

Sea THE FUTURE®

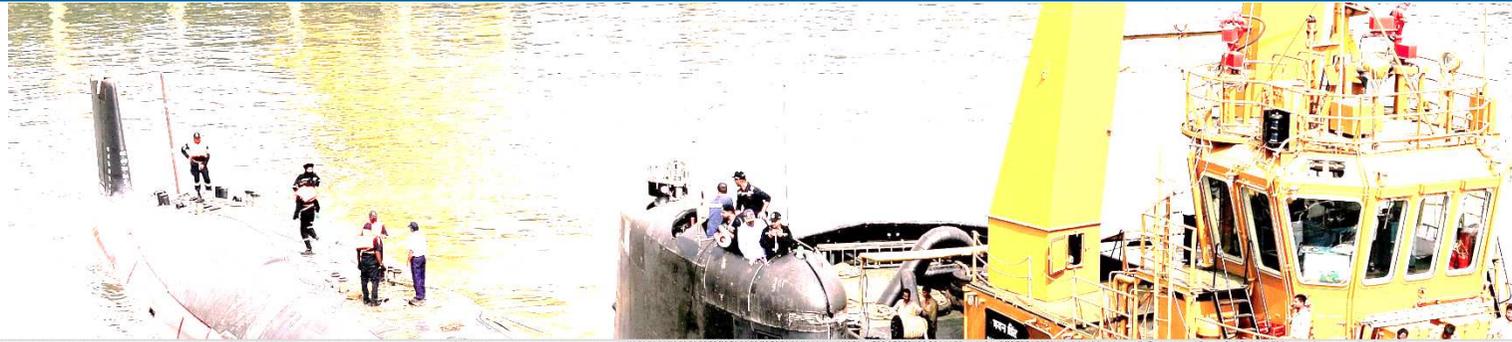
**DCNS**

# Future of Defence Shipbuilding In India

P75 Make in India



# Table of Contents



- 1. Introduction**
- 2. Successful know-how transfer for submarine building**
- 3. Indian Industrial Eco-System**
- 4. Note on future of defence shipbuilding in India and DCNS**



# 1. Introduction: DCNS SA

## First supplier of French Defence in 2014

Industrial actor in the French deterrent force and primary contractor of the French Navy

## 50 Navy clients worldwide

**Naval sector jobs** 40,000

## Shareholding

- Government Shareholding Agency 63.58 %
- Thales 35 %
- DCNS staff members 1.02 %
- DCNS 0.40 %

## 2014 figures

- |                       |              |  |                                   |
|-----------------------|--------------|--|-----------------------------------|
| • Revenues            | €3.1 billion | • Order book                           | €13.2 billion                     |
| • International share | 33 %         | • Investments in R&D                   | ≈ €100 million € or 3 % of income |
| • Order intake        | €3.6 billion | • Group staff (including subsidiaries) | 13,130                            |

