

SIDM

SOCIETY OF INDIAN DEFENCE MANUFACTURERS

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Mr S P Shukla

President,
Society of Indian Defence Manufacturers



This edition of the SIDM Annual Report is special for me as it marks 6 years of being in the presidium of SIDM. Our journey of being Indian Industry's voice to the Government, Services and International Community has gone through an evolution where today SIDM is considered as 'the' voice of the Industry. Today, all stakeholders of the Indian Defence and Aerospace ecosystem greatly rely on SIDM for policy consultations and domestic and international linkages. It has been our responsibility and privilege to support the Government over the years and we will continue to do so in this transformative period.

The Government has continued its pace of reforms over the past year where SIDM has shared its recommendations on Make-Projects, SP Model, Insurance Surety Bonds, Defence Production and Export Promotion Policy(DPEPP), Simplification of Trials Procedure, Testing Infrastructure and QA Process. Comments were also shared on Chapter IV A of the Defence Acquisition Procedure 2020. We continued to work with General Anil Chauhan, Chief of Defence Staff the Department of Military Affairs for the formulation of the 4th and 5th Positive Indigenisation List. The CDS' office and SIDM have been working together on various

matters on Defence Industry Development. Drones have grown exponentially in the country and the Government plans to make India a Military Drone Hub by 2030. Towards this, SIDM submitted a detailed report on enhancing Industry's role in military drone manufacturing.

Hon'ble Prime Minister Modi's visit to France and the US this year has been historic for the growth of the Defence Industry. The Jet Engine deal is set to transform our indigenous fighter programme and Horizon 2047 with France will accelerate the growth of a defence Industrial and technological base. SIDM has been working with its partners GIFAS, the French Aerospace Industries Association, since 2018 and submitted the framework for the India - France Defence Partnership Roadmap. With the US, SIDM worked closely on the INDUS X initiative to connect Indian Startups to the US ecosystem and signed a landmark MoU with the National Defense Industrial Association (NDIA) of the US to promote bilateral Industrial cooperation. Towards clearing procedural bottlenecks of doing business with the US, SIDM is working with the Ministry of Defence and the US Department of Defence to include India as a 'Qualifying Country' under the Defence Federal Acquisition Regulation Supplement

SIDM will continue supporting the Industry and will encourage indigenous defence technology development so that the Defence Industry can have its own Chandryaan moment.

(DFARS). Inclusion of India in the DFARS would enable Indian Industry to directly supply to the US Defence Market. Further, SIDM has also recommended to the Ministry to sign the Security of Supply Agreement (SOSA) with the US which would allow prioritisation of military supplies between both Industries.

At DefExpo 2022 and Aero India 2023, SIDM took multiple initiatives to connect the industry with opportunities with the Services and FOEMs. Hon'ble Raksha Mantri Shri Rajnath Singh, Admiral Hari Kumar, Chief of the Naval Staff; General Manoj Pande, Chief of the Army Staff, and Dr Ajay Kumar, (then) Defence Secretary addressed the Seminars organised by SIDM which focused on International Cooperation, R&D and Innovation. The first India – UK Defence Industry Joint Working Group was launched at DefExpo and serves as the main platform for defence Industrial engagements with the UK.

Working with the states and MSMEs has been a priority area for SIDM. We partnered with HAL for an Indigenisation Conclave in Bengaluru under the SIDM Karnataka State Chapter where more than 300 delegates participated. A B2B Interactive Session with MSMEs in the Tamil Nadu Defence Corridor was organised to encourage the local industry to design and manufacture defence equipment. We had the privilege of hosting Shri K T Rama Rao, Hon'ble Minister for IT, Industries, MA & UD, Govt of Telangana for an exclusive interaction with the Indian Industry where opportunities in Telangana were brought out. Further, a 15-member Industry delegation interacted with Troop Comforts & Gliders India in Kanpur and got a brief on business opportunities available for collaboration.

To build knowledge of the acquisition processes in the defence sector, SIDM organised the 22nd Defence Acquisition Management Course where we hosted Vice Admiral SN Ghormade, Vice Chief of Naval Staff and other procurement officials. The course has stood the test of time for the past decade and I am delighted to share that the 22nd edition saw participation of more than 100 delegates. In a first, taking heed of Industry's request, a training course on GeM for Defence and Aerospace was organised to educate the Industry on

the GeM platform, its functional and operational features, and the procurement processes involved. We also partnered with DGAQA to organise a Workshop on QA Reforms in Military Aviation for promoting Indigenous R&D and manufacturing.

Throughout the past year, international engagement has taken centre stage at SIDM. We have mounted 7 delegations in a span of 12 months to the United States, France (twice), Kenya, Malaysia, the UK and South Korea. From these engagements, we have been able to build SIDM's and Indian Industry's global repute as a reliable partner. The Ministry of Defence has also relied on us to host important military delegations visiting India where we have hosted Sri Lanka's Defence Secretary, its 3 Service Chiefs; the NSA of the Republic of Iraq; Defence Secretary of Mozambique and the Chief of the Bangladesh Army. We also had the privilege of hosting General Jim Mattis, Former US Secretary of Defence and a select group of German CEOs who accompanied the German Defence Minister on his visit to India.

This year is special in more ways than one as we also celebrate the landing of Chandryaan-3 and the launch of Aditya L1. The success of ISRO is also the success of the industry as highlighted by Hon'ble Prime Minister. Many of our members have contributed to Chandryaan's success and I am sure that these companies will lead the way for the next stage of India's Defence

Industrial growth. SIDM will continue supporting the Industry and will encourage indigenous defence technology development so that the Defence Industry can have its own Chandryaan moment.

I am happy to welcome Ramesh K to SIDM who has come from Chennai to Delhi and has served CII for the past 17 years. He joins SIDM at an inflection point in the growth of the Defence Industry where we are poised for our next take-off. I wish him a good innings in SIDM.

Lastly, I sincerely thank the SIDM Executive Council, the Membership and the Secretariat, under the leadership of Mr Sunil Misra, for their support during my tenure. The successes that SIDM has achieved have been possible through the active support of the Council and the Membership. SIDM's commitment to work with the Government and Services remains undeterred and we will together march towards making India 'Aatmanirbhar' in Defence Production.

Jai Hind!

Mr Sunil Misra

Director-General
Society of Indian Defence Manufacturers



As we commence our 7th year of operations, the Defence Industry and its growth has been the focal point of the Government and the Services, with many announcements aligned towards this objective. SIDM continues to actively participate in this process. In the past year, we hosted Shri Rajnath Singh, Hon'ble Raksha Mantri and Shri Ajay Bhatt, Hon'ble Rajya Raksha Mantri at DefExpo 2022 and Aero India 2023 respectively. We also had regular interactions with the Services on their immediate and emerging requirements to align the Indian industry with their needs.

SIDM's initiatives are driven towards generating a plethora of opportunities for the industry to build capacity and business opportunities. This year, we have seen exports reach close to Rs 16,000 Cr with the private Industry leading the charge. Other countries are noticing the capabilities of Indian Industry which is reflected in the growing number of inquiries received by the Ministry of Defence and SIDM.

The Government has brought in the necessary reforms to transform the Aerospace and Defence sector and we are starting to witness the results of these changes. Our defence production turnover crossed 1 lakh crore for first time and is bound to grow exponentially in the coming years. SIDM has been working closely with the Government in fine tuning the remaining bottlenecks in the procedures and has been encouraging larger participation of startups and MSMEs

Indian Defence Industry's reputation as a competitive and reliable supplier is strengthened by the day. SIDM has facilitated interactions of the Industry with various military delegations visiting India and I am happy to share that many companies are now working actively towards meeting these requirements. Indian Industry is now truly moving towards being a net security provider to India's partners.

SIDM's initiatives are driven towards generating a plethora of opportunities for the industry to build capacity and business opportunities

Developing Technology is the key for having strategic advantage and there have been significant initiatives taken by the Government to drive this agenda. We have seen the Services and DRDO coming up with technological challenges for the Industry to solve and I am sure that with our Industry will rise up to the challenge given its unmatched entrepreneurial spirit. SIDM's membership today has an increasing number of startups who can be pivotal in developing future technologies.

Making India 'Aatmanirbhar' in Defence Production has been SIDM's mission since inception and all of our activities are centred around this goal. The scope of our activities will expand and grow in the coming years which will continue to have a focus on capacity building and strengthening International linkages.

I firmly believe that we have to continuously elevate our goals and objectives to truly realise the potential of our Industry.

I sincerely thank the Industry for their support and active participation in the endeavour to make India self reliant and Atmanirbhar in Defence production and a leader in Defence Exports.

Thank you and Jai Hind!



Policy Advocacy



Areas Identified for Priority Implementation by MOD

President, SIDM wrote to the Hon'ble Raksha Mantri, highlighting policies/ areas which had been announced but were pending for implementation. These were as follows:

- **Make-I Projects.** Make-I is a new competitive process where private sector can be funded for the development of defence products as is being done the world over. MoD during the post-budget meeting with the industry last year, which was chaired by the Hon'ble RM, announced 5 Make-I projects which were to be awarded during the last financial year i.e., 2021-22. However, none of these 5 Make-I projects have yet been accorded AON.
- **SP Model.** Our government's cabinet committee on security approved a new process called Strategic Partnership Model to manufacture large platforms through technology transfer in the private sector, with the aim of building a second manufacturing line in addition to DPSUs. Importantly, this 2nd manufacturing pillar in the private sector was planned for early implementation, especially in sectors where only one DPSU exists today.
- **SPV using R&D Budget.** The Hon'ble Finance Minister earmarked 25% of the Defence R&D budget for industry, start-ups and academia. This was indeed a much-required step to propel India's growth in defence manufacturing. It was the understanding of the Indian industry, that this new process would primarily be for the private sector to form SPVs since the balance 75% is available for DPSUs. SPVs would need to be led by the private sector to bring the much-needed change in design and development processes, as envisaged by the government.

- **Acceptance of Insurance Surety Bonds.** MoD has incorporated in the DAP, the process for accepting insurance surety bonds in place of bank guarantees. However, this important process is yet to be incorporated in any of the acquisition cases.
- **Defence Production and Export Promotion Policy (DPEPP).** SIDM was invited last year for review of DPEPP by the Govt and we were given to understand that DPEPP was approved last year itself, but its implementation is still awaited and believe that it will lend significant weight to the initiatives being launched by MoD.
- **Export Promotion through G2G Process.** MoD has laid high emphasis on defence exports and has now proposed a G2G process called MAITRI (MoD Acquisition for International Transfer by India). As part of this G2G scheme, foreign governments could additionally use the 'Lines of Credit' extended by GoI. Operationalisation of the scheme is pending as it is linked to DPEPP. MoD may like to kindly consider delinking the MAITRI scheme from DPEPP and implementing the same.



- Level Playing Field.** SIDM has always requested for a level playing field between private and public sector companies. While we have always received assurances of the same, some areas are highlighted for consideration of your high office. From continuing nomination of programs to DPSUs, to providing preferential offset multipliers to Public Sector, to exemption from submission of bank guarantees by DPSUs for competitive programs with the private sector, and, the use of govt funded assets by DPSUs for competitively bid programs to depress pricing are points that immediately come to mind. Further, there is an exclusive Chapter 4 in DAP 2020 for the acquisition of systems designed & developed by DRDO/DPSU (including erstwhile OFB) where the private sector is not permitted to participate. Therefore, it would only be fair that Make-1, Strategic Partnership Model and SPV for using R&D allocation are reserved for the private sector. If DPSUs are part of Make-1, Strategic Partnership Model and SPV for using R&D allocation while enjoying preferential treatment through nomination, using government infrastructure etc. then it makes the playing field uneven with DPSUs enjoying dual advantage. We request your kind consideration in this important matter.
- Simplification of Trials Procedure.** Today, trials are entirely at the cost of vendors where private sector companies get one change to prove a product. On the other hand, DRDO and DPSUs are allowed repeated trials at the cost of Govt. Thus, there is a need to holistically review the current process seemingly focussed on rejection/elimination from competition rather than selection to harness the capabilities of the industry and build on the same for future.

- Testing Infrastructure and QA Process.** There is a need to permit centralised access to government-owned testing infrastructure through single window clearance, which has not moved forward, though agreed in principle.

Similarly, Quality Assurance reforms were agreed to in principle but are yet to see the implementation phase. Our processes are still in the licenced production era with respect to QA and have not moved to the IDDM phase. We need to adopt the global best process of mandating the OEM to be responsible for in-manufacturing quality control. The user, ideally through 3rd party inspection agency, should only be involved in the final inspection of fully built product and not during manufacturing.

India-France Defence Partnership

India and France have had a Strategic Partnership since 1998 and have engaged in intense cooperation in areas like defence, security, and energy. In 2008, a Civil Nuclear Agreement was signed, making France the first nation with whom India entered into a Nuclear Energy Agreement. France has continued to support India's permanent membership of the UN Security Council and multilateral export control regimes like the NSG, MTCR, etc.

Defence Industrial Cooperation has also become a key component of the bilateral relationship between the two countries. SIDM submitted the following recommendations to the MoD & the MEA for further strengthening this relationship:

- An India - France Defence Industry Joint Working Group (JWG)** needs to be established to facilitate dialogue amongst French and Indian Industries, to find opportunities in the global supply chain and respective markets. SIDM already has

an active MoU with GIFAS, the French Aerospace Industries Association since 2018 and both organisations have collectively organised multiple platforms for interaction.

SIDM and GIFAS, under their MoU's charter are already in the process of establishing the India - France Defence Industry Joint Working Group. The JWG will enhance coordination amongst stakeholders and make recommendations on improving India - France Defence Ties. A similar exercise will be taken with the French Naval Industries Association (GICAN) and the Land Industries Association (GICAT).

