Positioning Hellenic Aerospace Industry in the high technological global Aerospace Market

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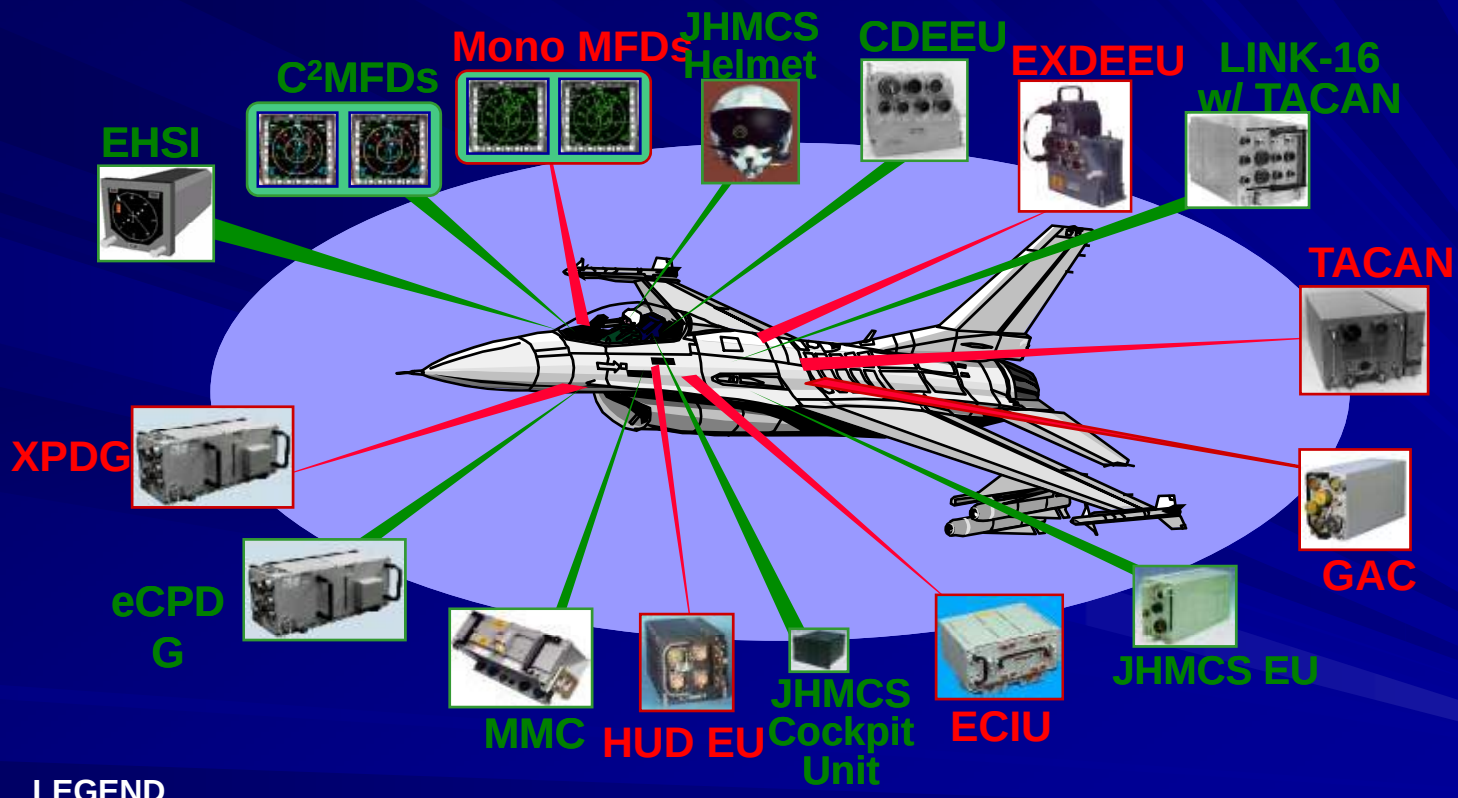
HAI's STRATEGY