# 1. Introduction: DCNS India

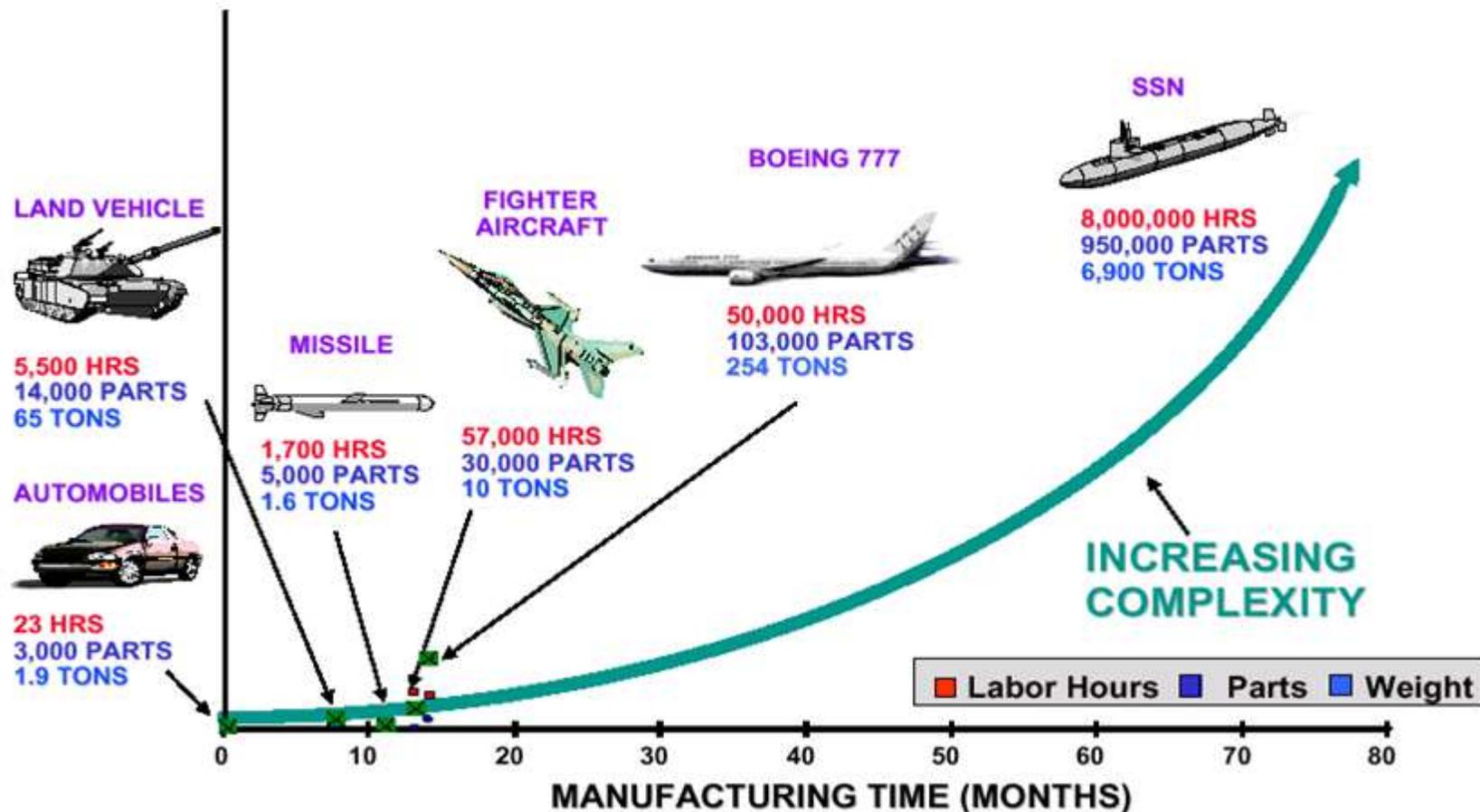
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- **India is a country of strategic importance for France and DCNS:**
  - Strategic partnership since 1997
  - Contract P 75 with natural partner MDL
  - Presence in India used to create relation with PSU's and Private Companies
- **DCNS India (100% subsidiary of DCNS SA) created in 2009 in order to:**
  - Increase DCNS footprint in India
  - Participate in 'Make in India' initiative to give thrust to defence and other sectors in India
  - Support DCNS in India for the implementation of existing as well as future contracts
  - To conduct cooperation with PSU's and Indian Private industries;
  - Implement successful local content for indigenisation and offset obligations
  - To establish an industrial base (through JV) to get contracts and implement them with partners



