

COMPANY PROFILE





The Power of Continuity

“Dynamic, flexible and international: these are the words that best describe the environment in which MP Filtri has been active for over fifty years and in which it now stands out as global leader in filtration solutions for the hydraulic industry. There are many reasons behind the success of the company: a culture strongly focused on reliability and communication with Clients; an in-depth knowledge of the market - evidenced by the combination of unique expertise and competences with the systematic research and development of high-performing products intended for a wide range of uses that is always focused only on professional applications; and a well-established and tight-knit team, that works with passion, care and precision. These key benchmarks, transmitted by our parents from the launch of the Company, are regarded by us, the second generation, as guiding principles, since we are aware that they represent the distinctive features of our identity in the growth of MP Filtri towards a global dimension. Building on our achievements and remaining loyal to the values that our organisation has been able to express consistently in all these years, we approach future challenges with optimism, knowing that other important goals are waiting for us.

We would like to thank the Clients for the trust they placed in us, trusting that they will continue to be the core of our success and part of our history.”



Giovanni Pasotto
CEO



1964



Founding of the company

Transfer of the registered office to Gorgonzola (MI)



1971

1980



Acquisition of the mechanical workshop in Lurano (BG)

New registered office in Pessano con Bornago (MI) - Via Matteotti



1983

1985



Opening of the USA branch - in Atlanta

Opening of branches in Great Britain and Germany



1988

1989

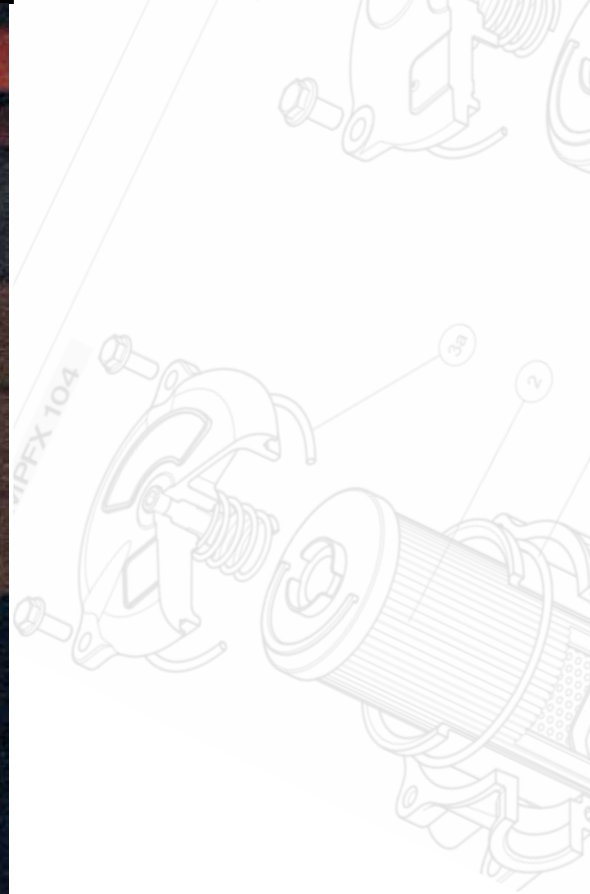


Acquisition of the company ZFLUID, specialists in bell-housing

Opening of the foundry in Lurano (BG)



1995



Bruno Pasotto and
Angela Bianchi

2001

Launch of the new
line of Bell-housings
and Couplings
products
-Transfer of the US
branch from Atlanta
to Philadelphia

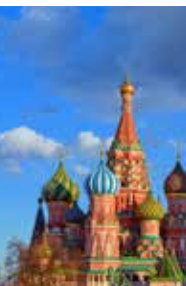
2007

Opening of
branch in India

2014

Launch of
the Power
Transmission
Division

Implementation
of plans for the
second production
site in Pessano
con Bornago



Launch of the
new line of
Contamination
Monitoring
Products

2003

New office in Pes-
sano con Bornago
(MI) - Via Primo
Maggio
Opening of bran-
ches in France and
China

2012

Opening of
branch
in Russia

2017

2018/
2020

milestones



Many special solutions, one single partner

One of the top ten companies by market share at international level that offer medium to high end solutions in filtration for the hydraulic industry. MP Filtri has a well-balanced competitive position, thanks to its complete control of the value chain and judicious internationalisation strategy, guaranteed by the strategic direct presence in Germany, France, Great Britain, USA, Canada, Russia, China, India, and distributors in over 100 countries.

