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**KUALA LUMPUR
HIGH LEVEL DIALOGUE
ON ASEAN ITALY
ECONOMIC RELATIONS**

HIGH LEVEL DIALOGUE ON ASEAN ITALY ECONOMIC RELATIONS

Sixth Edition

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ALBERTO PIETRA
Chief Commercial Office, Senior Vice President Asia, Far East & Oceania
Leonardo

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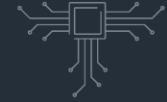
HIGH LEVEL DIALOGUE ON ASEAN ITALY ECONOMIC RELATIONS.

Aerospace, Defence and Security Industry for ASEAN Countries stabilization, resilience and industrial growth

Aerospace and security are key sectors to stimulate economic growth, ensure resilience and protection of territories and guarantee business continuity. What potential of these high-tech value chains be exploited through enhanced collaboration between Italy and ASEAN countries?

By Alberto PIETRA- Chief Commercial Office- SVP Asia, Far East & Oceania

Kuala Lumpur, July 6th , 2022



Electronics



Helicopters



Aircraft



Cyber &
Security



Space



Unmanned
Systems



Aerostructures

AUTHORITIES, DISTINGUISHED LADIES AND GENTLEMEN,

I'M VERY HONOURED TO PARTECIPATE THIS EVENT, THANKS SO MUCH FOR INVITING ME TO SPEAK AT THIS HIGH LEVEL FORUM.

LEONARDO, A GLOBAL COMPANY HAVING ITALIAN MINISTRY OF ECONOMY AND FINANCE AS MAIN SHAREHOLDER , IS COMMITTED TO SUPPORT THE CONSTRUCTIVE DIALOGUE AND ECONOMIC RELATION WITH THE ASEAN COUNTRIES TO FEED, FOR WHAT ITS BUSINESS DOMAIN IS CONCERNED, SUCH STRATEGIC PARTNERSHIP, READY TO PROVIDE STATE-OF-ART SOLUTIONS TO PEACE AND SECURITY, INNOVATION AND TECHNOLOGY AND DISASTER MANAGEMENT SECTORS, WHICH ARE SOME OF THE AREAS OF COOPERATION BETWEEN ITALY AND ASEAN COUNTRIES ALSO RECENTLY POINTED OUT IN THE JAKARTA MEETING, AND MORE IN GENERAL SUPPORTING THEIR **ECONOMIC GROWTH.**

POST-PANDEMIC ERA, FURTHERMORE AFFECTED BY OTHER CRISES THAT HAVE GLOBAL, WORLDWIDE EFFECT, IS MAKING OUR CURRENT TIMES QUITE COMPLICATED, EVERYONE OF US, ACCORDINGLY WITH HIS COMPETENCE, ROLE, CAPABILITY, COSCIOUSNESS HAS TO DO HIS BEST TO



CREATE OPPORTUNITIES FOR A NEW AGE OF SECURITY COOPERATION, AND PARTICULARLY IN SOUTH-FAR EAST ASIA, AS PART OF THE INDO-PACIFIC REGION.

CRISES GENERATE ENERGETIC ISSUES, FOOD SHORTAGE, INFLATIONTHE ECONOMIC GROWTH IS FEASIBLE AND SUSTAINABLE ONLY IN CASE OF A STABLE GEO-POLITICAL SITUATION, THIS IS THE FIRST CONDITION TO GUARANTEE THE INVESTMENTS AND IMPLEMENTATION OF A SUCCESSFULL STRATEGY.

THE INDUSTRY CAN HAVE A CRUCIAL ROLE TO DEVELOP THE POWER OF PARTNERSHIP AND MAINTAIN SUCH STABILITY, IN PARTICULAR LEONARDO, AS A GLOBAL PLAYER IN THE AEROSPACE, DEFENCE AND SECURITY SEGMENT HAS THE TASK TO CONTRIBUTE TO PEACE AND SECURITY BY SUPPORTING THE SO CALLED **D⁴ APPROACH: DEFENSE, DETERRENCE, DISSUASION, DISTENSION.** TO ASSURE **DETERRENCE** MEANS TO PREVENT AND AVOID CONFLICTS, IT'S THE NEVER ENDING HUMAN STORY, IS THE OPTION THE GOVERNMENTS HAVE TO PUT IN PLACE WITH CONVICTION AND FIRMNESS BY TRAINED TROOPS AND STATE-OF-ART ASSETS, BESIDES DIPLOMACY AND DIALOGUE, WHICH ARE THE FIRST OPTIONS TO EXERCISE.



