

POLYMER PRODUCTS IMPEX (PRIVATE) LIMITED

Futuristic orientation of the company

Specialists in Highly Technical Rubber Products

2018.03.22

Polymer Products Impex (Pvt) Ltd

Engineers in
Polymer
Technology

We are a polymer based engineering solutions provider, based in Sri Lanka with over 30 years industry experience and over 20 years exporting experience in providing highly technical rubber based solutions to both local and foreign clients.

Our main goal is contributing to effectively solve the problems faced by our clientele by providing highly technical rubber products and services that aims to enhance the process effectiveness and efficiency in the clients end.

Who we are

- ▣ Established in 1984 as Family owned SME
- ▣ Pioneered Rubber based engineering solutions segment in Sri Lanka
- ▣ More than two decades exporting experience
- ▣ Long Term partnering with globally renowned brands
- ▣ “Customer centric” business model with emphasis on continuous quality enhancements



Vision

“To be a leader in providing innovative, high quality rubber product solutions for both local and international markets”

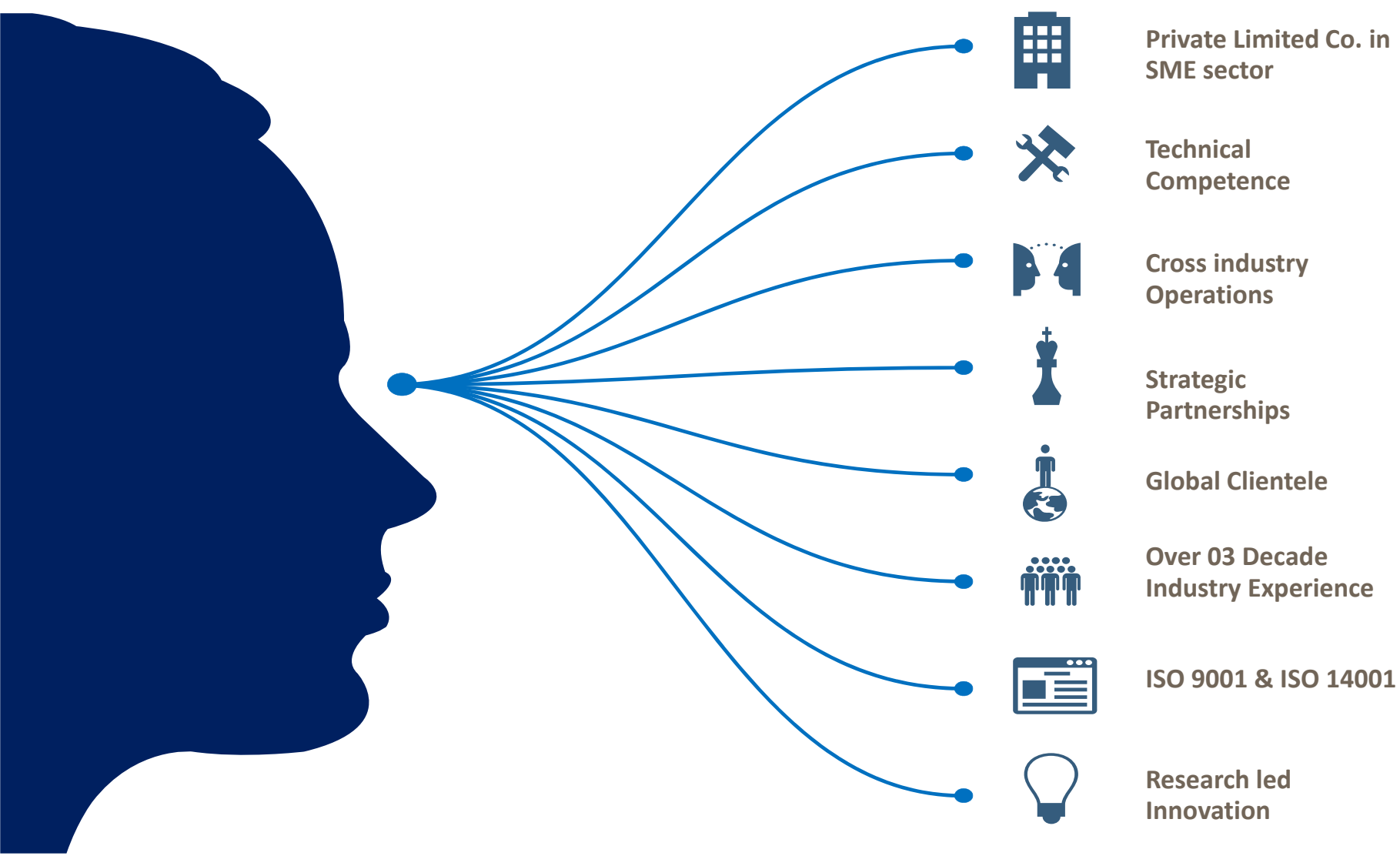
Mission

“ We are in the business of serving customers for diverse industry requirements through innovative development and manufacture of rubber based products ”