The competitive advantage that has propelled MP Filtri to success and enabled it to establish itself as a leading player in the industry consists, on one hand, in its proximity to the strategic markets, ensuring a better performance in terms of delivery time, and, on the other hand, in having constantly invested in the Research & Development of innovative and technologically advanced products.

Architect of this Italian success story is Mr Bruno Pasotto, who founded the Company in 1964 and, thanks to his intuition, determination and foresight, rose to the top in this competitive international industry. The growth continued in 2007, with the second generation and, under their leadership, MP Filtri achieved a multinational dimension with a functional structure comprised of a selected Management Team of professionals, coming from diverse sectors and capable of offering high-profile skills.

One single partner and three combined Divisions: Filtration, Power Transmission and Contamination Control represent the unique value of MP Filtri, ensuring it can offer a complete range for the mobile and industrial stationary sectors, and develop special solutions, thus becoming a pioneer in continuous product innovation with a high added value.

The organisation is based on a business model that carries in its DNA a well-balanced synergy between strategic investments in production flexibility, efficiency and technical quality and a business intelligence focused on satisfying an increasingly dynamic market.

numbers

8

Branches
worldwide

100+

Over 100 countries
managed through
distributors

> 55 million € turnover

23% Italy
55% Branches
22% RoW

350

Employees

> 3,000,000

Units produced yearly
in Italy

5%

Yearly invested in Research & De-
velopment

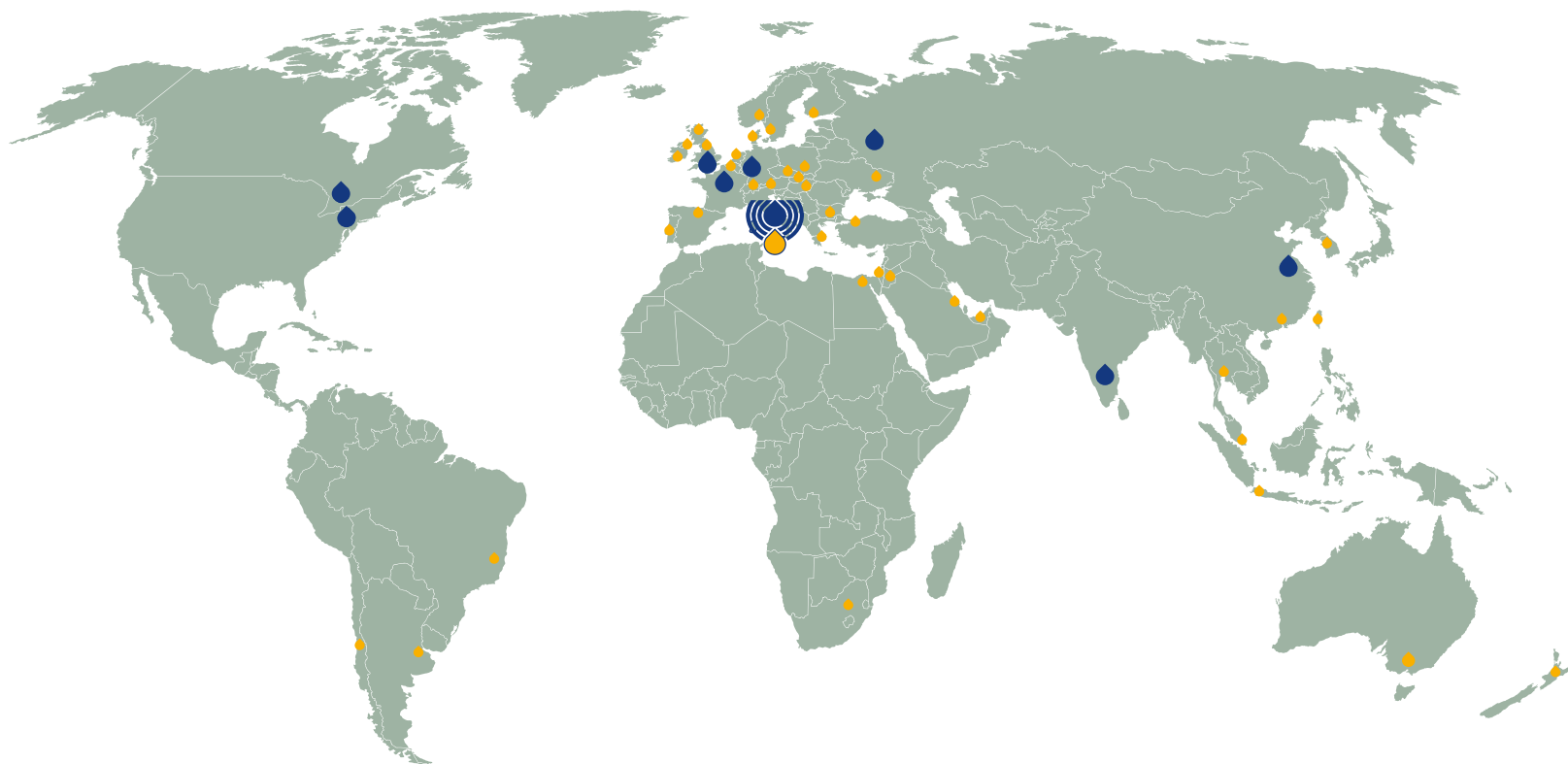
70.000 m²

Production area, divided between
covered and open areas

Continuously Evolving

The strategic decision to pursue a vertical integration in terms of both production and logistics determined a positive effect on the direct control of the entire chain, which guarantees greater efficiency of the corporate processes and a high-quality standard. An additional competitive advantage is given by the monitoring of the design and development of new products, including small lots, with a Make-to-Order view. MP Filtri is fully dedicated to creating tailor-made solutions for its customers, offering dynamic flexibility that ensures a wealth of customisation options.

MP Filtri is a constantly evolving company, with an eye on the future, which aims at expanding and growing in all key geographical areas in which it operates, by proposing new integrated filtration solutions with a pro-active approach to the market. This makes continuous innovation the basic instrument to reduce also the time-to-market.



HEADQUARTERS

Italy

Pessano con Bornago

France

Villeneuve la Garenne

Russia

Mosca

Germany

St. Ingbert

Canada

Toronto

United Kingdom

Bourton-on-the-Water

China

Shanghai

USA

Quakertown

India

Bangalore

An International Vocation