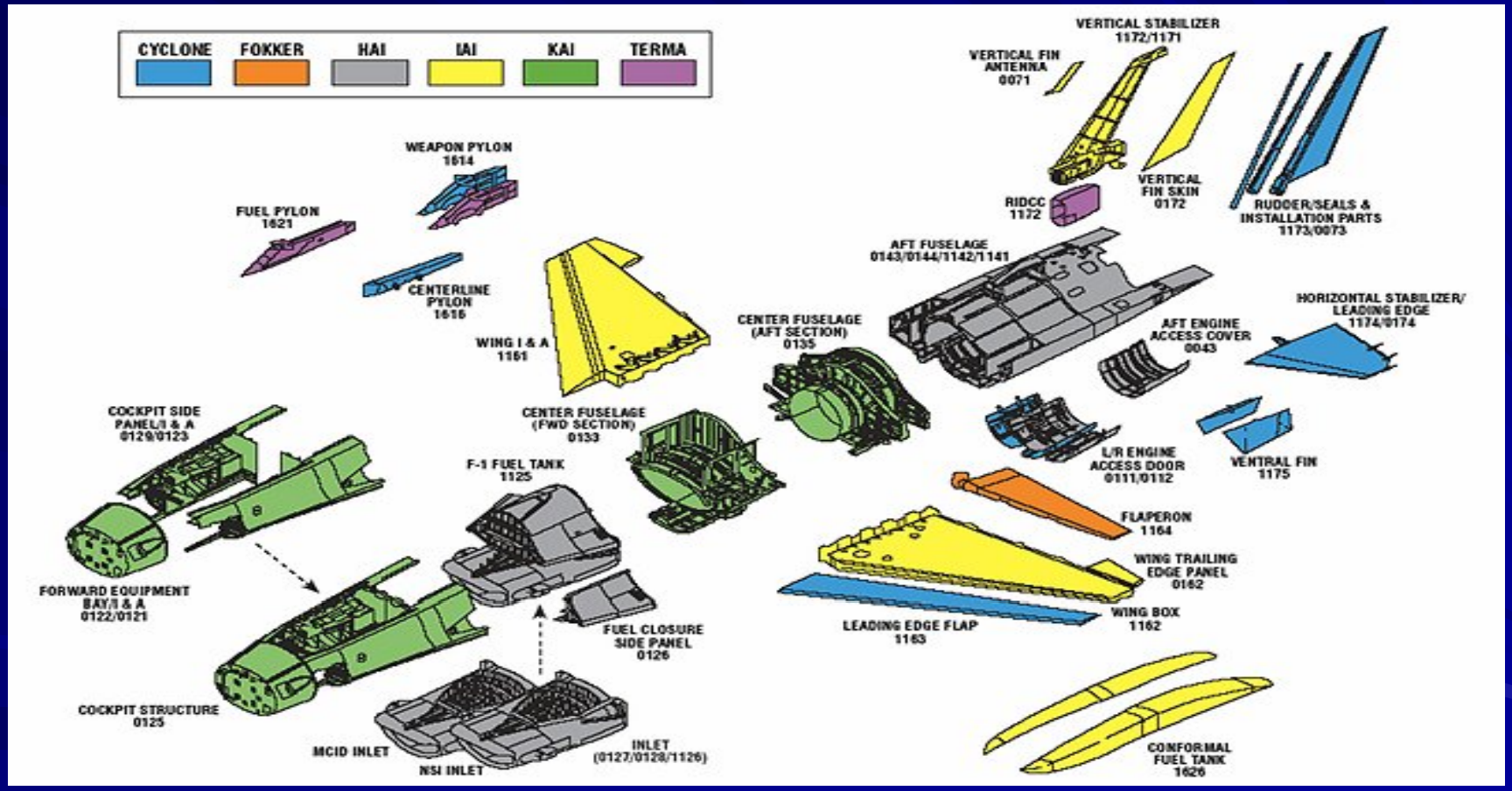
- **Strengthening our Technological base**
- Global Market Orientation
- Participate in international partnerships on new product development
- Outsourcing low end of technology production
- Expand to adjacent Markets
- Upgrade production infrastructure