Values

- **Business with Honesty & Integrity**
- **Customer Focused**
- **Quality conscious**
- **Thrust for Continual Improvement**
- **Learning Culture**
- **Respect and care for people & environment**

About us : Polymer Products Impex (Private) Limited



PPI Core Values



Rubber Based Engineering Solutions

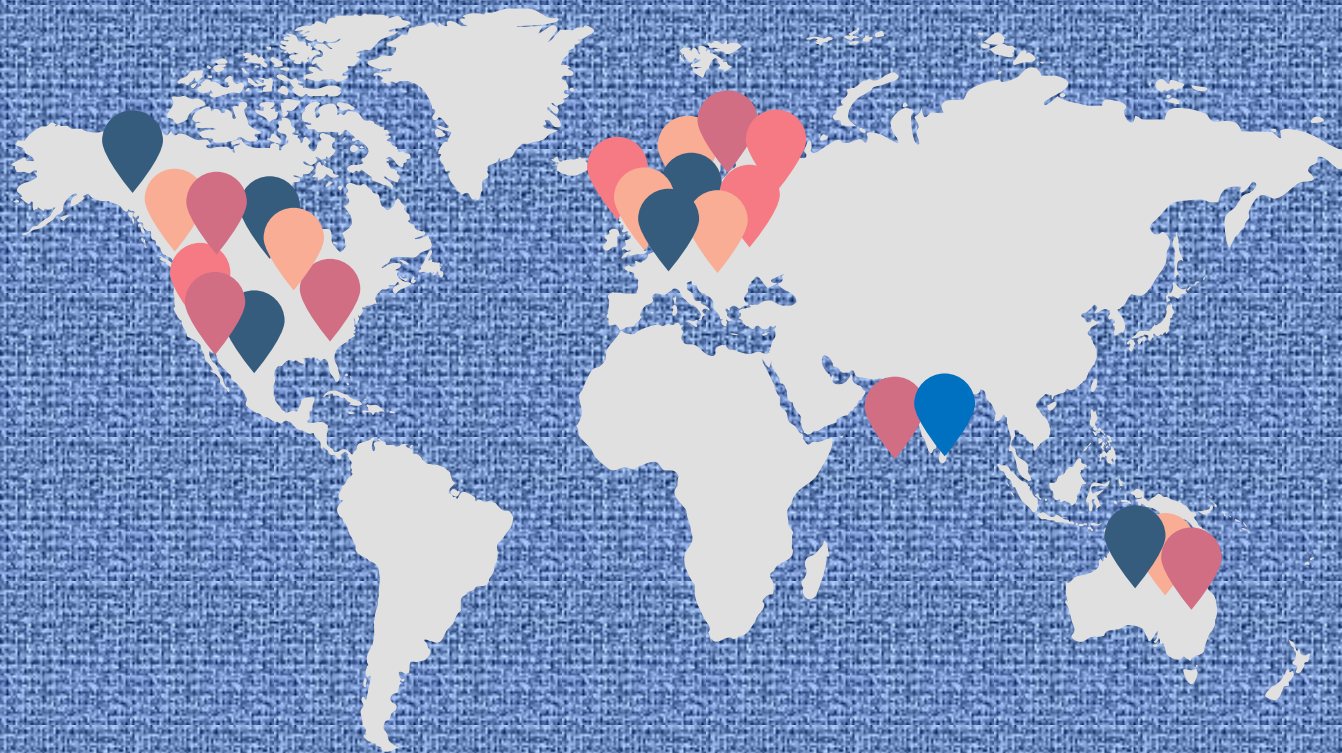


Research led Innovation



Long Term partnership based Approach

Our Global Reach



Polymer Products Market Portfolio

Automotive

Transportation

Construction

Marine

General Industrial

Power & Energy

Specialised
Solutions



Future outlook of the company



The Company is going through a phase of restructuring with the focus of capacity and the asset modernization, where there are significant development schemes put in to motion with medium and long term time horizons.

Polymer Products aims to propel itself to next level of operations by multiple corporate and business strategies.

Future outlook of the company contd.

- **Relocation Strategy**

Actions are taken to strategically relocate the company premises to a newly established industrial Zone in Millaniya, Bandaragama. Company aims to expand 5 fold with relation to the existing capacity due to the increase in the new business projects unfolding which requires enhanced capacity.

- **Related Diversification Strategy**

Company has identified niche markets to which it can cater the existing products portfolio successfully by leveraging the competencies in house.

Innovative product portfolio extension

Marine portfolio extension

Automotive component portfolio extension

Future outlook of the company contd.

