



## OPaL organizes 2<sup>nd</sup> All India Business Partners Meet

OPaL organized 2<sup>nd</sup> All India Business Partners Meet on 12<sup>th</sup> May, 2018 at Welcom Hotel, Vadodara. The 1<sup>st</sup> All India Business Partners Meet was organized in November, 2017 at Dahej. The meet was organized to build the momentum and stay connected with the valued Channel Partners of OPaL. The objective of this meet was to highlight financial results of OPaL for FY 2017-18, the current and future products being offered by the company along with addressing the concerns of our business partners.



The session was inaugurated with the auspicious lighting of lamp by Shri Avinash Joshi, IAS, MD-OPaL, Shri Saumya Chakrabarti, COO-OPaL, Shri Pradosh Basu, CFO-OPaL, Shri Makarand Dixit, Head – Marketing, Smt. Vimla Nigania, Head HR, Shri Asit Baran Karmakar, Head - MM and Shri Subodh Pankaj, Company Secretary. Representatives of 32 Key Business Partners of OPaL from all over India attended the meet.

Shri Neeraj Kumar, Senior Manager – Marketing, gave introductory presentation highlighting key achievements of OPaL in the fiscal gone by. He briefed that, polymer segment contributed 77% in volume terms and 85% in terms of sales value in FY 17-18; the remaining accounted for by chemicals segment. He presented polymer industry performance for the year and highlighted the point of net importing status of country as a whole in times to come. He also briefed about the sales performances of all the zones, wherein western region was contributing to 60% of polymer segment sales.



*Senior Authorities of OPaL lighting the auspicious lamp*



*Shri Neeraj Kumar, Senior Manager – Marketing making introductory presentation at the meet*

Shri Pradosh Basu, CFO-OPaL expressed his gratitude to business partners for having faith in OPaL and contributing immensely in the business goals achieved. He shared his concerns on business issues raised by channel partners with respect to 'marketing finance' and assured of best efforts to resolve them at the earliest.



*Shri Avinash Joshi, IAS, MD – OPaL, appreciating OPaL and channel partners' collaborative efforts*



*Shri Saumya Chakrabarti, COO – OPaL, speaking about the commissioning of OPaL plant*

Shri Makarand Dixit, Head-Marketing addressed the issues raised by channel partners, steps taken by OPaL already as solution to the issues and way forward. He further emphasised that OPaL is trying to make faster dispatches and delivery of products with the support of improved functioning of Logistics. He also talked of advisory for due compliance by the channel partners as part of sound business practices. Shri Vivek Mehta, DGM – Marketing addressed the technical issues of the channel partners.



*Shri Pradosh Basu, CFO – OPaL, expressing his gratitude to Channel Partners*



*Shri Makarand Dixit, Head – Marketing addressing the concerns of Channel Partners*

Shri Avinash Joshi, IAS, MD – OPaL, said that our focus and dedication keeping in mind the requirements of our users/business partners has helped us achieve remarkable volume in terms of production value and he is grateful to the channel partners for their faith in OPaL and dedicated efforts, due to which OPaL has been able to travel the righteous path to success. He also advised all to 'sweat' more with dedicated and channelized efforts to have better results for the current fiscal.

Shri Saumya Chakrabarti, COO – OPaL, highlighted upon the past events of last year. He said that it was a huge challenge for all of us to stabilise the plant and begin the manufacturing of the product. He thanked our channel partners and said they are the extended members and brand ambassadors of OPaL and their support have been commendable.

The last part of the session saw an open house discussion between the senior management of OPaL and the business delegates. The session was concluded with the vote of thanks by Shri S R Choppalli, Head-Polymers.

A memento was presented to all our business partners as a token of gratitude expressing their valued association with OPaL. The 2<sup>nd</sup> All India Business Partners Meet proved to be a significant platform in strengthening relationships and emphasizing the organizational goals with our valued business partners in our journey towards reaching greater heights.



*Senior Management of OPaL in an Open House session  
with Business Partners*

## Glimpses of the Meet