THEY HAVE TO CONTRAST THE CONFRONTATION AND FEED DIALOGUE AND COOPERATION AMONG THE LEADERSHIPS, AND A STRONG AEROSPACE AND DEFENCE CAPABILITY DOESN'T ADD FUEL TO THE FIRE, ON THE CONTRARY IT CAN HELP TO ESTINGUISH SUCH FIRE.

IN ORDER TO IMPROVE THE **RESILIENCE** (I.E. THE CAPACITY TO ABSORB AND REACT IN A RESPONSIVE AND WISE WAY), THE INDUSTRY HAS TO MAINTAIN ITS OWN CAPABILITIES BY CONSTANT INVESTMENTS IN PRODUCTS, KNOW-HOW AND HUMAN SKILLS, SO HELPING ITS CUSTOMERS TO ACHIEVE **DETERRENCE AND RESILIENCE**.

WE HELP THE NATIONS TO MAINTAIN THE SITUATIONAL AWARENESS AND THE “STATUS-QUO”, WE MUST CONTINUE TO BE VIGILANT AND REINFORCE THE LINK BETWEEN **DEFENSE AND SECURITY**. GAME CHANGING TECHNOLOGIES CAN CONSTITUTE A DETERRENCE AGAINST THREATS AND CAN HELP TO GUARANTEE PEACE, EQUITY, SECURITY, JUSTICE , HEALTH AND PROSPERITY, IN ONE WORD THE “STABILITY” THAT EVERY HUMAN BEING HAS THE RIGHT TO OWN AND TO MANTAIN, TO PROTECT TANGIBLE AND UNTANGIBLE VALUES AND THE SOVERAIGNTY OF ALL, SMALL AND BIG, NATIONS, SO PREPARING A FERTILE GROUND FOR THE ECONOMIC GROWTH.



FURTHERMORE, THE AEROSPACE, DEFENSE AND SECURITY SECTOR IS AN INCUBATOR FOR INNOVATIVE IDEAS, IS A FRONT RUNNER, A SORT OF LAB SUCH THE FORMULA 1 IS FOR THE AUTOMOTIVE SEGMENT, TECHNOLOGIES DEVELOPED HERE VERY OFTEN FALL INTO OUR NORMAL LIVES, THE ARTIFICIAL INTELLIGENCE IS ONE EXAMPLE OF THIS.

THE INNOVATION AND THE INDUSTRIAL COLLABORATION, INCLUDING TRANSFER OF TECHNOLOGY AND LOCALIZATION, ARE THE AREAS IN WHICH THE RELATIONSHIP WITH THE AEEAN COUNTRIES AND THEIR EXCELLENT LOCAL INDUSTRIES CAN BE DEVELOPED.

BY OUR CUTTING-EDGE TECHNOLOGIES AND WIDE PORTFOLIO OF SOLUTIONS, WE ARE ABLE TO PROVIDE **ISR** (INTELLIGENCE, SURVEILLANCE AND RECONAISSANCE) CAPABILITIES, SUCH AS **AIR DEFENSE**, BY MEANS OF RADARS AND SYSTEMS ABLE TO DETECT AND TRACK AIR THREATS, **MARITIME DOMAIN AWARENESS** SOLUTIONS INCLUDING SPACE CAPABILITIES, NETCENTRIC WARFARE SOLUTIONS, ABLE TO INTERCONNECT ALL THE AVAILABLE ASSETS, ALSO IN JOINT OPERATIONS WITH ALLIED FORCES, AND VERTICAL CAPABILITIES AS WELL, AS GAP FILLERS TO MATCH SPECIFIC CAPACITY LACKS.



