

FINMECCANICA & INDIA. IN THE SPIRIT OF PARTNERSHIP

"Finmeccanica aspires to partner India in its technological and industrial evolution. In doing that, our company aims to strengthen its commercial presence in the country through collaborations, which will develop, wherever possible, into broader forms of cooperation to address India's challenges and global ambitions."

Pier Francesco Guarguaglini
Chairman and Chief Executive Officer

FINMECCANICA TODAY 76,000 PEOPLE AROUND THE WORLD AN INTEGRATED GLOBAL COMPANY

Finmeccanica is the leading Italian company in Aerospace, Defence and Security, and globally ranks among the top 10 market leaders. Its success is based not only on the excellence of its technologies and solutions, but on its commercial initiative, as well as its proven reliability as a supplier and partner. In recent years, Finmeccanica has established a solid presence on the international market through a number of key strategic moves:

- At the end of 2004 the Group acquired 100% of AgustaWestland from GKN to become one of the world's leading helicopter suppliers;
- In January 2005 it signed an agreement with BAE Systems, through which it obtained important Defence and Security Electronics assets within the UK;
- In 2008, it acquired DRS Technologies in the US, thus establishing an important foothold in that market.

As a consequence of these developments, Finmeccanica is now a truly multi-domestic company, with 381 manufacturing sites around the world and more than 76,000 employees, of whom about 10,000 are located in the UK and over 12,000 in the USA.

The Group's business is based on the three 'strategic pillars' of Helicopters, Defence & Security Electronics, and Aeronautics. Together these 'strategic pillars' generate around 66% of revenues and occupy, approximately 74% of the workforce. Yet the Group, also enjoys a strong presence in the Space sector and has substantial expertise and a consolidated position, too, in the global Transport and Energy markets. So, Finmeccanica creates benchmarks for excellence all over the world. In 2009, the Group's revenues exceeded 18 billion Euros, demonstrating a growth of 21% compared to the previous year. In order to sustain its technological advance the Group invests more than 11% of these revenues in Research & Development. Its innovative excellence is based on the skills and motivation of – and investment in – its people. These include some 15,600 engineers working on design and development, with another, 5,200 highly specialised researchers. Finmeccanica looks to the future with the aim of further increasing its competitiveness by investing in innovation, enhancing its market leadership across the aforementioned, three 'strategic pillars', and by expanding its international footprint through steady application in key growth markets, such as India.

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AN INTEGRATED GLOBAL COMPANY

Finmeccanica has the [breadth of expertise](#), and skills to provide solutions at every level in the Aerospace, Defence and Security market. The product portfolio of its affiliated companies comprises defence and security electronics, helicopters, military and commercial aircraft, trainer aircraft, special mission system aircraft, UAS (Unmanned Aerial Systems, [or drones](#)), modern aerostructures for airliners, space systems and infrastructure, [and](#) air traffic control ([ATC](#)) systems as well as defence systems. Each of these solutions can be offered individually or as part of integrated systems for homeland security, defence, satellite services, logistics or network-centred warfare. In summary, [globally speaking](#) Finmeccanica's capabilities combine a product range [which is certainly](#) amongst the [broadest](#) in the industry, and [from this breadth springs](#) the strength and reliability [which is more easily enabled in an expansive entity by](#) an integrated approach.

FINMECCANICA'S TECHNOLOGY AND SOLUTIONS FOR INDIA

KEY MILESTONES

The presence of Finmeccanica in India goes back more than 40 years, to the early 70s when the Group supplied 41 Sea King helicopters to the Indian Navy. Since then, Finmeccanica has continued to display a consistent commitment to [India, as the nation becomes increasingly influential on the world stage, and the Group, has been rewarded by](#) significant growth, marked by a number of milestones involving all [of its](#) primary fields of activity.

