

Part I: ISDEF

1. **ISDEF 2015, June 2-4, Tel-Aviv – Israel**
2. **Interview with Ms. Harte Feldman, Managing Director of ISDEF 2015**
3. **Epicos “Industrial Cooperation and Offset Projects”**
4. **Development of an innovative, compact and easy to use electro-optical system to measure wind and turbulence with maximum possible accuracy**
5. **Investment on Casting Simulation Software tools in order to develop high quality aluminum sand castings parts capability**
6. **News from our A&D Business Network**

Part II: Epicos Newsroom

1. **Firms flock to China's fast-growing aviation market**
2. **China firm wins order for 30 homegrown passenger planes**
3. **Japan's SMBC eyes 80 Boeing planes in up to \$8.7 bn deal: report**
4. **IDE participates in the Development of the Hellenic Civil Unmanned Air Vehicle**
5. **Saab receives missile subsystems order**

ISDEF 2015, June 2-4, Tel-Aviv - Israel



Recognized as the summit for business and defence, ISDEF is the premier international Defence and Security Exhibition in Israel & a must

attend event for companies seeking entry to the Israeli Market, access to 3rd Market opportunities and exposure to end users and key decision makers from both Israel and abroad. Since 2007, ISDEF has catered to the needs of the Military, Police, Special Forces & HLS Organizations by exposing them to products, systems & solutions provided by innovative defence & security companies. ISDEF 2015 will be held in Hall # 1 of the Israel Trade Fairs & Convention Center, Tel-Aviv, from June 2-4, 2015.

Israel's well-earned worldwide reputation as a key player in the global defence industry and as a continuously successful provider of leading Defence and HLS solutions has made ISDEF the perfect stage for companies & decision makers to enhance cooperation and develop business opportunities on a global scale.

ISDEF presents an inside look at the capabilities and strategic developments of the region, through the display of innovative technologies and unique systems which reflect the defence and security industry's ability to adapt and meet new challenges, while also providing effective solutions against evolving threats that face the world at large.

ISDEF 2015 is expecting 250 exhibitors, 12,000 visitors from 90 countries and 95 international delegations. This is a private event, in order to ensure that all participants have maximum exposure to the opportunities provided at the expo.



All of the invited guests and visitors consist of official delegations, industry professionals, government officials, decision makers from the Military, MOD, Law Enforcement Agencies and Security & Intelligence Agencies from Israel and abroad.

ISDEF Expo provides a platform for foreign companies to enter the Israeli market and form alliances defined by joint ventures and industrial cooperation that fulfill the demands of end users in the country. This enables 3rd market opportunities for foreign companies and increased exports for SME's.

ISDEF 2015 focus will be at:

- SOF
- Interoperability: Defence & Security
- Cyber Warfare and Security
- Soldier Modernization
- SME's
- Rapid-response/ground maneuvering capabilities with an emphasis on urban theatres
- Joint Ventures
- Tactical Logistics
- Emerging Security Challenges
- Unmanned Systems
- Civil Emergency Planning
- Simulation Systems
- Counter-Terrorism
- C4ISR

A visitor to ISDEF has access to:

- **Exposure** to 250 exhibiting companies from Israel and abroad.
- **Visitors** from the defence and homeland security arena including; leading Decision Makers and Authorities from Military, Police and Special Forces, SWAT, SAR and Homeland Security.
- **Network** and meetings with counterparts from Israel which include end users and decision makers from the: IDF, MOD, Police, Prison Service, Fire Department, SAR, Defence Industries, Civil Security Agents and Government Offices.
- **International Delegations** which include Ministers, Deputy Ministers, Chiefs of Staff, Generals, Commissioners and many other influential decision makers and leaders from across the globe.
- **Live Demonstrations** of newly developed, innovative products and systems.
- **Conferences** taking place at ISDEF will focus on topics that are relevant to the global situation and will bring together experts from all over the world. (Topics TBD)
- **Workshops** will take place on the exhibition floor. Listen to company presentations and participate in the question and answer sessions focused on current defence and security situations, in a professional setting.
- **Site Seeing** enjoy your stay in Israel and take advantage of the fantastic weather, Tel-Aviv beach front and historic sites that Israel has to offer.

