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ELGi®

Always Better.

What is your vision for the future of innovation in the compressed air solutions industry, and how is Elgi Equipments preparing for it?

It's an exciting time for ELGi and the compressed air industry – the future will be defined by the intersection of sustainability, technological advancement, and innovation. The global demand for sustainable compressed air solutions is growing exponentially, driven by the need to minimize environmental impact and optimize energy efficiency. Simultaneously, technological advancements such as AI, IoT, and automation are reshaping industries at an unprecedented pace. At ELGi, we recognize that staying ahead in this dynamic environment requires vision, agility, and a steadfast commitment to innovation. Our vision is bold and future-forward: develop compressors that are highly energy-efficient, as energy consumption constitutes a significant portion of a compressor's lifecycle cost. By enhancing energy efficiency, we will provide customers globally with cost-effective and sustainable solutions. We also focus on establishing manufacturing processes that are leaner, smarter,

and require minimal human intervention. By integrating advanced digital tools across all stages of production, we aim to redefine the standards for efficiency and precision in the compressed air industry. For example, automating processes like parts dispatch using AI not only minimizes the scope for error but also reduces reliance on manual labor, lowers operational costs, and enhances productivity. Expanding our manufacturing capabilities is a cornerstone of this transformation. By embracing automation and digital transformation, we are building a foundation to scale sustainably and flexibly in response to changing market demands. These advancements allow us to optimize global supply chains, maintain resilience in a volatile world, and, most importantly, deliver energy-efficient, eco-friendly products that our customers increasingly expect.

How is Elgi Equipments leveraging digital technologies to optimize product performance and customer experience?

At the core of our digital transformation is Air~Alert, ELGi's proprietary IoT solution, seamlessly integrated into our air compressors at no additional cost to customers. This cutting-edge solution enables real-time monitoring, providing users with actionable insights into critical parameters such as pressure, temperature, and power consumption. By proactively identifying potential issues, Air~Alert not only reduces downtime but also

optimizes compressor efficiency, enhancing the overall lifecycle of the product. This capability directly translates into cost savings and improved reliability for our customers. We are also enhancing automation across our manufacturing capabilities – with the adoption of AI-driven process controls, robotics, and advanced analytics – we aim to optimize efficiency, ensure consistent quality, and reduce resource waste, ensuring we meet customer demands with greater speed and precision.

What core leadership traits do you believe will be essential for navigating the complexities of the next growth era?

I believe that humility and equality of opportunity are fundamental for the future. It is essential to empower employees at every level, fostering collaboration and building bridges between blue-collar and white-collar roles, especially in manufacturing. This inclusive approach not only strengthens team dynamics but also instils a sense of ownership among employees, which is key to driving organizational success. I place great value on objective decision-making, informed by diverse experiences and data insights that bring fresh and innovative perspectives to the table. Equally important is having a deep understanding of customer behaviour and needs, enabling us to design products and services that precisely align with market expectations.