## 2. Successful know-how transfer for submarine building (1/3)

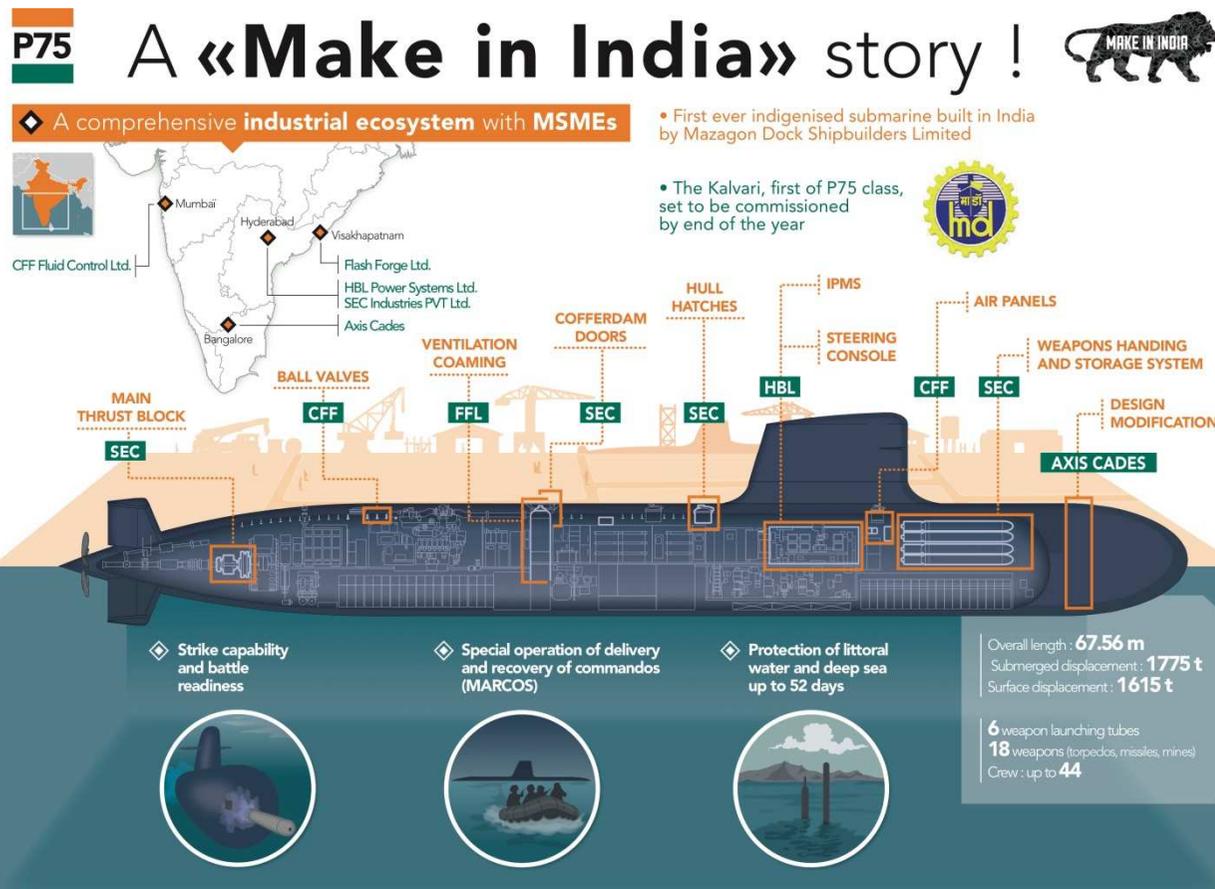
- Submarines: most complex system built by man



## 2. Successful know-how transfer for submarine building (2/3)

- **P75 is the first submarine project:**

- significantly contributing to the objectives of achieving self-reliance
- fostering innovation and creating a best-in-class manufacturing infrastructure
- true realisation of "Make In India"



## 2. Successful know-how transfer for submarine building (3/3)

- **Mazagon Dock Shipbuilder Limited, through gradual transfer of technology achieved:**
  - Expertise of the manufacturing process of steel resistant hulls 80HLES
  - Expertise of the complete production process of pipes (stainless steel, copper, cupro nickel...)
  - Expertise of the installation process of complex electrical assemblies (wiring, terminals, tests)
  - Complete development of a industrial solutions for manufacturing, installation and testing of P75 submarines
  - Integration of several complex high technology platforms and systems (combat system, IPMS, engines....) on board