- Engagement of Indian startups needs to strengthen with the French Defence and Aerospace ecosystem. **An India - France Defence Startup Corridor** can be established which promotes incubation and mentorship for startups. The Corridor can be supported by SIDM's Startup Forum, GIFAS and France's Defence Innovation Agency. The focus will be to incubate Defence and Dual-Use Technologies.
- Institute India - France Accelerator and Pitch Day for Defence and Critical Technologies** where the objective is to identify innovations and match them with military requirements. This can be a joint French MoD - Indian MoD initiative which can be supported by SIDM and its French MoU partners.
- Given India and France's military requirements, the following areas can be considered for co-development and co-production projects.



- Space
- Robotics
- Cyber Defence
- Maritime Technologies
- Land Warfare Systems and equipment
- Autonomous Vehicles and Platforms

Industries from both sides can work with the respective MoDs and develop products in the above areas. **These Projects can be deliberated and discussed as part of the JWG.**

- To promote greater people-to-people contact in the Defence sector, a **bilateral exchange programme** can be instituted for select young Industry/Academia candidates which introduces them to the Indian and French Defence institutional landscape.

Inclusion of India in the List of Qualifying Countries, under DFARS

The Defence Federal Acquisition Regulation Supplement (DFARS) governs the acquisition of goods and services for the Department of Defence (DoD) and is intended to protect the US from being overly dependent on foreign sources of supply. All US DoD officials, suppliers, and contractors must comply with the requirements set forth in DFARS.

Defined within the DFARS regulation itself, is a list of DFARS compliant countries which are termed as 'Qualifying Countries'. **All procurement of goods and services for the US Defence can be made from these qualifying countries only**, and it is essential for all contractors to abide by this list. **India is currently not a part of this list.**

Additionally, according to DFARS requirements, if the end-product is intended for DoD purposes, only specific countries are permitted to melt metal outside of the United States. Thus, India not being in the 'Qualifying Country' list restricts the Indian Industry from doing business with the US DoD and other private US Defence contractors and manufacturers.

SIDM has been advocating for the inclusion of India in this list of Qualifying Countries, with both the Indian and the US Govt. Further, SIDM has also **recommended to the Indian MoD, to sign the Security of Supply Agreement (SOSA) with the US** as it shall benefit the Indian Industry by providing access and ensuring bilateral prioritisation of industrial resources, to secure the mutual timely provision of defence-related goods, services and raw materials during peacetime, emergency, and armed conflict.

SIDM Recommendations: Review of Make Procedure

The Department of Defence Production was undertaking a review of MAKE Projects and sought the industry's inputs from SIDM. An overview of the inputs submitted by SIDM are as follows:

- IP Rights.** The IPR is recommended to be with the development agency as Make projects provide IP creation by development agency and the same will enable unhindered exports to India's strategic partners with no restrictions.
- Fair competition.** While selecting participants for Make I & DCP (for DRDO programs), the procedure should include eliminating the outlier participants beyond +/-15% - 20% of the estimated and bench-marked development budget for the program in keeping with global practices.
- Relaxation of IC in Special Cases.** DAP 2020 is a guideline for the facilitation of Capital acquisitions, therefore, guidelines should be considered for suitable modifications with specific approval of DAC/DPB. The IC requirements for certain critical equipment i.e., SONAR, aerospace items etc may require relaxation, considering significant dependence on import of raw materials/bought outs required combined with the very low annual quantities.
- Dilution of 'Make' Policies/Procedures for DPSUs.** To achieve Aatmanirbharta and meet export targets under Amrit Kaal, level playing field is a must; and the same has been reiterated by the Govt from time to time. However, despite explicit policy directions, there continues to be instances of favoured approach for nomination/ BNE or multiple participation under D&D and Make categories by DPSUs, thus giving undue advantage.
- Compensation & Certification for Prototype Developments.** The Make scheme is a great initiative as it provides vendors an assurance of procurement and hence incentivizes them to bid for these projects. On successful completion of trials by development agency, if ordering is delayed beyond reasonable period (i.e 12-18 months), MoD must refund the development agency's development cost incurred (Development agency share in Make-I and entire cost of development in Make-II as declared at the bid time) for the program and certify the product for export. Ambiguity on refund of DA's share of expenditure in the event of foreclosure of the project (even in the case of foreclosure reasons not being attributable to the DAs) exists. Para 39 of Chapter III of DAP 2020, refers only to return of the MoD's share of the funding while being silent on expenditure by qualified vendors. Further, all Bank Guarantees (if any) by the development agency must be returned on completion of the development prototype trials/ FET.
- There is need to **review the clauses regarding prototype submission**, since the vendor is already investing in jigs, fixtures, and material procurement for delivering the prototypes on completion of evaluation, the successful vendors can either be compensated for the prototype development charges or these prototypes can be considered in the procurement quantity of the first limited tender that the vendor bids and wins. Most of the Make-II products involve substantial material and development costs which are quite high for a MSME / Startup to entirely fund.
- It is observed that in certain cases under Make, entire requirement of system has been divided into multiple requirements and floated separately. Such development would not result in complete usable solution in future. Hence it is suggested that either Industry(s) should be allowed to participate in all directly or through collaboration or as consortium for multiple requirements as a system. Certain technologies / requirements are classified under IDEX / TDF shall be aligned with such Industry or consortium.
- Payment Terms & Conditions.** Terms & Conditions for payment need to be adhered to and need an urgent review in terms of digitisation of process, accountability of adherence to timelines for clearance by PCDA.
- Rigorous due diligence must be undertaken to verify a company's capabilities before finalisation of contract** to avoid the pitfall of selecting a LI who does not have the capability and/or knowledge especially in the field of aerospace and space development, which is very specific considering the unique flight/ crew/ space assets safety requirements.
- The maximum Development budget should be sanctioned at the time of AoN.** PFT should be empowered to select the DAs and place the PSO within the approved AON limits. There should be (maximum) continuity of the PFT team members throughout the project schedule.
- Issue of LI Decision on Production Cost Basis.** Selection of DAs is based on prequalification criteria followed by LI evaluation which has 30% weightage to development cost quoted and 70% weightage to Production Cost quoted for a product which is neither designed nor yet developed. Giving a value to production cost at the bidding stage could be difficult. While revision is permitted in the second Phase, the bidders who lost out may object to such a process.

- **Resolving Issues Related to PSQR Compliances.** Insistence of the user to meet all parameters of the PSQR (Preliminary Service Quality Requirements), upfront, as a pre-condition for issue of the PSO (Project Sanction Order). This goes against the very intent of the concept of PSQR, which by its very definition is supposed to be preliminary and is to be frozen only after the detailed design/trial stages. Giving unconditional compliance to all PSQR parameters in a MAKE program before validating them in the design/trial stages goes against the ethos of developing a new platform.
- **Avoiding Duplication of Efforts With DRDO.** There are some programs for which concurrent routes of DRDO development through a Development cum Production Partner (DCPP) and Industry Development through MAKE-I are being adopted/proposed. Such concurrent development leads to wasteful Govt expenditure and splitting of order quantities, both of which are undesirable. If industry can manufacture through Make I or even IDDM route, then DRDO should not venture into that product. DRDO should focus on tomorrow's (future) technologies/products while industry can build today's (present) platforms.



- **Financial Gates.** Companies may be permitted to use financial credentials of their holding company or Indian Promoter/Promoter group as defined in Indian Companies Act and/or other regulations/acts of Govt of India to meet the thresholds defined in the financial gates.
- **Changes in Pre-qualification Criteria - Technical Gate.**
 - Design & Development of similar systems should be the main criteria for qualifying a company. Experience in the similar type of equipment, integration capabilities should be considered rather than availability of machines etc.
 - Companies with only trading or buy & make and no indigenous design & development capability should not be qualified.

Comments on Chapter IV A: Procedure for Acquisition of Systems Indigenous Designed, Developed and Manufactured in Public Private Partnership (Addendum to Chapter IV of DAP 2020)

Special Purpose Vehicle Model for Public Private Partnership

The Chapter proposed in DAP 2020 a new Category of Defence Acquisition i.e., Special Purpose Vehicle (SPV), based on Public Private Partnership. The salient aspects of the SPV Model which emerge are the Ownership through Joint Ventures which can be between DPSU/ Govt Entities and Private entities or only between private entities, equipment envisaged to be developed/ upgraded will be strategic in nature i.e., design & develop with unconditional IPR residing in India and thus would entail procurement under Buy (Indian-IDDM).

The proposed Chapter was analysed by SIDM and based on inputs from members, the following submissions were made to DDP:

- While the focus of AtmaNirbharta/ self-reliance encompasses Indian Private Defence Industry as an equal partner, but the Chapter in the current form is not fully aligned to the spirit of providing a Level playing field to the Indian private industry vis a vis DPSUs. The central theme of the proposed Chapter hinges around DPSU/Govt Entity being the prime driver of the SPV model and to that extent undermines the capability of private industry to Design & Develop platforms under SPV. In addition, its attachment as an addendum to Chapter IV (Design & Development by DRDO/ DPSU), further reinforces the perception of the Indian private defence industry.

It pre-supposes that the formulation of a SPV is to be led by a government entity and the selection of private partner/s to be included in the SPV is a process to be governed and executed by the same Government entity. Whereas the draft also states that the ownership structure and control of the SPV shall be such that it is a private Indian entity. However, the proposal is silent on how this newly formed private entity / SPV is to be governed, sustained and managed.

- The articulation of the procedures for SPV in the draft chapter, moreover, represents existing internal processes of DPSUs wherein right from preparation of DPR, approvals of EoI cum RFP, amendments/modifications to approvals and even selection of the private industry is processed through/ approved by the internal DPSU boards. The DPSUs' existing processes of shortlisting private industry for PAs/ DcPP has been often questioned. The Defence Acquisition Procedure 2020, an established & matured procedure is in

a way side-lined in this formulation since the Ministry of Defence does not directly govern or control DPSUs and the primacy of procedures in this chapter are aligned to internal procedures of Govt entity or DPSUs.

- The current proposal for SPV Model does not meet the requisite aspirations of the Indian private Sector and thus is not recommended in the present form. The overall process for selection of private industry partners for SPV as described in the draft Chapter IV-A is rather sketchy and leads to more questions than answers. The industry feels that any procedure that enables procurement through an SPV route should clearly define the permissible structure and eligibility criteria for qualifying as an SPV. The mechanism of funding the development and IP generation would need to be clearly spelt out. The procedure so selected should enable competitive and transparent evaluation process.
- The domestic defence industry having evolved over a period of time, is fully aligned and supportive of Govt of India's Atmanirbhar Bharat Abhiyan. The private industry is also confident to drive SPV Model projects; be it for Design & development, manufacturing or investment of Capital and finally safeguard IPRs of the product/ platform for ownership and control for exports and international diplomacy.

Comments of SIDM on Draft SoP for Indigenous Content in Capital Procurement

SIDM submitted inputs to the DDP on the draft SoP on Indigenous Content, for Capital Procurement drafted by the office of DG Acquisition to bring objectivity for true indigenisation of defence equipment.

The gist of SIDM's submission is as follows:

- The proposed percentage of 50% out of the total 50% IC to be in form of indigenous components, assemblies, material, ToT and software etc; is not endorsed by the industry since it is difficult to account for, verify and is also different for each equipment or platform. Therefore, it was recommended that the present system of mandated IC and procedure for verification as enunciated in DAP 2020 is adequate and should be allowed to stabilise and mature before reviewing it.
- There should be no mixing up between IC, Indigenous Development and IP etc since there are different yardsticks and requirements for each under different categories; this was agreed to be suitably incorporated.
- R&D, ToT and design costs should also be part of this 50% IC. This was also agreed to.
- The industry suggestion that AMC and CMC be excluded from the IC calculation and be deducted from the basic cost price. This requires further deliberations.
- The industry suggestion against verification of IC at the prototype stage, which is not feasible and should not be incorporated in the SOP, was agreed to.
- The issue of incentivization of enhanced IC achieved in delivery by industry was also deliberated. However, it emerged that incorporation of such a provision would entail detailed verification of the entire IC to justify additional IC, which may be very cumbersome and subjective. Therefore, would require detailed deliberations for methodology to be adopted for verification and modelling for financial reward.

SIDM inputs for formulation of 4th and 5th Positive Indigenisation Lists

The 4th Positive Indigenisation List, covering 101 additional items for import ban was released by the Ministry of Defence in October 2022, during the Def Expo held in Gandhinagar, Gujarat. Like the previous lists, SIDM had collated and submitted industry inputs for the 4th list as well to the Department of Military Affairs and several of those inputs were incorporated in the final list.

Subsequently, in May this year, SIDM also submitted inputs on behalf of the industry, for the 5th Positive Indigenisation List which is expected to be released shortly.

SIDM Recommendations for QA Reforms for Issues Pertaining to DGAQA

QA reforms have been considered as one of the important factors for development, cost competitiveness, and growth of domestic defence industry. In a recent Workshop organised by DGAQA in collaboration with CEMILAC (DRDO), SIDM has highlighted all major issues that are required to be addressed for facilitating enhanced industry participation in military aviation programs, both for life cycle support of legacy systems & platforms, development of new systems, and design and development of new indigenous platforms. These points, listed under four headings - **Policy, Procedure, Organisation and Other Aspects** to facilitate Industry - are enumerated below

Policy

- **Allow indefinite AHSP transfer to industries with design, development, and production capabilities:** This will enable the industry to leverage their capabilities and expertise for long-term R&D and manufacturing projects.
- **Establish a single window contact and defined roadmap for industries to meet demands of military systems:** Streamlining communication through a single contact point and providing a roadmap will improve coordination and help industry to align their efforts with the military's requirements.
- **Set down policy and standards for testing and certifications of old/renewable components, sub-sub assembly, sub-assembly:** Establishing policies and standards for testing and certifying old/renewable components will ensure their reliability and suitability for use, contributing to overall system integrity.
- **Authorise to Categorize products based on criticality of components and delegate non-critical components to matured industries with proven records, conducting periodic surveillance audits:** This will optimize resource allocation, leveraging expertise and reliability of matured industries for non-critical components, ensuring efficient production and quality control.
- **Explore remote clearance feasibility checks in case of delays due to other engagements:** This will provide flexibility and expediency in clearance processes, minimizing delays and avoiding bottlenecks caused by conflicting schedules.
- **Implement online tracking of inspection call status and digital inspection coverage:** This will enable real-time monitoring and will ensure comprehensive inspection coverage, facilitating quality control and timely interventions.