The expansion of MP Filtri during the years is part of a wider context of growth, focused on obtaining a closely-knit, dynamic organisation and a wide range of solutions, highly differentiated and designed to consolidate the existing business in mature markets and to speed up the development in emerging markets. From the opening of the first foreign branch in the USA, back in 1985, until the expansion in the Russian market in 2014, with the incorporation of the company Italfiltri, the Group distinguished itself internationally thanks to a consolidated presence in Europe (Italy, France, Germany and Great Britain), and direct strategic bases in Canada, India and China. The history and development of the Company are closely linked to the implementation of a branch integration policy, based on the development of human resources, on the sharing of know-how and best practices, in which quality is regarded as an essential guarantee for the recognition of the products and of the brand around the world.

vision

The essence of MP Filtri is embodied in its claim “Passion to perform”, which fully expresses the ideals of the Company and the foundation of its positioning: an entrepreneurial business which continuously strives towards excellence, where the ability to innovate, while remaining loyal to its own identity, represents the strategic asset of the Company. A way of being, thinking, producing and living, improving on every single activity, in order to best satisfy the needs of Clients and Partners, always rewarding their trust. Energy, innovation potential, open-mindedness and the strictest ethic: the success of the Group is also the expression of the strength of the passion that inspires its people every day.



social commitment



MP Filtri is driven by positive human relations with our Clients, Suppliers, Partners and employees who, over the years, have developed a strong sense of belonging and loyalty to MP Filtri. As well as a strong ethics in the conduct of business; the focus on people in full compliance with the principles of the UN's Universal Declaration of Human Rights and with the norms of the International Labour Organisation (ILO), and the protection of health, safety and environment. These key values are the principles included in the Code of Ethics, adopted by the Company as the basis of its business. Responsibility also towards the community and the region and awareness of the role that the Company plays as promoter of social as well as economic development, by supporting welfare, humanitarian and sports initiatives. In this respect, it is worth noting the three year plan aimed at increasing the purchasing power of the employees, in order to improve their physical and intellectual health and the quality of their personal and family life, as well as the participation in the Inter Campus Project in Uganda. This project, which has been realising flexible and long term social and cooperation activities in 29 countries of the world since 1997, uses football as an educational tool to give the Right to Play to disadvantaged children between 6 and 13 years of age. Finally, MP Filtri supports sports, local youth initiatives, and sponsors of bowls, cycling and basketball events at a national level.

