

'STRENGTHENING PARTNERSHIP & PRODUCTION'

PHIL SHAW, Chief Executive, Lockheed Martin India, talks about ways to expand partnership with the Indian defence and aerospace industry

Could you please provide an update on the Indian Air Force's additional six C-130Js from Lockheed Martin signed in 2013? Where does the delivery of these planes stand now? Any schedules for the deliveries?

Lockheed Martin continues to work with the Indian Air Force as it expands its C-130J Super Hercules fleet. The six additional C-130Js continue to track toward delivery in 2017.



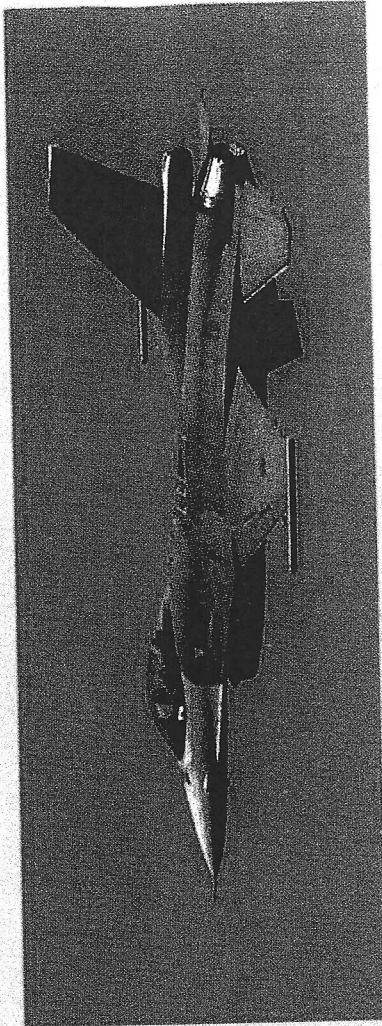
PHIL SHAW

world and the facility in Hyderabad is the sole supplier of the tail empennage section of the aircraft. The first aircraft with an Indian tail flew at the end of 2014 and now all C-130Js produced have this component. 'Made in India' and supporting the development of the aerospace industrial base in the country. Because we have had a positive experience here, we are looking for ways to expand this partnership on multiple programs, although nothing is yet firmed up. We are also in dialogue with other public and private sector industries, both large and small, for multiple potential programs in India, so we are not just looking to expand our relationship with Tata, but also with the wider and growing defence and aerospace industry.

Sometime in late 2015, Lockheed Martin's global leadership had met with Indian Prime Minister Narendra Modi and there were reports of the company offering to make the F-16s in India? Is the company seeing any progress on this offer?

Lockheed Martin's partnership with New Delhi spans more than 20 years with a strong emphasis on the 'Make in India' ethos. We stand by ready to strengthen and expand our partnership with India in

Is the Javelin still on offer to India? Will you offer to make this system in India, considering that India has previously done similar deals for Russian and French anti-



Javelin Joint Venture is in discussions with Indian companies competing in the FICV program and believe the Javelin missile's fire and forget capability and unparalleled lethality make Javelin the best solution to support the Indian Army Mechanized Force requirements.

How does the Indian government policy move on 'Strategic Partner' for major 'system of systems' likely to impact your business in India in terms of looking for partners?

Lockheed Martin will be happy to support the government's strategic partner initiative. Under an open competition, it is likely that OEMs will seek their

own partnerships as they do today, but under a government to government deal or directed buy by the government of India, they may elect to nominate production or strategic partners very much as they do today but to include the private as well as public sector. We will happily comply with whichever procurement and production strategy the government elects to follow, which of course is to support "Make in India" and to develop the defence industrial base. We have supported similar industrial activity in other countries over the years and would be delighted to participate in the same here in India.