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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?

We see strong long-term demand for high-performance components in India. The construction equipment market is evolving from a predominantly purchase-price-driven market to one increasingly focused on lifecycle value, uptime, fuel efficiency and total cost of ownership.

India is already the world's third-largest construction equipment market and is projected to become the second-largest globally by 2030. Infrastructure development, mining activity, urbanisation, mechanisation, stricter emission requirements and increasing equipment utilisation will continue to drive demand.

At the same time, new-generation engines and hydraulic systems operate at tighter tolerances, making contamination control increasingly critical. Customers therefore expect components to deliver longer service intervals, consistent performance and reliable protection under severe operating conditions. This creates a significant opportunity for technologically advanced, locally engineered filtration solutions.

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

The relationship between OEMs and component manufacturers has become much more collaborative. Today, suppliers are increasingly involved at the application-development stage rather than only at the component-supply stage.

At Fleetguard Filters, our approach

is to understand the complete operating environment—the engine or hydraulic system, airflow and fluid-flow requirements, contamination levels, packaging constraints, duty cycles and expected service intervals—and engineer filtration solutions accordingly.

This interaction becomes even more important as machines become more compact, powerful, fuel-efficient and emission-sensitive. Fleetguard has been working with leading OEMs across on- and off-highway applications, including the mining sector, and our product-development process is supported by extensive engineering and validation capabilities.

The future will increasingly be about co-engineering complete filtration systems rather than simply supplying individual filters.

What key technological advancements have you integrated into your latest product lines?

Our technology roadmap centres on achieving higher filtration efficiency, greater contaminant-holding capacity, lower restriction and improved durability, while addressing the requirements of increasingly sophisticated engines and hydraulic systems.

Advanced filtration media, optimised flow paths, effective

water separation in fuel systems and robust designs for harsh operating environments are important focus areas. Fleetguard's portfolio also includes technologies for integrated fuel and lube filtration, hydraulic filtration, crankcase ventilation and DEF systems.

Equally important is validation. Our product development is backed by state-of-the-art testing facilities, with laboratories holding NABL accreditation to ISO/IEC 17025, enabling rigorous evaluation for reliability and durability.

Ultimately, technological advancement must translate into tangible customer benefits: better protection, longer component life, predictable maintenance and higher equipment availability.

With the push toward local manufacturing and self-reliance, how is your company scaling up domestic production capacity for critical spares and components?

Localization has always been an important part of our strategy. Fleetguard Filters has built a strong manufacturing footprint across India, with operations in locations including Pune, Hosur, Sitarganj, Dharwad and Jamshedpur.

Our emphasis is not simply on adding capacity, but on creating capable, flexible and technology-driven manufacturing systems closer to key customers and markets. This includes automation, process capability improvement, quality systems, supplier development and localization of critical components.

Such a distributed manufacturing footprint helps reduce lead times, strengthens supply-chain resilience and allows us to respond more quickly to OEM and aftermarket requirements.

As India's construction equipment industry expands, we see localization moving beyond import substitution. The next stage will be about developing globally competitive filtration technology and manufacturing capability in India, supporting both domestic demand and wider market opportunities.

How are your manufacturing processes and product designs contributing to fuel efficiency, reduced emissions, or circular economy practices?

Filtration has a direct but sometimes underestimated influence on equipment efficiency. Clean air supports efficient combustion; clean fuel protects high-precision injection systems; effective lubrication filtration reduces component wear; and properly controlled hydraulic fluid cleanliness helps hydraulic systems operate reliably.

Poor filtration can increase restriction, accelerate wear and adversely affect fuel efficiency and emissions. Fleetguard therefore designs filtration solutions to provide an optimum balance between filtration efficiency, dirt-holding capacity and flow restriction.

From a manufacturing perspective, our focus is also on improving process efficiency, reducing waste and adopting leaner, more resource-efficient production practices.

Sustainability for us ultimately means getting more productive life from equipment and its critical components while reducing avoidable maintenance, replacement and resource consumption. Extending equipment and component life itself represents an important contribution to a more circular industrial ecosystem.

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

Construction and mining equipment operates in some of the harshest environments—high dust loads, vibration, extreme temperatures, long operating hours and high

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hydraulic pressures. Under these conditions, contamination can quickly become a major source of component wear and unplanned downtime.

Our filtration solutions are therefore engineered around contamination control, durability and consistent performance throughout the service interval. Hydraulic filtration, for example, protects sensitive pumps, valves, actuators and other components by controlling particulate contamination in the fluid.

Similarly, high-efficiency air, fuel and lube filtration protects critical engine components against dust, water and other contaminants.

For the equipment owner, the objective is simple: fewer unexpected failures, longer component life, predictable service intervals and more productive machine hours. In construction equipment, uptime is not merely a maintenance metric—it directly influences project productivity and profitability.

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Are smart sensors or predictive maintenance technology being embedded into your products? How does this benefit machine owners?

Digitalisation and condition-based maintenance are clearly becoming important directions for the construction equipment industry. We see significant potential in integrating filtration more closely with the machine's overall diagnostic and maintenance ecosystem.

Rather than replacing filters solely according to fixed schedules, the longer-term opportunity is to use operating conditions and system health information to support more condition-based maintenance decisions. This can help operators avoid both premature replacement and situations where a filter remains in service beyond its effective operating window.

Our immediate focus continues to be on delivering highly reliable filtration products and systems, while ensuring our technology roadmap remains aligned with the industry's move toward connected equipment, intelligent diagnostics and predictive maintenance.

For machine owners, the ultimate benefit will be greater maintenance visibility, better planning and reduced risk of unexpected downtime.

Counterfeit or low-grade spares remain a persistent industry challenge. What measures or supply chain strategies are you employing to ensure genuine parts availability?

Counterfeit and substandard spares remain a serious concern because they can compromise equipment performance, component life and ultimately machine uptime. At Fleetguard, we address this challenge through a combination of advanced product authentication, secure packaging, strong channel control and widespread genuine-product availability.

Our new-generation packaging incorporates multiple anti-counterfeit and authentication features, including QR-based verification, holographic security elements, unique serialisation and other embedded authentication mechanisms. These features enable customers, retailers and mechanics to more easily identify and verify genuine Fleetguard products.

At the same time, we continue to strengthen our authorised distribution and retail network to ensure that genuine products are readily available across markets.

Our objective is clear: make genuine Fleetguard products easy to identify, easy to authenticate and easy to access. We believe a combination of technology-enabled traceability, secure packaging, channel discipline and strong last-mile availability is the most effective way to combat counterfeiting and protect customers. ■