

FIAS 2026 MEDIA BRIEFING TRANSCRIPT

FalconWorks: responding to the threat environment

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Anthony Gregory, FalconWorks Business Development and Strategy Director, BAE Systems

Morning ladies and gentlemen. Thank you for coming.

I think today we just want to spend 20 minutes, half an hour or so running through how we see applications of exciting new technology, particularly in the arena of autonomous systems and so on... how we see that helping the customer community do things in a very different way.

The title talks about the threat environment, what we see and how we're responding to the challenges. What we're trying to do is take that emerging technology, which is all things autonomous, and apply it across a range of vehicle solutions that allow our customers to achieve the same outcomes in a very different way. So how can we do that in a much more cost-effective way? How can we offer solutions that provide the same outcome but can then evolve in a matter of days, weeks or months? Because that's the pace at which we see the security threat environment evolving.

You'll hear lots of the customers start to talk about cost of capability. We know that on any given day, when you're performing a task, or a certain system, it will inevitably have to change next week and the week after. So how do we do that in a cost-effective fashion and provide, as I say, the end outcome in a very different way.

Let me start to run through just some of the things we're doing. As you'd expect, we're looking to apply those technologies over a range of vehicle solutions to achieve many different things, whether they're in the air domain or the land and maritime domain. Colleagues will pick up on some examples of that later, but I'm sure you understand the application of AI and what's coming across these systems in that landscape. So we find ourselves in a world where we're working with air forces, with navies and with armies, around very similar themes.

Behind me you'll have seen us talk about this last year at DSEI. We were pleased then to announce our collaboration with LockheedMartin Skunk Works. Everybody's very proud to be working together, with a similar intent, a similar ethos, delivering the best possible solutions for our customers. We announced this programme last year at DSEI. Essentially it's a collaboration to bring forward novel jamming decoy technology products, but also a bit of a hybrid.

Today, I'm really proud to announce that we're moving on to give the product a formal name. So the name of this will be Blizzard. We've chosen Blizzard as a reflection of the defining role it will play. This vehicle is being carried by other crewed and uncrewed systems to complement effects in the battle space. It really enables other systems to do the job they need to do by decoying and suppressing what we see as a very hostile threat environment. So, as I say, delighted to share this name – Blizzard - here first for you. We continue to work to bring this product to life as we step through 2027 into 2028.

Another thing we're very proud to be working on is in response to the UK Army's Project NYX. Again, a similar theme. How do we apply autonomous technologies, in this case to rotary-wing systems that can support and complement crewed rotary-wing battlefield assets? Together, these things give us much better capability and different optionality in terms of choice, risk profile and roles.

We're particularly proud to be teamed with Certo Aerospace, a UK SME based in Frome in Somerset. They've really worked hard on bringing to life novel technology around a coaxial configuration for those

rotary-wing systems, which we believe offers the best power-to-weight translation for the product. We think it's the best maturity of the system going in towards Project NYX.

The other important point about this teaming is that it brings together the best of FalconWorks, the best of the other companies we're working with in the UK, including Certo Aerospace, to provide what we think in the UK is the only solution going forward. It draws down on expertise from Matt's business in Callen-Lenz. It draws on expertise from Neil's business at Malloy. It draws down on expertise from BAE Systems FalconWorks as we look to move capabilities together to provide the best solution.

Finally, before I hand over to Neil to talk about Malloy and Matt to talk about Callen-Lenz – Phasa-35, just a quick update. As you know, as part of those layered solutions, we're also exploring applications for exploitation of the stratosphere. So how can we take more electric, solar-power technology and provide meaningful payloads and meaningful capabilities for our customers that complement low-earth-orbit satellite-based capability? These systems we see as being much more agile and much more cost-effective to put up, with temporary networks, while being complementary to that satellite-based capability. We're continuing to mature the technology rapidly. Hopefully, as we go through this year, we'll have more exciting news on what we're doing there.

I'll hand over to Neil.

Neil Appleton, Chief Executive, BAE Systems' Malloy Aeronautics

Thanks Foxy. Good morning everyone.

I think most people will be familiar with the T-150. Foxy's talked about the emerging technology and some of our newer products, but actually when you get to the Malloy and Callen-Lenz end of the table [inaudible].

There are a significant amount of T-150s already delivered globally. It's an octocopter platform designed to lift 68kg. It's a last-mile resupply system, but it's also a multi-run platform, so it can achieve basic logistics. You'll have seen video footage on the stand and also APKWS firing. US Marines are using it for mine clearance. So it's all a multi-role mission service.

That's where the emerging technology comes together with the core airframe. Significant numbers have been delivered worldwide already, with service by US Marines, US Army, the UK and Ukraine via MOD donations, and other NATO customers starting to take the product on board. So it's used across NATO now.

It's very much in that mature technology state and we continue to grow. The product iterates on a regular basis based on feedback we get from all those users, and as Foxy said we are making sure we stand ready to be part of that broader ecosystem.

Matt Foster, Chief Executive, BAE Systems' Callen-Lenz

Thanks Neil, thanks Foxy, I'm Matt Foster, CEO of Callen-Lenz.

Callen-Lenz's background for those of you who aren't familiar, we're a fixed-wing uncrewed systems provider. We started around 2007 and really grew up looking at consultancy of uncrewed systems development, and then low-rate manufacture of unique capabilities in that area. So we've got full capability from air vehicle design and mission system design, growing in-house capability and extensive CAA provisions and a relationship with the LAA as well as we move up.

One thing we haven't really talked too much about, but that we're being more overt about, is a one-way effect capability within Callen-Lenz. We've traditionally been an ISR business and still have a strong set of ISR products in the family, but the OWE capability has grown out of relationships over the last three years and due to requirements in operational environments. This particular platform has been highly successful and proven in those operational environments, and we're just starting to talk more widely about it and to bring that capability forward into the UK in particular from an MOD perspective.

You'll have seen on our social media feed a couple of trials we've been working closely with the Royal Artillery in the British Army, which was the demonstration we did in Estonia as part of an exercise called Spring Storm. We did a live demonstration of the Nyan capability out in Estonia, and then we followed up around a month later, working very collaboratively from Callen-Lenz into the British Army.

So it's a British Army asset, a Royal Artillery asset, on a naval ship. It was the first time that the Aerospace Warfare Centre and their test and evaluation squadron operated the platform. So quite a number of firsts on that trial. So Callen-Lenz working with the Army, the Navy and the Air Force to test-fire for the time a jet powered one-way capability from a naval vessel. And we're working with other international customers as we go through this week on the next steps.

Anthony Gregory, FalconWorks Business Development and Strategy Director, BAE Systems

Thanks Matt.

Just to wrap up from our perspective, hopefully you can start to see that there's a range of products and solutions starting to come together. They all draw down on autonomous technology and AI technology. Increasingly we're working very closely across the UK ecosystem to establish onshore solutions and onshore capability, to create UK jobs, but more importantly to ensure the UK has a good security position going forward.

As you can see, they do start to link. So the next chapter of the journey is how do we start to link these things together in terms of coordinating their end effects, but also in terms of how they can technically work together and talk to each other. We continue to be on that journey. And clearly we're trying to take UK-based products to international customers.

I'll stop there.

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