For Further Information [Click Here](#)

Interview with Ms. Harte Feldman, Managing Director of ISDEF 2015

“ISDEF 2015 is expecting 250 exhibiting companies (almost half of which are foreign), among them small to medium size enterprises as well as major contractors from the Defence and HLS sector. 12,000 visitors will include guests from more than 90 nations. ISDEF is not open to the general public and 80% of participants have buying power. Decision makers from across the globe; including Ministers of Defence, Chiefs of Staff, Chiefs of Police, Ministers of Interior and technical officers who are responsible for testing products; attend ISDEF”, said Ms.

Harte Feldman, Managing Director of ISDEF, in an exclusive interview that she gave to Epicos.

1. Could you please describe us the concept of the ISDEF exhibition?

ISDEF is the premier international defence and security expo in Israel. Since 2007, ISDEF has catered to the needs of the Military, Police, Special Forces and Home Land Security Organizations by exposing them to the products and solutions provided by innovative defence and security companies.

As a top national priority, Defence and Security in Israel is more than just an exportable commodity. ISDEF presents an inside look at the capabilities and strategic developments of the region, through the display of innovative technologies and avant-garde systems which reflect the defence and security industry's ability to adapt and meet new challenges, while also providing effective solutions against evolving threats that the world face at large. The



available or achievable capabilities needed to effectively thwart short-term and long-term threats effectively require the contribution of the defence and security industry.

ISDEF represents the major international defence and security exhibition in Israel. There are hundreds of events for defence and security that take place across the globe and only 1 in Israel. This is a very important and strategic event. While Israel is small in size, the threats

that faces are the same that are imposed on the world at large; the only difference is the consistency and short reaction time allotted due to the nature of the threats. Israel is an important place to test products and understand the market.

Further, the event will encourage sharing of market and diplomatic viewpoints, recommendations, and technologies at a time when defence and security cooperation is vital. Thus the concept is to facilitate an arena that supports and promotes global security & defence cooperation through business and international relations.

2. What are the main benefits derived from participating in the ISDEF exhibition?

Our mission at ISDEF is to initiate and encourage cooperation between companies, facilitate access to 3rd markets, increase export potential for companies and promote cutting edge technology, innovative products and systems which reflect the defence and security industry's ability to adapt and meet new challenges.



ISDEF is the major international defence and security exhibition in Israel and 100% business oriented. ISDEF is a closed exhibition-only open to officials, end users and industry professionals so that exhibitors will be to maximize exposure, & market opportunities that will drive business and produce results.

Our main goal is to connect end users with companies. We provide a platform for companies and expose end users to innovations that could present solutions to their defence and security needs. Israel is an important place to test products and understand the market. The end user is therefore awarded the opportunity to see first-hand, the capabilities the Israeli industry and International industry has to offer and to find potential solutions.

As the only true international defense and security exhibition in Israel, ISDEF has turned into a must attend event for international companies and visitors looking to buy or sell in Israel,

seek distributors and 3rd market opportunities. In addition, smaller companies have opportunities here that are not available to them on a regular basis. In Israel for example, defence and security is in constant motion and the need to respond quickly and effectively is a must.

This correlates directly to the capabilities of small and medium size companies. The majority of the global defence industry is comprised of SME's, which play a pivotal role in the economic development of countries worldwide. It is also a preference of end users to work with SME's because of their innovative capabilities, flexibility, and lower costs.



ISDEF is the ideal platform to make an impression and the momentum that follows leads to opportunity. Personal relationships and familiar faces are important in every business. No one knows a product better than the manufacturer and the end user (Israeli and international) appreciates that. This is the only exhibition that the manufacturer will be able to interact face to face with all of the potential end users (in Israel).

3. ISDEF is an exhibition mainly for the defense industry. Would you recommend to a company that is activated in the broader domain of security to participate in it?



YES! Due to the complexity of the region, the sharing of experience and knowledge is imperative to addressing future threats on a global level and this is why ISDEF is a tri-focused event (Defence, Homeland Security & Security). The exhibition is not only suitable for the presentation of new products but it is also a good opportunity to raise awareness of the capabilities of existing tools, their development or modernization opportunities, capability extensions and their possible integration with other technologies.

The line between defence and security is becoming more blurred daily. Interoperability is a good word to associate with ISDEF. Civilian applications are being used in the military and the concept for fighting the war on terror also applies to preparation and response of natural disasters. At ISDEF you will find cutting edge technologies and solutions ranging from civilian applications, HLS, Law-Enforcement, Hi-Tech, unmanned Systems, Cyber Security, Perimeter protection, intelligence, counter-terrorism, military applications, CBRNe, SAR, surveillance, textiles, simulation, weapons, defence systems and medical innovations.

