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NEWS FROM SAAB

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Saab increases presence in Thailand through investment in local defence industry

Saab has signed a letter of intent with the Thai company Aviasatcom Co., Ltd. for becoming a part-owner and strategic partner with up to 40 percent of the shareholdings. Aviasatcom, which was founded in 1992, develops and delivers products to the armed forces of Thailand. The company has approximately 120 employees.

The intention is that Saab will become a part-owner and strategic partner with up to 40 percent of the shareholdings, and in this way strengthen its presence in Thailand. Saab will thus gain a strong presence in Thailand and good capabilities for providing local support to its customers. Other factors behind the commitment are the recent orders from the Royal Thai Air Force for additional Gripens and Saab Erieye AEWs, as well as other business opportunities for Saab's product portfolio that are opening in the country. Thai policy for public sector procurements stipulates precedence to domestic companies, which gives Saab a competitive advantage.

"Our engagement in Aviasatcom facilitates Saab's widened operations in the country and improves the opportunities for actively marketing Saab's entire product portfolio," says Saab Chief Marketing Officer Jonas Hjelm. "We also gain the opportunity to locally and cost-effectively develop technology and products for the Thai military."

The goal is to finalize collaboration during the first quarter of 2011. Kay Rosander is coordinating the initiated process and is assigned to Saab's office in Bangkok.

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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.

