



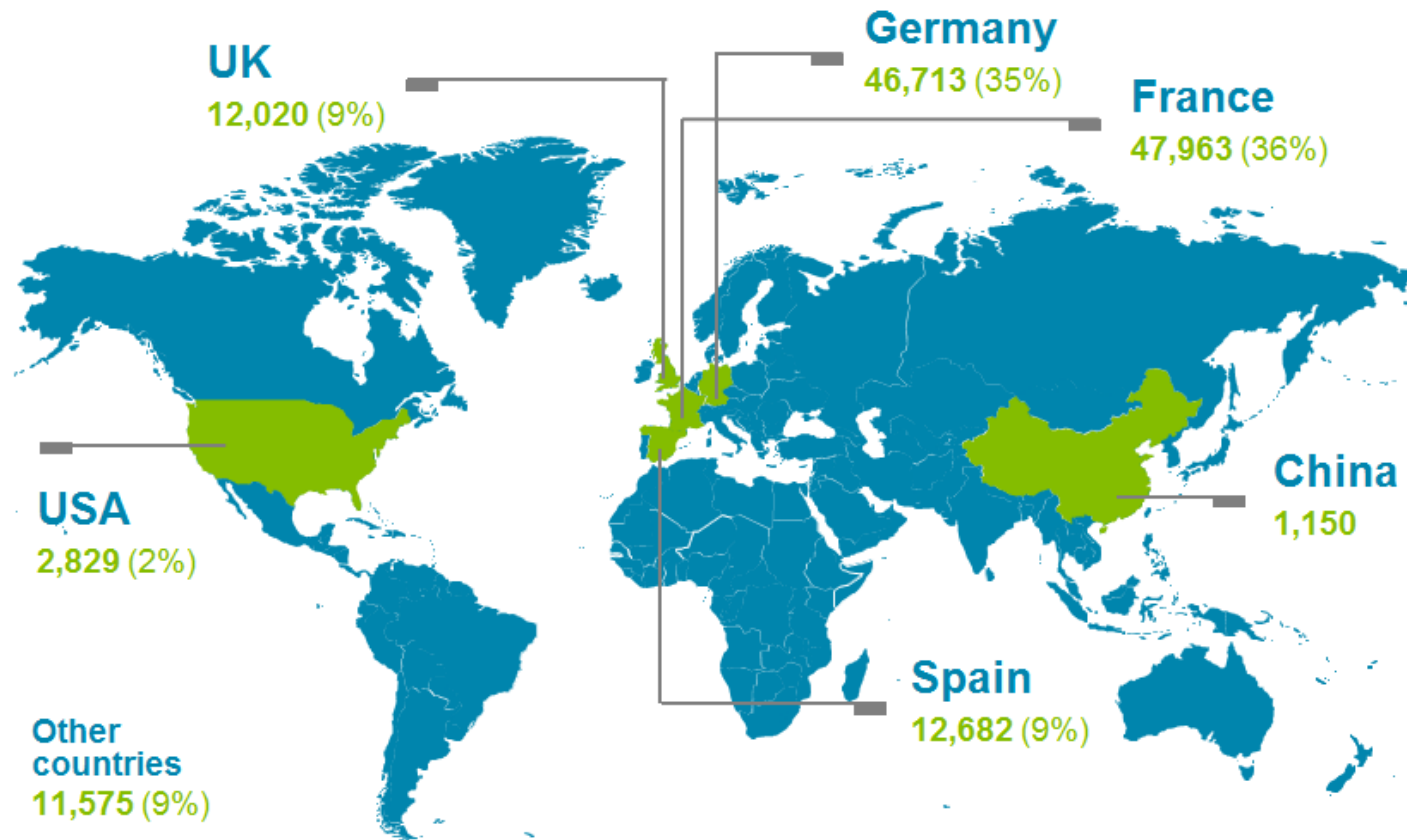
Technology foresight Security Solutions

- Our Border Security experience
- Technology Foresight Processes

DEFENCE AND SPACE

AIRBUS

Global Company



134,000 employees

from **136** nationalities

Located across **35** countries

on more than **180** sites

International Sales

31% Europe

69% Non-Europe

Non-European Workforce

20% (in 2020)

2018 Revenue

€63.7 bn

2018 Ebit

€5 bn

Security Solutions – What we do



Providing large-scale integrated systems

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 security and safety
- Critical national infrastructure (CNI)
- Managed security services

- We are world 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
- We deliver field-proven security systems

Security Solutions – our global CONOPS experience

Operational / tactical issues:

What are the specific threats to the border?

What is the level of threat?

What is the actual CONOPS / model of operations?

What kind of border do you have?

What kind of infrastructure exists along the border?