- **Pursue mutual recognition of military QA by civil aviation/MoCA and vice versa:** This will enhance interoperability and harmonization between military and civil aviation standards, reducing duplication of efforts and promoting efficiency.
- **Make standard Quality Assurance Plan (QAP) for equipment and components available online for access by all:** This will facilitate access to standardized QAPs, promoting consistency and best practices across the industry.
- **Enable self-certification for industry partners and allow them to take responsibility for product quality in line with export customers:** It will empower industry partners to take ownership of product quality, aligning with international practices and fostering a sense of accountability.
- **Shift the accountability for product issues to the OEM rather than solely relying on QA agencies throughout the product manufacturing process:** Making the OEM accountable aligns with international best practices and encourages a proactive approach to addressing problems during production.
- Eliminate the biased requirement for IP details by treating Indian industry on par with international OEMs, where only a Conformance Certificate is asked for imported products.
- **Enable self-approval of Non-Critical Components and Mission Critical Components in ab-initio D&D:** This allows credible organizations engaged in product development to have autonomy, speeding up the process while maintaining safety standards.
- Clearly define the role of DGAQA in software development processes, ensuring clear coordination with design teams and CEMILAC.

- **Minimize DGAQA involvement in ab-initio design and development of airborne products by private industry, with guidance provided for quality assurance:** Reduced involvement will allow private industry to operate more efficiently, while still benefiting from DGAQA's guidance on quality assurance.
- **Establish a Program-Specific Joint Work Group to enhance collaboration between CEMILAC, DGAQA, and the main contractor:** Seamless coordination among these organizations will improve efficiency and will streamline activities related to airworthiness certification and quality assurance.
- **Grant AFQMS approval based on orders from DPSUs, considering the criticality of stores:** Including DPSU orders in AFQMS approval criteria will foster a flow of Green Channel policy to Tier 1 partners, promoting efficient processes.
- **Review the Kit of Parts Inspection due to volatility in the electronic component supply chain and high lead times:** Volatility and lead times in the electronic component supply chain necessitate a review of the Kit of Parts Inspection process to ensure timely availability of components for unit building.
- **Specify quality certification requirements in tender documents and allow for self-certification of products:** Clearly stating quality certification requirements upfront ensures transparency and encourages industry partners to proactively meet the specified standards.
- Standardize the Quality Assurance Plan (QAP) format to avoid multiple revisions and interlinked variables.
- Designate a nodal agency for QAP/ATP approval, eliminating the need for multiple reviews by different QA agencies and ensuring adherence to approved documents.
- Rationalize testing samples/stages to avoid repetitive tests on every deliverable.
- Remove redundant stages such as witness tests at NABL accredited labs and re-vetting of documentation for repeat orders.

Procedure

- **Distinguish terminologies and formats used for fuels (ATF) from those used in handling mechanical aircraft items:** Enhances clarity and understanding of fuel requirements, enabling fuel manufacturers to provide meaningful reports to DGAQA.
- **Include a chapter on Petroleum Refinery and Fuel Specific in DDPMAS and AFQMS:** This will address specific requirements related to petroleum refinery and fuels, ensuring comprehensive coverage in quality assurance standards.
- **Set down Indian standards for testing and certifications of new components, sub-sub assembly, sub-assembly, VLSI design, and certifications standards:** Establishes clear guidelines and benchmarks for testing and certifications, promoting consistency and quality in indigenous manufacturing.



Organisation

- **Evaluate resources for execution and address the lack of testing facilities to support Indian vendors:** Providing adequate resources and testing facilities will reduce delays and enable smoother execution of the QAP.
- Optimize the timeline of inspection coverage, reducing the duration between inspection calls and attendance/clearance time.
- **Address delays in AHSP approval and change/obsolescence management by streamlining the process and minimizing information requirements from vendors:** Timely AHSP approval and efficient change management processes will ensure smooth progress and prevent unnecessary delays.
- Introduce Green Channel Certification / Self Certification for mature organizations adhering to stringent quality norms.
- **Introduce additional inspection agencies in the ecosystem to increase capacity and provide more options for industry partners:** Deploying reputable third-party inspection agencies will expand the pool of available resources and will reduce bottlenecks.

Industry Facilitation Aspects

- **Provide a list of test labs having aviation standards compliance:** This will help industry to identify suitable labs for conducting required tests, ensuring compliance with aviation standards.
- **Create a directory of indigenous aviation qualified component suppliers:** This will facilitate easy access to reliable and certified suppliers, promoting indigenous sourcing and reducing dependency on imports.

- **Encourage more interaction between end users and industry:** Fosters a better understanding of end users' requirements, enabling industry to develop tailored solutions and meet their needs effectively.
- **Declare test labs, their turnaround times, and prices for such tests. Set liability of performance with such labs for the factor of aviation safety:** This will provide transparency and accountability in testing processes, enabling industry to make informed decisions and ensuring adherence to safety standards.
- **Facilitate private sector companies developing civil, military, or dual-use aviation systems to leverage military QA certifications for the civil sector:** This will promote cross-sector collaboration and knowledge sharing, accelerating the deployment of advanced technologies in civil aviation.
- **Maintain the same test profile for already type-approved and produced LRUs, while accommodating new test requirements for new developments:** Consistency in test profiles for already approved LRUs will ensure compatibility and will avoid unnecessary redesign or retesting efforts, reducing development time and costs.
- **Provide details on applicable Mil Standards or other software standards for operational applications to defence forces:** This will enable industry to develop software solutions that meet the required standards, ensuring compatibility and effectiveness in operational use.
- **Compile a list of agencies for certification in India and outline the certification procedure and concerned authorities' details:** Offers clarity and guidance to industry on the certification process, facilitating compliance.

- **Establish a digital data tracking system to address traceability and control of quality documents:** This will enhance data management, ensuring traceability, accessibility, and integrity of quality documents, reducing manual errors and improving efficiency.
- **Provide read-only access to applicable standards for approved partners:** This will enable industry to access and reference relevant standards, fostering compliance and adherence to quality requirements.
- **Share an approved list of raw material (RM) suppliers, similar to those used by commercial airline programs:** This will enhance supply chain management by providing a reliable and verified list of RM suppliers, ensuring quality and timely availability.
- **Establish industry-Government of India (GOI) knowledge sharing platforms:** This will promote collaboration, sharing of expertise, and learning opportunities between industry and the GOI, fostering innovation and growth.
- **Develop personnel qualification and approval programs for special skills like NDE (Non-Destructive Evaluation), lab, surface treatment, and welding to avoid duplication of efforts:** This will ensure standardized skill development and qualification processes, enhancing competency and reducing redundancy.
- **Implement a quality rating system based on infrastructure, experience, and product category to assess the capabilities of industry partners:** This will ensure a fair and objective evaluation of industry capabilities, enabling better decision-making in assigning projects and responsibilities.
- **Provide detailed guidelines for subcontracting / outsourcing to facilitate the green channel process:** This will enable RD offices to grant green channel status, reducing delays associated with subcontracting and outsourcing.

Making India a Military Drone Hub by 2030

India, in the recent past, has made appreciable progress in the UAV domain under the framework of Aatmanirbharta and self-reliance. The same has been acknowledged the world over. The geopolitical trends have shown a new dimension of conflicts driven by Drones, UAVs and anti-drone systems which have been extensively used in the recent conflicts and disputes between certain Nations. This gives India a fillip in achieving our export promotion targets in defence and aligns with our vision of Amrit Kaal. Since this technology is evolving in the Indian context where applications are unique and diverse, with complexity of challenges in terms of cyber and ICT related security measures, the MoD and Industry is taking active steps towards make India a military drone hub by 2030.

Towards this, SIDM had submitted a Report to Joint Secretary (Aero). The key actionable points, as stated in the Report were as follows:

- **Facilitating Indigenisation of Parts & Components:** The only sure-shot way to stop the import of components and parts for drones is to clearly exclude them from the tender specifications which can only be done by the end users themselves. Hence it is imperative to clearly specify only Indian-origin parts and components in tenders, this will ensure the demand shifts from imported to indigenous.

More funding should also be made available to the Industry to ramp up the indigenisation of parts and components.
- The policies and procedures are usually formulated at the top level and there seems to be a gap of understanding of these policies at the ground level. For example, despite the government's ban on the import of drones and broader focus on indigenisation, there have been several

instances wherein the Services have tried procuring the Chinese-origin DJI drone via the GeM portal since they are not aware of the policy.

Quick redressal mechanisms should be put in place for cases wherein tenders for foreign-origin drones have been published and in cases of non-level playing field.

- For State & Central level government tenders, sometimes a certain level of turnover is made a criterion for participation. This prevents start-ups and MSMEs whose equipment are compatible with the technical requirements from participating in the tender just because of their limited turnovers. This requirement should be done away with, in order to provide a more level playing field.
- End Users need to be onboarded as stakeholders into the product development process to ensure they understand the challenges and investment that goes into meeting their desired outcomes.
- A Scheme should be created for compensation of costs incurred by the companies, for product demonstrations to end users, in place of the current NCNC system wherein End users are required to add the cost to their purchase or reimburse if not procured.
- All stakeholders designing, developing and manufacturing their drones and related technologies in separate silos would lead to challenges in the future, for battle transparency, due to the multiplicity of platforms. The government needs to come up with standardization procedures to prevent this.
- For India to become a military drone hub, there is an immediate requirement for individuals who are skilled specifically in drone related technologies.

Currently, generic engineering graduates have to be taught by employers and moulded as per their requirements.

The current technical labour pools should be incentivised to upskill in new technology areas. Just like Agniveer, we could have a programme like Astraveer, where technically trained youth can be incentivized to get trained in niche technologies like carbon composites, optics, LIDAR, avionics, etc. to serve the nation. It is also essential to introduce dedicated MTech and PhD courses on unmanned systems as per best global academic curriculums.

- Businesses run on rotation of cash and start-ups & MSMEs are already strapped for cash, therefore timely payments for orders should be ensured.
- **Funding:** Since the domain of drones is largely populated by firms which fall in the start-up or MSME category, the availability of funds for design, development and manufacturing is usually a huge challenge. More government funding, at both the central and state government level, need to be extended to the private industry.
- A concerted effort and support is required from the Government for synergizing the R&D and Indigenization efforts and to improve quality as well accelerate the pace. The already limited funding available in the ecosystem should not be wasted because of duplicity of efforts. Spiral Development model should be encouraged wherever possible as it ensures that the Services requirements are met, orders are placed upon the industry and that the Industry is incentivized to continue developing technologically advanced equipment with order surety.
- Appropriate, near-to-reality conditions need to be made available to the industry at the development stage.

Indigenisation and Aatmanirbhar Bharat



HAL-SIDM Indigenisation Conclave: 'Make in India for Defence & Aerospace', 30th September 2022

HAL and SIDM organised the first HAL - SIDM Indigenisation Conclave on 30th September 2022 at HAL Management Academy (HMA), Bengaluru under the SIDM Karnataka State Chapter.

The Conclave was part of an initiative to continuously work towards enhancing operational excellence in the Aerospace & Defence sector by catalysing the vision of Aatmanirbharta. The objective of the Conclave was to leverage the emerging dynamism of private sector through wider participation of Indian industry and provide impetus to greater participation of MSMEs in the process of self-reliance in defence production through indigenisation.

The Conclave succeeded in creating awareness about HAL's indigenisation programme for its various aircraft projects and gave the Industry an overview of the roadmap for participation in these programmes, with SIDM as a catalyst for the Indian Industry.

While welcoming the gathering, **Mr S P Shukla**, President, SIDM applauded the efforts of the Government for the various policy reforms towards making India self-reliant in Defence and Aerospace and boosting Exports, to reduce our dependency on Imports. He added that HAL's Indigenisation plans will generate business opportunities for the MSME not only in the State but also in the region.

Mr Sanjay Jaju, Additional Secretary (Defence Production), Ministry of Defence, had also graced the interaction and called upon the industry to blend indigenisation activities with innovation in order to emerge as market leaders. He added that Defence Unicorns

should be our target and it is possible to achieve this through renewed energy and self-belief. He stated that there is no dearth of funds if there are ideas.

Mr C B Ananthkrishnan, CMD, HAL, in his address during the Inaugural announced that HAL has plans to indigenise more than 19000 components and has kept aside 3% of its annual profits, approximately amounting to Rs 100 cr to invest in indigenisation efforts without a cap. He also announced that HAL shall collaborate with all relevant stakeholders, including the private industry, to maximise indigenisation, integrating ideas from the design stage itself.

Apart from HAL, organisations such as CEMILAC, DGAQA and CII also participated in the Conclave and deliberated at length on the opportunities and challenges in making India self-reliant in the aerospace and defence domain.

As a part of the Conclave, HAL displayed 60 LRUs for the MSMEs, with Technical officers available for any clarifications. More than 230 delegates participated physically while 80 participants joined virtually.



Mr Sanjay Jaju, Additional Secretary (DP) addressing the Inaugural Session of the Seminar virtually.

SIDM at DefExpo 2022

SIDM conducted multiple engagements as a part of DefExpo 2022 and on the sidelines. A brief overview of the same is as follows:

- **SIDM Seminar on ‘Stimulating India’s Defence Exports’, 18th October 2022**

In the past decade, India has enhanced its defence relationship with multiple friendly foreign countries which has been marked by an increase in bilateral military exchanges and exercises. Along with the military engagements, India has made significant strides in increasing its overall defence industrial trade with these countries as well.