4. Can you describe the profile of your visitors/exhibitors?

ISDEF 2015 is expecting 250 exhibiting companies (almost half of which are foreign), among them small to medium size enterprises as well as major contractors from the Defence and HLS sector. 12,000 visitors will include guests from more than 90 nations. ISDEF is not open to the general public and 80% of participants have buying power. Decision makers from across the globe; including Ministers of Defence, Chiefs of Staff, Chiefs of Police, Ministers of Interior and technical officers who are responsible for testing products; attend ISDEF.

Recognizing the importance of civil and military participation at the decision-making level is essential. The strategic environment at ISDEF depends on strong cooperation with allies and partners. We are committed to creating the framework that supports defence and security cooperation through meetings and discussions, conferences and live demonstrations.

It is very important for the potential users to make personal connections, and for the professional evaluators to actually touch and try the equipment personally and discuss issues and options directly with the developers and manufacturers. As a Defence Exhibition, ISDEF is an excellent opportunity for such informal meetings and discussions and a valuable forum to introduce new ideas and to initiate business.



5. How many exhibitors do you expect to be present in ISDEF 2015?

We are expecting 250 exhibitors for our 7th edition. 43% of exhibitors in 2013 were foreign companies from 14 countries, a number which is likely to increase in 2015. While ISDEF is smaller in size compared to Eurosatory, DSEI & AUSA; the percentage of international companies participating in ISDEF is similar to the aforementioned events.

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Epicos “Industrial Cooperation and Offset Projects”

Epicos “Industrial Cooperation and Offset Projects” provides a unique set of online tools enabling the structure, identification and implementation of comprehensive Offsets programs, through a searchable database. By introducing different offset projects and ideas proposed by local A&D industry it ensures the optimum cost for Prime Contractors and reassures that the priorities of local industry are fully met...

[For Further Information Press Here](#)

Development of an innovative, compact and easy to use electro-optical system to measure wind and turbulence with maximum possible accuracy

A leading company in the design, development and production of electro-optical test and measurement systems for Defense, Industrial and Scientific markets, is proposing the development of a unique electro-optical wind and turbulence measurement system to be used by military, as well as civil aviation aircraft. The proposed system is compact, lightweight and can be used to provide high accuracy wind and turbulence measurements, thus maximizing flight safety. The system’s low cost characteristics would make it particularly attractive to a very large aviation market consisting of modern high performance military and civil aviation aircraft and helicopters.

[For Further Information Contact our ICO Department](#)

Mail at: g-menexis@epicos.com

Investment on Casting Simulation Software tools in order to develop high quality aluminum sand castings parts capability

A company specializing in manufacturing premium quality aluminium precision sand castings is considering expanding its activities in designing and manufacturing high complexity and high precision sand casting optimised for aerospace and aviation applications. For the later, the introduction of a specialized casting simulation software package under an offset investment program is proposed to any likewise interested parties (Primes or other organizations).

[For Further Information Contact our ICO Department](#)

Mail at: g-menexis@epicos.com

**IAI Successfully Tested the Barak-8 Air & Missile Defense System**

Israel Aerospace Industries (IAI), in collaboration with the Israeli Ministry of Defense (IMOD), conducted a successful test of the Barak-8 Air & Missile Defense System. Barak-8 is an advanced groundbreaking air and missile defense system that provides ultimate protection against a variety of aerial platforms, both land and naval scenarios. It is designed jointly with the DRDO (Defence Research and Development Organization) in India and is used by the IDF and the Indian defense forces. The system includes an advanced Phased Array digital radar, command and control, vertical launchers and missiles carrying a highly advanced seeker.

Barak-8 is regarded as an extensive project by the IMOD and is led by IAI, the prime contractor, in collaboration with IMOD's Directorate of Defense Research and Development (DDR&D), ELTA Systems Ltd.- IAI's group and subsidiary, RAFAEL Advanced Defense Systems, and other defense industries. The current test validated all components of the weapon system to the satisfaction of the customer representatives. Israeli specialists and Indian scientists, including IMOD's and DDR&D's representatives participated in the test, along with both countries' armed forces officers.

Joseph Weiss, IAI's President and CEO, who was present at the testing-site, said: "The system's impressive, advanced capabilities proven today in this complex test, are another testimony of IAI's resilience, advanced and groundbreaking capabilities. Barak-8 Air & Missile Defense System is a major growth engine for the company."

