

Lockheed Martin is gung-ho about India

A Q and A with Phil Shaw, CEO, Lockheed Martin India.

Now that the final nod for the six more C-130Js for IAF is coming in, when do you see the order being finally placed and what would be its delivery schedule?

We are delighted that the Indian Air Force placed the order for the next six C130Js at the end of 2013. Upon receipt of contract go ahead from the USAF, LM will commence work on the programme, and we expect that aircraft deliveries will take place over the next few years. We look forward to continuing our close partnership with the Indian Air Force on this programme. Over the past year, the Indian C-130 has operated in adverse conditions, landing on small airstrips during humanitarian operations and on the highest airstrip in the world. These missions demonstrate the confidence the Indian Air Force has in the aircraft.

What has been your experience working in India, particularly your JV with Tata and the facilities in Hyderabad?

We have had great experiences working closely with our partners in India. For example, together with Tata Advanced Systems Limited, we established our Joint Venture that now produces center wing boxes for the C130J. This operation was up and running within 18 months of signing the JV agreement. In



November 2013, we delivered the first tail empennage section of the C130J fuselage to the customer. This was an important milestone for our partnership with

Tata as every future C130J delivered from our factory in Georgia (USA) will have elements manufactured in India.

Do you see a scope for Lockheed working with DRDO in air and missile defence programmes, considering the successes posted by your MEADS?

Lockheed Martin is always looking for new opportunities to partner in the public and private sectors in India. I believe that the joint Defence Trade and Technology Initiative currently pursued by the US and Indian governments will encourage future development, and we look forward to contributing to the success of that programme.

How has your FSTC in Gurgaon been doing and what has been the user experience?

Our joint venture in Gurgaon providing civilian pilot training on Airbus A320 and Boeing 737 simulators is in its early days, but we believe it is progressing well. This joint venture was established in the NCR by our simulator company based in the Netherlands (Sim Industries) and Fly Wings Aviation in Mumbai.

The location is perfect to

serve the domestic airlines that operate at or near IGI airport. A testament to this partnership's success and an indicator of the user experience, I believe, is the fact that we need to expand our Boeing 737 simulator capability to meet demand. We are also looking at other ways to expand the facility such as housing additional aircraft types or offering the facility to neighboring countries' airlines.

What are your views on India's latest policy changes on offsets and shift towards a self-reliant Indian defence industrial capability?

We are encouraged by the changes to the offset policy over the years. The DPP has been an evolving policy, and we are pleased that the Indian Government has been responsive in accommodating some of our requests during this process to not only meet offset requests, but also build the Indian industrial base. While offsets are generally time-bound contracts, our joint venture with Tata Advanced Systems Limited in Hyderabad is a strong example of a partnership that satisfies both offset and Indian Government aspirations. Through our partnership with Tata, we have established a facility to support the C130J supply chain, which will produce parts for all future aircraft. A higher FDI cap would encourage more of this kind of investment with even greater and more complex technologies, helping India become self-reliant in this industry.

