

Gripen Next Generation for Denmark



Executive Overview

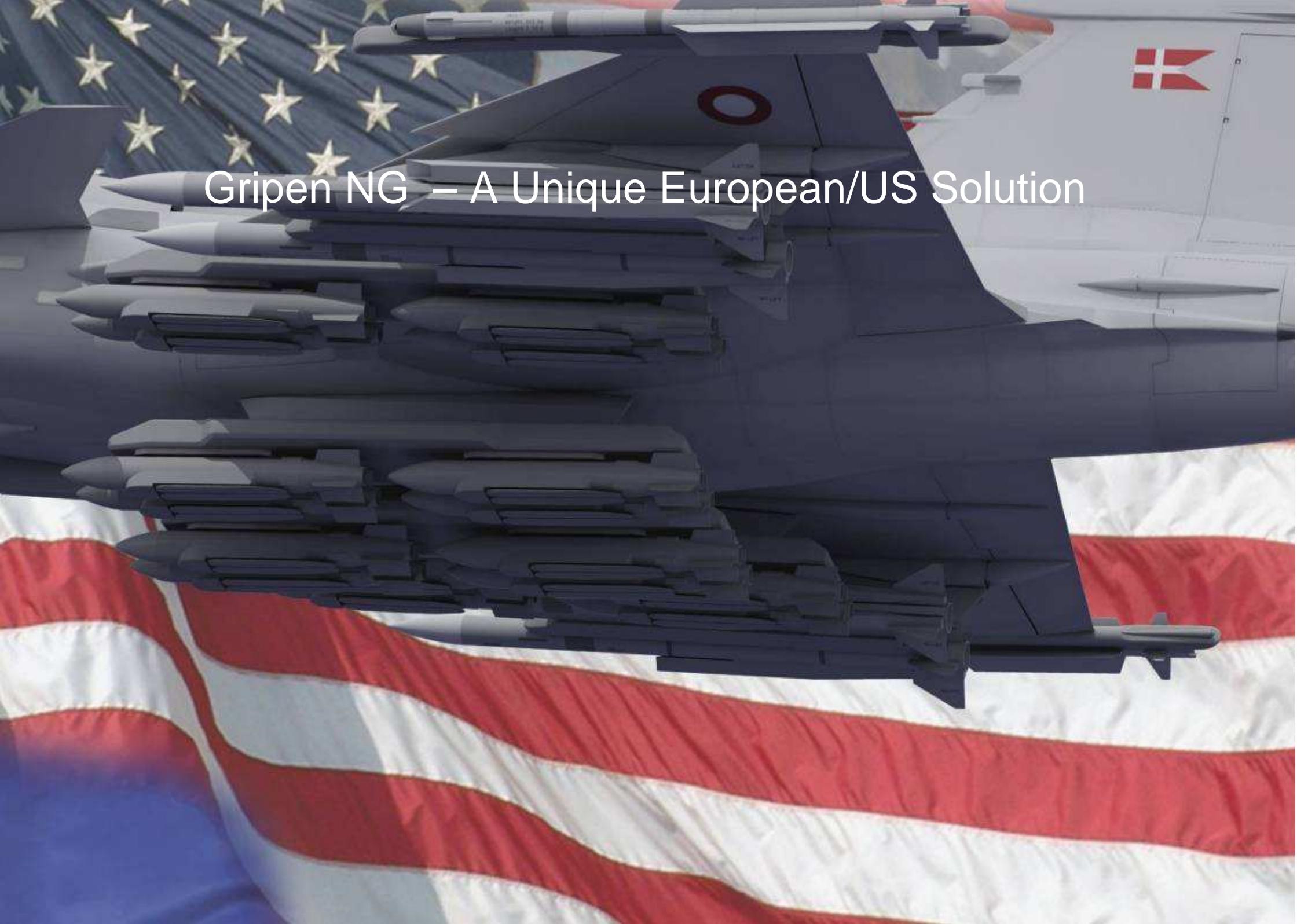




A Global Industrial Partnership

The Gripen fighter offers a solution combining the best equipment from world-class suppliers within Europe and the US.

Gripen is a balanced alternative offering a clear US-European solution, keeping well established transatlantic links and at the same time ensuring substantial investments, exceeding 100% of contract value, in the future of Danish high-tech industry.

A 3D digital rendering of a Gripen NG fighter jet. The aircraft is shown from a top-down perspective, with its wings and fuselage densely packed with a variety of missiles and bombs. The background is a large, waving American flag. On the right side of the image, the tail section of the aircraft is visible, featuring a red and white Swastika symbol, which is a common military insignia for the Swedish Air Force.

Gripen NG – A Unique European/US Solution



Gripen Next Generation (NG) for Denmark

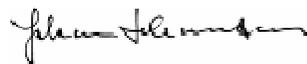
Gripen International and Saab is pleased to present a comprehensive and fully compliant response to the Royal Danish Air Force (RDAF) F-16 fighter replacement Request For Information (RFI) and Supplementary Request For Information (SRFI). Our solution provides:

Forty eight (48) fully compliant NATO interoperable Gripen Next Generation (NG) multi-role/swing-role fighter aircraft with unrivalled availability, tailored for the future Net Centric Warfare (NCW) operational environment.

We believe in partnership of equals and offer Denmark direct involvement in the Gripen spiral development programme guaranteeing future growth. With full support from the Swedish Government and international co-operation with other NATO nations and Gripen users, Gripen offers a weapon system designed to ensure ease of deployment with European and US weapons flexibility. Thereto, we offer cost effective integrated logistics support from a known, proven and world renowned supplier in proximity to Denmark.

