



# P75(I) SUBMARINE PROGRAM APPROACH TO INDIAN INDUSTRY

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Navantia

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## OUR PAST IN INDIA

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- Navantia has been very active in India for many years:
  - Established in India since 2014 with a Liaison Office
  - We are **co-designer of Scorpene** Submarines for the Indian Navy together with DCNS of France (now NG), being built in MDL, as well as supplier of different equipment
  - Participated in many tenders for the Indian Navy and Coastguard by the hand of different Indian Shipyards:
    - With **L&T** offered the LHD (still active) and FSS
    - For **MDL** offered the P17B Knowledge Provider
    - For **GRSE** offered the composite superstructure for P28
    - For **KSL** offered the propulsion plant for the indigenous aircraft carrier
    - And a few others with **PIPAVAV, HSL, GSL...**
  - Now we are focused on P75(I) submarine in which we have been participating for years



## OUR CONTRIBUTION TO INDIGENIZATION

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Today, we are “virtually” sitting here...

**202**  
delegates

From

**153** with

Companies

**>60**

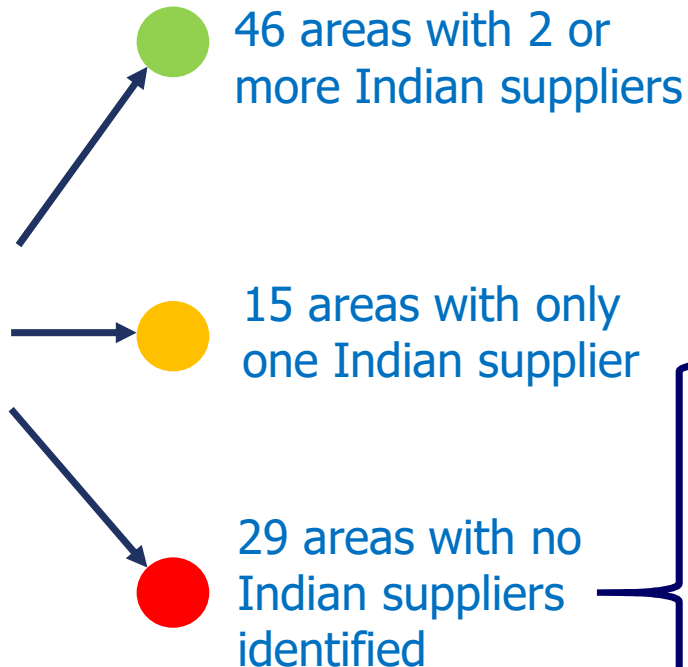
requesting a one-  
on-one online  
meeting

## CONTRIBUTION TO MAKE IN INDIA POLICY

More than 500 PTS to be launched to market in 5 months

90

MAIN AREAS IDENTIFIED FOR BUDGETING PURPOSES



Special Structures, HT forge, domes, GRP, resistant hatches and doors, internal closures, non build in tanks command and control equipment, piping, hoses, hydraulic bottles steering system, lifeboats, water production, air regeneration, waste disposal, accommodation, structural insulation, Paint material, galley equipment.

## OUR COMMITMENT FOR INDIGENOUS CONTENT (IC) AS PER RFI:

- The IC shall **not be less than 45%** on cost basis of the total contract value
- The IC shall **not be less than 60%** with respect to the construction of the last submarine under Project 75(I)
- These figures will be **further increased to maximize IC** and addressing the Incentivization Structure of IC to be provided by the RFP
- Taking into consideration all 3 categories defined in the DPP
- OEM Systems/components/parts manufactured in India, with at least 45% IC, will be accounted as 100% IC
- Indian vendors must comply with DPP criteria in terms of: Registration, Industrial Licensing and Undertaking of Capability
- To be adapted to final RFP conditions



## AREAS OF COOPERATION

- Design:
  - Design changes (adaptation to requirements)
  - Detailed design (inclusion of Indian equipment)
  - Production design (by the SP)
- Materials, equipment or systems:
  - Indian origin material, equipment or system
  - Cooperation between OEM and Indian supplier (part or complete local manufacturing)
- Submarine construction:
  - By the SP (either L&T or MDL)
  - Local subcontractors
- Life cycle support, involving:
  - The Indian Navy
  - The selected SP
  - The Indian Suppliers

























### Provided that:

- Price is competitive
- Quality
- Delivery on-time
- Fulfils the specs



## APPROACH TO INDIAN INDUSTRY

Navantia has already initiated relationships with many possible Indian Partners, as well as existing suppliers looking for Indian partner, and is open to add new ones

