

Keeping **people**
and **society** safe

Saab Kockums

Marcus Andersson
Head of Sourcing and Supply, BA Kockums



SAAB

Security of supply

Swedish industrial history

- Saab was founded in 1937 during times of instability and turmoil
- Consolidation of Swedish defence industry
- Saab produces a wide range of products that support nations military defence
- Saab develops products in all domains; aviation, space, land, sea and cyber



1646



1679



1840



1905



1937



2000

Celsius

2006



2014

KOCKUMS





SAAB

Our business

Saab offers solutions that range from protecting the depths of the ocean to safeguarding the skies, as well as on land and in cyberspace. The operations are divided into four business areas — Aeronautics, Dynamics, Surveillance, and Kockums — along with the subsidiary Combitech.





This is Saab

Saab serves customers in more than 100 countries and has operations in over 30. Driven by a team of 28,000 dedicated professionals, Saab continually pushes the boundaries of technology to contribute to a safer and more sustainable society.

Sales, SEK billion

79

Order backlog, SEK billion

275

Operating margin, adjusted, %

9.8

Employees, thousands

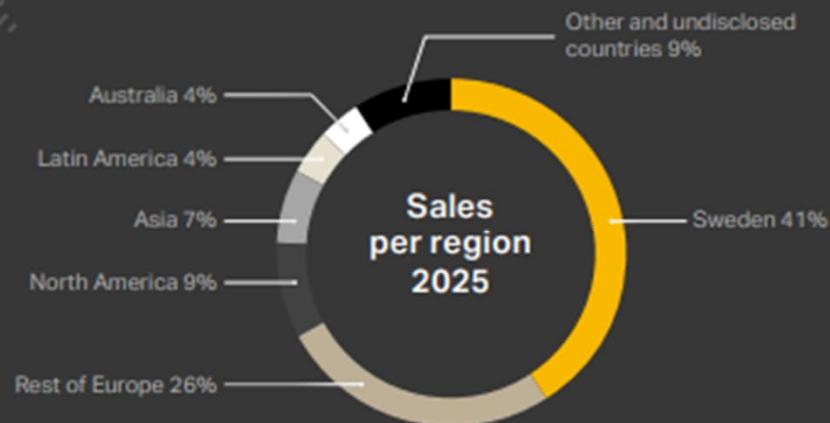
28

CO₂e reduction (Y/Y)

7%

Women managers, %

29



Saab's core expertise



Advanced
Weapon Systems



Fighter
Systems



Command
and Control



Sensors



Underwater
Systems

Business Area Kockums 2024

 **+3,100**

People*

- Malmö
- Linköping
- Australia
- Karlskrona
- Muskö
- UK
- Landskrona
- Docksta
- USA

 **8.5 BSEK (+32%)**

Sales 2024

Order backlog, SEK **14 billion**

Operating income (EBIT), SEK **690 million**



Design



Through life support



Construction shipyard



Technology transfer

4 Business Units

Submarine



Surface Ships



Docksta



Underwater Systems



Shipyard

Production

Sourcing & Supply

* incl. full time consultants

Securing shipping lanes in a demanding world

A global artery for trade and communication:

