

# Bharat Forge on a defence offensive

Procurement policy gives a new direction to indigenous manufacturing, says Baba Kalyani

**SWATI KHANDELWAL JAIN**

Defence Expo 2016 is throwing up multiple opportunities for Indian companies to tie up with foreign companies as well as showcase the Make in India prowess. Speaking to Bloomberg TV India, Bharat Forge Chairman Baba Kalyani said the Centre's new Defence Procurement Procedure will give a "new direction" to the indigenous defence industry. In defence, once a company develops a series of platform technology, it can be used for many products and innovate on that, which is how the industry grows, he said.

**Defence Minister Manohar Parrikar has unveiled the Defence Procurement Procedure at Defence Expo 2016. As you have big plans in the defence space, what is your expectation from the new DPP?**

The best thing that has happened today is that the new DPP has been unveiled. We have been waiting for a long time. Of course, one has to go through it. But knowing a little bit about the new DPP, I think it should give a new direction to the indigenous defence industry. There

is a category in the DPP for indigenously developed products. These are all indigenously designed and made products. So we hope we will now be able to take our products to the market through the DPP route. Till now we did not have a route. We can keep doing things but how do you take it to the market? The Defence Ministry is just one customer. Now we have a direction. Now we have a policy. So we will work through this and the future is great. What we have done in two-and-a-half and three years is that we have been able to make more platforms of artillery. It's never heard of in India so far that such artillery system can be built in such a short span of time. Two of them have been test fired successfully. And now the new DPP I think will give a fairly strong fillip to Indian companies.

**What is the direction going forward as far as your company is concerned? How big will the defence opportunity be?**

It's very simple. As per information put out by the Ministry of Defence on its own website, 4,000 guns are required in the next 20-25 years. Clearly, you need more than one manufacturer for that and we are going to be one of those. There are many other activities that are pertaining to armoured vehicles and ammunitions. Wherever we see gaps, which we can fill up with our technology or joining hands with companies who can provide us the technology, we will get involved in that.

**How much are you looking to invest? What is the order book that you are looking at for Bharat Forge?** It is going to be significant in terms

*"In defence, what happens is once you develop a platform technology it can be used for many products and you have to innovate the products."*

of investment. We cannot put a number but as a company we are in a very comfortable position as we hardly have any debts.

**Is defence going to be a big focus area for Bharat Forge?**

Yes. I think seven years from today, there will be a very large area for it.

**What are the other technology partners that you are looking at?**

We are looking at a tie-up with Hunan for fuses and ammunitions. We have tied up with AM General. We have a vehicle there which is also demonstrated outside, which is a vehicle for military use—a protected vehicle especially for warfare in jungles. We are doing autonomous vehicles which can ride by themselves through sophisticated radar and video systems and for mine detection.

In defence, what happens is once you develop a series of platform technology it can be used for many products and you have to innovate the products. And this is how the defence industry grows. We have so much of platform technology available, our focus right now is on artillery, armoured vehicles, which is a FICV (fighting infantry combat vehicle) programme and we need to get that through.

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**BABA KALYANI**  
Chairman, Bharat Forge



## **Bharat Forge and AM General bid for LSVs**

PANAJI: Bharat Forge and US based AM General LLC, announced their team bid for Light Specialist Vehicle (LSV) programme using AM General's battle-tested HMMWV as the LSV's base platform -- with final build and production to take place in India, at the Defexpo on Tuesday. "The teaming between world renowned Light Tactical Vehicle (LTV) provider AM General and Bharat Forge known for its manufacturing excellence will lead to providing cost effective and best-in-class mobility solutions for Indian armed forces," said Baba NKalyani, chairman and managing director, Bharat Forge.

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president and CEO Andy Hove said, claiming Bharat Forge has proven to be a world-class manufacturer unit.

The Indian Army has stipulated in its information request that the LSV needs to be capable of performing scouting and patrol roles for all arms, provide space and cross mobility in all terrains (including high altitude and deserts) to small parties/teams (approximately six) and operate independently in the battle field.

AM General's unparalleled experience in designing and manufacturing military vehicle platforms and Kalyani Group's engineering excellence and off-shore manufacturing capabilities together will provide significant discriminators in addressing the Indian Army's LSV requirement. Additionally, with the Indian Armed Forces looking to rapidly modern-



**DEFEXPO 2016**

ize their protected wheeled vehicle fleet, there could be numer-

ous additional opportunities for this team effort beyond the LSV programme.



# The days of imports are over for India

BY RITUPARNA BHUYAN  
CNBC-TV18

## INTERVIEW

The Kalyani Group has four indigenously designed and manufactured artillery platforms ready, says group chairman and managing director Baba Kalyani. Speaking on the sidelines of Defence Expo 2016, he said the company will be launching new products, including American company AM General's Humvee, for the domestic market.

Calling the 2016 Defence Procurement Policy (DPP) a good policy platform to work with, Kalyani says the company will target an opportunity to supply the 4,000 field guns needed by the army in the next 20-25 years. Edited excerpts of an interview:

**It has been about one year of Make in India. What is the Kalyani Group doing as far as defence is concerned? Why don't you start with this platform which is on display (at Defence Expo, Goa)?**  
We believe in Make in India.

