offers Danish industry direct involvement in the Gripen program



**G R I P E N**

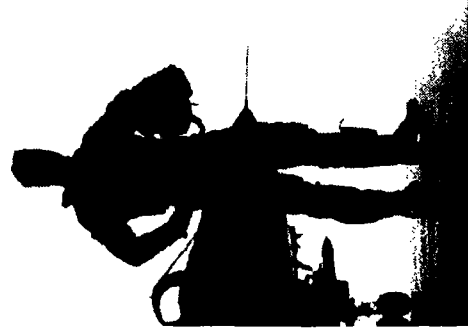




## **Gripen DK - Industrial Cooperation (2/2)**

### **Some further examples**

- ◆ We offer long term industrial cooperation with Danish industry
- ◆ Gripen approach enables investment, Danish/Swedish partnerships and export opportunities
- ◆ We provide Denmark with access to technology needed to maintain and further develop the aircraft
- ◆ Use of technology for both defense and civil applications
- ◆ Partnership of equals in the planned spiral development program



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## **Gripen DK - Spiral development**

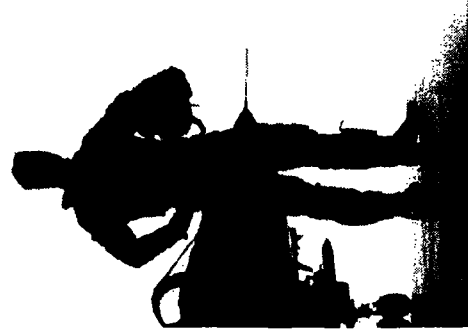
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### **Long system service time – a platform for development**

- ◆ Gripen is the backbone of the Swedish Armed Forces for the coming 40 years
- ◆ Gripen will be in use in several countries during same time frame
- ◆ An increasing number of NATO/European Gripen operators expected by 2015

### **Spiral development**

- ◆ We offer participation in an unique *once-in-a-lifetime* opportunity
- ◆ Partnerships of equals in further developing and enhancing Gripen
- ◆ A Nordic solution (Denmark, Norway, Sweden) with common sense



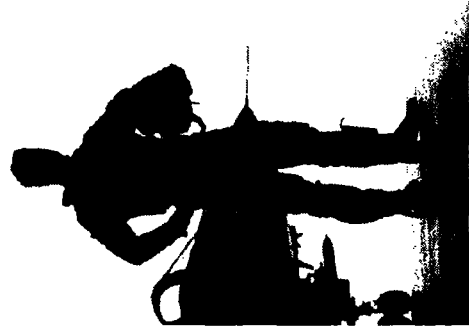
**G R I P E N**



## **Gripen DK - Price**

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- ◆ Gripen DK is a unique, cost efficient and very competitive offer!
- ◆ Cost efficient and competitive both regarding;
  - Acquisition cost
  - Operational cost
- ◆ Gripen DK can be delivered already 2013 instead of 2016 where an earlier delivery results in major cost savings since;
  - Planned F-16 modifications/upgrades are not needed
  - Gripen DK has lower operational cost than F-16



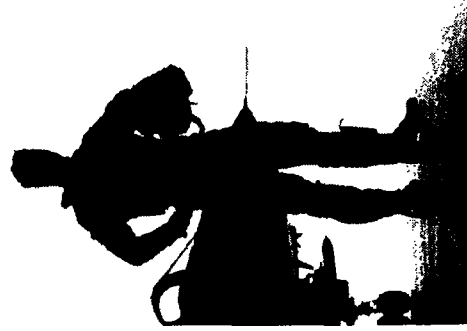
**GRIPEN**



## **Gripen DK - Summary**

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- ◆ **Tailored** to fully meet the demanding Danish requirements
- ◆ A Nordic solution with common sense
- ◆ A unique, **cost effective** and competitive offer
- ◆ Optional early deliveries 2013 (further cost savings)
- ◆ **Fast, safe and cost effective logistics** from other side of Öresund
- ◆ Access to all levels of technology (no black boxes)
- ◆ **100% industrial cooperation** and partnerships of equals
- ◆ A participation in the planned spiral development program
- ◆ **Full Swedish Government support** for Gripen DK to Denmark



**G R I P E N**