In the past six years, India has also seen a staggering 700% growth in defence exports and has made an entry into the list of the top 25 exporters of the world as per the Stockholm International Peace Research Institute (SIPRI) report released in 2020. This is a testament to the capability and capacity of the Indian Industry to meet global demand.

To highlight the growth of exports, recent Ministry statistics show that Indian defence exports have been resilient in the face of the Covid-19 pandemic with a slight decline in FY 2020 – 21 where total exports stood at Rs 8434.83 cr against Rs 9115.55 in FY 2019-20.

To discuss different perspectives on furthering the growth of Defence Exports, a Session on ‘Stimulating India’s Defence Exports’ was being held at DefExpo 2022 where leaders from Government & Industry shared their views on expanding

the reach and value of Defence Exports as we strive towards achieving the target of \$5 billion defence exports by 2025.

Dr Ajay Kumar, the Defence Secretary was the Chief Guest for this Seminar. He also released the three study reports that SIDM has created at the mandate of HQ IDS, to assess the Indian Industry’s capabilities in the domains of Counter-Drone, Simulators & Protective Gear which have been identified as areas where the Industry can become a global leader in.

Ajay Kumar @drajaykumar_ias

Today at #DefExpo2022 Had the privilege to address Seminar organized by SIDM to stimulate Defence Exports. Thanked Defence industry for being champions of defence export growth in last few years @DefencePROPalam @DefencePROTvm @DefencePROkochi @ProDefKolkata @upeidaofficial

- **Indian Navy- SIDM Seminar on ‘Arming for Tomorrow- Envisioning the Manned Unmanned Force Mix for Armed Forces’, 18th October 2022**

Unmanned systems have become an attractive and potent military asset for any significant power. However, today’s technology is insufficient to allow unmanned systems to make independent complex judgments in an unknown environment. Balancing of manned and unmanned platforms is therefore vital for operational, strategic and economic reasons and to enhance combat potential.

The shift towards unmanned systems over time would be heavily dependent on the state-of-play of autonomous technology which would be facilitated by its enablers.

The Session provided insight to industry partners about the requirements of armed forces with respect to unmanned systems, AI, automation and technology focussed areas. The field of unmanned systems is a niche domain for technology development and has vast scope for innovation, design and development by the domestic industry.



Session Speakers (From L-R): Mr Aditya Nawab, CEO & Founder, Robosys; Mr Niladri Dutta, CEO, Tardid Technologies; VAdm SN Ghormade PVSM, AVSM, NM, ADC, Vice Chief of Naval Staff; Lt Gen VG Khandare (Retd) PVSM, AVSM, SM, Principal Advisor, MoD; Gp Capt HV Thakur (Retd), Deputy Chief Test Pilot, HAL; RAdm Vineet McCarty, Assistant Chief of Naval Staff (SR); Cmde Arun P Golaya VSM, PhD, OIC, Technology Development Acceleration Cell (TDAC)

- **Inaugural Meeting of the India – UK JWG, 18th October 2022**

SIDM has had an active MoU with the UK-India Business Council to foster bilateral Defence trade and has conducted multiple programmes with the British side for exploring mutual opportunities

Taking this forward, SIDM and UKIBC, supported by the UK Defence Security and Exports, had organised the Inaugural Meeting of the UK-India Joint Working Group on 18th October on the sidelines of DefExpo 2022.

The Meeting was attended by H.E. Alex Ellis, British High Commissioner to India, Brig Mark Goldsack – Director UK Defence & Security Exports and select British & Indian OEMs.



This morning we held the inaugural meeting of our Joint Working Group to enhance Defence Industrial Collaboration with @SIDMIndia and UK DSE here in Gujarat with @AlexWELLis at #DefExpo

Useful discussion on collaboration programmes towards Make-I/II List of MoD @DRDO_India



- **Indian Air Force- SIDM Seminar on 'Certification and Qualification of Airborne Stores: Supporting the Private Sector to promote indigenous R&D and Manufacturing', 19th October 2022**

Aerospace Industry is strategically an important sector for the country, as it supports economic prosperity and the country's security by augmenting defence capabilities. In order to achieve the objectives of 'Aatmanirbhar Bharat' and self-reliance in the aerospace sector, there is a need to create an ecosystem to foster innovation, research and technology development in the aerospace domain and transform the private Indian industry to become part of the global supply chain.

The aerospace sector is highly technology intensive with unique requirements as most of the products developed must undergo certification and qualification for airworthiness. A better understanding of certification and qualification procedures and policies by the Indian Industry / MSMEs would go a long way in achieving the goal of Aatmanirbharata.

Towards this, the Indian Air Force in collaboration with SIDM organised a seminar titled "Certification and Qualification of Airborne Stores: Supporting the Private Sector to Promote Indigenous R & D and Manufacturing" during DefExpo.



- **SIDM-USIBC Seminar on 'New Frontiers in US-India Defence Cooperation: Next Generation Technology, Innovation & Make in India', 20th October 2022**

As a part of the effort to reorient defence technology cooperation between India and the United States to mission-driven and requirement-based collaborations, SIDM & USIBC partnered to organise a Seminar during DefExpo. The focus of the Seminar was to discuss 'Next Generation Co-Production Opportunities' between India & the US. Cyber and space domains along with AI and autonomous systems are the bedrock of this change. The panel discussion focussed on identifying what are the disruptive technologies that could provide India a competitive advantage over its adversaries.

Since the United States and India are major defence partners, there is considerable interest among the US companies to expand defence partnership with India. The seminar at Defexpo will help build a networking platform for all

stakeholders including the government, the policy community, and industry to continue to engage on the DAP 2020 & the DPEPP provisions and Aatmanirbhar Bharat.

The Hon'ble Raksha Mantri graced this Seminar as the Chief Guest. During his address, he stated that 'Collaboration with US companies would be an important strategic force multiplier for India' and further added that "The main objective is to fulfil the requirements of Indian Armed Forces; and at the same time, create long-term linkages to the global supply chains of the foreign OEMs to meet global demands. Through these linkages, India looks forward to collaborating for a secure and resilient global supply chain for the free world to ensure uninterrupted and reliable access to defence equipment and other strategic materials for our nation and our partners, including the US. As India's defence base grows, private sector companies from the US can explore the vast potential for 'Creating in India' and 'Exporting from India'.



Hon'ble Raksha Mantri Shri Rajnath Singh addressing the Seminar.

- **Indian Army-SIDM Seminar on ‘Synergising Defence Industry Competence in Research & Design with National Security Needs’, 20th October 2022**

The Indian Army is completely committed to the National Vision of ‘Aatmanirbharta’ which is now a tangible reality. The Indian Army is also confident that the Indian Defence Industry is fully competent to shoulder the responsibility of delivering modern and state-of-the-art military equipment. At this stage, we need to jointly discuss and define the focus of our collective efforts towards indigenisation & modernization.

The dynamic and ever-evolving nature of our operational requirements makes it incumbent upon us to focus on new and futuristic technological capabilities that would enable us to overcome contemporary and emerging challenges. There is, therefore, a need to enhance our production capabilities and proliferate R&D to the entire Defence Sector. The question that needs deliberation, therefore, is ‘How can the Indian private industry synergise their expertise, experience and competence in the field of R&D to contribute to improved capabilities of the Indian Army and also export their equipment’.



From L-R: Maj Gen Mann, ADG, ADB; Lt Gen BS Raju, VCOAS; Mr Sunil Misra, DG, SIDM; Gen Manoj Pande, Chief of Army Staff; Mr SP Shukla, President, SIDM; Lt Gen Shantanu Dayal, DCOAS (CD&S)

In order to future-proof our Forces’ operational readiness, we need to look at specific technological capabilities as the focus of our R&D and indigenisation efforts specifically aimed at complex and large military equipment.

The Indian Army & SIDM Session on ‘Synergising Defence Industry Competence in R&D and Design with National Security Needs’ was organized to address this theme. The Seminar was graced by the Chief of Army Staff, Vice Chief of the Army Staff and the Deputy Chief of Army Staff (CD&S) and other senior dignitaries from the Government and Industry.

- **UK – India Supply Chain Workshop with BAE Systems, MBDA and Rolls Royce, 20th October 2022**

There lies an immense potential between UK and India defence industry to explore partnerships, wherein Indian companies can effectively partner with the UK companies to meet the global requirements. With ease in FDI regulations and call to Foreign OEMs (FOEMs) to participate in the opportunities offered by the Indian Defence industry, the Government has created a strong foundation for driving the next phase of bilateral growth between India and the UK.

Towards this, SIDM, in partnership with the UK Defence Security and Exports and the UK-India Business Council organised the UK-India Defence and Global Supply Chain Workshop with BAE Systems, MBDA and Rolls Royce - ‘Manufacturing in India for the Armed Forces and Global Export.

- **SIDM Interaction with Mr Theodore Colbert, President & CEO, Boeing Defence, Space & Security and Boeing India Leadership, 20th October 2022**

Mr Theodore Colbert, President & CEO, Boeing Defence, Space & Security and Boeing India Leadership had a fruitful interaction with the SIDM Executive Council and State Chairmen on 20th October at Gandhinagar.

The interaction involved deliberations and perspectives on creating partnerships that support co-development and co-production imperatives of Aatmanirbhara Bharat, how can the Indian industry integrate itself into the global supply chain and opportunities and challenges related to the same.



A snapshot of the Boeing team with SIDM.

Interactive B2B Programme on Tamil Nadu Defence Corridor's Node 1- Chennai

SIDM, with the active support of CII, had instituted the SIDM Tamil Nadu State Chapter under the Chairmanship of Mr Rajesh R, VP Defence and PSB, Ashok Leyland Ltd. The objective of the State Chapter is to encourage the participation of local Industry in the design, development and manufacturing of equipment to boost Make In India for Defence & Exports.

Towards this, the first B2B meeting was organized in Chennai on 26th November 2022, at Chennai.

The B2B session saw participation from distinguished panellists and gave an opportunity for the members to interact with them to explore business opportunities, aimed at Aatmanirbharta. Mr Hans Raj Verma IAS, CMD, TIIC; Mr B Krishnamoorthy, Project Director, TIDCO and Mr Sanjay Dwivedi, Director-Operations, Armoured Vehicles Nigam Ltd were some of the key speakers to address the gathering.



Industry Interaction with Shri K T Rama Rao, Hon'ble Minister for IT, Industries, MA & UD, Govt of Telangana, 28th November 2022, New Delhi

SIDM in collaboration with CII organised an interaction of the aerospace and defence industry with Shri K T Rama Rao, Hon'ble Minister for IT, Industries, MA & UD, Govt of Telangana on 28th November 2022 at the CII Central Office, New Delhi. While the Minister joined the interaction virtually, other senior officials from the Telangana Government- Mr Jayesh Ranjan, Principal Secretary of the Industries & Commerce (I&C) and Information Technology

(IT) Departments, Officer on Special Duty Mr Sanjay Jaju, Investment Promotion and External Engagement Special Secretary Dr E Vishnu Vardhan Reddy and Aerospace and Defence Director Mr Praveen PA joined the interaction physically. From the SIDM leadership, its Founder Member Mr Satish K Kaura and Director General Mr Sunil Misra were present.

Senior representatives from leading defence manufacturers present in India like Larsen & Toubro, Bharat Forge, Tata Advanced Systems, Lockheed Martin, Safran, BEL etc participated in this interaction along with a few officials from the diplomatic corps. The aerospace and defence domain has been identified as a major thrust sector under the State's industrial policy

While addressing the gathering, Shri KT Rama Rao stated that "There probably is no other ecosystem in the world like Hyderabad where major OEMs from the US, UK, France, Israel and other countries have established their production and export facilities. It is a true demonstration of Make in India in defence".

Seeking to highlight the various investment opportunities that the State offered in the area, the Minister said that Hyderabad is a leading manufacturing and research hub for the defence industry and hosts a dozen Defence Research and Development Organisation (DRDO) laboratories and several DPSUs. He assured support to investors planning to establish manufacturing, engineering, testing and technology hubs in Hyderabad.

The interaction provided a great platform for the Industry to understand the facilities and incentives being offered by the Government of Telangana and interact with key decision-makers of the state.



On the head table, from L-R: Mr Sunil Misra, DG, SIDM; Mr Sanjay Jaju, Officer on Special Duty, Govt of Telangana; Mr Jayesh Ranjan, Principal Secretary, I&C and IT Departments, Govt of Telangana; Mr Satish K Kaura, SIDM Founder Member; Dr E Vishnu Vardhan Reddy, Investment Promotion and External Engagement Special Secretary. Shri K T Rama Rao, Hon'ble Minister for IT, Industries, MA & UD, Govt of Telangana had joined virtually.

Interactive Session with Gliders Indian Ltd and Troop Comfort Ltd 'Indigenisation & Development of New Technologies in Technical Textile for Defence & Aerospace with Collaborative Partnership', 21st December 2023

The defence sector is one of the largest consumers of technical textile products in the country, many of which are imported. With several policy initiatives of the Government pushing for indigenisation and modernisation, there has been a rising demand from the Indian defence forces for 'Made in India' technical textile products.

Some of the erstwhile Ordnance Factories now corporatized into DPSUs, namely Troops Comfort India Ltd and Gliders India Limited, have developed indigenous products and technologies in the technical textile domain. To connect the private industry with these two DPSUs and integrate them into the supply

chain, SIDM organised a 'Textiles and Technical Textiles Industry Delegation'. The 15 member delegation interacted with senior officials of Troop Comforts & Gliders India, at their corporate offices in Kanpur and got a brief on business opportunities available for collaboration. A product display was also organised for the delegation and the participants were given a tour of the testing facilities as well.

During the discussions, both DPSUs identified materials to be indigenised and invited the industry to collaborate in R&D and provide all technical inputs to manufacture the necessary materials in India.



A group photograph of the delegation.

Industry Outreach for DRDO's Dare to Dream 4.0, 8th February 2023

SIDM joined hands with DRDO to conduct a virtual outreach programme for DRDO's 4th edition of the Dare to Dream, on 8th February 2023 to sensitise the Industry about the scheme and its application process.

