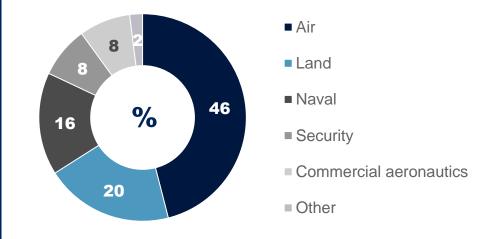




AN **OVERVIEW** OF OUR COMPANY



SALES 27,186 **MSEK**



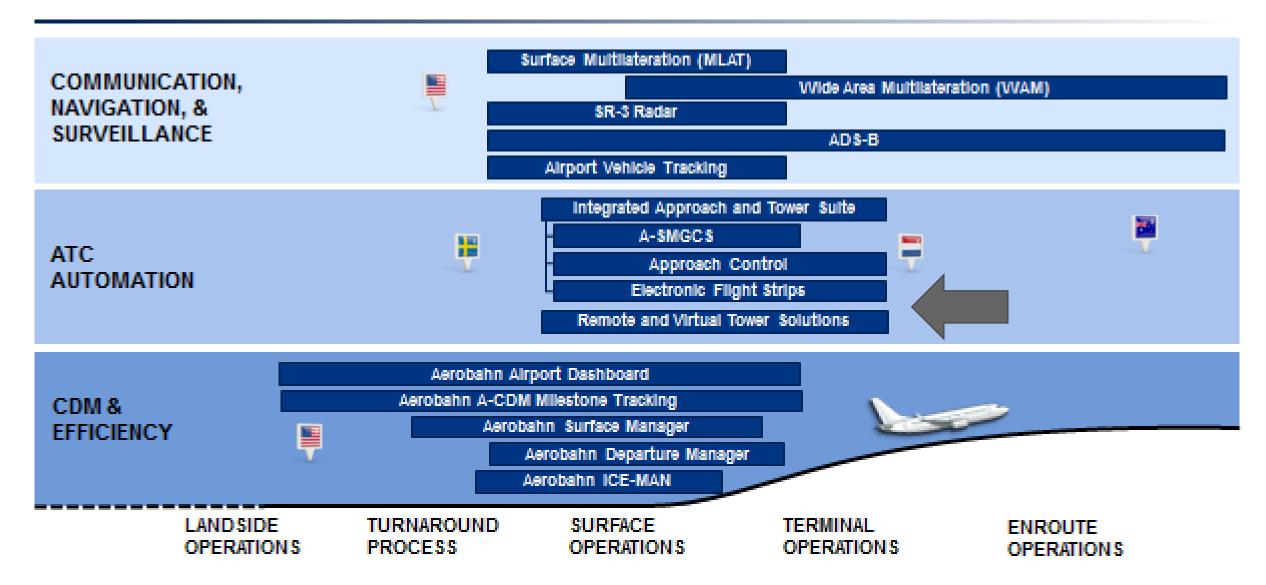
14,700 **EMPLOYEES**



OUR BROAD **OFFERING**

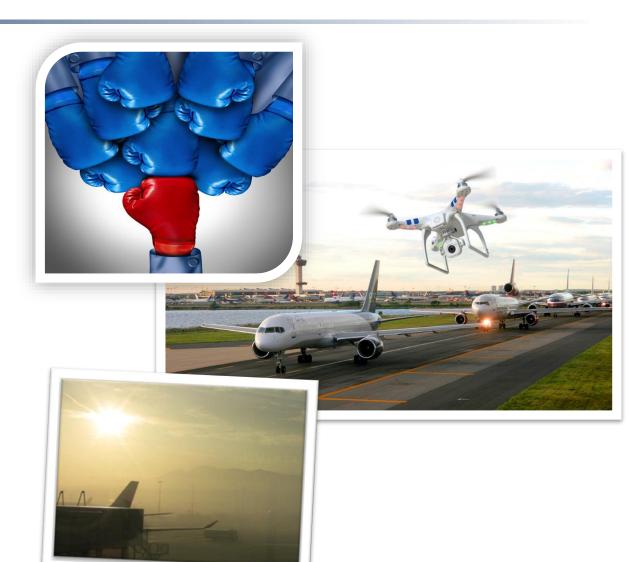


SAAB ATM PRODUCT PORTFOLIO



AIR TRAFFIC CONTROL CHALLENGES...

