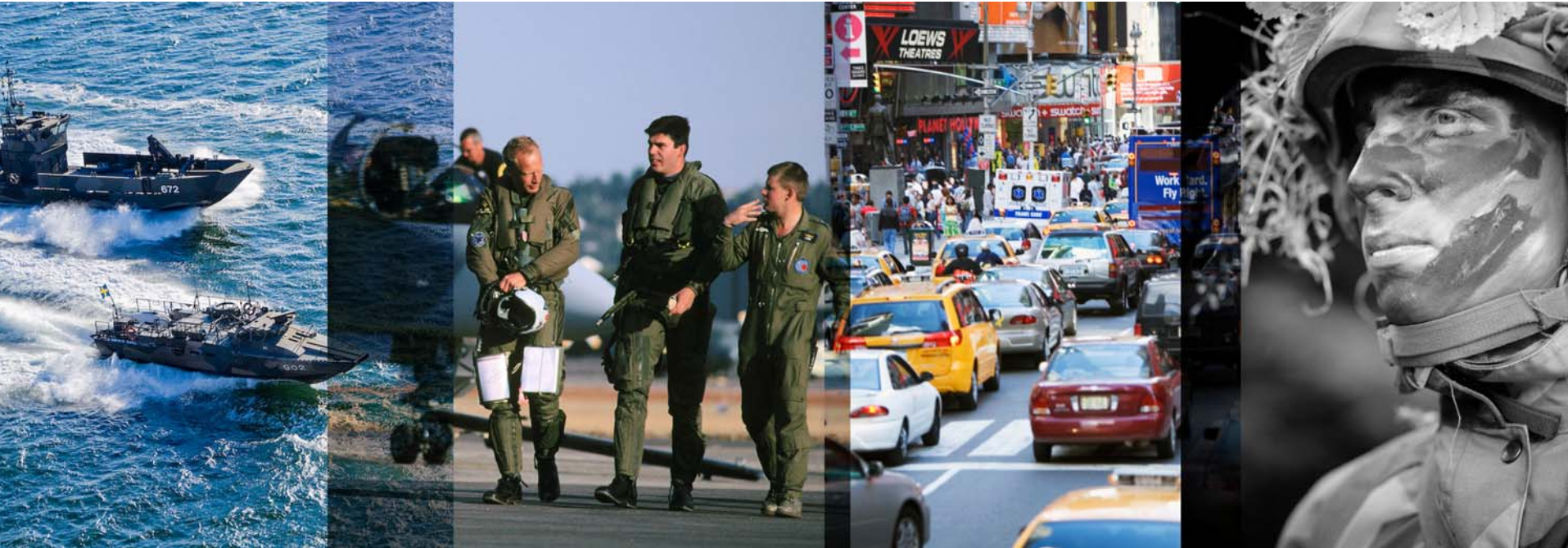


# INTERIM REPORT

## Q1 2008



**NAME** Åke Svensson CEO

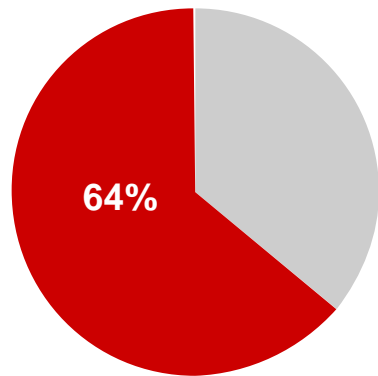
**DATE** April 23, 2008

**TITLE** Press Conference Presentation

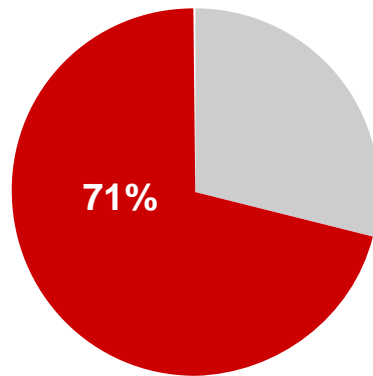
# JANUARY – MARCH IN BRIEF

<b>MSEK</b>	<b>2008</b>	<b>2007</b>
Orderbookings	7,749	5,391
Order backlog (SEK billion)	49.6	51.4
Sales	4,979	4,917
Operating income	385	414
Operating margin, %	7.7	8.4
Net income	231	270
Earnings per share (SEK)	2.13	2.39

