



sealmatic

Sealmatic India Limited

(Formerly known as Sealmatic India Pvt Ltd)
Survey No.12/9-A, Shanti Vidya Nagari Road
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Thane – 401101.
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Email: info@sealmaticindia.com
Web: www.sealmaticindia.com

Date: - 06/07/2024

To,
The Manager,
Listing Department,
BSE Limited,
SME Division,
P. J, Towers, Dalal Street
Mumbai- 400 001.

**Subject: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 — Submission of Investor Presentation.
Scrip Code: - 543782 - SEALMATIC INDIA LIMITED**

Respected Sir/ Ma'am,

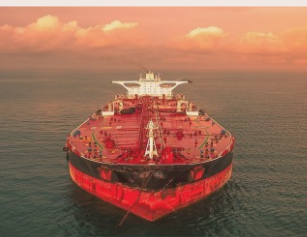
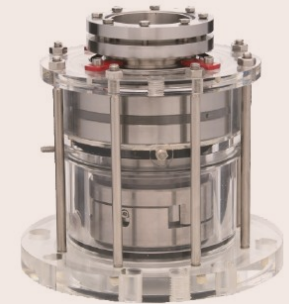
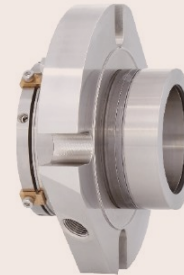
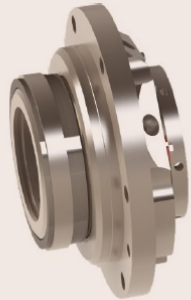
Pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosures Requirements), 2015, we hereby enclosed herewith the Investor Presentation with respect to Audited Financial Results of the Company for the half year and year ended on 31 March, 2024 for our Investors.

The presentation is being made available on the Company's website www.sealmaticindia.com in accordance with Regulation 46 of the Listing Regulations. You are requested to take the above information on your record.

Thanking you,
Yours faithfully,
For Sealmatic India Limited

Umar A K Balwa
Managing Director
DIN :- 00142258

Regd. Office: 4th Floor, Techniplex – I, Techniplex Complex, Off Veer Savarkar Flyover, Goregaon (West), Mumbai – 400 062.
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Sealmatic India Limited

Investor Presentation FY 2023-24

BSE SME listed

Scrip Code: 543782

Scrip Name: SEALMATIC

images are for reference Purpose only

Disclosure

This presentation does not constitute a prospectus or an offer to acquire securities. This document is for information purposes only and not intended to be taken alone for the basis for an investment decision. The information contained in this presentation is only current as of its date. Our presentation/ proposal may include predictions, estimates, management opinions or other information that might be considered forward-looking. These forward-looking statements represent our current judgment on the future; they are subject to risks and uncertainties that could cause actual results to differ materially. Such forward-looking statements are subject to risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company can change any of the information provided in this presentation without obligation to notify any person. No person is authorized to give information or to make any representation not contained in this presentation and, if given, such information or representation must not rely upon. This presentation is strictly confidential.

From The Managing Director's Desk



Umar A K Balwa
Managing Director



I take this opportunity to thank our stakeholders for their unflinching support and being a part of Sealmatic's growth journey. Coming to the Financial Year 2023-24, we laid foundations of a robust platform to grow our business for the coming years. We have participated in global exhibitions to showcase our products to leading OEM's and prospective customers in Oil & Gas and other relevant industries.

Despite a global environment characterized by uncertainty, Sealmatic has delivered robust financial results across all product categories and geographies and is well-positioned for growth in the coming year and beyond. For 2024 - 2025, Sealmatic expects year-on-year organic order intake growth of 20%, which shall lead to efficient operational profitability.

During the financial year 2023-24 we expanded our production capacity, We commenced the commercial operations of our new manufacturing unit at Kaman. This new unit will enhance our manufacturing capacity by 65%. The Kaman unit will be fully integrated with the existing Mira Road unit by August 2024.

At Sealmatic, we have a clear purpose as an organization, it is to provide our customers with state-of-the-art solutions to help solve their most critical sealing needs across key global markets. Our continuous investment into research & development drives our commitment to keep evolving our capabilities as a sealing technology leader.

Sealmatic delivered strong order growth throughout 2023 - 2024, with order intake up by 24% compared to the period in 2022 - 2023. The order intake for the year 2023 - 2024 stood at INR 866 million.

Together with our new regional heads in India, Middle East, Europe and USA, we have created a strategy, "2028 and beyond" to ensure we continue to meet customer needs and expectations as we maximize our long-term growth potential. Sealmatic operates in essential, growing and evolving markets that are gaining significance, thanks to increasing global needs.

I thank the Sealmatic family, the Management team, Our Marketing team and our people at the production floor for putting in their best efforts. We recognise and appreciate the contribution of each and every team member for the success of Sealmatic and we are confident that we continue to grow and achieve bigger success in the years to come. Sealmatic is committed to share the success of the company with our stakeholders.

Umar A K Balwa

Managing Director, Sealmatic India Ltd.



About Sealmatic

14 Years



sealmatic[®]

Export
to
53 Countries

Known
for
Product
Quality

With more than 14 years in the mechanical seals industry, Sealmatic provides the most complete selection of engineered mechanical seals and sealing support systems. Our products are globally recognized as a trusted brand in the process industry.

We design and manufacture mechanical seals and associated products mainly for the oil & gas, refinery, petrochemical, chemical, pharmaceutical, pulp & paper, power, mining and many more industrial applications.

Our mechanical seals are used on a variety of rotating equipment, including pumps, compressors, mixers, steam turbines and other speciality equipment.

