Our filters are approved as first-fit genuine parts by leading Indian, Chinese, Japanese, American, and European OEMs for Concrete Equipment, Earthmoving Machinery, Material Handling Equipment and Processing Machines

Mr. Sanjay Kumar Agarwal
Managing Director - Filtrec Bharat Manufacturing Pvt. Ltd

Q-1. Could you tell us about the key components/ technologies you are displaying at EXCON 2025?
Ans. At EXCON 2025, we are showcasing our complete range of **Hydraulic Filters** along with their proven success stories across the global OEM ecosystem. Our filters are approved as **first-fit genuine parts** by leading Indian, Chinese, Japanese, American, and European OEMs for Concrete Equipment, Earthmoving Machinery, Material Handling Equipment and Processing Machines.

A major highlight is our **Hydraulic Filter Kits for Excavators and Concrete Equipment,** which have become a key attraction due to the rising demand and the OTR regulations introduced by the Government of India. All our filters are manufactured in a **clean-room facility at Tumkur,** following **ISO quality standards** and tested for **1 million (10 lakh) working cycles** to ensure durability and performance.

Q-2. How are your products helping OEMs and contractors improve equipment performance and lifecycle?
Ans. A significant share of India's construction equipment market - about **30-40%** - comes from rural first-time buyers, most of which are financed through banks or NBFCs. For such customers, controlling the operations and maintenance costs is crucial so that the total cost of ownership does not exceed the initial machine investment.

Our **2000 BETA ratio filters** significantly extend filter change intervals (beyond 1,000 hours) and prevent rapid ageing and degradation of hydraulic oil. This helps maintain hydraulic valves, cylinders, and pumps in near-new condition.

By partnering with Filtrec, OEMs and end users benefit from reduced service and repair costs, lower hydraulic component failures, and improved machine life cycle value.

Q-3. With sustainability gaining focus, what innovations are you bringing in terms of energy efficiency, durability, and recyclability?
Ans. We have adopted **Industry 4.0 (IIoT)** across our Tumkur manufacturing facility, enabling end-to-end automation and real-time monitoring. This transformation has resulted in significant improvements in **efficiency, availability, and output quality,** while reducing energy consumption and human effort per filter produced.

We are also implementing **TOC (Theory of Constraints)** to further enhance system throughput and reduce our net CO_2 emissions by **30% over the next two years.** These efforts were recently recognized at the **CII Manufacturing Excellence Awards 2025,** where we were honored as the **1st Runner-Up Champion.**

Q-4. How important is India as a manufacturing and sourcing hub for your global operations?
Ans. India's GDP has grown from **USD 2.1 trillion in 2015 to USD 4.3 trillion today,** effectively doubling in just ten years. With strong growth across core sectors such as automotive, construction, steel, and power, the next GDP doubling is expected in less than five years.

Aligned with this momentum, we anticipate **doubling our production and sales in India within the next three years,** making the country a critical global manufacturing and sourcing hub for Filtrec.

Q-5. What challenges do you face in meeting OEM requirements for localisation and cost competitiveness?
Ans. We do not foresee major challenges in meeting OEM expectations in terms of **Quality, Cost, and Delivery (QCD).** With over **30 years of expertise** in hydraulic filtration, Filtrec offers advanced global technologies at competitive costs with short lead times.

However, we believe OEM engineering teams in India need greater empowerment to independently drive market-specific design improvements and localization initiatives.

Our R&D Centre, equipped with state-of-the-art test benches that replicate real-world operating conditions, makes it easy for OEMs to collaborate closely with Filtrec for indigenous development.

Q-6. How is your R&D supporting electrification, hybrid, or alternative-fuel machinery?
Ans. The shift toward electrification demands **lighter, more efficient, and longer-life filtration solutions.** The key challenges remain varnish formation, oxidation, sludge, noise (ESD), and premature hydraulic oil degradation.

Our R&D team has developed multiple next-generation media solutions:

- **Anti-Varnish Media –** Prevents varnish and sludge formation.
- **Absolute Beta Spark Buster Filter –** Eliminates ESD noise in hydraulic lines.
- **Absolute BETA H_2O Filter –** Reduces oxidation and rust formation.
- **New SYN Media –** Extends oil and filter change intervals, drastically lowering maintenance time and cost.

These technologies ensure longer uptime and improved reliability for electric and hybrid machinery.

Q-7. How are you working with OEMs and contractors to ensure faster aftermarket support and availability of critical spares?
Ans. Filtrec supplies exclusively to OEMs for their spare parts requirements. With our in-house child-part production capability, we can supply components within **two weeks.** Additionally, OEMs maintain buffer stocks across zonal and regional warehouses, ensuring uninterrupted availability of spares for end users.

Q-8. What is your outlook on the Indian component market's growth in the next few years?
Ans. Market studies indicate that India is on track to reach:

- **USD 5 trillion by FY27**
- **USD 10 trillion by FY34**
- **USD 20 trillion by FY43**
- **USD 30 trillion by FY48**

With this trajectory, India's component industry is expected to experience a **doubling effect every 5 to 8 years,** presenting strong growth opportunities for manufacturers like Filtrec.