Choosing Gripen offers significantly lower acquisition and operational costs as well as access to a government supported finance package over 10 to 15 years, with deliveries to Denmark from 2016. Transfer of technology to Denmark will have no restrictions and our offer includes more than 100% industrial co-operation that maximizes the use of Danish defense equipment and technology.

In summary, Gripen fulfills all Danish requirements and will keep the RDAF at the leading edge of military capabilities well beyond 2040. Gripen is a balanced system solution combining the very best equipment at an affordable and known Life Cycle Cost including acquisition cost.



Johan Lehander
Managing Director
Gripen International

Meets all RDAF operational requirements

A fully compliant NATO interoperable solution

Lowest Acquisition, Operational and Support costs

Full access to all levels of technology with no restrictions

More than 100% industrial co-operation for Danish industry

A Partnership of Equals



A Fully Compliant Proposal

Gripen International's RFI and SRFI responses are fully compliant with the RDAF operational requirements. The key elements can be summarized as:

Weapons System

Integration of the specified weapons including new generation European and US NATO compatible weapons

Fully integrated advanced sensors and weapon fusion, including AESA based radar.

A high level of survivability is achieved through a balance between a low signature and a highly advanced modular Electronic Warfare and Self-Protection system with built-in growth potential.

Operational Use

A fully NATO interoperable multi-role fighter with the range, payload and built-in Net Centric Warfare capability to meet the roles as defined by RDAF; national, regional and global expeditionary

Outstanding proven inherent operational availability at a substantially reduced operating cost

The two-seat aircraft provides future flexibility through the support for the "Airborne Battle Space Commander" concept

Commercial

Credible acquisition costs based upon firm orders and known programme timescales. Actual operational costs that are significantly lower than the known, or predicted, operating costs of alternative platforms

Logistics and Training

The proposed logistics concept maximizes the advantages of Denmark's geographical proximity to Sweden and the commonality of equipment with the Swedish Air Force

A flexible training programme for pilots, technicians and others that balances the use of synthetic training aids and the aircraft to maximize the training benefit and to minimize costs

Future Enhancements

A 'low risk' platform with ample future growth capability and guaranteed enhancements available through spiral development

Fully funded ongoing development programme

Industrial Co-operation

Genuine commitment to delivering real industrial cooperation in high defence technology areas. Industrial Cooperation equivalent to more than 100% of contracted value

Meets all of the RDAF's operational requirements

The most cost effective proposal compared to the competition

Leading edge Net Centric solutions

An effective and flexible logistics support solution

Future enhancements guaranteed

Gripen NG – Through Spiral Development

Gripen Next Generation (NG) is an enhanced version of the already proven Gripen true multi-role fighter that has an unbeatable availability and is tailored for the Net Centric Warfare (NCW) environment of the 21st century. The spiral development process is based on flexible and iterative development, modular design and the management of available growth potential and new technology.

Spiral Development Process

- minimizes both programme risk and cost

- newly developed capabilities introduced approximately every third year in a controlled, time phased and cost-effective manner

- specific capabilities can be developed to meet individually funded customer requirements

Gripen A/B



- Digital Fighter Link Swing-role fighter
- Rapid reaction & turn around time
- Advanced BIT
- Designed for low cost of ownership
- Glass cockpit
- AMRAAM
- Fly by wire
- APU

Gripen C/D



- NATO interoperability/LINK 16
- Air to Air refueling
- Increased MTOW
- OBOGS
- Color displays
- Fully integrated EWS
- HMD
- World Wide Climate Clearance
- Increased survivability/lethality
- NATO-pylons

Gripen NG



- Increased range
- Increased MTOW
- Added weapons stores
- Increased thrust
- AESA
- Enhanced EWS
- Advanced rear cockpit
- Enhanced NCW
- Full capability HMD
- GCAS/ACAS
- Satellite Comms
- Jammer Pod Integration
- Improved LCC
- Overall increased basic performance
- New Avionics system