The 10 broad challenge areas for this edition were as follows:

- Digital Twinning of Human Organs
- Plasmonic Applications for Defence
- Collaborative Dual Arm Manipulation for Robots
- Target Seeking and Proximity Sensing Technologies
- Quantum Algorithms for Image Processing and Machine Learning Applications
- Countermeasures for Drone and Swarm of Drones
- Direct Energy Technologies
- Cognitive Listening Device
- Bonding Technologies between Composite and Metals for High Temperature Applications
- Open Category: Exploring the Unthinkable and Unimaginable

SIDM at Aero India 2023

- **B2B Interaction with the French Delegation, in collaboration with GIFAS, 14th February**

SIDM in partnership with its MoU partner GIFAS (Groupement des industries françaises aéronautiques et spatiales) - the French Aerospace Industries Association organised a B2B Interaction for the Indian Industry with the ~25 member strong French delegation during Aero India 2023.

The initiative was a continuation of the collaborative efforts of SIDM & GIFAS to foster a closer strategic partnership between the Indian and French industries. This was followed by a cocktail networking session in the evening.

- **2nd UK-India Defence and Global Supply Chain Workshop with Thales and MBDA UK - 'Manufacturing in India for the Armed Forces and Global Export', 15th February, 2023**

On the sidelines of DefExpo 2022, the 1st UK-India Defence and Global Supply Chain Workshop with BAE Systems, MBDA and Rolls Royce was held which saw large participation from the Indian Industry. The 1st UK - India Defence Industry Joint Working Group Meeting was also held which called for creating platforms for greater bilateral engagement.

Taking this momentum forward, the 2nd UK-India Defence and Global Supply Chain Workshop was organized on the sidelines of Aero India 2023 on 15th February. The Workshop had presentations from Thales and MBDA UK on their supply chain opportunities.



- **SIDM-DDP Seminar on 'Indigenous Development of Key Enablers for Enhancing Network Centric Operations in Aerospace Domain', 15th February**

The Society of Indian Defence Manufacturers in collaboration with the Department of Defence Production, MoD organised a Seminar titled 'Indigenous Development of Key Enablers for Enhancing Network Centric Operations (NCO) in Aerospace Domain' on Day 3 of Aero India 2023 at the Yelahanka Air Force Station in Bengaluru.

Modern Warfare is critically dependent on secure communication between the Sensor, Shooter and the Command Centre. In the past few years, the Indian Armed Forces have introduced several modern platforms and weapon systems as a part of the modernization drive, with a mix of both indigenous and foreign systems.

The Seminar sought to get an all-encompassing view, with inputs from all the key stakeholders - Services, Industry, Academia & Think Tanks on the way forward for developing and manufacturing the relevant systems and technologies for network-centric operations in the aerospace domain indigenously and give our Forces an additional operational advantage.

Hon'ble Raksha Rajya Mantri Shri Ajay Bhatt graced the Seminar with his presence, as the Inaugural Speaker. During his address, he emphasised that today, every country of the world wants to work with India. Based on our Hon'ble Prime Minister's clarion call for Aatmanirbhar Bharat, the collective efforts of all stakeholders have transformed our country across all sectors via indigenous solutions, with great strides having been made in the defence and aerospace sector as well. He urged the Industry to

continue working towards further strengthening India's position as one of the top countries, in terms of economy and other respects as well.

While delivering the Welcome & Opening Address, **Shri SP Shukla**, President, SIDM began by saying that often, when we think of 'aerospace', it is only aircrafts which come to our mind when in reality, aerospace is about so much more than that. He stated that there are multiple security challenges that India faces both external & internal, in the military and non-military dimensions. For our country to gain and maintain its rightful place in the world, India needs to be strong and secure however, our country's security requirements and challenges are unique in nature due to our extensive land borders and coastlines as well as the varied landscapes. This makes it imperative for our Security Forces to have not just modern physical hardware but also about

maintaining and developing capabilities in Artificial Intelligence and related software domains which shall facilitate an intertwined security structure where information can be shared in secure manner, which is where NCO assumes an important role. While concluding, he assured SIDM's support in making India 'aatmanirbhar' in Defence Production.

The Inaugural Session was followed by a Technical Session & a Tech Talk where senior officials from Services, DRDO, Industry and Academia presented their perspectives on the relevant technologies related to Network Centric Operations in the Aerospace domain, how to indigenise them and the path ahead. Amongst others, this was addressed by Dr B K Das, Director General (ECS), DRDO, AVM Rajiva Ranjan, ACIDS (PP&FS) from HQ IDS, VAdm Raman Puri (Retd), Distinguished Fellow, VIF and Mr Arun Ramchandani, Executive Vice President & Head, L&T Defence.



From L to R: Gp Capt RJ Atre, Department of Defence Production; Shri Ajay Bhatt, Hon'ble Raksha Rajya Mantri; Mr S P Shukla, President, SIDM

22nd Defence Acquisition Management Course (DAMC), 01st - 02nd March 2023

The Government of India has taken several policy initiatives in the past few years and brought in reforms to encourage indigenous design, development, and manufacture of defence equipment. 'Make-in-India' and 'Aatmanirbharta' in defence have been the key drivers of all policies and procedures. These initiatives have opened a wide-ranging set of business opportunities for the industry in the Defence & Aerospace sector.

To familiarise the industry with several aspects of the acquisition processes of the defence sector and enable their participation in the sector, SIDM organised the 22nd Defence Acquisition Management Course (DAMC), from 01st-02nd March in New Delhi.

The two-day certificate course covered the following topics:

- Acquisition Organisation of MOD and Services
- Structure of DAP, Planning Processes, Categories of Acquisition
- Definitions: Indigenous Content & Indian Vendor
- Acquisition Procedure for "Buy" and "Buy and Make" Categories
- Defence Offset and Guidelines
- Acquisition Procedure for "Buy" and "Buy and Make" Categories
- Acquisition Procedure for "Make" and "Innovation" Categories
- Make-II Procedure and Schemes of Indian Armed Forces

- Technology Development Fund
- Other Defence Sector Policies & Procedures

The course was conducted by RAdm Pritam Lal (Retd), a well-known domain expert, who has been conducting this course since 2016. The Inaugural Session of the Course was graced by VAdm SN Ghormade, PVSM, AVSM, NM, ADC, Vice Chief of Naval Staff, Mr Anurag Bajpai, JS DIP and Mr Nitin Gokhale, Founder, BharatShakti.in and StratNewsGlobal.com.

While delivering the keynote address VAdm Ghormade stated that '43 ships and submarines are under construction from public and private sector Indian shipyards. The Government has also accepted the AONs for 57 ships and submarines, all to be built in India.' He further added that Navy@100 aims to be fully Aatmanirbhar- 'We need to fight to win and fight future wars with Indian Equipment but we need to pole vault to achieve the capabilities required to match the pace of advancing Niche technologies.'



VAdm SN Ghormade, VCNS delivering the Keynote Address during the Inaugural Session.

Seminar on Accelerating Defence and Aerospace Industry in Tamil Nadu Defence Industrial Corridor, May 2023

SIDM organised multiple seminars titled 'Accelerating Defence and Aerospace Industry in Tamil Nadu Defence Industrial Corridor (TN DIC)' at Hosur on 9th May, Salem on 10th May and Coimbatore on 18th May to explore opportunities for collaboration between the government, defence services, private sector companies and educational institutions, to promote the growth of the defence and

aerospace industry in the TN DIC. The Seminars were supported by the Tamil Nadu Industrial Investment Corporation Ltd (TIIC), TN Defence Industrial Corporation (TIDCO) and CII.

The Seminar at Hosur, on 9th May 2023 focussed on creating awareness towards integrating the industry, especially MSMEs, with the supply chains of large Defence Public Sector Companies.

Lt Gen K S Brar, AVSM, GOC, Dakshin Bharat Area, in his keynote address at Hosur, stressed the need for industry to come forward and participate in Defence manufacturing to fulfil the requirements on maintenance and sustenance of existing equipment of the defence forces to reduce dependency on import from Foreign OEM. He emphasised on building indigenous technologies and Intellectual Property to save the Nation on cost as well as give the Armed Forces an operational edge during hostile situations. Senior officers from BEML, HAL and AVNL also attended the interaction and sensitised the industry about their requirements from the domestic industry.

Mr Hansraj Verma, IAS, CMD TIIC, encouraged the industry to utilise this opportunity of interaction with the end users and applauded the efforts of SIDM in instituting the Tamil Nadu State Chapter under the Chairmanship of Mr Rajesh R, Senior VP, Ashok Leyland Limited, to harness the potential of the Industry in Tamil Nadu.

The Salem seminar organised on 10th May 2023 focussed on invigorating the textile industry in the region. Speakers from Indian Army, Indian Air Force, DRDO and two erstwhile ordinance factories now DPSU, Gliders Indian Limited and Troop Comforts spoke about the immediate and futuristic requirements of technical textiles for numerous applications in Defence Sector.

The Coimbatore Seminar focussed on the criticality of the Sustenance of Missile systems, with officers from Directorate General of Naval Armaments, L&T and BDL presenting the opportunities for MSME in the sector.

The deliberations at the seminars highlighted the immense growth potential of the defence industrial ecosystem of India arising out of the Government's policy framework under the "Make In India Initiative" and sensitised the industry about long term business potential.

The Seminars were attended by over 300 industry representatives in each node, who also got an opportunity to interact on a one-on-one basis with the users and the anchor industries present in the region.



Snapshots from two of the Seminars.

Training Course on GeM for Defence and Aerospace, 08th June 2023

The Government of India's push towards digitalisation and e-governance has brought about several significant changes in the country's business landscape. One such initiative is the Government e-Marketplace (GeM), a major initiative by the Indian Government to simplify procurement processes and promote transparency in the purchase of goods and services. The GeM portal has been widely used by all Ministries & Departments of the Government, including the Ministry of Defence & DPSUs. It is mandatory as per GFR 2017 for all central Govt entities to procure items listed on GeM portal through the processes prescribed therein.

Apart from transparency and equal opportunity to all registered vendors, GeM enables significant efficiencies to the procurement process. Being an all-digital process, it is closely monitored till the release of payments to the vendors. As per reports, the Ministry of Defence is one of the largest purchasers of Goods & Services on GeM. The Ministry of Defence spent US\$ 3.48 billion (Rs. 28,732.9 crore) on goods and services in FY23, a rise of 90.4% from US\$ 1.82 billion (Rs. 15,090.8 crore) in FY22.

To help businesses navigate the GeM platform better, SIDM in partnership with the Government e-Marketplace (GeM), Ministry of Commerce & Industry organised a one-day Training Course on GeM on 08 June 2023 at New Delhi.

The course endeavoured to provide participants with a comprehensive understanding of the GeM platform, its functional and operational features, and the procurement processes involved.

The course is designed to cater to the needs of all businesses, including startups, MSME and large enterprises.

The course lectures were delivered by subject matter experts from GeM. Shri PK Singh, CEO, GeM delivered the Keynote Address in the Inaugural Session of the course. He stated that the 'GeM Portal has been a disruptive experiment of the Govt. We started with Rs 450 Cr in the first year and we ended with Rs 2 Lac Cr in the last year.'

During his Special Address in the Inaugural Session, RAdm Dalbir S Gujral, NM, ACIDS (FP & Adm), HQ IDS mentioned that 'GeM has significantly expanded our vendor base to include MSMEs and local businesses which has fostered competition and led to huge cost savings for the Services apart from reducing admin delays and saving both time and effort'.



Shri PK Singh, CEO, GeM delivering the Keynote Address.

Workshop organised by DGAQA and SIDM on 'QA Reforms in Military Aviation for Promoting Indigenous R&D and Manufacturing', 03rd July 2023

The Indian Aerospace industry is driving the vision of achieving self-reliance in meeting India's air defence needs. Indian aerospace companies are actively acquiring technical expertise and improving their business processes to enter the global supply chains of industry pioneers. This strategic sector offers significant potential for economic growth and strengthening air-defence capabilities. However, the aerospace sector is a complex domain with advanced technology and critical considerations for flight safety and mission success. To address these risks, the global aerospace industry operates under the airworthiness framework governed by state or government agencies. In India, the Technical Airworthiness Authority (TAA), consisting of DGAQA (ensuring airworthiness through quality assurance) and CEMILAC (ensuring airworthiness of designs), provides airworthiness certification and quality assurance for all Indian aviation industries.

As part of the Government's 'Make in India' and 'Aatmanirbhar Bharat' programmes, DGAQA has been driving various initiatives to rope-in maximum number of Aerospace product manufactures to be prospective suppliers for

Indian Defence requirements and be the contributors for national defence preparedness.

To take this initiative forward, DGAQA in collaboration with SIDM, SIATI and DPSUs organised a Workshop on QA Reforms in Military Aviation for Promoting Indigenous R&D and Manufacturing 03 July 2023 at Vigyan Bhawan, New Delhi.

The primary objective of the workshop was to highlight the handholding initiatives undertaken by the DGAQA / MoD, which facilitate the entry of Indian manufacturers into the defence aerospace manufacturing business. Additionally, the workshop attempted to identify any further requirements for support and assistance in order to enhance the potential for indigenous manufacturing in this sector.

While addressing the Workshop, Defence Secretary Shri Giridhar Aramane said that Government was committed to ensuring Quality Assurance (QA) in military aviation and taking appropriate measures to remove obstacles in indigenization of Defence manufacturing industry.



Shri Giridhar Aramane, Defence Secretary and other key officials during the Inaugural Session.

SIDM Karnataka State Chapter Fireside Chats

Karnataka forms an integral part of the Indian Defence and Aerospace ecosystem where 65% of India's Aerospace related exports originated from the state. To further grow the local Defence and Aerospace ecosystem, CII and SIDM, under the its Karnataka Chapter, conceptualized platforms for creating awareness of central policies and procedures and also to build capacity of the local Industry for meeting emerging requirements.

