

## Overseas Polymers – Profile

Plastics | Chemicals



**Vinmar is a Global Marketing & Distribution company with HQ in USA**



**Serving the Petrochemical Industry over 43 years**



**Privately owned with sales revenues of approx. US\$ 4 bn.**



**Sales vols of 3 million mt + of petrochemicals annually**



**Global offices in 39 countries covering all 5 continents**



**High focus on Distribution business**



**Serving customers in more than 105 countries**



**Robust systems & processes with focus on IT & Automation**



**FCPA Compliant**

# Overseas Polymers Pvt. Ltd

Subsidiary of Vinmar for imports & distribution of Polymers, Chemicals & Elastomers in India

Distributing Polymers, Chemicals & Elastomers since 40 + years

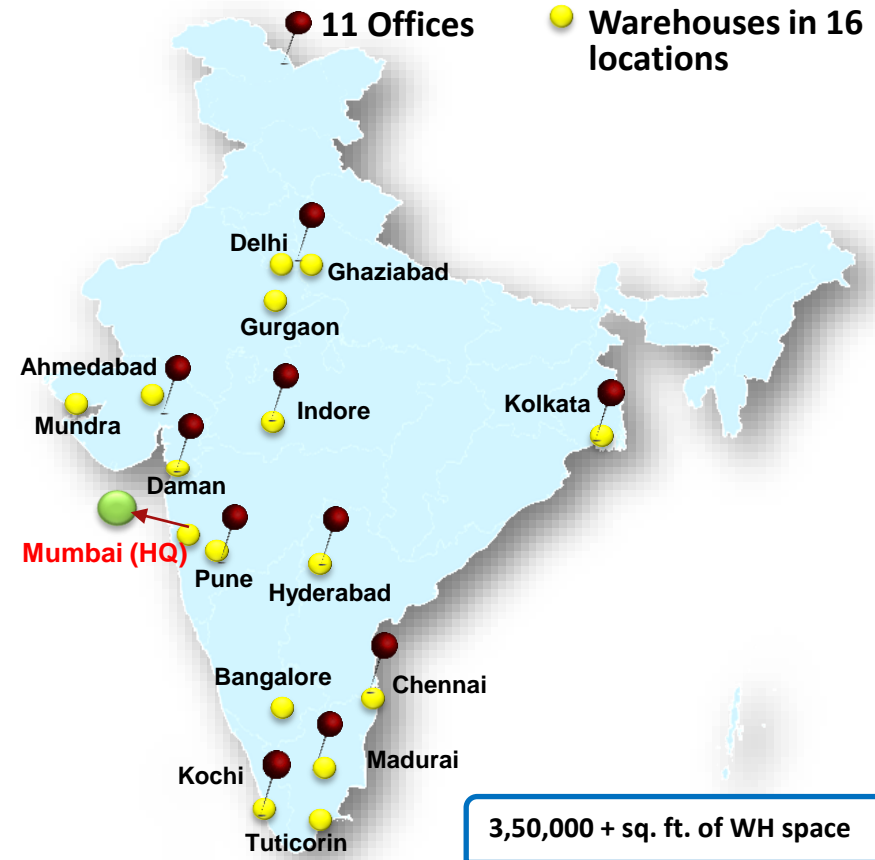
USD 530 million / INR 40 billion of Ex Stock sales in 2021

