

Michael Koch, VP, Boeing Defence, Space & Security, India



VAYU : Boeing has strengthened its defence business in India with many of its platforms now with the Indian armed forces. What is your perspective on the Indian market? Where does Boeing see itself some years from now?

BOEING: India's defence sector is poised for growth and Boeing is committed to supporting and enabling this progress. Boeing has had a presence in the country for over 75 years now, and we have had many 'firsts' with India: the first international customer for the P-8, the largest international operator of C-17s and the Harpoon missile was the first US weapon system on an Indian-built fighter.

The future looks promising and we continue to see several opportunities in India. We are engaged with our defence customers on their requirements for the Air Force's Multi-Role Fighter Aircraft (MRFA) and the Navy's Carrier-Borne Fighter programme. Earlier this year, the Ministry of Defence signed the contract for acquisition of an additional six Apaches for the Indian Army – much of these aircraft are built in Hyderabad. We are also seeing the growth in our localisation of MRO services and training, and the value Boeing is able to provide through the lifecycle of its products. We work with the Indian Air Force and the Indian Navy to provide exceptional operational capability and readiness to the P-8Is, C-17s, and Head of State aircraft through local sustainment services in India.

Boeing is also providing pilot training for the Indian Air Force fleet of C-17 aircraft while construction is underway in another facility for training Indian Navy pilots on the P-8I. We are big advocates on "for India, by India" which is our nickname for localisation to tap into the

talent and innovation in India to sustain, train and produce these systems. Also, there are exciting developments in India's space arena that allow the private sector to carry out space activities like building rockets, satellites and providing launch services is positive. We admire India's strides in space exploration and ambitious plans for human space flights before August 2022 and want to support ISRO's mission.

Today, with 11 C-17s, eight P-8Is with four more on order, 22 AH-64 Apaches with six more on order and 15 CH-47 Chinooks, India is at the front and centre of Boeing's business plans. We have established a local company in India, Boeing Defence India, to deliver advanced capability and readiness to our military customers. We are contributing to the growth of India's aerospace industry;

that is why we're investing in partnerships across the ecosystem in skilling, research & technology, and manufacturing. India's role in our global supply chain is big and getting bigger. Our commitment to India is deep and it is for the long term; our vision is to bring the best of Boeing to India and export the best of India to the world.

VAYU : Boeing has offered its F/A-18 Block III Super Hornet as response to the Indian Navy fighter RFI? Can you elaborate on your offer?

BOEING: We continue to engage with the Indian Navy on their requirement and have responded to the RFI for the Multi-role Carrier Borne Fighter programme (MRCBF). This is a very exciting opportunity to partner with both the Indian Navy and the United States



IAF AH-64E