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Exclusive Interview: Puneet Kaura, MD and CEO, SAMTEL Avionics

SAMTEL Avionics, a key player in India's defence technology sector has actively contributed towards Atmanirbhar Bharat initiative while simultaneously placing the nation on the global map of high-tech design and manufacturing through strategic collaborations with international aerospace, defence and railway companies. At the recently held Aero India 2025, SAMTEL had a significant presence where it signed an MoU with Germany based global defence leader HENSOLDT Avionics to explore possibilities of establishing a co-production facility in India through an Industrial partnership for the HENSOLDT's Products. In an exclusive Interview, Mr. Puneet Kaura, MD and CEO, SAMTEL Avionics speaks with Vishal Kashyap, Managing Editor Aviation World more about the MoU and overall business presence and vision towards contributing in the Make in India initiative.Excerpts...



Image: Signing off ceremony between SAMTEL and HENSOLDT Avionics at Aero India 2025

What are the major takeaways at Aero India 2025?

SAMTEL Avionics had a very prominent presence at Aero India 2025 where we had dynamic discussions, meaningful interactions and a shared commitment to take India's aerospace and defence capabilities to the next level.

One of the major developments was the signing of MoU between SAMTEL and HENSOLDT Avionics, which we aim to be the beginning of a new relationship. Under this agreement, we will manufacture high technology airborne products for Indian and global customers in India.

What will be that product and how you see its demand?

It's basically HENSOLDT's product – LCR 100 CaviSight and Cavi Connect for which we will set up co-production facility in India through an industrial partnership. SAMTEL will manufacture this product in India and if required for any subsequent products related to the same, that will also be co-developed. This will also cater to the global requirements as part of the future collaboration. There are quite few Indian customers, who would require this product but we believe, globally the demand will be big.

What's your vision towards this initiative?

We are looking at starting a relationship with HENSOLDT which is first of its kind in India. HENSOLDT is one of the major aerospace and defence leaders out of Germany and are making some very fine products. So, this product line is beginning of their commitment to partner with Indian players for developing high technology products which would be required in the country. This will also fulfill the need of having various TPP requirements of the local products and at the same time making products for the world. This also meets the vision of our Prime Minister which he has put forward for the defence and aerospace sector.

We have found a good partner as HENSOLDT which is very open to adapting and working with Indian companies locally to cater to the local requirements.

What are the core domains of Samtel Avionics into which it works in India?

SAMTEL is an avionics and electronics company as far as defence is concerned. We make electronic products for aviation which caters to the need of both military as well as civilian applications. Apart from defence, we also make electronic products for armoured vehicles and tanks for specially for our nation's military needs. These are basically high technology avionics and electronic products and some subsystems which are required by armed forces. As diversified business, we also work with Indian railways for their electronic products need.

How is Samtel Avionics contributing towards Make In India initiative?

As part our JV with HAL, we manufacture cockpit displays for various defence aircrafts in India. We supply high technology cockpit displays for all types of fixed wing and rotary wing helicopter platforms.

Samtel has designed, developed and manufactured state-of-the-art multifunction displays for platforms like the Su-30 MKI fighter Jet, the Light Combat Helicopter (LCH)/Advanced Light Helicopter (ALH)/Utility Helicopter Maritime, and Standby Displays for HTT-40 trainer aircraft. We are now working on the Utility Helicopters-Maritime (UHM) helicopter and the list goes on just to name a few. This basically makes, SAMTEL a very significant part of the ecosystem both from Indian Air Force and Army Aviation perspective. For future, we are also in discussions with Naval Aviation for some of the applications.

All the service being provided by us fulfills the "Make In India" initiative of our government.

What's the future plan towards enhancing the capabilities and services of Samtel Avionics?

HENSOLDT. The plan is to bring state of the art high technology products to our armed forces and deliver them with absolute precision quality and at the same time continuously look at global market space.

We are already working with multiple global air forces and some of the global OEMs based out of west and Europe and US for various projects. In future, we want to continue doing that and aligning with what our country's vision to make India a global player in the global Aerospace & Defence market.



Image: Signing off ceremony between SAMTEL and HENSOLDT Avionics at Aero India 2025