



First-Fit Approved by Leading Global OEMs Across Construction & Industrial Equipment: Construction, Earthmoving, material handling and processing equipment

Mr. Sanjay Kumar Agarwal

Managing Director - Filtrec Bharat Manufacturing Pvt. Ltd.

Q-1. What key innovations, product range extensions, or solution highlights can trade fair visitors expect to see at your booth during bauma CONEXPO INDIA 2026?

Ans. At bauma CONEXPO INDIA 2026, visitors can expect to see Filtrec Bharat's complete range of hydraulic filtration solutions for construction, earthmoving, concrete, material-handling, and other demanding applications. Our portfolio covers suction, return, return-suction, pressure-line and pilot-line filtration, along with breathers and other hydraulic-system components.

A key focus will be our **Absolute Beta filtration technology**, which is designed to provide high filtration efficiency and consistent contamination control. Our 2,000 Beta ratio filtration solutions can support filter change intervals of **1,000 operating hours and beyond**, depending on the application and operating conditions.

We will also highlight our application-specific filter kits for excavators and concrete equipment. These solutions are aimed at making filtration management simpler for OEMs and end users while helping protect pumps, valves and cylinders from contamination-related wear.

For us, bauma is an opportunity to demonstrate not just a product range, but the engineering capability behind it—from product development and testing to local manufacturing and technical support.

Q-2. How do you view the current demand for high-performance components and spares in the Indian construction equipment sector? What key market drivers are shaping growth leading into 2030?

Ans. The Indian construction equipment market is becoming increasingly focused on **total cost of ownership rather than**

simply the initial purchase price. Customers want machines that deliver higher uptime, longer service intervals and predictable maintenance costs.

This is particularly important because hydraulic components such as pumps, valves and cylinders are high-value parts of the machine, and contamination can significantly affect their operating life. Our experience shows that filtration can play an important role in controlling these costs. With our **2,000 Beta ratio filters**, customers can achieve filter change intervals beyond **1,000 hours**, subject to the application and operating environment.

We also see strong long-term growth coming from infrastructure development, urbanisation, construction, mining and increasing localisation of equipment manufacturing in India. As machines become more sophisticated, the requirement for high-performance filtration will increase along with them.

For Filtrec Bharat, this creates an opportunity to support both OEMs and end users with solutions that improve equipment reliability while reducing service and maintenance requirements over the machine lifecycle.

Q-3. How closely are component manufacturers working with major OEMs to co-design and customize parts for next-generation machines?

Ans. The relationship between OEMs and component manufacturers is becoming much more collaborative. Today, filtration requirements are increasingly being considered during the machine-development stage rather than only when the equipment reaches the aftermarket.

At Filtrec Bharat, we work with OEMs to understand the actual application, including hydraulic flow, pressure, contamination levels, installation

constraints and expected service intervals. Our R&D Centre is equipped with **test benches that replicate real-world operating conditions**, allowing us to evaluate and develop solutions around specific machine requirements.

Our filters are already approved as **first-fit genuine parts by leading Indian, Chinese, Japanese, American and European OEMs** across construction, earthmoving, material handling and processing equipment.

This global OEM experience, combined with our understanding of Indian operating conditions, allows us to support localisation and application-specific development more effectively. We see co-development as an important part of the future because the next generation of machines will require filtration solutions designed around the complete hydraulic system.

Q-4. What key technological advancements have you integrated into your latest product lines?

Ans. Our focus has been on improving filtration efficiency while extending service life and reducing the overall maintenance burden. One of the key developments is our **Absolute Beta technology**, with our high-performance filtration solutions achieving a **2,000 Beta ratio** and supporting filter service intervals beyond 1,000 operating hours in suitable applications.

We have also developed application-specific media technologies to address emerging hydraulic-system requirements. These include **Anti-Varnish Media** for controlling varnish and sludge formation, **Absolute Beta Spark Buster technology** for addressing electrostatic discharge-related issues, **Absolute Beta H₂O** solutions for moisture-related challenges, and our **SYN Media**, developed to extend oil and filter change

intervals.

Our products are also subjected to rigorous durability testing. Our hydraulic filters are tested for up to **1 million working cycles**, providing additional confidence for demanding applications.

The objective behind these developments is straightforward: cleaner hydraulic oil, longer component life, fewer maintenance interventions and greater machine availability.

Q-5. Equipment downtime is a major cost factor for fleet operators. How do your product ensure maximum equipment uptime under tough job-site conditions?

Ans. For a construction or mining machine, a filtration product may be a relatively small component, but its impact on the hydraulic system can be significant. Contamination is one of the major causes of hydraulic-component wear, so maintaining oil cleanliness is essential for protecting pumps, valves and cylinders.

Our **2,000 Beta ratio filters** are designed to provide high contamination-removal efficiency and longer service intervals. In suitable applications, filter change intervals can exceed **1,000 operating hours**. We have also achieved **99.99% dirt absorption efficiency** in our filtration solutions, helping maintain hydraulic oil cleanliness for longer periods.

Our approach also extends beyond the filter itself. Our products are developed and tested for demanding operating conditions, with filters undergoing testing of up to **1 million working cycles**.

Ultimately, the benefit for the fleet operator is reduced contamination-related failures, fewer maintenance interventions and improved equipment availability. When a machine is expected to work long hours at a construction or mining site, preventing avoidable downtime

has a direct impact on productivity and profitability.

Q-6. Looking ahead, what are your major strategic focus areas for the next 2 to 3 years in the Indian market?

Ans. Our priorities for the next two to three years are centred around **technology development, localisation, manufacturing capacity, and closer OEM collaboration**.

India is becoming increasingly important within the global construction equipment and component ecosystem, and we see significant potential to expand both our production and sales. Our internal objective is to **double production and sales in India within the next three years**.

To support this growth, we are strengthening our local manufacturing and R&D capabilities. Our manufacturing facility in Tumkur operates with a **clean-room environment and ISO-based quality systems**, while our R&D Centre gives us the ability to develop and test solutions under conditions that replicate actual field applications.

We are also working towards greater manufacturing efficiency through **Industry 4.0 and IIoT-based processes**, while implementing Theory of Constraints to improve throughput. As part of our sustainability roadmap, we are targeting a **30% reduction in net CO₂ emissions over the next two years**.

At the same time, we will continue leveraging the global expertise of Filtrec S.p.A. while developing solutions specifically suited to Indian OEMs and operating conditions.

Our long-term objective is to make Filtrec Bharat not just a supplier of hydraulic filters, but a **technology and engineering partner for the Indian construction equipment industry**, supporting customers from product development and first fitment through to aftermarket requirements.