2000

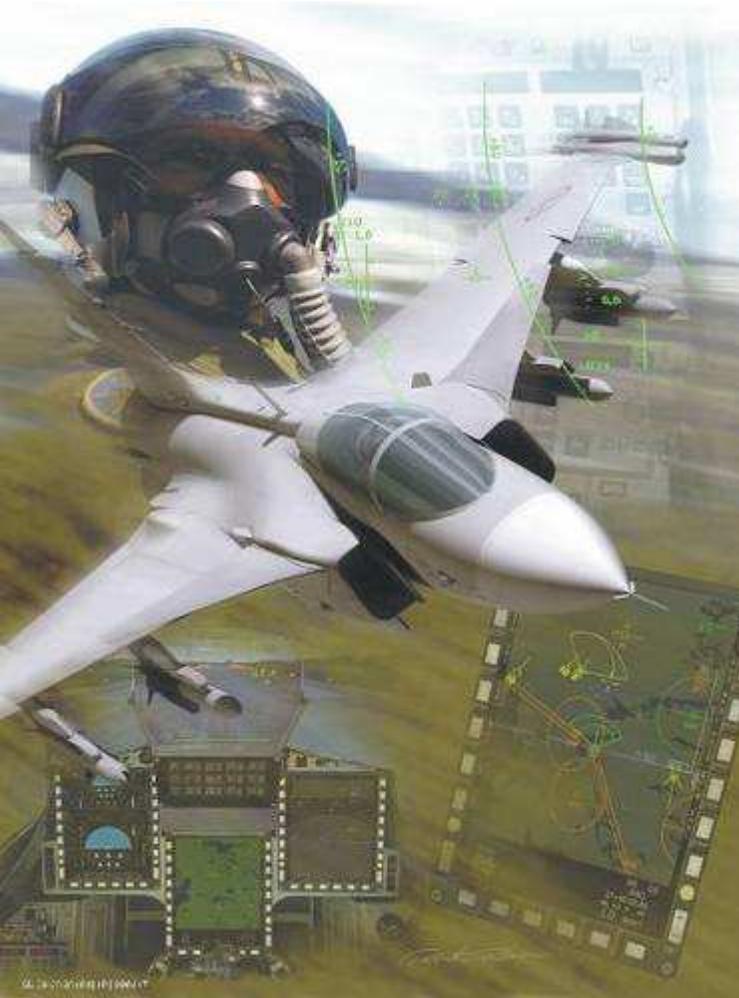
2005

2010

2015

Gripen NG – Future Growth Guaranteed

The RDAF will derive substantial benefit from the fact that Sweden and other customers' governments are committed to keeping the Gripen at the leading edge of technology through their investments in a continuous 'spiral development' programme.



Gripen NG is an enhanced version of the already proven Gripen true multi-role fighter that has unbeatable low acquisition, operation and support costs.

The Gripen 'spiral development' programme covers major sensors, avionics, data communication, propulsion and self-protection systems and will negate the need for costly mid-life update programmes in the future.

As one of the major users of Gripen, Denmark will have the opportunity to be actively involved in future enhancements, updates and development programmes in partnership with other Gripen users.

Gripen NG will have a completely new avionics systems structure which will guarantee over 100% spare computing capacity and 30% spare capacity in all of the aircraft systems.

The new structure makes it very easy and cost-effective to incorporate new functionality or integrate new hardware which in turn ensures that Gripen maintains its world beating capability throughout its service life.

Designed to maintain operational superiority against present and future threats

Ongoing 'spiral development' through a government funded programme

Built-in growth capacity

Danish involvement in future enhancement requirements and programmes

Gripen NG – The Next Generation Fighter

The fully funded Gripen Demonstrator Programme is the foundation for the development of Gripen Next Generation

Gripen Demonstrator Programme includes the Gripen Demo aircraft and an advanced Avionics Rig

International Programme supported by world class global industrial partners including:

- General Electric
- Rockwell Collins
- Terma
- Honeywell
- APPH
- Martin Baker



	Gripen C	Gripen NG
Length excl. pitot tube	14,1 m	14,1 m
Wingspan incl. pylons	8,4 m	8,4 m
Number of pylons	8	10
Empty weight	6.800 kg	7.000 kg
Internal fuel	100 %	140 %
Engine thrust	18.000 Lbs	> 22.000 Lbs
Max take-off weight	14.000 kg	16.000 kg
Total load capacity	5.000 kg	6.000 kg

World Beating Capability

Next Generation Fighter Aircraft

Gripen was the first of the new generation aircraft to enter full operational service utilizing many technologies that have yet to be integrated into other new generation aircraft; some of which have yet to enter service. This operational experience has been implemented during the design of Gripen NG.

Inherent state-of-the-art Net Centric Warfare (NCW) capabilities makes Gripen NG interoperable with all operational elements and Command & Control nodes of the national and international force structures.

From the outset, Gripen was designed to undertake air-to-air, air-to-surface and reconnaissance missions. Gripen NG includes Air-to-Air refueling, increased internal and external fuel providing extended range.

Flexibility is further enhanced by an increased weapons carriage capability.

Gripen NG gives an operational capability above and beyond current RDAF F-16s and fulfills all defined requirements for future operational environments.

Achieving More Through Advanced Technology

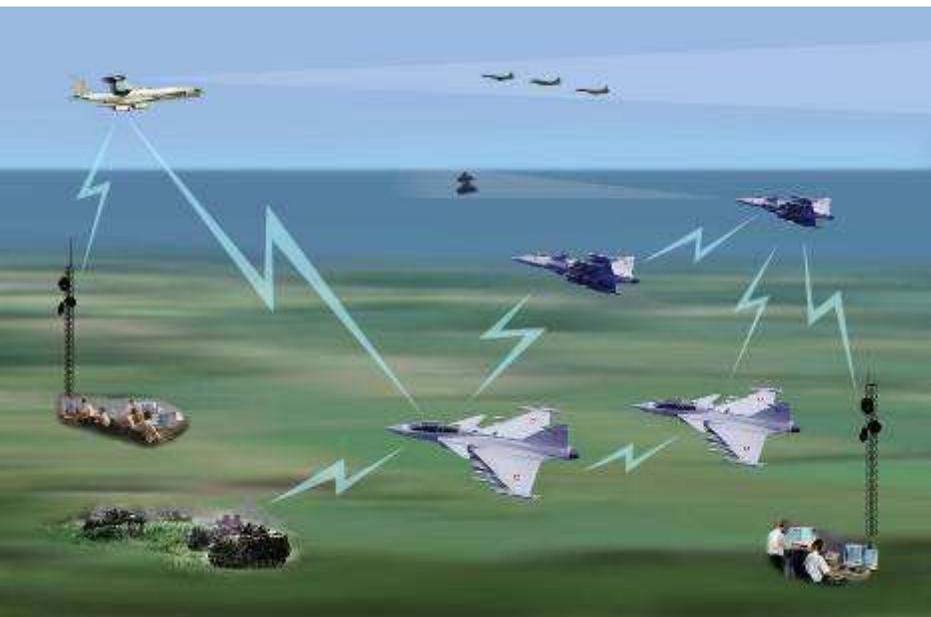
Gripen design heritage incorporates the latest aerodynamics, new materials, advanced production technology and integrated computer systems.