We are an API Q1 Spec, ISO 19443 (Nuclear), ASME U Stamp, TRCU 010, 012 & 032, ATEX - 2014/34/EU, DSIR, ISO 9000, 14000, 45000 & PED 97/23/EC QA-System, FDA, GMP, RoHS, REACH Certified Company.

Our range of mechanical seals are exported to over 53 countries across the globe, such as, USA, UK, Germany, Netherlands, Italy, Sweden, Norway, Switzerland, Denmark, Australia, France, Japan, Spain, Poland, Austria, Finland and many more countries.

Sealmatic's products guarantee highest quality standards & application know-how with full service to its customers.

Find out more at: <https://www.sealmaticindia.com/>

Sealing Technology & Our Solutions

Intricate Manufacturing Processes

Sealmatic designs and manufactures mechanical seals and associated products. With a wide range of products and services, Sealmatic has solutions for every sealing requirement – such as Pusher Seals, Standard Cartridge Seals, Elastomer Bellows Seals, Metal Bellows Seals, Engineered Seals, Split Seals, Gas-Lubricated Seals and many more.

Each and every Sealmatic mechanical seal is the result of numerous steps involving extensive engineering and thus processing the same in various production steps. Our engineers at Sealmatic work with discipline and passion to maintain high standards in their respective fields. With the use of 3D modelling we ensure optimum performance of application specific mechanical seals. Sealmatic has engineered high-performance products that reliably withstand extreme environments, challenging applications and evolving legislation. No matter how strict the specification or how unique the application, we have the solutions to offer.

Extremely complicated seal faces for Dry Gas Seals are manufactured under a controlled environment deploying sophisticated machines to produce intricate profiles on the seal face.

Global Sales & Service

Our aim at Sealmatic is to ensure utmost satisfaction of our customers where we ensure international quality and close proximity. And because our partners are globally located we can be present in person anytime offering engineering services whenever needed. Our customers are spread across all the continents and we are very proud to state that we have 100% retention rate, we have a satisfied base of over 1000 customers across the globe.

Our Legacy

At Sealmatic we care, we ensure that we make each of our production processes safe for our employees and our environment. Each seal produced is a proof of endless dedication and passion each member of Sealmatic has. Today more than 100 associates are part of the Sealmatic family where each day becomes a new opportunity, where innovation and creativity meet fine craftsmanship, where knowledge, experience and hard work become the pillars and the vision to globalise becomes the foundation.

Excellence is the result of always striving to be better. At Sealmatic we make it happen !

High Quality Manufacturing Processes



Manufacturing Unit: Mira Road, Maharashtra



New Manufacturing Unit: Kaman, Maharashtra

Manufacturing high-quality sealing systems is all down to exceptional precision, which in turn calls for exact, consistent compliance with the strictest of production standards. From know how to designing, production, testing and the final delivery with utmost priority given to the quality standards set by API, ANSI, ASME and DIN. Sealmatic has consistently invested in state-of-the-art machinery for delivering world class products to its customers.

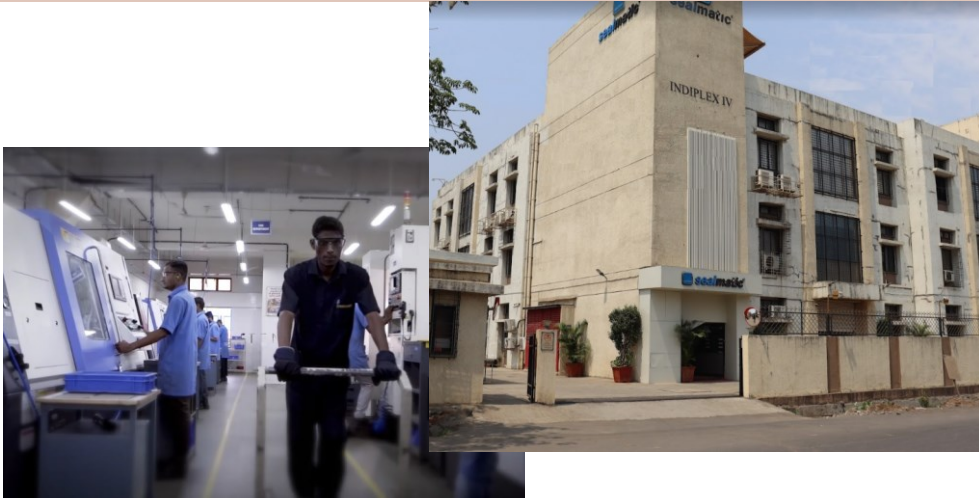
Optimization of tooling and processes is ensured to control the cost of production so as to make the final product available to the customer at a very competitive price.

Sealmatic has a documented quality management system that is reviewed and audited on a yearly basis. The management is committed to the investment and implementation of various international standards on Quality as well as Environmental Management Systems. Quality is always a priority at Sealmatic.

After the production of the mechanical seal a very precise, rigorous and accurate quality check takes place. At Sealmatic devices that can measure aberrations upto 2 microns are installed to ensure the quality of our mechanical seal isn't compromised.

Each and every component is cleaned in a sterile condition. Primary seal face flatness are conformed within 1-2 helium light bands. Surface finish, where secondary 'O' ring or Teflon wedge will ride, is achieved to a maximum of 32 rms, using sophisticated instruments. Proper assembly of the mechanical seals are maintained as per the dimensions of the mechanical seal drawing. After a seal is completely assembled, a static pressure check is conducted as per API 682 standards.

Our Manufacturing Infrastructure



Mira Road Unit

Our Mira Road unit is equipped with state of the art - modern manufacturing equipment and machines. Further we have inhouse R&D and various testing units. At various intervals and from time to time we have upgraded the facilities meeting modern techniques. Further we use most sophisticated FEA & CAD to design and manufacture mechanical seals to meet international standards & specifications prevailing in Europe, USA & Japan.

