



Global and Indian Markets to Benefit from Samtel-Hensoldt Aerospace Partnership

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- Make in India for the World
- Partners for Avionics Co-Production in India

By Sangeeta Saxena

New Delhi. 23 February 2025. This was also a step forward in Indo-German defence ties. At Aero India 2025, Samtel and Hensoldt announced a strategic partnership aimed at bringing state-of-the-art defence technologies to India and expanding manufacturing capabilities for global markets. This collaboration aligns with India's 'Make in India' vision, focusing on both domestic and international aerospace and defence requirements **stated Puneet Kaura Managing Director & CEO at Samtel Avionics Limited (SA) in an exclusive interview with Aviation & Defence Universe (ADU).**

Puneet also holds the office as Chairman – Delhi State for Society of Indian Defence Manufacturers (SIDM), and Co-Chair – National Committee on Defence and Regional Committee on Defence (Northern Region) as well as Chairman – Regional Committee on NCR Pollution at Confederation of Indian Industry (CII). He discusses the objectives of this partnership with ADU, its implications for the Indian and global markets and Samtel's long-term vision for the defence sector.

ADU. Can you elaborate on the partnership between Samtel and Hensoldt? What are its key objectives?



(<https://www.aviation-defence-universe.com/wp-content/uploads/2025/02/WhatsApp-Image-2025-02-24-at-12.29.09-PM-2.jpeg>) **Puneet Kaura.** This partnership with Hensoldt is centered around high-technology defence products, which Hensoldt wants to introduce in collaboration with Samtel. Our focus is not only on serving the Indian market but also on catering to global customers. The goal is to bring cutting-edge technology to the Indian armed forces while also leveraging the 'Make in India for the World' initiative, which aligns with the government's vision. This is just the beginning of our journey with Hensoldt, and we anticipate introducing more such products in the coming years. Hensoldt, being one of the largest defence companies in Germany and globally, has advanced capabilities in developing various systems and line-replaceable units (LRUs). Through this partnership, they have chosen Samtel as their Indian manufacturing partner.

ADU. Is this collaboration solely for the Indian market, or does it also include global markets?

Puneet Kaura. It is definitely for both. While we are manufacturing in India for Indian customers, the partnership is also geared toward global markets, including Europe, North America, and South America. Hensoldt already has a strong customer base worldwide and through this collaboration, they aim to establish Samtel as a key manufacturing partner in their global supply chain. So, basically the partnership which we have today kind of got into with Hensoldt is about you know high technology products that Hensoldt wants to introduce with Samtel and we are looking at not only Indian market, but also global markets and the idea behind it is to bring some of the state of the art technologies to our Indian you know armed forces and Indian customers, but at the same time also looking at make in India for the world, which is you know very strong kind of a sentiment from even our Prime Minister.

So, I think this fits in very well for that and we feel that you know this is a very good beginning, we have known Hensoldt for a few years now, we were trying to see what are the various things we can do. So, this is a first step in our kind of journey, which will probably introduce more such products in the next coming years and as you know Hensoldt is one of the world's largest and one of Germany's largest company in defence and I think it's got a very state-of-the-art capability to do you know different types of LRUs and systems that they want to bring to India as you know with Indian companies as their partner and in this particular case they have chosen Samtel.

ADU. Does this mean that some of Hensoldt's products currently manufactured in Germany will now be made in India?

(<https://www.aviation-defence-universe.com/wp-content/uploads/2025/02/WhatsApp-Image-2025-02-24-at-12.29.09-PM-1.jpeg>) **Puneet Kaura.** Yes, over time, Hensoldt plans to shift manufacturing of certain products to India. In India, a product must be locally manufactured to be sold under government procurement



rules, so we will be producing these for the Indian market first. Once we successfully establish production here, we will explore manufacturing for global markets. India's cost advantages and strong R&D capabilities make it an attractive option for producing advanced versions of these technologies.

ADU. Will this agreement specifically include manufacturing, or will there be a separate agreement for that?

Puneet Kaura. This agreement already includes manufacturing, particularly for Indian customers who require indigenous products. However, it also presents opportunities for global expansion. We are currently in advanced discussions about extending our partnership to include manufacturing for international markets.

ADU. What is Samtel's broader vision , particularly for the global market?



(<https://www.aviation-defence-universe.com/wp-content/uploads/2025/02/WhatsApp-Image-2025-02-24-at-12.29.09-PM.jpeg>) **Puneet Kaura.** Samtel has always had a global perspective. Whether developing products independently or through partnerships, our strategy for the last 50 years has been to manufacture for global markets. With the Indian government's increased push for exports, this approach fits perfectly with our objectives. We already supply to Southeast Asian air forces and collaborate with multiple Western companies. Our goal is to ensure that our products are among the best in the world while delivering greater value than existing alternatives.

ADU. Would you like to add anything else about this collaboration?

Puneet Kaura. This partnership comes at a crucial time when India's Ministry of Defence is encouraging international collaborations under the Defence Procurement Procedure (DPP). Hensoldt sees significant potential in India's defence sector and is keen to expand with an Indian partner. This collaboration enhances India's technological capabilities and strengthens our position in the global aerospace and defence industry. The Samtel-Hensoldt partnership represents a significant step in advancing India's aerospace and defence manufacturing capabilities. By bringing high-tech defence products to the Indian market and integrating into the global supply chain, the collaboration aligns with India's self-reliance and export-oriented vision. As both the companies work together to manufacture cutting-edge systems for Indian and international customers, this partnership is poised to redefine India's role in the global defence industry.

(<https://www.aviation-defence-universe.com/wp-content/uploads/2025/02/WhatsApp-Image-2025-02-24-at-12.31.09-PM.jpeg>) The Samtel-Hensoldt partnership marks a significant milestone in advancing India's aerospace and defence manufacturing capabilities, reinforcing the vision of AatmaNirbhar Bharat and the Make in India initiative. By localizing the production of high-tech avionics systems, this collaboration will not only strengthen India's self-reliance in defence technology but also position the country as a key player in the global supply chain. As both companies work together to manufacture cutting-edge systems for Indian and international markets, the initiative will drive indigenous innovation, enhance technology transfer, and create a robust job market in the defence and aerospace sectors. This strategic alliance is set to accelerate India's journey towards defence self-sufficiency, fostering economic growth and export opportunities while equipping the nation with world-class defence capabilities.

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