Volume CAGR of 9 % over last 5 years

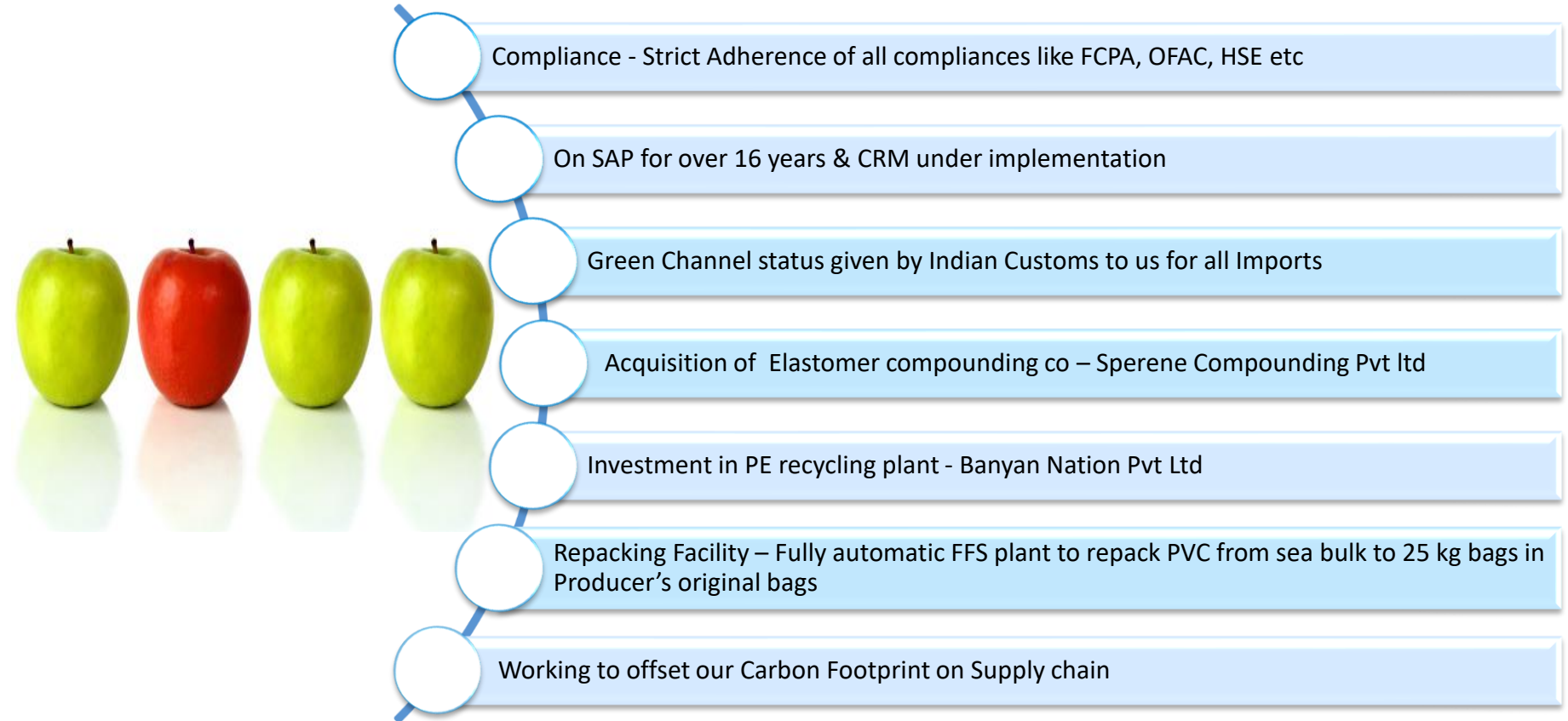
Multiple product sales to same Customers & Industry

Professional team of 52 people in Marketing & Technical Sales

Application & Solution Provider mindset- Pipeline Development



# What sets us Apart



# Business Model



## International Distribution

- Buy in larger volumes and sell in smaller lots
- Sales in Multiple countries
- Sales in USD
- Manage all Country, Credit & Tax risks
- Handle complete Supply Chain and Documentation



## Local Distribution

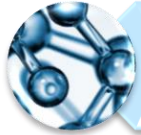
- Imports & Resell
- Sales in Local currency
- Maintain Inventory & Sell in smaller lots
- Pipeline development
- Offer Credit terms
- JIT & Door Delivery

# Product Portfolio

Polymers	Performance Polymers	Elastomers	Commodity Chemicals	Performance & Specialty Chemicals
LLDPE HDPE LDPE PP PVC CPVC EVA PETMetallocene's	ABS Polycarbonate Nylon 6 & 66 PBT / PPS PolyAcetal ASA SBC Master Batch Impact Modifiers Processing Aids PE Waxes Plastomers EVOH	SBR PBR NBR EPDM Butyl Rubber TPV	Phenol Acetone Acrylate Monomers IPA ACN LAB BTX Oxo Alcohols Polyols TDI & MDI MPG – USP DMF & DMSO MDC / EDC Propanol THF	TiO2 Polyester Resins Anti-Oxidants Acrylics Coalescing agents Cellulose Ethers - CMC, HEMC, HPMC, HEC Cell. Polymer Re Dispersible powders Silanes, Silicones & Poly Siloxanes Neutralizing Agent Alkoxyate cellulose