- √ ATC costs are increasing
- ✓ Aviation is vital for rural regions/ towns
- ✓ Need to be more flexible new airports/ needs
- ✓ Each and one tower differently equipped
- ✓ Long opening hours, low utilization of staff ATC personal
- ✓ Limited flexibility (vacations, sick leave, overtime)
- ✓ Digitalization as such...
- ✓ Drones!
- ✓ Limited view to runways, holding points
- **✓ Blind Spots**
- ✓ Low Visibility / Night View / Sunlight
- ✓ Birds / Wildlife Detection
- ✓ Runway / Airport Extension













SAAB AND LFV - A WIN-WIN SOLUTION

- Saab Digital Air Traffic Solutions AB
- The company will market, sell, develop and operate products and services for digital air traffic control
- The company provide innovative customised remote air traffic control by combining unique operational and technical excellence to benefit our customers and society
- A digital ANS provider for the future



As a leading air navigation service provider for civil and military customers, LFV develops cutting edge solutions for the air navigation industry and beyond.

We are transforming the ATM industry by creation of new added value for our customers

LONG JOURNEY & EXPERIENCE

Saab's Digital **Tower Sites**

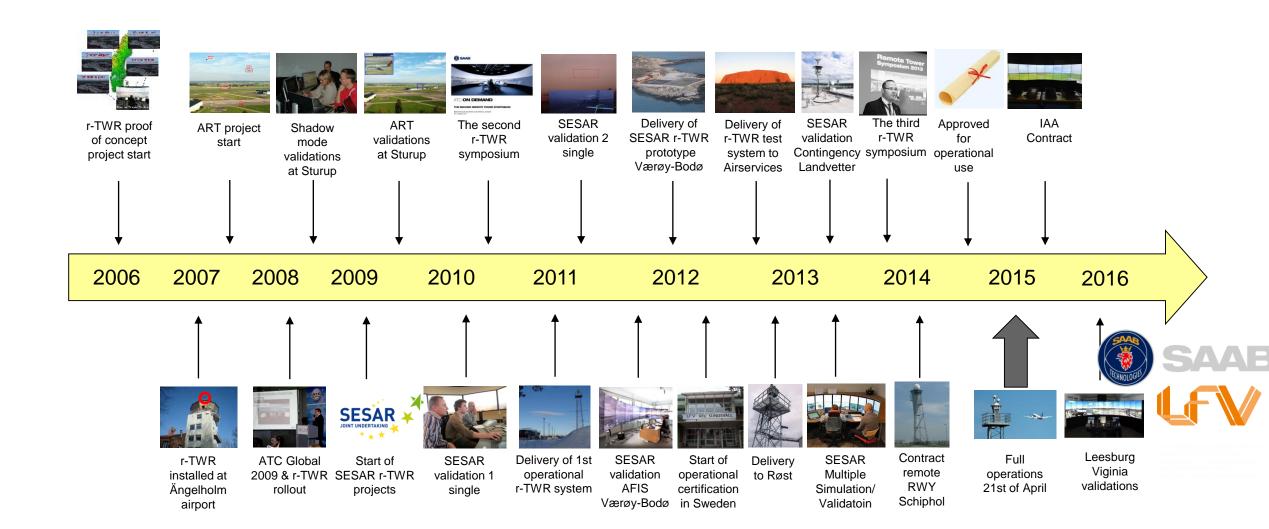
- Örnsköldsvik 365/24/7 - over 11250 hours in operation
- 365/24/7 over 2000 hours in operation ✓ Sundsvall
- **London City Airport**
- Gothenburg (validation)
- Norway (validation)
- ✓ Ireland (Shannon, Cork & Dublin)
- Schiphol
- Leesburg, Virginia (validation)
- Australia (validation)
- ...more to come!!

