Airbus Defence and Space
EWISA - Athens
Airbus Defence and Space: A Division of the Airbus Group

Tom Enders
Employees: 136,574
Revenues: ~ € 64.45bn

Fabrice Brégier
Revenues: ~ € 45.85bn

Guillaume Faury
Revenues: ~ € 6.79bn

Dirk Hoke
Revenues: ~ € 13.08bn

All numbers as per 31 Dec 2015
Airbus Defence and Space: One Division – Three Leading Business Lines

Here you can see who leads each area in the new Airbus DS organisational structure.
Strong, innovative and customer focused – Our Airbus Defence and Space Portfolio

- A400M
- A330 Multi-Role Tanker Transport
- Special Mission Aircraft
- Combat Aircraft
- Unmanned Aerial Systems
- Full In-Service Support

- Telecommunication Satellites
- Earth Observation Satellites
- Navigation Satellites
- Orbital and Space Exploration Infrastructure
- Science Missions
- Launchers

- Earth Observation Satellite-based Geo-Intelligence Services
- Government Satellite Communication
- Command & Control (C5ISR) Systems
- Cybersecurity Solutions and Services

- Business segment:
  - Land and maritime border surveillance and protection
  - Security services for critical infrastructure

24 November 2016 – 4
Security Solutions – What we do

Security Solutions designs, develops and implements integrated systems including platforms and services across national, regional and local levels.

Our expertise in nationwide security capabilities covers:

• Land border security
• Maritime border security
• Critical site security
• Critical infrastructure security
• Managed security services
• Counter terrorism

• We are a leader in large-scale, integrated border surveillance systems
• We provide coastal and land surveillance systems securing more than 15,000km
• We offer a comprehensive security portfolio, from systems to services
• We integrate customer legacy systems into one comprehensive solution - CONOPS
• We deliver field-proven security systems
Our mission: Providing security for all

Based on existing Airbus Group capabilities, the mission of Security Solutions is to provide comprehensive solutions for the protection of nations, national borders and critical infrastructure.

In order to successfully implement fully integrated security systems, we follow an holistic approach including:

- Data management, data analytics and integration of databases
- Secure connectivity
- Geospatial intelligence
- Manned and unmanned aerial surveillance solutions
We integrate our Airbus Defence and Space solutions

Based on its integration capabilities, Security Solutions acts in lead system integration projects as a business enabler for other business lines within Airbus.

The key beneficiaries are:

- **Sensor and sensor platforms providers** including airborne surveillance assets
- **Communication, geo-intelligence, media-mining, simulation, cyber security and collaborative environment** solutions
- **Imagery services** supported by Earth observation satellites
Our security projects
A global footprint covering coastal surveillance systems, Vessel Traffic Services (VTS), port security and large system integration

<table>
<thead>
<tr>
<th>Country</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Romania</td>
<td>The most modern and extensive EU External border security project in Europe</td>
</tr>
<tr>
<td>Qatar</td>
<td>The world's first fully integrated border and maritime security system</td>
</tr>
<tr>
<td>Saudi Arabia</td>
<td>Largest, fully integrated border security solution contracted worldwide</td>
</tr>
<tr>
<td>France</td>
<td>A fully integrated system of coastal surveillance</td>
</tr>
<tr>
<td>Germany</td>
<td>Security systems for military sites, e.g. airbases naval bases and depots</td>
</tr>
<tr>
<td>Morocco</td>
<td>An integrated maritime security system for the port of TangerMed</td>
</tr>
</tbody>
</table>
Security Solutions in action

Airbus Defence and Space has been awarded two major projects in Saudi Arabia: the Northern Border Security (NBS) project and the Systems Integration Engineer (SIE) project.

This is the largest, fully-integrated border security solution contracted worldwide.

- Airbus Defence and Space’s integrated border solutions in Saudi Arabia ensure simultaneous assessment at local, regional and national levels
- Once the two projects are implemented, the Saudi Border Guards will benefit from innovative solutions securing 9,000 km of borderline including 5,000 km of coastline
Airbus Defence and Space protects the longest EU external land border against illegal migration, smuggling, trafficking and terrorism, while providing increased national security for Romanian citizens.

