



**Session on  
Defence Industrial Corridors: Unleashing the Start-ups and MSMEs Ecosystem  
April 12, 2018; Seminar Hall No. 1, Defexpo 2018, Chennai**

**Background**

Opening of the Defence Sector to private sector participation has been an important agenda for the Government towards national capability development, additional capacity accretions and skills. The development and nurturing of this ecosystem is critical to increasing indigenisation and reducing dependency on imports for defence equipment. Thus, government is actively persuading start-ups and entrepreneurs to enter the sector through a variety of incentives, policy directions and by offering a larger role for MSMEs. As a further impetus to the capacity building in defence sector Gol has announced two Defence Industrial Corridors connecting industry clusters. However, the flow down of opportunity for start-ups and entrepreneurs to introduce new products or import substitutes is yet to gather momentum.

FICCI on its part, is engaged with Start-ups and MSMEs in identifying their concerns and helping them with organised capacity building and outreach programmes. Further, FICCI has also been working with defence PSUs and DRDO labs to set up a process to nurture MSMEs with critical expertise and technologies.

**Purpose of Seminar**

DEFEXPO 2018 offers an unparalleled platform for Start-ups and MSMEs to engage with OEMs, DPSUs and DRDO labs. Through this proposed seminar, FICCI intends to showcase the capabilities of Indian Start-ups and MSMEs to domestic and global players in the Defence and Aerospace supply chain.

**Audience**

The session is aimed at the following groups:

- Start-ups and MSMEs looking for opportunities in Defence and Aerospace
- OEMs and system integrators seeking to partner with firms under 'Make in India' initiative.
- Officials from the business, government, and military sectors who want to enhance their knowledge on domestic capability in this sector.

**Programme Details**

- Date: April 12, 2018.
- Timings: 1430 – 1600 Hrs
- FICCI will use this seminar as a platform to release its compendium on **Solutions to Army Problem Statements**

| <b>For participation contact</b>   |   |   |
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| Agenda          |   |
|-----------------|---|
| TIME            | SESSION   |
| 1430 – 1435 Hrs | Welcome Address by <b>Dr. Sanjaya Baru</b> , Secretary General, FICCI   |
| 1435 – 1455 Hrs | Presentation by Start-Ups / MSMEs on integrating with the Defence Industrial Corridors and their Expectations <ul style="list-style-type: none"><li>• Start-Up/MSMEs 1</li><li>• Start-Up/MSMEs 2</li></ul>                   |
| 1455 – 1505 Hrs | Industry Perspective on Defence Industrial Corridors by Mr J D <b>Patil</b> , Whole Time Director and Member of the Board, Larsen & Toubro Ltd. and Chairman, FICCI Defence Committee   |
| 1505 – 1515 Hrs | Address on “Solutions to Problem Statements” by <b>Lt Gen Subrata Saha PVSM, UYSM, YSM, VSM** (Retd.)</b> , Director General, Society of Indian Defence Manufacturers (SIDM) and Former Deputy Chief of the Army Staff (P&S)* |
| 1515 – 1525 Hrs | Special Address by <b>Dr. Ajay Kumar</b> , Secretary (Defence Production), Ministry of Defence*   |
| 1525 – 1535 Hrs | Guest of Honour Address by <b>General Bipin Rawat, UYSM, AVSM, YSM, SM, VSM</b> , Chief of the Army Staff*  |
| 1535 – 1540 Hrs | Chief Guest - <b>Smt. Nirmala Sitharaman*</b> , Raksha Mantri to release <b>Compendium on ‘Solutions to Army Problem Statements’ (A joint initiative of Army Design Bureau, FICCI and DefenceAviationPost)</b>                |
| 1540 – 1600 Hrs | <i>Fireside Chat</i> with Raksha Mantri <ul style="list-style-type: none"><li>• Development of Industrial Corridors</li><li>• SME &amp; Start-Ups</li><li>• Speeding up Defence Acquisitions</li></ul>                        |
| 1600 Hrs        | End of Session  |

(\* Invited)