



“IAI considers Indian defence companies to be significant and important partners”

Israel Aerospace Industries is keen to expand and enhance its collaboration with local leading companies to integrate strategic state-of-the-art systems for India's defence in various fields, says **ELI ALFASSI**, EVP Marketing, IAI, in this one-on-one with **GEOPOLITICS**

What is the importance of the Indian defence market to IAI and what are the company's plans for 2020?

IAI has always been one of the main pillars in supplying strategic and advanced equipment to India, providing cutting-edge technology for land, maritime, aerospace, and homeland security. IAI's systems, such as the unmanned aerial systems (UAS), radars, special-mission aircraft, and air-defence systems, have been in use in India for many years and with high levels of satisfaction from our customers.

We are expected to expand our collaborations with local leading companies, both PSUs and private, in order to integrate strategic state-of-the-art systems for India's Ministry of Defence in various fields, and in accordance with the 'Make in India' policy.

What are some of the new generation defence technologies that IAI is ready to offer to India in the years to come?

IAI sells strategic systems in the field of intelligence, mission aircraft, radars, air-defence systems and UAS, therefore we are planning to sell additional systems and to introduce additional state-of-the-art technologies and products for the benefit of our customers in India. With the 'Make in India' policy, IAI considers Indian Defence companies to be significant and important partners. We are looking to expand our collaborations with local leading companies, both PSUs and private. We are also exploring collaborative Research and Development projects with the DRDO as successfully performed in the LRSAM.

What is the progress of the Naval MRSAM (Medium Range Surface-

to-Air Missile), please provide more details on this successful partnership?

MRSAM is an advanced air and missile defence system, a unique joint development by IAI and DRDO in collaboration with several Indian companies. The recent deals IAI signed, to be executed with the Navy, will be carried out with the Indian PSU's BEL, which serves as the main contractor in these projects.

The system comprises advanced phased-array radar (MF-STAR), a command and

met the goals set to them.

Kindly update on the status of the Indian Army order for Sky Capture command and control system for anti-aircraft defence?

Sky Capture is a command and control system for anti-aircraft systems, which transforms the customer's legacy air defense systems into highly accurate and effective systems. This is accomplished with advanced command and control capabilities, as well as information fusion based on multiple sensors, including



control system, launchers, missiles, and provides protection against a variety of aerial, naval and airborne threats. It is operational with the Indian Air Force, the Indian Navy and the Israel Defence Forces, and in the near future with the Indian Army. Prior to signing the contract, the system was successfully tested aboard an Indian Navy ship, demonstrating its operational capabilities in a real-world scenario with a genuine target.

All the components of the weapon system successfully

advanced fire control and detection radars, electro-optical sensors all made by IAI and ELTA systems. Sky Capture combines several aerial interception methodologies, reflecting the extensive capabilities and expertise of the IAI's air defense solutions. The system is well on its way and meeting all its contractual milestones of the Indian Army.

Please provide an update on the JV between IAI and Kalyani Strategic Systems Ltd. (KSSL), the defence arm of Kalyani

Group?

With the 'Make in India' policy, IAI considers Indian Defence companies significant and important partners. We are looking to expand our collaborations with local leading companies, both PSUs and private. As part of this policy, IAI has signed an MoU with the Kalyani Strategic Systems Ltd. (KSSL). Both companies are in the process of strengthening and expanding their cooperation in the future.

What has been the market response from the newly-developed Mini Harpy loitering munition and please provide more details on this weapon?

The Mini Harpy is a tactical system designed for field or marine units. It can be launched from land, marine, and helicopter-borne platforms, providing complete independence in intelligence collection for an updated situational picture and closing the attack circle at low-cost. Based on unique IAI developments and technology, the Mini Harpy combines the capabilities of IAI's two flagship loitering missiles, the Harop and the Harpy, offering the detection of radiation-emitting systems with electro-optical capabilities. The system was introduced a few months ago and since then we have seen an increase in interest from our existing customers and new ones. The Mini Harpy is an ideal weapon for armies looking for a tactical solution in the age of asymmetrical warfare.

Has there been an Indian interest in the Counter Unmanned Aircraft System (C-UAS) Drone Guard

(ELI-4030) and what are its salient features?

The Drone Guard is a compact lightweight scalable drone detection and disruption system tailored to meet challenges of mini and small size drones and to provide an effective protection suite.

IAI's Drone Guard incorporates advanced adaptive jamming systems which can be used in concert with its detection and identification sensors, or as a continuously operated stand-alone system. The jamming disrupts the drone's flight, causing it either to return to its point-of-origin ('Return Home' function) or to shut down and make a crash landing. Indian authorities have shown significant interest in this system which is already in service with several customers.

What is the current level of sourcing of defence equipment/components and engineering services from Indian private sector companies and DPSUs?

Successful teamwork is a critical aspect of this strategic endeavor, and IAI has proven its partnership and support through decades of cooperation – in joint research, development, integration, the testing of technology and work sharing.

IAI is engaged in collaborations with many local companies and works with the various defence agencies, Navy, Air Force, Army and the Coast Guard. Our cooperation extends to engineering and software departments as well.

In 2020 we are expecting to expand our collaborations with local leading companies, both PSUs and private, in order to integrate strategic state-of-the-art systems for India's Ministry of Defence in various fields, and in accordance with the 'Make in India' policy.

NAAPL: Keen to become beacon of indigenous manufacturing

VISIT AT HALL 5/Q53

One year after creating the Joint Venture, Nucon Alkan Aerospace Private Limited (NAAPL) to strengthen the 'Make in India' initiative, has announced that this merger by the Indian pioneer in control systems and the French leader in ejector racks is paving the way to the future! This JV has driven both companies to share knowledge, skills and technology to achieve its vision and ambition for Indian market.

A joint cooperation with Hindustan Aeronautics Limited (HAL) for a Transfer of Technology of carriage system for Indian-armed helicopters ALH and LCH is already going on. As a partner of Dassault, NAAPL is on-board the Rafale venture by providing the latest technology for ejection system: the pneumatic energy. The JV is also working on Mirage

2000 to support the IAF fleet through a global MRO of all airborne carriage systems.

NAAPL aspires to become a leading beacon of indigenous manufacturing and complete customer support in the aerospace domain for all Indian requirements of 'military airborne carriage systems' which is a very critical part of combat worthiness of various fleets. The company's objective is to provide IAF the ultimate technology on new aircraft and the top support on existing ones, ensuring an optimum operational capability of their fleet.

Mounted on more than 60 different aircraft, including Gripen, ALH-WSI, Black Hawk, and the global leader on Light Combat Aircraft, NAAPL looks forward to continuing the cooperation with Indian industry.