What are the specific conditions on the border?

Strategic planning / budgetary constraints

What are the budget constraints?

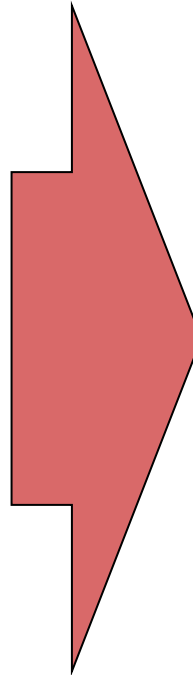
What kind of border force does the customer have?

What is the level of training of the border guards?

What is the available border related legislation?

Is the border clearly defined and agreed with the neighbors?

Is there a long term strategy on border management?



CAPTURE

operational
needs

ANALYSE

threats,
constraints,
legacy

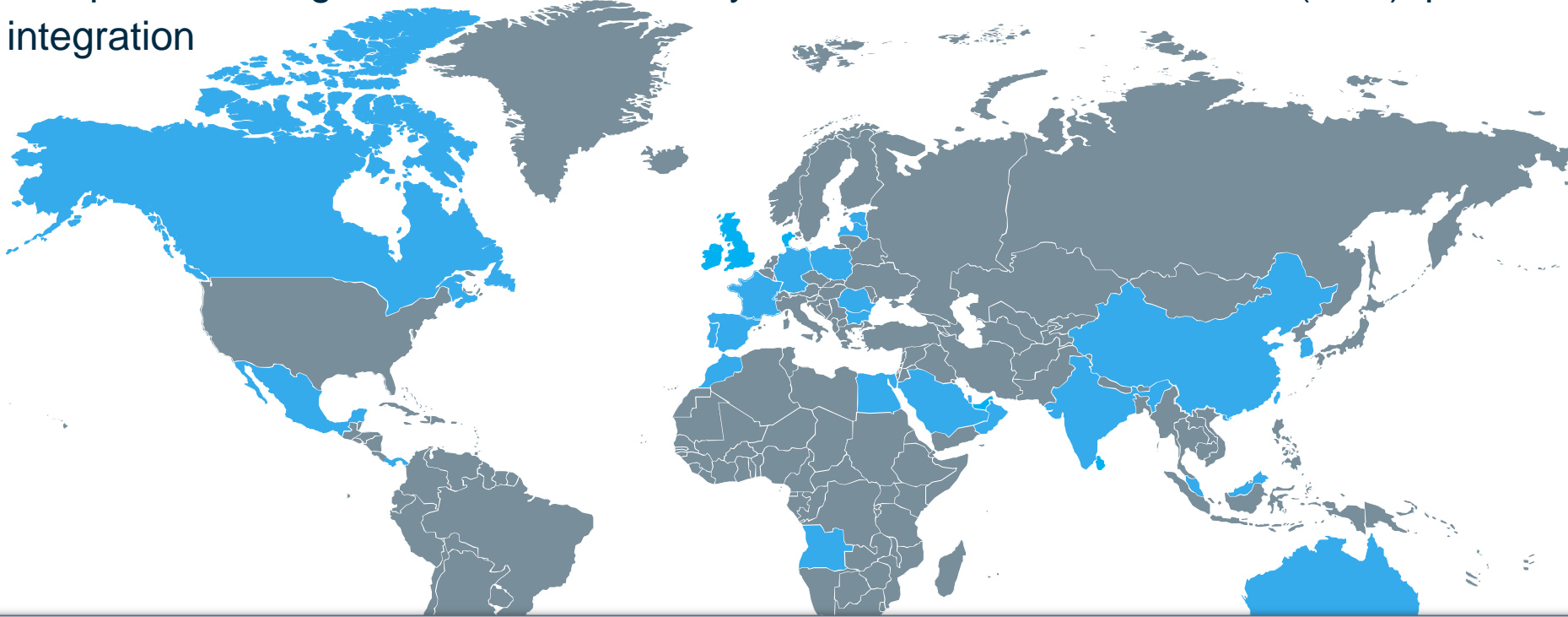
DEFINE

the concept
of operation
(CONOPS)

- Fast implementation
- To be rapidly/randomly deployed
- Missions based on risk analysis and intelligence
- Smart use and allocation of resources
- Limit complex infrastructure works
- User friendly and easy to maintain
- Low cost of operation of deployed systems
- Scalable solutions into more complex integrated systems
- Quick training of border guards

A few security projects

A global footprint covering coastal surveillance systems, Vessel Traffic Services (VTS), port security and large system integration