The scenario began with launching the target. After being detected by the System's radar, the weapon system calculated the optimal interception point, launched the Barak-8 missile into its operational trajectory that acquired the target, and successfully intercepted it. All the weapon system's components met the test's goals successfully.

Dr. Avinash Chander, Head of DRDO and Scientific adviser to the Indian defense minister, said: "This is an important milestone in the cooperation between India and Israel and in the development of the Barak-8 advanced air defense system."

Rear Admiral (Res.) Ophir Shoham, head of Research and Development directorate in the IMOD: "The Barak-8 project expresses a constructive cooperation between the Indian DRDO, the Israeli DDR&D and both countries' Defense Forces; together they have all pushed forward this important program, overcoming technological challenges and earning achievements along the way." Boaz Levi, Executive Vice President and General Manager of Systems, Missiles & Space Group said: "We're very satisfied with the test results. Its success is an important example to the fruitful collaboration between IMOD, defense industries in Israel and our customers in Israel and abroad."

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Elbit Systems of America Awarded Approximately \$29 Million Contract to Provide Logistics Support to the United States Air Force's F-16 Head-Up Displays



Elbit Systems of America company, a wholly owned subsidiary of Elbit Systems Ltd., was awarded a five-year, firm-fixed price contract valued at approximately \$29 million by the United States Air Force (USAF) for logistics support of USAF's F-16 head-up display (HUD) electric module assemblies. The contract will be performed by Elbit Systems of America's subsidiary International Enterprises Industries, LLC in Talladega, Alabama.

"The F-16 electric module assembly contract was part of a Value Added Engineering Change Proposal (VECP) we presented in support of the USAF and their F-16's HUD system," stated Raanan Horowitz, President and CEO of Elbit Systems of America. "We have a dedicated team of innovative engineers committed to solving obsolescence issues. By designing a modern electronic system that operates with the current optics of the HUD, we are able to provide the Air Force with an affordable, reliable solution for their diminishing manufacturing source and obsolescence concerns. The result is a substantial increase in operational availability."

Like most HUDs, the F-16 HUD operates with an optical lens assembly, a combiner, and computer interface. By retaining the costly optical lens mechanism and upgrading only the HUD electronic system, Elbit Systems of America offered the USAF the opportunity to give new life to existing HUDs while improving reliability and maintainability.

"F-16 pilots rely on their HUD for situational awareness and targeting during critical missions. Our advanced technology provides a crisper, sharper image for the pilot and increases the overall operational performance of the HUD," continued Horowitz. "Furthermore, the new technology reduces power consumption by approximately 50 percent."

In addition to upgrading the HUDs at its Talladega facility, Elbit Systems of America also provides upgraded HUD electronic modules to Hill Air Force Base in Ogden, Utah and Kadena Air Base in Okinawa, Japan, for installation by Air Force personnel.

About Elbit Systems of America, LLC

Elbit Systems of America is a leading provider of high performance products, system solutions, and support services focusing on the commercial aviation, defense, homeland security, and medical instrumentation markets. With facilities throughout the United States, Elbit Systems of America is dedicated to supporting those who contribute daily to the safety

and security of the United States. Elbit Systems of America, LLC is wholly owned by Elbit Systems Ltd. (NASDAQ and TASE: ESLT), a global electronics company engaged in a wide range of programs for innovative defense and commercial applications. For additional information, visit: <http://www.elbitsystems-us.com>.

About Elbit Systems

Elbit Systems Ltd. is an international defense electronics company engaged in a wide range of programs throughout the world. The Company, which includes Elbit Systems and its subsidiaries, operates in the areas of aerospace, land and naval systems, command, control, communications, computers, intelligence surveillance and reconnaissance ("C4ISR"), unmanned aircraft systems ("UAS"), advanced electro-optics, electro-optic space systems, EW suites, signal intelligence ("SIGINT") systems, data links and communications systems and radios. The Company also focuses on the upgrading of existing military platforms, developing new technologies for defense, homeland security and commercial aviation applications and providing a range of support services, including training and simulation systems.

For additional information, visit: <http://www.elbitsystems.com> or follow on Twitter [<https://twitter.com/ElbitSystemsLtd>].

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Firms flock to China's fast-growing aviation market

Global aviation firms flocked to China on Tuesday to show off their wares as economic development and an expanding middle class promise a bonanza in one of the world's fastest-growing aircraft markets.

