

## INTERVIEW

SOUTH ASIA DEFENCE & STRATEGIC REVIEW

# HIGH TECH OFFERINGS FROM LOCKHEED MARTIN



Phil Shaw, the Chief Executive of Lockheed Martin is optimistic about his company's prospects in India. During the DEFEXPO, he spoke enthusiastically about the slew of offerings that Lockheed Martin can provide to enhance the defence preparedness of the Indian armed forces. Excerpts of his interview with Ajay Singh, Associate Editor, South Asia Defence and Strategic Review.

**DEFSTRAT** How do you view the company's prospects of doing business in India?

Phil - India is a growing market and we see a huge potential in the nation. With the inroads already made by US companies, we see a large potential to contribute significantly to India's defence sector, especially in terms of advanced high-tech systems that can enhance the capabilities of weapons platforms.

**DEFSTRAT** With the focus on 'Make Indian' there would be an emphasis on Indian companies vis-à-vis foreign ones. How do you feel about collaborating with Indian partners?

Phil - We have already developed strong partnerships with

Indian companies. For example, we have established a joint venture with TATA Advanced Systems Limited at Hyderabad to establish a factory to manufacture aeronautical components for the C-130. That itself has now become an important feeder to the global supply chain for the product. The success has encouraged us to pursue other opportunities.

**DEFSTRAT** What of the Helicopter Integration Programs?

Phil - We have a significant system integration capability for helicopters which we have established and improved over the last fifty years - one such mission system is for the maritime MH-60R multi-role helicopter, that we would like to be able to offer to the Indian Navy. We provide the entire system and cockpit integration and have been doing so across the world in this and other platforms. We have delivered 170 MH-60R platforms to the US Navy and have delivered the first two international deliveries to the Australian Navy at the end of last year. The system we have developed is the result of significant investment and research and development, is proven and mature and has a technology roadmap to ensure that it remains ahead of potential adversaries throughout its life. For the Apache also, we have provided a Fire Control and surveillance suite that optimizes its capabilities and provides state of the art technologies for the fire control and piloting of the helicopter. We are confident that we can provide systems for Indian aviation to significantly enhance the capabilities of existing platforms.

**DEFSTRAT** The UAV is another significant requirement for Indian Armed Forces. Your role in it?

Phil - We can provide a range of UAVs ranging from hand-held UAVS to provide over-the-horizon capabilities to a Combat Group and Regimental level, and medium and long range, high endurance UAVs. These could be very effective in providing surveillance across the long borders and even in the hinterland. We are in dialogue with the Army and Air Force for this and are confident that we can provide optimal solutions.

**DEFSTRAT** What of the Javelin Anti-Tank Missile.

Phil - The Javelin missile is perhaps the most battle-tested and effective Anti-tank weapon system today with a capability of 65m to 4Km. Lockheed Martin and Raytheon - the two largest missile companies in the world - have partnered on Javelin and are demonstrating it to the Indian Army. As part of the US Government and Government of India Defence Trade and

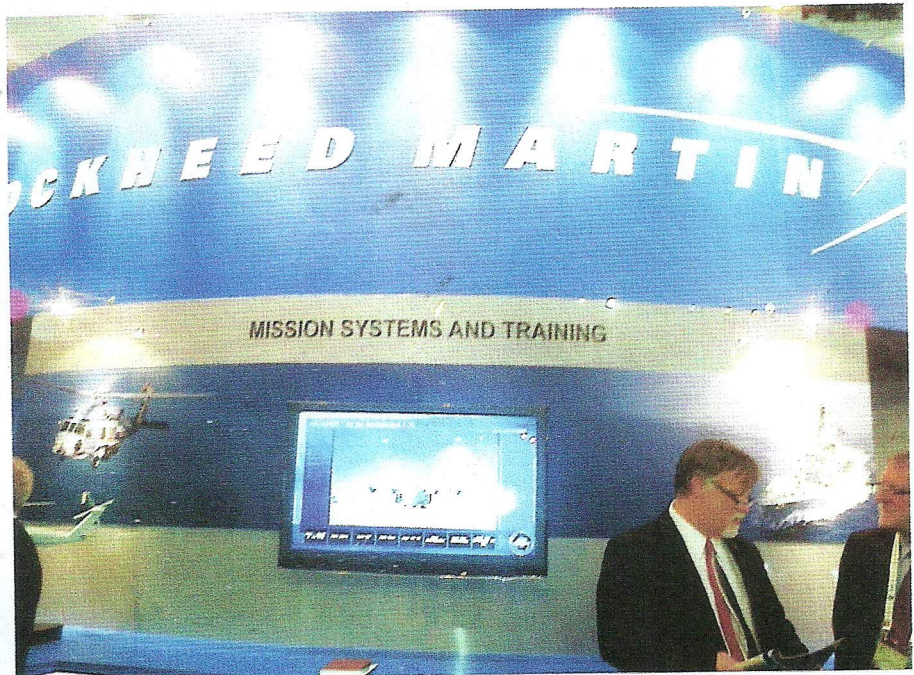
Technology Initiative an offer has been made to co-produce the current weapon system and co-develop the future generation weapon system in India

**DEFSTRAT** What other systems do you have to offer?

Phil We have the Aegis Air Defence system that can provide complete Air Defence for capital ships from aircraft and missiles. This can be integrated with Indian warships to provide a complete defensive suite. We have been in dialogue with the Indian navy for this over a number of years.

**DEFSTRAT** And what is your strategy for a long term presence in India?

Phil We take a long term view in India and are looking at developing existing and new Partnerships with Indian public and Private Sector companies with our technologies. We would like to be able to support the Indian Armed Forces modernization and recapitalization efforts and see the Defence Trade and Technology Initiative as a great vehicle to kick start getting some of these technologies to India with the full backing of the US Government. We believe in India and are committed to invest and enhance our footprint in the country through partnerships like our JV with Tata in Hyderabad, which we see as being an extremely successful venture that supports our global supply chain for the C-130J platform.



We want to partner with Indian companies and expand as a systems integrator in India. We are also exploring the possibilities of co-producing UAVs in the country as we foresee large potential in this. We intend to develop a capability to upgrade and integrate our systems in Indian helicopters and the aviation sector. We do foresee a long-term presence in India and look forward to contributing significantly to the Indian Defence Industry.