Gripen NG features advanced sensors/sensor fusion, weapons and systems. The result is a weapon system with the highest levels of effectiveness across all roles.

Superior Situation Awareness

Gripen NG has a superior cockpit interaction and adopts a 'don't need don't show' principle, which reduces the pilot's workload and enhances operational flexibility and situation awareness.

The air-to-air data link enables data to be shared between Gripen aircraft in the air and on the ground. Link 16 and SatCom expands existing net centric capabilities and maintains superior situation awareness.



A true multi-role/swing-role aircraft in operational service

Latest state of the art sensors, weapons, tactical data links and sensor fusion

Further increased internal and external fuel, range and payload compared to the current Gripen C/D

Cockpit interaction and data link enhances operational flexibility and superior situation awareness

Tailored for the future Net Centric Warfare operational environment

Operational Dominance and Flexibility

**Powerful AESA
technology based radar**

**Wide range of highly
effective precision
guided weapons**

**Highly effective in Close
Air Support**

**Integration of latest
European and US
weapons**

Outstanding Air-to-Surface Capability

In support of NATO or other coalition operations Gripen's offensive capability is achieved by the use of advanced precision-guided weapons, targeting sensors and tactical data links.

In the air-to-surface role Gripen's range of modern precision weapons ensure Gripen is highly effective in a wide range of missions, including Close Air Support.

This capability is further supported by a highly effective tactical reconnaissance capacity using the advanced high resolution Synthetic Aperture Radar (SAR) technique available in the advanced Active Electronically Scanned Array (AESA) radar and various optional sensor pods.

The spiral development of the weapon system includes integration of all of the RDAF defined future air-to-surface stores.

Dominant Air Superiority

Whether supporting NATO, regional or expeditionary operations, or operating in a Danish national defence role, Gripen's excellent Beyond Visual Range (BVR) operational capability is achieved through its highly integrated weapons system, the radar, data link systems and advanced BVR missiles.

At close range, the operational capability of Gripen is assured by unrivalled aircraft agility coupled with highly effective advanced short-range missiles.

Combining highly agile weapons with the Gripen AESA radar, Helmet Mounted Display (HMD) and the aircraft's inherent agility, produces a formidable and unbeatable air power solution.

The highly advanced fully integrated Electronic Warfare Suite provides self-protection and extensive electronic counter-measures capability. This, when combined with the low visible, IR and Radar cross-section characteristics, provides Gripen with outstanding Survivability.



Designed for Ease of Deployment

One of the cornerstones of Gripen's design is its ease of deployment to Forward Operating Bases (FOB) or satellite strips that have minimal support infrastructure and facilities.

With the proposed logistics package, that enables on-aircraft maintenance to be performed with a minimal amount of ground support equipment and personnel, Gripen NG, is ideally suited for international operations.

NATO compatible and cleared for use world wide, Gripen is ideal for global expeditionary and multi-national operations. Key features which will enable Gripen NG to support the RDAF global expeditionary roles are:

- Extremely high reliability, testability and maintainability along with superior supportability
- An on-board Auxiliary Power Unit (APU) that provides the aircraft with on ground electrical and hydraulic power
- A minimal logistics footprint to support deployed operations
- The ability to take-off and land on a 17m x 800m strip during all weather conditions, day and night
- Rapid turnarounds with fewer personnel – one technician and five flight line mechanics can turn-around the aircraft in under ten minutes
- More time in the air and less time on the ground – higher levels of sustained operations than its competitors

An effective and flexible logistics support solution

Fully NATO interoperable

Minimal logistics footprint

Fully supports RDAF's expeditionary role



Gripen is Operational in NATO Today



International Co-operative Programmes

The Gripen NG proposal to Denmark is fully supported by the Government of Sweden, the Swedish Air Force and Swedish industry. This support will provide the following benefits to Denmark:

- Access to a Government backed finance package over 10 to 15 years
- Initial pilot and maintenance training by the Swedish Air Force in Sweden
- A maintenance concept that maximizes the close geographical proximity to Sweden and the commonality of equipment with the Swedish Air Force
- Opportunities for continued training with the Swedish Air Force and access to Saab's and the Swedish Air Force's training facilities

Gripen is already operational in Sweden, the Czech Republic and Hungary. Deliveries to the South African Air Force will start 2008. Gripen will remain the backbone of these Air Forces for the next 40 years.

Gripen NG is being evaluated by a number of nations and is expected to be operational in an increased number of NATO countries by 2015 and will therefore provide significant international co-operation opportunities.

