



EADS UK Corporate perspectives



1st Public-Private Security Conference

ILA Berlin, 27th May 2008

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Key Account for Civil Government & Homeland Security Sectors UK

Commercial in Confidence

- Introduction

- Key challenges threatening the security of global air transport: Climate change & Competition for Energy.

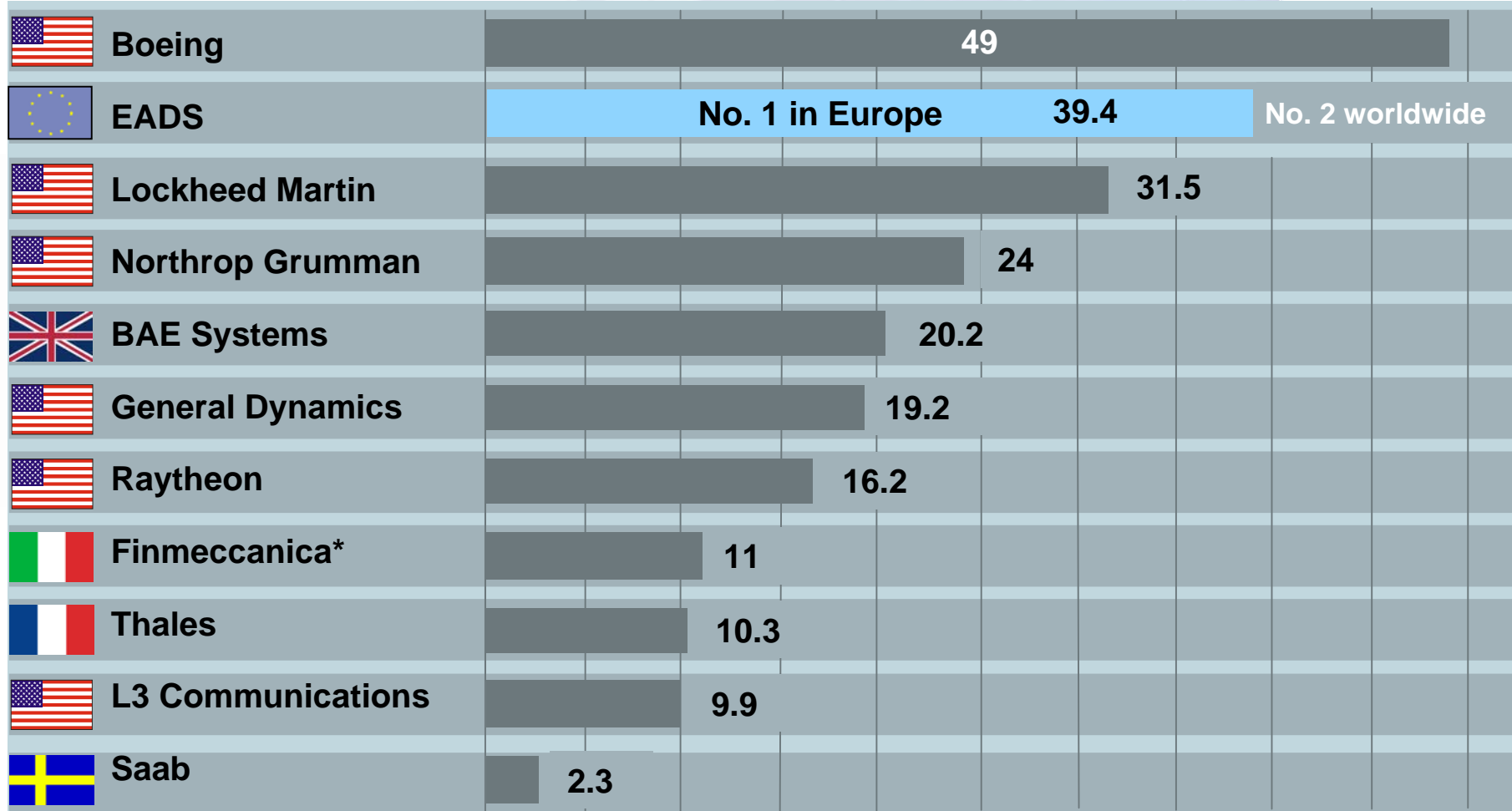
- EADS a partner of choice in the UK National Security Strategy.

