

Indo-German cooperation in the aerospace industry

E.I.S. Electronics, is an Indo-German joint venture set up in Kanpur, India, to manufacture harnesses for aerospace and defence applications. Jointly promoted by MKU, India and E.I.S. Electronics GmbH, it makes electrical wiring harnesses for Airbus aircrafts at its modern, state of the art production facility in Kanpur. Since April 2013, E.I.S. India has made over 23 types of harnesses for Airbus 320 and 380. They are now manufacturing for Airbus 350, the latest wide bodied aircraft from Airbus. The facility is AS 9100 certified. E.I.S is associated with Indian forces, OEMs

like HAL and several Indian programmes like SU30, DO228, AN32, ELTA Radar Systems, AD equipment etc.

The Make In India Mittelstand (MIIM) programme has so far mobilized a declared investment of about EUR 650 million and created employment opportunities in India of about 4000. It is an initiative to facilitate investment by German SMEs into India and as of now, about 72 German SMEs are finding their way around the Indian market, with about 41 of them already at an advanced stage of their investment into India. In addition to Railways, Infrastructure, Smart Cities, Port

Development, etc. Civil Aviation, is also one of the key sectors of the economy where the German industry is keen to participate and make the most of its potential and opportunities.

Indicative list of upcoming air shows and defence exhibitions for the year

- Paris Airshow 2017, June 19-25, 2017, Paris
- MAKS 2017, Russian Airshow, August 15-20, 2017, Moscow
- Dubai Airshow, DWC, November 12-16, 2017 Dubai
- Singapore Airshow 2018, February 6-11, 2018, Singapore

Retrospective Aero India Air Show 2017



Volker Thum, Managing Director of the German Aerospace Industries Association (BDLI)

Since 2007, the Aero India Air Show welcomes German companies, which are reunited with the BDLI (German Aerospace Industries Association) under the roof of the so called 'German Pavilion'. In 2017, 11 German companies were represented at the show with a joint stand, while seven other companies had individual displays. It is not a surprise that German companies are strongly attracted to the Aero India, since Germany is India's main trading partner in the EU. Economic relations between the two countries have intensified markedly in recent years, especially in the aerospace industry. This sector has known a long-standing and successful partnership with India. For instance, Airbus aircrafts form a significant part of the fleets of all major Indian carriers, with a market share of well over 70%. Some German companies are very active in India. For example, Liebherr Aerospace produces nose wheel steering systems, landing gear actuators and flap actuation systems for the Dornier 228, for Hindustan Aeronautics Limited. The company has also set up a supplier platform in India for gearboxes.

It is a fact that German companies have a lot of opportunities in India's market. Small and medium-sized companies can take advantage of the development of the aerospace industry in India. In 2016, German companies exported goods worth almost EUR 10 billion, to India. Also, many sectors including software development, security systems for airports, control systems, expansion and modernization of airports; offer great business opportunities for the German small and medium-sized companies.

BDLI Managing Director, Volker Thum, emphasizes India's great importance for the German aerospace industry and states, "India is a major market for industry with great prospects. In 20 years, almost every second aircraft order will come from the Asia-Pacific Region, mainly from India and China. In India alone, 200 new airports will be built over the next few years to meet rising air-traffic. German aviation industry also gives India a lot of thrust and lift, thanks to competitive products and the outstanding technological know-how of our companies – both OEMs and our medium-sized suppliers."

Indian companies also get even more opportunities in Germany's market as Germany supports Prime Minister Modi's 'Make in India' call. This progressive initiative will open up investment opportunities for German companies and help Indian industries become globally competitive. For instance, Airbus Defense and Space has submitted to produce

the C295 in India, along with Tata Advanced Materials. Today, the Indian aerospace industry has taken a center-stage role in Airbus' international activities with impact on the German supplier industry.

In order to ease the market entry for German companies and to contribute to more export successes in India, the German Federal Ministry for economics and energy promotes the market exploration within the framework of a delegation trip to India. The market exploration, which will take place in Chennai and Bengaluru, from October 09 to 13, 2017, offers the small and medium-sized companies a detailed overview of the aerospace industry in India, as well as investment opportunities and promotion programmes. It also provides valuable contacts that are useful as a base to make a thoughtful decision to enter India's market.

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