



Paul Kahn

***President and Chief Executive
Officer***

Thales Canada Inc.

- **Chartered Engineer and graduate of Brunel University**



- **HEC**



- **London Business School MBA**




- **Royal College of Defence Studies**



THALES



The Thales Group

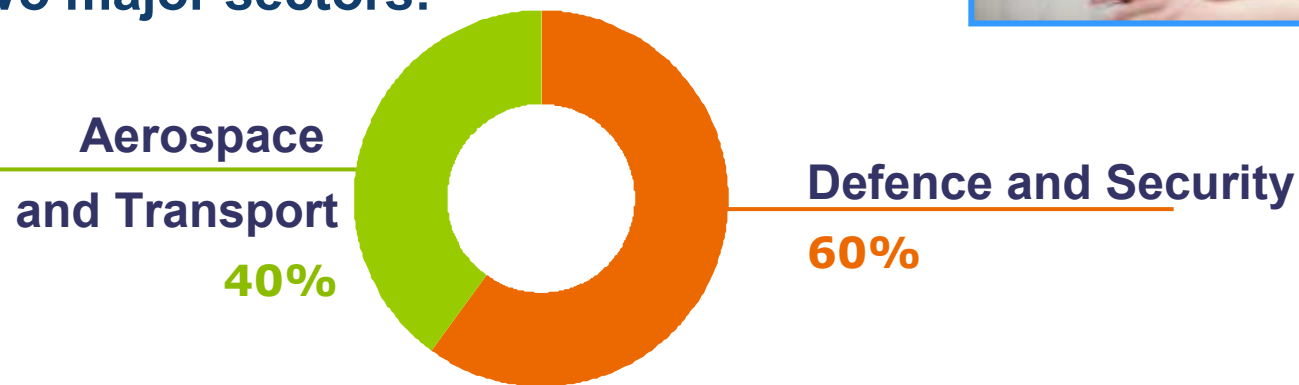
| | |
|--------------------------|---|
| 2011 revenues | 13.03 billion euros |
| Research and development | 2.5 billion euros (approx. 20% of revenues) |
| Employees | 67,000 |
| Shareholders |  <p> 47% Float <i>of which employees: 3%</i> <i>of which Thales: 1.9%</i> </p> <p> 27% French State </p> <p> 26% Dassault Aviation </p> |

◆ We help our customers to:

- Provide reliable and secure solutions
- Monitor and control
- Protect and defend



◆ In two major sectors:

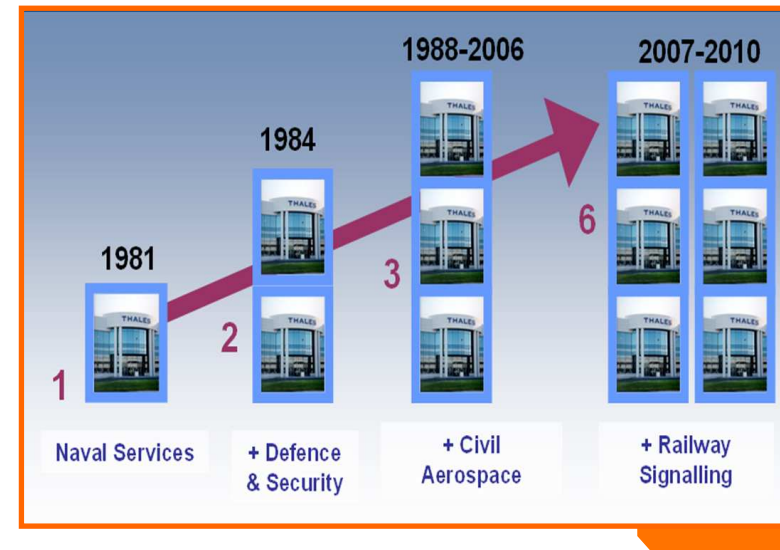


Thales Canada Inc.