As part of this initiative, a Fireside Chat Series was launched to provide members an understanding of emerging business opportunities the Defence and Aerospace sector and relay learnings from Industry leaders.



SIDM-Indian Navy Industry Partnership Webinars

To take forward Indian Navy's agenda of 'Innovation and Indigenisation', Naval Innovation and Indigenisation Organisation (NIIO), Indian Navy and SIDM had established a framework for structured interaction between Indian Navy and Industry, which started on 29 October 2021, for a year. Given the success of the interactions, with various Naval Directorates, the programme was extended and continued in 2022-23.

The themes of the monthly webinars for this year were as follows:

- IT RELATED PROJECTS
- NETWORK CENTRIC OPERATIONS
- STEALTH TECHNOLOGIES
- ANTI-CORROSION TECHNOLOGIES
- GALLEY EQUIPMENT
- AVIATION PROJECTS
- RADARS, COMMUNICATION, EW SYSTEMS AND SENSORS
- WARSHIP DESIGN BUREAU
- INDIGENISATION PROJECTS
- ARMAMENT & MAGAZINES RELATED PROJECTS
- ARMAMENT / WEAPONS
- SUBMARINE PROJECTS AND SAFETY

Each webinar has seen active participation from the Industry.



Global Outreach



SIDM Delegation to the United States, 19th – 23rd Sept 2022

SIDM mounted its maiden delegation to the United States from 19th – 23rd September where interactions took place with key stakeholders of the India – US Defence Cooperation. The Delegation was led by Mr Neeraj Gupta, Chairman, SIDM International and Exports Committee and Managing Director, MKU Ltd.

The delegation held meetings in Washington D.C and comprised of 8 Indian companies – MKU Ltd, Idea Forge Technologies Pvt Ltd, Larsen and Toubro, Investments and Precisions Castings Ltd, Newspace Research & Technologies Pvt Ltd, Rossell Techsys, Abhyuday Bharat Projects Pvt Ltd and Delta Combat Systems Pvt Ltd.

Interactions took place with the US Department of Defense, US Chamber of Commerce, National Defense Industrial Association, Boeing, Fairfax County Economic Development Authority and the Center for a New American Security. The interactions brought out the opportunities where Indian Industry could collaborate on technologies and integrate as part of the global supply chain.

The delegations met, inter alia, HE Mr Taranjit Sandhu, Ambassador of India; Mr Michael Vaccaro, Performing the Duties of Deputy Assistant Secretary of Defense for Industrial Base Policy, US Department of Defense and Mr Terry Emmert, Principal Deputy, Deputy Chief Technology Officer of Mission Capabilities, Department of Defense.

Mr Neeraj Gupta, Chairman, SIDM International and Exports Committee and Leader of the Delegation said, 'This being the first Industry-led delegation to the United States underscores the importance that SIDM places on India – US Defence Cooperation. Our interactions with the US Department of Defense, US Chamber of Commerce and the National Defense Industrial Association highlighted immense potential for our Industries to collaborate. SIDM will be working with these stakeholders to make sure our bilateral defence trade grows in the next few years'.

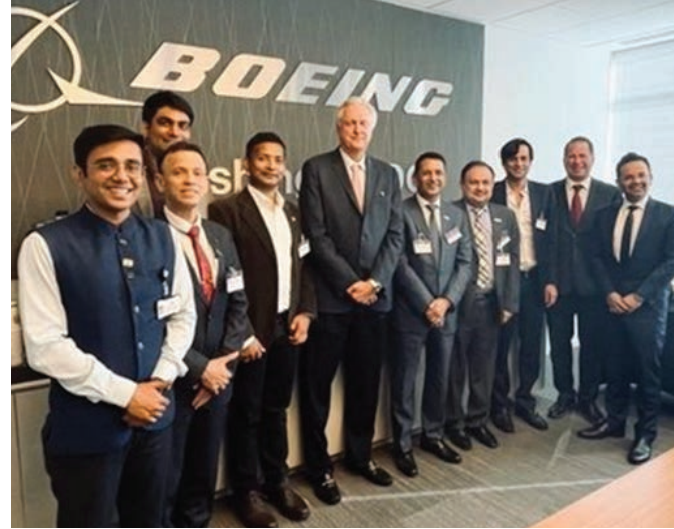


USIBC was proud to host a first of its kind delegation by the @SIDMIndia where they interfaced with Michael Vaccaro and Terry Emmert of @DeptofDefense @DoDCTO as well as American defense companies





The SIDM Delegation with H.E. Mr Taranjit Singh Sandhu, Indian Ambassador to the United States & the Defence Attaché;



A group photograph of the delegation with Mr Torbjorn (Turbo) S., Vice President & General Manager- International Government and Defence, Boeing

SIDM Delegation to France alongside CII CEOs' Mission, 02nd – 04th November 2022

SIDM mounted a CEOs Delegation to France alongside CII's Annual CEOs Mission from 02nd-04th November 2022. India and France have been Strategic Partners since 1998 and have convergent views on a range of international issues apart from a close bilateral relationship. The areas of defence cooperation, space cooperation and civil nuclear cooperation constitute the three principal pillars of the Strategic Partnership.

SIDM interacted with several key stakeholders, as a part of the delegation:

- H.E. Mr Jawed Ashraf, Ambassador of India to France
- H.E. Mr Olivier Becht, Minister for Trade & Investments, Govt of France
- Direction Générale de l'armement - the French Govt Defence Procurement & Technology Agency

- Business France- the national agency supporting the international development of the French economy, responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France.
- Groupement des industries françaises aéronautiques et spatiales (GIFAS) - the French Aerospace Industries Association who has been SIDM's MoU partner since 2018
- International Chamber of Commerce (ICC) - the largest, most representative business organization in the world. ICC is the institutional representative of more than 45 million companies in over 100 countries.
- MEDEF- the leading network of entrepreneurs in France. Over 95% of the businesses belonging to the MEDEF are SMEs.
- GICAT- the French land defence and security industry association

During the delegation's interaction with these stakeholders, SIDM highlighted the strengths and growth of the Indian defence industrial ecosystem. Opportunities for participating in India's defence business via the Joint Venture & Transfer of Technology route were also conveyed and select areas for mutually beneficial collaboration such as digitization, cyber security, military material etc were also discussed.

The delegation also met senior representatives from Safran, Dassault, Airbus and Thales amongst others.



The CII & SIDM Delegation with H.E. Mr Olivier Becht, Minister for Trade & Investments and H.E. Mr Jawed Ashraf, Ambassador of India to France

Interaction with Australian Consulate General Chennai, 6th November 2022

Members from SIDM's Andhra Pradesh State Chapter met with the Australian Consul General Chennai and other officials from the Consulate, at Visakhapatnam, during the

Indo-Pacific Endeavour 2022 where five ships, eleven helicopters, and around 1,800 personnel from all three services of the Australian Defence Force (ADF) participated.



SIDM members with the Australian Delegation in Chennai

SIDM Defence Delegation to Kenya, 10 – 11th Nov 2022

The High Commission of India, Nairobi in collaboration with SIDM organised a seminar cum mini-DefExpo in Kenya, to promote the Indian defence industry in the region. A strong delegation of over 15 companies from India, covering a wide array of segments within the defence industry, ranging from Armoured vehicles & warships to telecommunication equipment, personal protective gear, and UAVs attended the Seminar.

This initiative was undertaken in line with the MoD's guidelines for promoting India's defence exports to select target countries.

Lt Gen Francis Ogolla, Vice Chief of the Kenyan Defence Forces, H.E Ms. Namgya C. Khampa, High Commissioner of India to Kenya, Col M A Shivananda, Director - International

Cooperation Division, Ministry of Defence and Capt Nitesh Garg, Defence Attache, High Commission of India interacted with the Indian Industry Delegation.

India is the second largest investor in Kenya. Over 60 major Indian companies have invested in various sectors including manufacturing, real estate, pharmaceuticals, telecom, IT & ITES, banking and agro-based industries. Indian investments have resulted in creation of thousands of direct jobs to Kenyans. In 2021, Dr S. Jaishankar paid an official visit to Nairobi from 12-15 June 2021 and co-Chaired the 3rd India-Kenya Joint Commission Meeting (JCM) and held a round table meeting with the Ministers for Foreign Affairs, Defence, Trade & Industry, ICT, Energy, and MoSs for Health and Treasury.



The Indian Industry Delegation with Lt Gen Francis Ogolla, Vice Chief of the Kenyan Defence Forces (Center Left) and H.E Ms. Namgya C. Khampa, High Commissioner of India to Kenya (Center Right)

Webinar On India – Czech Republic Defence Industry Cooperation, 25th November 2022

Since the signing of the MoU on Bilateral Defence Cooperation in October 2003, India & Czech Republic have fostered a close defence bilateral relationship. In accordance with the MoU, Joint Defence Committee (JDC) was also set up and so far, six such meetings of the JDC have taken place with the last meeting being held in New Delhi in February 2020.

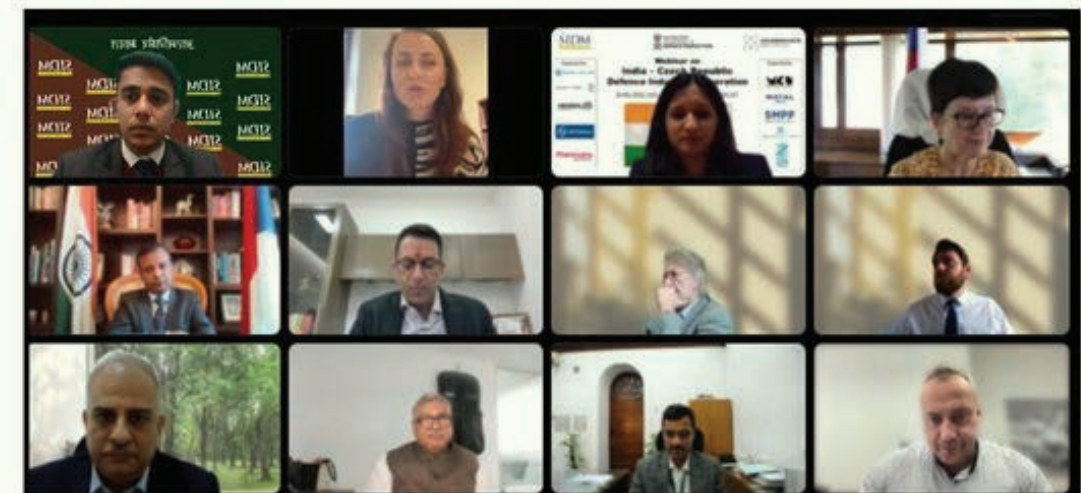
The Czech defence companies have been regularly supplying military equipment to Indian armed forces. Further to this, to promote collaboration between the Indian &

Czech defence industries, SIDM, in collaboration with the Department of Defence Production, MoD, the Indian Embassy in Czech Republic and the Czech Aerospace Cluster, organised a Webinar on 'India – Czech Republic Defence Industry Cooperation' on 25 November 2022.

Senior officials from the Indian and Czech MoDs addressed the webinar which was followed by presentations from select Indian and Czech defence companies.

Webinar on India – Czech Republic Defence Industry Cooperation

25 Nov 2022 | 1430 – 1645 Hrs IST / 1000 – 1215 Hrs CET



Interaction of JS DIP with SIDM International & Exports Committee, 16th December 2022

Shri Anurag Bajpai, Joint Secretary (DIP) interacted with members of SIDM's International & Exports Committee which is chaired by Mr Neeraj Gupta, Managing Director, MKU. The agenda of the interaction was to convey the issues commonly faced by the Industry with the JS.

Mr Bajpai patiently listened to all members' concerns and assured that the points which needed action shall be taken up by the Ministry. Some of the issues which were discussed were Line of Credit, OGEL, Defence Cooperation Agreements with Friendly Foreign Countries and the MAITRI Scheme.



Mr Anurag Bajpai, Joint Secretary (DIP) Interacting with the Members

Interaction with US DOD delegation led by Mr Terence Emmert, Principal Deputy Chief Technology Officer for Mission Capabilities, 16th December 2022

SIDM has been working closely with the US Department of Defense to promote bilateral industrial cooperation for the past few years and has held multiple interactions towards this. In line with the same, an interaction of the Indian Industry with Mr Terry Emmert, Principal Deputy, Deputy Chief Technology Officer of Mission Capabilities, United States Department of Defense was held, in Bangalore and New Delhi, where Indian industry members from varied backgrounds were invited.



SIDM Delegation to Malaysia, 10th – 11th January 2023

SIDM, in partnership with the High Commission of India, Kuala Lumpur, organised Delegation to Malaysia on 10th & 11th January 2023.

A Seminar on 'India – Malaysia Defence Industrial Cooperation' will be organised and B2Bs meetings are planned as part of the itinerary. The Seminar was attended by the Malaysian Ministry of Defence and Industry Representatives.



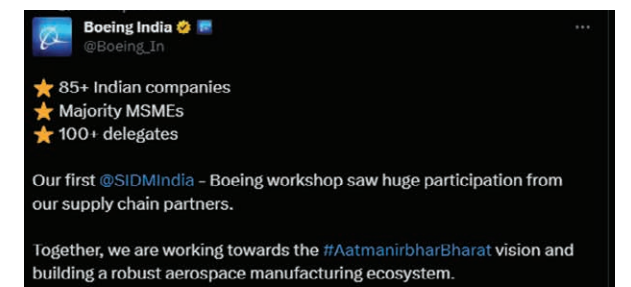
SIDM-Boeing Workshop on 'How to do Business with Foreign OEMs like Boeing', 20th January 2023

SIDM, in collaboration with Boeing India, organised a Virtual Workshop on 'How to do Business with Foreign OEMs like Boeing' on 20th January with trainers from Boeing.