Integration



Flexibility



Expertise



Client orientation



Passion

values

Our mission is to stand out as an elite global partner in the design and production of complete solutions, ensuring excellence in the continuity of operation of hydraulic systems. There are three strategic guidelines: exploration, preparation and determination. Exploring means to look around, for the purpose of anticipating market trends and seizing each new opportunity. In order to do this, it is essential to be truly prepared: un-planned improvisation is not allowed. Finally, we are committed to continuous innovation, combining high performances in terms of speed of response with a unique ability to develop new products and customise large production volumes.

mission



The positioning of MP Filtri is based on the value of the pattern of dynamic efficiency in which the Company becomes the driver of change, by playing a promotional and proactive role towards the demand.

MP Filtri is committed to learning, and with each completed project, the Company increases its knowledge and expertise, and can build on a wealth of successful solutions to drive product development and increase the speed and effectiveness of its R&D programme.

INNOVATIVE BY NATURE



The underlying rationale of the efficiency of MP Filtri reflects its focus on what being a lean enterprise means: a production system designed to streamline lead-time, with a view to continuously enhancing quality and eliminating waste materials. Results have been achieved thanks to the development of human resources and the use of Information Technology as a tool to govern an increased complexity. Specifically, MP Filtri adopted a new organisational structure, whose network system provides a perfect intercommunication between the ERP management system; MES software for production planning and control; an MRP for planning and procurement of materials; and the Warehouse Management System, which ensures a correct and efficient management of the stock and the resources of the automatic warehouse.

FOCUS ON *LEAD-TIMES*



The Research & Development Centre represents the heart of MP Filtri and undertakes the crucial task of generating added value. The internal monitoring of the design, prototype creation, development of the products, and the assessment thereof in terms of performances, dimensions and geometries made within the Laboratory becomes core competence thanks to continuous investments in specific software based on the computational fluid-dynamics method CFD and on the programme for the structural analysis of finished elements, FEA-FEM. Finally, close cooperation with the most prestigious Italian Universities allows the Company to finalise long-term projects and to search for new solutions and new challenges.

RESEARCH & DEVELOPMENT THAT GENERATES VALUE



The corporate strategy is focused on the potential of systemic diversity of its offering, by customising solutions derived from a basic architecture that identifies each family of products. With a prospect of modularity, MP Filtri is capable of developing a wide range of combinations of components and materials, for the purpose of satisfying both structural and functional application needs of the Clients. The added value of the Group lies in its ability to anticipate, and through continuous innovation inspired by customers, synchronise the design phase with the production processes and ensure a faster lead-time. Moreover, the internal execution of all production phases including: die-casting and gravity shell-moulded casting of aluminium in the foundry; mechanical works on semi-finished products in aluminium, cast iron, steel and stainless steel; and the moulding of plastic materials, up to the pleating of the microfiber, paper and wire mesh filtering elements and assembly thereof – helps internal experimentation and research of new technologies, increasing the know-how of the Company and the efficiency of its processes.



Filters and filtering elements

The broad range includes filters and filtering elements for cleaning fluids in the suction, in line and return circuits for low, medium and high-pressure applications; the latter are also supplied in stainless steel. Available in different versions and configurations, they are complemented by a wide range of accessories.



Power Transmission

Department dedicated to structural components for coupling between the electric motor and the pump. A complete set comprised of pump-motor bell-housing, transmission couplings and accessories including, but not limited to, dumping rings, dumping rods, foot brackets and cleaning covers.



Contamination Control Solutions

Specialising in the production of high-tech equipment for the measurement of fluid contamination. Available for fixed or portable applications, they enable operators to carry out a diagnostic test on the degree of contamination of fluids for preventive and predictive maintenance. The range is completed by off-line filtration mobile units, developed for the purpose of further enhancing the capacity and duration of the hydraulic circuit.