KALVARI undocking 6 April 2015 with RM Shri Minister Parrikar



KALVARI set afloat in Naval Dockyard on 28 October



### 3. Indian Industrial Eco-System: Introduction

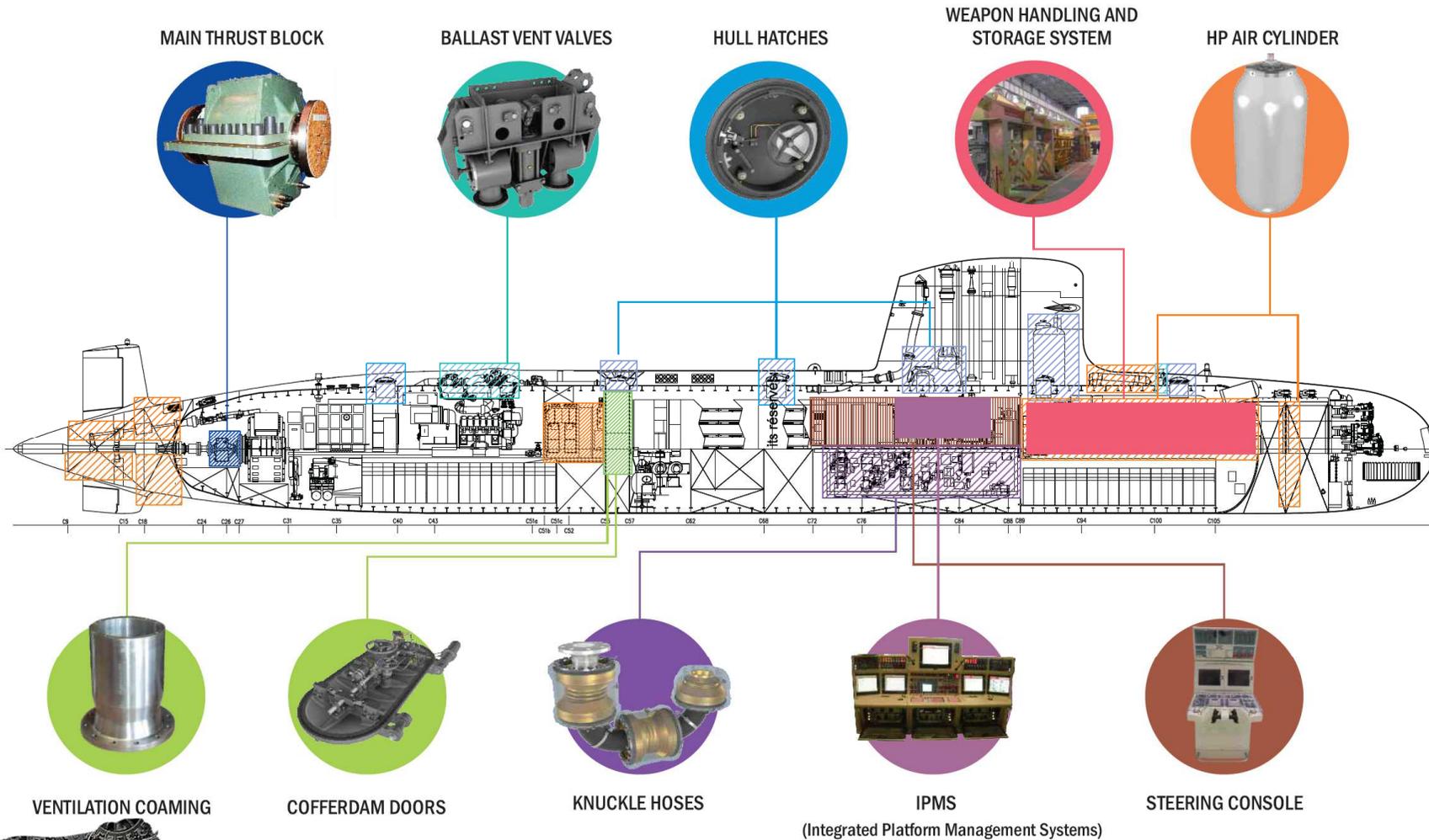
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- **Through P75 contract DCNS and MDL has also successfully implementation of P75 MPM Indigenisation**
- **Strong Partnerships created with India Industries (MSMEs) empowering them for the manufacturing of submarine equipment of different categories (Float, Move and Fight as highlighted in Indian Navy's INIP 2016-30)**
- **Skilled team created in DCNS India and with Indian partners for specific Know-How**
- **Through this sustainable ecosystem - DCNS in India is ready to continue and strive for more indigenisation for future naval project**
- **Make in India – Turned into reality and committed for more**



