

U.S. ARMY, SIMULATION, TRAINING AND INSTRUMENTATION COMMAND

FOREIGN MILITARY SALES OVERVIEW

31 MAY, 2002



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AND INTERNATIONAL PROGRAMS



Show Me The Money ! ! !

Briefing Outline

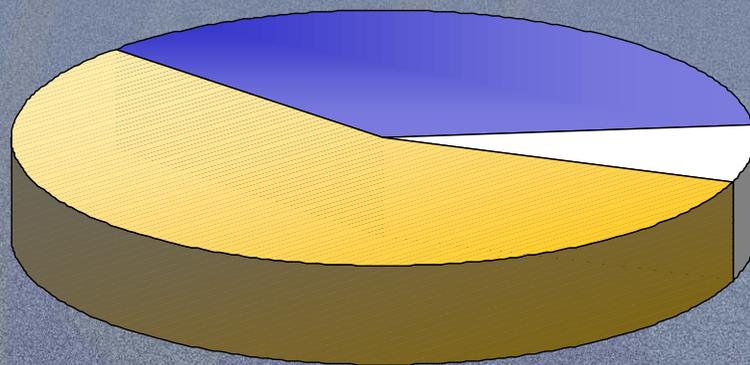
- Trends in Foreign Military Financing
- STRICOM New Business Metric
- Regional New Business Opportunities
- Summary



FY01 Foreign Military Financing

Total = \$3.535B

Egypt - \$1.2935B



Others

Israel - \$1.980B

Partnership for Peace - \$102.89M

Jordan - \$74.63M

Poland - \$12.24M

Nigeria - \$10M

Czech - \$8.956M

Hungary - \$8.956M

African Regional Stability - \$7.911M

Enhanced Int'l Peacekeeping - \$5.97M

Bosnia - \$5.97M

Georgia - \$4.478M

Caribbean - \$3.980M

Tunisia - \$3.483M

Malta - \$2.985M

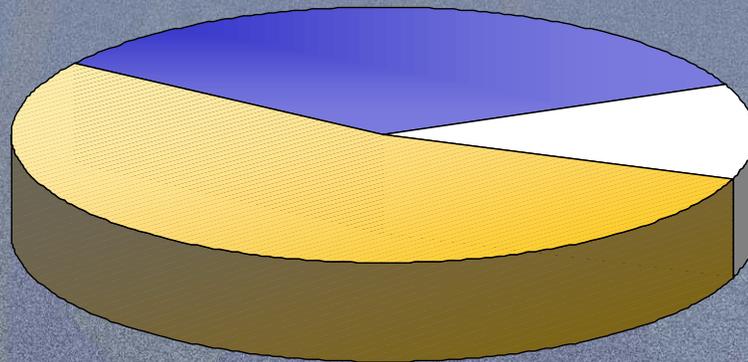
Morocco - \$2.488M



FY02 Foreign Military Financing

Total = \$3.674B

Egypt - \$1.3B



Others

Israel - \$2.040B

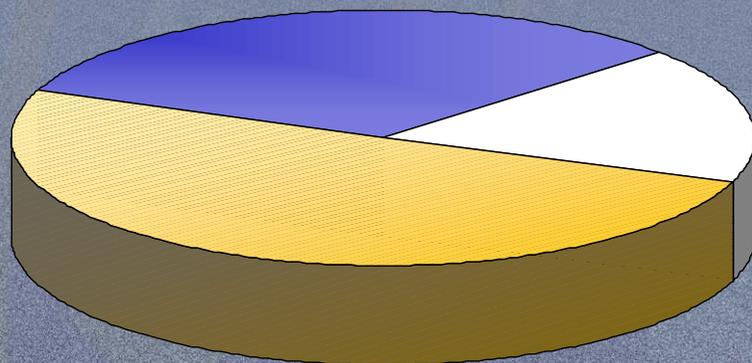
- Partnership for Peace - \$97.5
- Jordan - \$75M
- Philippines - \$19M
- Poland - \$15M
- Czech Rep - \$12M
- Hungary - \$12M
- Nigeria - \$10M
- Enhanced Int'l Peacekeeping - \$8M
- South Africa - \$6M
- Caribbean - \$5.5M
- WHA Conflict Prevention - \$4M
- WHA Regional Stability - \$4M
- El Salvador - \$3.5M
- Morocco - \$3.5M
- Tunisia - \$3.5M
- African Regional Stability - \$3M
- Bosnia - \$2.5M
- Mongolia - \$2M



