



## ***“GEI Award” Presentation***

### **Speech**

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New York – December 4, 2006

A few months ago has been told, and widely echoed in the newspapers, that in the future Italy will be able to offer good food and soccer only.

Concerning good food, it is not difficult to say that it will remain for a long while a distinctive plus of the Italian style.

On the soccer side, all of us have still in mind the highlights of that sweet summer night in Berlin, at the Olympiastadion...

But, for sure, this is not the whole story.

Italy has something more to say, also in the fields of high technology, competitiveness and innovation, and Finmeccanica carried on its part of responsibility to demonstrate it worldwide.

For this reason, I am very proud to receive today the “GEI Award” not only and not mainly for a personal gratification, but rather as a qualified acknowledgment of Finmeccanica achievements.

The motivation of the prize refers to Finmeccanica as “a global giant with strong ties to the United States”.

I don't know if Finmeccanica can be properly defined "a giant", but without any doubt we are now a global player and we intend to compete all around the world, and possibly to win.

In 2002 we defined a few strategic guidelines and afterwards we went straightforward along them.

Growth, internationalization, staying at the technological frontier: all these objectives drove us more and more towards the global market, and therefore towards United States, too.

Here in the US we proposed ourselves as a challenging and fair competitor: sometimes we won, sometimes we lost.

But, which is by far more relevant for me, we set up strong and durable partnerships with US companies on the basis of our excellences and competitiveness.

Moreover, we succeeded in convincing US institutions that we are a reliable supplier even in highly sensitive fields, respecting the US rules and competing fairly.

As a consequences of this successful story, our presence in the US is progressively growing and our roots are going deeper and deeper in the American soil.

Tomorrow I will be in Charleston to inaugurate the new industrial plant for the integration of the B787 Dreamliner, a program in which Boeing asked Alenia

Aeronautica to be a risk sharing partner, recognizing its technological leadership in composite materials.

This excellence and the ones of the other Finmeccanica's companies have been acquired thanks to huge investments in research made, which allowed Finmeccanica to enter the TOP 50 in the "2005 International R&D Scoreboard" issued by the UK Department of Trade and Industry.

Although by now Finmeccanica is the only one Italian industry to appear in this special ranking, I am strongly convinced that the future of Italian industry will go throughout competitiveness.

Accepting this challenge and facing it with the willingness of taking risks and investing in innovation, it will be possible for Italy to maintain the proper place in the changing world, as it was in the past.