10 hours of downtime (0.075%)





SAAB & LFV - LONG TIME R-TWR EXPERIENCE





TECHNOLOGY - REMOTE CAMERA

Up to 14 Ultra HD cameras

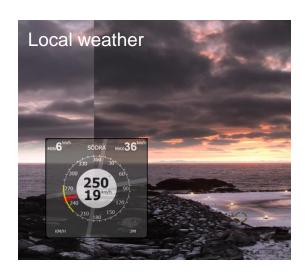
- 360 degress coverage horizontal
- +/- 23 degrees vertical view as in the ordinary tower
- 30 fps., 100 Mpbs, H.264, max end-to-end delay < 1 sec
- Integrated weather protected camera housing
- PAN/TILT/ZOOM CAMERA(S)
 - 1-2 HD cameras
 - 1-2 IR cameras
- Gap Filler Cameras
 - Hot spot areas
 - Blind spots, covered by a building
 - Far away observations
- Redundant network and power supply to ensure undisrupted service

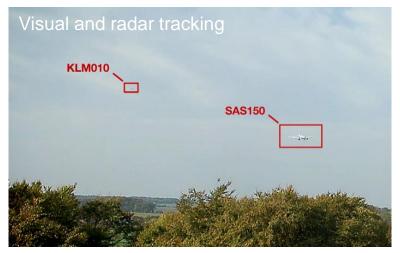


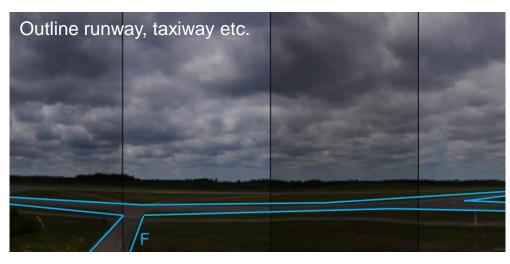


REMOTE TOWER - CWP















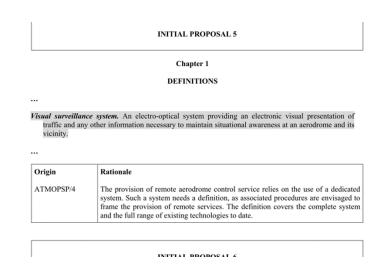
STANDARDISATION AND POLICY MAKING - SAAB COMITTMENT



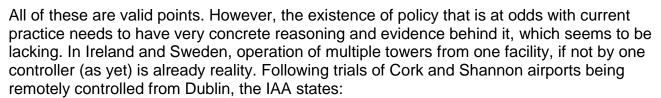








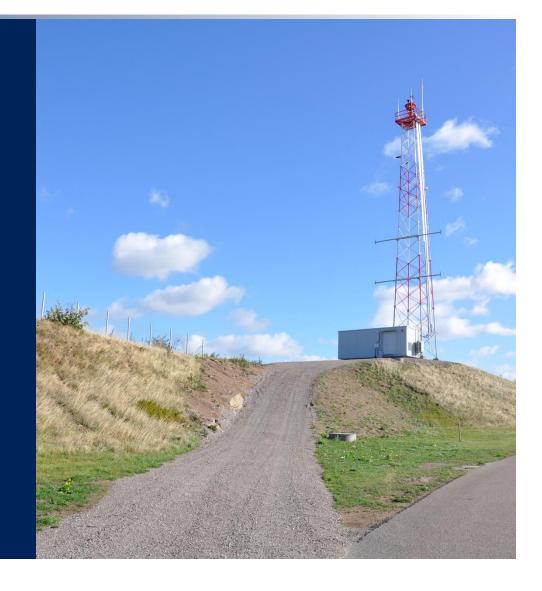






"With carefully designed procedures it will almost certainly be possible to allow one controller to simultaneously provide air traffic management services for more than one low volume aerodrome."