 L&T Defence	 AKCEL always excels...	 ENGIE Axima	 Burckhardt Compression	 ELGi Sauer Compressors	 ELCOME™	 TECHNOVATION
 RAY ENTERPRISES	 DESMI	 ESTEEDEE AUTOCOM ENGINEERS PVT. LTD	 PI	 EPE Filters . Accumulation	 RESISTOFLEX SINCE 1947 Vibration Shock Seismic Control	Linia Engineering Services
 HBL® HBL Power Systems Limited.	 MEANS	 SYMTRONICS	 L&T Valves	 M A member of the M&P group	 IRD Mechanalysis® Limited The Vibration People®	 SEATECH Trusted Solutions
 Amphenol MILITARY & AEROSPACE	 babcock™	Radiant Corporation Private Limited	 Hical the highest reliability	 SAFT a company of TOTAL	Parker Hannifin Corporation	

Our commitment: to promote long term relationships with the suppliers, opening the door for other NAVANTIA programs and business opportunities



## HOW TO PARTICIPATE IN NAVANTIA'S PROPOSAL

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### PHASE 1

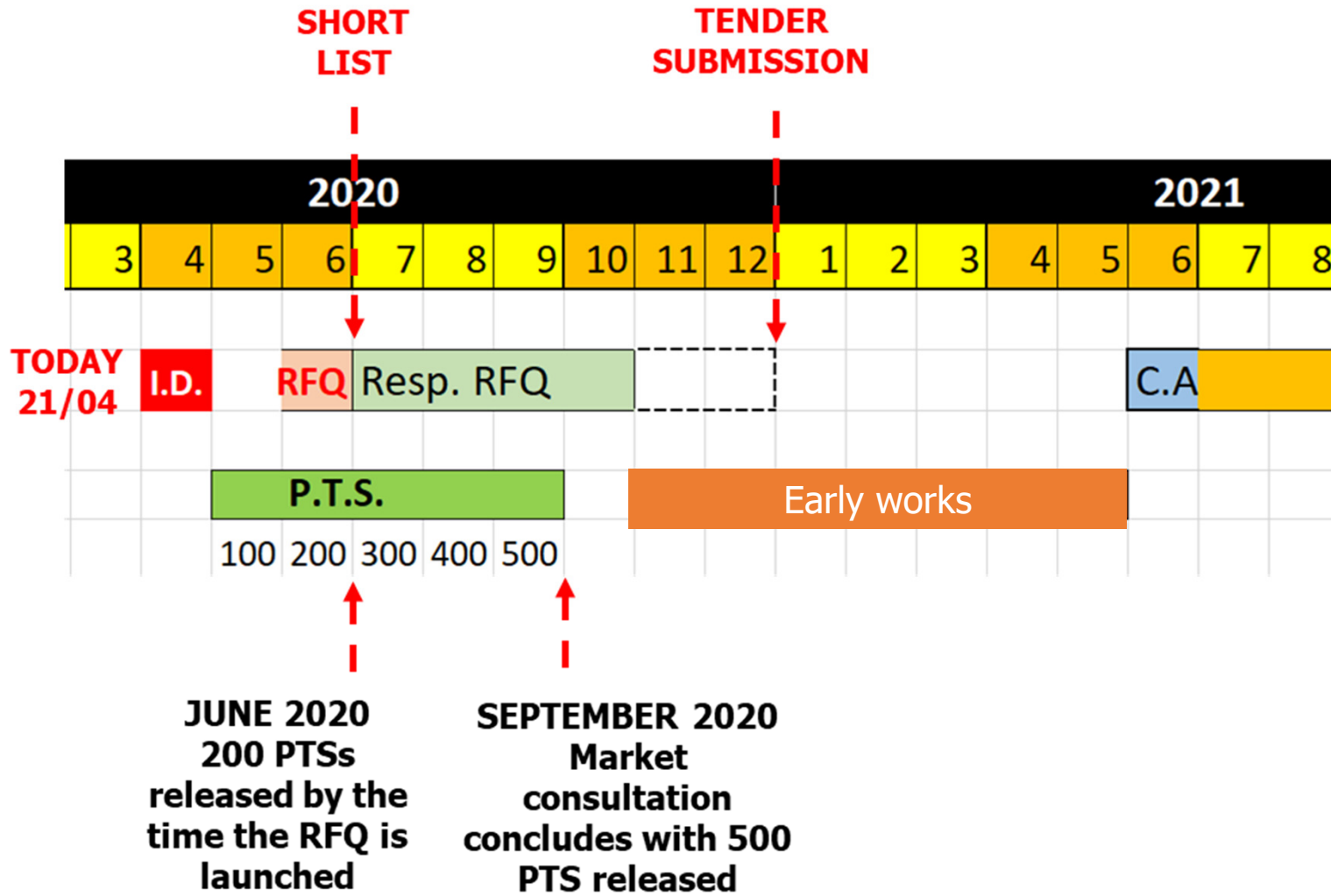
- Step 1 : Supplier to send product/services information to Navantia Contact Person
- Step 2 : Execute a Non Disclosure Agreement (Supplier-NAVANTIA) under Spanish Law
- Step 3: B2B meetings
- Step 4 : Navantia to issue 500 technical RFI's within the next 5 months

