

VAYU Interview with **Phil Shaw, Chief Executive, Lockheed Martin India**

VAYU: *Could you provide an update on status of the second batch of six C-130J Super Hercules for the Indian Air Force? Also, has the IAF/MoD approached Lockheed Martin about an attrition replacement for KC3803, which crashed last year?*

PS: On 27 December, India and the US Government signed a Letter of Offer and Acceptance for six more C-130J Super Hercules aircraft. Under a foreign military sales (FMS) programme, this repeat order between the two governments is testament to the brilliant performance of the existing C-130J aircraft at the hands of the Indian Air Force over the last two years on Special Forces operations. These new aircraft will be stationed at Panagarh in West Bengal.

The Indian Air Force received its first C-130J on 5 February 2011, part of six aircraft contracted in 2008, which marked a watershed in Indo-US relations. This was the first U.S. military purchase by India after four decades. All six aircraft were delivered to the IAF under budget and ahead of schedule.

We have not received any order for replacement of the KC3808 so far.

VAYU: *Tata Advanced Systems Limited (TASL) is presently manufacturing empennages and centre wing box assemblies for the Super Hercules product line. What proportion of C-130Js produced in a year contain parts from Tata? Are you looking to source more aerostructures from Indian suppliers, across your various product families?*

PS: The Tata-Lockheed Martin Aerostructures Limited (TLMAL) facility in Hyderabad manufactures airframe components for the global supply chain of the C-130J Super Hercules. TLMAL was winner in the best joint venture at the Aerospace & Defense Awards in 2013. Tata Advanced Systems holds a 74% stake in the joint venture, with Lockheed Martin holding a 26% stake. Tata Advanced Systems is a wholly owned subsidiary of Tata Sons that provides integrated solutions for aerospace, defence, homeland security and disaster management. The Tata-LM joint venture has been a very successful example of bringing meaningful industry partnerships in India.

We are very pleased with the performance of the JV and believe it has the potential to expand into other areas that will result in long term, mutually beneficial partnerships.

VAYU: *Could you comment on Lockheed Martin's plans to fulfil future Indian Navy medium multirole helicopter requirements, particularly in regard to the Indian government's focus on large-scale military projects needing to have an Indian production element? Would this impact on your ability to offer the technologically advanced MH-60R, for instance?*

PS: Lockheed Martin along with our Team Seahawk (TS) industry partners are currently active in the inquiries for upcoming Naval Multi-Role Helicopter RFP. We are confident



the TS solution provides the best proven maritime helicopter that is operational today. In addition to the United States Navy operating both the MH-60R (Romeo) and the MH-60S (Sierra) helicopters, the Navies of Australia, Denmark and Thailand have recently acquired these helicopters.

LM looks forward to compete in the Naval Multi-Role Helicopter competition along with our TS industry partners. Showcasing the proven capabilities of both

the MH-60R (Romeo) and the MH-60S (Sierra) in support of the upcoming competition provides the Indian MoD and Indian Navy an invaluable opportunity to see firsthand these capabilities in an operational environment. The MH-60R is the most capable maritime helicopter available and conducting real world operations today. Complemented by the MH-60S, these two platforms bring the full spectrum of capability required by today's international Navies.

VAYU: *Lockheed made a relatively quiet and low-profile entry into the Indian simulation market with FSTC, based in Gurgaon. Could you elaborate on further plans in this sector, and opportunities both civil and military?*

PS: Lockheed Martin has begun targeting commercial pilot training. At the Flight Simulation Training Centre (FSTC) in Gurgaon - a joint venture between Lockheed Martin and Indian company Flywings - Boeing 737 and Airbus 320 pilots train round-the-clock on two flight simulators. Lockheed Martin Commercial Flight Training has supplied the simulators. FSTC is already running at 95 per cent capacity, having obtained full Type Rating Training Organisation (TRTO) certification from the DGCA in May 2013. With a quest towards achieving international standards and with a view to provide training not only to Indian pilots, but also to regional airlines, the facility received EASA approval for A320 training.

VAYU: *What is the focus of Lockheed Martin's presence at Aero India this year, and what are your forecast of the Indian aviation and defence market for 2015?*

PS: At Aero India 2015, Lockheed Martin will focus on the following products:

C-130J Super Hercules "the world's proven airlifter". Throughout aviation history no aircraft, either developed or under development, can match the flexibility of the C-130 Hercules.

In production longer than any other military aircraft, the Hercules has always demonstrated the ability to fulfill the mission on hand, the aircraft's multi-role, multi-mission capability demonstrated daily by meeting the airlift needs of 72 countries. Be it combat delivery, special missions, aerial refueling, search and rescue, firefighting, weather reconnaissance, armed ISR, medivac, long range maritime patrol or the strategic

and last tactical mile resupply of ground forces, the C-130 is always ready. Fifteen countries, including India, have already selected the C-130J Super Hercules to meet their airlift requirements.

Lockheed Martin will also be showcasing its world-proven missile systems including the precision-strike AGM-114R multi-purpose Hellfire II which consolidates the capabilities of all previous Hellfire II variants equipped with semi-active laser (SAL) seekers into a single missile that defeats hard, soft, and enclosed targets; DAGR puts proven Hellfire II technology into a 2.75-inch guidance section that integrates seamlessly with legacy Hydra-70 rockets and Javelin which designed originally as a shoulder-fired, medium-range precision-strike anti-tank weapon, has proven to be highly versatile: it defeats a broad target set, particularly in urban combat.

Lockheed Martin focus will also be on The MH-60R/S Romeo and Sierra which are the lowest-risk and most advanced maritime helicopters the Indian Navy can procure for their multi-requirement NMRH programme. The MH-60R/S helicopters provide 21st Century, Multi-Mission Maritime Excellence.

India boasts a rapidly growing economy, and the fastest growing civil aviation market in the world, with air passenger traffic reported to be growing at 15% per annum. The country is in the midst of a major modernisation drive, which presents a terrific export opportunity for aerospace & defence manufacturers. Aero India 2015 will provide a significant platform in bolstering business opportunities. A rapidly growing economy, defence preparedness challenges and opening up of defence production to private sector, have given a major fillip to the defence industry in India. It has also become a hub centre for defence business in the Asia region.