The Workshop covered the following aspects:

- Overview of "How to do business with Boeing"
- Overview of Boeing's Footprint Globally and in India
- Boeing's Expectations from its Suppliers and Source Selection Process
- Overview of an effective proposal development
- Prerequisites and System Requirements

The workshop was especially beneficial for firms already having an AS9100 certification/ in the process of getting AS certified as it helped them meet various aviation regulatory requirements. The Workshop was attended by 85+ participants.



SIDM – British High Commission: India – UK Police Technology Roundtable, Lucknow – Delhi and Bengaluru, 31st – 2nd February, 2023

SIDM and the British High Commission organised the India – UK Police Technology Roundtable in Lucknow, Bengaluru and New Delhi.

The Mission was led by Ms Ana Shotbolt, UK Deputy Trade Commissioner for South Asia and brought participation from 9 UK companies. The companies were working in the areas of:

- Police modernization relating to cyber security.
- Forensic sciences
- Crime investigation

- Traffic management and safe city
- Secure communication
- Prison and secure facility access management
- Drug and narcotics prohibition
- Police training.

The UK companies interacted with Indian Industry on partnerships opportunities in the domains of, inter alia, Police Modernisation, Cyber Security and Secure communication.



The UK Delegation with Indian companies at the interaction in Lucknow

Industry Capability Presented to Deputy Commander in Chief of Royal Cambodian Armed Forces, 04th February 2023

SIDM in collaboration with Indian Army presented the capabilities of the Indian Industry via an Industry Display to a Delegation from the Royal Cambodian Armed Forces, on 04th February 2023, in New Delhi. The delegation was led by Lt Gen Hun Manet, Deputy Commander-in-Chief of Royal Cambodian Armed Forces (RCAF) and Commander of Royal Cambodian Army as he made his maiden visit to India.



SIDM Presenting the Members' Directory to Deputy Commander in Chief of Royal Cambodian Armed Forces

Industry Capability Presented to Deputy Commander in Chief of Royal Cambodian Armed Forces, 04th February 2023

On 23rd February 2023, as part of the 7th India-Sri Lanka Defence Dialogue, SIDM presented Indian Defence Industry's capabilities to Sri Lanka's Secretary of Defence,

Chief of Army Staff, Chief of Naval Staff and Chief of Air Staff. Presentations on Drone Technology were also held.



Top: Indian side led by Mr Rajeev Prakash, JS (Naval Systems), Department of Defence Production at the 7th India – Sri Lanka Defence Dialogue
Below: Sri Lankan Delegation led by General GDH Kamal Gunaratne (Retd).

Interaction with General Jim Mattis, Senior Counselor, The Cohen Group and former US Secretary of Defense, 2nd March, 2023

Confederation of Indian Industry (CII) in association with SIDM organised a closed door interaction of select CEOs with General Jim Mattis, Senior Counselor, The Cohen Group and former US Secretary of Defense in New Delhi; various facets of India-US strategic partnership were discussed.

During his tenure as Defense Secretary, General Mattis re-designated the U.S. Pacific Command (USPACOM)-the Pentagon's largest geographical command-to "U.S. Indo-Pacific Command" to reflect India's growing importance and central role in the region. The command stretches "from Bollywood to Hollywood," Mattis had observed while announcing the re-designation. General Mattis also played an integral role in elevating

India to a Strategic Trade Authorization ("STA") Tier 1 country within the U.S. Department of Commerce. The designation provided India with the same trade benefits afforded to America's closest allies with respect to export control. Gen Mattis has also played a pivotal role in US and India signing foundational agreements such as Communications Compatibility and Security Agreement (COMCASA), as well as being the key champion for legislative waiver for India under CAATSA.

The General dwelt into the various facets of the India-US partnership, particularly, in strategic areas such as energy, defense, critical and emerging technologies, space, supply chains etc.



From L to R: Mr Sunil Misra, DG SIDM; Mr Rajinder Bhatia, SIDM EC Member; General Jim Mattis, Senior Counselor, The Cohen Group and former US Secretary of Defense; Mr Neeraj Gupta, Chairman, SIDM International and Exports Committee.

Webinar on India-Egypt Defence Industry Cooperation, 07th March 2023

SIDM, in collaboration with the Department of Defence Production, MoD and the Indian Embassy in Egypt organised a Webinar on 'India-Egypt Defence Industry Cooperation' on 07th March 2023.

Defence cooperation has been an important aspect of the bilateral relationship between India and Egypt. The Indo-Egypt Joint Defence Cooperation (JDC) was set up in Aug 2006 and has set the tone for the current defence cooperation between the two countries. The JDC meetings are held alternately in both countries.

In September 2022, the Defence Ministers of both countries also signed a Memorandum of

Understanding (MoU) to further enhance bilateral defence cooperation between India and Egypt during Hon'ble Defence Minister Rajan Singh's official visit to Cairo.

The webinar was aimed at exploring opportunities for collaboration between the defence & aerospace industries of India and Egypt and promoting the capabilities of the Indian Industry. From the Egyptian side, senior officials from their Ministry of Defence and Services, including armament authority assistants from different branches, i.e. air defense systems, manufacturing and research and development attended the webinar.

Indian Defence Industry Delegation to the United Kingdom, 20th - 23rd March 2023

SIDM, in partnership with UK Defence and Security Exports, Department of International Trade, British Government and UK-India Business Council, mounted an Indian Defence Industry Delegation to the UK from 20th - 23rd March 2023.

The Objective of this visit was to:

- Promote greater UK-India industrial partnership, engagement, and investment across the sector.
- Initiate and progress constructive dialogue across G2B and B2B forums.



SIDM UK Delegation with Mr Matt Collins, Deputy NSA; Mr Neeraj Gupta, Chairman, SIDM International & Exports Committee presented a token of appreciation on behalf of the Industry.

- Establish an achievable set of programmes and joint initiatives for delivery within an acceptable timeline.
 - Identify supply chain opportunities which address gaps in both ecosystems.
- The delegation interacted with
- Lord Dominic Johnson – Minister for Investment
 - Alex Chalk – Minister for Defence Procurement
 - Matt Collins – Deputy National Security Adviser
 - Vikram Doraiswami – High Commissioner of India
 - Mark Goldsack – Director UK Defence & Security Exports



Interaction with Lord Dominic Johnson of Lainston CBE, Minister for Investment, UK Govt

Interaction of the Indian Industry with Delegation of the Jordanian Armed Forces, 21st March 2023

SIDM in collaboration with the Department of Defence Production, Ministry of Defence organised an Industry interaction with an incoming delegation of the Jordan Armed Forces (JAF) on 21st March, in New Delhi. The delegation was led by Brig Gen Tariq Al Hajaya,

Director, Planning & Organisation, who is responsible for enhancing JAF's capabilities.

Based on their areas of interest, relevant industry was invited to present their capabilities. The session was chaired by Mr Ashok Wadhawan, Member of SIDM's Executive Council.



Brig Gen Tariq Al Hajaya, Director, Planning & Organisation interacting with the Industry

Interaction of the Indian Industry with H.E. Mr Qasem Al-Araji, NSA, Republic of Iraq, 24th March 2023

The Iraqi National Security Adviser (NSA) H.E. Mr Qasem Al-Araji visited India, at the invitation of our NSA Mr Ajit Doval in March this year.

As a part of his official itinerary, SIDM, in consultation with the National Security Council Secretariat (NSCS) organised an interaction for the Industry on 24th March, in New Delhi.

The Indian Industry's capabilities were presented to him and the senior Iraqi officials who had accompanied him.

Mr Al-Araji expressed a keen interest in some of the products presented to him. Mr Ashok Kanodia, Chairman, SIDM ICT Committee and Member of SIDM's Executive Council chaired the Session.



Mr Ashok Kanodia, SIDM Executive Council Member felicitating H.E. Mr Qasem Al-Araji, NSA, Republic of Iraq.

SIDM Delegation to Changwon City, Republic of Korea, 28th – 29th March 2023

SIDM delegation of major Indian Defence and Aerospace companies to the Republic of Korea from 28th – 29th March. The delegation was hosted by Changwon City Industry Agency and met the First Deputy Mayor of Changwon City.



SIDM Delegation with the First Deputy Mayor of Changwon City

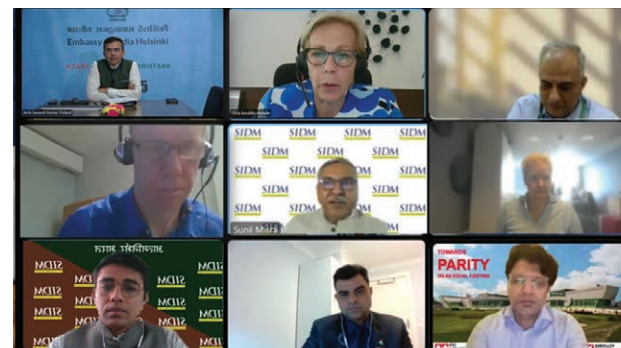
Webinar on India – Finland Defence Industry Cooperation, 25th April 2023

India and Finland signed an MoU on co-operation in the field of Production, Procurement, Research and Development of Defence related Equipment and Industrial cooperation in 2020. Under the broad ambit of the MoU, cooperation between Finnish companies and Indian Industry is being explored. Defence co-operation between India and Finland has mainly focused on the purchase of snowmobiles, radio sonde, woollen clothing, specialist ammunition and minor equipment.

With this background, SIDM, in partnership with the Department of Defence Production, Embassy of India, Helsinki and Association of Finnish Defence and Aerospace Industries (AFDA), organised a Webinar on India – Finland Defence Industry Cooperation on 25th April from 1130 – 1230 hrs IST.

Key Speakers included:

- **H.E. Mr Raveesh Kumar**, Ambassador of India to Finland
- **H.E. Ms Ritva Koukku-Ronde**, Ambassador of Finland to India
- **Mr Sanjay Mehrishi**, Deputy Director General – Exports, Department of Defence Production, Ministry of Defence India
- **Mr Tommi Nordberg**, Senior Adviser, Ministry of Defence Finland



Industry Presentations for Mozambique Delegation, 25th April 2023

The 4th Meeting of Joint Defence Working Group with Mozambique was scheduled from 25th–26th April 2023 in New Delhi. To portray the strengths of the Indian Industry to the delegation, a brief industry interaction was organised for the Mozambique delegation.



Industry Interaction with Mr Casimiro Augusto Mueio, Permanent Secretary of the Ministry of National Defence, Co-Chairman of the Mozambican Delegation

Interaction with Bangladeshi Chief of Army Staff, 27th April 2023

Defence cooperation between India and Bangladesh has seen significant progress in the last few years. This push is illustrated in the exchange of visits between leaders of the two nations, as well as the conduct of training programmes, joint exercises, and humanitarian assistance and disaster relief (HADR). Prior to Bangladeshi Prime Minister Sheikh Hasina’s visit to India in 2017, developments in the area of defence cooperation between the two countries took place in the absence of any formal mechanism.

There are now regular reciprocal visits by leaders of their armed forces; the presidents of both countries, who are the commanders of their armed forces, have also exchanged visits.

The Bangladesh Chief of Army Staff is visiting India from 27th – 29th April. As part of his visit,

SIDM highlighted Indian Industry’s capabilities to the Bangladeshi delegation. Indian Industry Presentations and brochures were sent to the Bangladesh Army post the interaction.



Rear Admiral Pritam Lal, Principal Advisor, SIDM presenting the SIDM Member’s Directory to the General Shafiuddin



SIDM Delegation to Paris Air Show 2023

SIDM in collaboration with GIFAS and Business France organized the Indian delegation's visit to the 54th edition of the Paris Air Show 2023, from 19th-21th June 2023. The Paris Air Show is the largest aerospace-industry exhibition in the world and is organized by SIDM's MoU partner GIFAS, biennially. However, due to COVID-19, this edition of the Paris Air Show was organized after a gap of four years.

This year, the Paris Air Show had 2,500 exhibitors from 46 countries, thus it provided a great opportunity for the Indian Industry to interact with several key global aerospace and defence manufacturers, at one location. The 26-Member Delegation was one of the largest organized by SIDM. The contingent included senior officials from the Tamil Nadu Govt as well, who had travelled to promote investments in the Tamil Nadu Defence Corridor. Over three days, the delegation engaged in ~100 B2B meetings.

The Key Highlights of the delegation were as follows:

- The delegation visited the Paris Air Lab which displayed the latest innovations currently under way in the world of technology, aerial operations and alternative energy sources.
- H.E. Mr. Jawed Ashraf, Ambassador of India to France graciously hosted the delegation and key officials from the French A&D ecosystem, at his residence. During the reception, SIDM made a presentation which introduced the delegation and gave an overview on the capabilities and ambitions of the Indian defence industry.
- During the Ambassador's interaction with the SIDM representatives, he conveyed that SIDM and GIFAS should institutionalise a formal working group which meets each year and can promote industrial collaboration between India & France. He was informed that SIDM & GIFAS are already in the process of creating a Joint Working Group which meets regularly, in both India & France.



H.E. Mr. Jawed Ashraf, Ambassador of India addressing the Indian Delegation

- GIFAS & SIDM hosted an 'Indo-French Aerospace & Defence Session', where Dr Samir V Kamat, Secretary DDR&D, MoD and Chairman, DRDO was the Keynote Speaker. The Session also involved a panel discussion with the senior leadership of leading Indian and French companies which was followed by a networking session.



Dr. Samir V Kamat, Secretary DDR&D and Chairman Defence Research and Development Organisation (DRDO) with the SIDM Delegation

- During the interactions, Space, UAVs, Aviation Technology, MRO and Aerospace Components were identified as few of the pertinent areas of collaboration between India & France.
- Industries from both sides expressed a clear intent to collaborate and find business, in both India & France.