OUR EXPERIENCE FROM INNOVATING AND OPERATING REMOTE **TOWERS**



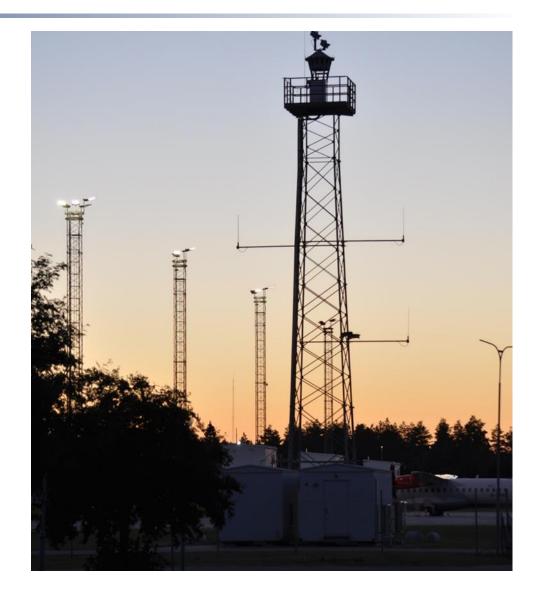
ITS A CHALLENGE TO BE FIRST!

- Acceptance from ATCOs, union, airline companys and society
- Investments need to be analysed deep
- CBA is needed
- No standardisations. It takes time. (EUROCAE/EASA)
- Open and closed on a market with competition.
- Remote tower is 1.0 new gadgets will be implemented. Can you see them in the begining



STRATEGY FOR RTS REALISATION

- No 1-Operational demand is the driver for standarization. Technical system shall support existing rules and regulation as much as possible
- No 2-The system shall support the present way of performing the Air Traffic Service
- No 3-Human Resources are trained to perform the service according to above and need only system training.







Operational introduction - A proven formula

PHASE 1

ANALYSIS AND TRAINING

Identification of operational and technical differences RTC vs ATS

Training RTC systems and the new CWP environment

RESULT PHASE 1 = BASELINE PHASE 2

PHASE 2

TRAINING AND FAMILIARISATION

Requires verified technical system

Commissioning Plan developed and approved

Training of controllers
ATS in new operating
environment

Passive shadow operation

Evaluation of phase

RESULT PHASE 2 = BASELINE PHASE 3

PHASE 3

COMMISSIONING PERIOD

ATS service moved from TWR to RTC

Operational Approval from regulator is required to conduct ATS from RTC

The service will be run from either the TWR or RTC

Handover of position is carried out according to established procedure

Double Staffing provides staff soft start in the environment

Time and resource plan is estimated by CO in consultation with CO RTC

Report of PHASE 3 documented before start of PHASE 4. Report must confirm that the controller is ready to perform the service.