FY03 Foreign Military Financing

Total = \$4.107B

Egypt - \$1.3B



Others

Israel - \$2.1B

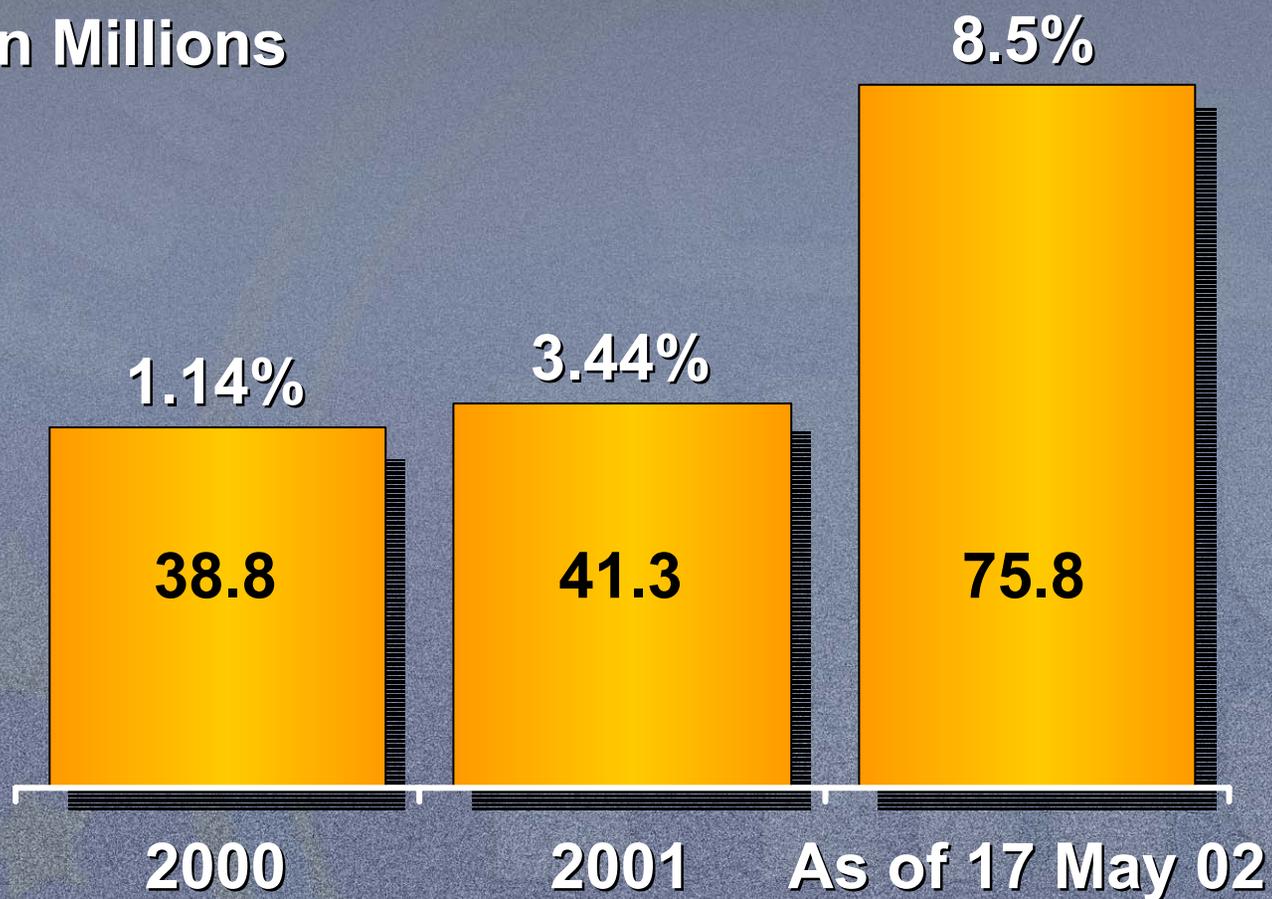
- Jordan - \$198M
- Partnership for Peace - \$112.7M
- Colombia - \$98M
- India - \$50M
- Pakistan - \$50M
- Oman - \$20M
- Philippines - \$20M
- Turkey - \$17.5M
- Poland - \$13M
- Czech Rep - \$11M
- Hungary - \$11M
- Macedonia - \$11M
- Romania - \$10M
- Bulgaria - \$9.5M
- Slovakia - \$9M
- Uzbekistan - \$8.75M
- Lithuania - \$7.5M
- Georgia - \$7M
- Latvia - \$7M