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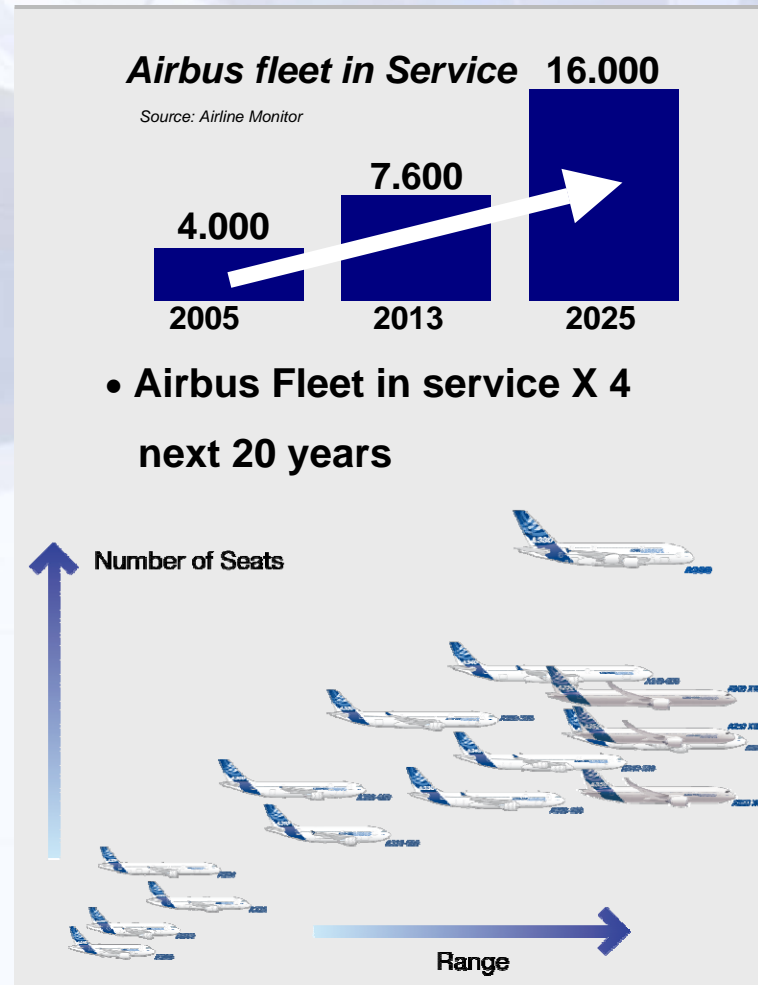
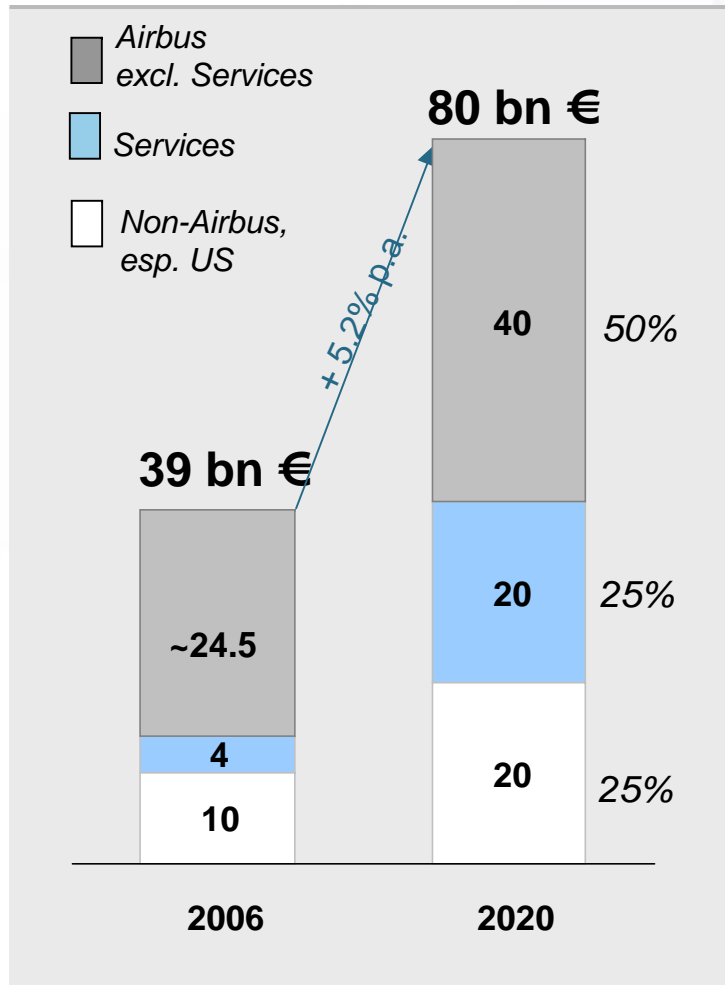
EADS Competitive Position: Revenues 2006 in bn €



* A&D activities only. Eliminations not considered

Based on 2006 average exchange rates: €/\$ = 1.256; €/£ = 0.682; €/SEK=9.250

EADS Vision 2020: €80bn of Revenues & 50/50 Balanced Revenues

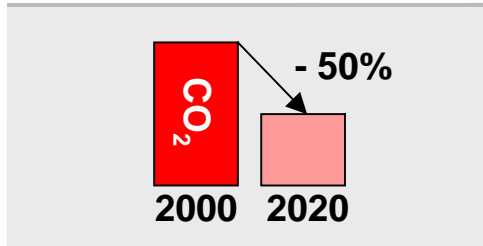


EADS Vision 2020:

Eco-Efficiency targets are core in future development

- Broad approach to gain new competitive advantages

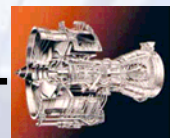
Improvement targets 2020 relative to 2000 standards