PHASE 4

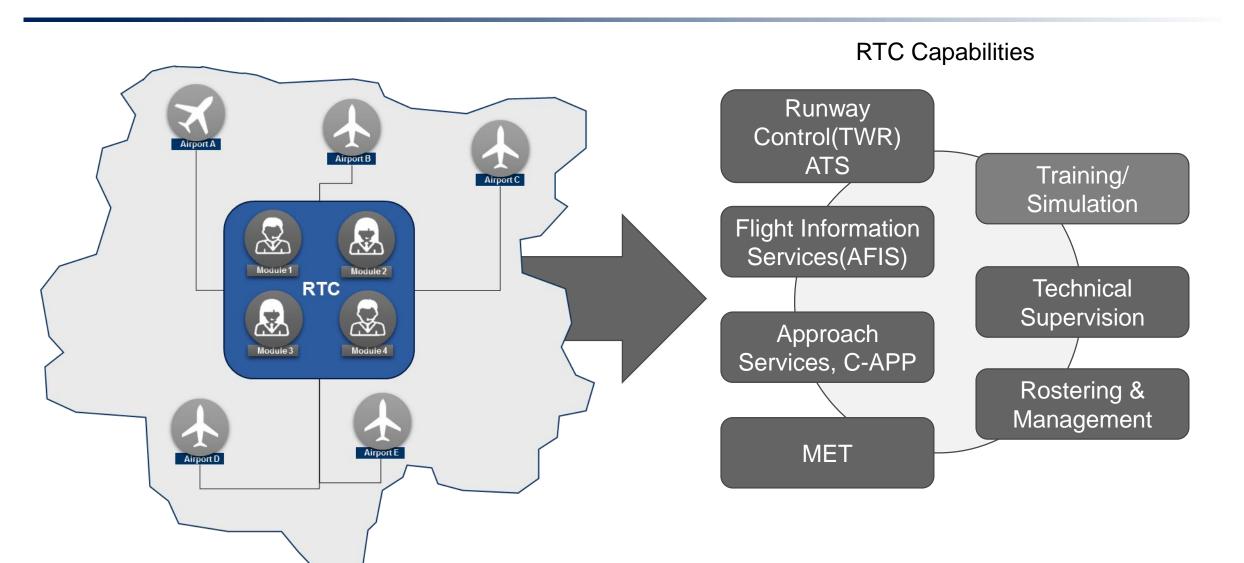
ESTABLISHING

ATS unit established and put into operation in the RTC

ATS operated exclusively from RTS

RESULT PHASE 2 = BASELINE PHASE 3

THE CENTRE CREATES THE EFFICIENCY





SINGAPORE CASE – PUSHING THE PRODUCT





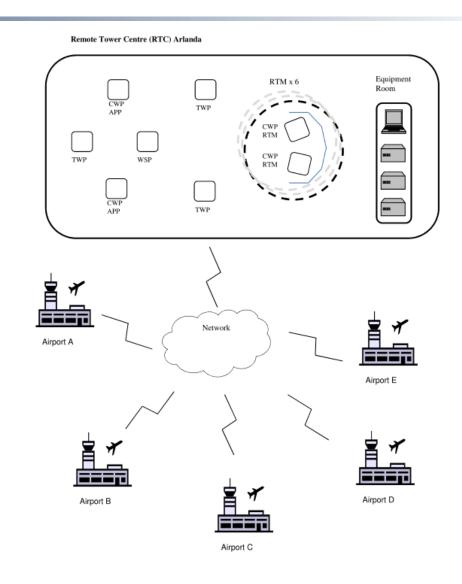




LFV - SECOND GENERATION



Second generation – based on operational experience





AFIS

- A flight information service (FIS) is a form of air traffic service which is available to any aircraft within a flight information region (FIR), as agreed internationally by ICAO.
- It is defined as information pertinent to the safe and efficient conduct of flight, and includes information on other potentially conflicting traffic, possibly derived from radar, but stopping short of providing positive separation from that traffic.
- Flight Information also includes:
- Meteorological information
- Information on aerodromes
- Information on possible hazards to flight







Samarbete rörande etablering av en central för digitala, fjärrstyrda flygplatstjänster i Storuman

Letter of Intent - Lol

Ver: 1.0

Storumans kommun

Org nr 212000-2577

Blå vägen 242

923 81 Storuman

och

SAAB Digital Air Traffic Solutions AB

Jointly develop a case for Remote AFIS

- AFIS centre in Storuman
- Hemavan pilot site operational
- To adress Swedish small airports and potentially outside Sweden
- Road model for Saab