AS FAR AS THE MDA IS CONCERNED, THE CORE OF THE SYSTEM IS THE COMMAND&CONTROL, LEONARDO HAS CONCEIVED AND DEPLOYED TO SEVERAL CUSTOMERS WORLDWIDE (STARTING FROM THE INTERAGENCIES SYSTEM FOR MARITIME SURVEILLANCE IN OPERATION IN ITALY) A MODERN, POWERFUL **C5ISR** (COMMAND, CONTROL, COMMUNICATIONS, COMPUTERS AND CYBER RESILIENT) ARCHITECTURE, DESIGNED AS AN INTEGRATED MODULAR, FLEXIBLE AND SCALABLE SYSTEM, CAPABLE TO INTEGRATE BOTH LEGACIES EITHER NEW ASSETS/SYSTEMS, EXPLOITING AND DISSEMINATING DATA COMING FROM DIFFERENT SOURCES IN ORDER TO PROVIDE THE SITUATIONAL AWARENESS, A MANDATORY TOOL TO TAKE DECISIONS IN REAL TIME.

THE MALACCA STRAIT, AND MORE IN GENERAL ALL SOUTH CHINA SEAS AND PACIFIC OCEAN, ARE CRITICAL AREAS DUE TO THE HIGH CONCENTRATION OF NAVAL TRAFFIC AND ECONOMIC IMPORTANCE, SO AN EFFECTIVE, REAL TIME MDA SYSTEM IS CRUCIAL TO IMPLEMENT.

THE FOLLOWING PICTURE EXEMPLIFIES THE CONCEPT AND THE INVOLVED CAPACITY BUILDING BLOCKS:



Command and Control

The Command and Control enables real-time centralized monitoring of the area

Protection

Identification of all friendly resources in the area in order to organize reaction.

Net Centric Communication

Net Centric Communication provides a framework enabling reliable and standardized communications within Local C4I, Regional C4I and the HQ and towards external entities.

