

The Pandemic from a Swedish perspective

Presented at Speednews

Magnus Falk

VP & Head of BD, Marketing, Sales and Strategy

Commercial Programs – Saab Aerospace Systems



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 provide military aircraft for Sweden to protect its borders and 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



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 Kockums have added expertise





Fighter Systems



Underwater Systems



**Command
and Control**

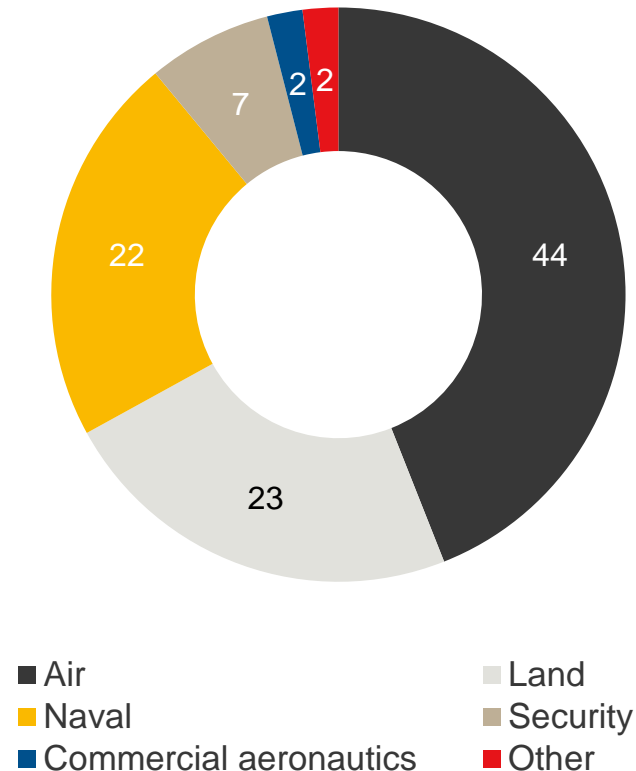
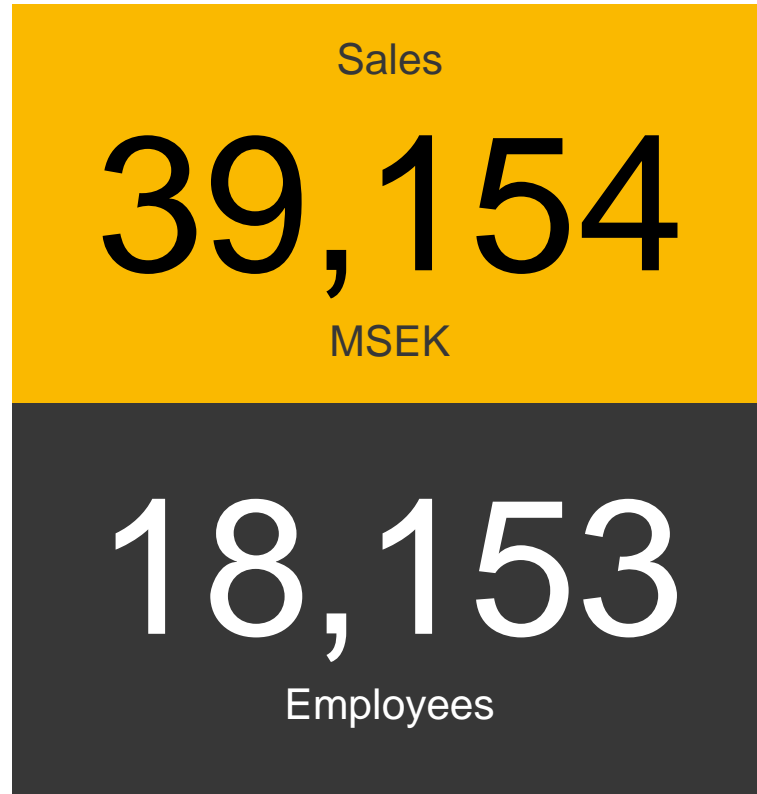


Sensors



**Advanced
Weapon Systems**

Company overview – 2021



Our organisation



Saab Aerospace Systems

- ✓ Portfolio of Commercial and Defense products and services
- ✓ Tier 1 with Boeing and Airbus
 - Wing structures
 - Moveables
 - Doors
 - Fully installed Aft Fuselage T-7A (Red Hawk)
- ✓ Design & Build partner for structures and systems



The US footprint – West Lafayette



The Swedish way...



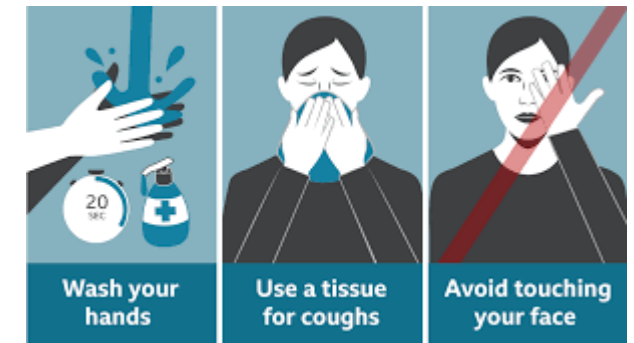
RECOMMENDATION
RESTRICTION
RETURN

Mr Trump's famous words

“Despite reports to the contrary, Sweden is paying heavily for its decision not to lock down. . . . The United States made the correct decision!”