Chinese defence companies and the People's Liberation Army's air force are also putting the latest weaponry on parade at the country's premier Zhuhai airshow this week, including the new J-31 stealth fighter and its biggest-ever military transport plane, the Y-20.

For foreign companies, the airshow offers a chance to tap a market in which air travel grew by an annual 11 percent last year to 350 million passengers -- a gold mine for plane makers such as Airbus and Boeing.

"This is a tremendous market," Briand Greer, president of aerospace for Asia-Pacific at US conglomerate Honeywell, told AFP.

"Think about just that impact of 500 million more people flying," he said, referring to the estimated number of people China expects to shift from rural areas to cities.

Just days before the show, Europe's Airbus announced a \$10 billion deal for China Aircraft Leasing Co. to buy 100 planes from its A320 family.

Crowds gathered to take photos with the double-decker A380 superjumbo, which Airbus is showing off at the show.

The company says China is poised to become one of the world's largest aviation markets, with Chinese deliveries already representing 25 percent of its global production.

Rival Boeing of the US forecasts China will need 6,020 new airplanes valued at \$870 billion over the next 20 years.

- China's homegrown ambitions -

But China wants part of the multi-billion dollar market to go to its homegrown passenger planes.

Commercial Aircraft Corp. of China (COMAC) is developing a 158-168 seat narrow-body plane, the C919, and the 78-90 seat ARJ21 regional jet, which is scheduled to fly at the show.

It is also seeking suppliers to build the wide-body C929 passenger plane over the next decade, expanding its ambitions and rivalry with Boeing and Airbus.

Despite the optimism, industry officials see problems in the short-term: a slowdown in the economy, strict controls on airspace and a corruption crackdown.

China's economic growth -- which has a direct correlation with air traffic -- eased to 7.3 percent in July-September, the lowest since the depths of the global crisis in early 2009.

Massive flight delays across the country in July, blamed on military exercises, cast the spotlight on another problem -- controls on airspace that leave only 20 percent of China's skies open to civil flights.

"It's so important for China to fix their air traffic management issues because it's starting to have economic impact," said Greer of Honeywell.

A crackdown on corruption launched by China's leader Xi Jinping after he came to power in late 2012 has also hit the aviation market. Government officials stopped flying higher classes, prompting two Chinese airlines to cut or remove first-class seats.

The graft crackdown has also affected the small but growing market for private jets in China, where owning an aircraft is often viewed as a needless luxury.

Source: 2013 AFP, Agence France-Presse (AFP)

[China firm wins order for 30 homegrown passenger planes](#)

China's main commercial aircraft company said on Tuesday that it had received 30 orders for its C919 passenger plane, bringing the total to 430.

State-backed Commercial Aircraft Corp. of China (COMAC) signed an agreement with CMB Financial Leasing, a unit of China Merchants Bank, on the sidelines of the country's premier Zhuhai airshow, according to a COMAC statement.

Financial details were not disclosed.

The order marks a vote of confidence in the C919, a 158-168 seat narrow-body jet that would compete with the Boeing 737 and the A320 of European consortium Airbus.

COMAC has so far announced only one order by a foreign entity, GE Capital Aviation Services, a subsidiary of General Electric, the US firm that co-owns the joint venture providing engines to the C919.

Workers recently started assembling the fuselage of the first C919 at a factory in Shanghai, and COMAC plans the first test flight at the end of next year.

"The C919 is still on schedule now," a COMAC spokesman told AFP.

But with significant technological challenges, some industry officials said the project could miss that deadline.

"Production has started. There's going to be a delay in the official schedule, in my opinion," one of the suppliers to the C919, who declined to be named, told AFP.

COMAC also announced 20 more orders for its regional jet, the 78-90 seat ARJ21, from Tianjin city-based Comsys Aviation Leasing Co. The order brings the total to 278, according to a separate statement.

The ARJ project is years behind schedule, with deliveries originally planned for 2009.

COMAC plans to certify the ARJ with China's own civil aviation authority before year-end, but approval from the US Federal Aviation Administration (FAA) is necessary before it can fly in most countries.

"The ARJ21 will get certification from CAAC (Civil Aviation Administration of China) next month," the COMAC spokesman said.

Source: 2013 AFP, Agence France-Presse (AFP)

Japan's SMBC eyes 80 Boeing planes in up to \$8.7 bn deal: report

Japanese aircraft leasing giant SMBC Aviation Capital plans to buy 80 Boeing jets in a deal worth as much as \$8.7 billion, a report said Monday.