Intelligence Surveillance Recognition

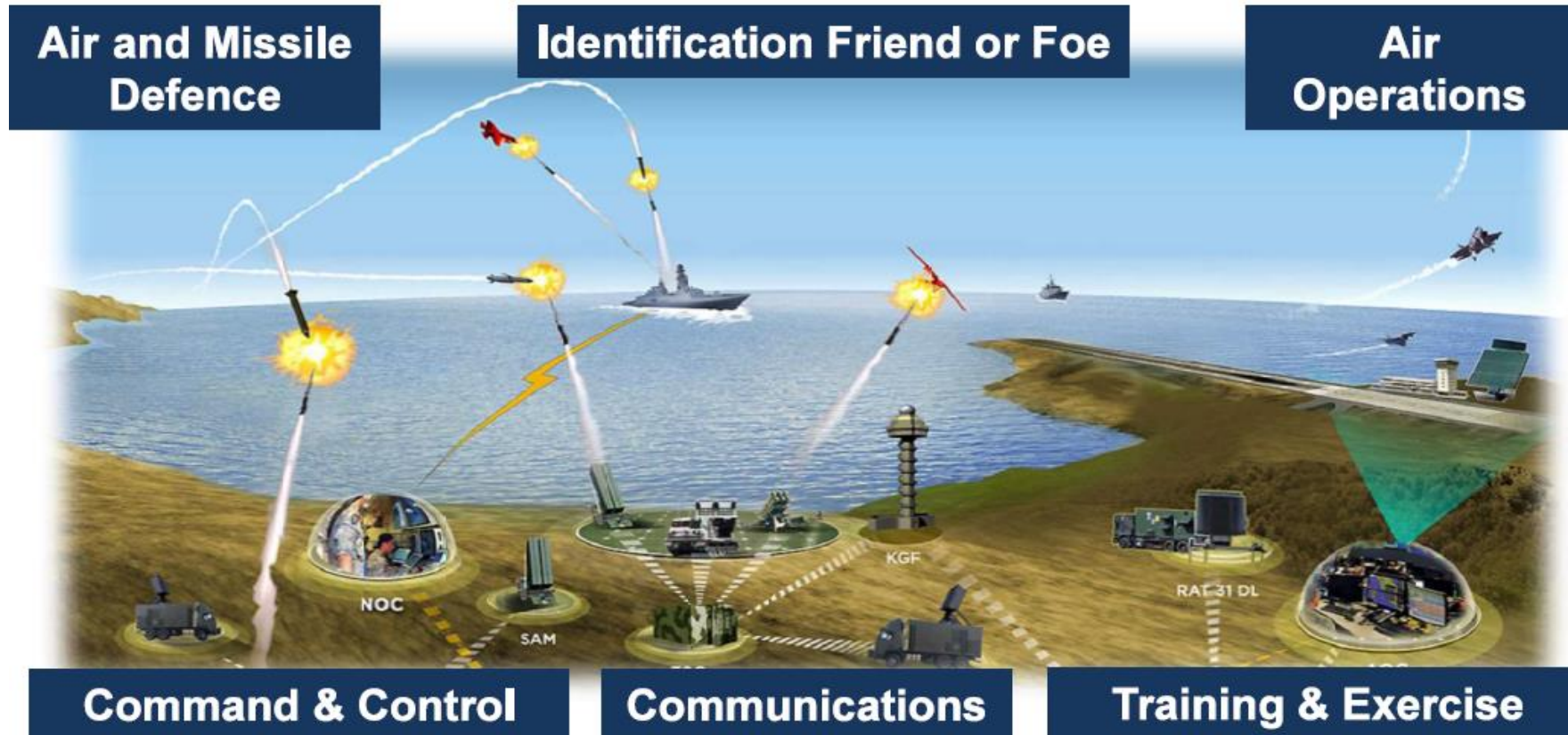
Combined use of multiple sensors and technologies:

- Satellite radar images (Cosmo Sky-med)
- Coastal Radar
- UxV
- Helicopters
- Maritime Patrol aircraft
- Ships
- Underwater surveillance systems



LEONARDO CAN ALSO SUPPLY THE SINGLE VERTICALS (NAVAL HELICOPTERS, MPA/ASW AIRCRAFT, RPAS'S, VTS, COASTAL EO/RADAR SYSTEMS, SHIPBORNE COMBAT SYSTEMS, UNDERWATER SENSORS, SAT AND GROUND SERVICES, COMMUNICATIONS,...) AND IS CAPABLE TO MANAGE THESE ASSETS IN ORDER TO EXTRACT AS MANY AS POSSIBLE INFORMATION FROM THEM.

ANOTHER NETCENTRIC APPLICATION IS, AS SAID, THE AIR DEFENSE :



Extensively used around the world, Leonardo AD Systems are fully equipped to be interoperable in the framework of a reference Integrated Air and Missile Defence (IAMD) Architecture for full protection against the whole spectrum of Air Threats with a multi-layer Air Defence System.

Leonardo AD Systems include :

- **Long Range Air Surveillance Radars, best seller in NATO**
- **Multi-Mission AESA Radar delivering unprecedented operational and cost benefits**
- **SSR/IFF Systems (all Modes, including Mode 5)**
- **Command and Control Centres supporting management of all Air Defence Operations with accurate, responsive and complete actions.**
- **Interoperable and secure Communication equipment and networks**



TALKING ABOUT **RESILIENCE**, THIS MUST BE A PARALLEL CAPABILITY TO DEFEND AND REACT AGAINST THE POSSIBLE TRADITIONAL MILITARY THREATS, IN THE TIME BEING THE CYBER ATTACK IS ONE OF THE MOST INSIDIOUS NEW THREATS, AND WE HAVE DEVELOPED A SET OF CAPABILITIES IN SUCH DOMAIN. WE CAN PROVIDE ADVANCED TECHNOLOGIES AND A COMPREHENSIVE KNOW-HOW FOR DESIGNING TAILORED INNOVATIVE AND DYNAMICALLY EVOLVING SOLUTIONS, ALSO IN COLLABORATION WITH UNIVERSITY, RESEARCH CENTERS, AGENCIES AND THE TRAINING TO ACHIEVE THE CYBER SECURITY AND THE DIGITAL TRANSFORMATION, INCLUDING THE CYBER TEST RANGE.