- **Strategic Business relationship with worlds largest innovations company**

Polymer products has been successful in acquiring and securing a strong business relationship with the worlds largest innovations company for the last 08 years by jointly developing different variants of innovation product portfolios. Further company has the exclusive rights to manufacture an entire line of innovation products for the client.

Moreover, there has been further developments in new innovations projects in the recent past where company illustrated its technical competence by developing the product design, material, production process, quality inspection procedure and other relevant manufacturing process from the zero level.

Future outlook of the company contd.

- **Strategic alliance with a mining industry based trading company in Perth, Australia**

Polymer products has a business relationship with Australia based trading company that supplies highly technical rubber based products for the mining industry. The strategic ties have been there for the past 05 years, and at present the company is trying to enter into new segments and are in negotiations to initiate several new projects.

Based on the fact that Australian mining industry is entering in to a boom in the next decade, the company is devising tactical plans to tap in to the growth by providing them with technical rubber products.

Future outlook of the company contd.

- **Strategic Ties with Thailand based compounder and rubber processing Chemicals supplier**

The Company has successfully entered in to the preliminary phases of signing a MOU with the said company and said to complete the same within the 02nd quarter of 2018, this will provide the exclusive access to Sri Lankan and Australian markets for the products manufactured and dealt by the Thai company.

Dealings are already initiated with the largest solid tyre maker of the country to supply them highly technical rubber compounds, and it is expected the deal to be closed with the 02nd quarter of 2018

Future outlook of the company contd.

- **Potential Strategic alliance with a Sri Lanka based adhesive manufacturer who is the market leader in the country**

Polymer products has entered in to the negotiation phase with the former company with the aim of creating and facilitating a win-win joint venture relationship to create synergistic effect by jointly deploying the resources of the either party.

Company aims to harness the opportunities available in both the the domestic and foreign domains through mutual cooperation.

Future outlook of the company contd.

- **Greater commitment to Quality**

The company upon realizing the fundamental need for a enhanced product performance, adherence to the international standards, process and product optimization coupled with a greater quality assurance of its products and processes has initiated the process to attain ISO 17025 and ISO 18001 by the end of second quarter.

By doing so company aims to increase the favorable perception towards the company from the global clientele thereby producing a greater potential in winning over new projects.

Future outlook of the company contd.

- **Radiator hose manufacturing project**

Company has identified the fortunes in the bend and straight hoses market coupled with the existing technical competence and the machinery that can easily process the former set of products. Company has the technical and the R&D capabilities that could successfully leveraged to designing, prototyping and testing, manufacturing, quality assuring and marketing the products.

Further, company has already started creating the technical background for the project and confident that once the suitable markets are identified company is well equipped to latch on to them quickly and conveniently.

Future outlook of the company contd.

- **Modernization of the Asset Fleet**

With long term objectives in mind company has decided to enhance the production capacity and capabilities by introducing a portfolio of new set of machinery and capital equipment's to obtain enhanced production capabilities, optimizing the resource allocation, increasing the efficiency and productivity coupled with cost focused objectives.

Mixing mills, Banbury, Batch off line, Weighing machine, Kneaders, Dumping Conveyor systems and other capital equipment are planned for the new factory premises. Further new set of testing equipment's are planned to be purchased for the laboratory as well with the aim of improving the overlap product performance and the process efficiency.

Future outlook of the company contd.

- **Implementation of the SCADA (Supervisory control and Data Acquisition system)**

Engineering department is spearheading the process of designing, testing, installing, executing and maintaining the system. SCADA system aims to continuously monitor the key performance indicators of the machinery used in the production, thereby offering a greater control over the products that need enhanced level of caution and care.

Since the company's main portfolio of products involve technical rubber products opposed to the commodity products therefore requires an additional level of control in the production process.

Future outlook of the company contd.

- **Strategic Ties with the largest Sri Lanka based automotive assembler and one of the Largest Indian assemblers**

Company has been successful in securing an exclusive agreement with the largest automotive assembler in the country to produce and supply rubber based components for their entire fleet of globally branded vehicles assembled and distributed in the country. Company has been working closely with the Sri Lankan assembler for the past 05 years and has grown in volumes and variants of products supplied.

At present the company is in the negotiations phase to design, develop and manufacture brand new set of automotive components for a world renowned automotive brand.

Future outlook of the company contd.

- **Potential joint venture with a Indian rubber products manufacturing company**

Company is in negotiations to secure a joint venturing opportunity with a electrical insulated rubber products manufacturing company to create a product kit that can be marketed together in Mediterranean and in Indian markets.

Polymer products plays the roles of manufacturing the insulated products and technical assistance provider for the said company.

Contact Details



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Thank You!!

What you can expect from Polymer Products Impex (Private) Limited;



Competitive Pricing



Long Term Relationship



Engineering Expertise



Quality Products



Advanced Testing Facilities