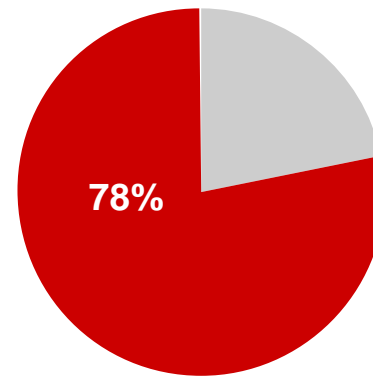
# INTERNATIONAL BUSINESS



Sales



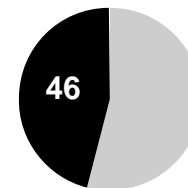
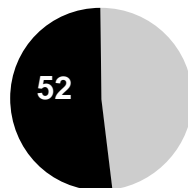
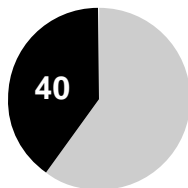
Order bookings



Order backlog

Q1 2008

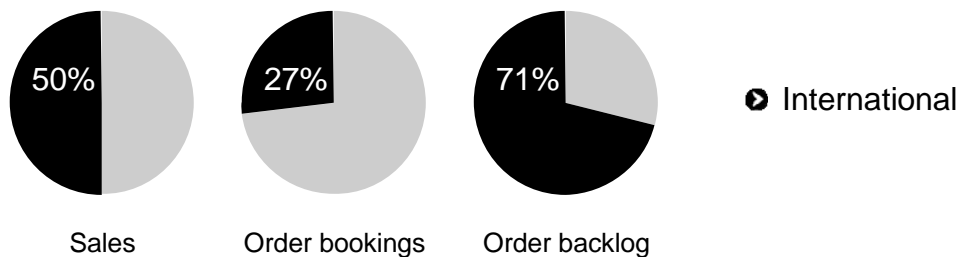
- International
- Sweden



Full year 2001

- International
- Sweden

# DEFENCE AND SECURITY SOLUTIONS



MSEK	Q1 2008	Q1 2007
Sales	2,096	2,053
EBIT	193	230
Operating margin, %	9.2	11.2
Order bookings	2,250	2,114
Order backlog	10,669	13,707

# ROLL-OUT

- The first Saab 2000 Erieye AEW&C aircraft for Pakistan was displayed

# AN INCREASINGLY INTERESTING CIVIL SECURITY MARKET

- The civil security market is growing and Saab's technology and experience from the military market, which requires robust systems, are important success factors

# POWER PLANTS PROTECTION

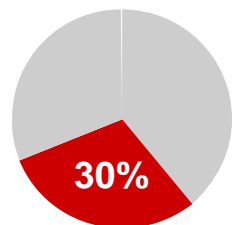
- Saab will supply the Ringhals and Oskarshamn nuclear power plants with surveillance and protection that meets the Swedish Nuclear Power Inspectorate's requirements

# MONITORING PRISON

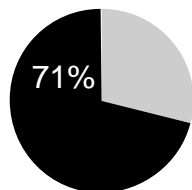
- Saab signs contract for surveillance systems at Swedish Prison and Probation Service institutions



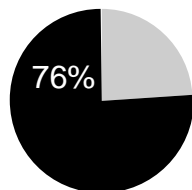
# SYSTEMS AND PRODUCTS



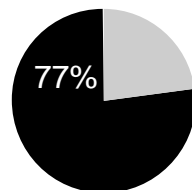
▶ Sales, % of total



Sales



Order bookings



Order backlog

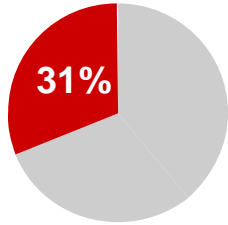
▶ International

MSEK	Q1 2008	Q1 2007
Sales	1,734	1,885
EBIT	138	158
Operating margin, %	8.0	8.4
Order bookings	2,836	2,338
Order backlog	18,621	19,300

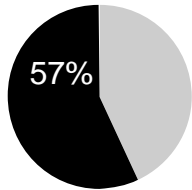
# STRONG POSITION FOR GIRAFFE

- Saab was awarded a service contract for the Canadian Navy's Sea Giraffe 150 HC surveillance radar installed on the Halifax Class frigates and signed a contract of five Giraffe systems to Lockheed Martin UK.

