

Bangalore, 11 February 2009



Finmeccanica at Aero India 2009: a global partner for the Indian aerospace, defence and security industry

Finmeccanica is to take part at Aero India 2009 in Bangalore from 11 to 15 February through its companies AgustaWestland, Alenia Aeronautica, DRS Technologies, SELEX Communications, SELEX Galileo and WASS.

The Indian market is growing in all sectors in which Finmeccanica operates, thanks to a budget that can support the modernisation needs of services connected with defence, and to an increasing demand for new civil infrastructure. Particularly interesting to the Group are the opportunities in the helicopters and aeronautics businesses; new programmes are also planned for the naval sector regarding all classes of ships, along with projects aimed at improving their interoperability. New acquisitions and modernisation programmes have also been launched in land systems, and there are further opportunities regarding Homeland Security and transport.

For Finmeccanica and its companies, India is not only an important market but especially a potential partner. Bolstered by its solid presence in the Country – where the Group has a representative office in New Delhi - and by long-term industrial alliances in the helicopters, radar systems, communications, naval guns and light torpedoes sectors, and in order to face future challenges, Finmeccanica is currently involved in creating new partnerships and strengthening those ones already existing with major local companies. A strategic collaboration with TATA is currently being defined, and a number of specific projects are being developed with BEL, HAL, BDL and BHEL.

In the helicopters business, the tender for the supply of 12 VVIP helicopters to the Armed Forces has reached a critical significant stage. **AgustaWestland's** AW101 is the ideal candidate, especially in light of its great success in international markets. Other areas of potential interest for AgustaWestland include the modernisation of the fleet of Sea King helicopters in use by the Indian Navy, the supply of helicopters to the Coast Guard (including some for Search & Rescue and maritime patrol operations), 16 multi-role aircraft for naval use and a further 22 helicopters for Indian Air Force's Light Combat requirements. There are further opportunities in civil and governmental transport, with market estimates of around 10-15 helicopters per year. Finally, there is scope for potential partnership agreements with major Indian players across a range of strategic areas.

In the aeronautics sector, the Group is examining **Alenia Aeronautica's** ATR72ASW and ATR42MP aircraft could meet the requirements for a new medium range anti-submarine aircraft for the Indian Navy and a maritime patrol aircraft for the Coast Guard. In choosing these solutions, India could also benefit from the great success achieved in the subcontinent by ATR, the Alenia Aeronautica-EADS 50% joint venture, with about 100 aircraft of this type in service with the main Indian airlines. Alenia Aeronautica, as a partner in the Eurofighter consortium, is also extremely interested in the MMRCA (Medium Multi Role Combat Aircraft) programme for 126 combat aircraft, and in which the Eurofighter Typhoon is also competing, with EADS Germany leading the campaign. In addition, the C-27J twin-engine aircraft, designed and developed by Alenia Aeronautica, could meet future needs for a tactical

transport aircraft, partly thanks to its interoperability with the C-130J recently ordered by the Indian Air Force.

In the Defence Electronics and Security business, **SELEX Sistemi Integrati**, which for many years, together with BEL, has been supplying India with radar systems for air traffic control, is also involved in promoting integrated combat systems for the Indian Navy's new naval units, the C3I and C4I systems based on netcentric architecture, and radar systems for both naval use and coastal and land applications.

SELEX Galileo is pursuing opportunities connected with the need to modernise existing platforms with next-generation sensor systems. In the Indian market, for airborne surveillance, Finmeccanica offers highly-successful solutions such as the Seaspray AESA radar and the ATOS mission management system, leveraging on recent market success. Airborne self protection and situation awareness systems already in use by customers throughout the world are proposed both for rotary and fixed wing platforms. Further, in the land domain, SELEX Galileo can deliver full situation awareness capability, together with control systems (Fire Control Systems) for the Main Battle Tanks and Armoured Vehicles programmes. Following the recent award to SELEX Galileo of the service contract for the Mirach 100/5 target system with ITR (Integrated Test Range), a global product leader, the company is now poised to sell complete target drone systems. In India, the company is working with Defence Research & Development agencies to jointly develop new products both for the Indian Armed Forces and the wider export market.

In the near future, **SELEX Communications**, which boasts long-term cooperation with HAL and BEL in avionics and naval communications, could provide its expertise in protected military communication systems and next-generation systems. Finmeccanica is also involved in some of the major programmes under way in India relating to tactical communications and the telecommunications component of Battle Management systems. In this area, **DRS Technologies**, a US company recently acquired by Finmeccanica and leading supplier of integrated products and support services in defence electronics, offers to the Indian market ultra-rugged solutions for data presentation and calculation that can operate extremely efficiently even in critical operational theatres.

Furthermore, the Group is also able to supply technology and expertise in the fast-growing Homeland Security sector. In particular, SELEX Sistemi Integrati provides complete solutions for the protection of land and maritime borders, the security of airports, ports, railway stations and the protection of critical infrastructures and at major events. **ELSAG DATAMAT** offers licence plate reading systems, biometric sensors, mobile check points and other technology for police forces.

An area of great interest for **OTO MELARA** is the large calibre naval guns business, in which the Finmeccanica company is promoting its 127/64 Light Weight Guns with the Vulcan long-range munitions. The medium-calibre 76/72 Super Rapid naval gun is the Indian market leader and produced under licence by BHEL. In the underwater systems business, where **WASS** has operated in India since 1978 along with BDL and other local companies, there are significant opportunities for the new version of the A244/S light torpedo and the Black Shark heavy torpedo.

Thanks to the several campaigns under way in India, the Space sector represents a new area for joint activities. **Telespazio** (Finmeccanica 67%, Thales 33%) could exploit concrete opportunities in the satellite services and payload business, given the ever-increasing demand from the Indian Armed Forces for services relating to military applications for new satellites and those already in orbit.

Other synergies could arise in the public transport sector (train and metro), in both platforms and signalling, security and telecommunications systems, as well as in new traffic management systems for the Country's major cities. Additionally, the Energy market, which is traditionally very solid, presents significant opportunities in the building of new power stations for both traditional and alternative sources of energy.