Manufacturing unit: Mira Road, Maharashtra



Started New Manufacturing unit at Kaman, Jan 2024

This new manufacturing facility at Kaman is having 25,000 sq ft of production area. The installation & commissioning of machines started at Kaman by March 2024, once fully integrated it will increase our manufacturing capacity by 65%.

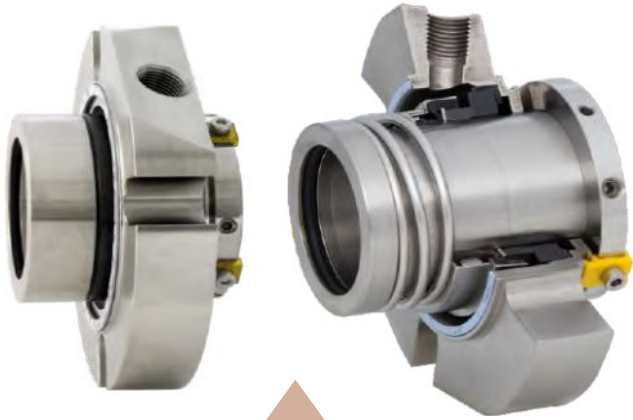
In FY 2023-24 We have made 6.82 crores of capital investment to setup the unit. The Kaman unit will be fully integrated with the existing Mira Road unit by August 2024. This new unit will help us in meeting our requirement to fulfill the robust order book for timely execution.

For more details about the new unit please [click here](#).

New Manufacturing unit: Kaman, Maharashtra

Our Products

Sealmatic designs and manufactures mechanical seals and associated products. With a wide range of products includes, Standard Cartridge Seals, Mechanical Seals as per API 682, Split Seals, Engineered Seals for Demanding Applications, Standard Mechanical Seals for Pumps & Compressors, Gas Lubricated Seals for Pumps & Agitators, Mechanical Seals for Agitators, Mixers, Kneaders & Reactors, Supply Systems & Components. For more details of our products please [click here](#)



Standard Cartridge Seals



**Mechanical Seals For Pumps -
Engineered Seals**



**Standard Mechanical Seals
- Pusher Seals**



**Standard Mechanical Seals
- Elastomer Bellows Seals**



**Mechanical Seals For Pumps
- Gas Lubricated**



Agitator Seals - Gas Lubricated



**Glass Lined Agitator Seals - Liquid
Lubricated**



**Thermosiphon - Seal Supply
Systems**

Our Sales & Marketing Infrastructure



Local & Global Foot Print

The footprint of Sealmatic is ever expanding with key assets being deployed at strategic locations, viz: Pune (a team of 5), Chennai (a team of 3), Kolkata (a team of 3), Baroda (a team of 3) and Mumbai (a team of 11).

In addition, we have established sales offices in Dublin (Ireland) to oversee the market in Europe and in Houston (USA) to oversee the market in North America, the collective potential of both these regions is USD 2.25 Billion and we are making a very serious commitment in these territories. We see a long-term potential and we have put our best foot forward in these highly competitive but huge markets.

In the past year, Sealmatic has invested and will keep investing heavily in reaching out to markets and geographies, for which it has participated and will keep participating in important industrial exhibitions viz: Defence Technology Expo (Chennai September 2023), Pump Symposium (Houston USA September 2023), ADIPEC (UAE October 2023), Dahej Industrial Expo (Dahej December 2023), EGYPEX (Egypt February 2024), OTC (Houston USA May 2024), Chemtech (Mumbai March 2024), ACHEMA (Frankfurt Germany 2024) and many other efforts in the market place.

Sealmatic Triumphs At ACHEMA 2024:
The Premiere Process Industry Exhibition



Sealmatic Dream Team In Action At The
Offshore Technology Conference (OTC), Houston, USA



To know more about our participation in global trade shows and key events for FY2023-24 please [click here](#)

Certifications & Recognitions

Highlights on some of the Certifications & Recognitions of our company during FY-2023-24

Sealmatic achieves prestigious ASME U Stamp certification for pressure vessels (API 682)
23rd January 2024

Sealmatic secures approval from the Directorate General of Quality Assurance (DGQA) for defence applications
30th January 2024

Sealmatic attains the prestigious Russian TRCU 10 & TRCU 32 certification for seal supply systems
14th February 2024

Sealmatic gets certified with TRCU – 012 from Eurasian Economic Union (EAEU) body
30th May 2023

Sealmatic secures prestigious approval from Abu Dhabi National Oil company (ADNOC)
29th January 2024

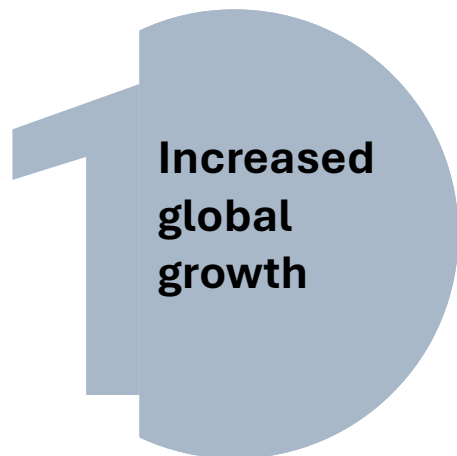
Sealmatic achieves prestigious National Board Certification of Boiler & Pressure Vessel (API 682)
5th February 2024

Sealmatic has been accredited with the ISO 19443 for nuclear applications & is the only mechanical seal company in India / which has the distinction of having this certification.
11th July 2023

API spec Q1 with APIQR certification from the American Petroleum Institute (USA) we are the only mechanical seal manufacturing company in India which has the distinction of having the API Q1 certification.
1st April 2023

For more details on Certifications & Recognitions Please [click here](#)

Sealmatic's Strengths & Opportunities



Over the Years we have expanding our geographical presence and in years to come we plan to further expand our global reach, specially in the growing markets like Middle East, Europe, USA & South America.