New Business Performance Measure

Book-to-Bill

\$ in Millions





U.S. Central Command (CENTCOM)

Pending (1-3 months)

COUNTRY	PRODUCT	DOLLARS
Saudi Arabia	AGTS / TWGSS	\$6,814,425

Under Development (3-6 months)

COUNTRY	PRODUCT	DOLLARS
Uzbekistan	Simulation / Distance Learning Center	\$1,934,000

Planning (6-9 months)

COUNTRY	PRODUCT	DOLLARS
Saudi Arabia	JCATS	\$556,445
Jordan	PGTS	\$1,386,000
Jordan	LOMATT	\$753,847
Jordan	EST	\$498,016
Jordan	GUARDFIST II	\$2,500,000



U.S. European Command (EUCOM)

Pending (1-3 months)

COUNTRY	PRODUCT	DOLLARS
Norway	NASAMS Targets Support	\$2,804,500

Under Development (3-6 months)

COUNTRY	PRODUCT	DOLLARS
Slovenia	JTLS Simulation Center	\$600,000
Tunisia	JCATS Simulation Center	\$448,000

Planning (6-9 months)

COUNTRY	PRODUCT	DOLLARS
Ireland	JANUS Simulation Center	\$346,766
Greece	JCATS	\$448,000
Turkey	JCATS	\$448,000



U.S. Pacific Command (PACOM)

Pending (1-3 months)

COUNTRY	PRODUCT	DOLLARS
Singapore	JCATS / OneSAF	\$479,376
Japan	HAWK ASP Targets Support	\$928,053
Korea	MQM-107D Targets	\$1,633,489

Under Development (3-6 months)

COUNTRY	PRODUCT	DOLLARS
Japan	Patriot ASP Targets Support	\$4,377,360

Planning (6-9 months)

COUNTRY	PRODUCT	DOLLARS
Japan	HAWK ASP Targets Support	\$929,603
Japan	Chu-Sam 05 Targets Support	\$990,844
Taiwan	Engagement Skills Trainer	\$3,464,250
Taiwan	AGTS / TDT	\$14,483,807
Taiwan	MILES	\$10,000,000
xxxxxx	FS-CATT	\$12,188,491



U.S. Southern Command (SOUTHCOM)

Pending (1-3 months)

COUNTRY	PRODUCT	DOLLARS
None	None	None

Under Development (3-6 months)

COUNTRY	PRODUCT	DOLLARS
None	None	None

Planning (6-9 months)

COUNTRY	PRODUCT	DOLLARS
Argentina	MILES	\$4,573,520
Colombia	JCATS	\$448,000



Summary

- Discretionary FMF (other than Egypt and Israel) on the rise!
- STRICOM has Received Over **\$75M in New Business** FY02 to Date
- STRICOM has Over **\$15M in Pending FMS Cases**
- STRICOM **Currently Developing** Additional FMS Cases Valued at **\$6.8M**
- STRICOM has Provided **\$54.1M in Planning Data**