



**November 13, 2002**

**Ref: 37/2002**

## **GRIPEN INTERNATIONAL OFFERS 48 NEW GENERATION FIGHTERS TO POLAND**

Gripen International, wholly owned by SAAB AB of Sweden and the United Kingdom's BAE SYSTEMS, submitted the official proposal to meet Poland's air defense & NATO cooperation needs for the next 30 years to the Polish Government yesterday. The Gripen team is pleased to announce that the offer is not only fully compliant with the Request for Proposal (RFP) – it will exceed the requirements in a number of key areas.

"We are confident that our proposal offers exceptional value for money", says Björn Magnusson, Gripen International Director for Poland. "Gripen is the world's most future oriented and cost effective multirole fighter aircraft in operational service today. In addition, our comprehensive program of industrial cooperation will secure long term, viable business in Poland, integrating it in the EU and US industrial networks", he stated.

"The Gripen offer is the most attractive as it combines technical excellence with operational efficiency. It represents a truly international solution, utilizing the best of European and US technology", says Ian McNamee, CEO of Gripen International.

The key benefits to Poland offered by the Gripen solution are:

- Only Gripen represents the future – it is the first new generation multirole fighter in operation today.
- Considerable savings in operational costs – approx. 2 Billion Euro compared to the competition (older generation aircraft).
- An 8-year grace period as a part of a fully compliant and very attractive financing solution for 100% of the contract value, supported by the Swedish and UK Governments.
- The Industrial Cooperation program represents a total offset value in excess of 8 Billion Euro, generates and sustains over 50 000 jobs, and includes industrial partners such as Volvo, Electrolux, General Electrics, Ericsson, MG Rover and Raytheon.
- Gripen is a fully NATO compatible multirole fighter.
- The purchase of the Gripen package, with its 50% EU and 50% US suppliers, offers a unique industrial base, allowing access to a wide industrial and political network.

**Notes to editors:**

Gripen is the first new-generation multi-role fighter in service world-wide, designed to meet the demands of all current and future threats, while at the same time meeting strict requirements for flight safety, reliability, training efficiency and low operating costs.

Gripen International is the company, which acts as a prime contracting organization, responsible for marketing, selling and supporting the Gripen aircraft worldwide. SAAB of Sweden and BAE SYSTEMS of the United Kingdom jointly own Gripen International.

Already in operational service with the Swedish Air Force, which has ordered 204 aircraft (including 28 dual-seaters), Gripen has also been ordered by the South African Air Force (28 aircraft) and Hungary has signed an agreement with the Swedish government for the lease of 14 Gripen fighters. Gripen has also been selected to meet the national, NATO and European defense needs of the Czech Republic.

**Further information is available from:**

Joanna Sjölander, Communications Manager, Gripen International  
Phone: +46 13 18 41 91 Mobile: +46 70 889 54 94 Fax: +46 13 18 00 55  
[joanna.sjolander@gripen.com](mailto:joanna.sjolander@gripen.com)

Owe Wagermark, Senior Vice President Communications, Gripen International  
Phone: +46 13 18 40 14 Mobile: +46 70 889 60 00 Fax: +46 13 18 00 55  
[owe.wagermark@gripen.com](mailto:owe.wagermark@gripen.com)

Björn Magnusson, Director, Gripen International, Poland  
Phone: +48 22 625 0136 Mobile: +48 691 67 84 68 Fax: +48 22 622 1424  
[bjorn.magnusson@gripen.com](mailto:bjorn.magnusson@gripen.com)

[www.gripen.com](http://www.gripen.com)