With 14 years in this business and the promoters experience of 35 years, we have developed state of the art manufacturing infrastructure. Further our products have global approvals. We have expert team to provide customized solution to meet the customer's requirements.



Demand for Mechanical seals and associated products is growing. New long term business growth potential can be explored in growing markets like India and Middle East Markets.



Sealmatic which already has its customers in more than 53 countries is set to grow its business in coming years. We expect growth in domestic and export business in coming years.

Major Events During The Year (FY 2023-24)

Major events

In the recent years, there has been a turmoil and especially in 2023, with events triggering the energy crisis particularly in Europe, global geopolitical unrest, inflation and climate change. Sealmatic is well-positioned with the needed technology for ever changing global trends and increasing importance of energy and water security. As a company, we design and manufacture critical mechanical seals for our customers, and our sealing technologies help enhance much-needed resilience to external challenges.

Pivotal developments

In the Middle East, Europe, Russia and USA, we are currently expanding our business to support various OEMs and End Users. Sealmatic's innovation is contributing to the development of high-end sealing technologies by providing robust mechanical seals for nuclear, defence, marine and many other critical applications.

Research & Development

We have commissioned state of the art test rigs at our research and development centre in Thane and most recently launched two new solutions for gas seal technologies to help end users in the sterile markets (pharma and food) to leverage their competitive edge in clean manufacturing.

Global Reach

Our global markets (export to 53 countries) have demonstrated a longevity along with year on year growth and they will remain essential – even as new markets will emerge in the future.

Strategy 2028 & beyond

Together with our new regional heads in India, Middle East, Europe and USA, we have created a strategy, ***“2028 and beyond”***

Product Offerings

We will strengthen our product offerings in critical applications at Sealmatic. We will continue to invest in research and development (R&D) for particularly demanding API 682, Nuclear, Marine and other high-pressure/temperature/speed applications. In this manner, we will create long lasting value for our shareholders, employees and global communities alike.

Leadership

To exploit the value proposition that Sealmatic has and to add further, our Sealmatic 2028 Vision has pivotal philosophy aimed at growing the company profitably, while making it more robust, more structured and more nimble: focused profitable growth and operational efficiency. Sealmatic's experienced leadership will drive performance improvements through operational excellence. This will enable us to increase efficiency, strengthen our customer focus and grow more profitably.

Our Customers: End Users

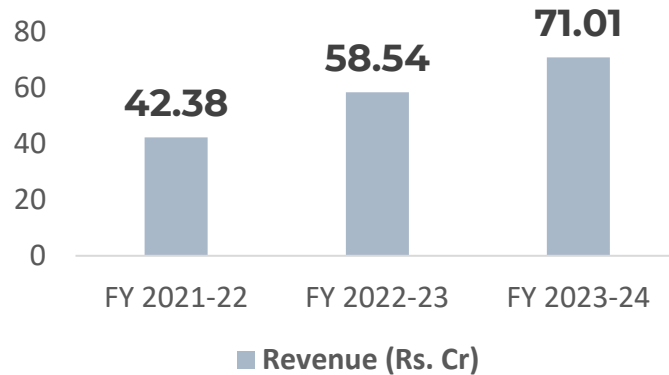


Our Customers: OEMs

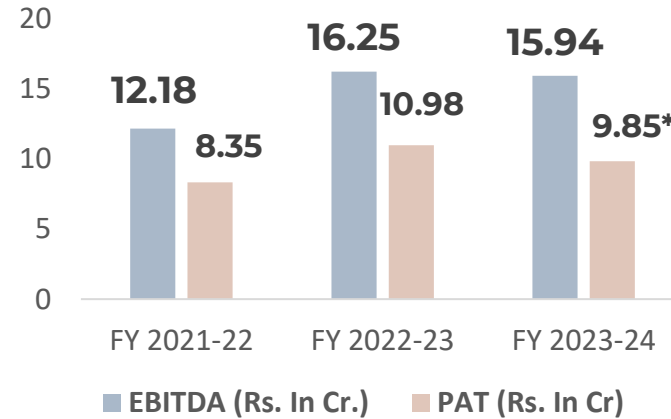


Financial Performance Highlights

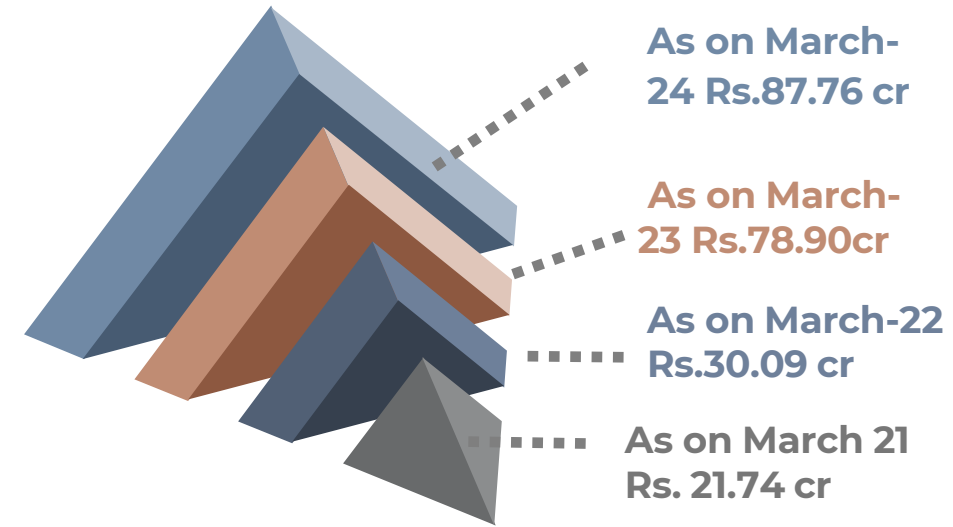
Revenue from Operations (Rs. Cr)