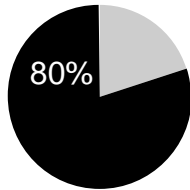
# AERONAUTICS



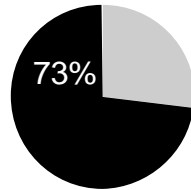
▶ Sales, % of total



Sales



Order bookings



Order backlog

▶ International

MSEK	Q1 2008	Q1 2007
Sales	1,612	1,383
EBIT	111	67
Operating margin, %	6.9	4.8
Order bookings	3,322	1,289
Order backlog	22,871	20,372

# A GREAT INTEREST IN GRIPEN

- The export opportunities for Gripen have never been better. Switzerland, Norway and India have announced their requirements for a Gripen tender

# A COMPLETE DEFENCE SYSTEM

- FMV (the Swedish Defence Material Administration) has placed a contract with Saab valued to SEK 2 billion (MUSD 310) following Thailand's positive decision to purchase an integrated air surveillance system from Sweden

# NORDIC CLIMATE CLUSTER FOR A “CLEANER” ENERGY

- The Nordic Climate Cluster, a Swedish-Norwegian industrial and research collaboration has started



**SAAB**

# **Q1 2008 FINANCIALS**

## **PRESS CONFERENCE**

**NAME** Lars Granlöv

**DATE** April 23, 2008

**TITLE** Q1 2008 Financials

# ORDER BOOKINGS AND ORDER BACKLOG

	Order bookings	Order bookings	Order backlog
<b>MSEK</b>	<b>Q1 2008</b>	<b>Q1 2007</b>	<b>March 31, 2008</b>
Defence & Security Solutions	2,250	2,114	10,669
Systems & Products	2,836	2,338	18,621
Aeronautics	3,322	1,289	22,871
Corporate/Internal	-659	-350	-2,553
<b>Saab Group</b>	<b>7,749</b>	<b>5,391</b>	<b>49,608</b>



# SALES

<b>MSEK</b>	<b>Q1 2008</b>	<b>Q1 2007</b>	<b>Change</b>
Defence & Security	2,096	2,053	2%
Systems & Products	1,734	1,885	-8%
Aeronautics	1,612	1,383	17%
Corporate/Internal	-463	-404	
<b>Saab Group</b>	<b>4,979</b>	<b>4,917</b>	<b>1%</b>

# OPERATING INCOME, EBIT

MSEK	Q1 2008	<i>margin</i>	Q1 2007	<i>margin</i>
Defence & Security	193	9.2%	230	11.2%
Systems & Products	138	8.0%	158	8.4%
Aeronautics	111	6.9%	67	4.8%
Corporate	-57		-41	
<b>Saab Group</b>	<b>385</b>	<b>7.7%</b>	<b>414</b>	<b>8.4%</b>

# INCOME STATEMENT

MSEK	Q1 2008	Q1 2007
<b>Sales</b>	<b>4,979</b>	<b>4,917</b>
Cost of goods sold	-3,599	-3,567
<b>Gross income</b>	<b>1,380</b>	<b>1,350</b>
<i>Gross margin</i>	27.7%	27.5%
Other operating income	38	40
Marketing expenses	-442	-383
Administrative expenses	-343	-352
Research and development costs	-245	-232
Other operating expenses	-10	-9
Share in income of associated companies	7	-
<b>Operating income</b>	<b>385</b>	<b>414</b>
<i>Operating margin</i>	7.7%	8.4%
Result from financial investments	-61	-34
<b>Income before taxes</b>	<b>324</b>	<b>380</b>
Taxes	-93	-110
<b>Net income</b>	<b>231</b>	<b>270</b>
Earnings per share after dilution, SEK	2.13	2.39
Tax rate	29%	29%