AIM is to conclude on the business case in Q1 2018

POTENTIAL SWEDISH AFIS CUSTOMERS

- AFIS finns i dagsläget på följande 17 flygplatser i Sverige:
- Arvidsjaur flygplats (ATC vissa tider, AFIS andra)
- Eskilstuna-Kjula flygplats
- · Falköpings flygplats
- Gällivare flygplats
- (Gävle-Sandviken flygplats)
- Göteborg-Säve flygplats (ATC dagtid, AFIS nattetid)
- Hagfors flygplats
- Hemavans flygplats
- · Kramfors-Sollefteå flygplats
- Lycksele flygplats

- Mora-Siljan flygplats
- Pajala flygplats
- Svegs flygplats
- Skövde flygplats
- Storumans flygplats
- Torsby flygplats
- Vilhelmina flygplats

Finland: ~10 flygplatser

Norge:> 30 Flygplatser

Baltikum: ~ 5 flygplatser

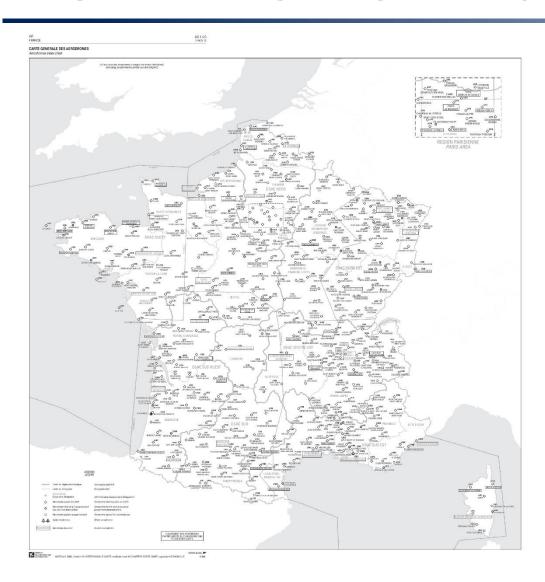
STRATEGIC FIT – LATIN AMERICA

• AFIS services are currently being provided at 80 airports in Brazil with TWR services provided at 63

			Airport	AFIS		TWR	
			Operator	(X)	Provider	(X)	Provider
RJ	SBRJ	Santos Dumont	Infraero			Х	Infraero
	SBGL	Galeão	RIOgaleão			Х	DECEA
	SBAF	Campo dos Afonsos	DECEA			Х	DECEA
	SBCP	Campos	Infraero	Χ	Infraero		
	SBFS	Campos - São Tomé	Petrobrás	Χ	Petrobrás		
	SBCB	Cabo Frio	Costa do Sol	Χ	Costa do Sol		
	SBME	Macaé	Infraero			Χ	Infraero
	SBEC	Macaé (Enchova)	Petrobrás	Χ	Petrobrás		
	SBMM	Macaé (Marlim)	Petrobrás	Χ	Petrobrás		
	SBLB	Macaé (Albacora)	Petrobrás	Χ	Petrobrás		
	SBES	São Pedro D´aldeia	Air Base			Х	DECEA
	SBJR	Jacarepaguá	Infraero			Х	Infraero
	SBSC	Santa Cruz	DECEA			Χ	DECEA
SP	SBGR	Guarulhos	GRUAirport			Х	Infraero
	SBSP	Congonhas	InfrAaero			Х	DECEA
	SBKP	Campinas	Infraero			Х	Infraero
	SBMT	Campo de Marte	Infraero			Х	DECEA
	SBGP	Gavião Peixoto	EMBRAER	Х	EMBRAER		
	SBGW	Guaratinguetá	Air Base			Χ	DECEA
	SBSJ	São José dos Campos	DECEA			Χ	DECEA
	SBRP	Ribeirão Preto	Infraero			Χ	Infraero
	SBBP	Bragança Paulista	DAESP	Χ	DAESP		
	SBSR	São José do Rio Preto	DAESP	Χ	DAESP		
	SBTA	Taubaté	CAVEX			Χ	DECEA
	SBJD	Jundiaí	DAESP			Χ	PAIM
	SBDN	Presidente Prudente	Infraero			Χ	Infraero
	SBAE	Bauru Aurealva	DAESP	Χ	DAESP		
	SBAU	Araçatuba	Azul	Χ	Azul		
	SBBU	Baurú	Infraero			Χ	Infraero
	SBML	Marília	Azul	Χ	Azul		
	SBYS	Pirassununga	DECEA			Х	DECEA
	SBAQ	Araraquara	DAESP	Х	DAESP		