# Overseas Polymers : Business Units



**Polyethylene & Polypropylene**



**Engineering Polymers**



**PVC**



**PET**



**Elastomers**



**Bulk Chemicals**



**Speciality Chemicals**



**PU chemicals**



**Industrial Chemicals**

# Industries Serviced

## *Polymers & Elastomers*



Packaging & Films



Automotive



Electricals & Electronics



Blow & Injection Moulding



Master Batch & Compounders



Pipes & Conduits



Profiles & Extrusion



Toys & Water tanks



Tubes, Tires & Belts



Shoe Soles

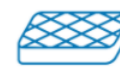


Others

## *Chemicals*



Paints & Coatings



Polyurethanes



Pharmaceuticals



Adhesives & Emulsions



Agrochemicals



Printing & Inks



Laminates



Plasticizers



Personal Care



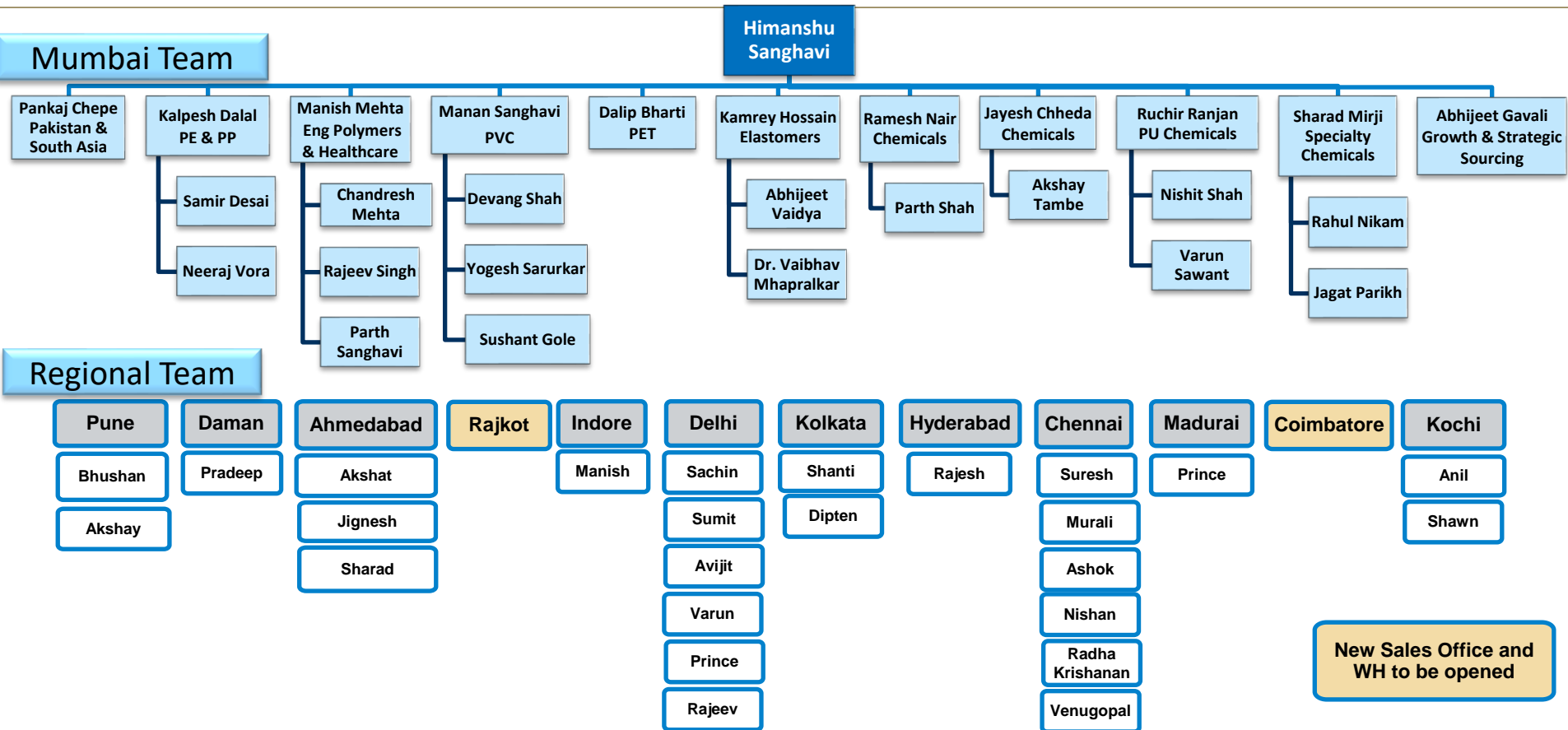
Surfactants



Leather, Textile & Others



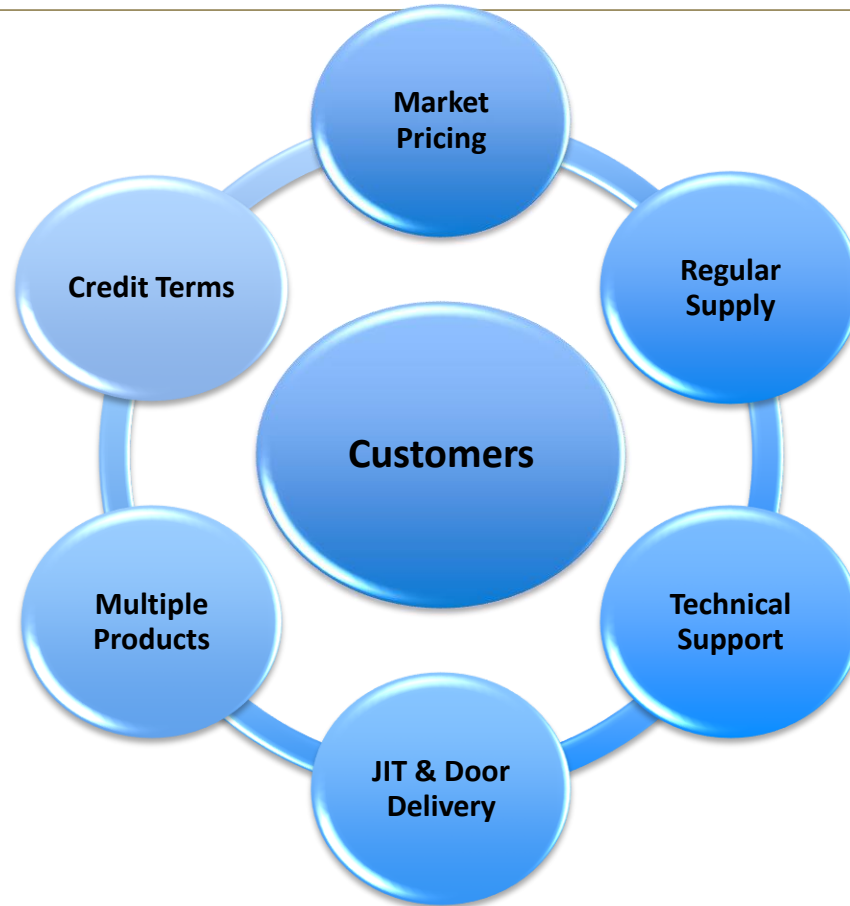
# Marketing and Sales Team



# Servicing Supplier Needs



# Servicing Customer Needs



# Key Suppliers



# OPPL Strength

- 43 years of experience in Polymers & Chemicals industry
- Decentralized decision - Think Global Act Local
- Growth oriented
- Aligned to Supplier strategy

## Management

- Pan-India presence with 11 sales offices
- 16 WH's with over 350000 + sq feet of area
- IT systems – SAP, CRM & WMS

## Infrastructure

- Long-standing Senior Team
- Dedicated Techno Commercial Team for each Division & Region
- Financial strength

## Resources

- Strong Customer relationship
- Market Knowledge
- Cater to Diverse Industry
- **1100 +** active customers. buying consistent volumes

## Customers

- Market & Application Development
- Joint Stewardship with suppliers
- Pipeline development
- Solution oriented mindset

## Application Development

- Technical Support & Troubleshooting
- JIT & Delivery in small lots
- **'Amazon Prime'** of Polymer Industry - delivery in 8 hours

## Customer Service

- Better Unit economics in spite of large volumes
- Strong Supply Chain with Green Channel Clearance
- Efficient Inventory Management

## Cost Efficiency

- Multiple product sales to same customer & industry
- Strong Industry connect
- Regular Volumes
- Extended credit terms

## Competitive Advantage



**Partner of Choice**