THE CYBER RESILIENCE SHALL BE ALSO APPLIED TO ALL THE CRITICAL SYSTEMS, INCLUDING THE MILITARY ONES AND THE CRITICAL NATIONAL INFRASTRUCTURES, AND SHALL DYNAMICALLY EVOLVE TO FACE NEW CYBER ATTACKS, THEIR CONTINUOUS UPDATINGS TO TRY TO ELUDE COUNTER MEASURES.

IN THE CYBERCRIME ENVIRONMENT, LEONARDO HAS DEVELOPED A COMPREHENSIVE CAPABILITY TO SUPPORT POLICE FORCES TO PERFORM EFFECTIVE INVESTIGATIONS.





Certified **SOCs (Security Operation Centers)**, in Italy and UK, active 24/7, deliver data and network security, training & academy activities, prevention and management and recovery of incidents.

**DATA
SECURITY
STUDY FOR
THE GALILEO
SATELLITE
NETWORK**



Open Source Intelligence (OSINT) Centre, with its **High Performance Computer (HPC)**, monitors and analysis data from multiple sources delivering cyber intelligence services to government and organizations worldwide.

**NATO GLOBAL CYBER
DEFENCE MISSION PARTNER**



We offer solutions for the monitoring, analysis and containment of security incidents and provide support to process digitization through secure, interoperable applications and cloud services.



ANOTHER FOLLOW-ON IS THE TECHNOLOGICAL CONTRIBUTION FOR SMART CITIES PROJECT DESIGN AND IMPLEMENTATION, SO IMPROVING THE URBAN SECURITY.

TO EXPLOIT THE MILITARY DOCTRINES AND MODERNIZE ASSETS IS THE SOLUTION TO PREVENT CONFLICTS, TO IMPROVE THE CYBERSECURITY IS THE WAY TO GUARANTEE THE RESILIENCE AGAINST CYBER ATTACKS.

ANOTHER AREA ADJACENT TO THIS, AGAIN EXPLOITING LEONARDO'S COMMAND&CONTROL CAPABILITIES, IS THE PREVENTION OF/AND THE **FAST REACTION TO NATURAL DISASTERS**.