We now have four artillery platforms that are 100% designed and manufactured in India. You can see all of them including the ultra-light howitzer and we have some new products such as the famous American Humvee which AM General now wants to manufacture in India for the armed forces as well as for exports. So, yes, there is a lot of excitement.

**Will you be tying up with Humvee for their platforms in India?**

Yes, certainly. It is their product, it is not our product. But we need to produce it at a price point which is suitable for the Indian market and for the South-East Asian markets. I think we can make that happen.

**If you can also give us some idea about the kind of platforms that are under development as of now because indigenous design development and manufacturing (IDDM) is a new category intro-**



Big plans: Baba Kalyani.

**duced by the Defence Procurement Procedures (DPP). What is your comment on DPP and IDDM?**

We are very happy that we have a category called IDDM. Designed and developed and manufactured in India. We have four platforms right here. We have the 105 light gun which is

100% indigenous. We have the ultra-light howitzer which is 100% indigenous.

We have the 52 calibre 155 millimetre gun which we made out of the first platform we made and even exhibited during the last defence expo which is 100% indigenous. Now that platform has undergone firing trials and firing tests and come out with flying colours.

Now we will give a product to the army for field trials. In the DPP they are talking about 40% indigenous content. Ours is 100% indigenous content. It also makes us very competitive because when we manufacture everything, our costs are much lower and it makes us very competitive.

We now have a good policy platform to work with. We have products ready, we just have to find a way to test them and take them to the market.

**Does it mean that we could see more capital expenditure (capex) from the Kalyani Group as far as**

**defence is concerned?**

Yes, capex will be related to orders that we get. We have already spent a lot of money and built capabilities, built the manufacturing capabilities.

We now have manufacturing capabilities to manufacture 100 guns a year of 155mm calibre and we can make them ultra light, we can make them 52 calibre, we can make them truck-mounted, we can make them towed.

We have all the designs ready with us. So, that is something that will happen pretty quickly.

**From your side you are ready as far as design and development part is concerned. So, going forward what kind of programmes will you be targeting?**

The army requires 4,000-plus guns in the next 20-25 years. That is what is in their perspective plan.

So, obviously even if we were to do half of them or one third of them, it is a lot of guns and a lot of value. So, we are going to be there.

**The new defence policy explicitly says that if foreign companies want to come to India they will have to tie up with Indian companies like you. Going forward are you exploring joint ventures and**

**tie-ups with foreign companies?**

We have joint ventures. We have a joint venture with Rafael, we have a joint venture with Elbit Systems. We are talking to three-four other companies, AM General for example. The next thing we want to do is ammunition. So, yes, the days of imports are over for India. That is clear from the Prime Minister's Make in India policy and the defence minister's new DPP 2016. The import regime is over. We have a lot of things in the pipeline from the previous processes and now we have a new procurement policy. The challenge in front of the ministry of defence is how quickly they adapt themselves to the new policy.

**So, do we see the new joint ventures this year itself?**

Yes, you will see at least two or three new joint venture announcements this year.

**As far as the Humvee is concerned, what can you tell us? When do we see production? Will there be a new production line that will be set up here?**

Yes, once we pass through the process of meeting qualitative requirements and that is all done and we get a cost number which we feel is competitive, we will set up a production line.

## **DEFENCE OFFENSIVE**

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# **Bharat Forge to bid for Indian Defence contracts**

Bharat Forge said it will team up with US-based AM General to bid for India's Light Specialist Vehicle (LSV) programme. The Indian Army has stipulated in its information request that the LSV needs to be capable of performing reconnaissance and patrol roles for all arms, provide space and cross mobility in all terrains (including high altitude and deserts) to small parties/teams (approximately six) and operate independently in the battle field. Additionally, with the Indian Armed Forces looking to rapidly modernise their protected wheeled vehicle fleet, Bharat Forge said in a statement, "There could be numerous additional opportunities for this team effort beyond the LSV programme."

## **Bharat Forge and AM General LLC to bid for India's LSV programme**



**A view of High Mobility Multipurpose Wheeled Vehicle.**

**Quepem:** Bharat Forge Limited and US-based AM General LLC, announced to bid for India's Light Specialist Vehicle (LSV) programme using AM General's battle-tested High Mobility Multipurpose Wheeled Vehicle (HMMWV) as the LSV's base platform. The final bid and production of HMMWV will take place in India.

"The teaming between world renowned Light Tactical Vehicle provider AM General and Bharat Forge known for manufacturing excellence will lead to providing cost effective and best-in-class mobility solutions for Indian Armed forces," said Baba N Kalyani, chairman and managing director, Bharat Forge.