# 3. Indian Industrial Eco-System: MPM Batch 1

- 85 % Delivered - Completion of the project by November 2016



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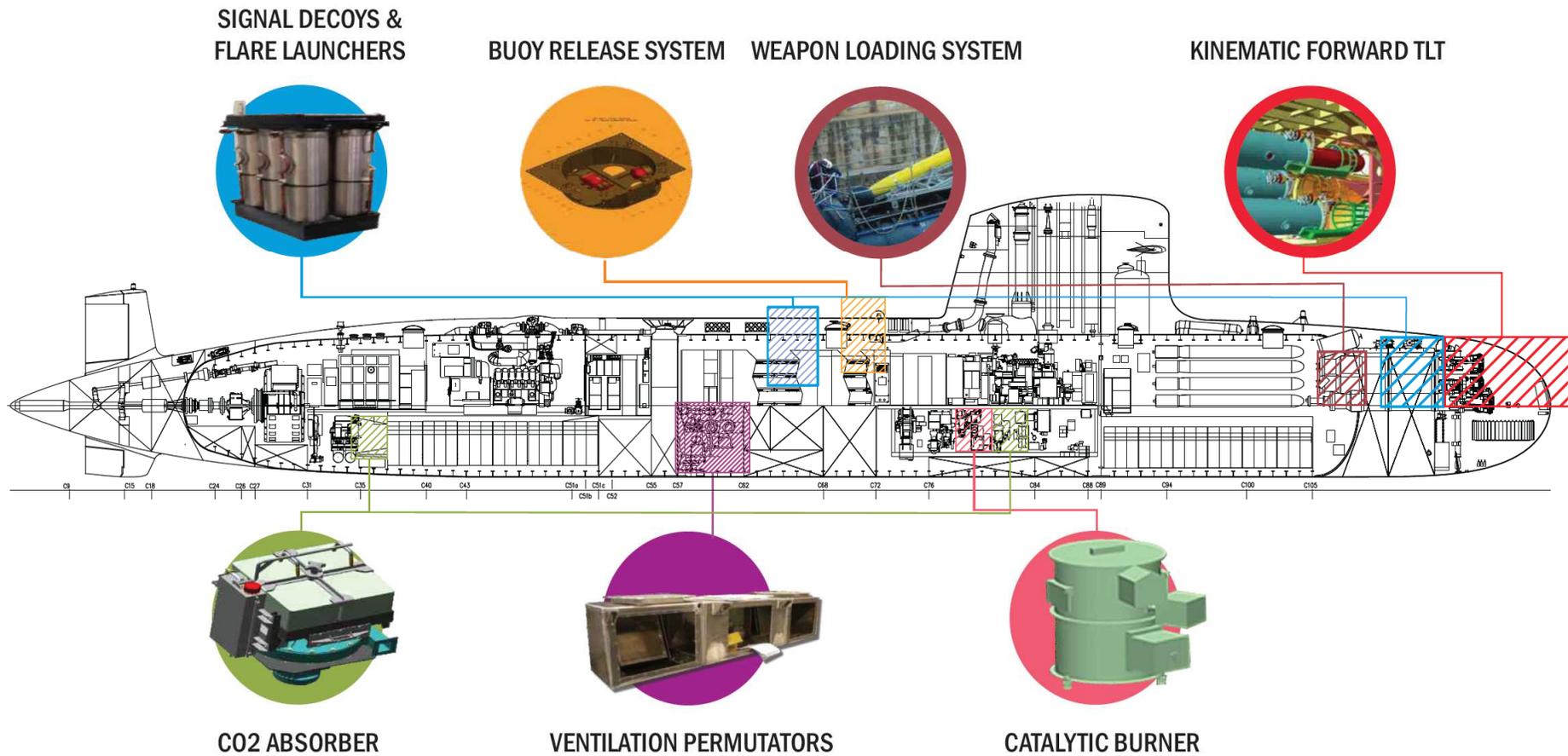