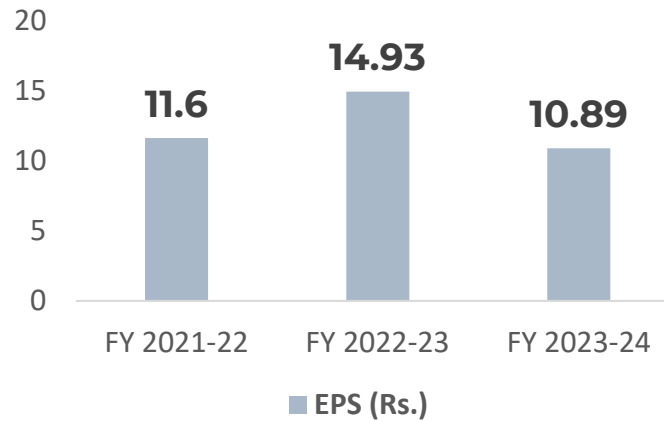
EBITDA & PAT (Rs. Cr)



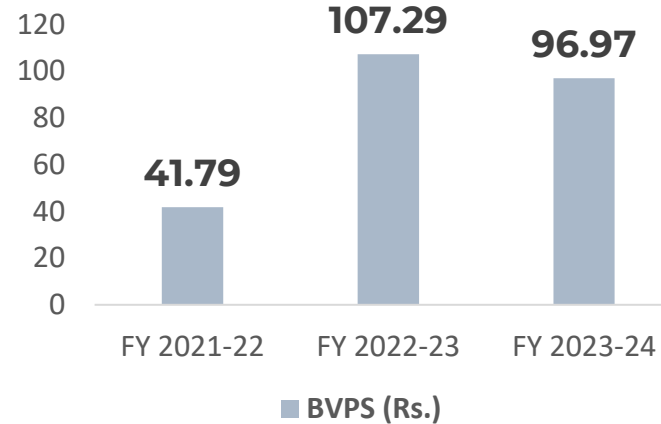
Net Worth (Rs. Cr)



Earnings per Share (Rs.)



Book Value per Share (Rs.)



***Note: To comply with the Generally Accepted Accounting Principal (“GAAP”), Marketing & Business Development(Exhibition) expense of Rs.4.86 Cr. debited to profit & loss account which result in reduction in PAT and EBITDA in FY 2023-24.**

Financial Highlights

Revenue Growth

CAGR Growth

Revenue has grown at CAGR of 29.45% from Rs.42.38 Cr. To 71.01 Cr. From FY 22 to FY 24.

YOY Growth

YOY Revenue growth is 38.13% for FY 22 to FY 23 and 21.31% for FY 23 to FY24.

EBITDA & PAT Growth

YOY EBITDA

YOY EBITDA has grown at 33.37% from Rs.12.18 Cr. to Rs.16.25 Cr. From FY 22 to FY 23.

YOY PAT

PAT has grown at CAGR of 8.61% from Rs.8.35 Cr. To Rs.9.85 Cr. from FY 22 to FY 24.

Further YOY PAT growth is 31.45% for FY 22 to FY 23 and dipped by 10.26 % for FY 23 to FY24.

Net worth Growth

CAGR Growth

Net worth has grown at CAGR of 70.78% from Rs.30.09 Cr. To Rs.87.76 Cr. from FY 22 to FY 24.

YOY Growth

YOY Net Worth growth is 162.25% for FY 22 to FY 23 and 11.23% for FY 23 to FY24.

Analysis note

Development Expense

To comply with the Generally Accepted Accounting Principal (GAAP), Marketing & Business Development expense of Rs. 4.86 Cr. debited to P&L account which result in reduction in PAT and EBITDA in FY 2023-24. The benefit of such expense is likely to be available from upcoming years. Business Development Expense incurred by the company are part of expense to acquire long term revenue generating projects.

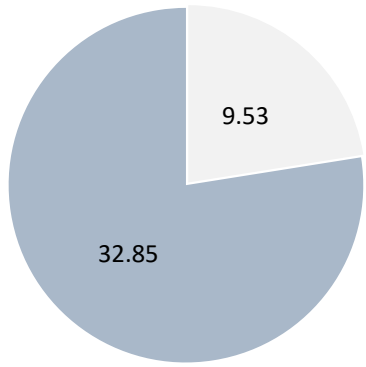
Financial Highlights - Key Financials Performance Indicators (KPI)

Particulars	F.Y. 2024	F.Y. 2023	F.Y. 2022
Revenue from Operations (₹ in Crores)	71.01	58.54	42.38
EBITDA (₹ in Crores)	15.94	16.25	12.18
EBITDA Margin (%)	22.45%	27.76%	28.74%
Profit After Tax (₹ in Crores)	9.85*	10.98	8.35
PAT Margin (%)	13.88%	18.76%	19.71%
RONW (%)	11.23%	13.92%	27.77%

*** Note: Profit before debit of certain Capital/Deferred revenue expenditure as per accounting standard is Rs.14.72 crores.**