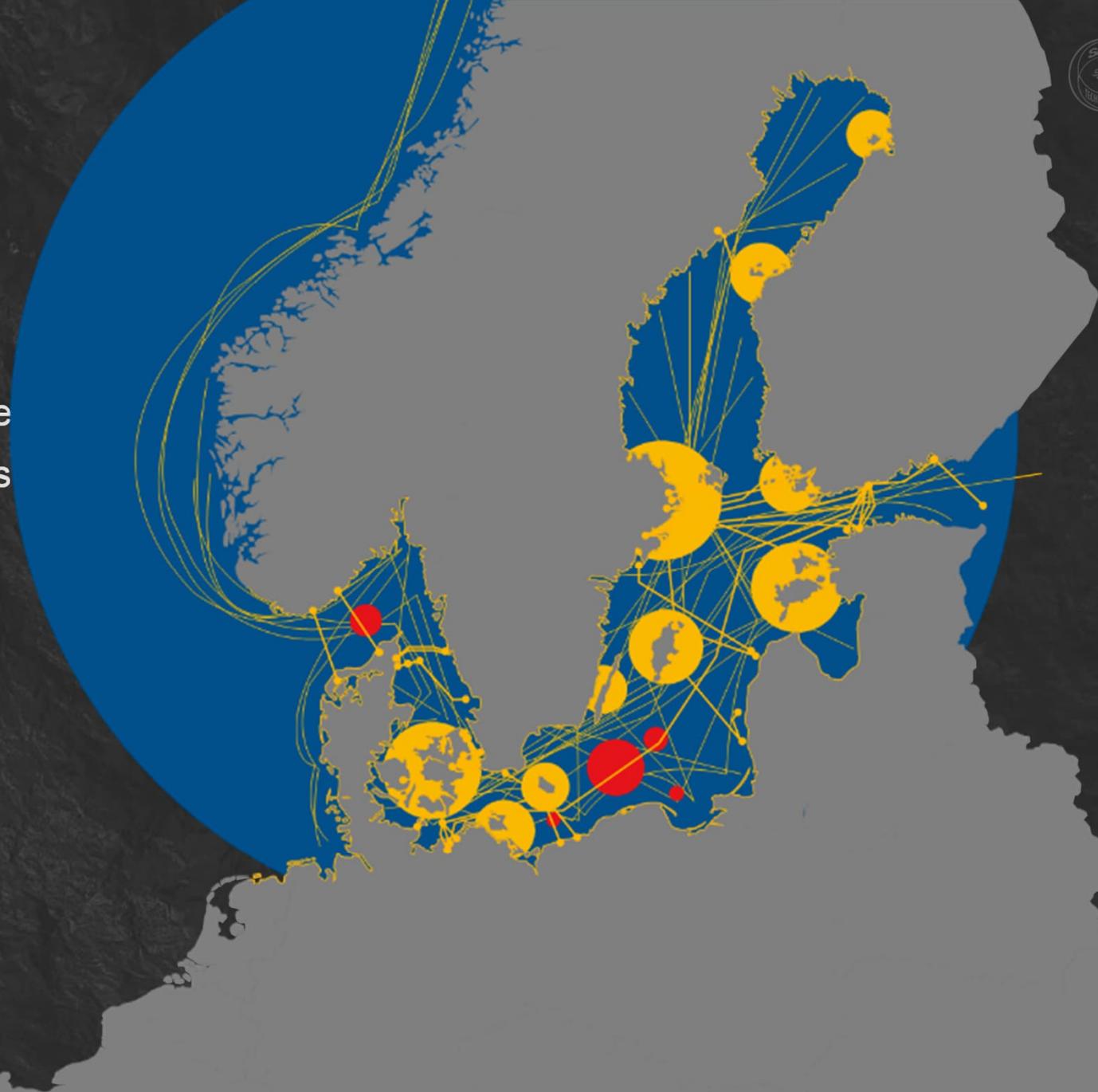
- Over 90 percent of global trade
- 99 percent of transcontinental communication
- 61 percent of the world's GNP comes from coastal areas
- EEZ disputes
- Strait of Hormuz, Red Sea, South China Sea, Black Sea...



Challenges of the Baltic Sea

A sea like no other

- Critical Underwater Infrastructure
- >50,000 undetonated explosives
- 24,000 islands
- Arctic conditions
- Varying depth and salinity
- Heavy sea traffic
- Geopolitical complexity



Kockums Procurement Areas



Systems

- Combat systems
- Sensor systems
- Weapon & Countermeasures
- Propulsion
- Mechanical systems
- Electrical systems
- ...

Sub-Contracting

- Welded constructions & Assembly
- Surface treatment
- Forgings/Castings
- Moulds/Fixtures/Jigs
- Metalworking
- Contract work teams
- ...

Components

- Flow equipment
- Mechanical
- Composite
- Metal Components
- Steel
- Electrical & Electromechanical
- Instruments & Sensors
- ...

Services & Supply

- Installations
- Calibration
- Service & maintenance
- Production eqp investments
- Manufacturing Supply
- ...