Future of Defence Shipbuilding In India / 9



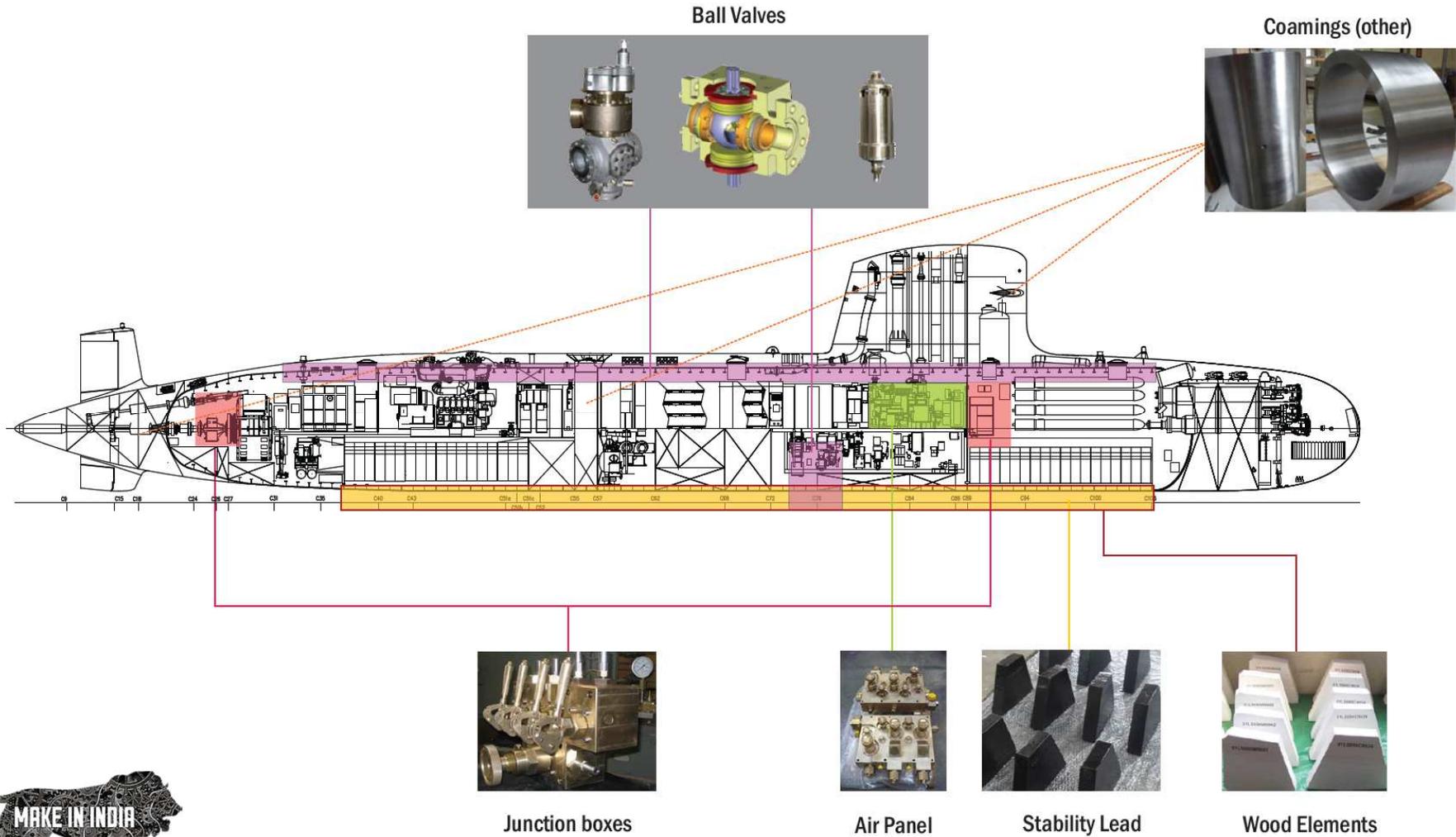
### 3. Indian Industrial Eco-System: MPM Batch 2