The success [of this ongoing](#) evolution [is attributed to](#) the excellence of Finmeccanica products and solutions, as well as [to](#) its willingness to consider India as a fully-fledged, long-term partner. [Because this formula has already been so successful, in the future, Finmeccanica plans to perpetuate](#) the same spirit of partnership, [And that partnership will mean that the Group harnesses its technological expertise to support](#) India [whilst the nation strives to achieve its potential](#) in terms of security and wellbeing, as it evolves to become [globally influential](#).

LEADING-EDGE TECHNOLOGY & LONG-TERM COMMITMENT

[During](#) more than 40 years of activity in India, Finmeccanica has been partnering [the](#) country in many of its pioneering developmental [programmes](#). Today this consistent commitment has matured into an organisation [employing](#) more than 350 people with specific skill sets, [people](#) who are working in India, [and it has led to](#) the creation of a corporate headquarters in New Delhi. The Group is cooperating on crucial projects with industry stalwarts such as [Bharat Heavy Electricals Limited \(BHEL\)](#), [Bharat Dynamics Limited \(BDL\)](#), [Bharat Electronics Limited \(BEL\)](#), [Hindustan Aeronautics Limited \(HAL\)](#) and Tata Sons. Currently, it is [also seeking](#) to forge new strategic alliances with [the public sector, with](#) private companies, and [with](#) eminent government-[owned](#) laboratories.

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FINMECCANICA'S TECHNOLOGY AND SOLUTIONS FOR INDIA HELICOPTERS

Through its [daughter](#) company AgustaWestland, Finmeccanica is a world leader in the helicopter market. The Group [therefore](#) offers a full range of helicopters able to satisfy the strictest requirements of its civil and military customers.

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AGUSTAWESTLAND

- Complete range of military and commercial helicopters
- Tiltrotor

AgustaWestland has been present in India since 1970 and [during that time](#), has been delivering successful helicopters for both military and commercial markets. Recently the AW101 helicopter won the tender to supply 12 helicopters to the Air Force for Government transport duties. The company [has also](#) established a joint venture with Tata Sons to set up a final assembly line in India for the AW119 model.

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Looking at the present and future needs of the Indian Armed Forces, AgustaWestland can provide top class helicopters such as the AW119, AW109 LUH, AW139, NH90 and AW101 for light, combat, multi-role operations, [search & rescue](#) and naval operations. Furthermore, AgustaWestland's civil product range [is increasingly making inroads into](#) the commercial Indian market, with orders being placed for over 30 aircraft including AW119, AW109 Power, GrandNew light twin-engine and AW139 helicopters.

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FINMECCANICA'S TECHNOLOGY AND SOLUTIONS FOR INDIA DEFENCE & SECURITY ELECTRONICS

Finmeccanica is a key player in this strategic field, with industrial plants and R&D capabilities on both sides of the Atlantic thanks to its vast presence in [both](#) the UK and Italy [as well as](#) the recent acquisition of DRS Technologies Inc in the USA.

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DRS TECHNOLOGIES

- Homeland Security and defence electronics products

ELSAG DATAMAT

- Industrial and postal automation, intelligent transport systems

SELEX COMMUNICATIONS

- Advanced secure communications systems [for military and civil use](#)

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SELEX GALILEO

- Integrated mission systems for military and civil applications, airborne radar and avionics
- Protection systems and integrated multi-sensor [electro-optical](#) (EO) systems for land, sea and air applications
- [Unmanned autonomous systems](#) (UAS) and target drones

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SELEX SISTEMI INTEGRATI

Development and integration of solutions and systems for:

- Homeland Security and Defence
- Maritime and ATC systems ([vessel traffic services](#) or VTS, [and air traffic management automation systems](#) or ATMAS)
- Radar sensors for military, institutional and commercial applications

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SELEX SERVICE MANAGEMENT

- Innovative applications and services, customised for institutional bodies and local administration
- Main activities related to broadband data transmission, video surveillance, critical infrastructures monitoring, harbour control, stadium security and identity management

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SEICOS

- Management of [secure communication](#) integrated [networks](#) for institutional customers, [employing](#) both [wired](#) and [wireless](#) technology
- Advanced technological operating support systems, [guaranteeing](#) its customers affordable and high quality service