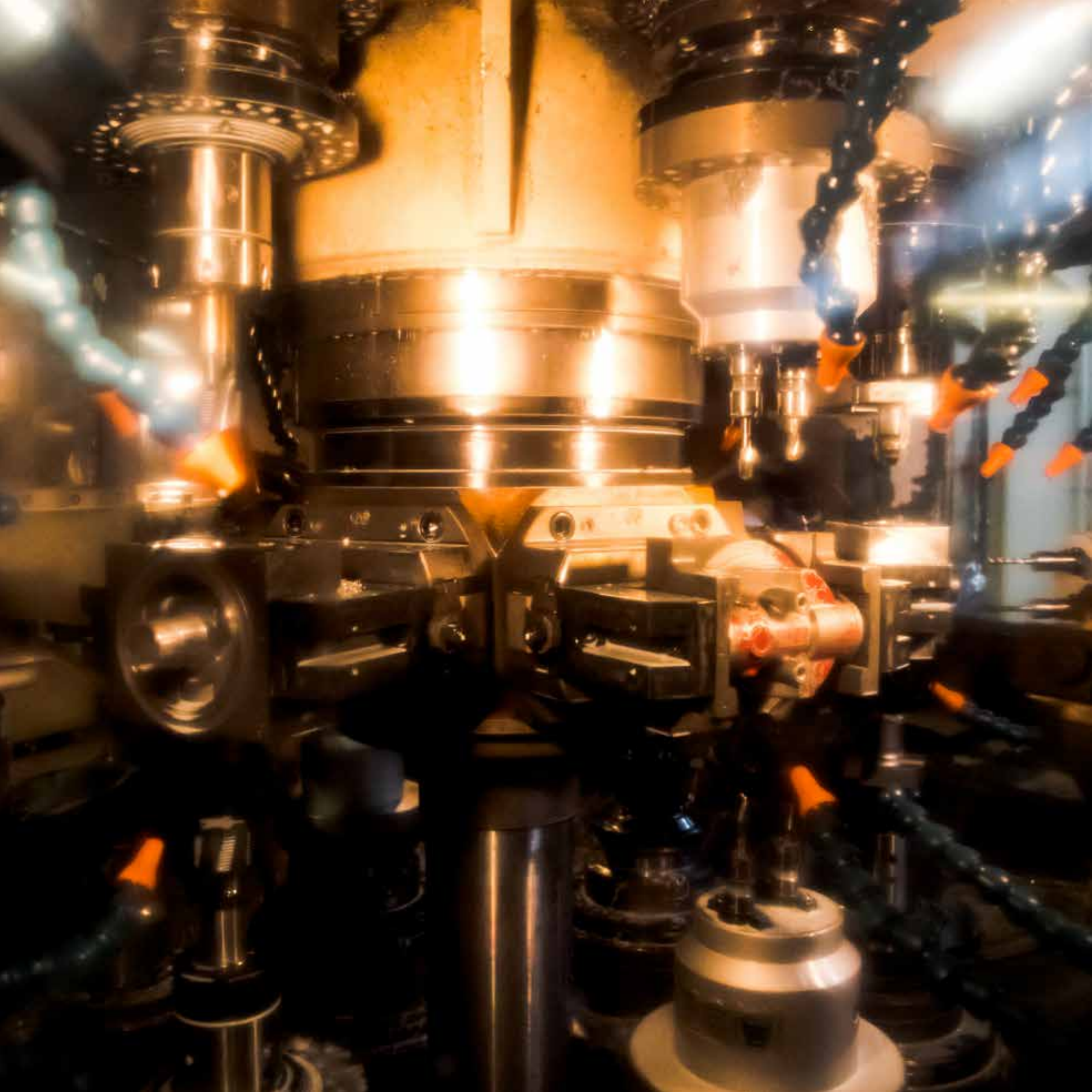
Studying adequate filtration systems is, thus, a necessary requirement for the proper design of the machines, which are increasingly equipped with high-quality components and dimensioned for high performance. To this effect, to create a system for the purification of fluids means it is essential to assess the type and position of the filters in a specific hydraulic system taking into account: the sensitivity of the individual components; the degree and type of contamination; the pressure/capacity, environmental conditions, fluid used and the cycles of intervention, in order to ensure greater longevity of the machines.



The MP Filtri Quality Programme



In MP Filtri, the concept of quality took, in time, a growing number of meanings and new corporate implications, taking a shape that goes beyond the traditional concept of compliance, linked only to the intrinsic features and properties of the product. Quality is conceived as a path towards continuous, structured, intentional and measurable growth, within a dynamic environment that affects the entire Company in an integrated perspective, according to the Total Quality Management strategy. An organisational model based on customer satisfaction as a parameter to measure and develop results and performances focusing on corporate competitiveness and excellence. The constant measurement of the KPI guaranteed by the suppliers is also a priority, and the suppliers are assessed and encouraged to achieve common objectives. Finally, an additional asset is the automatic warehouse, created in cooperation with the Jungheinrich Systems Division, which allows the flowing movement of the raw materials to the filtering elements and filters assembly department, and takes over the products at the end of the works, for their storage and distribution to Clients.