### PHASE 2

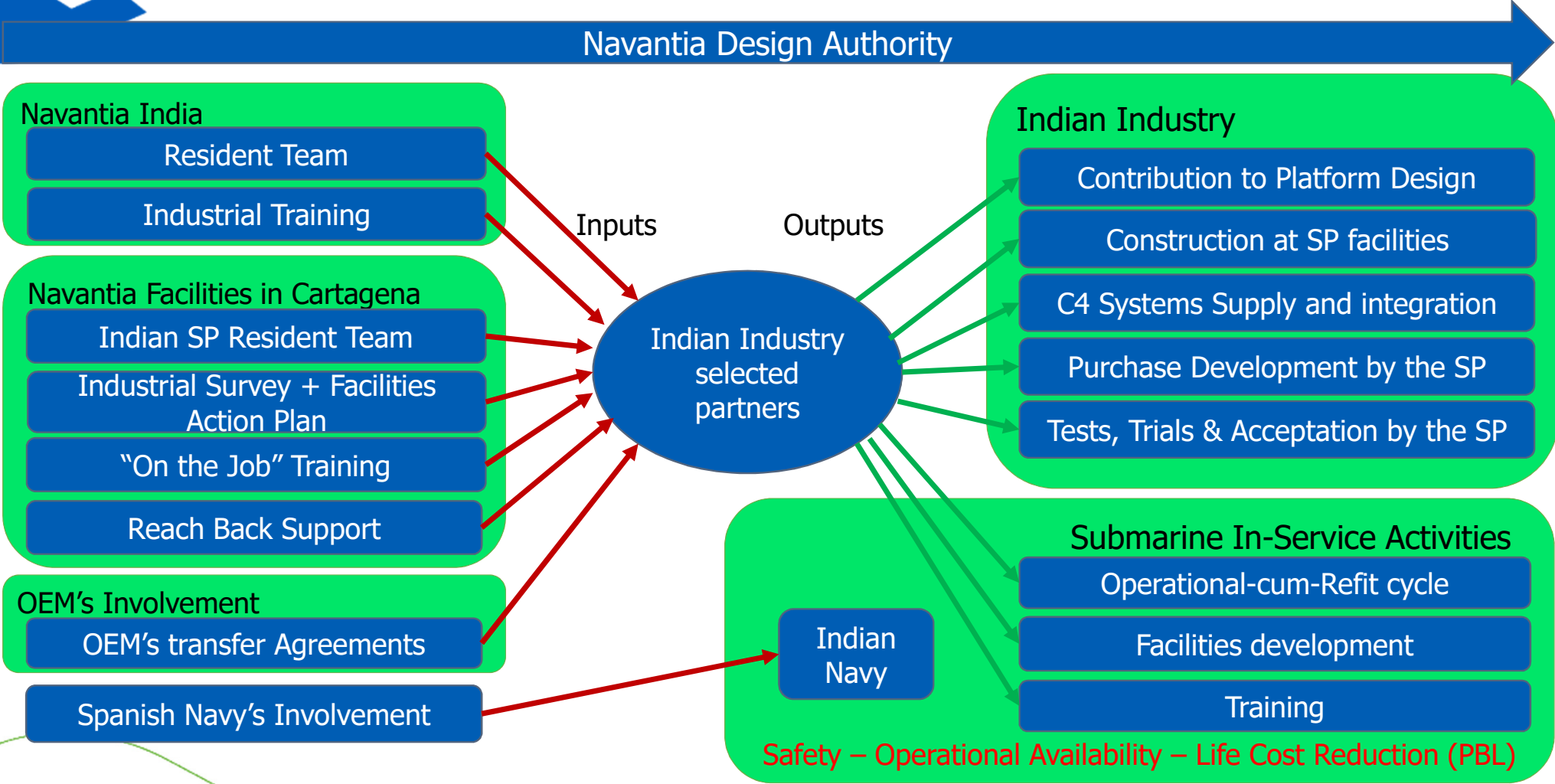
- Step 1: Navantia to send a technical specification to the SP for procurement
- Step 2: Suppliers to be technically evaluated by Navantia
- Step 3: Supplier approval by the SP for award