Our sourcing strategy and working with our suppliers



Quality & Cost
Zero Defect Mindset



On-Time Delivery



Risk Reduction
Resilient Supply Chain



Sustainability
Act Responsibly



Innovation
Driving Value

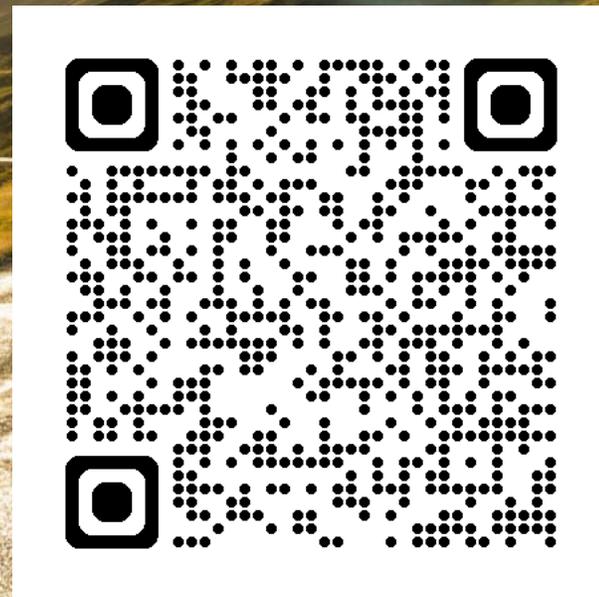


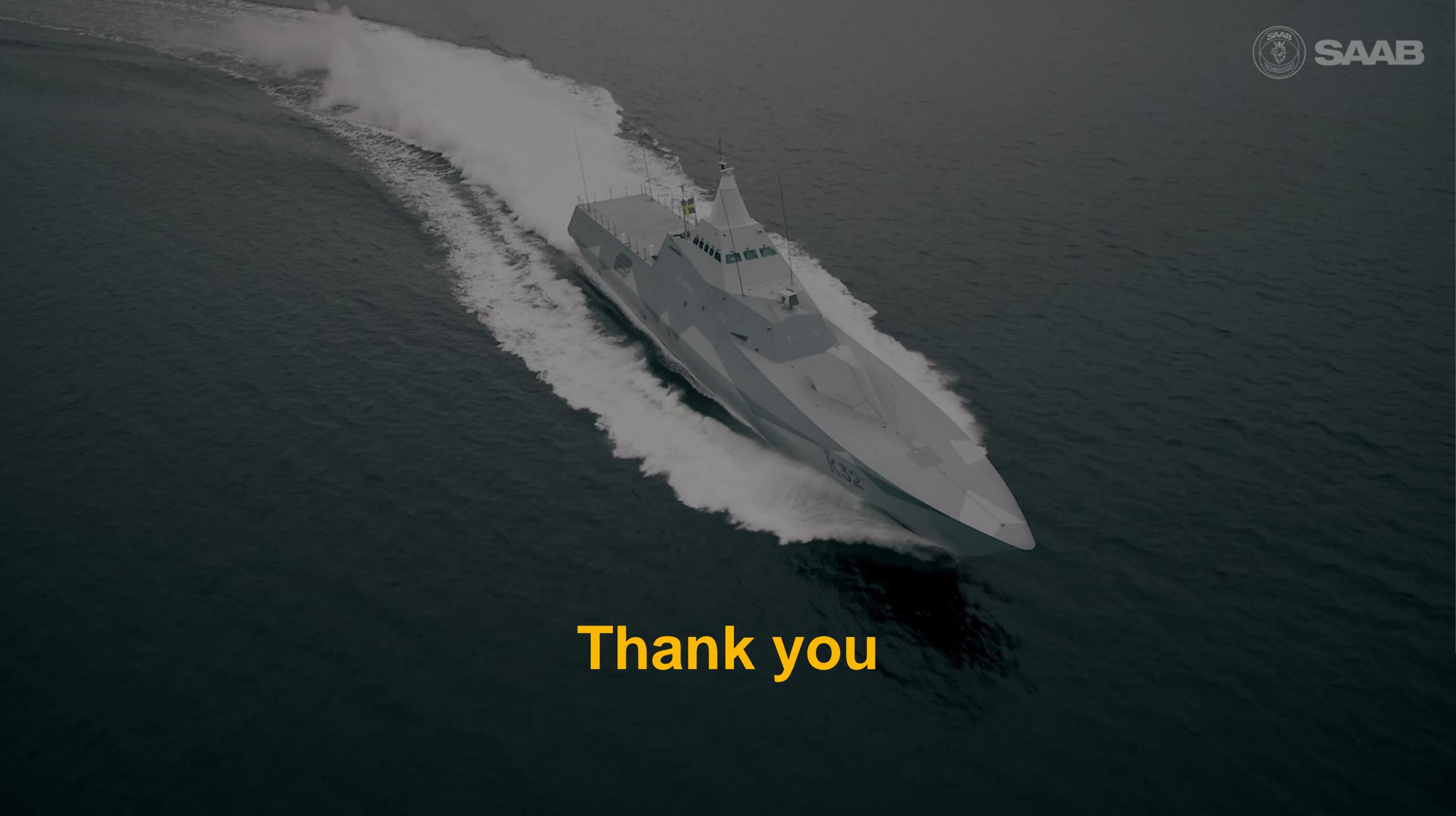
Capacity



Supplier Handbook

Saab Dynamics AB





Thank you