- 60 % Delivered - Completion of the project by March 2017



# 3. Indian Industrial Eco-System: MPM Batch 3

- 40 % Delivered - Completion of the project by October 2017



# 3. Indian Industrial Eco-System: Value addition in Quality

## • QUALITY

Upgrade of HBL Power System Ltd with a dedicated DCNS Quality Management System proposed and implemented by DCNS India

HBL awarded with new export projects from European customer(s) based on the upgraded Quality Management System included in all export projects offers by HBL



**FAT CERTIFICATE**  
DCNSI-15-MPM-0372

In accordance with the Contract No.EY/CD/P75/17/MPM Contract/R0 dated 29.03.2010 concluded between the BUYER and the SELLER,

The undersigned parties to this "FAT Certificate" herewith certify that item 9.6.1 Steering Console (set of equipment) (refer to Annex 2 of the contract) related to Submarine N°6 have been accepted after Factory Acceptance Tests in accordance with the requirements of the Contract No.EY/CD/P75/17/MPM Contract/R0 dated 29.03.2010.

For and on behalf of Third Party,  
**THIRD PARTY's Representative**  
Date: 05/11/2015  
Name: *Rajesh BODIN*  
Signature: *[Signature]*

For and on behalf of the SELLER  
**DCNS INDIA PVT LTD's Representative**  
Date: 05/11/2015  
Name: *Ramish Zaidi*  
Signature: *[Signature]*  
Ramish Zaidi  
Senior Manager - Projects & Contracts  
DCNS India Pvt. Ltd.

For and on behalf of the BUYER (if present)  
**MAZAGON DOCK LTD's Representative**  
Date: 05/11/2015  
Name: *Rajesh B. G. CM (SMS-25) Mazagon Dock Shipbuilders*  
Signature: *[Signature]*

Contract reference Number | EY/CD/P75/17/MPM Contract/R0 dated 29.03.2010

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# 3. Indian Industrial Eco-System: Value addition in infrastructure

## • INFRASTRUCTURE

Upgrade of SEC Industries Premises in Hyderabad  
With a dedicated workshop for DCNS Activities

Long-term investments made by our partner SEC Industries to respond to partnership needs



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look out for more....



## 4. Note on future of defence shipbuilding in India and DCNS

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- To achieve this level of indigenisation, both MDL and DCNS have developed Public Private co-operations the synergies of which have allowed speedier and cost effective deliveries of equipment.
- Indian public and private sector industry has gained great knowhow through complex programs like P75 submarine
- This knowledge and competence needs to be preserved, nurtured and built upon for making the Indian Navy self reliant in the long term
- The existing P75 built by MDL are designed to be easily upgraded to significantly improve the performances of the submarines. This could be done, together with Indian Navy, by trained and motivated Indian design engineers whose competencies have been developed by DCNS.
- The existing knowledge and sustainable industrial ecosystem will be used for future shipbuilding projects (LPD, aircraft carrier, .....) and also the maintenance of the P75 fleet during operations.



# DOCS

sea THE FUTURE®