Make in India and Offsets: Realizing India’s Defense Industrial Base Ambitions

BAE Systems
Andrew Rizley – Weapon Systems Offset Lead

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BAE Systems: Who We Are

• Third largest global defence, aerospace & security supplier and world-leading innovator
• Established positions in air, maritime and land domains
• Growing position in cyber security
• Principal markets – UK, US, Saudi Arabia and Australia
• 83,100 employees in over 40 countries
• Customers in nearly 80 countries
• 2017 sales of $25.3 billion
• $12bn+ spend with around 27,000 suppliers globally
**Founding partner** of defence manufacturing in India

**First mover** amongst international companies to make a direct investment in local manufacturing

- India is among our top global defence markets
- Committed to **Make in India**
- History dates back several decades
  - Air Force Technical College in 1949
  - Development of INS Nilgiri
  - First ever mine protected vehicle by the private sector in India
  - Partnerships with Hindustan Aeronautics Limited (HAL) and Mahindra and Mahindra (M&M)

The INS Viraat of the Indian Navy in the company of Harriers above the Indian Ocean. Also known as HMS Hermes, the Barrow-built Centaur Class aircraft carrier served in the Falklands and was sold to India in 1986. She was finally retired on 6 March 2017 as the oldest carrier in service anywhere in the world.
M777 Ultra Lightweight Howitzer

145 Howitzers to be delivered to the Indian Army

- Foreign Military Sale between India and the United States (US)
- Battle-proven, delivers firepower under sustained combat conditions
- Mahindra and Mahindra to be partner for an in-country Assembly, Integration & Test (AIT) facility
  - A fundamental part of the M777 production line
  - Access to maintenance, spares and support for the M777 locally
  - 20+ approved IOPs with more in the pipeline
  - First ever BAE Systems India Supplier Summit held 05 April 2018
  - Hosted 135 attendees from 73 Indian suppliers

Partnering India in its journey of indigenization
Building an Indian supply chain for a global company

Providing opportunities for the Indian supply chain across our Air, Land, Sea and Security programs, both locally and globally, creating jobs, enhancing skills and building manufacturing capabilities in India.

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Parting Thoughts...

“It always seems impossible, until it is done.”
- Nelson Mandela