Saab perspective

- Travel ban (if not business critical)
- Work from home if possible
- If you have symptoms – report
- Don't go to work if you don't feel well
- Keep distance
- Soap, wash, sanitizer



CORONAVIRUS, COVID-19

BESÖKSFÖRBUD

Anhöriga/medföljande är endast välkomna till våra mottagningar och avdelningar efter överenskommelse.



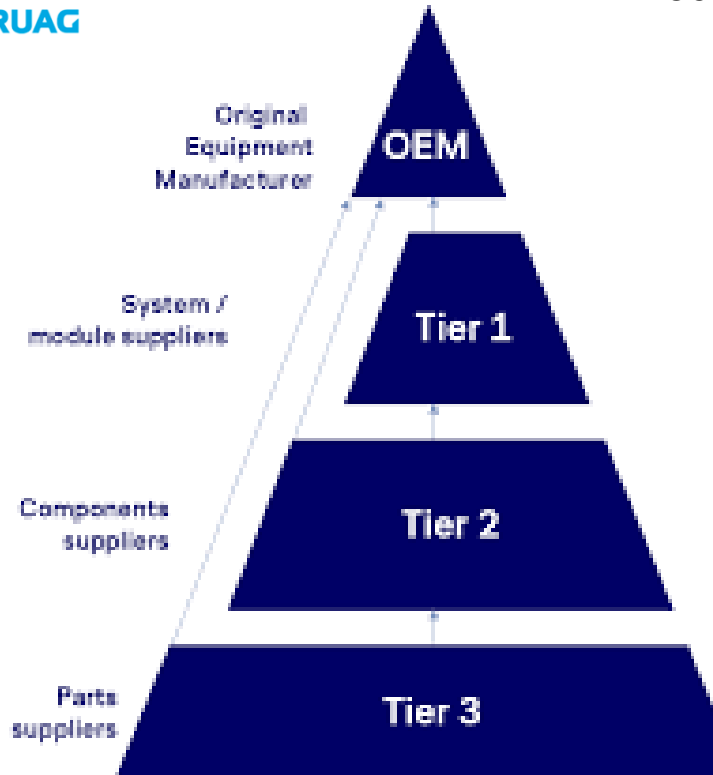
Vid överenskommelse tillåts endast en (1) medföljande.

NO VISITORS AT THE HOSPITAL.
One (1) family member/caregiver is permitted only if they are essential to support a patient to an appointment.

The cooperation within the Eco-System



Together
ahead. **RUAG**



Recurring updates
Deliveries
Lockdowns
Plants
Pandemic



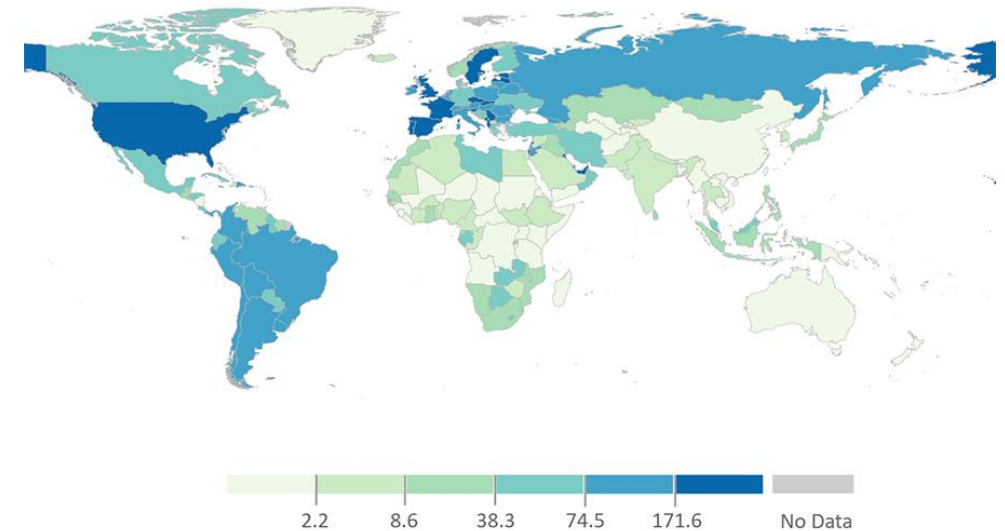
SUPPLIER MAPPING



Crisis management teams activated
Recurring contacts with the Suppliers
Deliveries, personnel, financial
health, parts supply etc

The challenges

- Uncertainty – how will it be tomorrow?
- Completely new situation, -"all in the same boat"
- Lack of preparation and measures
- The panic – the fear – the care
- Eco-System was tested – a reality check
- The lack of information
- The European Union decision turned into many independent national decisions
- So many different views and experts



A New Tomorrow

