



Sealmatic Pays Tribute To KSB

We thank you for the invitation and it is an honour to be a part of the "KSB Supply Chain Synergy Summit 2026"

Klein, Schanzlin & Becker (more than 150 years old) is a German multinational company; known globally as KSB, a leading manufacturer of pumps, valves, and many other products.

I will talk about our own experience, to **Sealmatic**, KSB has been a mentor.

When our relationship began, we were a nascent company in need of guidance. KSB acted as the 'older sibling,' providing us with the firm hand-holding necessary to navigate the complexities of the OEM business, so a big Thank You to KSB.

KSB has helped us to build systems and processes for a deeper connection at all levels with various customers, thus ensuring strong relationships and open communication and instilling in us a resilience to work through challenges together.

KSB has regularly solicited feedback on our performance, which genuinely has helped us employing remedies to make improvements in our processes.

Being a supplier to KSB offers advantages like stable demand from a leading global player, access to technological innovation, opportunities for cost optimization, and partnerships focused on quality, reliability, and sustainability; thus enhancing our market credibility. Also being a KSB partner provided the credibility that paved our way

to listing on the Bombay Stock Exchange (BSE) in 2023. Once again A big thank you to KSB. We deeply value the trust and confidence you have placed in us, and we look forward to continuing this strong, mutually beneficial relationship for years to come.

Lastly: The deepest connection with KSB is personal for me. In our household, we use a Gujarati phrase: 'Khotu Shukam Bolvanu' (Why tell a lie?). For years, my family has used the acronym **KSB** ('Khotu Shukam Bolvanu') to remind ourselves to stay honest, even when it's difficult. Today, KSB represents both our professional success and our personal integrity." So for me it is KSB at office and also at home.

Thank you !!!

16th January 2026



Mr. Umar AK Balwa
Managing Director