- In Romania, Airbus Defence and Space has implemented an integrated border system compiling surveillance, command & control and communication capabilities.
- Romania benefits from innovative solutions securing 1,807 km of EU external land border.
Airbus Defence and Space was chosen to supply and implement the National Security Shield (NSS) in the state of Qatar.

The NSS is the world’s first fully integrated land and maritime security system.

- With Airbus Defence and Space’s advanced solutions such as surveillance stations or command & control centres, Qatar’s borders, coasts and regional waters can be constantly monitored.
- An extensive training, simulation and service program has also been implemented to enhance the effectiveness of NSS.
Security Solutions in action

In the port of TangerMed, Airbus Defence and Space was awarded a major contract for the provision of a fully integrated maritime security system.

TangerMed: globally one of the most advanced integrated port security systems.

- Airbus Defence and Space equipped the TangerMed port with an advanced integrated system including not only radar and cameras, perimeter detection, video surveillance, access control and VTS solutions but also secure communication networks and control rooms.
- The port of TangerMed is expected to become the largest sea port of Africa and the Mediterranean sea, located in the strategic area of the strait of Gibraltar.
Actacor® is the security product family of Airbus Defence and Space. The Actacor® portfolio serves the diverse requirements of border security and critical infrastructure protection by providing the solutions and services needed to fulfil everyday missions.

Actacor® integration capability enables the flexible composition of scalable system solutions including products such as:

- Fixed and mobile surveillance solutions
- Control rooms (local, regional, national)
- Data and voice fixed communications
- Professional mobile radio communication
- Border crossing points
Our expertise: modular and scalable security systems
We integrate both existing and new technology systems.
Our operational applications at a glance
The key benefit of Actacor® is the integration framework linking all required security applications
We protect land borders

MAJOR THREATS

- Terrorism
- Illegal migration
- Illegal trafficking of goods
- Other threats in the border security domain

OUR SOLUTIONS INCORPORATE

- **Sensor networks** for threat detection
- **Command & Control centres** for decision taking and countering threats
- **Intelligence, Surveillance and Reconnaissance (ISR)** systems for improved situational awareness
- **Secure data and voice networks** to guarantee safe communication between command centres and response forces
We protect maritime and coastal areas

OUR SOLUTIONS INCORPORATE

- Sensor networks to detect all kind of threats
- Intelligence solutions for risk assessment
- Command & Control centres for decision making and countering threats
- Monitoring systems such as VTS to keep track of vessel movements
- Secure data and voice networks to guarantee safe communication between command centres and response forces

MAJOR THREATS

- Terrorism
- Risks against special interest areas such as Economic Exclusive Zones (EEZ)
- Risks at ports and harbours
- Pollution and security threats against tourist areas or nature reserves
- Illegal fishery
We secure critical sites

OUR SOLUTIONS INCORPORATE
- Sensor network to detect all kind of threats
- Access control to prevent from intrusion attempts
- Common Operational Pictures (COP) and associated decision-support and information management systems
- Command and Control centres for decision making and countering threats
- Secure data and voice networks to guarantee safe communication between command centres and response forces

MAJOR THREATS
- Espionage
- Terrorism
- Assaults
- Intrusion
- Sabotage attempts
- Burglary
- Natural hazards
We accompany our customers along the life cycle

MAJOR CUSTOMER NEEDS
- Short reaction times
- System fully adapted to customer’s needs and constraints
- Optimised organisation
- Avoid technical or operational failures
- Enhance the use of the system
- Efficient maintenance from local service
- Enable system performance and forecast

OUR SERVICES INCORPORATE
- Capability set to define and build the security system adapted on customer needs and constraints
- Live monitoring of system performance to follow the efficiency of the system
- Training, simulation and threat assessment to enable our customers to get the most from their systems and platforms
- Maintenance capabilities to ensure the long term operation of the solutions at the best cost
We provide security as a managed service

BUILD-OWN-OPERATE-MAINTAIN (BOOM)
- Financing of the investment: Our customer pays a monthly fee for a complete service
- Operation also over long periods (typically 10 years) including the possibility of contract extensions
- Maintenance, repair and overhaul services included in the contract

OUR SERVICES INCORPORATE
- Optimised system solution
- Guaranteed timeline
- One point of contact (for guarding and maintenance)
- Professional maintenance included
- Day and night call out service assures short repair time
- No unexpected cost for the customer as all repair / replacement expenses are included in the agreed monthly fee