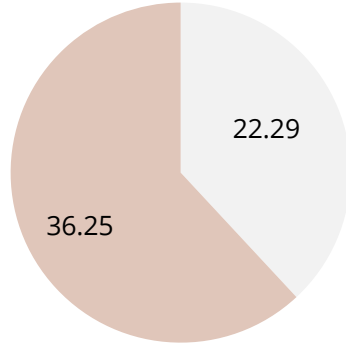
Domestic & Export Revenue Bifurcation

Revenue Bifurcation (Rs. in crores)



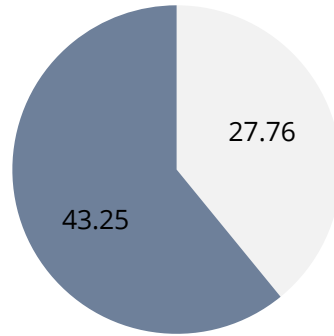
Export Domestic

FY 2021-22



Export Domestic

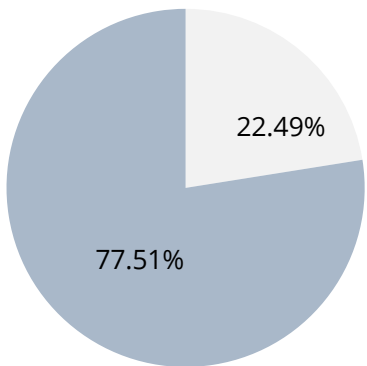
FY 2022-23



Export Domestic

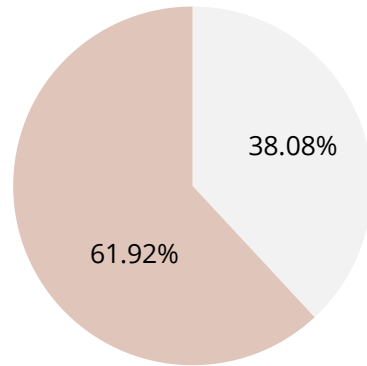
FY 2023-24

Revenue Bifurcation (in % of Total Revenue)



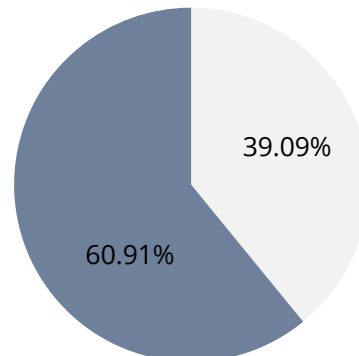
Export Domestic

FY 2021-22



Export Domestic

FY 2022-23



Export Domestic

FY 2023-24

Revenue Growth (Export)

CAGR Growth

Our Export Revenue has grown at CAGR of 14.74% from Rs.32.85 Cr. To 43.25 Cr. From FY 22 to FY 24.

Year on Year Growth

YOY Revenue growth is 10.35 % for FY 22 to FY 23 and 19.31% for FY 23 to FY24.

Revenue Growth (Domestic)

CAGR Growth

Our Domestic Revenue has grown at CAGR of 70.67% from Rs.9.53 Cr. To 27.76 Cr. From FY 22 to FY 24.

Year on Year Growth

YOY Revenue growth is 133.89 % for FY 22 to FY 23 and 24.54 % for FY 23 to FY24.

Corporate Social Responsibility (FY 2023-24)

Sealmatic's commitment to CSR stems from abiding concern for society and environment. At Sealmatic, CSR programmes seek to create sustainable well-being. The guiding principle is "Impact through Empowerment", where outcomes and measurable impacts are delivered through a long-term sustained effort.

- Our CSR education initiative helped all students of A K Balwa Memorial Junior College, Navapur, to pass 12th Standard.
- Sealmatic provided assistance to MK Education Society in providing IT courses to the underprivileged in the suburbs of Mumbai.
- In our endeavour to support free healthcare services to the underprivileged strata of the society, we have undertaken many initiatives such as supporting the 'Paranubhuti Foundation' in Mumbai suburban area to provide free healthcare and the 'Blind Organisation of India' in Mumbai and many more such initiatives both in the urban and rural parts of India. We support patients and their families in mitigating the financial problems that accompany medical treatment and for Cataract Operations and the associated medications and investigations.

Sealmatic demonstrates care for the community through its focus on education & skill development, health & wellness, and environmental sustainability.



Expected Growth: Various Industrial Segments

MARINE SECTOR

Ship building Industry holds strategic importance for various countries.

The importance increases more as navy needs to protect the boundaries from the sea invaders for that it need to manufacture and repair its vessels that supports the primary industry in various countries.

The sheer no of specialized Mechanical Seals required in a ship outnumbers the requirement from any other industry

Investment of INR 57,500 crores is envisaged in the next 5 years time. (Source: www.projectstoday.com)

PHARMACEUTICAL SECTOR

The biopharmaceutical industry has its unique requirements for specialized mechanical seals due to the need for cleanliness and sterilization.

Regarding the correct methods for product handling, the pharmaceutical industry is continually being confronted by increasing requirements. Wherever solid material transfer takes place, the restrictions on dust emission must be adhered to. One of the major aspects of the restrictions is the protection of both products and personnel during production processes in the chemical and especially the pharmaceutical industries.

Restrictions apply particularly to dust-free charging and discharging of production units with sensitive or toxic powders right up to granulates

Investment of INR 15,000 crores is envisaged in the next 5 years time. (Source: www.projectstoday.com)

CHEMICAL / PETROCHEMICAL SECTOR

Highly corrosive, toxic and flammable fluids are commonly used in the chemical and petrochemical industries. There is an Increasing demand for safety and reliability in process, use of Mechanical Seals are the solution to ensure safety and reliability in the manufacturing process.