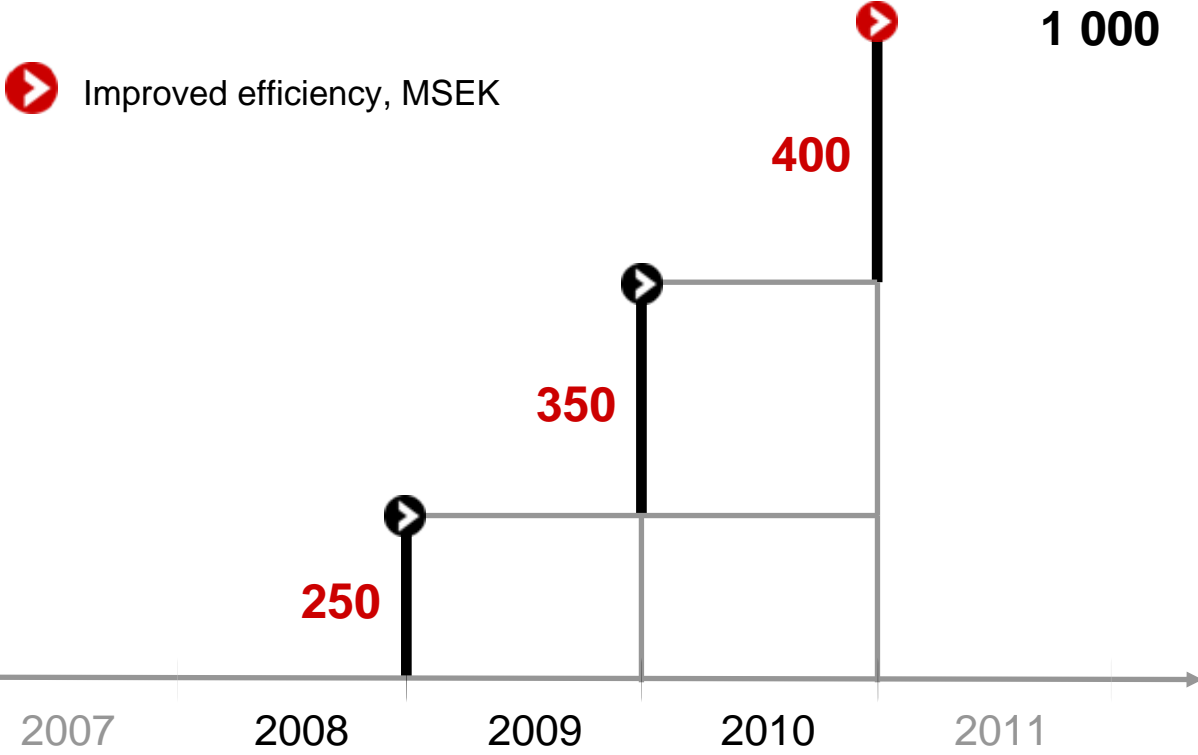
# BALANCE SHEET

MSEK	Mar 31 2008	Dec 31 2007	Change 2008
<b>Assets</b>			
Fixed assets	15,191	15,747	-556
Current assets	16,971	18,054	-1,083
<b>Total assets</b>	<b>32,162</b>	<b>33,801</b>	<b>-1,639</b>
<b>Shareholders' equity and liabilities</b>			
Shareholders' equity	11,077	11,008	69
Long-term liabilities	3,447	3,652	-205
Short-term liabilities	17,638	19,141	-1,503
Total liabilities	21,085	22,793	-1,708
<b>Total shareholders' equity &amp; liabilities</b>	<b>32,162</b>	<b>33,801</b>	<b>-1,639</b>
<b>Equity/assets ratio</b>	<b>34.4%</b>	<b>32.6%</b>	
<b>Total net debt (-)</b>	<b>-1,254</b>	<b>-1,627</b>	<b>373</b>