# 1 YEAR LOOK AHEAD



# TRANSFER OF KNOWLEDGE MODEL



## FINAL REMARKS

- ✓ **S-80 is ready** for the export market
- ✓ For the P75(I) **maximizing Indigenous Content is key**
- ✓ Navantia will issue **500 technical RFI to Indian Industry in the next 5 months** for evaluation
- ✓ There are **many areas of opportunity** for the Indian Industry
- ✓ Always: **competitive price, quality delivery time and fulfilling the specifications**
- ✓ A proper **Transfer of Knowledge model is key** to assure the Make in India philosophy

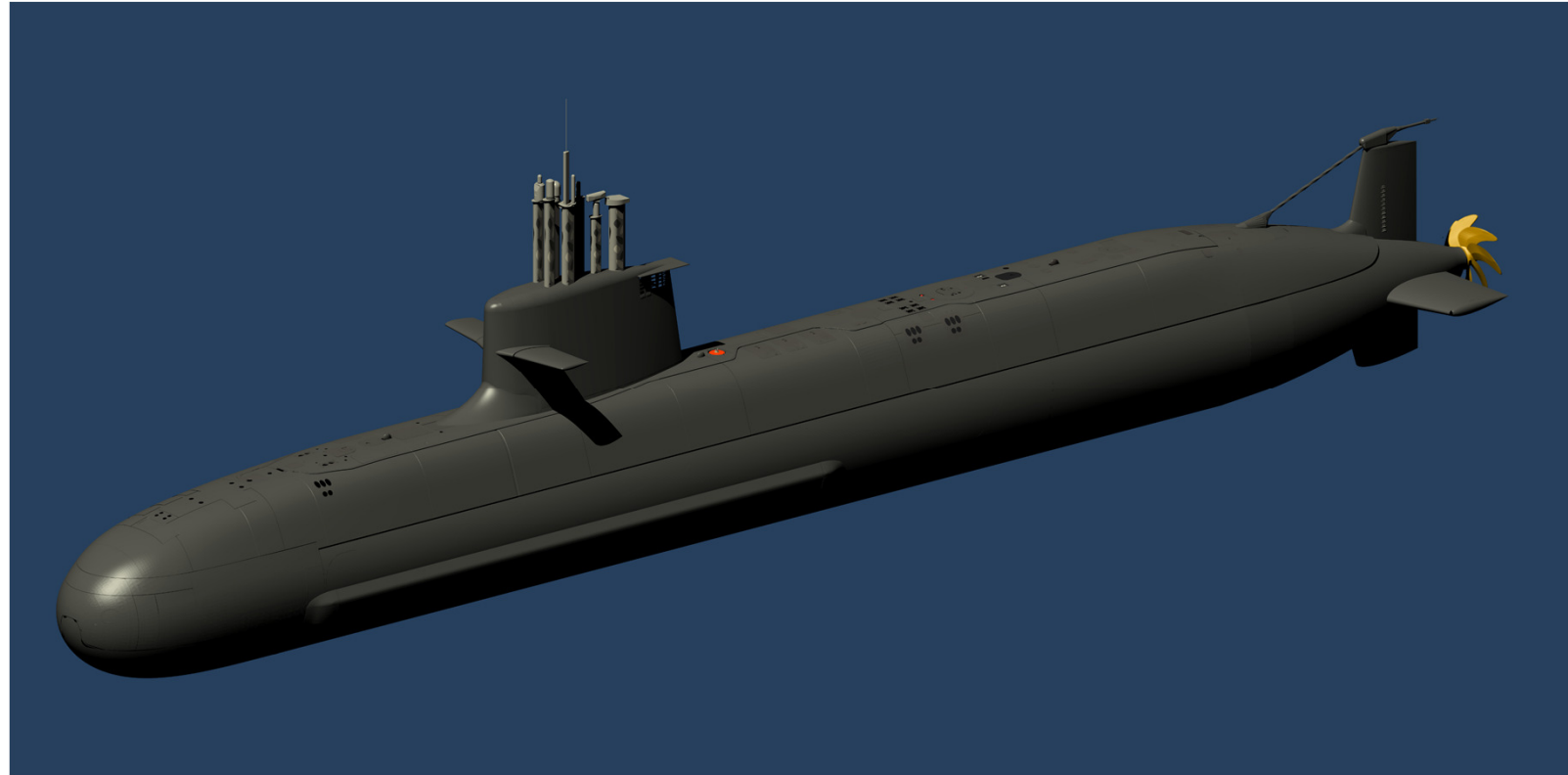




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Thank you for your attention