Investment of INR 15,000 crores is envisaged in the next 5 years time. (Source: www.projectstoday.com)

REFINERY, OIL & GAS SECTOR

From exploration through refining, from crude oil through high octane fuel, the oil and gas industry requires the highest level of Rotary Equipment and Mechanical Seals to achieve the high standards of reliability, corrosion resistance, vibration, temperature cycles and pressure surges. Offshore rigs, refinery plants and gas handling systems are all highly sensitive to reliability and safety issues.

Investment of INR 95,000 crores is envisaged in the next 5 years time. (Source: www.projectstoday.com)

Mechanical Seals Market (Global Opportunities)

Market Size & Growth

The mechanical seals market size is forecasted to increase by USD 1.73 billion at a CAGR of 5.55% between 2025 and 2030.

Seals by Segment

The seals for pumps and similar equipment was the largest segment and was valued at USD 2.20 billion in 2023. Mechanical seals are engineered to withstand the rigors operating conditions of diverse pump types and conditions, including high pressures, temperature variations, and exposure to corrosive or abrasive media.

Factors stimulating growth in Mechanical Seals Market

- As large scale industries seek cost-effective environmental compliance, there is a growing demand environment friendly sealing devices as per API 682 regulations, there is more and more stricter compliance of the API 682 standards for mechanical seals. This will increase the demand for sophisticated sealing devices.
- Mechanical seals find applications in this diverse and growing sectors , including oil & gas, refinery, petrochemical ,nuclear, chemical etc where equipment design and support systems play crucial roles.

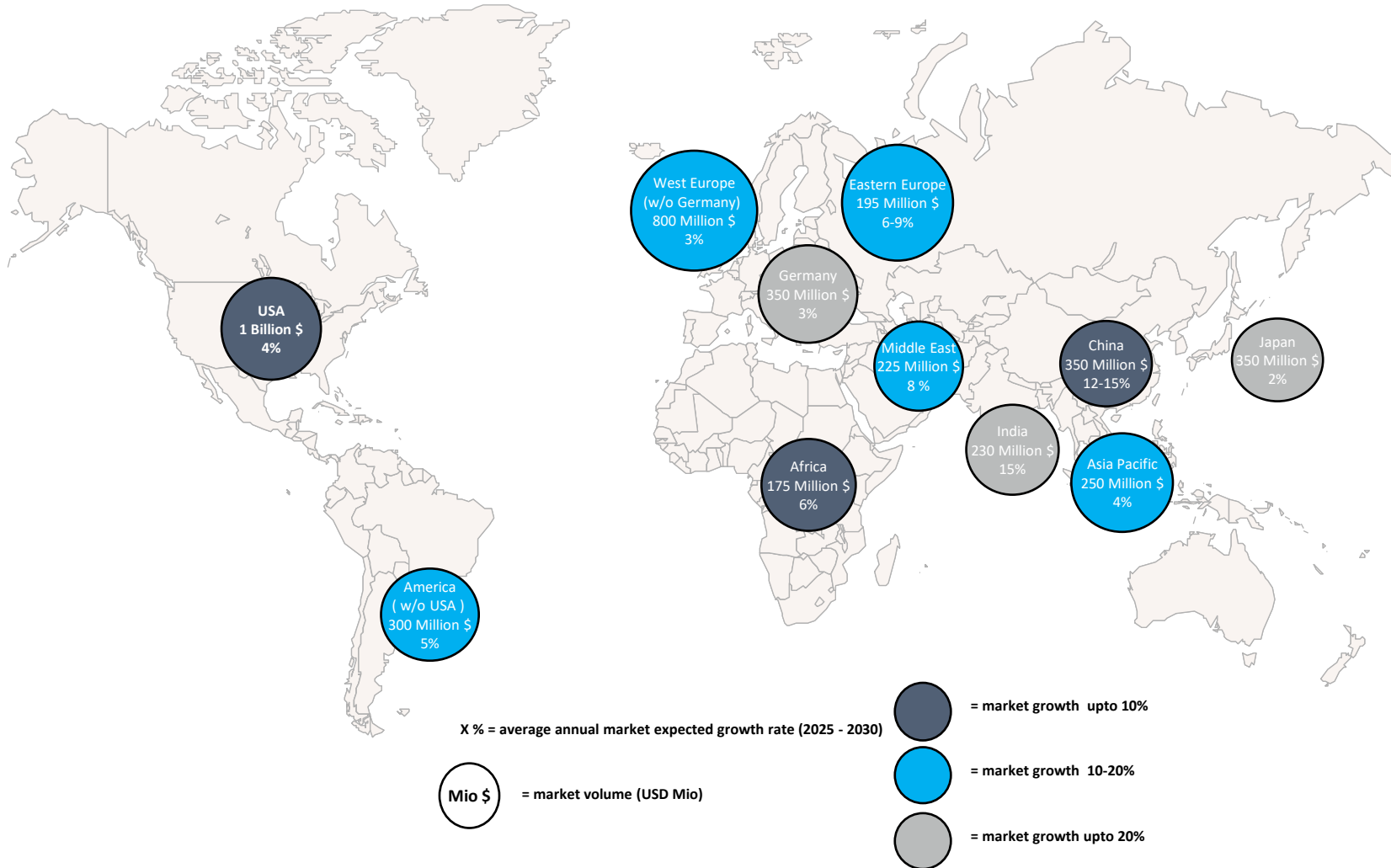
Mechanical Seal Industry by Region

Asia Pacific (APAC) region is estimated to contribute 40% to the growth by 2030.

The market in APAC is projected to expand at a consistent pace, driven by the demand from sectors such as oil and gas, energy, power, aerospace, marine etc. In the oil and gas sector, Middle East, China, India, Japan, and Australia are the primary contributors to the market's revenue.