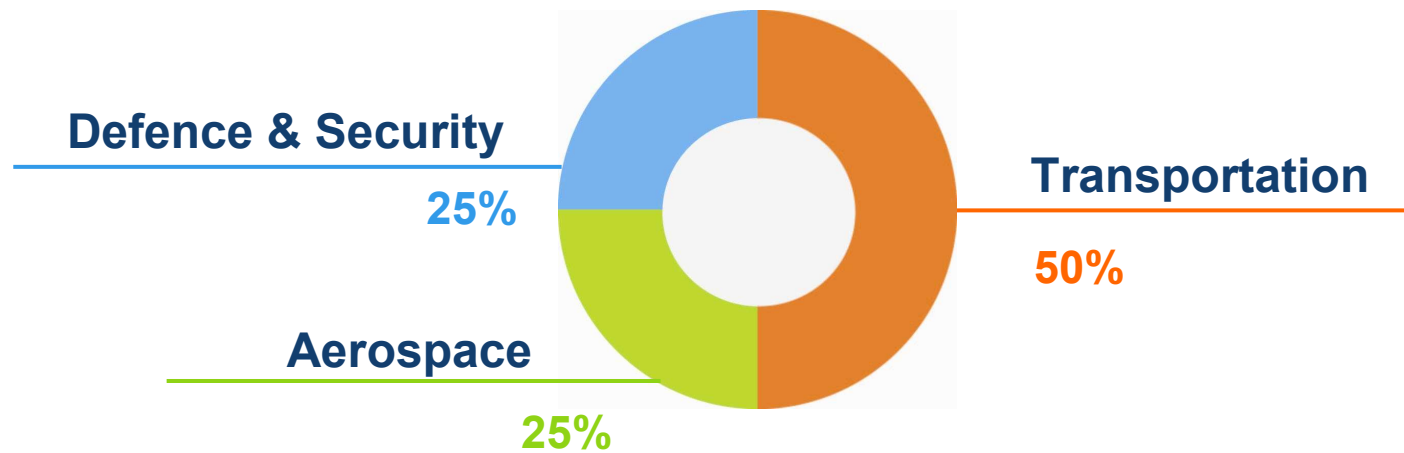
THALES

- ◆ **Over 30 years in Canada**
- ◆ **Employing 1,300 people**
- ◆ **6 sites**
- ◆ **Over C\$500 million in revenue**
- ◆ **Export-to-import ratio >150%**
- ◆ **3 worldwide centres-of-excellence**
 - **Business & Regional Jet Flight Control Systems**
 - **Optronics**
 - **Urban Rail Signalling**



Thales Canada

- ◆ In three major sectors, we help our customers to:
 - Provide reliable and secure solutions
 - Monitor and control
 - Protect and defend



◆ **Defence & Security, one of Canada's leaders in:**

- Command, Control and Communications (C3)
- Optronics

◆ **Main business areas**

- Mission systems and sensors
- Communications ,*C4ISR systems

◆ **Areas of expertise**

- Integration of radar, Electro-optic
- Navigation and C3 systems
- Design and development of real time software
- Full-service integrated logistics support



***C4ISR:** Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance

Electronic Systems
Integration



- ◆ Selected for National Shipbuilding Procurement Strategy (NSPS) with our partner, Seaspan; Thales Canada will be the Electronic Systems Integrator
- ◆ Won maritime surveillance contract: Interdepartmental Maritime Integrated Command, Control and Communication (IMIC3)
- ◆ Small contracts in new domains: Cyber, Intel and Public Safety



Tactical Control Radar:
Ground Master 400 (GM
400) radars

◆ **Designing and integrating for regional and business aircraft customers**

- Systems integration
- Avionic suites
- Software development for Flight Control Systems and Enhanced Vision Systems

◆ **Serving airlines, certification authorities, aircraft manufacturers and pilots**

◆ **Continuously improving air transport safety and efficiency**





In-flight
entertainment
and cabin
systems -
Air Canada



Global
Express Cockpit



Supplier of
avionics systems
to Airbus,
Bombardier,
Dassault

◆ Business segments and activities

- Communication Based Train Control (CBTC)
- Systems for the urban rail signalling market both domestic and export
- System integration of fare collection systems in the domestic market

◆ Advanced train control technologies for:

- Metros, Light Rail Transit, Automated People Movers



◆ Optimizing use of rail infrastructures:

- Safety
- Efficiency of operations
- Passenger services



Signalling systems
for urban
transportation:
Vancouver
SkyTrain



International
projects: London
Jubilee Line for
the Olympics,
Hong Kong,
Shanghai



Scarborough LRT



Fare collection
systems:
PRESTO

- Investment in R&D: 18% annually
- Multicultural teams united by shared values:

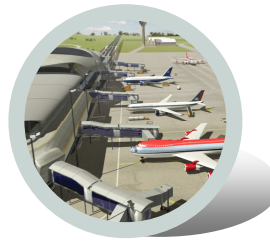


TRIEC Award

Thales Canada, Transportation Solutions, won the RBC's Immigrant Advantage Award in 2011 through the Toronto Regional Immigrant Employment Council (TRIEC).

- ***As a conclusion:***
- Our markets and our customers bring very real challenges that call upon all of us to do our very best.
- Moving forward, Thales Canada will continue to provide our core markets with cost-effective, efficient and value-added solutions
 - ◆ centres of excellence and innovation
 - ◆ local presence and global reach
 - ◆ solid reputation for customer care
 - ◆ strategic and operational achievements

Smarter Safer



THALES