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India's increasing focus on Homeland Security opens up a range of potential collaborations with Finmeccanica companies, some of which are already active in India, in the fields of [both](#) military and civil electronic products and systems. In particular, SELEX Sistemi Integrati produces large Homeland Security systems [which](#) [combine](#) the expertise of all of Finmeccanica's companies within network-centred operating environments [that are](#) designed to protect national borders, roads, ports, airports, railway stations and critical infrastructure. In addition, the company can provide the Indian Armed Forces with combat systems for naval units, C3I and C4I systems based on network-centred architecture, and radar systems for coastal and land applications. Present in India since 1972, SELEX Sistemi Integrati has been collaborating with BEL (Bharat Electronics Limited) to supply the country with radar systems for ATC. The company has also provided complete ATC equipment for the two new airports [at](#) Bangalore [and](#) Hyderabad. In the naval domain SELEX Sistemi Integrati has been in India since 1984, when the company supplied three Command and Control Systems (CCS) and the relevant logistic support for three 'Godivari' class frigates. SELEX Communications has a presence [in](#) India going back 20 years, [and has supplied the nation with](#) avionic, tactical and naval communications systems, either directly or in collaboration with the leading local companies HAL and BEL. In the near future, SELEX Communications could [demonstrate](#) its expertise in protected military communication systems and next-generation systems. SELEX Communications is also involved in some of the major programmes under way in India relating to tactical communications and the telecommunications component of Battle Management Systems (BMS). SELEX Galileo has an established presence in India, where it supports the 2080C Precision Approach Radar system [it](#) [supplied](#) to India's Navy and Air Force. SELEX Galileo has an established presence in India, where it [supplied](#) and [continues to](#) support its 2080C Precision Approach Radar (PAR) system to India's Navy and Air Force. Current airborne upgrade programmes [run by](#) SELEX Galileo offer the Indian [armed](#) forces its wide range of next-generation sensor systems. As the supplier of more than 60% of the Eurofighter avionics and mission-critical systems (MCS), SELEX Galileo has a proven ability to deliver value-added and technology-intensive capabilities and support solutions. The company offers highly successful [intelligence surveillance and reconnaissance](#) (ISR) solutions such as the [airborne tactical observation and surveillance](#) (ATOS) mission management system. This integrates the Seaspray surveillance radar family [with](#) a highly effective airborne self-protection and situation awareness

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system, both of which are already in use by customers throughout the world on rotary and fixed-wing platforms.

SELEX Galileo's unrivalled Airborne AESA technology and range of products answers current and future requirements in both military and surveillance domains. On land, SELEX Galileo can deliver full situation awareness and force protection capability through its electronic warfare (EW) systems and its wide range of EO solutions for land platforms and dismounted infantry. The company, which has been operating its Mirach 100/5 at the national Integrated Test Range since 2007, is poised to market complete target drone systems. DRS Technologies offers its Indian clients ultra-rugged solutions for data presentation, situational awareness and decision-making, solutions that can operate efficiently even in critical operational theatres. DRS's lightweight and reliable flight safety deployable recorders assist in the speedy rescue of survivors, aid in the recovery of aircraft and assure the timely analysis of vital data for future investigation. Rugged computers, such as the ARMOR C12 Convertible Notebook and X10 Rugged Tablet PC are built to resist demanding conditions that mobile workers face daily in the field, whilst providing advanced protection for valuable data. DRS's flat panel class of military display computers, advanced tactical displays, embedded workstations and embedded display workstations carry a strong history of proven battlefield performance. Multi and dual-display Navy workstations provide long-lasting operational workspaces that allow operators to assimilate and react to new information in fast-paced operational environments. And, finally, Eltag Datamat can provide India with licence-plate reading systems, biometric sensors, mobile check-points and other technology for police forces.

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FINMECCANICA'S TECHNOLOGY AND SOLUTIONS FOR INDIA AERONAUTICS

Finmeccanica and its companies have a key strategic role and wide technological capabilities in military aeronautics as well as in the most recent and innovative civil programmes.