Technology & Global Market Orientation

C.C.I.P: STRUCTURAL & AVIONICS UPGRADE ON U.S.A.F F-16 FIGHTER AIRCRAFT



COPRODUCTION OF LOCKHEED MARTIN F-16 FIGHTER AIRCRAFT



HAI's Participation: 2004=18%, 2005=25%, 2006=30%

- **BOEING 787 DREAMLINER**

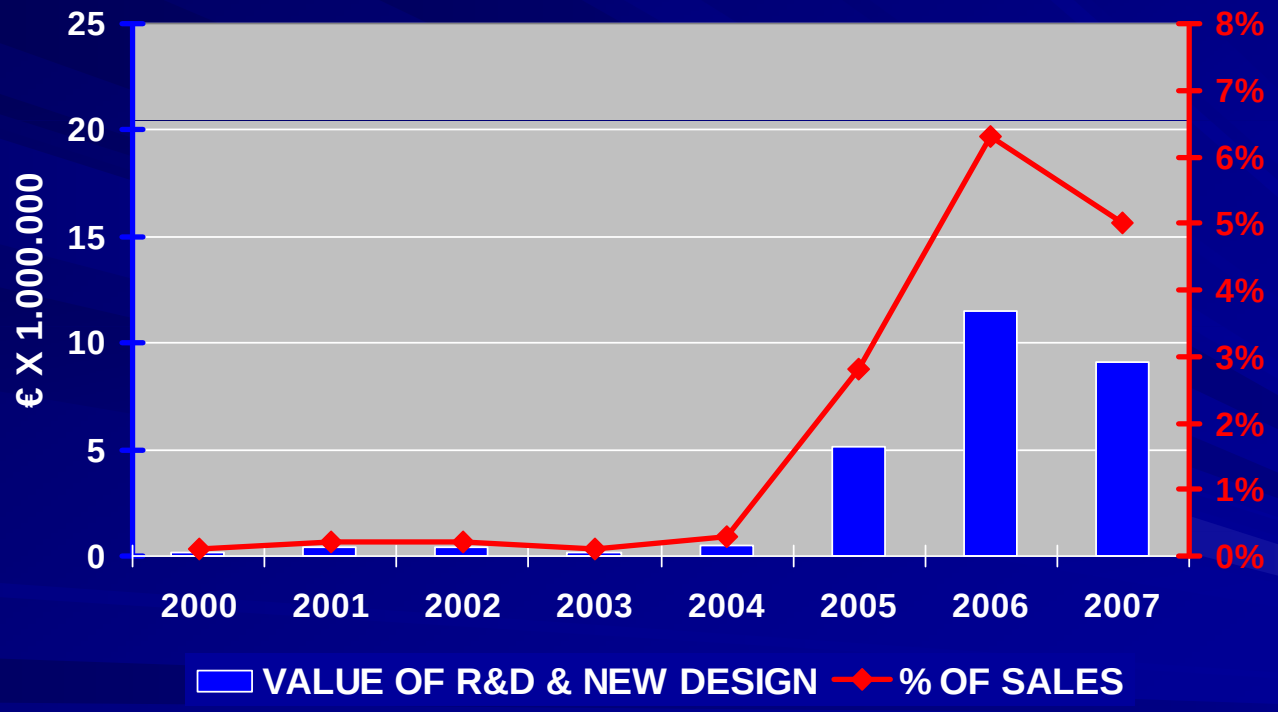
- **SIKORSKY BLACK HAWK UH-60**

HAI's FOCUS ON R&D

- **HAI focuses on R&D with the objective to:**
  - Upgrade its technological base
  - Create a new Revenue Center
  - Establish the bridge for the future

R&D & NEW DESIGN ACTIVITY

- VALUE OF SALES IN R&D & NEW DESIGN



Increase in 2007 by 80% compared to 2005 and by >45-fold compared to 2003

CONTRIBUTION OF R&D TO HAI's REVENUES

Design & Technology Projects

- **Completed programs**
  - ✓ Design of FALCON 900 EX Business Jet Fuel Tank
  - ✓ Design Sections of IRIS-T Air-to-Air Missile
  - ✓ Design of BOEING 787 Aircraft Cargo Door Surrounding

- **Aerospace Design Center enhances opportunities for participation in European Programs such as:**
  - ✓ "NEURON" – Unmanned Combat Air Vehicle
  - ✓ "CESAR" – 15 passenger aircraft
  - ✓ "VULCAN" – aerostructures resisting explosion
  - ✓ JTI- Clean Sky
    - ✓ "Green Regional Aircraft"
    - ✓ "ECO Design" – development of environmentally friendly material

Clean Sky

Environmental Objectives of the Project:

- Decrease of CO_2 emissions by 50%
- Decrease of NO_X emissions by 80%
- Develop green technological production

Anticipated benefits for HAI:

- **Established as an Aeronautical Structural Design Center incorporating state of the art technologies in its products**
- **Development and Assessment of technologies in areas such as:**
  - Embedding sensors into structures
  - Low noise and low weight structures
  - Green manufacturing processes for thermoplastics & thermosetting composites, metals

Design & Technology Projects

- **Electronics & Software Design Center has produced innovative solutions in the areas of:**
  - Tactical communications
  - Electronic Warfare
  - Intergraded Command & Control

  with plans to expand to:
  - ✓ Homeland Security- Projects: SOBCAH, TALOS, ASPIS
- **Electronics & Software Design Center enhances opportunities for participation in European Programs such as the SAFEE, FLYSAFE and ARTEMIS .**

A.R.T.EM.I.S.

Advanced Research and Technology In Embedded Intelligence and Systems

Anticipated benefits for HAI:

- **Established as a key European player in incorporating embedded technologies in its products**
- **Embedded systems technologies will be applied in a number of HAI' s systems in the areas of:**
  - Aeronautics
  - Security systems
  - Smart transport systems
  - Control & security of infrastructures

CLOSING REMARKS

- HAI strategically pursues Technology and Innovation
- Investing in R&D is bringing results
- HAI's commitment on international partnerships
- Continuous exploration for new fields of R&D activity

HAI BUILDS ITS TRUST AND FUTURE THROUGH…

TECHNOLOGY AND INNOVATION