

**GOVERNMENT OF INDIA  
DEFENCE  
LOK SABHA**

UNSTARRED QUESTION NO:613  
ANSWERED ON:23.11.2009  
EXPORT MARKET OF DEFENCE PRODUCTS  
Rajesh Shri M. B.

**Will the Minister of DEFENCE be pleased to state:**

- (a) whether the defence export has registered an increase in the recent past;
- (b) if so, the details thereof;
- (c) whether the Government proposes to further expand the export market of defence products; and
- (d) if so, the details thereof, indicating the institutional set-up proposed for the same?

**Answer**

MINISTER OF STATE IN THE MINISTRY OF DEFENCE(SHRI M.M. PALLAM RAJU)

- (a) Yes, Madam.
- (b) The defence export of Defence Public Sector Undertakings and Ordnance Factory Board during the last three years is as under:

2006-2007 Rs. 103 crores

2007-2008 Rs. 181 crores

2008-2009 Rs. 406 crores

- (c) Yes, Madam.
- (d) There is no proposal for expanding the export market of defence products by creating any institutional set-up. However, the following steps are being taken to further expand the export market of defence products:
  - (i) Product demonstration in International defence exhibition.
  - (ii) Building up brand equity by association with leading partners.
  - (iii) Direct periodic interactions with the target customers.
  - (iv) Extending the Line of Credit (LoC) to various other countries.
  - (v) With the offset opportunities, interaction is being made with the major Companies for enhanced cooperation in the identified areas.