Japan's leading Nikkei business daily said the firm, which already has a stable of more than 370 planes, was pursuing the deal on the back of a strong growth in the budget carrier sector.

SMBC Aviation, owned by Sumitomo Mitsui Financial Group and trading giant Sumitomo Corp., will buy about 80 units of the 737 MAX 8 -- a 200-seat, single-aisle, fuel-efficient plane -- by 2022, the Nikkei said, without citing sources.

The deal could be worth up to 1.0 trillion yen (\$8.7 billion) at list prices, the report said.

Sumitomo Mitsui President Koichi Miyata and Ray Conner, president of Boeing Commercial Airplanes, will hold a news briefing in Tokyo later Monday, the two firms said in a joint statement, without elaborating.

In July, SMBC Aviation announced an order from Airbus for 115 single-aisle A320s in a deal worth around \$11.7 billion at list prices.

The expected announcement Monday comes less than a week after a property flagship led by Asia's richest tycoon Li Ka-shing said it planned to buy up to 60 passenger jets in a series of transactions that amount to more than \$2.5 billion.

Source: 2013 AFP, Agence France-Presse (AFP)

IDE participates in the Development of the Hellenic Civil Unmanned Air Vehicle

IDE (INTRACOM Defense Electronics) is the new member of the consortium developing the Hellenic Civil Unmanned Air Vehicle (HCUAV), whose mission is to support civil protection and public safety services in Greece and abroad. The HCUAV project is co-financed by the General Secretariat for Research and Technology (GSRT) and the consortium includes highly expertized and technologically advanced domestic research institutes and other Hellenic companies.

The development and use of HCUAV provide security entities with significant benefits, such as network-centric design with image sending day and night, geo-referencing of targets and

real-time depiction of operational status, offering reduced operational and technical support cost per flight hour.

IDE significantly contributes to the project, having the responsibility to implement the most important mission critical systems, such as electro-optical sensors, encrypted wireless communications, mobile ground stations, as well as the intelligent software systems with the capabilities of control management and coordination of operations. HCUAV communication systems, in particular, are based on IDE's innovative broadband communications system Spart@n, which provides ultra-modern, reliable and secure network-centric communications infrastructure, with advanced capabilities for real time transfer of tactical data and images. This system clearly attributes to the situational awareness and acts as a power and efficiency multiplier in various operations undertaken by HCUAV.

IDE's participation in the HCUAV project is the result of the company's investment in cutting-edge technologies in order to meet security needs, especially for the protection of critical infrastructures as well as for land and maritime borders and regions surveillance.

More information can be found at www.hcuav.gr

About IDE

IDE, Greece's leading defense electronics systems provider, is a subsidiary of Intracom Holdings, one of the largest multinational technology groups in Greece. IDE possesses unique know-how in design, development and manufacturing of products that incorporate state-of-the-art technology in tactical military communication systems, encryption devices, command, control and communication systems (C³I), surveillance, reconnaissance and security systems, hybrid electric power and electric energy storage systems, missile electronic components, software for military applications and testing equipment.

IDE participates in international development and production programs, as well as in international cooperations for the production and export of defense equipment and is a registered member on NATO's vendors list. The Company's products and services are deployed in Cyprus, England, France, Germany, Luxemburg (NSPA), Libya, Sweden and the USA.

For more information please visit: www.intracomdefense.com

Source: Epicos, IDE (INTRACOM Defense Electronics)

Saab receives missile subsystems order

Defence and security company Saab has signed a contract comprising missile subsystems amounting to approximately MSEK 250. Deliveries will take place during 2015-2022.

“This order is yet another acknowledgement of our broad competence and expertise within missiles and we will continue to develop and refine our products and systems in this area,” says Görgen Johansson, Head of Saab’s business area Dynamics.

Saab is a significant supplier of high-performing and cost-effective missile systems and components for air, land and naval operations. The strong product portfolio includes RBS 70, RBS 70 NG, NLAW and RBS15 missile systems. Furthermore, Saab also participates in a number of multinational cooperation missile development programmes.

The industry’s nature is such that depending on circumstances concerning the product and customer, information regarding the customer will not be announced.

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Saab serves the global market with world-leading products, services and solutions ranging from military defence to civil security. Saab has operations and employees on all continents and constantly develops, adopts and improves new technology to meet customers’ changing needs.

Source: Epicos, SAAB