

# INVESTOR DOSSIER

## A Solid Investment For Futuristic Technology



*Sealmatic is a solid investment, built on technological leadership, sustainable growth, and long-term, trusted customer partnerships.*

Across the globe, Sealmatic keeps industries running. We deliver cutting-edge sealing solutions designed for peak efficiency and reliability. Backed by over many decades of expertise, we turn our customers' challenges into competitive advantages.



### Global reach, local presence.

Founded in Mumbai India, we have grown into a global organization with manufacturing facilities, sales offices, and service operations worldwide. Supported by over 375 SealMagicians, we are strategically positioned to be close to our customers everywhere.

True proximity means deeply understanding our customers' challenges. We translate this market expertise into targeted innovations, focusing our research on rotary equipment, materials, and automation to deliver exactly what our customers need.

### Building trust maximizes stakeholder value

Our products not only address current customer challenges but also sharpen their competitive edge. With a focus on quality, efficiency, and innovation, we minimize energy consumption and wear in our mechanical seals for pumps and other rotary equipment, allowing customers to implement sustainable, high-efficiency solutions. Sealmatic is the trusted choice for critical sealing applications requiring maximum efficiency and

uninterrupted operation. This reliability drives our growth, delivering a profitable business for stakeholders and investors.



## Advanced fluid handling solutions setting global standards

Our commitment to quality and efficiency drives lasting customer loyalty, ensuring sustained partnerships with Sealmatic through varying economic cycles.



## We pride ourselves on the long-term trust our customers place in us

Mechanical seals are critical to our customers' operations. They rely on our products for uncompromising safety and reliability.

## We implement a structured strategy to accelerate growth



Our strategic initiative is driving profitable growth and unlocking new potential, delivering immediate and sustainable returns.

## Sealmatic holds a strong position in high-growth markets worldwide

We are wherever our customers are, providing tailored solutions designed for their specific regional and industry needs.



## Explore Sealmatic's capabilities and understand our current strategic value

From various industrial sectors, customers rely on Sealmatic for unmatched efficiency and reliability in sealing technology. Read on to discover what makes us a standout investment.

### 1. Leading the way in fluid management with advanced sealing technology.

Sealmatic is a champion that leads the market, not just in volume, but in specialized, customer-centric engineering. We thrive by intimately understanding customer requirements, ensuring our mechanical seals are perfectly adapted to their specific applications.

Our integrated machine shop and cutting-edge manufacturing capabilities enable the development of bespoke, high-performance sealing solutions for the most demanding environments.



Sealmatic delivers world-class engineering and technical innovation. We are a one of the market leader or top-five supplier across various core sectors: Oil & Gas, Refinery, Mining, Energy, Pulp & Paper, Petrochemicals / Chemicals, Water, Marine, Aerospace, Fertiliser, Pharmaceutical etc.

## ***2. The trust our customers place in us is the foundation of our long-standing, decades-long partnerships.***

Our customers rely on Sealmatic's long standing legacy of excellence, knowing they can trust in the quality of our products and the competitive advantage originating from our dedicated research and development. Consequently, Sealmatic products are trusted for critical operations requiring maximum reliability and efficiency, such as defense applications including nuclear power plants.

### ***Responsibility: Ownership is our purpose***

At Sealmatic, we believe in engineering a better future. Beyond financial performance, we are dedicated to sustainability, supporting our employees, and driving positive change through social initiatives. Learn more about our ESG (Environmental, Social, and Governance).



### ***3. We leverage a balanced portfolio across high-growth sectors***

Powering industrial efficiency worldwide, Sealmatic delivers trusted mechanical seals for pumps and other rotary equipment. We combine local expertise in over 63 countries through a global distribution network that reaches customers across the broad spectrum of industries.

Europe, India and Middle East are our core regions, accounting for substantial revenue. With Asia-Pacific contributing and experiencing rapid growth, we maintain a strong foothold in key markets, balanced by robust sales in the South America and finding a niche in North America. This global, diversified positioning allows us to mitigate the risks of single-sector or regional downturns.

We serve a diverse portfolio of customers, with operations extending across critical sectors including energy, mining, water, and general industry.

Our strategy centers on investing in sustainable growth areas and divesting those that do not meet our performance standards. We aim to consistently exceed target market growth by 100 basis points yearly.



### ***4. We are executing a multi-pronged strategy focused on product expansion and market penetration.***

Sealmatic has a sound financial base and enjoys a first-class reputation. Nevertheless, our objective is to further increase our market share and profitability. This is why we launched Sealmatic Beyond 2030, an ambitious strategic project for achieving sustainable and profitable growth.

Sealmatic Beyond 2030 establishes new focus areas to permanently raise our return on sales at a great margin. While maintaining our market-oriented structure of various Market Areas and this strategy introduces core pillars: Sealing Technology Know-how, Customer Experience, Aftermarket Excellence, Sustainability Leadership, Technology Leadership (IIOT), and Quality Leadership.