# SUMMARISED CASH FLOW Q1 2008

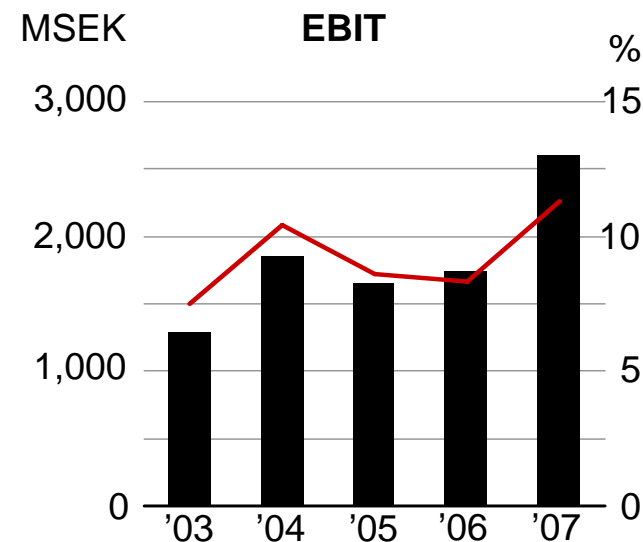
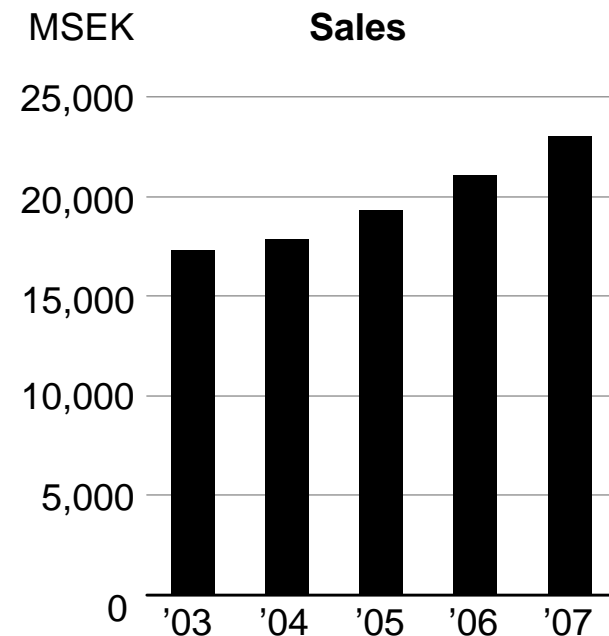
MSEK	Actual	Saab	SAL	Divestments/ Investments
<b>Cash flow from operations</b>	<b>273</b>	<b>215</b>	<b>58</b>	<b>0</b>
Inventories	-274	-275	1	-
Receivables	1,019	920	99	-
Advances	-158	-158	-	-
Lease obligations	-53	-	-53	-
Liabilities	-262	-64	-198	-
Provisions	-128	-99	-29	-
<b>Change in working capital</b>	<b>144</b>	<b>324</b>	<b>-180</b>	<b>0</b>
Intangible assets	-180	-180	-	-
Fixed assets	-51	-51	-	-
Leasing assets	20	-	20	-
Acquisitions	-	-	-	-
Divestments	40	-	-	40
Acq/sales of financial assets	57	4	53	-
<b>Cash flow from investments</b>	<b>-114</b>	<b>-227</b>	<b>73</b>	<b>40</b>
<b>Operating cash flow</b>	<b>303</b>	<b>312</b>	<b>-49</b>	<b>40</b>

# EFFICIENCY PROGRAMME



# OUTLOOK 2008

- ▶ For 2008 we expect development in line with Saab's long-term financial objectives: 5 percent organic growth and an operating margin of 10 percent excluding non-recurring items



- Operating margin
- Operating income

**Q1 2008**

**PRESS CONFERENCE**



# NEXT GENERATION OF GRIPEN

- Today Saab proudly presents the next generation of Gripen equipped with the most advanced radar and a new engine



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# APPENDIX



# ORDER BACKLOG



**NLAW**



**Meteor/  
Iris-T**



**Airborne  
surveillance  
system**



**RBS70**



**Tornado**



**Boeing**



**RBS15**



**ANZAC**



**Airbus**



**AT4/  
Carl-Gustaf**



**Arthur**

# OPERATING INCOME, EBIT/EBITDA

MSEK		Q1 2008	margin	Q1 2007	margin
Defence & Security	EBIT	193	9.2%	230	11.2%
	EBITDA	233	11.1%	277	13.5%
Systems & Products	EBIT	138	8.0%	158	8.4%
	EBITDA	246	14.2%	273	14.5%
Aeronautics	EBIT	111	6.9%	67	4.8%
	EBITDA	146	9.1%	97	7.0%
Corporate	EBIT	-57		-41	
	EBITDA	-37		-25	
<b>Saab Group</b>	<b>EBIT</b>	<b>385</b>	<b>7.7%</b>	<b>414</b>	<b>8.4%</b>
	<b>EBITDA</b>	<b>587</b>	<b>11.8%</b>	<b>622</b>	<b>12.6%</b>

# OPERATING CASH FLOW VS STATEMENT OF CASH FLOW

MSEK	Q1 2008	Q1 2007
<b>Operating cash flow</b>	<b>303</b>	<b>316</b>
<b>Cash flow from financing:</b>		
Establishment of pension fund	-	
Loans raised/amortized	<b>-870</b>	<b>-11</b>
Dividend	-	-
Share repurchase	-	-
<b>Cash flow from investments – interest bearing:</b>		
Short-term investments	-	-
Financial investments	<b>231</b>	<b>-139</b>
<b>Statement of Cash flow</b>	<b>-336</b>	<b>166</b>

