

NATO SMART DEFENCE

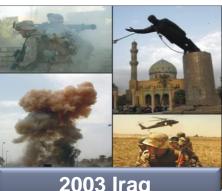
HOW TO TAKE IT FORWARD?

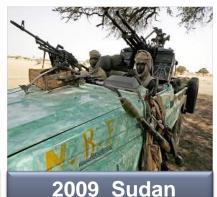
Presented by Pablo QUESADA / Head of Market Development MRTT and Airbus Derivatives



Military Operations are more demanding...









2001 Afghanistan

2003 Iraq

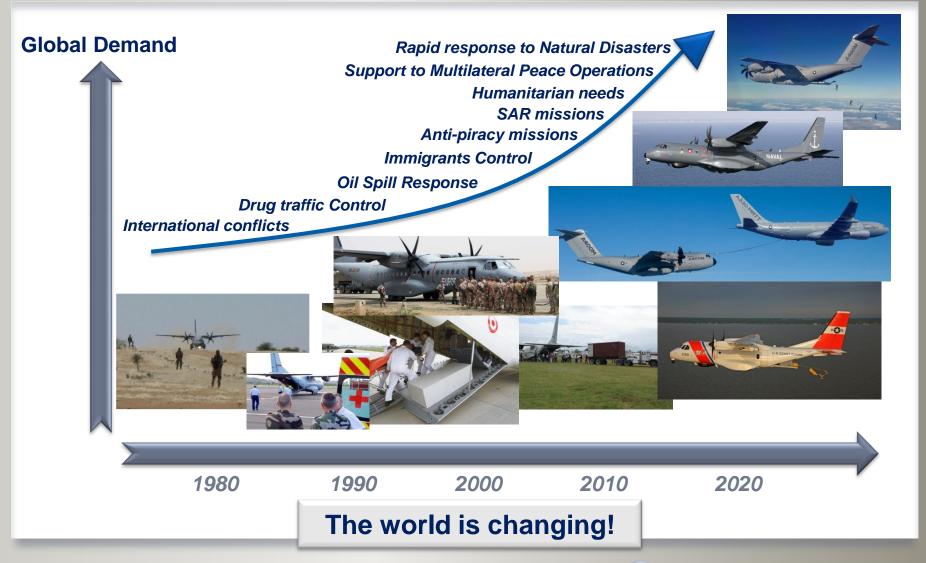
Military operations performed by the Armed Forces have increased over recent years:

- ✓ Global Reach
- ✓ Deployment in hostile areas front line support
- ✓ Logistic and training transport missions
- ✓ Longer time required on Air to Air Refueling military missions
- ✓ ISR missions over the theater of operations

The world remains unstable

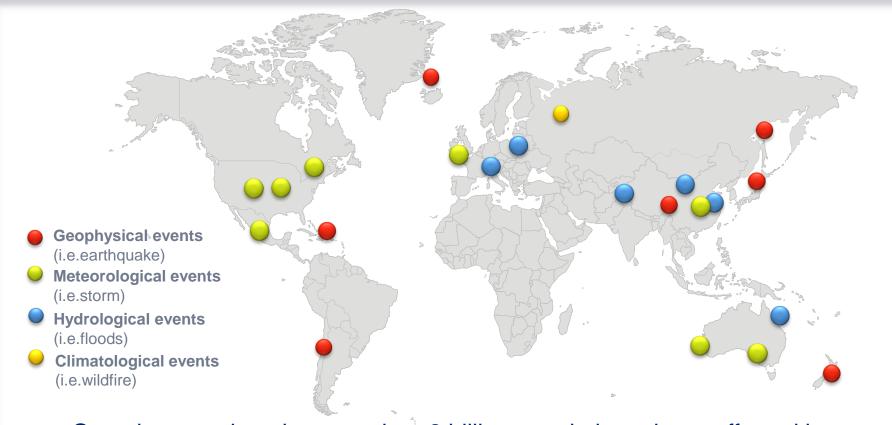


... and face a large variety of new requirements!





Natural Disasters



Over the past decade, more than 2 billion people have been affected by natural disasters. On average, 62,000 lives were lost per year.

Rapid response is a must

Source: Munich RE-NatCatSERVICE 2010-2011 Main Natural disasters/ International Committee of the Red Cross



Oil Spill



Approximately 5.71 million tonnes of oil were lost as a result of tanker incidents from 1970 to 2010.