The excellence of the plant of Lurano is the result of over 20 years of experience in melting aluminium by means of die-casting and gravity shell-moulded casting. In this production area of 9,700 m² in aggregate, the passion for craftsmanship is combined with the latest technologies to create components for the Filtration and Power Transmission Divisions.



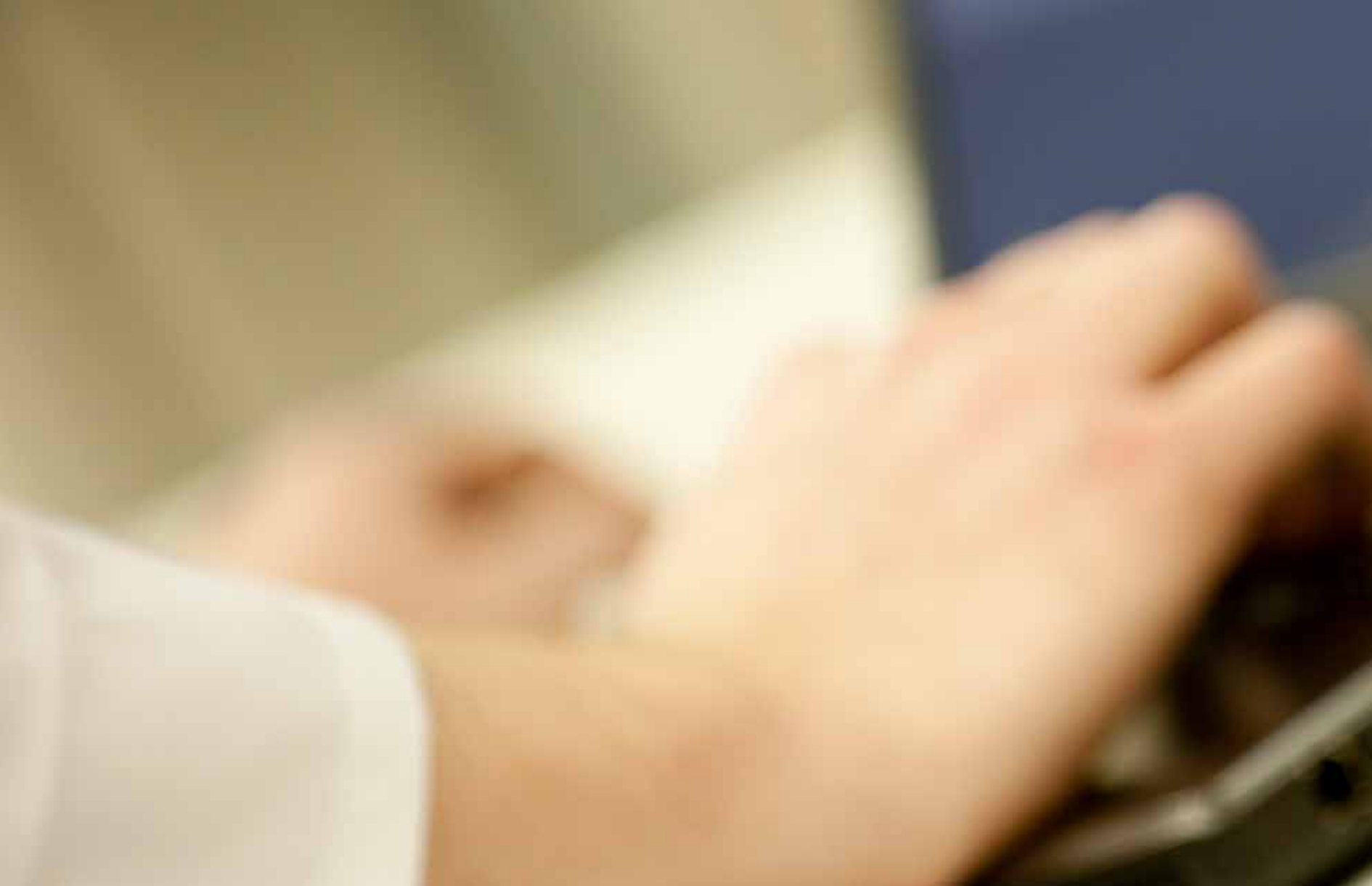
MP Filtri gives shape to Quality

Only top-quality material: the exclusive purchase of aluminium alloy ingots, realised through the recycling of scrap and its regeneration for industrial usage, is also the concrete expression of the sensitivity of the Company towards a more rational use of the resources, with full respect for the environment.