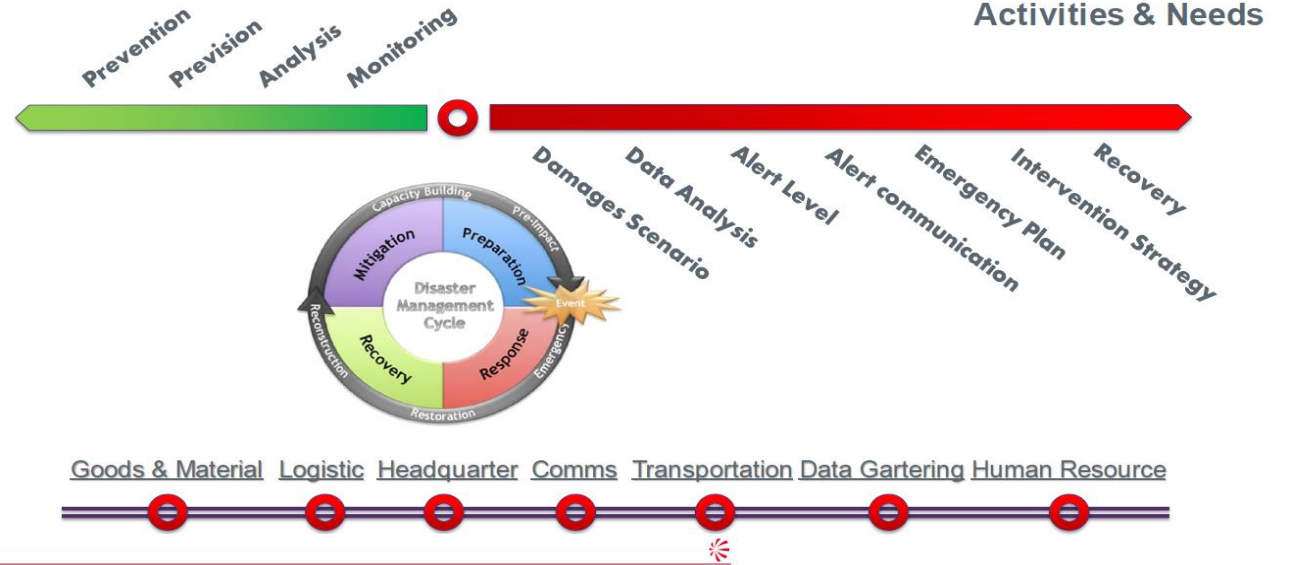
LEONARDO HAS DEVELOPED IN COOPERATION WITH THE CUSTOMERS THE CONOPS AND AN INTEGRATED AND MODULAR CAPABILITY (ERMS- EMERGENCY RELIEF MANAGEMENT SYSTEM) TO MANAGE EMERGENCIES, BASED ON THE TECHNICALITIES DEVELOPED IN THE MILITARY FIELD BY A DUAL-USE APPROACH, STARTING FROM THE EMERGENCY CLASSIFICATION, THE PROCESS AND THE SYSTEM IN WHICH IT IS IMPLEMENTED, HEREINAFTER DEPICTED TO PROVIDE AT A GLANCE EXPLANATION:



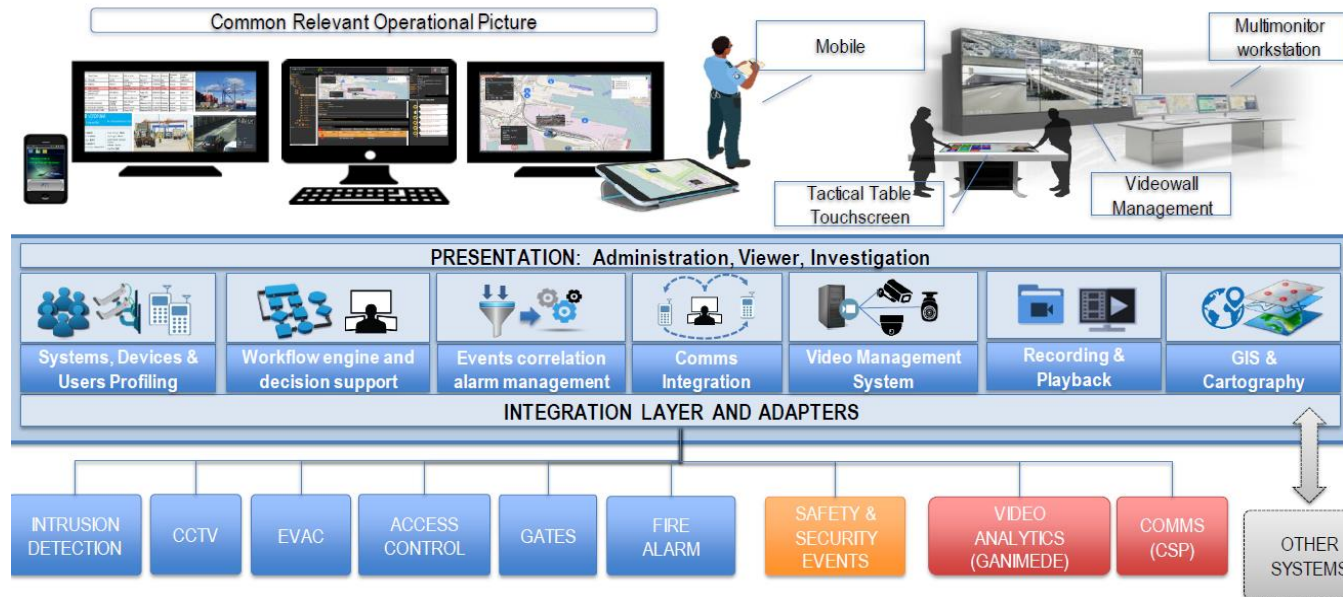
Emergency Classification



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Command & Control Centre



AS LAST POINT, I WOULD LIKE TO OUTLINE HOW LEONARDO AS GLOBAL COMPANY, PRESENT IN MORE THAN 50 COUNTRIES IN THE WORLD INCLUDING MOST OF THE ASEAN ONES, CAN IN CONCRETE CONTRIBUTE TO THE INDUSTRIAL AND ECONOMIC GROWTH IN SOME AREAS IN WHICH OUR PARTNERS WOULD LIKE TO IMPROVE LOCAL CAPABILITY.

LEONARDO INVESTS IN RESEARCH AND DEVELOPMENT ABOUT 13% OF ITS ANNUAL REVENUES IN ORDER TO MAINTAIN ITS CUTTING EDGE TECHNOLOGY, EMBRACING THROUGH ITS LABS THE APPLIED ARTIFICIAL INTELLIGENCE, THE FUTURE ELECTRONICS AND SENSING, QUANTUM TECHNOLOGIES, ROBOTICS, IN ORDER TO ENHANCE THEIR POTENTIAL INTO CONCRETE APPLICATIONS, TO KEEP OUR PRODUCTS COMPETITIVE AND EXPLORING AND MERGING DISRUPTIVE TECHNOLOGIES TO ANTICIPATE FUTURE MARKET REQUIREMENTS AND MAINTAIN THE GAP TO DELIVER SUPREMACY TO OUR CUSTOMERS IN ALL THE DOMAINS (SEA, AIR, LAND, SPACE AND CYBER).

BASED ON THE DIFFERENT COUNTRIES' APPROACH AND STRATEGY, AND ACCORDINGLY WITH THE EXISTING LOCAL FOOTPRINT, LEONARDO CAN DISCUSS AND DEFINE LOCALIZATION PLANS INVOLVING OUR LOCAL SUBSIDIARIES AND BRANCHES AND THE INDIGENEOUS INDUSTRY THROUGH



AN AGREED **TRANSFER OF TECHNOLOGY**, AUTHORIZED BY ITALIAN GOV. RELEVANT DEPARTMENTS.
AS FIRST STEP, AN IN COUNTRY LIFE-CYCLE SUSTEINMENT FOR OUR SYSTEMS CAN BE STRUCTURED
AND IMPLEMENTED IN ORDER TO GUARANTEE THE VICINITY TO THE END USER AND IMPROVE THE
EFFICIENCY, LIMITING THE REPAIR TIME AND HAVING A BETTER OPERATIONAL SYSTEM AVAILABILITY.
FURTHER STEPS CAN BE DISCUSSED AND AGREED, SUCH AS THE ENGINEERING EFFORT IN THE
CUSTOMIZATION OF THE SYSTEM UP TO THE LOCAL MANUFACTURING CAPABILITY.
THE LIFE IS BECOMING EVEN MORE CHALLENGING, DIFFICULT AND UNPREDICTABLE....
IN ORDER TO GUARANTEE PROGRESS, PEACE, PROSPERITY AND STABILITY, ESSENTIAL
REQUIREMENTS TO REACH AND IMPROVE **THE ECONOMIC HEALTH**, WE HAVE TO CARRY OUT
POWERFUL AND UNITARY EFFORTS TO MAINTAIN AND EXPLOIT SUCH STATUS, AND **LEONARDO**
WOULD BE PROUD TO SERVE, BY MEANS OF ITS SOLUTIONS, THE ASEAN COUNTRIES TO ACHIEVE
SUCH GOALS, ALSO IN COOPERATION WITH THE LOCAL INDUSTRY.

THANKS SO MUCH FOR YOUR KIND ATTENTION