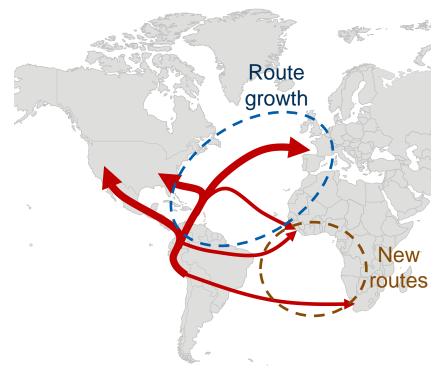
A growing environmental concern worldwide

Source :ITOPF Oil Tanker Spill Statistics 1970-2010. Main oil spills events >7 tonnes.



Drug traffic control

Global cocaine traffic



Global opium traffic



Global cocaine production have grown by a **factor of 6** during the last three decades.

Global opium production have grown by a factor of 7 during the last three decades

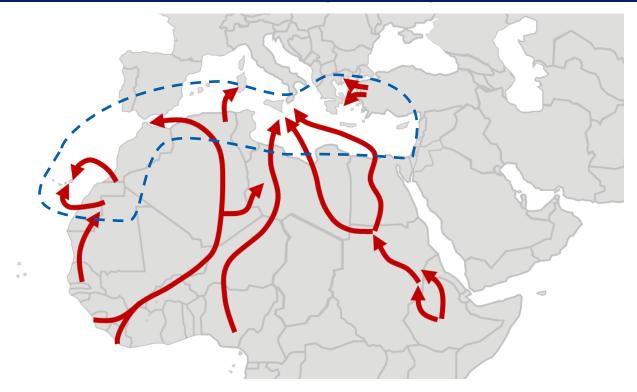
A never ending story

Source: UNODC World Drug Report 2009



Tracking immigrant movements

Main routes for African irregular migrants to Europe



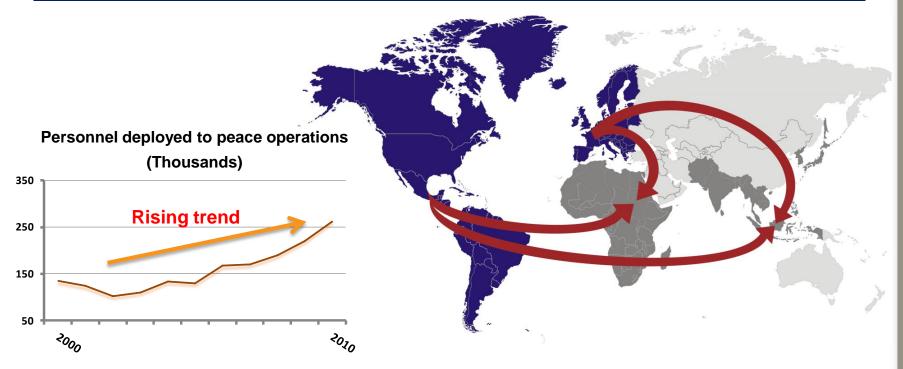
On average +50,000 irregular immigrants per year

An issue worldwide, current example: the Mediterranean area



Multilateral Peace Operations

Four-fifths of peace operation personnel are deployed to Africa and Asia

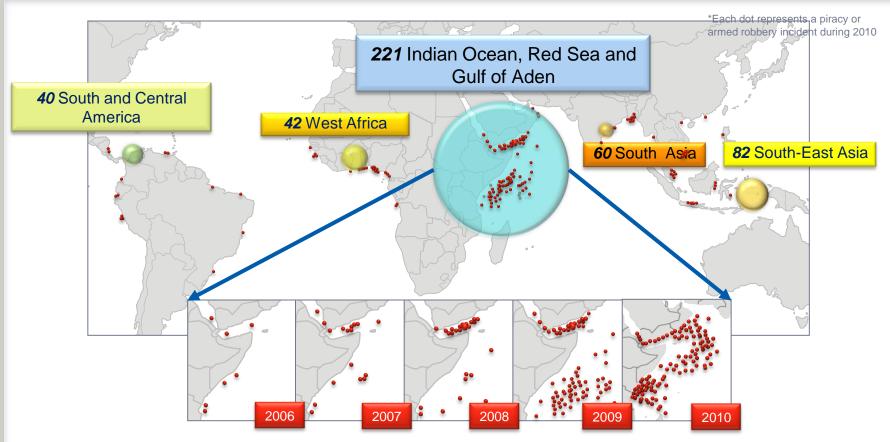


In 2010, nine organizations were involved in 52 operations with a personnel of some 263,000. More than 90 % of these were from NATO and the UN

Rising new missions worldwide



Piracy Attacks



More than 440 attacks during 2010. Somalia: the most affected region.