"AM General is pleased to be teamed with Bharat Forge to bring our proven light tactical vehicle solutions to India for military and paramilitary requirements," AM General



# बोफोर्सला वरचढ ठरणार मराठी तोफेचा गडगडाट

## ‘कल्याणी’च्या ‘भारत ५२’ तोफेला फायरिंग चाचणीची प्रतीक्षा

### योजना पाटील

पणजी, ता. २९ : पुण्याच्या कल्याणी समूहाने स्ववळावर संपूर्ण भारतीय बनावटीच्या ‘भारत ५२’ तोफेची निर्मिती केली आहे. ही ४१ किलोमीटरपर्यंत लक्ष्य साधणारी १५५ एमएम तोफ बोफोर्सच्या तुलनेत अद्ययावत असल्याचा दावा संस्थेने केला आहे. या तोफेच्या सर्व तांत्रिक चाचण्या पूर्ण झाल्या असून फायरिंग चाचणीसाठी संरक्षण मंत्रालयाच्या परवानगीची प्रतीक्षा आहे.

केंद्र सरकार ‘मेक इन इंडिया’ मोहिमेला चालना देत आहे. पण कल्याणी समूहाच्या बावा कल्याणी यांनी स्वतःच्या पातळीवरच या उपक्रमाची सुरवात केली आहे. संरक्षण सामग्री निर्मितीत भविष्य आजमावू पहात असलेल्या या संस्थेने भारत ५२ तोफांच्या निर्मितीने देशासाठी अभिमानास्पद काम केले आहे. १५५ एमएम लांबीची आणि ५२ कॅलीबरची



ही तोफ अगदी किरकोळ सुद्धा भागांनिशी संपूर्ण भारतीय बनावटीची आहे. ही तोफ अद्ययावत तंत्रज्ञानाने युक्त आहे. पूर्णतः इलेक्ट्रॉनिक सिस्टम असलेला डॅशबोर्ड वैशिष्ट्यपूर्ण आहे. या डॅशबोर्डवर इंजिनचे तापमान, इंधनाचे तापमान यासारख्या सर्व बाबींची नोंद पाहता येत असल्याचे तोफ निर्मितीत सहभागी असलेल्या

अभियंत्यांनी सांगितले.

देशात सध्या लष्कराच्या सेवेत बोफोर्स आणि धनुषसारख्या तोफा आहेत. बोफोर्स २४ किलोमीटरपर्यंत लक्ष्य साध्य करणारी ३९ कॅलीबरची तोफ आहे. कारगील युद्धा दरम्यान या तोफेचा वापर झाला होता. पण बोफोर्स आणि धनुष या दोन्ही तोफा प्रती तास सात

### एका मिनिटात तोफांचे सहा राऊंड

भारत ५२ तोफेत पूर्णतः ऑटोमेटिक लोडर सिस्टम आहे. एका मिनिटात तोफांचे सहा राऊंड यात मारता येतात. या कॅलिबरची तोफ देशात उपलब्ध नाही.

किलोमीटरपर्यंत प्रवास करू शकतात. भारत ५२ ची क्षमता प्रती तास २५ किलोमीटर इतकी आहे.

पूर्णतः भारतीय बनावटीची असल्याने भारत ५२ चा खर्च चाळीस टक्क्यांहून कमी आहे. २०१४ च्या डिफेंस एक्सपोजेमध्येही ही तोफ सादर करण्यात आली होती. देशीविदेशी शिष्टमंडळांकडून या तोफेला प्रतिसाद मिळतो आहे. पण गेली दीड वर्षे देशात फायरिंग चाचणीसाठी प्रतीक्षा करावी लागत असल्याचे कल्याणीतील अधिकाऱ्यांनी सांगितले.



# भारत फोर्ज और अमेरिका की AM जनरल सेना के लिए LSV बनाएंगी

पुणे/गोवा, 28 मार्च (आ.प्र.)

कल्याणी ग्रुप की भारत फोर्ज लि. और अमेरिका की ए.एम. जनरल एलएलसी ने भारत के लाइट स्पेशलिस्ट वेहिकल (एलएसवी) प्रोग्राम हेतु मिलकर काम करने की घोषणा सोमवार को डीईएफ एक्स्पो 2016 में की भारतीय सेना के लिए बनाए जा रहे इस एलएसवी में एक जनरल के बैटल टेस्टेड एचएमएमडब्ल्यूवी का एलएसवी-बेस प्लेटफॉर्म होगा. भारत फोर्ज के चेयरमैन और एमडी बाबा कल्याणी ने बताया कि ए.एम जनरल दुनिया की प्रसिद्ध लाइट वेहिकल प्रोवाइडर है. वहीं भारत फोर्ज मैनुफैक्चरिंग एक्सीलेंस हेतु प्रसिद्ध है. दोनों के साथ आने, से भारतीय सेना के लिए कॉस्ट इफेक्टिव और बेस्ट-इन-क्लास मोटिविलिटी सोल्युशन्स उपलब्ध होंगे. एम जनरल के प्रेसीडेंट और सीईओ एंडी होवे ने कहा कि भारत फोर्ज के हाथ टीम बनाने पर हमें खुशी है. इससे भारतीय मिलिटरी और मिलिटरी की एलएसवी की जरूरतें पूरी होंगी.