Some references in large system integration

Romania

The most modern and extensive EU External border security project in Europe

Qatar

The world's first fully integrated border and maritime security system

Saudi Arabia

Largest, fully integrated border security solution contracted worldwide

France

A fully integrated system of coastal surveillance

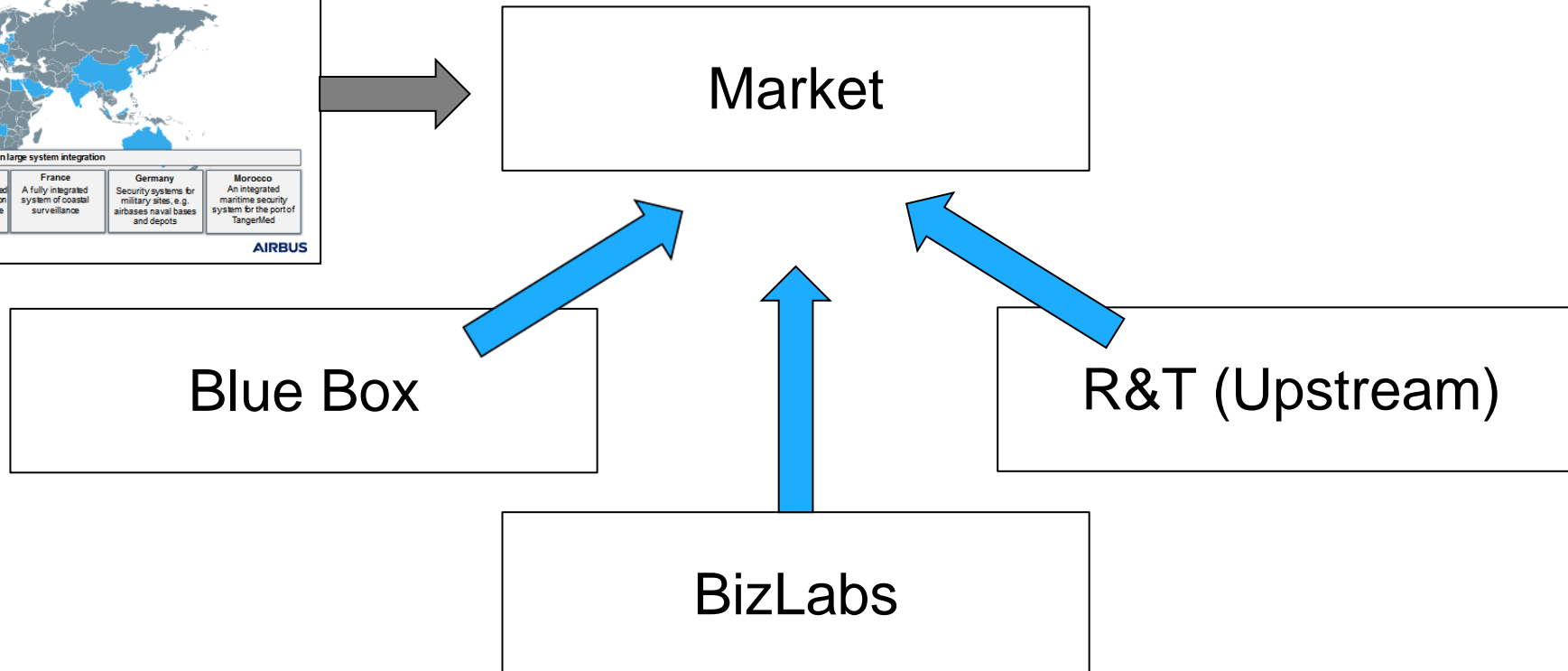
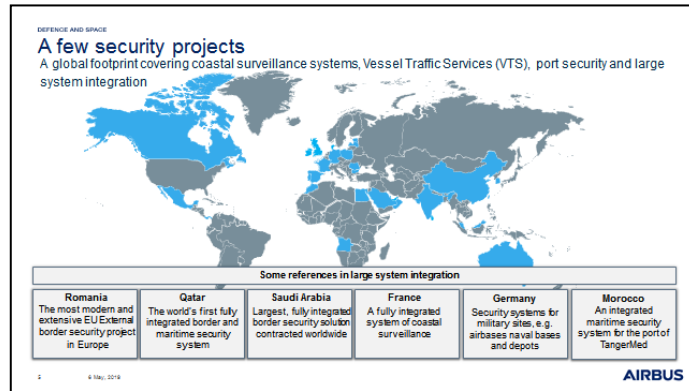
Germany

Security systems for military sites, e.g. airbases naval bases and depots

Morocco

An integrated maritime security system for the port of TangerMed

Technological Foresight - Streams



Technological Foresight – Market Driven

All technological foresight processes are aligned with our understanding of the user's market evolution