A growing asymmetric threat

Source : Chamber of Commerce, International Maritime Bureau, Piracy Reporting Center



Search and Rescue (SAR) Missions



Source: CospasSARSAT Data 2010



Military Expenditure in 2011

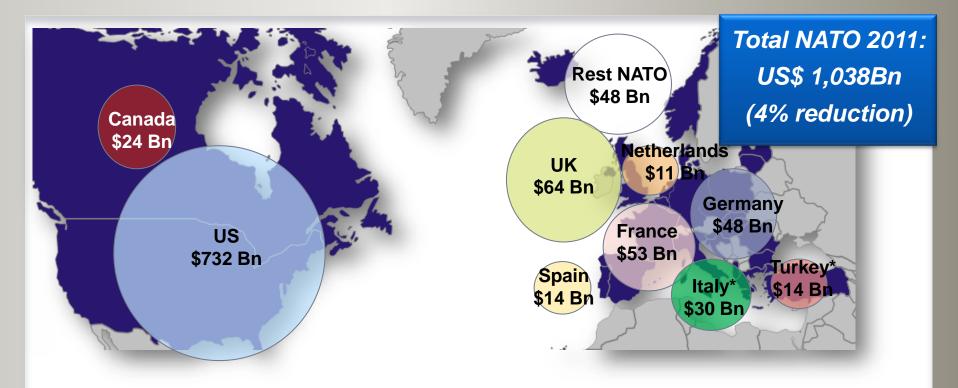


Source; SIPRI Stockholm International Peace Research Institute



^{*} Data not available for some CIS countries

NATO countries: Decreasing expenditure in 2011

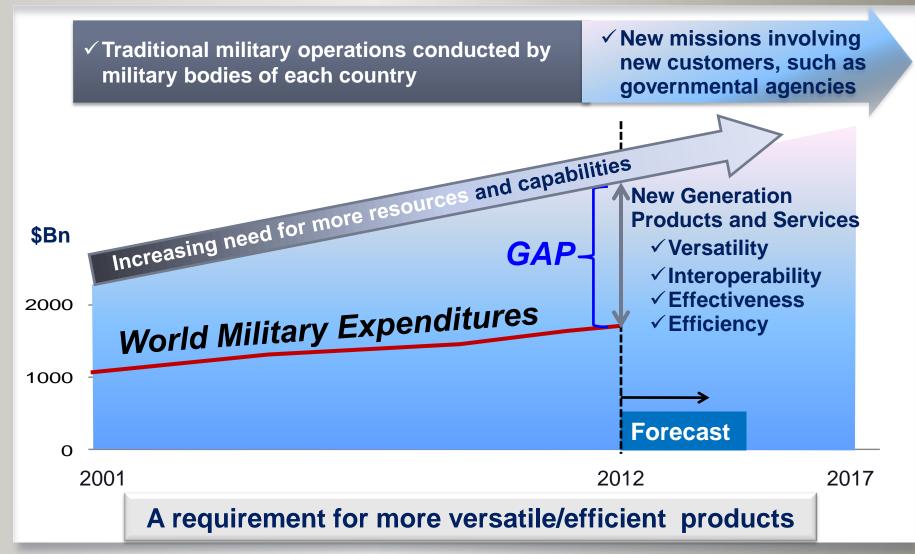


Between 2008 and 2011, twenty NATO countries reduced defence spending

Source; NATO press release April 2012 "Financial and Economic Data Relating to NATO Defence" (*) Data do not include non-deployable elements of Other Forces; Turkey from 2002 and Italy from 2007



Economic outlook



Sources: SIPRI Stockholm International Peace Research Institute April 2011/ Airbus Military