Through the acquisition of the Gripen NG weapon system the RDAF will be able to participate in various international co-operative programmes that will provide the following benefits:

- Participation in the Gripen user group
- Shared logistics co-operation in terms of maintenance and support
- Shared updates of technical publications and other documentation
- Opportunities for joint training exercises with other Gripen users
- Involvement in joint 'future development' programmes and integration of new equipment on Gripen
- Defense related technology transfer programs

Full support from the Swedish Government, Air Force and industry

Long-term support for the RDAF Gripens

Shared logistics and future integration costs reduced

Access to the Gripen User Group

An increased number of NATO Gripen operators expected by 2015

Comprehensive Customized Support and Training

Tailored initial logistics support package

Compatibility with the SAP R3 ERP network

NATO codification

Comprehensive training package

Opportunities for continued international co-operative training

The proposed logistics concept capitalizes on Sweden's geographical proximity to Denmark is an advantage and the commonality of equipment with the Swedish Air Force, and includes:

- A cost-effective two-level maintenance concept
- A tailored initial logistics package that will be delivered to Denmark in a time-phased manner to match the aircraft build-up in country
- A 'Repairables Exchange Service' that will reduce the initial spares inventory and result in rapid repairs at a fraction of the cost of alternative solutions
- Technical publications, access to drawings, and interfacing management functions that are compatible with the specified SAP R3 Enterprise Resource Planning (ERP) network
- Mobile and multi-purpose ground support equipment that reduces costs and eases deployment

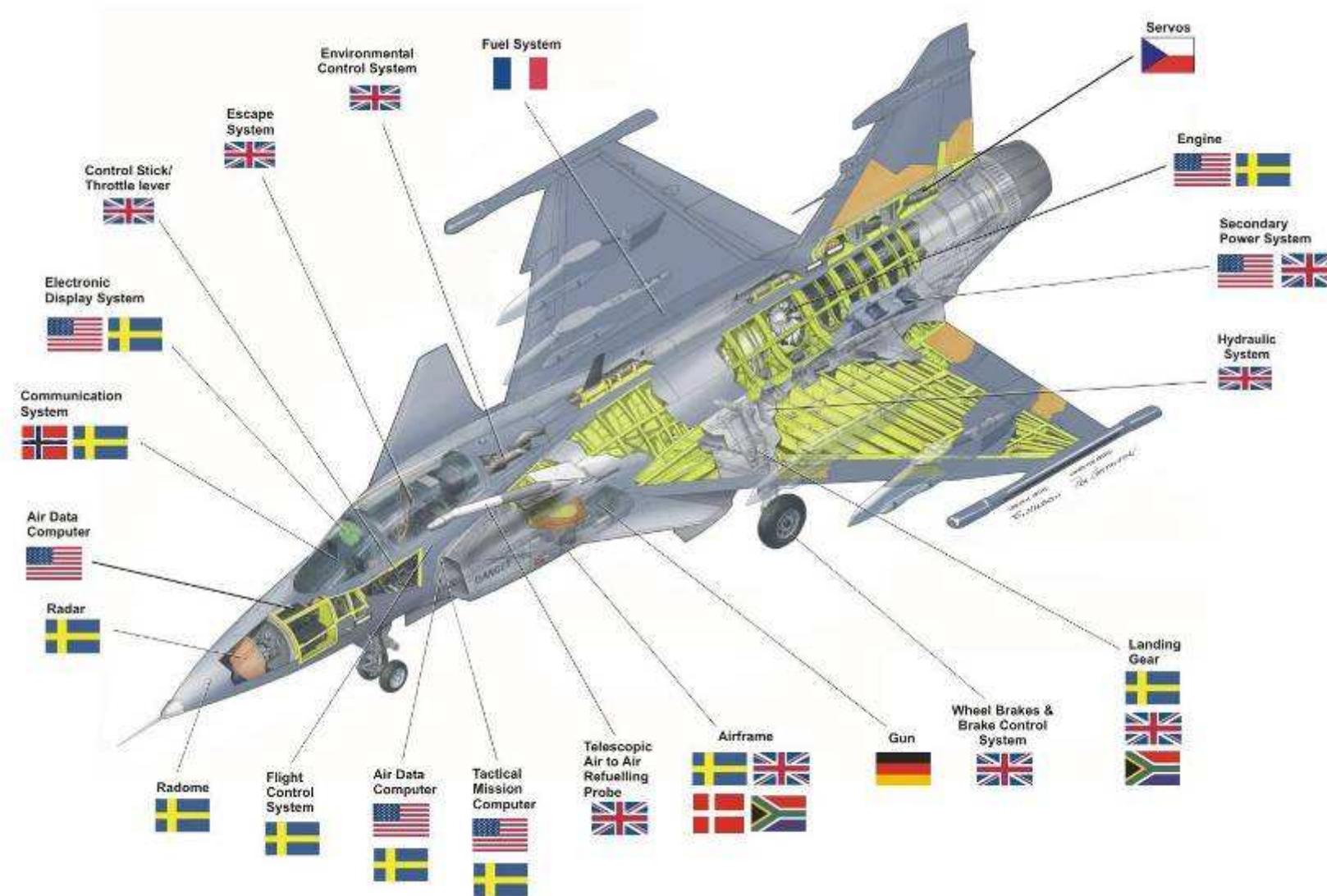
Training

Gripen's training concept is based upon a safe and cost-effective approach and includes:

- Conversion training of 8 instructor pilots by the Swedish Air Force up to a 'mission ready' level
- Conversion training of 50 technical personnel in Sweden
- Supply of synthetic training aids to support the initial conversion training and subsequent indigenous RDAF training requirements
- Opportunities for international co-operative training with other Gripen users



Gripen NG - An International Fighter



Modular design approach utilized

Optimum usage of COTS systems

Equipment sourced globally from world class suppliers to ensure the best solution

Suppliers fully engaged as partners in the Gripen development programme

Cost management is a key driver in continued supplier collaboration

Unbeatable Life Cycle Cost

Designed to break the increasing cost curve trend

Low acquisition cost

Proven Life Support Cost

Unbeatable low Life Cycle Cost

Optimized Supportability

Designed to break the acquisition and operational cost growth

One of the cardinal requirements of the Gripen design was to break the trend of exponential Life Cycle Cost (LCC). From the start, this requirement received equal priority with the operational and technical design goals.