Solution



The Efficient Aircraft



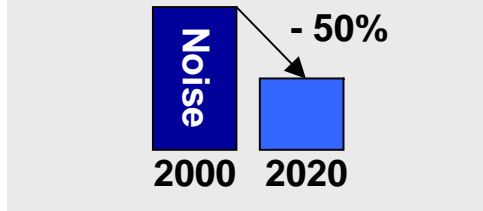
The Efficient Engine



ATM of the Future



Alternative Fuels



Solution



The Quiet Aircraft



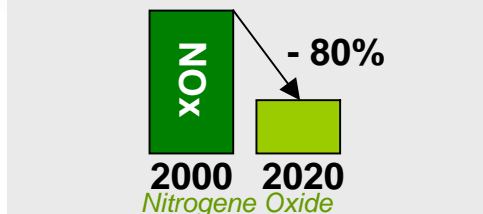
The Future Rotorcraft



Community Impact Management



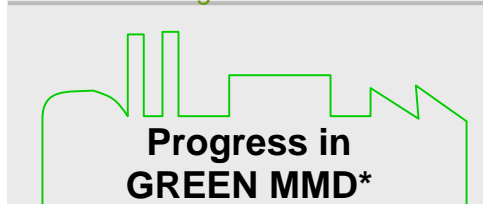
Noise Abatement Procedures



Solution



The Clean Engine



Solution



Recycling of Aircraft



"Greener" Ground Services



Environmental Site-Management



No Hazardous Materials

*Manufacturing, Maintenance & Disposal

* Advisory Council for Aeronautics Research in Europe

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- Key challenges threatening the security of global air transport: Climate change & Competition for Energy.

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- Trends in the UK homeland security market

- Local & regionally based Public Safety organisations have been unable to meet modern performance demands. Police & Fire are accountable to Local Government; Ambulance to NHS.
- Attempts to merge regional organisations into national structures have met with political resistance and diverse solutions are emerging. The Government mishandled proposed police mergers, but the Ambulance Trusts successfully merged.
- Main response has been to commission national infrastructures to enable collaboration between local and regional units e.g. Regional Control Rooms, creation of SOCA, Border Agency etc.
- This has led to a series of major national procurements e.g. Airwave, Firelink, FiReControl, Police National Data-base, SCOPE, Ocean etc. which will provide “federating” infrastructure.

HM Government Policy implementation



New Dimension of Risk

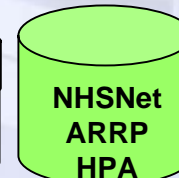
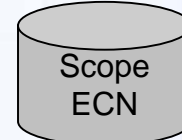
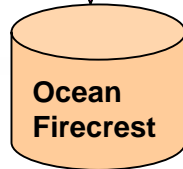
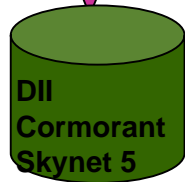


Primary Legislation

- Fire & Rescue Service Act 2004
- Civil Contingencies Act 2004
- ID Cards Act 2006



Capabilities Programmes - 17 Work Streams



Programmes/Implementation

UK Government response

- Today's challenge in Security

- The high and continuing counter-terrorist threat to the UK, coupled with security legislation in the US and EU on passengers' travel data and identities has driven the business case for eBorders and ID Cards.
- These system concepts have, in turn, driven mergers of related Agencies/Services e.g. the new Border Agency, Centre for the Protection of National Infrastructure, etc. to operate and exploit the new enabling technologies offered by SME and/or Lead System Integrator.
- Intense pressures on Local and Central Government finances have driven the search for efficiencies and encouraged concepts such as Shared Services.
- These new or merged civilian entities are beginning to perform in a more commercial manner. Their CTO/CIOs are invariably from the private sector. Leads to a different procurement culture.
- Partnership with the private sector Airports, Ports, Suppliers is an enabler to reach successful delivery of complex programmes.

- EADS a business partner of choice

- Budget resources are going into Homeland Security and Critical National Infrastructure sectors, which are growing in contrast to a flat defence sector.
- London Olympic Games 2012 providing a focus for investments.
- EADS already credible in the field of Information Assurance i.e. DII, Skynet 5, #1 Crypto for HMG with a clear vision to be leader in Assured Communications i.e. FiReControl and Assured Information by 2012.
- Many contracts based on Managed Service packages with long-term revenue streams based on Capex/Opex acquisition. PFI does not give HMG the ownership of CNI.
- Most of these contracts are key enablers for Change Management which can be done in partnership between Public and Private sectors as long as:
 - Roles & Responsibilities are clearly defined
 - Governance are well understood and implemented through strong leadership
 - Change management is properly funded & resourced

- Conclusion

- EADS delivers the best of European technology to serve mobility and security as shown in Dr Klaus Schymanietz presentation.
- EADS promotes cutting-edge solution and scientific excellence to contribute to global progress in partnership with Institutions, Regulator, Government and Customers who are facing security challenges.

Thank you for your attention

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