AFIS IN FRANCE – OVER 70 AIRPORTS

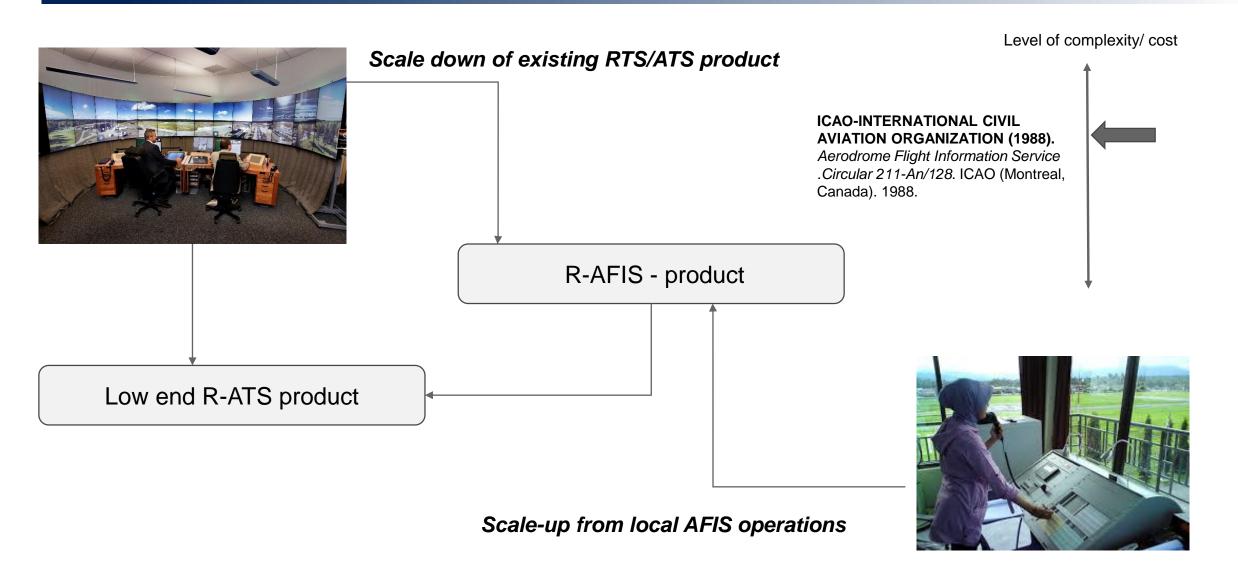


LARGE NUMBER OF AIRPORTS – A VITAL INFRASTRUCTURE

- AIRNAV is serving over 250 airports
- Over 600 airports in Indonesia in five time zones.
- New additional airports planned or being built
- ATS and AFIS in demand

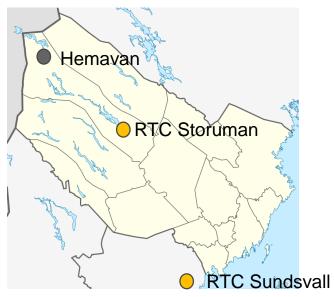


THE WAY TO A REMOTE – AFIS PRODUCT



PILOTAIRPORT HEMAVAN





Passagerare (2016) 14 301 [2]

Varav inrikes (2016) 14 081 [2]

Varav utrikes (2016) 221 [2]

Landningar (2016) 558 [2]





NO CONVENTIONAL TOWERS TO BE BUILT AFTER 2020