The key support cost drivers of aircraft reliability, maintainability and testability are ruthlessly targeted at every stage of the design process. The result is that Gripen boasts world-beating qualities in these fundamental areas.

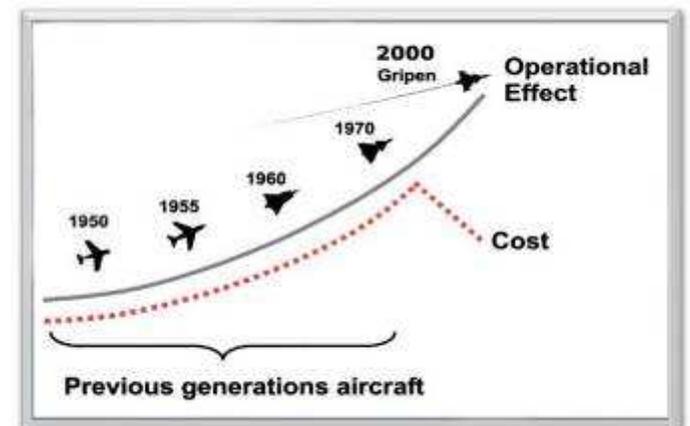
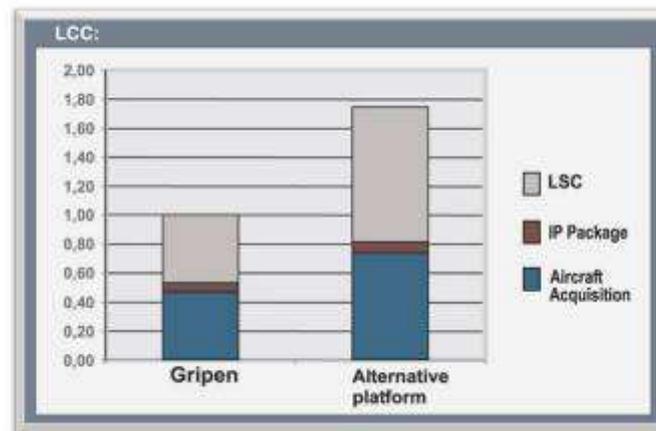
The LCC, which represents the total of all costs during the entire lifespan of the fighter - from procurement to retirement from service, have been greatly reduced compared to previous generations.

As a result of considerable improvements in reliability and maintainability, Gripen has a high level of availability and sortie generation rate.

In addition, Gripen's modern diagnostics and test system have substantially reduced the time, personnel and equipment needed for fault localization.

Through optimized supportability and our responsive supply service, Gripen offers competitive Life Support Cost (LSC) resulting in significantly lower projected LCC over 40+ years of operation.

With experience from nearly 100,000 flight hours, current Gripen users have proven the unbeatable Life Cycle Cost of Gripen, which is expected to be further improved in Gripen NG.



Assessments mainly based upon US GAO reports and industry briefings

Gripen Industrial Co-operation – A Proven Track Record

Commitment

Gripen International, through Saab AB, commits to deliver more than 100% of the value contracted in accordance with the Danish offset legislation.

Gripen International, through Saab AB and the Swedish Government, offer a significant partnership on Gripen which gives Danish industry direct involvement in the Gripen programme.

Gripen Partners

The companies directly involved in the Gripen program are among others Saab AB, General Electric, Thales and Honeywell. Together with the Investor network they will provide substantial opportunities for Danish industry across a wide variety of businesses.

Track Record

Saab AB has a track record from more than 20 countries and has always succeeded to fulfill industrial co-operation commitments, as proven in Denmark as well as in for example, Hungary, Czech Republic, South Africa, Norway and Denmark.

Industrial Network

Saab's major shareholder, Investor AB, is the Nordic region largest industrial holding company. The company creates value through long-term committed ownership and active investments. Investor is a leading shareholder in companies such as Saab, Ericsson, AstraZeneca, Electrolux and Scania. The annual turnover of the Investor group is more than 140 Billion USD.

Real benefits to Denmark with more than 100% industrial co-operation for Danish defense industry

Substantial direct participation in the Gripen programme

Saab AB has a proven track record – We keep our promises

Industrial co-operation supported by a powerful international network

We deliver above expectation



i investor

Sweden is the base of many leading international companies and over the years the Swedish business community has demonstrated a unique ability to employ new ideas and innovations, adapt to changing business conditions and counter international competition by increasing productivity.

As part of the Investor business network, Saab has unmatched resources to draw upon when it comes to assisting its customers. Through long-term industrial cooperation programmes, Saab helps create new business opportunities in wide range of sectors, producing a positive influence on the customer nation's economy as a whole.

