Company Details

Company Name: Exelis Inc.
Radar, Reconnaissance and Acoustic Systems
Location: 7821 Orion Avenue, Van Nuys, California 91406
Contact Details: Tel: 818.988.2600, Fax: 818.901.2435

Executive Summary

Exelis is replacing the existing ANZAC Electronic Support system with a system based on the Exelis ES-3701 system. In supplying this capability and contributing to the health of the Electronic Warfare Priority Industry Capability, Exelis has surveyed the Australian market and executed subcontracts with Jenkins Engineering Defence Systems (JEDS) and Ultra Electronics Avalon Systems (UEAS). Both JEDS and UEAS are Australian Small to Medium Enterprise (SME) companies.

The overall value of the Acquisition contract is $100M, with Australian industry representing $35M of work. The work subcontracted to Australian industry in the acquisition contract is detailed in table 1:

Table 1 – Australian work in acquisition:

<table>
<thead>
<tr>
<th>Local Industry Activity</th>
<th>Australian Company Performing the Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production of Lowband Subsystem (LBSS) for the ES-3701 SEA 1448 Phase 4A System.</td>
<td>Jenkins Engineering Defence Systems</td>
</tr>
<tr>
<td>Production of a Multi-Channel Digital Receiver (MDRx) of the ES-3701 SEA 1448 Phase 4A System.</td>
<td>Ultra Electronics Avalon Systems</td>
</tr>
<tr>
<td>Systems Integration and Field Services for the ES-3701 SEA 1448 Phase 4A System.</td>
<td>Jenkins Engineering Defence Systems</td>
</tr>
</tbody>
</table>

Scope of Future Work Opportunities

Although the configuration of the Electronic Support System is yet to be finalised, Exelis believes it is essential to have Australian industry involved to provide in-country support. After a market survey, Exelis has identified JEDS as the in-country support partner whom will be granted Authorised Engineering Organisation status. Exelis and JEDS collaborated to design the support posture which will facilitate the out-year support of SEA 1448 Phase 4A system and maximise in-country hardware repair and software support. The opportunities for Australian industry in support are detailed at table 2 through a separate contract expected to be executed on 30/09/2013.
Table 2 – Australian support opportunities:

<table>
<thead>
<tr>
<th>Local Industry Activity</th>
<th>Australian Company Performing the Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Post-Contract Refurbishment/Upgrade, Repair and Maintenance for the ES-3701 SEA 1448 Phase 4A System.</td>
<td>Jenkins Engineering Defence Systems</td>
</tr>
<tr>
<td>Post-Contract Logistics Support for the ES-3701 SEA 1448 Phase 4A System. This includes spares, repaired units and inventory management.</td>
<td>Jenkins Engineering Defence Systems</td>
</tr>
<tr>
<td>Operator and Maintenance Training for the ES-3701 SEA 1448 Phase 4A System. This includes course delivery and training material development.</td>
<td>Jenkins Engineering Defence Systems</td>
</tr>
</tbody>
</table>

In addition to table 2, Exelis expects to engage UEAS through the in-country support partner to support the Multi-Channel Digital Receiver (MDRx).

Opportunities for Australian industry in support of the ES-3701 SEA 1448 Phase 4A system is estimated to be greater than 90% of the value of the resultant contract with the Commonwealth. This represents $100M of work over 25 years.

Future Opportunities/Industry Engagement

Exelis has are Defence specialists and have capabilities in the following areas:

- Air Traffic Management Solutions
- Antennas
- Composite Aerostructures and Subassemblies
- Counter RCIED Electronic Warfare (CREW)
- Defense Surveillance and Mobile ATM Radar Systems
- Distributed Tactical Communication System
- Integrated Electronic Warfare Systems
- Mine Sensing and Neutralization Systems

Exelis acknowledges that our capabilities are built upon a strong and diverse supply chain. Should you have capabilities in the following areas, please contact us through the identified contact officer to realise future global defence opportunities.

Exelis Contact Officer

Name: Rod Bew
Position: Business Manager
Telephone: +61 2 6173 4502
Email: Roderick.Bew@exelisinc.com

Approved by:
Michael O. Smith
Reconnaissance Business Area Director
26 March 2013