



Jubilant Enpro is the strategic venture of Jubilant Bhartia Group. Its aerospace arm, formed in 1993, is the Channel Partner of Bell and Textron Aviation in India. This business arm also specialises in repair and overhaul of aircraft engines and components and spares supply.

Sanjay Malhotra, president, Jubilant Enpro, says that while the government has introduced some boosters for helicopter operations under UDAN, this area still has a long way to go.

How is business aviation doing in India and are corporates going in for new choppers?

The overall trend and demand in the business aviation sector has remained soft. This is due to a considerable amount of restructuring and policy introduced in the last two years by the government such as demonetization and GST which caused corporates to focus on aligning operations accordingly.

The UDAN scheme of the government has led to significant scope for enhancement of helicopter operations as well. However, growth of helicopters will still take considerable time. UDAN would have been more beneficial if it was backed by a strong subsidy model on the number of seats or underwriting a few seats by state governments to encourage more players to induct helicopters. All these factors contributed to the slow growth of business aviation in India.

Where are new choppers mainly used for?

That depends on the specifications and USP of each chopper. For example, a recent Bell 429 which was purchased by a Fortune 500 company had a dual role of providing passenger transport and providing emergency medical services, with the configurations changed in only 17 minutes. Similarly, a new Bell 505 helicopter, which will be inducted in Maharashtra this year, can be used for both VIP transport and high altitude pilgrimage operations like Char Dham. In India, we are seeing more state governments take control of their VVIP operations with their own helicopters rather than be dependent on third party operators. Similarly, different industry sectors have varied utilization for helicopters. The missions largely include short range strategic transportation where accessibility is limited. They are also used for oil rigs, tourism, reaching high altitudes such as Leh, religious tourism, last mile connectivity for VVIP transport, etc. There are also specialized tasks such as high tension wire cleaning and mobile tower building on high altitudes that require helicopters.



SANJAY MALHOTRA,
President, Jubilant Enpro

INTERVIEW

'INNOVATION AT THE HEART OF BELL 429'

What is the scope of the MRO market in India? How has Jubilant's own business grown in this regard from last year?

MRO is the backbone of the business aviation industry and any compromise in terms of quality of maintenance should not be tolerated. Jubilant Enpro has been a Bell Independent Representative for 23 years and has been regularly supporting Bell operators regarding their aftermarket offerings and spares support. This segment has been growing but requires more structuring and customer responsiveness. Some global players have been eyeing this space in India and it will enhance the entire industry. Like in many other industries wherein OEMs have direct investments, the aviation industry is also graduating to that level and has initiated many direct service ventures. For a customer as well, the level of services and transparency provided by an OEM is far higher. Seeing the growth in this segment and customer demand, Jubilant Enpro has partnered with Able Aerospace and caters to repair, maintenance, service and overhaul of fixed and rotor wing aircraft, namely Bell and other OEMs. Able's capability is for more than 10,000 FAA approved, out of scope and proprietary repairs for fleet ranging from Bell, Airbus Helicopters, Leonardo and Sikorsky, to Boeing, Douglas/Boeing, Airbus and military aircraft. This includes more Bell 206 repair capabilities than anyone in the world.

Your company provides all pre- and post-induction support related to choppers. Have DGCA rules been eased for choppers?

Jubilant Enpro gives support in market reports, operations report, comparative analysis, helicopter acquisition forecast and costing, helicopter additional equipment selections, executions of agree-

ments, engagements with MRO, pilot and engineering induction and training, final inspections, ferry/shipment, test flight, recurrent trainings, spares, repairs and overhauls and much more. There is an important aspect of regulatory formalities and we encourage our operators to follow the guidelines approved by DGCA.

How have the sales of Bell Helicopters been in India? And what would be your sales pitch for this chopper?

Since its induction in 2008, the Bell 429 has been the most successful light twin engine helicopter in India among corporates and the state governments. Designed with the future in mind, the Bell 429 meets or exceeds today's airworthiness requirements to enhance occupant safety, with the adaptability to remain at the forefront as mission requirements evolve. Innovation is at the heart of the Bell 429 light twin helicopter. The use of metallic and composite parts in its construction creates the perfect balance between rigidity and flexibility, safety and durability. An advanced avionics and systems monitoring suite ensures outstanding maintainability and aircraft readiness.

We are similarly confident of the value proposition that our new Bell 505 Jet Ranger X brings. Using advanced avionics technology and equipped with a dual channel FADEC Turbomeca Arrius 2R engine, we are certain customers in India will find it provides best-in-class value.

Has India paid enough attention to the varied uses of choppers or is this still a neglected market?

While the government has introduced certain boosters for helicopter operations under UDAN, we have a long way to go. Medical evacuation, for instance, is one of the best utilizations for helicopters. However, the policy overall does not account for such operations. With a major boost in infrastructure, it should account for heliports alongside national highways for evacuation in case of emergencies. To encourage EMS in India, we need insurance companies to take the initiative and launch a special premium plan which customers can afford to opt for in case of an emergency.

Many countries utilize helicopters for law enforcement, a segment completely missing in India. Disaster management is another key segment where helicopters can play a critical role.

THE BELL 429 ENHANCES OCCUPANT SAFETY AND HAS THE ADAPTABILITY TO REMAIN AT THE FOREFRONT