	 POWER AND AUTOMATION TECHNOLOGIES	 EXPERTS IN THE EXCHANGE INDUSTRY	 PAPER, PACKAGING & FOREST PRODUCTS	
 WORLD LEADING PHARMACEUTICAL COMPANY		 MEDICAL TECHNOLOGY	 BANKING	
	 INDUSTRIAL PRODUCTIVITY SOLUTIONS		 DEFENCE & CIVIL SECURITY	 AIR TRANSPORTATION
 HOUSEHOLD APPLIANCES		 OUTDOOR POWER PRODUCTS	 ROLLER & BALL BEARINGS	
	 TELECOM SYSTEMS		 TRUCKS & BUSES	 3G MOBILE SERVICES

Delivering the Commitment

Approach to Industrial Co-operation

Saab's approach to industrial co-operation covers a broad range of long term sustainable business activities focused not only on the product itself but on delivering investment, technology transfer, manufacturing, technical support, training and scientific co-operation beneficial for the Danish industry and the Danish nation.

The Gripen industrial co-operation package aims at:

- securing Danish industrial participation at an early stage of the development of the next generation Gripen
- increased Danish capability in international aerospace and civil aviation.
- with Danish industrial partners become truly competitive on the future international as well as joint home market
- increasing general industrial cooperation through Saab industrial network, not limited to defense

Industrial Co-operation areas

- All core avionic systems software and documentation for the Gripen, including access to source codes
- Production of Gripen parts and assemblies
- Establishment of Gripen maintenance and support capabilities
- Reconnaissance, Electronic Warfare and sensors for the international market
- Command & Control Systems including Civil security
- Space
- Energy, Environment and R & D

A broad industrial co-operation, not limited to defence industry only

Long-term industrial benefits directly relevant to Danish requirements

The Gripen approach enables investment, Danish/Swedish partnerships and export opportunities

Extensive opportunities for technology transfer creating national autonomy

Use of Danish technology for both defense and civil applications

Partnership in the Gripen planned spiral development programme

Full support from our partners and the Investor Network



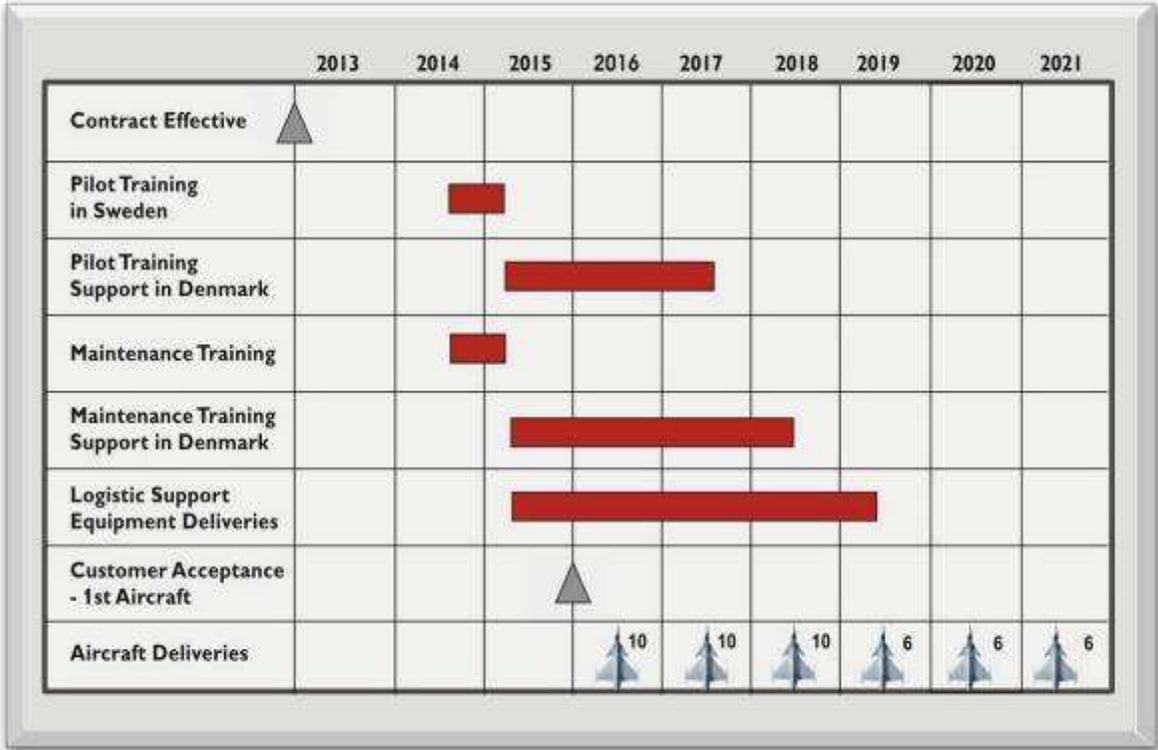
Smooth Transition into Operational Service

48 Gripen NG delivered from 2016 to 2021

Smooth transition into the Royal Danish Air Force

Pilot and maintenance training available in both Sweden and Denmark

Time phased delivery of logistics package and operational and support equipment



Gripen International will deliver Gripen to Denmark beginning 2016 through to 2021.

To enable a smooth transition into service the training of pilots, technicians and other personnel will commence in 2014. This training, together with the necessary logistics package and operational and support equipment will be time phased in accordance with the aircraft deliveries.

Unbeatable Price and Financing Solution

Acquisition and Operating Cost

The Gripen NG solution meets the operational requirements of the RDAF, delivers true multi-role capability and state-of-the-art technology.

Owing to its outstanding reliability, maintainability and supportability Gripen will deliver at the most affordable acquisition and operational costs, compared to the known or predicted costs of alternative platforms.

Gripen's credible and fixed acquisition cost is based upon firm orders and known programme timescales. For Denmark, this would imply significant cost savings over 40+ years of operation in comparison to alternative platforms.