The SIDM Delegation with the Rafale at Paris Air Show

Interaction with German Defence CEOs Delegation, 6th June, 2023

Both Government's signed an Agreement concerning Bilateral Defence Cooperation between the two Ministries of Defence (MoD) in 2006 which envisaged a deeper cooperation regarding security and defence issues including the exchange and training of military personnel, greater cooperation with regard to the development of joint defence productions as well as increased technology transfer. A High Defence Committee (HDC) meets once per year, co-chaired by the state secretary of the German MoD and the defence secretary of the Indian MoD. Besides ensuring regular strategic dialogue, the HDC approves programmes which entail about 30 to 40 projects per year.

Major military acquisitions from Germany in the past few years included four Type-209 submarines from ThyssenKrupp Marine Systems, diesel engines for submarines and tanks, as well as a large number of Dornier-228 aircrafts.

SIDM and CII hosted an interaction with the German Defence Industry Delegation, accompanying the H.E Mr Boris Pistorius, Minister of Defence, Government of Germany during his visit to India on 6th June. Discussions took place on expanding defence Industrial Partnerships.



German CEOs Delegation interacting with SIDM

Defence Export Promotion Seminar in Sri Lanka, 07th June 2023, Colombo, Sri Lanka

India and Sri Lanka have a long-standing relationship that goes beyond just diplomatic ties. One of the most crucial areas where both countries have collaborated extensively is defence. India and Sri Lanka have worked together to enhance their military capabilities and promote regional stability. In 2017, both countries signed a MoU on defence cooperation, which laid out a framework for

collaboration in areas such as joint training, capacity building, and maritime security

The High Commission of India, Sri Lanka and SIDM organised a Defence Export Promotion Seminar in Colombo, Sri Lanka on 07th June, 2023. The Seminar involved participation from senior officials from the Sri Lankan Ministry of Defence and Services where over 15 Indian companies showcased their products and services.



SIDM Delegation with Mr Premitha Bandara Tennakoon, State Minister of Defence of Sri Lanka at the 'India - Sri Lanka Defence Seminar cum Exhibition'

SIDM and NDIA joining hands at the inaugural INDUS-X Summit, 21st June 2023

SIDM lauded the Defence and Security announcements made by Prime Minister Modi and President Biden in Washington D.C

Speaking on the Joint Statement from the United States and India, Mr SP Shukla, President, SIDM said "Hon'ble Prime Minister Shri Narendra Modi's visit charts a new frontier in our Defence and security partnership. From the Initiative on Critical Emerging Technologies (iCET) to the US-India Defence Acceleration Ecosystem (INDUS-X) and the manufacture of GE F-414 Jet engines in India, both countries have laid a strong foundation for collaboration and co-development of defence technologies of the future"

He added, "SIDM also welcomes the announcements on A.I and Space with a focus on Defence. These areas will incorporate a larger participation of stakeholders from both sides to create a truly unique Defence partnership"

At the inaugural INDUS X Summit, held on the sidelines of PM Modi's visit, SIDM and the National Defense Industrial Association (NDIA) signed an MoU to promote cooperation between NDIA and SIDM in support of mutual objectives.



SIDM signs an MoU with NDIA at INDUS-X
From L to R: General Guy Walsh(Retd), COO, NDIA; Hon'ble Michael Bayer, Chairman of the Board, NDIA; Mr Rajinder Bhatia, Member of the Board, SIDM and Mr Anurag Bajpai, Joint Secretary(DIP), Ministry of Defence.

At the occasion, Mr Anurag Bajpai, Joint Secretary (Defence Industries Production), Department of Defence Production said "SIDM and the National Defense Industrial Association (NDIA) joining hands at the inaugural INDUS X Summit in Washington DC, as the two world leaders come together, is an important step in catalyzing the US-India defence ecosystem. We look forward to defence industry and startups from both countries engaging closely to accelerate innovation and technology".

Under INDUS-X, a Senior Advisor Group (SAG) will assess the progress of the collaboration agenda and make recommendations to the defence establishments and other INDUS-X stakeholders for future work. The United States Institute of Peace (USIP), Carnegie India, USIBC, the U.S.-India Strategic Partnership Forum (USISPF), and SIDM will convene follow-on programming to drive implementation of the collaboration agenda and identify barriers to implementation for the SAG's consideration.

Mr SP Shukla
President, SIDM

“From iCET to INDUS-X and the manufacture of GE F-414 Jet engines in India, both countries have laid a strong foundation for collaboration and co-development of defence technologies of the future.

SIDM also welcomes the announcements on AI and Space, with a focus on Defence. These areas will incorporate a larger participation of stakeholders from both sides to create a truly unique Defence partnership”

Interaction with UK House of Commons Defence Select Committee, 19th July 2023

The United Kingdom's House of Commons Defence Select Committee, comprising of the, The Rt Hon Tobias Ellwood MP (Chair), Ms Sarah Atherton MP, Mr Robert Courts MP, The Rt Hon Mark Francois MP, Ms Emma Lewell-Buck visited India in July 2023.

The visit was part of a wider programme to increase the Committee's understanding and insight into the defence situation in the Indo-Pacific region.

Towards this, the Committee interacted with SIDM on 19 July with an aim to understand how the UK can contribute to India's industrial capabilities and hence security, in relation to regional threats.



Mr Sachin Agarwal, Co-Chairman, SIDM-UKIBC Defence Industry Joint Working Group felicitating Rt Hon Tobias Ellwood MP, Chairman, UK House of Commons Defence Select Committee



SIDM Members interacting with the House of Commons Delegation

Interaction with Delegation from Senegal, 03rd August 2023

SIDM hosted an interaction of the Indian Industry with the visiting Senegalese delegation, led by Maj Gen Philippe Henri Alfred, Inspector General of Senegalese Armed Forces, on 03rd August 2023, at New Delhi. Senegal's Military Attaché to India- Col Abdoulaye Traore was also present for the interaction. Based on the delegation's areas of interest, the relevant companies were invited to present. The Senegal side expressed keen interest in collaborating with the Indian Industry and invited the companies to visit Senegal and physically present to a broader audience, from Senegal's Armed Forces.



SIDM Members presenting their capabilities to the Senegalese Delegation

Interaction with Mr Vishwesh Negi, Joint Secretary (International Cooperation), Department of Defence, Government of India. 4th August, 2023



Mr Vishwesh Negi, Joint Secretary (International Cooperation), Department of Defence addressing the members of the SIDM International and Exports Committee

Mr Vishwesh Negi, Joint Secretary (International Cooperation), Department of Defence, Government of India will be addressed the 3rd Meeting of the SIDM

International and Exports Committee. As Joint Secretary (IC), Mr Negi manages all Defence cooperation activities with India's strategic partners

He shared that the Government has been engaging strongly in platforms like Munich Security Conference and Shanghai Cooperation Organization. He highlighted that India conducts numerous Military Personal Training and the country's objective is to act as a Net Security provider in the region. There is a focus on humanitarian assistance and interoperability between different forces. In a follow up to the interaction SIDM has submitted Export Licenses Cases of the Industry to the Ministry.

Membership

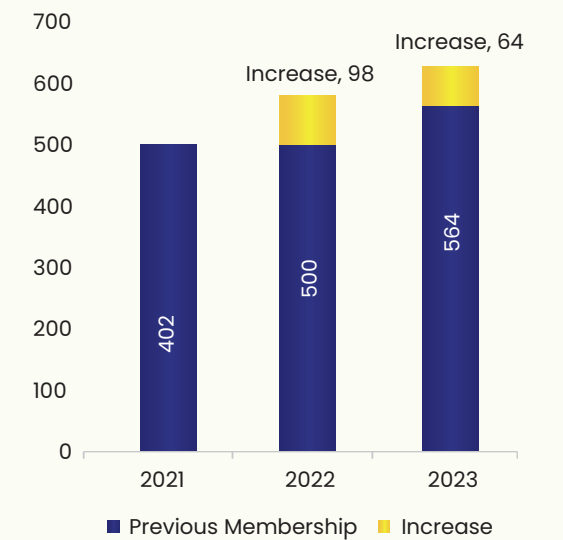
SIDM in a short span of 6 years, from 12 Founding members, grown to 600+ members and emerged today as India's primary Defence Industry association actively advocating and facilitating the growth and capability building of the Indian Defence Industry. It has grown to represent both Private and Public sector Industries, Academia & Institutions across all geographies of the country engaged with the Defence & Aerospace sector.

It acknowledges the contribution of its members, who are the core strength of the Society.

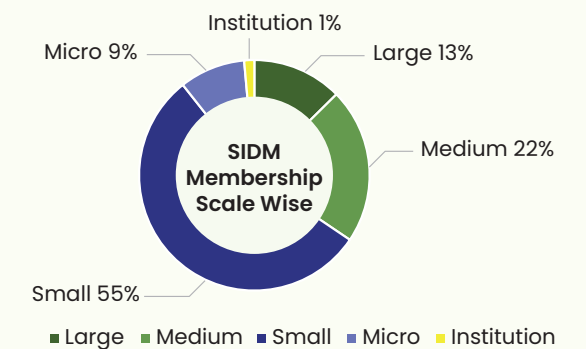
SIDM in the last few years, has taken industry inputs facilitated dialogues with relevant stakeholders to discuss critical issues impacting business of its members. These inputs have been taken positively by the Policy makers to clear bottlenecks in procedures and policies to encourage investment, innovation & Ease of Doing business in the sector.

SIDM thanks its members for their unstinting commitment in creating an "Aatmanirbhar Bharat" and striving towards the target of US \$ 5 BN exports.

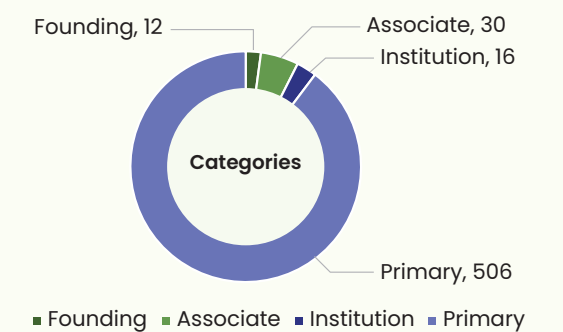
Overview of SIDM Membership



Membership Details | Total = 564 Members



SIDM Membership - Category Wise



SIDM Champion Awards



During the last 5-6 years, GoI has reckoned the capabilities of private industries and promoted capacity building. Successive Defence procurement Procedures and Defence Production Policy have endeavoured to encourage and facilitate participation of private industry in various defence programs in keeping with political leadership directives. Several schemes have also been rolled out to promote participation of MSMEs and Start-Ups.

Creation of SIDM in 2017 by the major private industries in Defence Sector itself is a reflection of the growing aspirations of the Indian private industry to commit larger contributions to the sector. This move was duly welcomed by the Ministry of Defence.

As SIDM and CII have completed 25 years of the Defence Initiative with keen association of the MoD and the Industry, it is only appropriate to recognise the distinguished performance of industries in critical areas such as technology or product innovation to address military capability gaps, and serially producing these products / systems, import substitution and creating niche technological capabilities through green / brown field investments. This recognition is thought to be done by instituting "SIDM Champion" awards in each category in the year 2020. The spin-off of such recognition, and acknowledgement would encourage our member Industries rededicate themselves and scale-up their engagement to the National Cause to the next level.

The last two editions of the awards received tremendous response from the Industry with more than 200 applicants placing their products and innovations in the run for Defence Excellence.

On both the occasions, Winners were felicitated by Hon'ble Raksha Mantriji.

A total of 12 Awards would be presented in 4 Categories and 3 Sub-categories.

Category 1: Technology Innovation by a company to address the capability gaps

The award is instituted to recognize companies who have developed a Defence product in the country through internal Research, Design development and manufacturing in the country for the defence forces to fill the capability gaps.

Category 2 : Import substitution

Dependency on Imports of Defence products has seen a decline over the last few years due to several policy reforms by the Government of India giving impetus to indigenization. This category recognizes the achievement of the companies who have successfully developed products in defence in India and thus reducing cost, time and saving foreign outflow to the exchequer.

Category 3: Creation of a niche Technology, facility for testing of Defence Products

Self-reliance in defence sector is not just an economic necessity but a strategic imperative for our country. With the development of indigenous capabilities, companies have invested in infrastructure for design and testing of the products.

Category 4: Exports

India has been mostly dependent on Imports for its National Security; however, India has quickly moved up its ranking in the Global Exports of Defence and Aerospace products, and becoming a part of the Global supply chains.

SIDM Also releases a Compendium on the occasion. This book gives brief details of all participants & products / facilities fielded by them for the various category of awards. It showcases the Indian industries prowess in several areas of military technologies & products.





Since 2017, the Society of Indian Defence Manufacturers (SIDM) has grown and established itself as India's apex Defence Industry association and, today plays a proactive role as an advocate, catalyst, and facilitator for the growth and capability building of the defence industry in India.

The Society represents the entire spectrum of Defence and Aerospace manufacturers in India covering both the Public and the Private Sector. Its membership constitutes Large companies, MSMEs, FOEMs, Academic Institutions and Think Tanks which are spread across all states and regions of the country.

SIDM stands as the 'Voice of the Industry' and works closely with the Government to shape a conducive policy environment for the growth of the defence Industry in India. Through its MoUs with the Army, the Air Force and the Navy, SIDM provides a platform for interface with the Services and enables the Industry to serve the emerging requirement of the forces.

SIDM acts as a facilitator between the Defence Research & Development Organisation (DRDO), academic Institutions, innovators and the user to create a strong foundation for nurturing new-age defence technologies.

To build capacity and capability of the Indian Industry, SIDM provides technical support through subject-matter experts and conducts workshops, short courses on procedures and regulatory affairs, such as its flagship Defence Acquisition Management Course (DAMC), in the Defence and Aerospace Sector.

As India expands its global presence, SIDM has emerged as the single reference point for countries looking to engage with the Indian Industry and has organized numerous bilateral interactions to strengthen India's defence industrial ties.

SIDM is committed to make India Aatamanirbhar in Defence Production and is "Proud to Arm the Nation".

Society of Indian Defence Manufacturers

C/o Confederation of Indian Industry

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