# BALANCE SHEET

MSEK	March 31 2008	Dec, 31 2007	Change
<b>Assets</b>			
Intangible fixed assets	7,951	7,940	11
Tangible fixed assets	3,523	3,619	-96
Lease assets	1,622	1,822	-200
Biological assets	241	241	-
Investment properties	72	72	-
Shares in associated companies	270	318	-48
Financial investments	175	233	-58
Long-term receivables	843	960	-117
Deferred tax receivables	494	542	-48
<b>Total fixed assets</b>	<b>15,191</b>	<b>15,747</b>	<b>-556</b>
Inventories	5,597	5,383	214
Derivatives	984	479	505
Tax receivables	165	122	43
Accounts receivables	2,688	3,724	-1,036
Prepaid expenses and accrued income	673	556	117
Other receivables	5,335	5,862	-527
Liquid assets	497	858	-361
<b>Total current assets</b>	<b>15,939</b>	<b>16,984</b>	<b>-1,045</b>
Assets held for sale	1,032	1,070	-38
<b>Total assets</b>	<b>32,162</b>	<b>33,801</b>	<b>-1,639</b>



# BALANCE SHEET

MSEK	March 31 2008	Dec. 31 2007	Change
<b>Shareholders' equity and liabilities</b>			
Parent Company's shareholders' interest	11,045	10,981	64
Minority interest	32	27	5
<b>Total shareholders' equity</b>	<b>11,077</b>	<b>11,008</b>	<b>69</b>
Long-term interest-bearing liabilities	23	25	-2
Other liabilities	254	284	-30
Provision for pensions	21	101	-80
Other provisions	1,866	1,979	-113
Deferred tax liabilities	1,283	1,263	20
<b>Total long-term liabilities</b>	<b>3,447</b>	<b>3,652</b>	<b>-205</b>
Short-term interest-bearing liabilities	2,752	3,635	-883
Advance payments from customers	2,359	2,558	-199
Accounts payable	1,014	1,229	-215
Lease obligations	151	204	-53
Derivatives	681	414	267
Tax liabilities	247	368	-121
Other liabilities	807	806	1
Accrued expenses and deferred income	8,590	8,788	-198
Provisions	651	752	-101
<b>Total current liabilities</b>	<b>17,252</b>	<b>18,754</b>	<b>-1,502</b>
Liabilities related to fixed assets held for sale	386	387	-1
<b>Total shareholders' equity and liabilities</b>	<b>32,162</b>	<b>33,801</b>	<b>-1,639</b>
Equity/assets ratio,%	34.4	32.6	



# BALANCE SHEET, MARCH 31, 2008

## SUBDIVIDED

MSEK	Saab	Saab Aircraft Leasing	Elimi- nations	Saab Group
Intangible assets	7,951			7,951
Tangible assets	3,836			3,836
Lease assets	0	1,622		1,622
Long-term interest-bearing receivables	340			340
Shares, etc	1,894	18	-1,500	412
Deferred tax assets	332	162		494
Inventories	5,587	10		5,597
Short-term interest-bearing receivables	705	945	-945	705
Other receivables	10,386	322		10,708
Cash and marketable securities	470	27		497
<b>Total assets</b>	<b>31,501</b>	<b>3,106</b>	<b>-2,445</b>	<b>32,162</b>
Shareholders' equity	10,786	1,791	-1,500	11,077
Provision for pensions	21			21
Other provisions	1,742	775		2,517
Deferred tax liabilities	1,283			1,283
Interest-bearing liabilities	3,720		-945	2,775
Lease obligations	0	151		151
Advance payments from customers	2,359			2,359
Other liabilities	11,590	389		11,979
<b>Total shareholders' equity &amp; liabilities</b>	<b>31,501</b>	<b>3,106</b>	<b>-2,445</b>	<b>32,162</b>

# NET LIQUIDITY / NET DEBT

MSEK	March 31 2008	Year-End 2007
<b>Liabilities</b>		
Long-term interest-bearing liabilities	-23	-25
Short-term interest-bearing liabilities	-2,752	-3,635
Provisions for pensions	-21	-101
<b>Total interest-bearing liabilities</b>	<b>-2,796</b>	<b>-3,761</b>
<b>Assets</b>		
Short-term investments	0	0
Liquid assets	497	858
Interest-bearing receivables	1,045	1,276
<b>Total liquid investments</b>	<b>1,542</b>	<b>2,134</b>
<b>Total net liquidity/debt (-)</b>	<b>-1,254</b>	<b>-1,627</b>

# LIQUIDITY

<b>MSEK</b>	<b>March 31 2008</b>
<b>Liquid investments at the beginning of the year</b>	<b>858</b>
Operating cash flow from operations	417
Acquisition and divestments of companies	40
Pension fund	-
Loans amortized	-870
Share repurchase	-
Dividend to shareholders	-
Other changes, translation differences etc	52
<b>Liquid investments March 31</b>	<b>497</b>



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