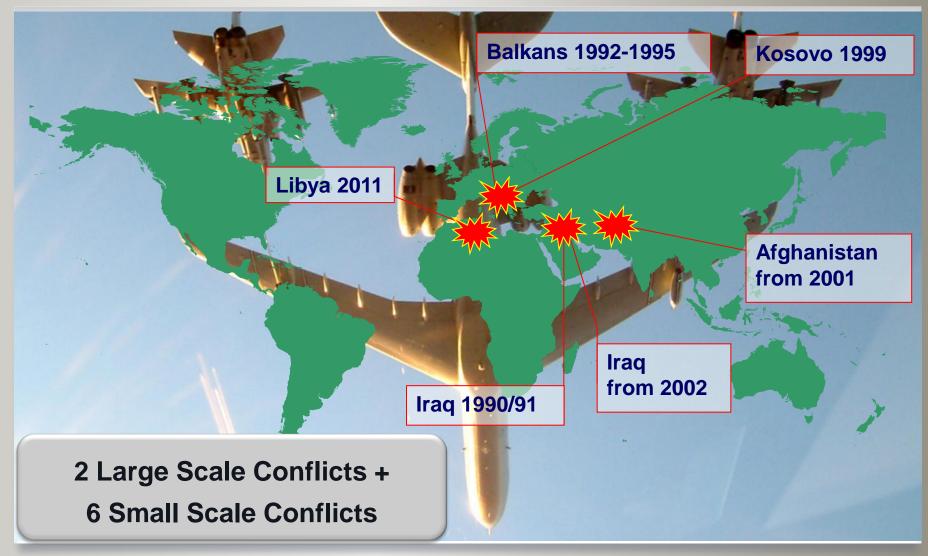


A New Geo-Strategic Paradigm





NATO's Level of Ambition



Sources: NATO



One Year Ago: 19 March 2011, Libya

BBC News Quote on Saturday 19 March 2011



"Good evening and welcome to our continuing live coverage as coalition forces launch military action against Libya"

"Western planes are leading air strikes against Muammar Gaddafi's military as world leaders ordered the biggest intervention in the Arab world since allied forces invaded Iraq in 2003"



Handover to NATO completed 31 March

"Secretary-general Anders Fogh Rasmussen confirms Nato will enforce no-fly zone, a move agreed by all 28 member nations, and to put the entire military campaign under Nato command"



1,500 nm separated these two images



OUP Lessons Learned on Assets and Capability

- To include shortfalls in:
 - ✓ Air-to-Air Refueling (AAR)
 - ✓ Intelligence, Surveillance and Reconnaissance (ISR)
- ✓ Precision Guided Munitions (PGM) among others



 "Despite the challenges faced by NATO in standing OUP the operation was brought to a successful conclusion, principally due to the determination of participating Nations, and the dedication, flexibility, cretivity and profesionalism of all the personnel involved in getting the job done"



OUP Lessons Learned - The AAR Case



- Strong dependency on diminishing US assets
- Limited, Obsolete and Fragmented EU fleet
 - ✓ Multiple Aircraft needed due to Limited Fuel capacity tankers
 - ✓ Complexity of planning due to limited interoperability
 - ✓ Increased Risk of Mission Failure due to poor reliability
 - ✓ Poorly "Networked"
 - ✓ Poorly Protected
 - → Very inefficient operations



Existing Success Stories

 Pooling & Sharing concept is already at work in Europe for Military Transport.











• "Probably the biggest challenge the EATC is facing is its deep integration into the national military structures"



The proposed way forward: Pooling & Sharing

Solve current European shortage in AAR capability



- ✓ Generating an European capability to replace decreasing US support in AAR
- ✓ Taking advantage of synergies and economies of scale of a pooled approach
- ✓ Making the acquisition of European AAR capability more affordable by sharing the assets among more countries
- ✓ Taking advantage of the additional savings offered by the versatility, efficiency and interoperability of new generation solutions



Main Elements





- EDA initiative for a multi-national acquisition (conventional, leasing, services) of a common fleet
 - ✓ Fully interoperable with European and allied receiver, seamless integration nav/comm infrastructures including data link and EWSP
 - ✓ True multi-role for providing troops, cargo and medevac capabilities, without reconfiguration
 - ✓ Standard off-the shelf solution to minimise risk, lead time and cost both
 in the platform and in its support
- Full In Service Support (FISS) guarantying fleet availability and mission success in a pay by hour scheme



Key Benefits

- Improved operational output through seamless interoperability and integration in the tactical network
- Better cost/efficiency
 - Economies of scale for LCC thanks to a rationalized fleet
 - Much lower maintenance costs and higher fuel efficiencies than legacy aircraft
 - Avoidance of deployed bases and intermediate stops in deployments thanks to significant larger capacity
 - Multi-role capability maximises the usage of the assets
 - State of the art technology increases mission reliability
- Increased EU autonomy



Conclusions



Thank you!

Any questions?





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