Overview Of Global Mechanical Seals Market

Total Market Volume 2024: ~4.22 Billion \$



Mechanical Seals Market (India)

India is one of the major markets for mechanical seals **(estimated to be at Rs 1900 crores in 2024)**. Few of the major factors that have led to high demand for mechanical seals in India include, rapid industrialization which has led to high demand for Power and infrastructure sector, one of the other factors is that seals help in reducing leakage and protect the environment and help in efficiency of the processes to further reduce cost of maintenance, Thus the Indian Oil and Gas, Power sector and other capital-intensive industries have started deploying sophisticated mechanical seals as per API 682 for bringing efficiency in the process and reducing overall operational cost.

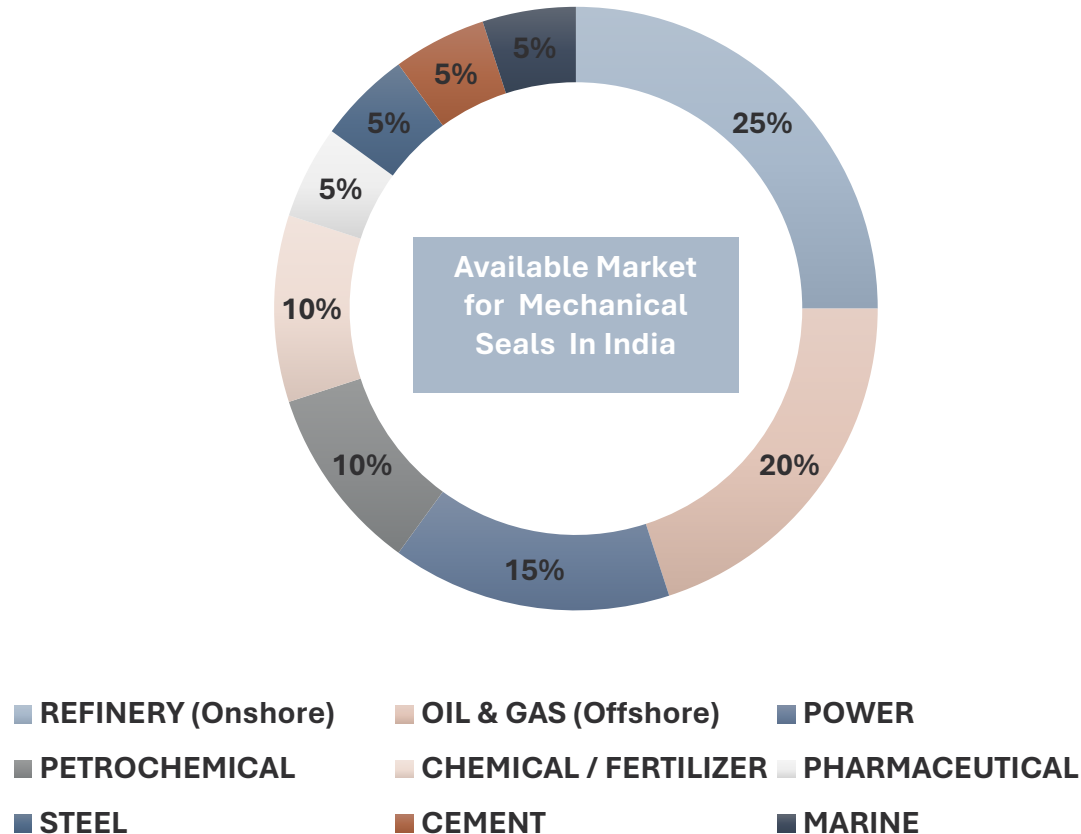
The sealing system's role in a rotary equipment is to minimize leakage of the conveyed liquid from the area in the equipment where the drive shaft enters or exits the casing. Depending on the type of conveyed liquid, leaking fluid can be extremely dangerous, hence sophisticated sealing systems help keep pumping equipment operating safely.

Adoption of mechanical seals in pumps and compressors reduces the maintenance and operation cost of the system and ensures leakage safety and mitigation of airborne pollution. Increasing acceptance of mechanical seals by processing industries is anticipated to drive the Indian mechanical seals' market.

Mechanical seals are employed in harsh conditions such as oil well drilling, refining, chemical processing, power generation, fresh water distribution, lift stations, and wastewater treatment in the water & wastewater industry. Introduction of mechanical seals in cooling towers, hot & cold water, circulation pumps, booster pumps, boiler feed, and fire pumps in the Power Plants (Nuclear & Thermal) and HVAC industry is also expected to drive the Indian mechanical seals' market. **(Source: www.mordorintelligence.com/industry-reports/mechanical-seals-market)**

India Market Segment: Industry Wise

Segment Wise Available Market for Mechanical Seals in India



Mechanical Seals Market of INR 1900 crores exists in India. Industry in India is having a new dimension, whereby huge investments have been made on all fronts.

New projects are coming up in various sectors such as Refineries, Petrochemical, Chemical, Oil & Gas, Power, Cement, Marine, Fertilizers, Pharmaceuticals etc, thus creating a requirement for high quality mechanical seals.

Around 80 new projects are upcoming and shall be active in the near future. The investment envisaged for these projects is INR 250,000 crores.

On a very conservative estimate it would be safe to assume that for the above 80 projects as listed should involve an investment for mechanical seals, which shall be approximately 0.12% of the total project cost and hence it is safe to assume that a new market through OEMs of INR 300 crores is available over a period of 5 years. Therefore new requirements from OEMs will be INR 60 crores per year.

(Figures are assumed at throw away project price, which is below the cost of raw material)



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