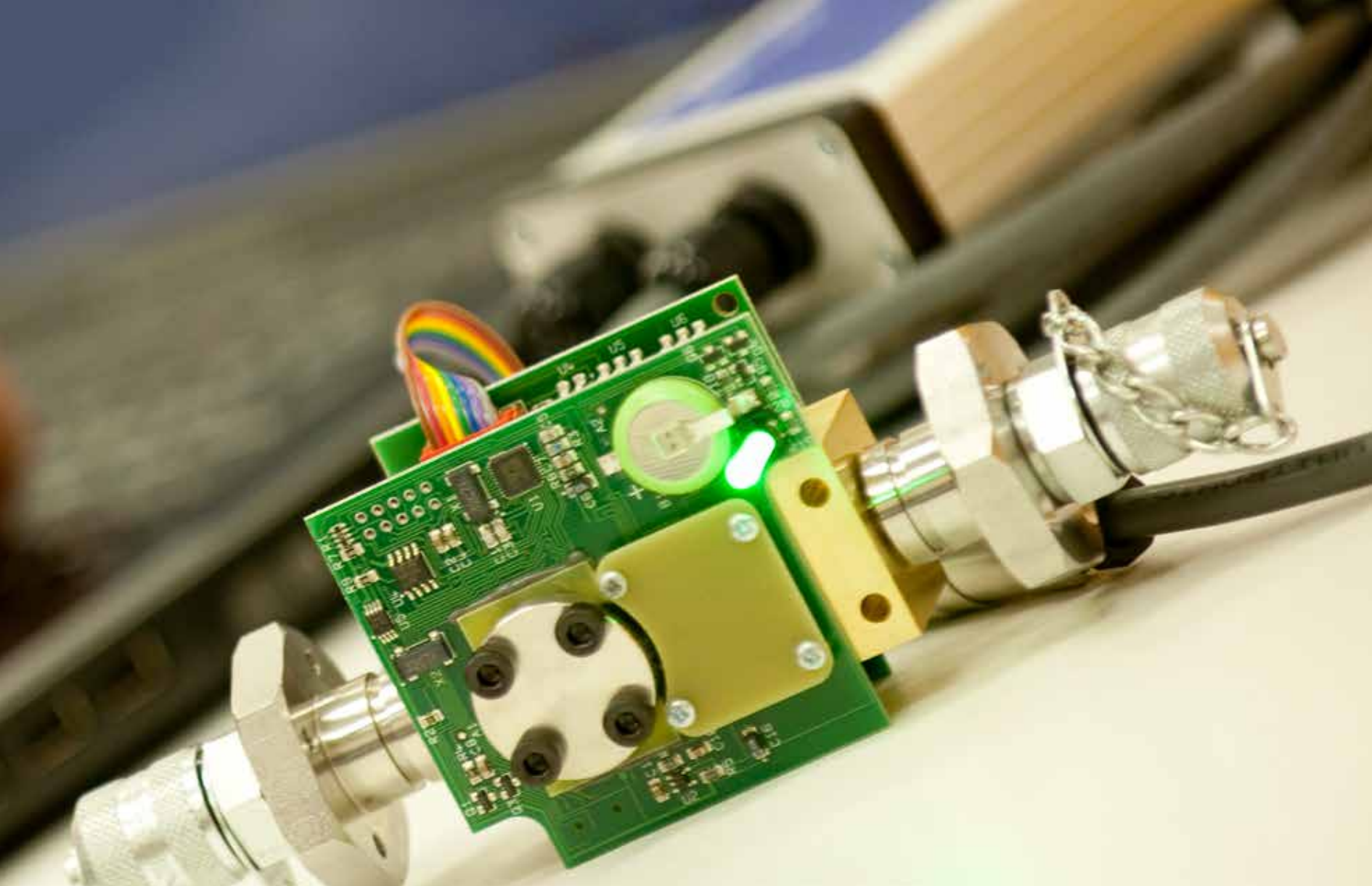
The ability to melt, with two different methods, allows MP Filtri to constantly enhance the performance of its products. On one side, the highly-automated and high-production processes of the die-casting allow greater dimensional tolerances and surface finishing, giving casting unique qualities that are maintained throughout the process until complete solidification. On the other side, the gravity shell-moulded casting of aluminium is an ideal alternative for producing items with elaborate internal geometries, by combining a good surface finishing, a consistent dimensional accuracy and, at the same time, excellent mechanical characteristics.

