

Sealmatic: Strengthening Industrial Operation Through Engineering Innovation



Umar AK Balwa

Managing Director

The industrial sealing solutions market is evolving rapidly as manufacturers across sectors place greater emphasis on operational efficiency, equipment reliability, and sustainability. Industries such as oil and gas, power, chemicals, **water treatment**, and process manufacturing are increasingly investing in advanced sealing technologies that reduce downtime, improve asset performance, and support safer operations.

While demand fundamentals remain strong, market volatility, pricing pressures, and fluctuating capital expenditure cycles, particularly in the energy sector, continue to test the resilience of suppliers worldwide.

In this environment, long-term competitiveness depends not only on engineering capability but also on the ability to adapt, innovate, and create value beyond the initial product lifecycle. Sealmatic India has steadily built its position by embracing exactly this philosophy. Backed by a legacy spanning nearly four decades, the company has evolved into a trusted manufacturer of mechanical seals and engineered sealing solutions, serving

mission-critical applications across diverse industries. Its focus on product quality, customer responsiveness, and continuous innovation has enabled the company to strengthen its market presence while navigating one of the most challenging periods for the global process industry.

Building Strength via Market Cycles

For Sealmatic India, resilience has become more than a business characteristic, it defines the company's identity. Over its 37-year journey, the organization has consistently adapted to changing industry dynamics while preserving its commitment to engineering excellence and customer-centricity. According to Managing Director Umar AK Balwa, FY 2026 was a defining year that tested the company's ability to respond to difficult market conditions. With the oil and gas sector accounting for a significant share of business, weaker investments and pricing pressures created a demanding operating environment. Rather than retreat, Sealmatic focused on strengthening its market position through disciplined execution, operational improvements, and strategic decision-making.

“Despite macroeconomic headwinds, the company delivered a stable performance. Order intake grew by 6 percent, while sales increased by 2 percent, helping offset pricing pressures and volume erosion. Equally significant was the company's ability to maintain healthy cash flow during a period when customers faced tighter liquidity and extended payment cycles. These results reflect a business built on operational discipline rather than short-term market opportunities”, speaks Umar AK Balwa, Managing Director.

Expanding Beyond Products

Sealmatic's growing end-user aftermarket business is becoming a major contributor to its long-term strategy. Mechanical seals installed as original equipment eventually require maintenance, repairs, replacements, and performance optimization throughout their operational life. Recognizing this opportunity, the company continues to expand its service footprint while strengthening relationships directly with end users.

This approach not only provides higher-margin revenue streams but also enhances customer loyalty through long-term **service agreements** and technical support. Today's industrial customers increasingly expect suppliers to deliver comprehensive solutions rather than standalone products. Sealmatic has responded by positioning itself as a dependable engineering partner capable of supporting customers throughout the entire equipment lifecycle.

Driving Efficiency through Strategic Transformation

Alongside market expansion, Sealmatic has continued executing an ambitious internal transformation programme designed to improve efficiency, competitiveness, and long-term profitability. The company has accelerated initiatives focused on cost optimization, manufacturing efficiency, and factory footprint rationalization. These structural improvements are intended to create a leaner and more agile organization capable of responding quickly to evolving customer requirements and changing market conditions.

Innovation remains equally important within this transformation journey. Sealmatic continues to invest in new product development and advanced sealing technologies, reinforcing its reputation for delivering engineered solutions tailored to demanding industrial applications. Rather than treating innovation as an isolated function, the company has embedded it into its organizational culture, encouraging continuous improvement across products, processes, and customer engagement.

This balanced approach, combining operational excellence with technological advancement, allows Sealmatic to remain competitive across both its traditional oil and gas business and its expanding presence in sectors such as power, water, and general industry, all of which recorded healthy order growth during FY 2026.

Supported by its experienced workforce, strong brand heritage, and commitment to sustainable growth, Sealmatic India is positioning itself to emerge stronger from today's market challenges



Umar AK Balwa, Managing Director

Preparing for Recovery with a Long-Term Vision

Although industry conditions remain challenging, Sealmatic views FY 2027 as an important transition year rather than a period of uncertainty.

The company expects pricing pressures within the oil and gas sector to persist in the near term, with broader commercial recovery likely to materialize only after upstream investments resume and demand-supply dynamics rebalance. Given its position near the end of the oil and gas value chain, Sealmatic anticipates that any recovery in **customer investments** will take several months to translate into business opportunities, with stronger commercial momentum expected during FY 2028.

"In preparation, the company remains focused on completing its transformation initiatives, protecting profitability, maintaining market share, and strengthening customer relationships. Simultaneously, it will continue expanding its aftermarket capabilities while investing in innovation and engineering excellence that differentiate its offerings in increasingly competitive markets", shares Umar AK Balwa.

Looking further ahead, Umar AK Balwa envisions Sealmatic becoming not only the preferred sealing solutions partner for industrial customers but also an employer of choice for engineering talent. Supported by its experienced workforce, strong brand heritage, and commitment to sustainable growth, Sealmatic India is positioning itself to emerge stronger from today's market challenges. As industrial investment cycles recover, the company aims to leverage its strengthened operational foundation and customer-focused strategy to accelerate growth while continuing to deliver reliable, high-performance sealing solutions across India's evolving industrial landscape.