

Interview | Lockheed Martin

'Lockheed Martin is Focussed on Three Programmes Right Now: C-130J; MH-60R/S for the Indian Navy and the Javelin Missile'

—Phil Shaw, Chief Executive, Lockheed Martin India

How was the year 2014 for Lockheed Martin defence business in India?

Lockheed Martin ended the year 2014 by signing a follow-on contract for six C-130J aircraft for the IAF worth almost USD 65 million. Deliveries are scheduled to begin in 2017. The year also saw the delivery of the first C-130J aerostructure part delivered from the LM-Tata JV facility in Hyderabad for the global supply chain.

In November, Lockheed Martin launched a university challenge for concept design to develop Roll-on/Roll-off cargo aircraft modules for disaster relief operations for C-130J aircraft. Teams from five leading Indian universities presented their designs to LM officials. The university teams participating in the challenge include IIT Delhi, IIT Chennai, Delhi Technological University (DTU), University of Petroleum and Energy Studies (UPES), and BITS Pilani's Goa Campus.

Lockheed Martin is also actively engaged in several other campaigns for all services and other critical areas like alternate energy and has made presentations to several state governments. Lockheed Martin has forayed into the renewable energy sector, by setting up a plant to generate 2.5 megawatts of energy from municipal waste partnering with Blue Concord for Pune Municipal Corporation. From being an aerospace and defence giant, Lockheed Martin is tapping new areas and creating a new profile in India. Protecting national security requires not only good arms and equipment but also good tactical communication for situational awareness and coordination. Lockheed Martin has the ability to offer the most effective and efficient equipment to deliver this affordable capability. Border security is our forte and we do offer a full gamut of capabilities which we want to offer to India. At the moment we are in dialogue with ministry of home affairs and hope it will open avenues.

Tell us about Tata Lockheed Martin Aerostructures Ltd. What key aircraft components, and how many units, did the facility manufacture in 2014?



Tata Lockheed Martin Aerostructures facility is export-oriented, and the products manufactured will form a key aircraft structure that Lockheed Martin will integrate and complete for its global C-130 aircraft customers. It will raise the level of capability of the aerospace industry in India and also complement the efforts of defence public sector undertakings. The objective of this facility is to create strategic cost-effective, high quality, manufacturing capabilities in India. Initial focus area is the assembly of aero-structures, which includes centre wing box and empennage for the C-130J aircraft.

Does the facility cater exclusively to the C-130J aircraft components? Are you planning to manufacture spares parts etc, for other Lockheed Martin aircrafts as well?

At present it is producing parts only for the C-130J. However, with India fast becoming part of the global supply chain to some of the biggest defence suppliers in the world, India's potential as a manufacturing hub for aerospace and defence sector is just being realised.

What steps are you taking to align yourself with the government's 'Make in India' initiatives?

We believe India is an epicentre of innovation. The 'Make in India' concept in the defence sector has potential to raise defence manufacturing in the country from its present 30 per cent to 70 per cent in the next few years. In the JV with Tata's Lockheed Martin has 26 per cent

equity and the programme is doing well. Lockheed Martin is exploring opportunities to develop joint ventures with other public and private companies. The company's approach is of partnership and investment in India, for India's development and global market.

Beyond C-130J, what other defence programmes are you currently competing in?

Lockheed Martin is focussed on three programmes right now: the C-130J; the MH-60R/S for the Indian Navy and the Javelin missile.

Indian customers often complain about the spare parts and the export control issues on the items procured from the United States, especially through EMS route. Do you see any changes in the policies from either side to ease out these restrictions?

Every market has challenges which are unique. As a global supplier of quality equipment, Lockheed Martin has the experience of working in different environments and adjusting to the needs of the customer. We are here to work with Indian government and US government procedures to deliver best value.

Apart from Tata, what other partnerships do you have with the Indian private companies?

Besides the JV with Tata which is producing large aerostructure parts for the C-130J global supply chain, Lockheed Martin Commercial Flight Training company has a joint venture with Fly Wings Aviation called Flight Simulators Techniques Centre (FSTC), where local employees in Gurgaon, Haryana provide simulator training and type ratings for commercial aircraft.

As part of its larger commitment to enhance growth and development of India's innovation and entrepreneurial pursuits, Lockheed Martin also supports the community through programmes such as the India Innovation Growth Program (IIGP), which is designed to accelerate the launch of early-stage Indian technologies into the global marketplace. ■