An integrated and efficient production cycle. In the site of Lurano, there is also a mechanical workshop that carries out works for the finishing of the casting or die-casting jets, by eliminating even the smallest imperfection also on the cast iron, steel and stainless steel raw items. Finally, the Quality Control Department monitors the entire process and the compliance of the products with the stringent standards defined by the Company, to ensure high-value semi-finished products.





Monitoring fluid contamination plays a fundamental role in guaranteeing the continuity of operations of hydraulic systems, which are becoming increasingly more technologically advanced and incompatible with foreign particles - even those of just a few microns. MP Filtri, with a view of increasing the productivity and duration of the circuits, designs and produces at its UK branch, where its CMP Division production facility is based, a complete range of solutions for contamination control, including: portable, fixed or sampling equipment, monitoring products and technical devices for fluid analysis, which are dedicated to the certification of existing and new machines



The CMP technology allows a maintenance that is both preventive and predictive, with positive effects in terms of continuity of operations; a longer life-cycle of components, reduction of repair costs and downtime of fixed machinery or self-propelled vehicles; and a more prudent management of spare parts and warehouse stocks. A total solution is offered, combining complete systems characterised by high functional and energy performances with a wide choice of post-sale services such as the oil analysis programme, with which it is possible to safely monitor the conditions and performances of the fluid used on the line, ensuring the prompt detection of potential mechanical problems.



The essence of innovation is, for MP Filtri, strictly connected to production and "knowledge" sharing, where a primary focus on the scientific research and the subsequent industrial application find a breeding ground in a long-term vision and in the cooperation agreement with Universities such as the Politecnico of Milan, the University of Bologna and the University of Modena and Reggio Emilia. This is the background to the development of the 1,200 m² research and development laboratory, sited at the Headquarters of Pessano con Bornago. This structure, which is unique in Italy and one of only a few examples in Europe, is the result of an investment of approximately 2.5 million Euro and allows the Company to offer the utmost guarantee in terms of quality and reliability as regards both the control over existing products and the development of new prototypes, studied on a "made-to-measure" basis and previously tested.

With the realisation of the Hub, the Company focuses on applied research, both internal and on behalf of third parties. The test benches, heart of the complex, are designed to validate filtration performances the operating characteristics of the filtering elements and of complete groups, together with the analyses aimed at measuring the level of contamination from solid particles present in the oils examined. The tests, aimed at verifying the characteristics of the filters, are carried out in accordance with the international standards and reproduce the operating conditions as regards the pressure and capacity of any hydraulic circuit, in climate-controlled and filtered rooms.

Of the different tests, MULTIPASS, in compliance with the Standard ISO 16889, is worth mentioning: its method, by comparing the amount of contaminant present upstream and downstream of the filter being tested, establishes its retention capacity for particles of a certain size. The maximum operating pressure (ISO 2941); the pressure drop across the filter depending on the capacity (ISO 3968); and the so called "first bubble point" (ISO 2942), that is to say the breaking point of the material of the filtering element depending on the pressure and quantity of contaminant present, are also examined. The area also possesses scanning electron microscopes for random tests.

The Hub includes offices and meeting halls which are ideal for hosting training courses for Clients, which alternate theory with practical experimentation on the test benches, and enable customers to carry out tests and learn the operating mode of the equipment for controlling fluids contamination.



Test



Performance



Analysis



Process Certifications

The ISO 9001:2015 certifications of the quality management system as regards the design, construction and sale of filters, accessories and components for hydraulic control units, and the environmental certification ISO 14001:2015, obtained by MP Filtri, represent the recognition of its commitment in rigorously pursuing excellence in quality; respect for the environment and the community; and safeguarding the health and safety of operators.

Product Certifications

Besides the CE marking, the Company has successfully obtained many product certifications, such as: ATEX - attesting compliance with the Directive 2014/34/EU of products intended to be used, totally or partially, in potentially explosive atmospheres; RoHS, which lays down rules on the restriction of use of hazardous substances in electric and electronic equipment (EEE) with a view to contribute to the protection of human health and the environment, and the environmentally sound recovery and disposal of waste; REACH, an integrated system for the registration, evaluation and authorisation of chemicals, the main purpose of which is to increase the awareness of the hazards and risks associated with existing and new chemicals, and to strengthen competitiveness and innovation within European industry.



International Certifications

Finally, MP Filtri obtained certification for products and materials intended for the Russian market and, following the recent developments of the implementation of the Eurasian Customs Union, the new unique certification system for Russia, Belarus, Kazakhstan, Armenia and Kyrgyzstan, recognisable by the EAC marking.