Financing

As an alternative to cash payment terms, Gripen International, in co-operation with the Swedish Government, is able to facilitate competitive financing for 100% of the aircraft supply contract that includes:

- Repayments spread over 10 to 15 years
- A grace period such that initial payments may be deferred
- Payment in a choice of currencies – Danish Krona, Swedish Kronor, US Dollars or Euros

Lowest acquisition cost

Significantly lower operating costs

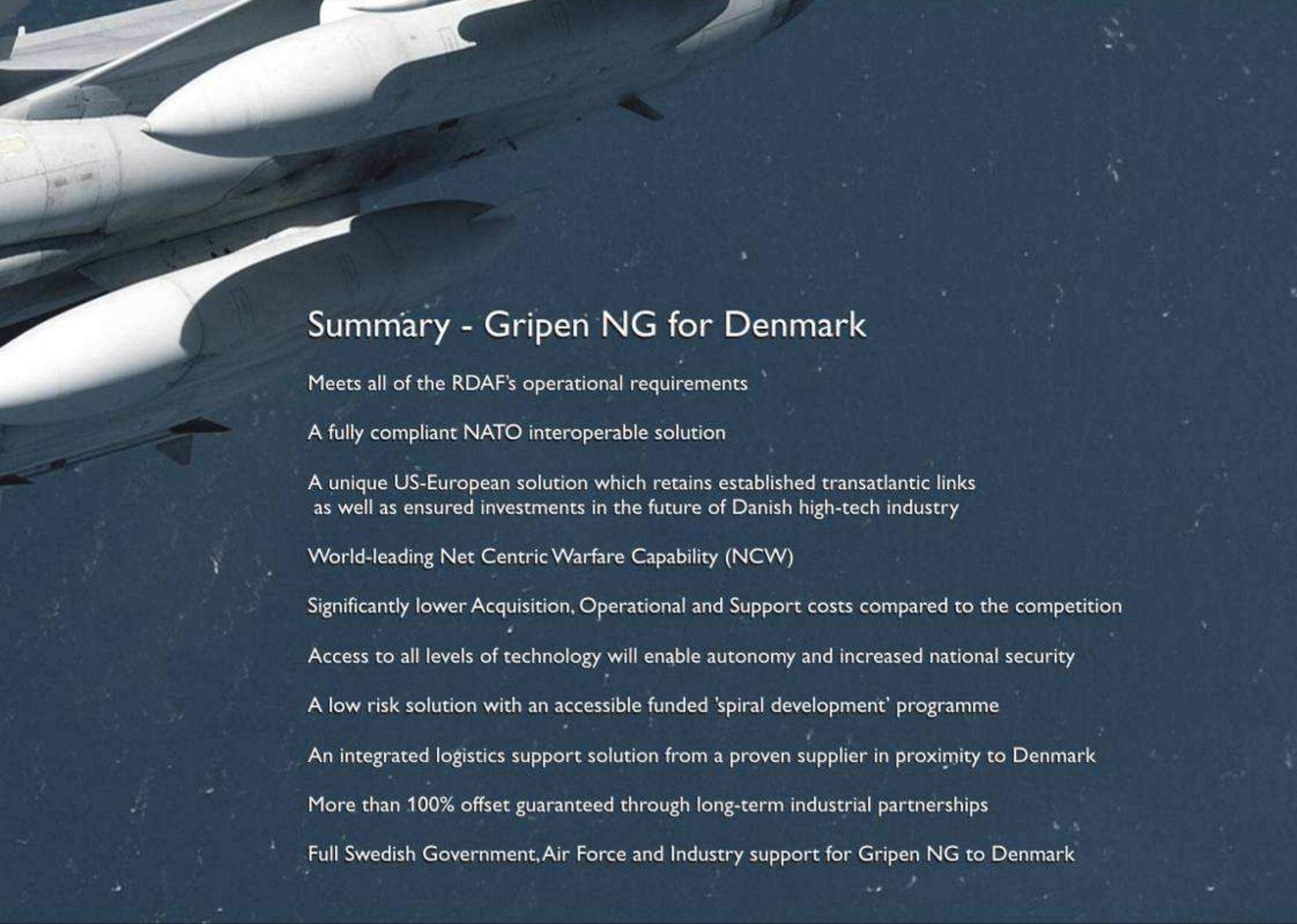
Acquisition and operating cost savings compared with alternative platforms

Access to a Government backed finance package

The best long term economic choice for Denmark







Summary - Gripen NG for Denmark

Meets all of the RDAF's operational requirements

A fully compliant NATO interoperable solution

A unique US-European solution which retains established transatlantic links as well as ensured investments in the future of Danish high-tech industry

World-leading Net Centric Warfare Capability (NCW)

Significantly lower Acquisition, Operational and Support costs compared to the competition

Access to all levels of technology will enable autonomy and increased national security

A low risk solution with an accessible funded 'spiral development' programme

An integrated logistics support solution from a proven supplier in proximity to Denmark

More than 100% offset guaranteed through long-term industrial partnerships

Full Swedish Government, Air Force and Industry support for Gripen NG to Denmark

Gripen is no ordinary fighter
It is your pride
It is your wings

Through long-term partnership, generating
lasting national benefits,
Gripen is committed to your future.

Supported by a powerful business network,
we can offer viable business opportunities
and innovative financing,
tailor made for your nation.

GRIPEN
The Wings of Your Nation



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