Alenia Aeronautica

- Combat fighter: Eurofighter Typhoon (19.5%)
- Military transport AIRCRAFT: C-27J SPARTAN
- Special mission systems aircraft: ATR 42 MP, ATR 72 ASW
- UAS (Unmanned Aerial Systems)
- Aerostructures
- Maintenance and modification of aircraft

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Alenia Aermacchi

- Trainer aircraft - a complete range, for everything from elementary, to advanced training
- Aerostructures for combat aircraft
- Aerostructures for airliners and business jets (engine nacelles, or covers)

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- (50% Alenia Aeronautica)
- Commercial regional aircraft

In India, Alenia Aeronautica offers its outstanding tactical transport aircraft, the C-27J. The best-seller and best-in-class in its category, the C-27J can perform a variety of missions, including the transport of troops, goods and medicines, air-drop operations, paratrooper launches, search & rescue, logistic re-supply, humanitarian assistance, fire-fighting and support to Homeland Security systems. Moreover, Alenia Aeronautica participates with the Eurofighter Typhoon in the Medium Multi-Role Combat Aircraft (MMRCA) campaign. Led by EADS Germany, this campaign is followed with high interest by Alenia Aeronautica, whose contribution to Eurofighter Typhoon development and production is crucial. Another area of excellence of Finmeccanica is the fleet of ATR regional aircraft, a product of the joint venture between Alenia Aeronautica and EADS - and very successful in recent years throughout the world, including within the Indian region. Special versions of the turboprop specifically developed by Alenia Aeronautica, the ATR 72 for Anti-Submarine Warfare (ASW) and the ATR 42 MP (for Maritime Patrol) are tailored to meet India's key current and future defence and surveillance requirements. In the field of pilot training, Alenia Aermacchi offers a complete range of aircraft and services. Notably these include the SF-260 and SF-260TP basic trainers, the M-311 intermediate jet trainer, and the truly innovative M-346 Master, an advanced/lead-in fighter jet trainer that could be of great interest to the Indian Air Force.

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FINMECCANICA'S TECHNOLOGY AND SOLUTIONS FOR INDIA SPACE

Through the Space Alliance it has established with the French company Thales, Finmeccanica has become Europe's leading space industrialist, both in the field of satellite management and services (through Telespazio) and in the manufacturing of satellite systems and orbital infrastructures (through Thales Alenia Space).

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TELESPAZIO

- Operator in satellite system management and satellite services

Thales Alenia Space

- European leader for manufacturing satellite systems
- At the forefront of orbital infrastructures
- At the heart of the most high-performance satellite technologies in both civil and defence sectors

India has been keen to develop its space capabilities since the inception of this sector, and it is today consolidating its position as both a satellite manufacturer and a service provider for telecommunications, meteorology and Earth observation. In the past Thales Alenia Space have provided telecommunication sub-systems and antennas for the INSAT first-generation satellites. Yet, more recently, it developed a scientific payload for analysis of the atmosphere, a payload dedicated by the Italian Space Agency to the Oceansat-2 satellite (which was launched in September 2009). The latest targets for the Indian space programme, include lunar exploration and manned space travel. The country's extra-terrestrial objectives also encompass extensions of commercial and social services using data from satellites devoted to this type of application. The space sector represents a very promising area for joint activities. Telespazio and Thales Alenia Space might be able to exploit concrete opportunities in the satellite services and space systems business, especially given the ever-increasing demand from the Indian Armed Forces for services relating to military applications for new satellites and those already in orbit.

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FINMECCANICA'S TECHNOLOGY AND SOLUTIONS FOR INDIA DEFENCE SYSTEMS

The Finmeccanica Group has a consolidated technological leadership in the design, development and production of missile and torpedo systems, naval artillery and turrets for armoured vehicles.

OTO MELARA

- Naval and land-based artillery systems
- Main battle tanks
- Infantry fighting and combat vehicles
- Armament systems and howitzers
- Unmanned Ground Vehicles (UGVs)
- Large, medium and small calibre naval guns
- Guided ammunition

WASS (Whitehead Alenia Sistemi Subacquei)

- Lightweight torpedoes
- Heavyweight torpedoes
- Anti-torpedo countermeasures for ships and submarines
- More than 45 missile system and countermeasure programmes in operational service demonstrating MBDA's prime contractor capabilities

MBDA

(25% Finmeccanica)

- Number 1 in Europe and a global leader in the supply of world-class weapons systems answering the operational needs of armed forces everywhere

India boasts a long tradition in the naval sector and has ambitious projects for its Navy. Companies within the Finmeccanica Group have the technologies and skills to sustain this ambition. WASS, which has been operating in India since 1976 in partnership with BDL, can provide the Black Shark heavy-weight torpedo for Scorpene submarines and new up-to-date versions of its light-weight torpedo A244S, as well as the advanced anti-torpedo countermeasure systems C303S and C310 for submarines and ships. Oto Melara is already the market leader in India with the medium-calibre Super Rapid naval gun, produced under licence by BHEL. Today the company is also promoting its 127/64 light-weight gun. What may also be very interesting for the Indian state is the Oto Melara portfolio of all-terrain systems, comprising state-of-the-art heavy, medium and small-calibre turret systems suitable for mounting on any armoured vehicle, both tracked and wheeled, and Oto Melara's advanced artillery systems and ammunition.

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FINMECCANICA'S TECHNOLOGY AND SOLUTIONS FOR INDIA ENERGY&TRANSPORTS

In the transport sector, Ansaldo STS has recorded many international achievements in the field of railway and underground signalling systems, whilst AnsaldoBreda is the Finmeccanica company which designs and delivers rolling stock for high-speed, main-line and urban transport systems. Through its company Ansaldo Energia, Finmeccanica specialises in the supply of key equipment for thermal power-plants and nuclear energy.

ANSALDO ENERGIA

- Power-plants and components, nuclear energy

ANSALDO BREDA

- Rolling stock for high-speed, main-line and urban transport systems

ANSALDO STS

- Railway and underground railway signaling
- Turnkey railway and underground urban transport systems

Other synergies between Finmeccanica and India could arise in the public transport sector, in respect of vehicles and signalling, security, communications and traffic management systems for the country's major cities.

All of Finmeccanica's transport affiliates are already present in India. More specifically, Ansaldo STS Private Limited is an industrial company based in New Delhi and Bangalore. It is the market leader in India and won the largest contract ever awarded by the Indian Railways. The project will upgrade to the latest technology one of the busiest freight lines in India. The line concerned runs from Ghaziabad (an industrial city close to New Delhi) to Kanpur Nagar (the main city of the Nagar District in Uttar Pradesh).

Additionally, the energy market presents significant opportunities for Ansaldo Energia - and its affiliated companies Ansaldo Thomassen and Ansaldo ESG - to supply and service the main components in new power stations which harness both traditional and alternative sources of energy.

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KEY DRIVERS FOR THE FUTURE

Looking to, the future, India will continue to be a country of paramount importance for Finmeccanica, as it offers the Group significant opportunities to grow in all of its business sectors by working in tandem, together with its Indian partners. Consequently, Finmeccanica intends to consolidate its Indian footprint and wishes to translate its, medium, a and long-term commitments into practice:

- To be a strategic partner of India in enhancing its overall Homeland Security and Defence capabilities
- To continue forging alliances with Indian industry, with the purpose of setting up mutually beneficial partnerships and moving from a project-based approach to a broader form of collaboration,
- To enlarge its industrial presence in the country,
- To pursue a fruitful relationship with Indian society, a relationship founded on the respect for its immense culture and its laws, on exemplary ethical behaviour, and on sustainable development

As India adopts, a more dominant global role, Finmeccanica sees itself, as an enabler, a benign collaborator that will assist the nation in achieving, its full potential, a partner which will work for and with the Indian people in order for them to realise, and enjoy a better, more prosperous and secure future.

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